

Project Summary Letter

Attention: Planning division

We run a small business at unit 8, 30 Capilano way. The company is East Van Amusements www.eastvanamusements.ca which does retro vending and 'pop up' rentals. As you can imagine our business has been devastated by Covid, we have lost over 95% of our past business where we rent games for corporate events, Christmas parties, Bar Mitzvah's and so on. We have yet to do a single pop up arcade rental since February 2020.

Running Industry arcade has been great with many up's and downs. Once we opened our doors in the fall of 2020, we got picked up by several publications and business went viral. From October 2020, until January 2021, our reservation system was fully booked, 6 days a week. This thrill was short lasted though, as when restrictions came in limiting groups to immediate families at the beginning of November 2020, this resulted in us reaching out to every reservation, and proactively cancelling any reservation that was not an immediate family. This resulted in over 90% of all paid and pre-booked reservations cancelled and refunded from November 2020 to January 2021. It was tragic to re-invent, and then to go through the same effects as our previous model did, and it took many, many months to recover even after restrictions loosened a bit.

Fast forward to now, and we are doing much better. We've had 3 fantastic months, and have been operating safely under the current restrictions. We now have 6 employees, 4 of them being New Westminster residents. We've never had an employee leave our business which we are very happy about, and all our team members are students.

We are requesting a 1 time extension of the TUP. It would mean a lot to us, and I believe our business has made a positive impact to the city of New Westminster, and has brought many people in to the city from other areas, and many surrounding businesses near us have benefited with us being around, as people who rent our space order from nearby restaurants for food delivery (Papa Leo's, Greens and Beans, Fresh Slice Pizza, Gino's etc etc). We've even been listed as a top place to take a photo in Tourism New Westminster's top 10 list in 2021.

We understand the temporary nature of our business license. The 2 year extension will get us past the pandemic so we can return to our previous business model. We assume that our previous business model should be back to pre-pandemic levels in late 2023 or mid 2024.

Here are some links below of many things we've done in the past, thanks for reading.

Thank you,
Kyle and Amanda Seller
www.eastvanamusements.ca

https://tourismnewwestminster.com/blog/the_most_instagrammable_spots_in_new_west/

<https://www.vancouverisawesome.com/local-news/vancouver-game-collector-2772878>

<https://www.newwestrecord.ca/local-business/its-game-time-at-industry-arcade-in-new-westminster-3129044>

Donation to Greens and Beans during COVID 19:

<https://www.facebook.com/eastvanamusements/photos/rpp.1434644436816525/2705461866401436/?type=3&theater>

Picture of our shop:

<https://www.instagram.com/p/BzhjmMfh8wp/>

Vancouver is Awesome article:

<https://www.vancouverisawesome.com/events-and-entertainment/the-enlightened-nerd-of-the-week-kyler-seller-pinball-machine-collector-1932661>

Vancouver's first pinball room

<https://www.vancourier.com/vancouver-goes-full-tilt-for-pinbar-1.386013>

Museum of Vancouver exhibit I did:

<https://www.vancourier.com/news/pinball-chinese-menus-and-road-kill-1.2283054>

Another MOV article showing a cool pic of the setup:

<https://www.insidevancouver.ca/2016/08/18/explore-20-fascinating-and-quirky-collections-at-the-museum-of-vancouver/>

Local non profit pinball club I founded:

www.vrpa.ca <<http://www.vrpa.ca>>