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| ITEM                 | 1        |
| MANAGER'S REPORT NO. | 59       |
| COUNCIL MEETING      | 93/10/04 |

1993 SEPTEMBER 30

TO: CITY MANAGER

FROM: DIRECTOR RECREATION AND CULTURAL SERVICES

SUBJECT: RIVERWAY GOLF COURSE - FOOD SERVICES CONTRACT

PURPOSE: To obtain Council's concurrence in awarding of a contract for the operation of the Riverway Golf Course Coffee Shop.

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**RECOMMENDATIONS:**

1. THAT a management contract for the operation of the Riverway Golf Course Coffee Shop be awarded to Parsons Catering Limited for a period of three (3) years.
2. THAT the City Solicitor be requested to prepare a contract agreement (3 years) with Parsons Catering Limited and the City Clerk as authorized signatories.

**REPORT**

At its meeting of 1993 September 29, the Parks and Recreation Commission received the attached staff report on the above subject and adopted the recommendations contained therein.



DENNIS GAUNT  
Director Recreation &  
Cultural Services

DG:hh:tc  
Attachment  
A/1326

cc: City Solicitor  
Finance Director

SUBJECT: RIVERWAY GOLF COURSE – FOOD SERVICES CONTRACT

RECOMMENDATIONS:

1. THAT a management contract for the operation of the Riverway Golf Course Coffee Shop be awarded to Parsons Catering Ltd. for a period of three (3) years.
2. THAT Council be requested to concur.
3. THAT Council be requested to direct the City Solicitor to prepare a contract agreement (3 years) with Parsons Catering Ltd. and the City Clerk as authorized signatories.

REPORT

The remainder of the buildings located at the Riverway Golf Course are scheduled to be completed and operational by November 1993. Included in these facilities are a 54 bay Driving Range, cart storage area, and a 50 seat coffee shop.

Earlier, it was decided the coffee shop at Riverway would be operated through a management contract. Any proposed agreement would be for a maximum of three (3) years and would run until approximately the fall of 1996. The three year contract was recommended due to the potential location of a larger clubhouse facility at the Riverway site.

In July 1993, a tender process was established, with the purpose of locating a suitable operator for the Golf Course Coffee Shop. The deadline for submissions to be received was 1993 July 21. Seventeen proposal packages were picked up with bids being received from the following organizations:

1. Restauronics Ltd.
2. Versa Services
3. I.C.L. Services (White Spot)
4. Western Food Services Ltd.
5. Parsons Catering Ltd.

Upon review by staff, the most comprehensive bid package was received from Parsons Catering Limited. Subsequently, two interviews took place with Parsons' representatives regarding their proposal.

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Parsons Catering is a family-owned operation with considerable experience in the recreation industry. Between 1980 and 1990, Parsons were responsible for the food operations at Blackcomb Mountain. This included the management of several restaurants in addition to all catering services for this resort area. Following 1990, Parsons were responsible for operating two large eating establishments at Expo 92 in Seville, Spain. For over sixty years, the Parsons family have also been involved in operating and managing concessions at the Pacific National Exhibition.

Over the proposed three year agreement, it is anticipated that rental revenues payable to the City would potentially exceed \$170,000. These figures compare favourably with the projections forecast by other organizations involved in this bidding process.

Staff are confident that Parsons Catering is fully capable of providing the service required at the Riverway site. The combination of their ability to provide a quality service in addition to a reasonable financial return is seen as being favourable for the City. It is therefore recommended that the Commission approve the selection of Parsons Catering Ltd. as the food service operators for the Riverway Golf Course Coffee Shop for a three year period starting in November 1993.

The Purchasing Agent concurs with this selection.

BC/se  
COMMISSION/0036

