

## **Expression of Interest (EOI): Boat Tour Operator – Elliott Street Wharf (2025 Season)**

**Issued by:** City of Delta

**EOI Closing Date:** May 28, 2025

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### **1. Introduction**

The City of Delta is seeking Expressions of Interest (EOI) from qualified and experienced boat tour operators interested in providing guided tour services from Elliott Street Wharf for the 2025 season. This is an exciting opportunity to help activate a key waterfront destination, promote tourism, and offer residents and visitors engaging, educational, and scenic water-based experiences.

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### **2. Site Overview**

Elliott Street Wharf is a prominent public waterfront space located in Ladner Village. It offers direct access to calm waters and picturesque surrounds on the Fraser River. It is a popular spot for locals and tourists, with walking paths, nearby dining, and strong community presence.

Site features include:

- Floating dock or berthing area suitable for small to mid-sized vessels
  - Easy pedestrian access and visibility
  - Close proximity to town amenities and public parking
  - Appealing natural surroundings, suitable for eco or heritage tours
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### **3. Scope of Opportunity**

We invite EOIs from operators interested in providing commercial boat tours such as:

- Scenic cruises (day/sunset tours)
- Wildlife or eco-tourism experiences
- Cultural or heritage-themed boat tours
- Educational or school programs

The selected operator will be expected to:

- Provide high-quality, safe, and customer-focused services
  - Operate during an agreed seasonal window (e.g., Spring to Autumn 2025)
  - Comply with all federal, provincial and municipal safety, licensing, and environmental regulations
  - Positively represent the wharf and broader community through their service
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### **4. Lease details**

City of Delta will negotiate a seasonal licence fee with the selected operator for use of the Elliott Street Wharf and dock for boat tours (see Schedule A for Elliott Street Wharf Enhancement Plan Map indicating area for boat tour ticket sales and assembly). City of Delta is willing to contemplate a one-year seasonal licence with options for two more years.

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### **5. Selection Criteria**

Submissions will be evaluated based on:

- Operator experience and qualifications
- Tour concept and appeal to the community and visitors
- Safety and risk management practices
- Vessel suitability and compliance
- Environmental stewardship

## 6. Submission Requirements

Interested parties should provide a concise proposal that includes:

- Proponent legal name (name of lead individual if not a company) and contact information
- Description of proposed tour operations and services (and, ideally, a business plan that demonstrates the viability of the business)
- Your marketing strategy/plan
- Relevant experience and qualifications of company and operator(s)
- Details of the vessel(s) to be used
- Safety protocols. Include your written documentation on this if already developed
- Evidence that a commitment to sustainability and environmental stewardship is demonstrated in your operations
- Evidence of required licenses or certifications
- Your ability to provide \$5M CGL insurance that includes sudden and accidental pollution liability
- References who can speak to your experience and safety record

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## 7. Enquiries:

Any questions should be submitted to the following person. Do not contact anyone else at the City about this requirement. Should additional information be made available it will be shared with all potential operators via the City's website.

Paula Kolisnek, Manager of Corporate Events and Initiatives  
604-952-3142  
pkolisnek@delta.ca

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## 8. Submission Details

Please submit your EOI by **2pm on May 28, 2025** via email.

**Email:** pkolisnek@delta.ca

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## 9. Important Notes

- This request for EOI is for the purpose of determining the level of interest and assessing potential partnerships, with the overall aim of identifying an operator for the 2025 season with an option to continue for two further years.
- The City of Delta reserves the right to shortlist, negotiate with, or decline any submission without obligation. If a shortlist is created, the City may request further detail from shortlisted respondents before making a final decision on one.
- The City of Delta's aim is ultimately to enter into a licence agreement with the chosen operator, which will be subject to approval by the Province.
- By submission of a response, you accept the terms of this request for expressions of interest and waive any right to claim against the City should you not be selected as the successful operator.

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**We encourage passionate and professional boat tour operators to submit their expression of interest and join us in creating memorable water-based experiences at Elliott Street Wharf for the 2025 season and beyond.**