



May 16, 2017

SUBJECT: 1101 WEST WATERFRONT ROAD, CD-1 TEST AMENDMENT PROPOSAL
FOR HARBOUR GREEN PARK RESTAURANT

Tap & Barrel Restaurant is a tenant of the Vancouver Convention Centre West, and PCI Developments, situated in Jack Poole Plaza. We are expressing sincere concern regarding the increased size and additional density to the proposed Harbour Green Restaurant. It is also important to note that we are a large stakeholder of the City of Vancouver, presently operating two Park Board locations. One of our locations is situated in Harbour Green Park and will be directly impacted by the scope and size of the newly proposed footprint.

The original RFP by the Vancouver Board of Parks & Recreation, which closed in June 2015, was for a restaurant substantially smaller than the existing footprint. At that time, we opted out of the RFP as we were operating a restaurant of the same capacity at the Convention Centre. Furthermore, the economies of scale to build a 6,400 SF restaurant was not feasible. However, had we known that the size of the restaurant would increase by 60% to 10,500 SF, we would have undoubtedly submitted a proposal, and would have put our best foot forward. We currently operate a patio-centric restaurant, but the nature of the deal changes when it is a year-round operation (note Vancouver's patio season lasts approx. 2-3 months/annum).

This dramatic change from what was stipulated in the original RFP is unfair to parties that lost out or did not submit, due to spatial constraints. When we had originally inquired about a larger footprint, we were expressly told that there was a DP in place and that this was the maximum allowable size. For this reason, we opted out of the RFP process.

It is no doubt that if the increased footprint site went out for public tender today, it would get far better offers. Economies of scale kick in and business viability increases exponentially with a year-round site of this magnitude. Furthermore, efficiencies of a floor plate that is 5,000 SF per floor are far easier and more cost-effective to operate.

We feel that the process was not transparent and did not follow a fair due process. In summation, we feel very strongly that this restaurant site needs to go back to RFP. We are puzzled as to how a redesign of this magnitude would be passed without proper community consultation, a new DP and a new RFP.

Thank you,

s.22(1) Personal and Confidential

Daniel Frankel, CEO

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TAP & BARREL

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