
Metro Vancouver North Shore Expression of Interest Process

Q: Why is BCLC initiating this Expression of Interest process? What is the purpose?

A: When we see an opportunity for an additional gambling facility in B.C., our first step is to talk to local governments within that region to determine their interest in hosting one.

BCLC respects the authority of local governments to choose whether they want a gaming facility in their community and will only consider pursuing development in communities where local governments indicate interest. The Expression of Interest process is intended to be a transparent, initial step – it does not constitute commitment on either BCLC or the local government's part to develop a facility.

Q: How did BCLC determine demand for a gaming facility in the North Shore?

A: BCLC routinely assesses markets in order to best meet the demands of our players and generate revenue that supports things like health care, education and community groups across B.C.

We have continued to monitor the market in the North Shore region and our analysis shows an opportunity for an additional gambling facility there.

Q: Where does BCLC want to put the gaming facility?

A: It's too early in the process to determine where or what type of facility to develop. This is the first stage in the process and is simply to determine if there are local governments who might be interested in hosting a gaming facility. Our assessment indicates these markets are underserved and that there is potential for a new gaming facility on the North Shore.

Q: Where can I find the market analysis report for the North Shore region?

A: The full market analysis report contains competitive information and could provide an unfair advantage in a competitive process, including harming the operations of our private-sector service providers. Consistent with Freedom of Information legislation related to competitive information, we cannot release this analysis. The gaming industry is competitive; releasing the full study and market data would negatively impact our current and future business.

Q: What type of gaming facility does BCLC want to build?

A: It's too early in the process to determine the specific type of facility. There are currently no existing gaming options in the North Shore.

Q: How much revenue would the facility expect to generate?

A: 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.

Q: How will BCLC select the host local government?

A: The City of North Vancouver, District of North Vancouver, District of West Vancouver, Squamish Nation and the Tsleil-Waututh Nation were asked to indicate their interest in writing and if applicable, provide additional information about their community. Local governments have until July 15, 2016 to submit their response.

We will review responses as part of a process that is overseen by a third-party fairness monitor. Submissions will be evaluated based on a number of factors, including population trends, existing community policies, plans or zoning that permit or restrict gaming in a community, and estimated revenue potential in an area. BCLC will then select a preferred local government.

Q: Will BCLC consult with the community?

A: Yes. When a proposal for a gaming facility is made we are committed to hearing from and considering feedback from the community. In addition, the preferred host local government must seek and consider input from the community before making a final decision on a facility proposal.

Ultimately, when a proposal for a gaming facility is made, the host community has the final say as to whether it will accept it.