
CITY OF KELOWNA

MEMORANDUM

Date: April 25, 2002
File No.: 0870-20
To: City Manager
From: Civic Properties Manager
Subject: Proposed Queensway Marina Lease

RECOMMENDATION

THAT City Council instruct Staff to negotiate a lease agreement with 381713 BC Ltd. (Turtle Bay Marina Ltd.) to construct, own and operate a marina at the foot of Queensway;

AND FURTHER THAT the 2002 budget document be so amended.

BACKGROUND

The existing Kelowna Marina operation has been located at the foot of Queensway for many years. In recent years their lease has been on overhold pending a review for development potential in the area. As planing for future development has been deferred indefinitely Council requested staff to initiate a Request for Proposal (RFP). This RFP was to attract proponents with a focus on establishing a lease for the same or similar fueling/rental marine operation plus an enhanced level of offered services and a provision for transient hourly/daily/weekly moorage. The offered term for the lease is three years with a two-year renewal option by mutual consent. The RFP attracted only two submissions, one from the current owner/operator, Kelowna Marina and one from the owner/operator of Turtle Bay Marina.

After reviewing both submissions it was noted that both submissions offered the same level of income to the City (\$1,000 per month) but the Turtle Bay submission offered a greater level of development for the marina operation. This includes an enlarged fuel dock, greater selection of marine accessories/rentals and the provision for thirty-two (32) transient moorage slips in 2002/2003 and an additional twenty-seven (27) if warranted by consumer demand. Therefore, the recommendation is that Council instruct staff to negotiate a lease with Turtle Bay Marina Ltd.

Jim R. Waugh
Civic Property Manager

JRW/kv

c.c.: Director of Parks and Leisure Services
Deputy Director of Finance
Parks Manager