

Date: November 29, 2005



**TO:** Board Members – Vancouver Park Board  
**FROM:** General Manager – Parks and Recreation  
**SUBJECT:** Award of Stanley Park Pay Tennis Concession for 2006 - 2008

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## RECOMMENDATION

- A. THAT the Board award the Stanley Park Pay Tennis Concession to Gayle Dobson and Gordon Cheng, doing business as G & G Tennis Services, for the 2006 season, to be renewed annually for the 2007 & 2008 seasons by mutual consent of the Board and the Operators;*
- B. THAT no legal rights shall arise and no consents, permissions or licenses are granted hereby and none shall arise or be granted hereafter unless and until all contemplated legal documentation has been executed and delivered by all parties;*
- C. THAT once the form of all legal documentation has been approved by the General Manager and Director of Legal Services for the city of Vancouver, that the General Manager be authorised to execute and deliver such documentation on behalf of the Board.*

## BACKGROUND

Pay tennis has operated at six of the 17 tennis courts in front of the Fish House restaurant in Stanley Park in the summer months since the early 1980s. In 2000, these six courts were resurfaced and upgraded.

The Board awards the pay tennis concession to an Operator on a revenue sharing basis. The Operator rents out the courts, provides lessons and runs tennis programs. These are the only Board tennis courts where this type of arrangement is in effect.

## DISCUSSION

### **Request for Expressions of Interest (RFEI)**

In 2002, the last time the Board issued a Request For Proposals to operate the pay tennis, the only proposal received was from the existing Operators. Since that time, no serious enquiries have been received by staff from anyone else potentially interested in running this operation.

The RFEI was advertised, and Tennis BC was notified of the opportunity to pass on to anyone they were aware of who might be interested.

Two Expressions of Interest were received.

One was from the existing Operators, Gayle Dobson & Gordon Cheng, dba G & G Tennis Services. Ms. Dobson operated this concession from 1986 to 1993 and Ms. Dobson & Mr. Cheng have jointly run it from 1999 to 2005. They are both certified coaches and are active in local tennis. Over the past seven years, they have offered tennis programs at the Stanley Park courts in conjunction with the Roundhouse Community Centre and Tennis BC, and plan to continue with both. They also now offer programs at these courts for Coal Harbour Community Centre and the YWCA. They have been closely involved with the Stanley Park Tennis Tournament, which is held at these courts annually.

Staff, having interviewed those who responded to the RFEI, determined that Ms. Dobson & Mr. Cheng were the best qualified candidates to provide the service.

#### **Award of Concession**

Amounts to be paid to the Board by the Operator are as follows:

% of gross receipts for court rentals	50%
% of gross receipts for lessons & programs	15%

These are the same percentages as have been paid to the Board by these Operators over each of the past seven years. Over those years, revenues to the Board from the pay tennis concession have increased annually, from \$6,800 in 1999 to \$14,000 in 2005.

The contract will be awarded for the 2006 season, renewable annually for up to two additional years by mutual consent. This would allow either the Board or the Operator the ability not to renew, should circumstances change for either party or the arrangement not work out as anticipated.

#### **SUMMARY**

Ms. Dobson & Mr. Cheng have been good operators of this concession over the last seven years. They have past experience, the ability to offer coaching and a good understanding of the local environment at these courts. Revenues paid to the Board have increased annually.

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