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## **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.

## 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:

BCLC Media Relations  
604-225-6460  
[mediarelations@bclc.com](mailto:mediarelations@bclc.com)

## Expression of Interest Process

As the Crown Corporation responsible for managing gambling in the province, BCLC routinely assesses the gambling market in order to best serve British Columbians. When considering a new gaming facility, we adhere to a formal evaluation process that includes clearly defined criteria.

The process includes these key steps:

**Market Review:** BCLC uses specialized third-party market expertise to analyze and determine demand for a new gaming facility and what games would best serve the market. This analysis looks at factors including population data, existing gaming facilities and estimated revenue potential in the area.

**Expression of Interest:** When a new market is identified, BCLC issues an Expression of Interest to local governments in the identified market area. Local governments then notify BCLC whether they wish to be considered to host a facility. An independent fairness monitor oversees BCLC's review of submissions based on a number of factors.

**Service Provider Selection:** BCLC selects a private-sector operator which will build and operate the proposed facility on our behalf.

**Gaming Proposal:** BCLC will notify the preferred host local government, as determined by the Expression of Interest process, that it intends to bring forward a proposal for a gaming facility.

**Community Input:** BCLC is committed to meaningful community engagement and understanding what's important to British Columbians. In addition, the preferred host local government is obligated under the *Gaming Control Act* to seek and consider input from the community and to notify neighbouring governments.

**Approval:** Upon approval from the preferred host local government, BCLC makes its final decision regarding whether to proceed with development of the new gaming facility.

For further information:

BCLC Public Affairs  
[publicaffairs@bclc.com](mailto:publicaffairs@bclc.com)

## Casino Gaming in BC

### Governance

B.C.'s gaming industry is regulated by the Province's Gaming Policy and Enforcement Branch (GPEB) and operated by BCLC, a Crown Corporation. The Province of British Columbia chose to operate gambling through a Crown Corporation to balance the opportunity for revenue generation with the need for social responsibility and integrity. BCLC and GPEB report to the Minister of Finance. In 1998, the Province added casino gambling to BCLC's mandate and made it responsible for the operation of the casino industry in British Columbia.

### How we work

BCLC is responsible for monitoring the market and determining the appropriate supply of gaming to meet demand. This includes determining the type of gaming facility, as well as what products (games) would serve that market.

BCLC contracts with private-sector companies which either own or lease the facilities and operate them on our behalf. They hire the staff and provide day-to-day operations. They sign operating agreements with BCLC and receive commissions based on the gambling revenue the facilities generate.

BCLC owns and deploys the gaming equipment, such as playing cards, shufflers, chips, dice and slot machines. We set and oversee operating standards, policies and procedures, including security, surveillance and responsible gambling. We monitor our operators to ensure they comply with these standards, as well as with legislation, regulations and federal laws.

Every gaming worker, including BCLC staff and those employed by our private sector partners, must be registered by our regulator, the Gaming Policy and Enforcement Branch.

### Host local governments

Once BCLC has determined potential for gaming in an area, approval from the local government is required in order to develop a facility. The *Gaming Control Act and Regulation* outlines local governments' obligations to seek input from the community and from neighbouring local governments. Municipal, First Nations and regional districts with land-use authority can approve gaming in their community, and receive a 10 per cent share of the net gaming income that facility earns.

### Types of gaming facilities

Gaming facilities in B.C. can include a variety of games, including live and electronic table games, slot machines and bingo. The type of facility and combination of games is tailored to suit each market and community. In general, BCLC operates three types of gaming facility:

- 7 Bingo Halls (offering paper and electronic bingo)
- 18 Community Gaming Centres (offering slot machines, electronic table games and bingo)
- 17 Casinos (offering table games with live dealers, electronic table games and slot machines)

There are currently 42 gaming facilities in B.C., located in 34 communities. Most gaming facilities also offer additional amenities, such as restaurants, bars/lounges, snack bars or meeting space.

## **Social responsibility**

The majority of British Columbian adults who gamble do so recreationally (95.4%<sup>1</sup>). B.C.'s gaming industry approaches gaming from the perspective that the decision to gamble is an individual's choice. To properly make the decision to gamble, an individual must have the opportunity to be informed. To that end, BCLC educates players and promotes responsible play in a variety of ways, including at each point of purchase.

Every gaming facility in B.C. has an information centre on the gaming floor that provides details regarding how games work, the odds of winning and tips to keep gambling fun and safe. In casinos, these GameSense Info Centres are staffed by specially trained personnel whose role is to interact with patrons in ways that proactively promote responsible gambling.

We acknowledge there is risk in gambling, and therefore all gaming facility staff members are trained to recognize and appropriately respond to players if they are exhibiting signs of stress. BCLC supports players who wish to take break from gambling by administering a Voluntary Self-Exclusion program. The Province of B.C. offers free counseling and treatment for individuals or their families free of charge and with no wait list. The Province of B.C. and BCLC also invest in research to continue to improve understanding of gambling issues and how to mitigate them.

## **Security**

The safety of customers and staff is a priority at all B.C. gaming facilities. Sophisticated surveillance systems monitor activity in and around facilities and are supported by security staff throughout the venue. If suspicious activity is observed, staff will contact local police to assist, and report to the Gaming Policy and Enforcement Branch.

BCLC is required to report certain transactions to Canada's Financial Transactions and Reports Analysis Centre (FINTRAC) which are then used to identify patterns and gather evidence of potential money laundering. Most large cash transactions in B.C. occur in the financial sector (97%). Less than 2% of large cash transactions occur in casinos.

To further strengthen BCLC's commitment to safety and security, we have established information-sharing agreements with police. This allows us to refuse entry to persons with known links to criminal organizations, who pose a threat to public safety, or who are involved in criminal conduct likely to generate proceeds of crime.

For further information:

BCLC Public Affairs  
[publicaffairs@bclc.com](mailto:publicaffairs@bclc.com)

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<sup>1</sup> 2014 British Columbia Problem Gambling Prevalence Study



# Information Bulletin

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## **BCLC to determine interest in hosting a gaming facility in the North Shore and South of the Fraser**

**Vancouver, B.C., June 1, 2016** – BCLC is taking the first step in determining interest among local governments in the North Shore and South of the Fraser regions of Metro Vancouver to host a potential gaming facility.

BCLC's assessment of the North Shore and South of the Fraser markets determined there is potential to serve our customers better in these regions. The following local governments have been invited to participate in the Expression of Interest (EOI) process:

**North Shore:** City of North Vancouver, District of North Vancouver, District of West Vancouver, Squamish Nation and Tsleil-Waututh Nation.

**South of the Fraser:** City of Surrey, Corporation of Delta and Tsawwassen First Nation.

### **About the EOI process:**

In 2015, BCLC initiated an EOI process to introduce greater openness and transparency to BCLC's gaming facility relocation/location process. The process begins by assessing potential for gaming facilities through a market assessment, including the potential to better serve more customers through greater accessibility. The EOI process is intended as an initial step to gauge interest from local governments in hosting gaming in their community. It does not constitute a commitment on the part of BCLC.

Local governments have been asked to respond in writing indicating whether or not they are interested in being considered to host a facility, as well as provide initial information about their community.

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 local government for approval. All facility proposals will require the local government to seek and consider adequate community input.

Local governments that host a casino or community gaming centre receive a 10 per cent share of the net gaming income generated by those facilities.

The deadline for local governments to submit their Expression of Interest is July 15, 2016.

For more info about the North Shore EOI, click [here](#).

For more info about the South of the Fraser EOI, click [here](#).

**Learn more:**

BCLC is a provincial Crown corporation offering socially responsible gambling entertainment while generating more than \$1.3 billion in net income last year to benefit provincial and community programs across B.C. Learn more at <http://www.bclc.com/>.

You can also follow the latest BCLC news -

- On Twitter at: <https://twitter.com/BCLC>
- On Facebook at: [www.facebook.com/bclc](http://www.facebook.com/bclc)

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**For more information:**

BCLC Media Relations  
604-225-6460  
[mediarelations@bclc.com](mailto:mediarelations@bclc.com)



**INFORMATION NOTE**

**British Columbia Lottery Corporation**

**Date: May 31, 2016**

**Expressions Of Interest –  
North Shore & South of the  
Fraser**

**Key Facts:**

On June 1, 2016, BCLC will announce the launch of two new and concurrent Expression of Interest (EOI) processes on the North Shore and South of the Fraser regions in Metro Vancouver.

Through a marketplace assessment, BCLC has identified marketplace opportunities for new gaming facilities in these regions.

In the North Shore, BCLC will send letters to the City of North Vancouver, District of North Vancouver, District of West Vancouver, the Squamish Nation and Tsleil-Waututh Nation to determine their interest in hosting a gaming facility.

For the region South of the Fraser, BCLC will send letters to the City of Surrey, Corporation of Delta and Tsawwassen First Nation to determine their interest in hosting a gaming facility.

Letters advising adjacent municipalities of the EOI process will be sent at the same time. BCLC has already briefed local MLAs about the upcoming EOIs in these regions.

Local governments have until July 15, 2016 to submit their Expression of Interest to host a gaming facility.

**Background:**

**North Shore**

In 2013, Playtime Gaming asked the City of North Vancouver to reconsider its long-time gambling ban bylaw as part of a proposal to develop a Community Gaming Centre at the redesigned Shipyards district in Lower Lonsdale.

In June 2015, North Vancouver City Council voted 5-2 in favour of leaving current gambling bylaws unchanged, citing perceived negative social impacts and lack of interest from the community.

Given this context, the EOI announcement for the North Shore region could be publicly perceived as BCLC's second attempt at securing support for a gaming facility in the City of North Vancouver – regardless of the EOI's larger regional scope.

In January 2016, Pinnacle Gaming Solutions filed a lawsuit against BCLC and the BC Government for negligent misrepresentation and interference with the economic relations of two First Nations in the Lower Mainland. Pinnacle was retained by the Tsleil-Waututh and Sumas First Nation from 2008-2015 to lobby government and help facilitate the construction of a gaming facility on First Nations land in both North Vancouver and Abbotsford. In its claim against BCLC, Pinnacle alleges it invested time, money and resources on the basis of BCLC representations, which were false and misleading, about the likelihood of being granted approval for proposed gaming facilities.

BCLC denies each and every allegation in the Plaintiff's Notice of Civil Claim. BCLC asserts it has lawfully fulfilled its mandate to conduct and manage gaming on behalf of the Province and acted in accordance with the *Gaming Control Act* and regulations.

## **South of the Fraser**

In 2012, BCLC, in partnership with Gateway Casinos, announced a proposal to build an entertainment complex in South Surrey that included restaurants, lounges, a hotel, a conference centre, a theatre and a casino.

In January 2013, Surrey City Council rejected the proposal with a 5-4 vote following public hearings that drew close to 200 speakers, who cited concerns regarding increased traffic, crime and impacts to property values.

Given this context, the EOI announcement for the South of the Fraser region will be publicly perceived as BCLC's second attempt at securing support for a gaming facility in the South Surrey region, regardless of the EOI's larger regional scope.

Currently there are two existing gaming facilities in the South of the Fraser region. Newton Bingo Country, which first opened in the 1990s, offers 18,000 square feet of gaming floor and has 382 paper and electronic bingo seats. It once operated slot machines; however, in May 2014 BCLC removed the 150 slot machines based on the changing local market conditions which did not satisfy BCLC's vision of offering outstanding gaming and amenities, and supporting community interests.

Slot machines were first introduced at Fraser Downs Racetrack in April 2004. Fraser Downs underwent extensive renovations in 2015, and opened as Elements Casino in December 2015, offering enhanced amenities and improved gaming options. Elements has a 15,800 square foot gaming floor with 524 slot machines, 28 table games, horseracing, live entertainment and dining options.

## **EOI Process**

In 2015, BCLC initiated a process to introduce greater openness and transparency to its gaming facility relocation/location activities.

The process begins by assessing potential for gaming facilities through a market assessment. Factors taken into account include adult population numbers, estimated slot and table win generated within each market, the proximity of other gaming facilities, tourism capabilities and other factors to help determine the financial viability of a casino or community gaming centre within a community.

Once a host local government is identified, BCLC will then determine the private sector service provider which will build and operate the proposed facility.

## **BCLC RESPONSE POINTS:**

- **BCLC is committed to a clear, transparent and efficient process for locating and relocating gaming facilities.**
- **BCLC will issue an Expression of Interest to specific local governments in the North Shore and South of the Fraser areas based on their ability to best serve the market opportunity. The purpose of the process is to identify which local governments would be interested in hosting a gaming facility.**
- **The Expression of Interest process is intended to provide a clear set of criteria for the selection of Host Local Governments and to formalize the local government notification process.**

- **The process ensures identified local governments with market potential receive equal opportunity to demonstrate their interest in hosting a gaming facility.**
- **As the Crown Corporation responsible for gaming in British Columbia, BCLC routinely assesses markets in order to best serve gaming patrons and the marketplace.**
- **We have continued to monitor the markets in the North Shore and South of the Fraser regions and our market analysis indicates there are opportunities to better serve our customers.**
- **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.**

	<b>Name</b>	<b>Number</b>
<b>Program Area Contact:</b>	<b>Laura Piva-Babcock</b>	<b>T: 250-828-5576</b>
		<b>C: s 17(1)</b>

**INFORMATION NOTE**

British Columbia Lottery Corporation

Date: July 18, 2016

**Expressions Of Interest –  
North Shore & South of the  
Fraser : Evaluation phase****Key Facts:**

June 15 2016 was the deadline for local governments and aboriginal governments to express interest in hosting a gaming facility in the North Shore and South of the Fraser regions.

In total, BCLC has received Expressions of Interest from four local governments in both regions.

In the North Shore, the City of North Vancouver and Tsleil-Waututh Nation have expressed interest while Squamish Nation, the District of North Vancouver and District of West Vancouver have declined.

In South of the Fraser, we have received Expression of Interest from the Corporation of Delta and Tsawwassen First Nation while the City of Surrey has declined.

BCLC's evaluation team, overseen by a third-party fairness monitor, will begin to assess responses 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 take the necessary time to complete its assessments and expects to finalize and announce its decisions in the coming weeks.

**Background:****North Shore**

In 2013, Playtime Gaming asked the City of North Vancouver to reconsider its long-time gambling ban bylaw as part of a proposal to develop a Community Gaming Centre at the redesigned Shipyards district in Lower Lonsdale.

In June 2015, North Vancouver City Council voted 5-2 in favour of leaving current gambling bylaws unchanged, citing perceived negative social impacts and lack of interest from the community.

Given this context, the EOI announcement for the North Shore region could be publicly perceived as BCLC's second attempt at securing support for a gaming facility in the City of North Vancouver – regardless of the EOI's larger regional scope.

In January 2016, Pinnacle Gaming Solutions filed a lawsuit against BCLC and the BC Government for negligent misrepresentation and interference with the economic relations of two First Nations in the Lower Mainland. Pinnacle was retained by the Tsleil-Waututh and Sumas First Nation from 2008-2015 to lobby government and help facilitate the construction of a gaming facility on First Nations land in both North Vancouver and Abbotsford. In its claim against BCLC, Pinnacle alleges it invested time, money and resources on the basis of BCLC representations, which were false and misleading, about the likelihood of being granted approval for proposed gaming facilities.

BCLC denies each and every allegation in the Plaintiff's Notice of Civil Claim. BCLC asserts it has lawfully fulfilled its mandate to conduct and manage gaming on behalf of the Province and acted in accordance with the *Gaming Control Act* and regulations.

**South of the Fraser**

In 2012, BCLC, in partnership with Gateway Casinos, announced a proposal to build an entertainment

complex in South Surrey that included restaurants, lounges, a hotel, a conference centre, a theatre and a casino.

In January 2013, Surrey City Council rejected the proposal with a 5-4 vote following public hearings that drew close to 200 speakers, who cited concerns regarding increased traffic, crime and impacts to property values.

Given this context, the EOI announcement for the South of the Fraser region will be publicly perceived as BCLC's second attempt at securing support for a gaming facility in the South Surrey region, regardless of the EOI's larger regional scope.

Currently there are two existing gaming facilities in the South of the Fraser region. Newton Bingo Country, which first opened in the 1990s, offers 18,000 square feet of gaming floor and has 382 paper and electronic bingo seats. It once operated slot machines; however, in May 2014 BCLC removed the 150 slot machines based on the changing local market conditions which did not satisfy BCLC's vision of offering outstanding gaming and amenities, and supporting community interests.

Slot machines were first introduced at Fraser Downs Racetrack in April 2004. Fraser Downs underwent extensive renovations in 2015, and opened as Elements Casino in December 2015, offering enhanced amenities and improved gaming options. Elements has a 15,800 square foot gaming floor with 524 slot machines, 28 table games, horseracing, live entertainment and dining options.

#### **EOI Process**

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The process begins by assessing potential for gaming facilities through a market assessment. Factors taken into account include adult population numbers, estimated slot and table win generated within each market, the proximity of other gaming facilities, tourism capabilities and other factors to help determine the financial viability of a casino or community gaming centre within a community.

Once a host local government is identified, BCLC will then determine the private sector service provider which will build and operate the proposed facility.

#### **BCLC RESPONSE POINTS:**

- **BCLC will now move into the evaluation phase of its Expression of Interest process with the North Shore and South of the Fraser regions.**
- **In the North Shore, we received Expression of Interest from the City of North Vancouver and Tsleil-Waututh Nation to potentially host a gaming facility in their community. Squamish Nation, District of North Vancouver and District of West Vancouver have declined.**
- **In South of the Fraser, the Corporation of Delta and Tsawwassen First Nation have responded with their Expression of Interest to proceed in the evaluation process while the City of Surrey has declined.**
- **BCLC's evaluation team, overseen by a third-party fairness monitor, will now review and assess these submissions 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 respects the authority of local governments to choose whether they want a gaming facility in their community.**
- **An announcement will be made once the evaluation phase concludes and a preferred host local government is selected.**

Program Area Contact:	Name Laura Piva-Babcock	Number T: 250-828-5576 C: s 17(1)
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**INFORMATION NOTE**

**British Columbia Lottery Corporation**

**Date: July 21, 2016**

**Expressions Of Interest –  
North Shore & South of the  
Fraser : Evaluation phase**

**Key Facts:**

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In the North Shore, the City of North Vancouver and Tsleil-Waututh Nation have expressed interest. The Squamish Nation informed BCLC they have chosen to decline to respond to the Expression of Interest at this time. Meanwhile, the District of North Vancouver and the District of West Vancouver have declined.

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Once a host local government is identified, BCLC will then determine the private sector service provider which will build and operate the proposed facility.

### **BCLC RESPONSE POINTS:**

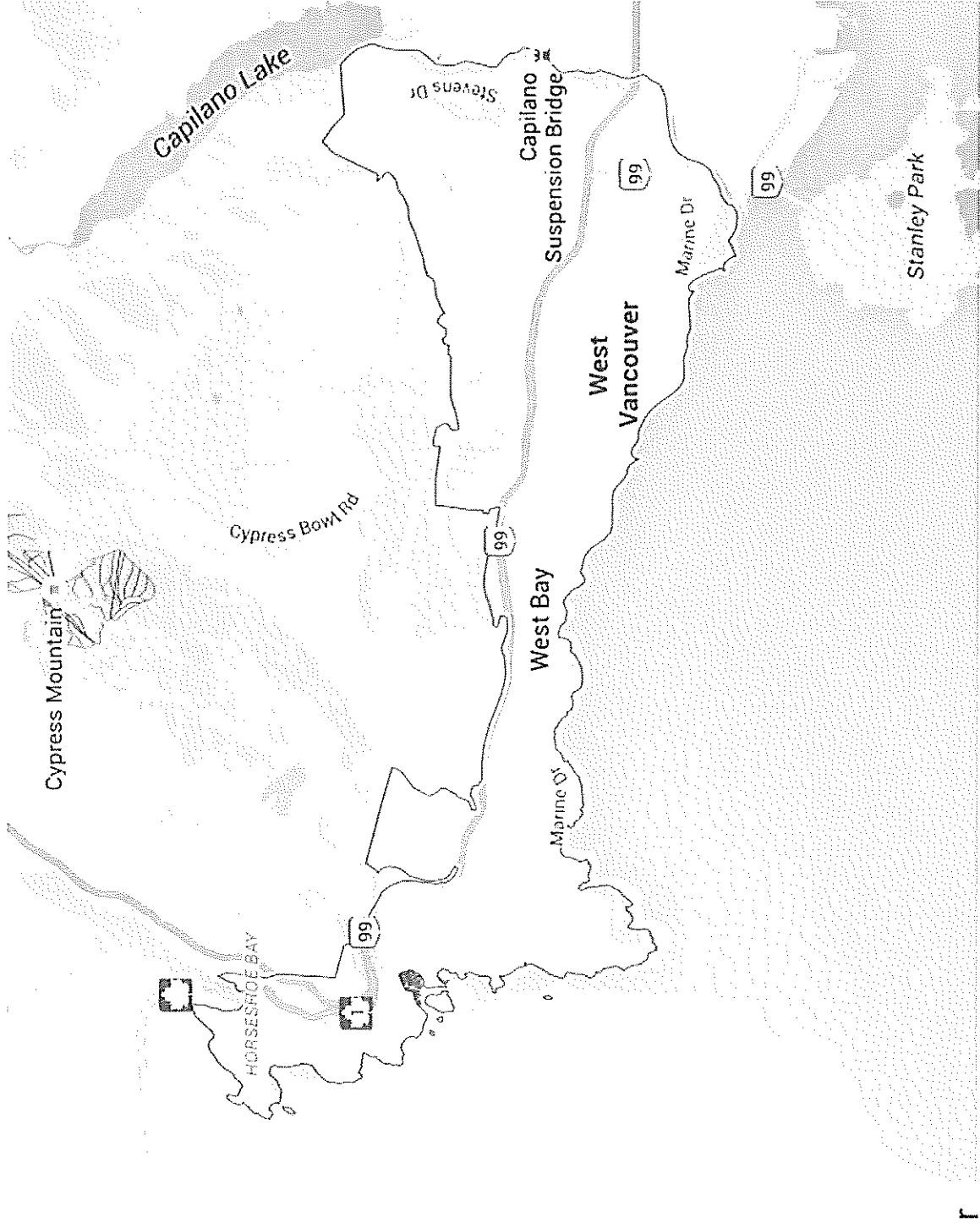
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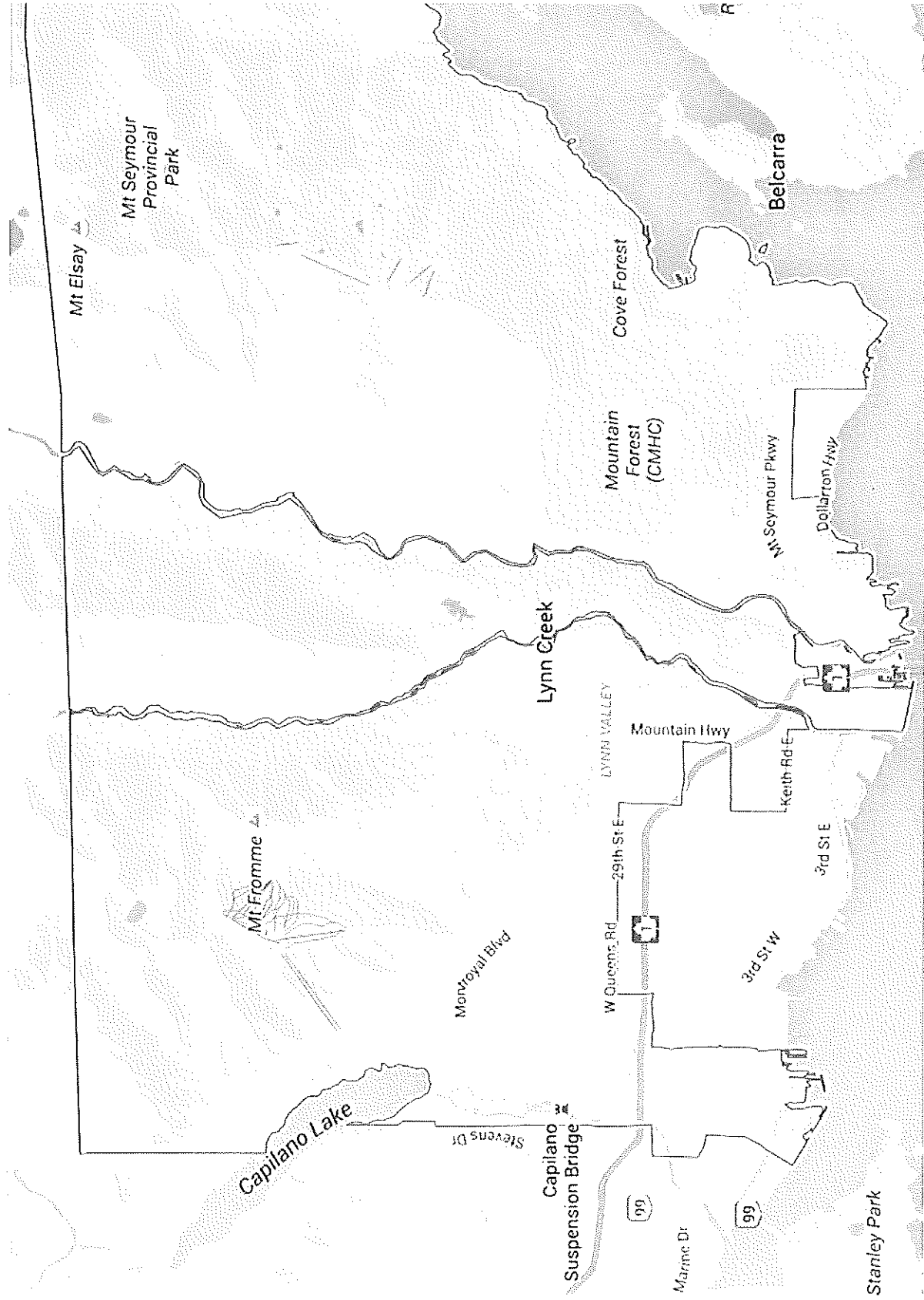
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Program Area Contact:	Name Laura Piva-Babcock	Number T: 250-828-5576 C: s 17(1)
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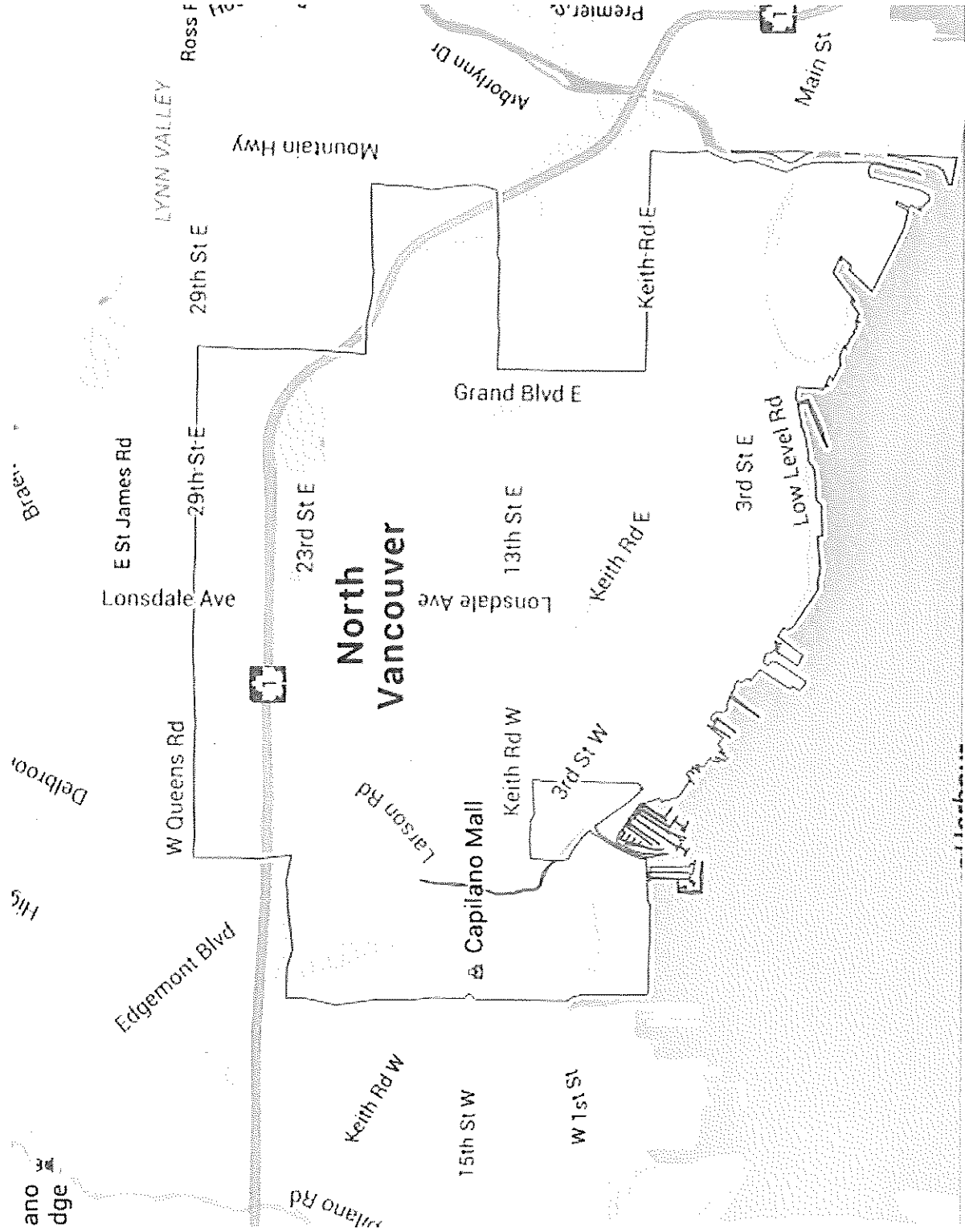
# West Vancouver



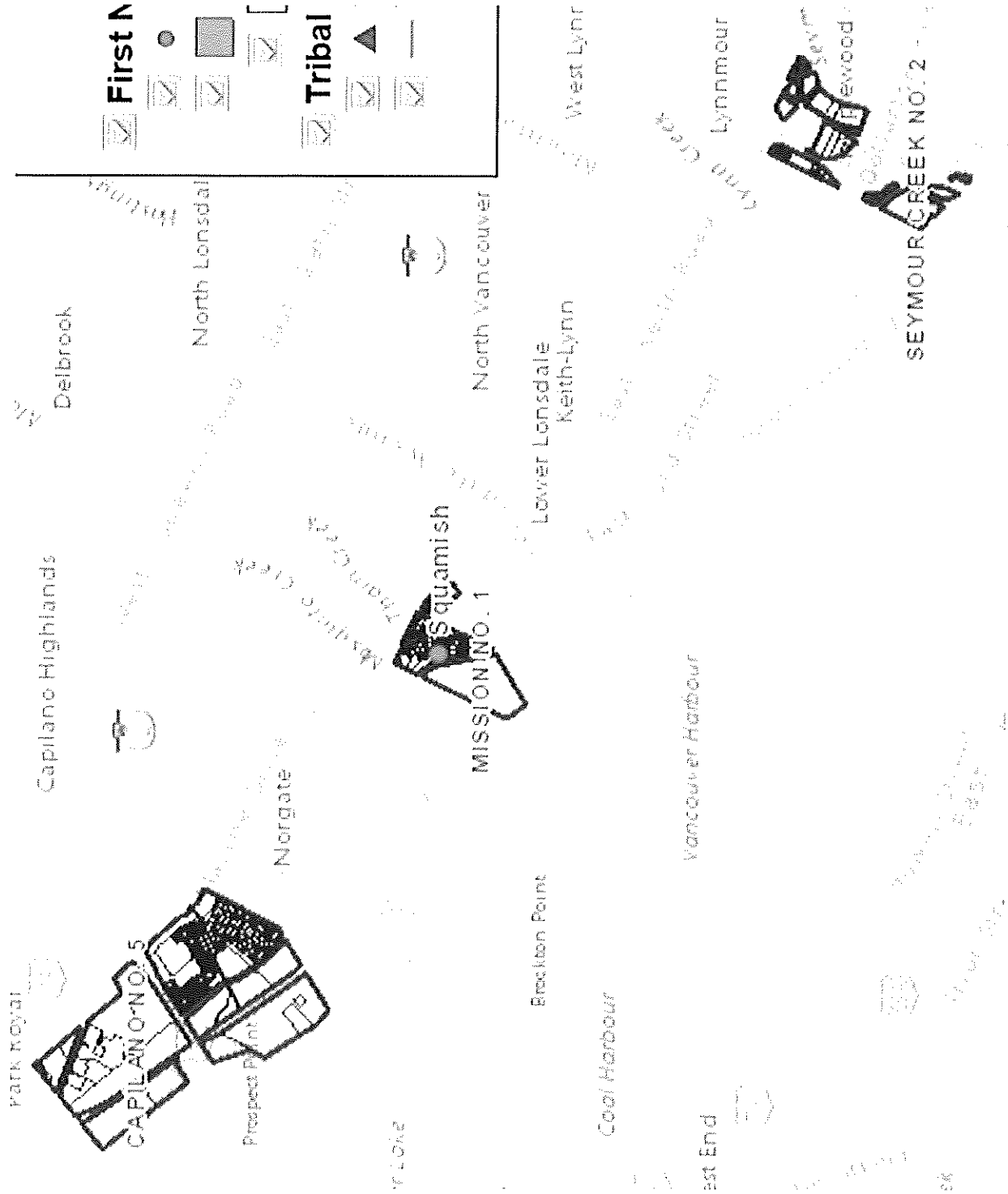
# District of North Vancouver



# City of North Vancouver



# Squamish Nation



Tseil-Waututh

1000'

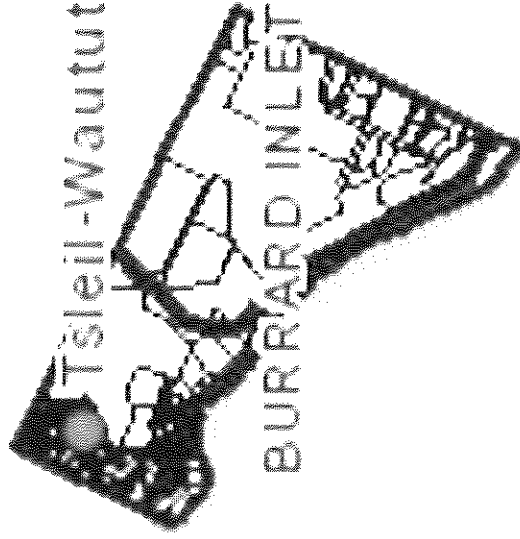
Seymour Heights

1000'

1000' *1000' Burrard Inlet*

Deep Cove

Da



Tseil-Waututh Nation

BURRARD INLET NO. 3

Cove Ch

Dollarton

Burrard I.

Vancouver Harbour

Berry Point

hts

Roche Point

# Greater Vancouver Regional District

- Locality
- Designated Place
- - - Ferry Route
- Highway
- Regional District Electoral Area
- Municipality
- Reserve

Fraser Valley  
Regional District

