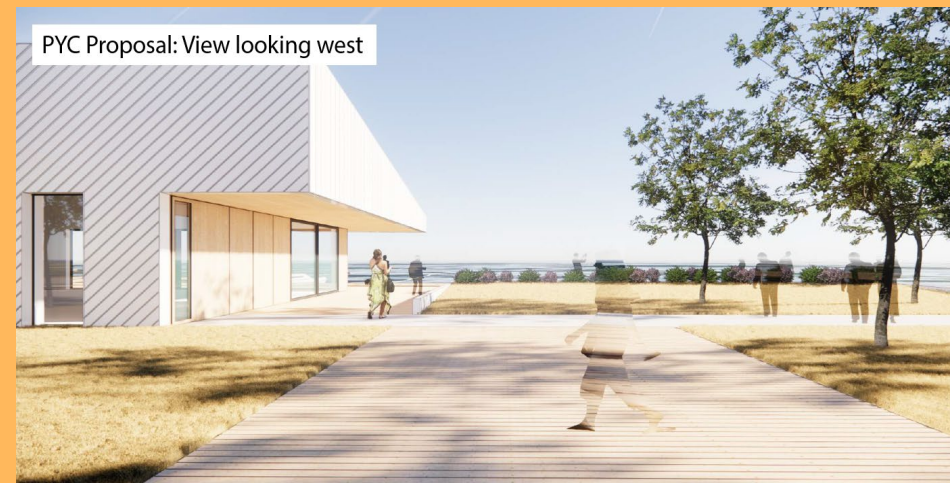


## Key Features of the Successful Proposal

- **Address immediate capital needs** – PYC plans to complete urgent upgrades to the marina slips, docks and fuel station in preparation for the upcoming season while they confirm timelines and plans for other upgrades.
- **Revitalize the marina building** - A \$2.5 million investment is planned to revitalize the aging marina building into an amenity for the entire community. The revitalized marina building is proposed to include a family restaurant/pub and accommodate the existing baking/café style offerings. The concept plans submitted will allow for ample community engagement to occur as the design process commences in 2022.
- **Restaurant and food services** The restaurant will be a sub-lease to the PYC. Sylvia Lake Holdings (current owners of the Barking Parrot and Hooded Merganser etc.), will be leading the reinvestment into the marina building for the purpose of operating a restaurant on site. Construction of these improvements is proposed to commence at the end of the 2022 season.
- **Improve parking and congestion** – The boat storage and boat valet services are proposed to be relocated offsite which will minimize boat-trailer and vehicle congestion in the parking area and provide additional on-site parking to serve the restaurant and marina services.
- **Enhance riparian area and greenspace** – The relocation of the storage and valet service will make it possible to clean up the periphery of the marina lands, including protection of the riparian areas to the east, and to replace asphalt surface with green space/landscaping on site.
- **Ease of public access** – With the reconfiguration of the parking, the new site layout will minimize the fencing required and allow for a pedestrian link to the surrounding park lands and enhance the waterfront and riparian lands to the east for the enjoyment of the community.
- **Indigenous recognition** - The proponents engaged the Penticton Indian Band (PIB) to outline their proposal. The opportunities for cultural expression and future collaboration were well received.
- **Proven and long-standing operator** –The Penticton Yacht Club is a long-standing and proven operator of the Okanagan Lake Marina. The PYC Board of Directors will oversee the build-out and establish a committee structure and management team at the Skaha Marina under the PYC Society. The governance structure allows for efficiencies in operations between the Okanagan Lake and Skaha Lake Marina.
- **Partnership with a non-profit society** – As a non-profit society, PYC will ensure that profits are reinvested back into the marina to sustain it into the future. The not-for-profit governance model will provide for a long-term commitment and consistency in terms of dealing with the City.



- **Funding of all capital upgrades and maintenance** - Capital upgrades in the short-term will include a \$565,000 investment into the marina docks and slips, fuel system and fire suppression system to support marina users' safety. All future major capital upgrades will be funded by the PYC as annual surplus funds will be set aside into PYC Capital Reserves. Maintenance of the facility will be the responsibility of the PYC, the standard of which will be built into the eventual agreement.
- **Sound financial operations** - The financial viability of the PYC is backed by its long-term operational success at Okanagan Lake. As the City has an existing lease with the PYC for the Okanagan Lake Marina, the City already has an established relationship with this group and has had visibility to their financial operations for many years.
- **Financial contribution** – In addition to funding the capital upgrades, the PYC has budgeted an annual payment of \$45,000 to the City, which will be reviewed as larger investments are made in the marina lands. With the proposed capital and annual contributions, the City will see over \$3 million of non-taxpayer dollars invested in the renewal of this amenity and will see this facility become self-funded for the future.

- **Assurances** - The proposal provides letters of assurance from the PYC, restaurant and boat storage operators. As part of the discussions with the proponent, security bonds would also be provided prior to construction occurring on site. Through the negotiation of the Management Operating Agreement and prior to signing, requirements will be built in to ensure the construction of the proposed restaurant. This will likely be tied to the Provincial lease and liquor licence being granted, all which staff will be working towards over the coming months.
- **Continuation of Services** - Within the first year, the majority of operations will take place as they have in the past to support a smooth transition and allow PYC to work towards the longer term investments that will be made. All current slip holders will be maintained as desired at the current annual rental rates at transition with no major increases to the moorage rates, other than cost of living into the future. The proponent is committed to learning more about the current operations and exploring opportunities to involve existing service providers.

## Summary of the Request for Proposal Process

With the completion of the Skaha Lake Park East Plan in March of 2021, the City undertook a public process to select a long-term operator to realize the vision in the plan. This process included a Community Opinion Question on the 2021 by-election ballot to confirm support for entering into a long-term agreement. Following the positive outcome of the ballot, the City undertook the RFP process to identify qualified proponents. Here are some of the key features of the process.

- The RFP was published on September 8, 2021 and was made available until November 30, 2021. It was heavily advertised including direct promotion to marina operators, advertising in an industry publication as well as general notification to the public.
- An evaluation committee of staff and a member of the public was formed to evaluate the submissions.
- A total of three (3) submissions were received at the closing of the RFP. The submissions were reviewed for the completeness and compliance with the procurement requirements and then distributed to the Evaluation Committee for review.
- The submissions were scored on the following criteria: Financial Contribution & Viability; Benefit to the City & Community, the Proponents Team and the Proponents Plan which included criteria such as design and construction, operations plan, maintenance standards, and financial plan.
- The preferred proposal was submitted by the Penticton Yacht Club (PYC). The proposal submitted provides the long-term investment needed to sustain the Skaha Marina lands and supports the vision created by the community through the Skaha Lake Park East Plan.

### What's next?

Staff will work with the PYC to confirm the terms and finalize the agreement. The final agreement will be available through the Parks and Recreation Advisory Committee process for the public to review. The PYC will work with the current operator to support a smooth transition of operations.

## Message from Mayor Vassilaki

This decision marks a big step towards Council's goal of realizing the community-led vision contained in the Skaha Lake Park East Plan and, with the Penticton Yacht Club on board, securing a needed long-term operator to manage the Skaha Marina Lands. On behalf of Council, I want to acknowledge the time and effort each proponent invested into the development of their submission and the subsequent depth of discussion and review that led to the Penticton Yacht Club being the successful bid. I also want to extend a special thanks to Randy Gallagher who has operated the Skaha Lake Marina for the past three years while the City developed the plan for its future.

Mayor John Vassilaki

## Long-term Operator selected for Skaha Marina

The City of Penticton took a big step towards realizing the vision of the Skaha Lake Park East Plan with the completion of the public process to identify a long-term operator to manage the Skaha Marina Lands. The Penticton Yacht Club was the successful proponent and will be working with the existing operator to assume operations in 2022 and begin to implement their plan for the Skaha Marina lands. Information about the process to select the Penticton Yacht Club and an overview of their proposal is provided here for the information of residents.



- Seating Plaza
- Boardwalk Seating
- Waterfront Café / Licensed Restaurant
- Promenade
- New Boathouse  
(Design to be determined)

The Skaha Lake Park East Plan was approved in March of 2021. The successful proposal implements many of the recommendations for the Skaha Marina lands and improves on the plan with the restoration of the riparian area, addition of greenspace and improvements to parking and congestion.