



LEASING OPPORTUNITY

**2nd Floor, Shipyard Warehouse
4 Burma Road, Lunenburg**



Develop Nova Scotia is seeking a tenant to occupy the second floor of the Shipyard Warehouse (4 Burma Road, Lunenburg) on the historic Lunenburg waterfront. The Shipyard Warehouse is situated within the shipyard district and is an excellent opportunity for a business that can support the growth of Lunenburg's working waterfront and create synergies with existing businesses in the area. This space is leased by Develop Nova Scotia as-is with no landlord-funded improvements or alterations. Brokers Protected.

This space is being offered on a three (3)-year lease term and Develop Nova Scotia reserves the right to permit an additional two (2)-year extension at its sole discretion should the successful proponent be interested.

This approx. 2,840 square-foot space is available immediately. The space includes/features:

- Single-phase, 200amp, 120/240V electrical service with separate electrical meter (tenant responsible for utility consumption);
- Uninsulated wood frame structure with wood flooring;
- Primarily open floor space;
- Two approx. 300 square-foot enclosures within the space;
- Heated by electric baseboard;
- Fluorescent lighting;
- Various wooden workbenches, cabinets and shelving units included;
- Located on second level, accessible by wooden ramp only;
- Building has no water service/plumbing.

Deadline for applications of interest is June 22, 2020 at 2:00pm. To submit an application please send an electronic document outlining the following to robin.scott@developns.ca which contains the following:

1. RENT – 40 points

Develop Nova Scotia expects to receive a minimum annual rent of \$7,200. All repairs and maintenance, upgrades, improvements, alterations, etc... are the sole financial responsibility of the tenant. The rates are intended to carry through the three (3)-year term of the lease, and the optional two (2)-year extension as well.

Please propose your suggested annual rent per square foot. The formula for scoring the financial proposal out of a possible 40 points is as follows:

Second-highest rate
----- X Total available points = Score for second-highest rate
Highest rate

Third-highest rate
----- X Total available points = Score for third-highest rate
Highest rate

And so on, for each proposal.

2. FINANCIAL CAPACITY (MAX 1 PAGE) – 10 points

Applicants must provide the following in their proposal:

- (a) Description of the proponent's financial capacity to fulfill the financial requirements of the lease, including available equity, lines of credit, business loans, etc.
- (b) Evidence of past financial performance (i.e. financial statements, bank statements, etc.)
- (c) Proof of Financial Capacity

Proponents must provide a bank reference letter from the proponent's financial institution. Letters must be provided on financial institution letterhead and be duly signed by an authorized representative of the financial institution. Subject letter should include and or address:

- i) Length of time the proponent has been a client of the financial institution;
- ii) Proponent's level of financial responsibility and stability; and
- iii) Proponent's ability to maintain a healthy, working relationship with the financial institution

3. WHY THIS SPACE? (MAX 1 PAGE) – 35 points (minimum score of 25 points to be considered)

Applications must outline how their business will benefit from occupying this particular space in the Lunenburg shipyard district over another Downtown Lunenburg space. Examples of information applicants can provide are: How this space allows you to support the growth of Lunenburg's working waterfront; how this space creates efficiencies for your business, how this space creates synergies with nearby businesses, how this space allows you to grow your business, or how this space gives you a competitive advantage in the marketplace.

4. REFERENCES – 9 points

Each applicant must provide the following in their proposal:

Three (3) signed reference letters from individuals or companies familiar with the proponent's business experience. Letters must include the name of each reference, along with his/her phone number and email address. The reference letters provided should identify the size and scope of the projects conducted with the reference, as well as demonstrate the extent of your previous experience, the clients' overall satisfaction with your services and the results achieved.

References shall be on the client's letterhead and signed by a duly authorized client representative. They should include the contact name for each project reference, their phone number and email address.

Develop Nova Scotia staff may not act as a proponent reference.

5. SUSTAINABLE PRACTICES (MAX 1 PAGE) – 6 points

Develop Nova Scotia is committed to purchasing goods, services, and construction in a manner that's better for our economy, our environment, and our communities. Develop Nova Scotia seeks to work with suppliers and businesses who have the knowledge and capacity to support and apply the principles of sustainability to their own operations. In a maximum of one (1) page, describe how the service that you are providing will be provided in a sustainable manner (i.e. considering greenhouse gas reduction, waste diversion and reduction, worker health and safety, and local economic development).

If you have any questions about the space or application, or would like to arrange a walk-through, please contact Robin Scott at robin.scott@developns.ca









