

Saanich Commonwealth Place (SCP)

Victoria, British Columbia

- Established in 1993
- Approximately 800,000 Annual Visits
- 250 Staff
- 150 Contractors



Saanich Commonwealth Place (SCP)

Wetside:

- Two 50 Meter Pools
- Wave Pool, Water Slide, Tot Pool
- Dry and Steam Saunas

Dryside:

- 5 Multipurpose Programs
- Public Library, Café, Gymnasium
- Weight Room, Teen Centre, Health Services



Food and Beverage

Ryans Vending



- 9 Different Vending Machine

AquaTerra



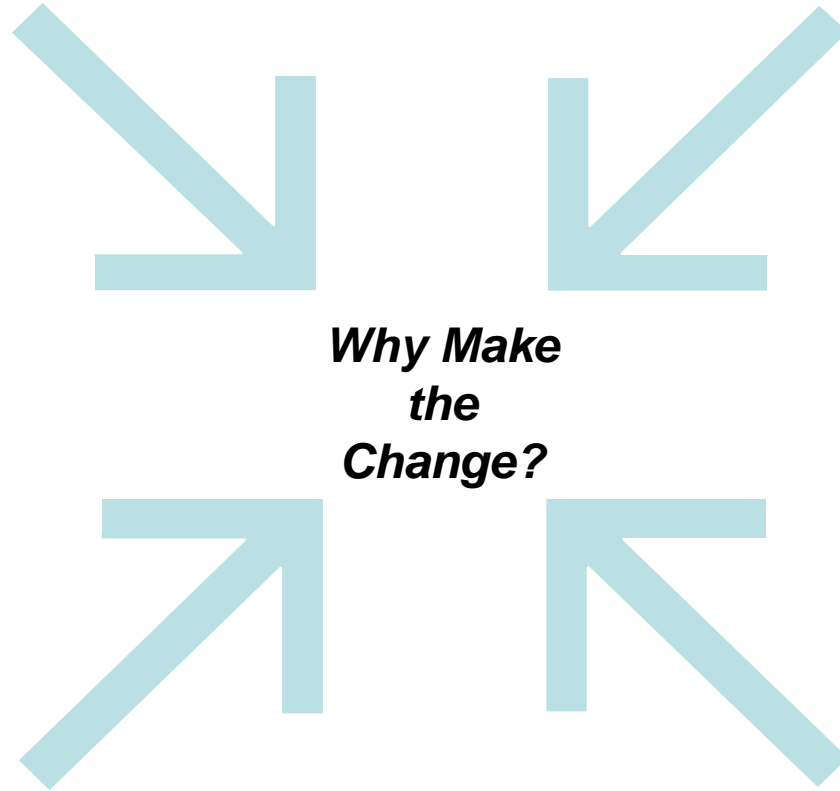
- Comfortable Seating for 50
- Spacious Outdoor Patio

Influential Pressures

◦ *Change Made In 2008*

◦ *Customer & Staff Comments*

◦ *School Boards*

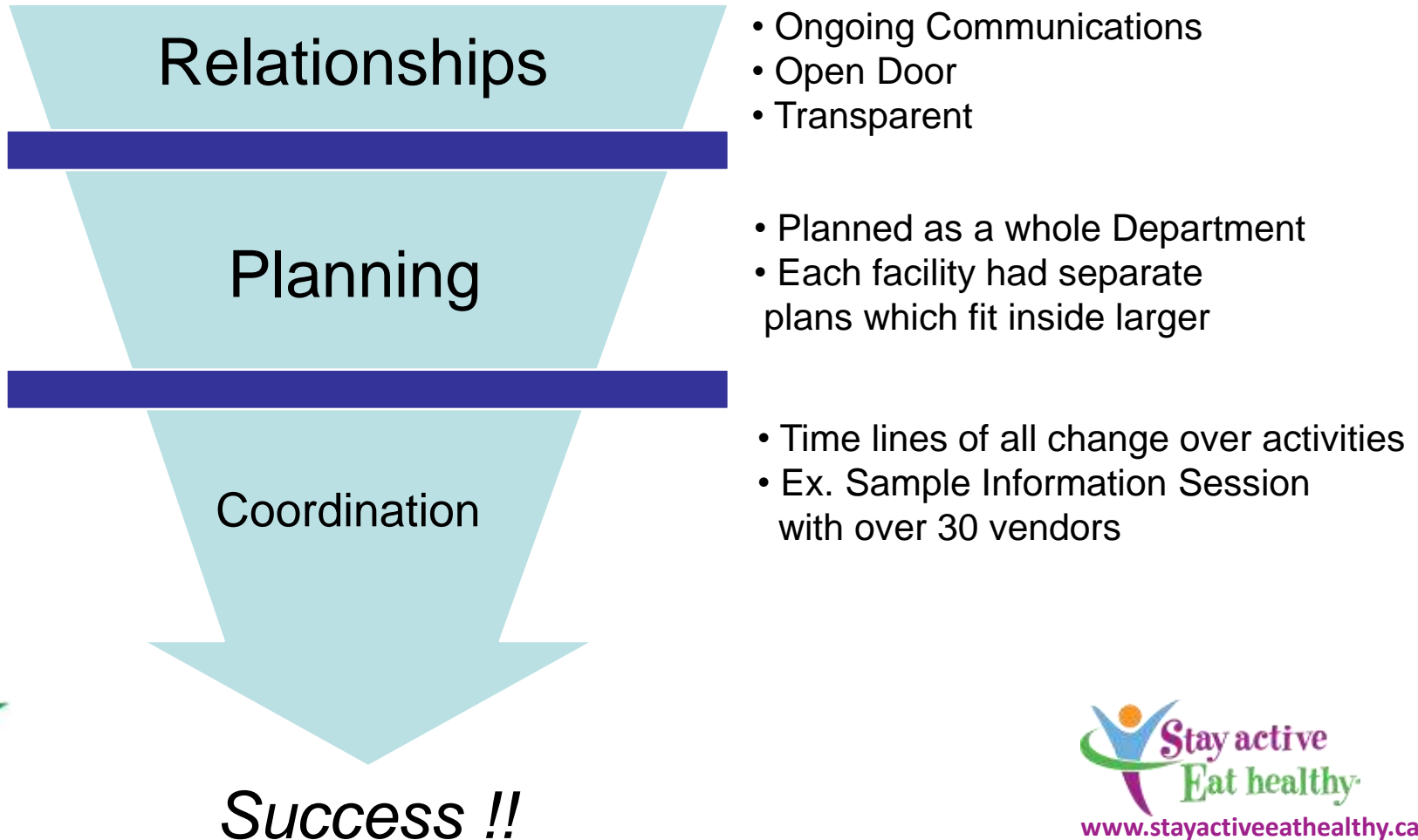


◦ *Studies*

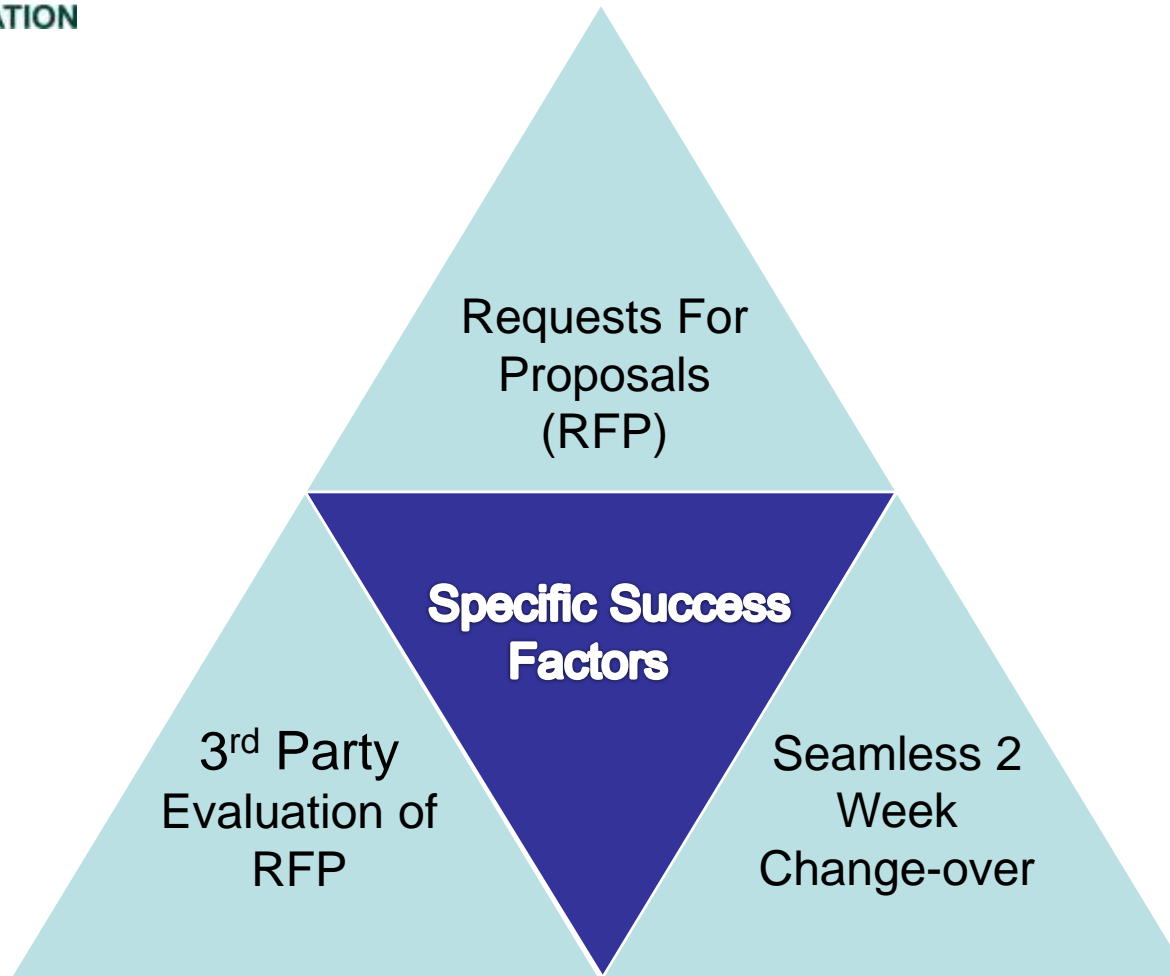
◦ *Media*

“Lead Or Get Pushed”

Key Factors in Making the Change



Specific Success



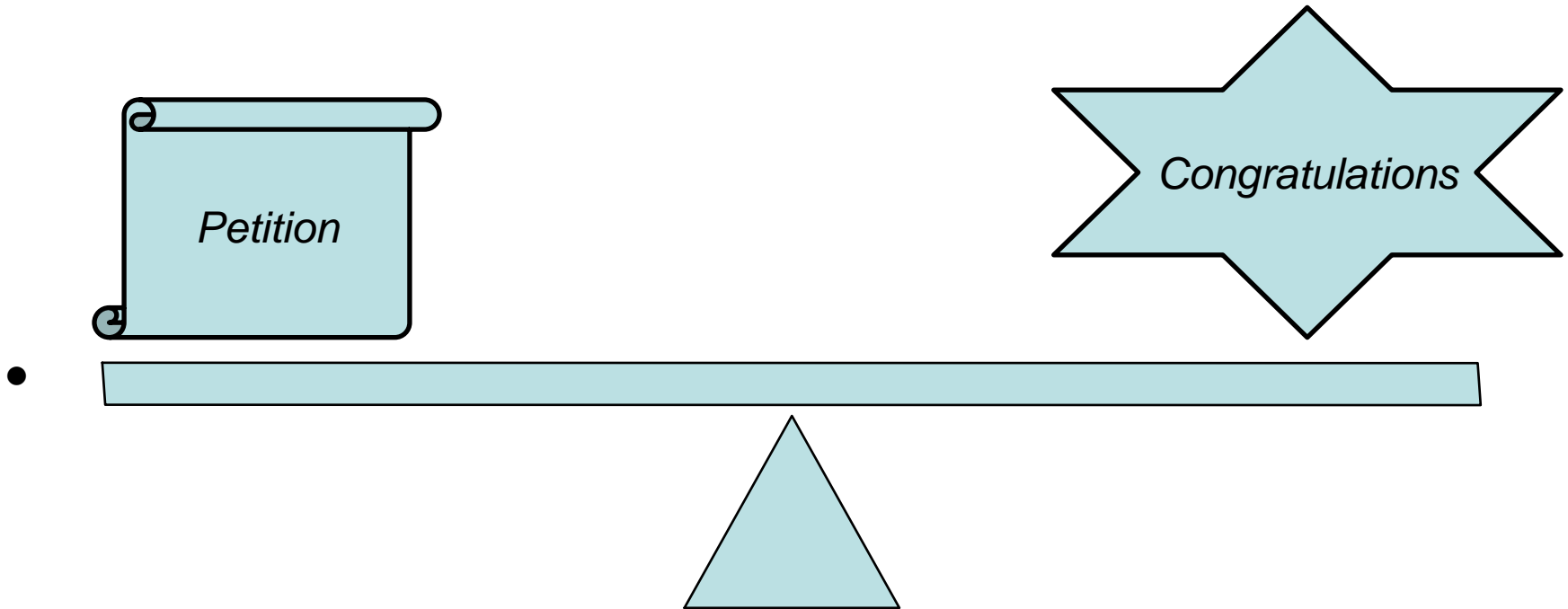
Promotion of The Change

- Wall & Door Posters
- Staff Newsletter
- Intranet
- Facility Signage & Sandwich Board
- Samples & Specials during the week



SCP staff assigned to help promote
The Change

Challenges of Making The Change



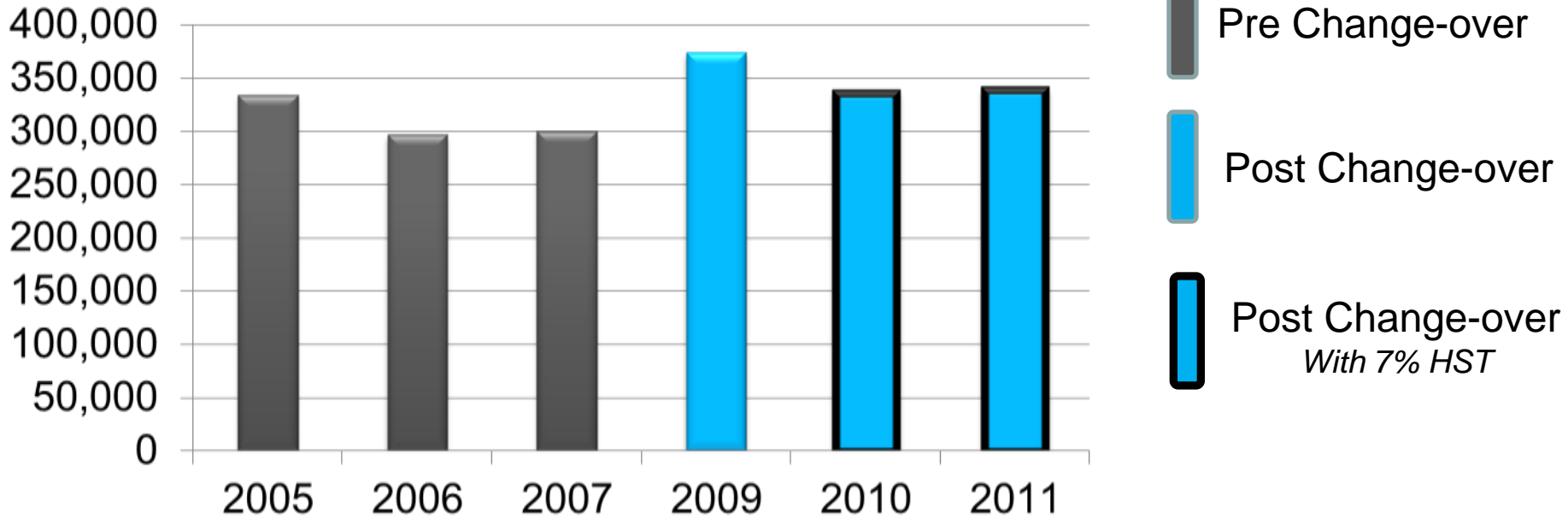
- ***Change in Net Revenues to Saanich***



PARKS & RECREATION

What Worked?

Concession Sales



What Worked?

The following are the gross sales from the food concession pre and post the changeover

2005	\$334,000
2006	\$296,395
2007	\$300,000
Changeover	
2209	\$373,875
2010	\$335,000*
2011	\$338,420*

*7% HST introduced in BC which really affected the Food Service Industry overall

Building on the “Healthy” Foundation

Café has started to do catering



Public Blood Pressure Clinic every Thursday



Weight Watchers meetings every Wednesday



Next Steps



- Increase Local Sourcing
- Expand Catering
- Healthy Kid Meal Packaging
- Removal Of Plastic Bottled Water
- Food & Beverages For Meetings, Program And Camps



If We Were To Do It Again

1. Would look at adding rental of sq. ft. to vending RFP along with commission
2. Would look at adding hydro fee for concession in RFP along with commission



Saanich Commonwealth Place (SCP)

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