

Cenote Restaurant and Lounge
768 Yates Street
Victoria, BC
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2 November, 2021

To the Esteemed Council,

We are grateful for the opportunity to respond to all concerns with our license application, and truly appreciate this moment to participate in the future of our downtown culture. Hopefully any enumerated concerns or shortcomings will be addressed herein.

As a food primary license holder, we believe our business provides a valuable service to the downtown community. There remains a deficit of food options available in the city core late at night, and our ability to continue to attract the dining public throughout the evening will not only allow us to tap into an underserved market, but also contribute to the population of full bellies wandering through the city's streets and establishments; if we are able to offer full dinner service later, then we will be able to provide respite and restoration to guests who otherwise might only proceed to consume alcohol at a liquor-primary establishment.

As far as our previous advertised hours are concerned, we did restrict our dinner service window to 5pm-10pm in accordance with the previous BC Health Authority PHO. As these PHO mandates have shifted through the course of the COVID-19 crisis, we have done our best to pivot our business and remind the public that we are open for as many hours as we are allowed. Previous to the pandemic—and as much as legally possible during—we have been open to the full extent of our existing liquor license hours (12:00 AM Sun-Thurs, 1:00 AM Fri-Sat). Obviously, we will continue to follow any future PHO announcements, but sincerely look forward to having our doors open as long as possible during permitted hours. Small business have borne the brunt of the pandemic's economic fallout, and we look forward to the opportunity to strengthen our revenue streams in the coming months and continue to stay afloat.

In response to our application for extended hours, the Downtown Residents' Association has addressed the possibility of noise from establishments:

"The closest residential property to Cenote is The Rocket, which sits atop the Yates Street Tap House. It is assumed that those residents are already prepared for the impact of drinking establishments."

Although we do identify as a cocktail venue with excellent food options as well, this combined business model means that the majority of the parties we serve are small groups of 2-4 people. Our guest demographic—out for some house-made small plates, tapas, and boutique cocktails—are overwhelmingly well-behaved and respectful. We are skeptical of accepting rowdy tables on holidays like St. Patrick's Day, Halloween, New Year's Eve, and even Canada's national holiday. As a result, we believe

we can continue to attract clientele who are respectful of our neighbors and community members as they exit our premises.

As the City of Victoria proceeds with its long-term plan to increase urban residential density in the downtown core through large-scale condo developments, we anticipate an increase in the number of pedestrian guests; many folks currently living downtown do not own a motor vehicle, and as we anticipate increasing our customer base to this rapidly densifying neighborhood, we are confident that we can continue serving food, liquor, and non-alcoholic beverages safely. As it is, many of our regular guests live within walking distance of our establishment. We anticipate this trend to continue, particularly as urban development proceeds.

Thank-you again for considering our application. Please let us know if we can help provide any further clarity about the operation of our restaurant programs here at Cenote.

Sincerely,

Seth Asch & Scott Lansdowne
Owners and Operators