



the future lives here.

March 7, 2013

File No.: 1220-050-2013-006

Dear Food and Beverage Provider:

You are invited to respond to the following corporate opportunity:

**REQUEST FOR EXPRESSIONS OF INTEREST / STATEMENTS OF QUALIFICATIONS
SURREY REFERENCE No.: 1220-050-2013-006
COMMERCIAL CAFÉ AND RELATED FOOD AND BEVERAGE SERVICES
NEW CITY HALL**

Official Host City – 2016 International Softball Federation – Women’s World Championship

The City of Surrey (the “**City**”) invites submissions from qualified and experienced firms to provide food and beverage services, for the new City Hall café which is currently under construction with an estimated completion date of September/October, 2013.

The City is seeking an experienced and innovative food and beverage service provider to act as tenant and vendor to manage and operate the proposed food services operation (the “**Café**”) located at the new City Hall (the “NCH”) currently being constructed at 13450 104th Street, Surrey, BC V3T 1V8. The food and beverage service provider will support and enhance the City’s vision for the evolution of the City Centre and support the food and beverage needs of staff, residents and other customers in the NCH. We are looking for a contractor who shows strength in community connections, service commitment, employee performance, business innovation, financial stability, team building and industry leadership as well as market responsiveness. The contractor will demonstrate their dedication to excellence and be able to respond to the challenges of a municipal organization that is committed to providing its patrons and staff with a high quality product and experience.

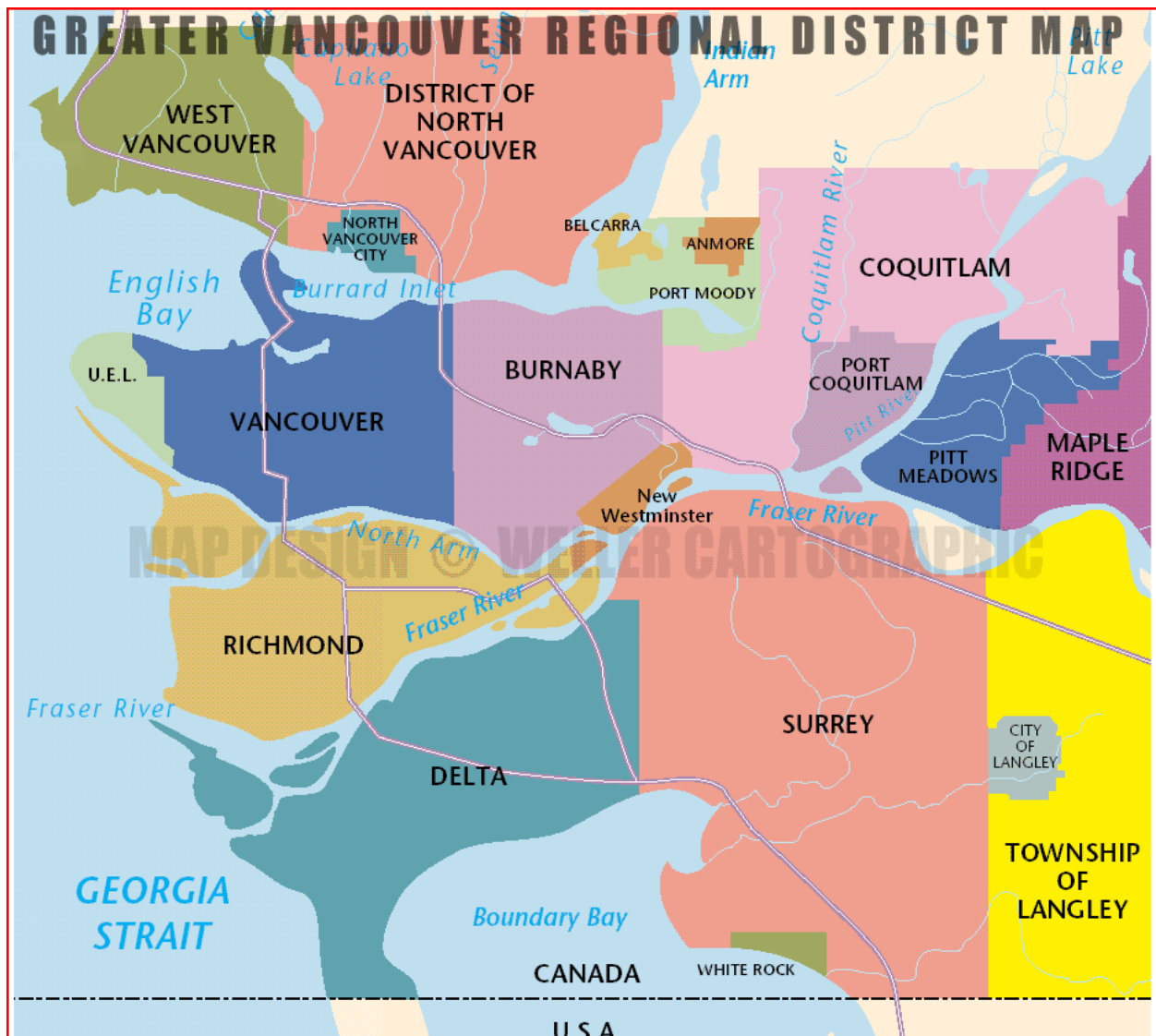
The City is committed to excellence and will welcome anyone who can fulfill the project requirements, of menu offerings which are affordable, attractive and able to satisfy the appetites of a variety of patrons. Together with the successful proponent we will expect the establishment of performance standards relative to industry expectations, superior operations, professional development, product development, marketing initiatives and financial return. It is the City’s intention that the facility described in Schedule A – Scope of Services will be operated in a professional and fiscally responsible manner consistent with best industry practices.

The City of Surrey: The City of Surrey is an energetic and dynamic City known for business and investment opportunities supported in part by its progressive and forward thinking economic vision. Surrey is a city within the greater Vancouver Census Metropolitan Area just over 40 minutes from downtown Vancouver and 30 minutes from the Vancouver International Airport.

The City's population, estimated at 485,000 people, and we keep on growing. Our growth rate averages nearly **10,000 new residents annually** and accommodates 18.7% of Metro Vancouver's regional population.

Surrey's City Centre has been identified as Metro Vancouver's "2nd metropolitan core" and the downtown for the Fraser Valley. The City is traversed by five major highways and four railways, has deep-sea docking facilities and is located near an international airport. Two Canada/United States border crossings are located on the southerly boundary of Surrey.

Figure 1: City of Surrey in Regional Context



This is good news for our **growing work force**. Surrey has a resident labour force of 230,000. Our current job to workforce ratio is 0.70 jobs per resident worker.

Our **labour force** is also young. Around 17% of 20 to 24 year olds in Greater Vancouver's young population live in our City. We also have a higher portion of children between 0 to 19 years of age, in comparison to Greater Vancouver.

For the third year in a row, the Real Estate Investment Network has named Surrey the best place in British Columbia to invest. We were also recognized as the Clean Energy Association of BC "Community of the Year" in 2011, for our integrated approach to sustainability and energy conservation.

The City has launched a new Sport Tourism Strategy designed to advance Surrey as a leader in the industry and premier destination for regional and international sporting events.

Sport tourism is one of the fastest-growing segments in Canada's tourism industry and provides many social and economic benefits to a community. The City is currently building world-class recreation facilities that are attracting significant events and enhancing the sport opportunities available to our residents. The City has played host to many successful large-scale events, including the 2012 BC Summer Games and Canada's largest international softball tournament.

Through the Build Surrey program, the City is building several new national-class recreational facilities and sports fields, including two new aquatic centres. These new venues will further expand the type and number of sport hosting opportunities available to the City.

Surrey is currently home to nine community recreation centres, five ice arenas providing eight sheets of ice, eight outdoor pools, four indoor pools, 100 soccer fields, 94 ball diamonds, 75 public tennis courts, three track and field complexes, seven skate parks including a covered park, six cricket fields, four football fields, three rugby fields, and one kabaddi field. The City is also home to 13 artificial turf fields, the largest number of any city in Western Canada.

Softball Canada announced the Canadian Open Fastpitch Society and the City of Surrey have been chosen as the Canadian bid City for the 2016 International Softball Federation (ISF) Women's World Championship. This event would be the first fastpitch world championship ever to be held in BC.

We have approximately 750-800 employees that work out of this facility on a daily basis, supplemented by guests. You will benefit from the City Hall's need for a quality, fresh, affordable food and beverage.

This is an opportunity for your vision in our space. The City will work with the selected contractor to create their vision. The Café is conveniently located on the ground floor with exposed off street traffic, lots of natural lighting and potential for sidewalk seating.

The successful tenant will be required to submit a monthly rent amount to be paid directly to the City.

We hope this opportunity interests you. If so, please provide a letter of interest with a statement of submission intent, supplemented with the requested expressions of interest / statements of

qualifications information that provides a comprehensive overview of the capabilities of your firm and its team and the potential business relationship with the City.

A copy of the Request For Expressions of Interest / Statements of Qualifications information packet is attached.

Should you require any clarification or further information regarding this submission, please feel free to contact me directly (see Section 2.6 of the RFEOI/SOQ document).

Thank you for your interest.



Kam Grewal, BBA, CMA
Corporate Audit Manager,
Acting Purchasing & Accounts Payable Manager