

Gaming Market Overview – North Shore of Metro Vancouver

As the Crown Corporation responsible for gaming in British Columbia, BCLC routinely assesses markets in conjunction with a third-party firm with extensive expertise in the international hospitality, tourism and leisure industries.

The North Shore region of Metro Vancouver currently has no casino or community gaming facility, and our market analysis continues to indicate potential for one.

As an initial step in determining interest amongst local governments to host a gambling facility, BCLC has initiated an Expression of Interest process with the City of North Vancouver, District of North Vancouver, District of West Vancouver, Squamish Nation and Tsleil-Waututh Nation.

Determining potential for a gambling facility is a detailed process that looks at a variety of factors, including existing play statistics, revenue potential, population size, proximity to other gaming facilities and socio-economic factors.

Our analysis looked at the gambling activities of the approximately 150,000 adults living on the North Shore. It showed that the annual spend for North Shore players at gambling facilities is lower than the average spend of players from any other municipality in the Lower Mainland, indicating that there is potential for increased gaming revenue in the North Shore with better accessibility.

Incremental revenue potential from a North Shore gambling facility is estimated to be between \$25 million and \$40 million; this would result in an annual Host Local Government payment of approximately \$1.5 million to \$2.2 million. A Host Local Government of a gaming facility receives 10 per cent of the net gaming income that its facility earns.

BCLC respects the authority of local governments to choose whether they want a gaming facility and will only consider pursuing development in communities where host local governments have indicated an interest.

Once a Host Local Government is identified, a detailed facility proposal may be submitted to the municipality for approval. All facility proposals will require the local government to seek and consider adequate community input.

For further information:

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