



April 10, 2018

TO: Park Board Chair and Commissioners
FROM: General Manager – Vancouver Board of Parks and Recreation
SUBJECT: Non-motorized Watersport Services at Kitsilano Beach - Service Contract

RECOMMENDATION

- A. THAT the Vancouver Park Board authorize staff to negotiate to the satisfaction of the Park Board's General Manager and the City's Director of Legal Services and enter into a contract with Vancouver Water Adventures Ltd., for the operations of a non-motorized water sports service at Kitsilano Beach, for a term of three (3) years, with the option to extend for two (2) additional one (1) year terms.
- B. FURTHER THAT the Park Board General Manager be authorized to execute on behalf of the Board the contract contemplated by Recommendation A;
- C. THAT no legal rights or obligations will be created by Board adoption of Recommendations A and B above unless and until such contract is executed by the authorized signatories of the City as set out in these Recommendations.

REPORT SUMMARY

A Request for Expression of Interest PS#20180049 was issued in February 2018 for a Non-motorized Watersports Operator at Kitsilano Beach. The RFEOI was advertised on the City of Vancouver website and BC Bid and the work was called in accordance with the terms and condition of the City's Procurement Policy AF-015-01. The RFEOI evaluation committee have considered the responses received and recommend that the Park Board enter into a contract with Vancouver Water Adventures for the continued provision of non-motorized watersports services at Kitsilano Beach.

BOARD AUTHORITY / POLICY

As per the [Vancouver Charter](#), the Park Board has exclusive jurisdiction and control over park land use in the City of Vancouver, including any structures, programs and activities, fees, and improvements that occur within designated parks.

The [Park Board Procurement policy](#) outlines the requirements for the procurement of goods and services for the Vancouver Park Board.

REPORT

Background/Context

As stewards of Vancouver's parks and beaches, the Vancouver Park Board wishes to support the development of non-motorized watersport activities at major beaches to provide additional opportunities for members of the public to participate and experience this form of on water

recreation. Currently, three Vancouver beach locations have been designated to provide non-motorized watersports services: English Bay, Kitsilano Beach, and Jericho Beach. All of the locations provide rentals, lessons, and programming for stand-up paddleboards and kayaks. A non-motorized watersport service was originally piloted at Kitsilano Beach from 2013 to 2017 and was well received by beach patrons looking for additional on water recreation options. Vancouver Water Adventures Ltd. was the preferred proponent in the initial pilot at Kitsilano and operated the service for a 5 year term ending in October 2017.

The purpose of the REFOI was to identify suppliers with a demonstrated capability to provide quality non-motorized watersport services over the term of the contract, with competitive pricing, while being compliant with all applicable laws and licences of the Canadian Coast Guard, Port Metro Vancouver, and Paddle Canada, as well as meeting all of the Park Board's service requirements.

Strategic Analysis

The RFEI was issued in accordance with Park Board's Procurement Policy. Two (2) suppliers submitted responses: Vancouver Water Adventures Ltd. (the incumbent) and Sea to Sky Adventure Co. An evaluation team comprised of representatives from the Park Board Commercial Operations Team, under the stewardship of Supply Chain Management, reviewed the responses to select the operator offering best overall value to the Park Board and its customers. Both quantitative and qualitative factors were evaluated.

Some of the criteria considered in the overall evaluation process included:

- Business concept (including product and service approach, understanding of market trends);
- Operations/level of service (including safety considerations, range of services and sustainable practices);
- Experience and qualifications;
- Financial capacity;
- Financial fee/offer; and
- Value added services.

Based on the overall evaluation, the team concluded that the proposal submitted by Vancouver Water Adventures best met the Park Board's requirements and provided best overall value.

Founded in 2009 with just two jet skis by a Vancouver-based brother and sister team, Vancouver Water Adventures Ltd. has expanded to three locations at Granville Island, English Bay Beach, and Kitsilano Beach, and now offers a variety of water sports activities including unique non-motorized water sport adventures from stand-up paddleboard yoga, lighted night-time tours, kayak tours, kayak and stand-up paddleboard lessons, and equipment rentals. Vancouver Water Adventures Ltd. has a non-motorized fleet of over 80 paddle boards and 61 kayaks, which were used by approximately 40,000 customers in 2017.

Service Agreement Overview

Term: The initial term of the agreement will be for three (3) years with an opportunity to renew for two (2) additional one (1) year terms.

Fee: Payment of a market competitive licence fee has been proposed by the vendor and is equivalent if not better in comparison to other non-motorized watersport service contracts managed by the Park Board.

Range of Services/Operations: Vancouver Water Adventures Ltd. will offer customers competitively priced stand-up paddleboard & kayak rentals, lessons, guided tours, and related sales from their seasonal operations at Kitsilano Beach that will run from approximately May to October annually during the term of the contract. The service is a mobile operation that is set-up and removed from the premises each business day.

Legal

The Park Board's Procurement Policy requires that all contracts will be on terms and conditions approved by the City Solicitor.

CONCLUSION

Staff recommend that the Vancouver Park Board enter into a three (3) year contract, with the option to extend the contract for an additional two (2) one (1) year terms, with Vancouver Water Adventures Ltd. for the provision of non-motorized watersport services at Kitsilano Beach.

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