



VANCOUVER
BOARD OF
PARKS AND
RECREATION

February 2, 2024

MEMO TO : Park Board Commissioners

FROM : Steve Jackson – General Manager, Parks and Recreation

SUBJECT : **Water Bike Rental Service RFEOI – Board Briefing Memo**

Dear Commissioners,

The purpose of this memo is to inform you of a Request for Expressions of Interest (RFEOI) that will be issued in the coming days for an existing Park Board approved business service that has come to the end of its licence term.

At a public meeting on May 1, 2017, the Park Board approved the establishment of a seasonal water bike rental and tour service at Vanier Park after a competitive procurement process. The successful proponent, BC Water Bikes Ltd. entered into a two (2) year licence agreement with an option to renew for an additional two (2) years (the option was exercised). Due to the onset of the pandemic, the licence agreement was extended for an additional two (2) years until the end of 2023.

Since the service's inception, thousands of Vancouverites and visitors to the city have embraced the opportunity to enjoy this fun and active experience, which connects them to water and nature. Strong reviews on Google, Tripadvisor and Facebook – 4.9, 5.0 and 5.0 stars, respectively – offer further evidence of the public's satisfaction and appreciation with the water bike concept.

Due to the service's popularity and alignment with key Park Board strategies (VanPlay and On Water), staff are supportive of continuing this service into the future. However, since the licence term has ended and no renewal terms remain, Park Board procurement policy does require that this opportunity be put to competitive bid. Accordingly, Park Board staff will be working closely with the City of Vancouver's Supply Chain Management department to issue an RFEOI in the coming days, in which the current operator will be able to participate. Once the procurement process has been completed and a preferred proponent identified, a report will be presented to Commissioners for their review and approval.

Please contact me should you have any questions or require additional information.

Regards,

A handwritten signature in black ink, appearing to be 'SJ' followed by a long horizontal stroke.

Steve Jackson (*he/him*)
General Manager - Parks and Recreation

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Copy to: PB Leadership Team
PB Communications
Business Development