

TOWN OF QUALICUM BEACH
STAFF REPORT

CONFIDENTIAL

TO: Lou Varela, Chief Administrative Officer
FOR: Special Council Meeting In-Camera
DATE: March 11, 2026
FROM: Luke Sales, Director of Planning
SUBJECT: Eaglecrest Golf Course Contracts (1 and 2a)

GOVERNANCE DECISION:

Council is requested to authorize staff to execute two contracts that are part of a three-part phased execution of the contracts for Eaglecrest Golf Course:

S. 12(3)(b)

RECOMMENDATIONS

S. 13

BACKGROUND

The Town is completing a competitive procurement process to select a qualified Operator for the Eaglecrest Golf Course, also including the Pro Shop and Restaurant facilities. This process has included issuing a Request for Proposals, evaluating submissions, conducting two rounds of supplemental questions, and holding in-person interviews with shortlisted proponents. Submissions were assessed on financial capacity, relevant experience, operational approach, maintenance standards, customer service, and alignment with Council's long-term objectives for the Eaglecrest property.

Following this evaluation, Council directed staff to enter into confidential negotiations with Extreme Eat Restaurants Inc. Staff are prepared to advance two contracts for Council authorization at this time:

1. A month-to-month Interim Golf Course Maintenance Contract (Contract 1);
2. A lease for the Eaglecrest Restaurant (Contract 2a).

s. 12(3)(b)

s. 12(3)(b)

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s. 12(3)(b)

DISCUSSION

s. 12(3)(b)

s. 12(3)(b)

s. 12(3)(b)

s. 12(3)(b)

Financial Risk

- s. 12(3)(b)

- s. 12(3)(b)

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Non-Financial Risks

- s. 12(3)(b)

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s. 12(3)(b)

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s. 12(3)(b)

s. 12(3)(b)

s. 12(3)(b)

Financial Implications

Council has allocated a capital expenditure provision of \$2,500,000 in fiscal 2026 within the 2026–2030 Financial Plan. This allocation is proposed to be funded from anticipated proceeds associated with the Phase 1 Eaglecrest land sales, budgeted to be realized in 2026.

s. 12(3)(b)

s. 12(3)(b)

s. 12(3)(b)

s. 12(3)(b)

s. 12(3)(b)

SUMMARY

s. 12(3)(b)

[REDACTED]

ALTERNATIVES

1. s. 12(3)(b)

APPROVALS

Report respectfully submitted by Luke Sales, Director of Planning.



Luke Sales, MCIP, RPP
Director of Planning
Report Writer



Raj Hayre
Director of Finance
Concurrence



Lou Varela, MCIP, RPP
CAO
Concurrence



Amro Kotb, P.Eng
Director of Infrastructure
Concurrence

Attachments

1. s. 12(3)(b)

[REDACTED]

TOWN OF QUALICUM BEACH
STAFF REPORT

CONFIDENTIAL

File No. 2240-20-EGC

TO: Lou Varela, Chief Administrative Officer

FOR: Regular Council Meeting [Closed Portion]

DATE: March 25, 2026

FROM: Amro Kotb, Director of Infrastructure Services

SUBJECT: Eaglecrest Golf Course Interim Maintenance Agreement (estimated 4 months)

GOVERNANCE DECISION:

s. 12(3)(b)

[REDACTED]

RECOMMENDATIONS

s. 13

[REDACTED]

BACKGROUND

s. 12(3)(b)

[REDACTED]

DISCUSSION

s. 12(3)(b)

[REDACTED]

[REDACTED]

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Financial Implications

Council has allocated a capital expenditure budget provision of \$2,500,000 in fiscal 2026 within the 2026–2030 Financial Plan for the Eaglecrest Project. This allocation is proposed to be funded from anticipated proceeds associated with the Phase 1 Eaglecrest land sales, budgeted to be realized in 2026.

s. 12(3)(b)

s. 12(3)(b)

SUMMARY

s. 12(3)(b)

ALTERNATIVES

1. s. 12(3)(b)

APPROVALS

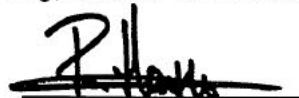
Report respectfully submitted by Amro Kotb, P. Eng, Director of Infrastructure.



Amro Kotb, P. Eng
Director of Infrastructure
Report Writer



Lou Varela, MCIP, RPP
CAO
Concurrence



Raj Hayre
Director of Finance
Concurrence



Luke Sales, MCIP, RPP
Director of Planning
Concurrence

Attachments

s. 12(3)(b)

Luke

	Operational (30)	Financial (30)	Experience and References (20)	Mobilization Plan (10%)	Community Benefit (10%)	Totals
s. 17(1)(d)	15	25	12	5	5	62
Extreme Eats	18	15	15	7	7	62
s. 17(1)(d)	10	10	10	8	4	42

s. 22

s. 17(1)(d)	14	13	7	4	4	42
Extreme Eats	16	15	11	7	6	55
s. 17(1)(d)	15	14	8	6	4	47

Heather

s. 17(1)(d)	26	28	9	10	8	81
Extreme Eats	23	25	8	8	9	73
s. 17(1)(d)	20	22	5	5	6	58

SUBTOTALS

s. 17(1)(d)	18.3	22.0	9.3	6.3	5.7	61.7
Extreme Eats	19.0	18.3	11.3	7.3	7.3	63.3
s. 17(1)(d)	15.0	15.3	7.7	6.3	4.7	49.0

Experience and References (20%)

- Relevant experience operating golf courses, restaurants, or comparable recreation facilities.
- Track record of financial responsibility and customer service.
- References from previous clients or partners.

	Score (out of 20)	Comments
s. 17(1)(d)	9	Golf & Rest 45 yrs. golf 40 yrs rest.
Extreme Eats	8	Golf & Rest
s. 17(1)(d)	5	Golf - no rest.

Mobilization Plan (10%)

- Plan to reopen the restaurant as soon as feasible, ideally in December 2025.
- Readiness to manage operations during the 2026 course reconfiguration.

	Score (out of 10)	Comments
s. 17(1)(d)	10	Detailed action on reopen plan ✓
Extreme Eats	8	who pays for upgrades? (10am-8pm)
s. 17(1)(d)	5	no restaurant operator

Community Benefit and Innovation (10%)

- Added value to the Town through community engagement, innovative programming, or partnerships.
- Demonstrated commitment to environmental responsibility and sustainability.

	Score (out of 10)	Comments
s. 17(1)(d)	8	
Extreme Eats	9	
s. 17(1)(d)	6	

Eaglecrest Golf Course Operator RFP – Evaluation Matrix

INSERT SCORING GUIDANCE

Operational Management Plan (30%)

- Quality and feasibility of proposed approach to golf course operations, restaurant management, staffing, and maintenance.
- Demonstrated understanding of operating in a residential neighbourhood context.
- Strategies for maintaining customer service, safety, and community benefit.

	Score (out of 30)	Comments
s. 17(1)(d)	26	45 yrs. golf course experience
Extreme Eats	23	
s. 17(1)(d)	20	no restaurant / food provider listed

•

Financial Proposal (30%)

Proposed lease structure and rent to the Town.

- Reasonableness of proposed fees (green fees, memberships, restaurant pricing).
- Demonstrated financial capacity and stability to support operations.

	Score (out of 30)	Comments
s. 17(1)(d)	28	% of net /
Extreme Eats	25	monthly / s. 17(1)(d)
s. 17(1)(d)	22	combo of flat fee & % /

Eaglecrest Golf Course Operator RFP – Evaluation Matrix

INSERT SCORING GUIDANCE

Operational Management Plan (30%)

- Quality and feasibility of proposed approach to golf course operations, restaurant management, staffing, and maintenance.
- Demonstrated understanding of operating in a residential neighbourhood context.
- Strategies for maintaining customer service, safety, and community benefit.

	<i>Score (out of 30)</i>	<i>Comments</i>
s. 17(1)(d)	15	
Extreme Eats	18	
s. 17(1)(d)	10	

•

Financial Proposal (30%)

Proposed lease structure and rent to the Town.

- Reasonableness of proposed fees (green fees, memberships, restaurant pricing).
- Demonstrated financial capacity and stability to support operations.

	<i>Score (out of 30)</i>	<i>Comments</i>
s. 17(1)(d)	25	s. 17(1)(d)
Extreme Eats	15	
s. 17(1)(d)	10	

Experience and References (20%)

- Relevant experience operating golf courses, restaurants, or comparable recreation facilities.
- Track record of financial responsibility and customer service.
- References from previous clients or partners.

	Score (out of 20)	Comments
s. 17(1)(d)	12	s. 17(1)(d)
Extreme Eats	15	
s. 17(1)(d)	12	

Mobilization Plan (10%)

- Relevant experience operating golf courses, restaurants, or comparable recreation facilities.
- Track record of financial responsibility and customer service.
- References from previous clients or partners.

	Score (out of 10)	Comments
s. 17(1)(d)	5	s. 17(1)(d)
Extreme Eats	7	
s. 17(1)(d)	8	

Community Benefit and Innovation (10%)

- Added value to the Town through community engagement, innovative programming, or partnerships.
- Demonstrated commitment to environmental responsibility and sustainability.

	Score (out of 30)	Comments
s. 17(1)(d)	5	s. 17(1)(d)
Extreme Eats	7	
s. 17(1)(d)	4	

Eaglecrest Golf Course Operator RFP – Evaluation Matrix

INSERT SCORING GUIDANCE

s. 22

Operational Management Plan (30%)

- Quality and feasibility of proposed approach to golf course operations, restaurant management, staffing, and maintenance.
- Demonstrated understanding of operating in a residential neighbourhood context.
- Strategies for maintaining customer service, safety, and community benefit.

	Score (out of 30)	Comments
s. 17(1)(d)	14	s. 17(1)(d)
Extreme Eats	16	
s. 17(1)(d)	15	

•

Financial Proposal (30%)

Proposed lease structure and rent to the Town.

- Reasonableness of proposed fees (green fees, memberships, restaurant pricing).
- Demonstrated financial capacity and stability to support operations.

	Score (out of 30)	Comments
s. 17(1)(d)	13	s. 17(1)(d)
Extreme Eats	15	
s. 17(1)(d)	14	

(2)

Experience and References (20%)

- Relevant experience operating golf courses, restaurants, or comparable recreation facilities.
- Track record of financial responsibility and customer service.
- References from previous clients or partners.

	Score (out of 20)	Comments
s. 17(1)(d)	7	s. 17(1)(d)
Extreme Eats	11	
s. 17(1)(d)	8	

Mobilization Plan (10%)

- Plan to reopen the restaurant as soon as feasible, ideally in December 2025.
- Readiness to manage operations during the 2026 course reconfiguration.

	Score (out of 10)	Comments
s. 17(1)(d)	4	s. 17(1)(d)
Extreme Eats	7	
s. 17(1)(d)	6	

Community Benefit and Innovation (10%)

- Added value to the Town through community engagement, innovative programming, or partnerships.
- Demonstrated commitment to environmental responsibility and sustainability.

	Score (out of 10)	Comments
s. 17(1)(d)	4	s. 17(1)(d)
Extreme Eats	6	
s. 17(1)(d)	4	

Generated Record | Council Motions in response to 'Any Council resolution awarding, amending, or otherwise disposing of the procurement.'

AUTHORIZATION TO ANNOUNCE CLOSED COUNCIL MEETING MOTIONS

(pursuant to Section 117 of the *Community Charter*)

THAT pursuant to section 117 of the *Community Charter*, Council authorizes the release of the following resolutions when appropriate:

- ☐ THAT Council authorizes staff to execute the lease agreement (Contract 2a) with Extreme EatZ Restaurants Inc. for the Eaglecrest Restaurant Inc., substantially as attached to the March 11, 2026, In-Camera Report to Council.
- ☐ THAT Council authorizes staff to execute the Interim Golf Course Maintenance Contract (Contract 1) with Extreme EatZ Restaurants Inc. for the interim maintenance of Eaglecrest Golf Course, substantially as attached to the March 11, 2026, In-Camera Report to Council.
- ☐ THAT Council authorizes staff to enter into the Eaglecrest Golf Course Interim Maintenance Agreement between the Town of Qualicum Beach and Extreme EatZ Restaurants Inc., for an estimated 4 month period, with a term expiry July 31, 2026 [including authority to extend the agreement based on operational needs and upon mutual written agreement of the parties] for the purpose of providing interim maintenance of the 9-hole golf course lands known as Eaglecrest Golf Course.

Minutes for the Closed Portion of the Monday, March 16, 2026, 3:30 pm Town of Qualicum Beach Special Council Meeting to be held in the Council Chamber, Town Hall, 660 Primrose Street, Qualicum Beach, BC

Following adoption of the motion to close in the open portion of the Special Council meeting, the meeting was closed to the public at 3:30 pm.

Council adopted, by unanimous consent, the agenda for the closed portion of the March 16, 2026, special Council meeting.

LEASES/LAND

- s. 22 [REDACTED] and A. Kotb, Director of Infrastructure Services, left the meeting at 4:17 pm.

MEETING RECESSED: @ 4:18 pm
MEETING RESUMED: @ 4:25 pm

MEETING RESUMED: @ 4:25 pm with Mayor Westbroek and Councillors Skipsey, Vander Valk and Young. Also in attendance, L. Varela, CAO, H. Svensen, Director of Corporate Services/Deputy CAO, L. Sales, Director of Planning, and R. Hayre, Director of Finance.

(b)

s. 12(3)(b)

MOTION TO REOPEN

Councillor Young MOVED and Councillor Skipsey SECONDED, THAT Council reopens the meeting to the public.

CARRIED UNANIMOUSLY

MEETING REOPENS TO PUBLIC

MEETING REOPENED TO THE PUBLIC: 4:37 pm with Mayor Westbroek and Councillors Skipsey, Vander Valk and Young in attendance. Also in attendance: L. Varela, CAO, H. Svensen, Director of Corporate Services/Deputy CAO, L. Sales, Director of Planning, and R. Hayre, Director of Finance.

Certified Correct:

ORIGINAL SIGNED

Heather Svensen, Director of Corporate Services/Deputy CAO

Confirmed this 25th day of March 2026.

ORIGINAL SIGNED

Teunis Westbroek, Mayor

**Minutes for the Closed Portion of the Wednesday March 25, 2026, 10:00 am Town of Qualicum Beach
Regular Council Meeting to be held in the Council Chamber, Town Hall, 660 Primrose Street, Qualicum
Beach, BC**

PRESENT: Council: Mayor Teunis Westbroek
Councillor Scott Harrison
Councillor Anne Skipsey
Councillor Petronella Vander Valk
Councillor Jean Young

ALSO PRESENT: Staff: Lou Varela, Chief Administrative Officer (CAO)
Heather Svensen, Director of Corporate Services/Deputy CAO
Luke Sales, Director of Planning
Raj Hayre, Director of Finance
Twyla Slonski, Interim Deputy Director of Corporate Services

Following adoption of the motion to close in the open portion of the Special Council meeting, the meeting was closed to the public at 1:52 pm.

ADOPTION OF THE AGENDA

Council adopted, by unanimous consent, the agenda for the closed portion of the March 25, 2026, special Council meeting

CARRIED UNANIMOUSLY

APPROVAL OF THE MINUTES

Council approved, by unanimous consent, the minutes of the closed portion of the March 11 and 16, 2026, special Council meetings.

CARRIED UNANIMOUSLY | Resolution No. IC26-039

DELEGATIONS – Nil

CORRESPONDENCE - Nil

LEASES/LAND

s. 12(3)(b)

(a)

[REDACTED]

(b)

s. 12(3)(b)
[REDACTED]

s. 12(3)(b) [REDACTED]
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s. 12(3)(b)

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[REDACTED]

(c)

s. 12(3)(b)

PERSONAL INFORMATION ABOUT AN IDENTIFIABLE INDIVIDUAL

(a)

s. 12(3)(b)

[REDACTED]

AUTHORIZATION TO ANNOUNCE CLOSED COUNCIL MEETING MOTIONS

(pursuant to Section 117 of the *Community Charter*)

s. 12(3)(b)

[REDACTED]

- ☐ **THAT** Council appoints Alden McMath to the Family Day Committee for an approximate two-year term ending December 31, 2027; AND FURTHER THAT the Terms of Reference for the Select Committee on Family Day Celebration be amended by deleting “3pm” under item 6.(a) Regular Meeting and inserting “2pm”.

CARRIED UNANIMOUSLY | Resolution No. IC26-044

MOTION TO REOPEN

Councillor Vander Valk MOVED and Councillor Harrison SECONDED, THAT Council reopens the meeting to the public.

CARRIED UNANIMOUSLY

MEETING REOPENS OT THE PUBLIC

MEETING REOPENED TO THE PUBLIC: 2:36 pm with Mayor Westbroek, and Councillors Harrison, Skipsey, Vander Valk and Young in attendance. Also in attendance: L. Varela, CAO, H. Svensen, Director of Corporate Services/Deputy CAO, R. Hayre, Director of Finance, L. Sales, Director of Planning, and T. Slonski, Interim Deputy Director of Corporate Services.

Certified Correct:

Heather Svensen, Director of Corporate Services/Deputy CAO

Confirmed this 15th day of April, 2026.

Teunis Westbroek, Mayor