

Expression of Interest (EOI): Kayak Rental Operator – Elliott Street Wharf (2025 Season)

Issued by: City of Delta

EOI Closing Date: May 28, 2025

1. Introduction

The City of Delta is seeking Expressions of Interest (EOI) from suitably qualified and experienced individuals or businesses interested in operating a kayak rental service at Elliott Street Wharf in 2025. This opportunity presents a chance to activate the wharf area, support tourism and healthy lifestyles, and provide a safe, enjoyable recreational service to locals and visitors alike.

2. Site Overview

Elliott Street Wharf is a well-used public waterfront area known for its scenic views, pedestrian access, and proximity to town amenities. The location offers ideal conditions for paddle sports, with calm waters along the Fraser River and easy launching access.

Key features of the site include:

- High visibility and foot traffic during peak season
 - Direct water access suitable for non-motorized craft
 - Nearby parking and amenities
 - Active community and tourist interest in water-based recreation
-

3. Scope of Opportunity

We are seeking proposals for the seasonal operation of a kayak rental business, which may include:

- Kayak and/or paddleboard rentals (single/tandem)
- Guided or self-directed tours
- Safety briefings and equipment provision
- Environmental education components (optional)

The successful proponent will be expected to:

- Operate during agreed seasonal hours (e.g., Spring to early Autumn)
 - Maintain appropriate safety standards and insurance
 - Comply with all relevant laws, regulations, and site use guidelines
 - Contribute positively to the public use and image of Elliott Street Wharf
-

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 kayak rentals). City of Delta is willing to contemplate a one-year seasonal licence with options for two more years.

5. Selection Criteria

EOIs will be assessed based on the following:

- Operator experience and qualifications
- Concept and appeal to the community and visitors
- Safety and risk management practices
- Proposed operating schedule and staffing

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 rental 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 kayak and/or paddleboard rental unit(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
- References who can speak to your experience and safety record

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

8. Submission Details

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

Email: pkolisnek@delta.ca

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.

We encourage passionate and professional kayak and paddle board 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.