

March 1, 2021

Report To: Mayor and Council

From: Aaron Bisson, Manager of Recreation and Culture

**RE: Sorting Gap Lease**

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COVID has presented many challenges to both individuals and business not only within our community but around the world. These challenges have caused our organization and others to take a long look at what we are offering and what holds the greatest benefit for our citizens. The operations at the Sorting Gap Marina do not necessarily fit well within the Community Services Division as this service is better suited to be operated by a for profit business. The location and the building have a lot of potential and the possibilities available to entrepreneurs for what they can offer are much greater than what the Town can offer as the operator. Having a private business operate the Sorting Gap potentially would provide much greater products and services available to patrons. In any proposal the Town receives the Town would have to ensure that the benefits of leasing are greater than the Town operating the Sorting Gap.

It would be prudent to advertise an RFP to lease the Sorting Gap from the Town to see what the level of interest is in the community. With the development of the woodyard on the horizon the draw and interest in operating the Sorting Gap will continue to grow and determining the amount of interest at this time is a logical first step in seeking a new operator for the Sorting Gap.

Although the turn-around time for this year is tight for a new operator to take over, I believe that it is still possible. Operating under COVID allows for a simple operation if desired for the first year which would allow for the operator to better understand what they are dealing with and some time for them to implement their new vision. The Town envisions an existing business or individual with prior business experience would be interested in operating the Sorting Gap and thus would have the resources/knowledge to leverage to quickly prepare to operate the Sorting Gap for the 2021 season.

Finding an operator for the Sorting Gap will allow for the Town to focus its efforts on improving operations in its recreational facilities and other operations under the Community Services Division.

**Recommendation**

The Community Service Division recommends to Mayor & Council to authorize administration to seek Request for Proposals to lease the operation of the Sorting Gap Marina.

Respectfully Submitted,

*Aaron Bisson*

Aaron Bisson  
Manager of Recreation and Culture

<p><b>Council approval of this report will agree to the recommendation of the Community Service Division to prepare a Request for Proposal to seek interested parties to lease of the Sorting Gap Marina.</b></p>
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