



Date: July 19, 2011

TO: Board Members – Vancouver Park Board
FROM: General Manager – Parks and Recreation
SUBJECT: AAA Horse & Carriage in Stanley Park Ltd – Relocation

RECOMMENDATION

- A. THAT the License Agreement with AAA Horse & Carriage in Stanley Park Ltd be renewed for an additional 5 years, from May 1, 2013 to April 30, 2018, on the same terms as the existing agreement except for changes noted in this report.*
- B. THAT the Board approve the relocation of the Staging area from its existing location to an area adjacent to the Information Booth.*
- C. THAT the license granted to AAA to occupy a portion of the Stanley Park Service Yard, be renewed for an additional 5 years from May 1, 2013, and run concurrently with its License to operate the horse drawn tour service, subject to AAA making capital improvements of a minimum of \$75,000 to be spent as set out in this report.*
- D. THAT all legal documentation is to be in a form which is satisfactory to the Director of Legal Services for the City of Vancouver and the General Manager of the Park Board.*
- E. THAT the General Manager be authorized to execute and deliver such documentation on behalf of the Board.*
- F. THAT no legal rights shall arise and no consents, permissions or licenses are granted hereby and none shall arise or be granted hereafter unless and until all contemplated legal documentation has been executed and delivered by all parties*

BACKGROUND

AAA Horse & Carriage in Stanley Park Ltd (AAA) has been operating a horse drawn carriage service in Stanley Park since 1985. In 1993 the Board entered into a five year agreement that included an option for a further five years.

In October, 2002 the Board agreed to a renewal of the license agreement for five years from May 1, 2003 to April 30, 2008 and in May of 2008 agreed to a further renewal of five years from May 1, 2008 to April 30, 2013. On March 14, 2011 the Board approved the relocation of the AAA from its current location to a location adjacent to the Information Booth subject to terms and conditions to be approved by the Board and that a traffic study and preliminary design and costing be done for a new Ticket Booth including expanded public washrooms. Through negotiations staff and AAA were not able to determine a viable cost sharing model for the ticket booth and washroom components so at the direction of the Board, pursued the option of a relocation of the staging area only.

DISCUSSION

Operational Overview

For over 25 years AAA has operated a popular and well-run horse and carriage business in Stanley Park. Apart from its carriage rides AAA is a strong supporter of the community with involvement with groups such as Make-A-Wish Foundation, Vancouver East Community Picnic and Kettle Friendship Society. Since 1996 has provided over 10,000 educational visits for inner city schools to its operation in Stanley Park.

In return for recognizing the requirements of AAA's business the Board has allocated the following areas of Stanley Park, totaling about 1 acre, for their exclusive use:

- Paddock of approximately 31,000 sq. ft. adjacent to the Stanley Park Service Yard
- Approximately 9,000 sq. ft. for an office, stables, and overnight carriage storage in the Service Yard.
- A ticket sales kiosk of 100 sq. ft. on Stanley Park Drive at Coal Harbour, plus 2700 sq. ft. of land for client and carriage use.
- Free overnight parking in the Central parking lot for AAA's express bus

AAA has paid the Board the following monies over the past 5 years

2006	\$46,715
2007	\$39,165
2008	\$46,061
2009	\$42,540
2010	\$43,008

Proposal

The staging area for the horse and carriages would relocate from its current location to one adjacent to the Information Booth (see attached appendix). The Ticket Booth would remain in the area in which it is currently located. AAA will utilize the outstanding balance of the \$100,000 capital improvement spending from the current license term plus a minimum of another \$75,000 to fund the cost of the construction and relocation of the

Staging area. Any net loss of parking stalls will be offset by an annual payment of \$2,500 per stall. The Commercial Liability Insurance will increase to \$5 million.

Benefits

The new location is projected to provide increased returns to the Park Board due to the higher visibility of its location, improved access to parking, safer access to the Staging area and improved universal access. In addition the new location would allow the horses to start on level ground and reduces the return trip time to their barn by 50%.

Summary,

AAA has performed a well-managed transportation service for tourists for over 25 years and the new location will increase revenues and provide a safer environment for both the horses and the users of this service.

Prepared by:

GB

Stanley District

Vancouver Board of Parks and Recreation

Appendix 1: Proposed Location for AAA Horse and Carriage (will not include expanded building area in red)

