



Business Development Opportunity

**Food and Beverage,
Halifax Waterfront
DNS(BDO)-2122-0002**

Posting Date: January 12, 2022

Closing Date: February 1, 2022, 2:00 PM AST

Submissions to:

procurement@developns.ca

The Opportunity

Develop Nova Scotia is seeking an experienced operator or operators to license up to two separate portions of land on the Halifax waterfront for the purpose of operating two unique outdoor food and beverage establishments (the “Beer Garden” and the “Wine & Spirits Bar”). This unique opportunity provides operators with an ability to manage one portion of land as an outdoor food and beverage establishment having a significant focus on Nova Scotian craft beer and complementary locally-sourced foods commencing as early as the Spring 2024. An option also exists to propose an expansion of operations into an adjacent portion of land to operate a separate outdoor food and beverage establishment having a significant focus on Nova Scotian ciders, wines and spirits, and complementary locally-sourced foods, as early as the Spring of 2027. Operation of one or both properties will be directly linked to the operators investment in new year-round washroom facilities that will service these establishments as well as the public that visits the waterfront and neighbouring businesses.

Proposals are to be emailed to procurement@developns.ca no later than 2pm AST on 1 February 2022. Email subject lines are to read “Halifax Waterfront BDO Submission”. Late submissions will not be accepted.

An optional site visit will be conducted on 17 January 2022 starting at 9am AST. The meeting point will be at Sackville Landing, on the boardwalk beside “The Wave” sculpture, beside the provincial Visitor Information Centre building (1655 Lower Water Street). All public health protocols must be followed—masks will be mandatory for all participants.



This Business Development Opportunity is seeking experienced operators to contribute to making the Halifax waterfront a vibrant destination with local flair.



About Develop Nova Scotia

Develop Nova Scotia is the Province’s Crown Corporation, responsible for leading sustainable development of high-potential property and infrastructure across our province to drive inclusive economic growth. Our mission is to support the creation of sustainable places across Nova Scotia that attract and inspire people and investment.

We focus on planning, development, and management of land and infrastructure by, for, and with people. When focus on working and building with community, we develop strong places that are diverse, authentic, and unique in character—not to mention environmentally sustainable and socially inclusive.

More information can be found at developns.ca.

Terms and Conditions

All Develop Nova Scotia [BDO terms and conditions](#) apply to this call for proposals.

Questions

Questions related to this call for proposals should be directed to:

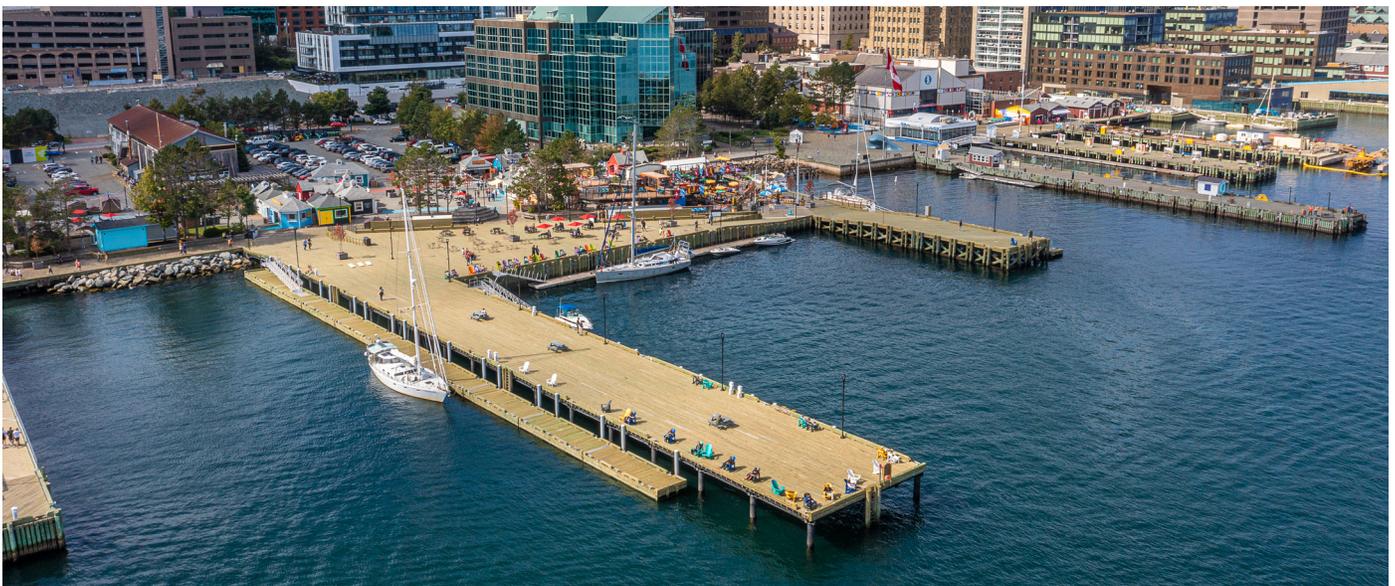
John MacKenzie
Property Manager

john.mackenzie@developns.ca



GUIDING PRINCIPLE

Develop Nova Scotia’s stewardship of the Halifax waterfront is committed to providing platforms for local business to thrive and actively contribute to building community.



Background

Summit Plaza, located at 1599 Lower Water Street, has been licensed by multiple operators as a seasonal craft beer-focused food and beverage establishment since the summer of 2015. In the summer of 2017, Salt Yard, the nearby seasonal small business district, was created, adding 16 more small businesses and newly-renovated public space to this former asphalt parking lot, including the installation of public washroom facilities in the form of modified shipping containers.

In 2021 another seasonal food and beverage establishment was created, adding a cider, wine, and spirit-focused operation to the Salt Yard small business district. Each year Salt Yard continues to evolve and expand both in physical area and in length of season with events like the Evergreen Festival. Given this continued expansion, and the expected continued rise in visitation to the Halifax waterfront, Develop Nova Scotia is using this BDO to continue its planning for future service requirements in the area, recognizing the shortcomings of its existing infrastructure.

Detailed Description of Opportunity

With the increase in business activity in Salt Yard and the expected continued increase in public visitation to the Halifax waterfront, driven through the return of cruise ship visitation, increasing downtown population density, future expansions of Salt Yard, and the goal to establish the Halifax waterfront as a year-round destination, there is a developing need for expanded public washroom facilities and visitor services.

The purpose of this BDO is to allow Develop Nova Scotia to partner with the successful operators of the Beer Garden, and potentially the Wine & Spirits Bar, while also improving the visitor experience to the Halifax waterfront by creating new, year-round, accessible washroom facilities, which will be the responsibility of the successful operators of this BDO to design and build. Potential operators must submit a proposal that identifies the scope of their operational concept (Beer Garden only, or Beer Garden and Wine & Spirits Bar) and description of their proposed washroom facilities, confirming how they will meet or exceed the minimum standards and specifications outlined by Develop Nova Scotia. The washroom facilities will need to be built by the successful operators and turned over to Develop Nova Scotia no later than the end of April 2024.

The minimum term of the license agreement for this opportunity is five (5) years, however, potential operators may propose longer terms, if deemed required to justify the successful operator's level of investment. Potential operators must demonstrate that the proposed term length, if greater than five years, is commensurate with the required level of investment.



Description of the Sites

The Beer Garden site is approximately 4,800 square feet in total area and consists of an open, relatively level space and is primarily a paver stone surface. It is serviced by a three-phase 100-amp electrical service, a two-inch water line, and a four-inch grey water service line. All existing equipment and infrastructure are the property of the current operator and are not included in this BDO. All further infrastructure, equipment, improvements, servicing, etc. are the sole responsibility of the successful operators, as well as all necessary permits and approvals. The successful operators are responsible for all utilities and associated accounts related to its operation of the Beer Garden.

The Wine & Spirits Bar is approximately 3,040 square feet in total area and consists primarily of timber decking built on an asphalt surface, an approximately 800 square-foot wood-framed structure built on a concrete slab, and a 256 square-foot wood-framed structure sitting on wooden sleepers. This site is serviced with a three-phase 100-amp electrical service, a 3/4-inch water line and a four-inch grey water service line. All further infrastructure, equipment, improvements, servicing, etc. are the sole responsibility of the successful operator, as well as all necessary permits and approvals. The successful operators are responsible for the electrical service account for the Wine & Spirits Bar.

The washroom site is approximately 1,500 square feet in total area and contains three existing modified shipping containers (two are 10ft x 8ft, one is 30ft x 8ft) currently serving as washroom facilities for the existing Beer Garden, Wine & Spirits Bar, and the public. The washroom site is serviced by a single-phase 100-amp electrical service, two-inch water lines, and four-inch blackwater service lines. Develop Nova Scotia is responsible for the utility accounts associated with the washroom facilities. This site is the footprint on which the future washroom facilities are to be built using the existing services.



Desired Outcomes

Develop Nova Scotia's objective is to partner with a successful operator or group of operators that will license a portion of land from Develop Nova Scotia, the Beer Garden, opening in the spring of 2024, and operating it as a food and beverage establishment focused significantly on Nova Scotian craft beers and locally sourced foods, and to create new year-round washroom facilities that will service the entire Salt Yard small business district, as well as the public that visit the Halifax waterfront.

While the primary objective is to find an operator or group of operators for the Beer Garden, potential operators are provided the opportunity through this BDO to also propose to expand their operations into the Wine & Spirits Bar as early as spring of 2027. The integrity of the separate and unique establishments with different themes, menus, etc. must be maintained.

This partnership with the successful operators will allow Develop Nova Scotia to meet the future needs of its continually growing visitation, improve the condition of the facilities currently used by the public and the businesses within Salt Yard, as well as offer a length of term sufficient to justify the level of investment required by the successful operators.

Proposals that do not meet Develop Nova Scotia outcome/deliverable requirements and/or expectations will not be considered.

Should none of the proposals received satisfy Develop Nova Scotia's outcome/deliverable requirements, or for any other reason, Develop Nova Scotia reserves the right to terminate this BDO without award.

Operator Requirements for Available Sites

Beer Garden:

–Currently under contract with the existing operator until October 31, 2023;

–Operate a high-quality food and beverage establishment which provides patrons with a quality/complementary local culinary experience that focuses on Nova Scotia food ingredients and craft beers.

- o The proposed establishment should offer a well-crafted, quality food menu featuring a diversity of price points, ensuring an accessible experience for all patrons;
- o The establishment's beverage menu must offer non-alcoholic options. Tap water must be provided to patrons for no charge;



- o The establishment's beverage offerings must focus on showcasing Nova Scotia-made craft beers. A small selection of other beverages may be offered but cannot be the primary offering. Develop Nova Scotia reserves the right to set a limit on certain types of beverages being offered;

–Provide an excellent experience for the customer with regard to food and beverage quality, entertainment, staff service, perceived value, consistent and reliable hours of operation, and overall experience;

–Complement other permanent and seasonal commercial businesses on the Halifax waterfront;

–Generate economic activity by creating sources of employment and income;

–Encourage the production and sale of Nova Scotia and/or Atlantic Canadian products and services, focusing on locally-sourced foods, products, and ingredients whenever available;

–Partner with businesses that are socially responsible, economically, and environmentally sustainable.

Wine & Spirits Bar:

–Currently under contract with the existing operator until October 31, 2026.

–Operate a high-quality food and beverage establishment which provides patrons with a quality/complementary local culinary experience and focuses on Nova Scotia food ingredients and ciders, wines, and spirits.

- o The proposed establishment should offer a well-crafted, quality food menu featuring a diversity of price points, ensuring an accessible experience for all patrons;

- o The establishment's beverage menu must offer non-alcoholic options. Tap water must be provided to patrons for no charge;

- o The establishment's beverage offerings must focus on showcasing Nova Scotia-made ciders, wines, and spirits. A small selection of other beverages, like beer, may be offered, but cannot be the primary offering. Develop Nova Scotia reserves the right to set a limit on certain types of beverages being offered;



- Provide an excellent experience for the customer with regard to food and beverage quality, entertainment, staff service, perceived value, consistent and reliable hours of operation, and overall experience;
- Complement other permanent and seasonal commercial businesses on the Halifax waterfront;
- Generate economic activity by creating sources of employment and income;
- Encourage the production and sale of Nova Scotia and/or Atlantic Canadian products and services, focusing on locally-sourced foods, products and ingredients whenever available;
- Partner with businesses that are economically and environmentally sustainable.

Washrooms:

The successful proponent will need to meet or exceed the following requirements for the design and construction of washroom facilities:

- Building design is to be in accordance with the National Building Code of Canada (NBCC) and any relevant structural codes (i.e. CSA-A23.3, CSA-O86, CSA-S16, etc.)
- Accessibility design is to be in accordance with Nova Scotia Building Code Regulations (NSBCR) and CSA B561-18 - Accessible Design for the Built Environment.
- Structure is to have efficient operation and maintenance, with complete Operations & Maintenance (O&M) manuals provided to Develop Nova Scotia upon completion.
- Proponent is to conduct all relevant pre-design studies as required to complete the design and construction of the building. This may include, but is not limited to:
 - o Topographical and Locate surveys
 - o Geotechnical Investigation
 - o Archaeological Resource Impact Assessment (ARIA)
 - o Environmental Site Assessment (ESA)

Note that Develop Nova Scotia will provide any existing reports/studies for information purposes only.



- 
- Proponent is to coordinate with all utilities (i.e., NSPI, Halifax Water, Heritage Gas, etc.)
 - Proponent is to coordinate with the Authorities Having Jurisdiction (i.e., Office of the Fire Marshal)
 - Proponent is to submit 50% and 100% design documents to DNS for review and approval prior to completing Issued for Construction (IFC) documents.
 - Proponent is to coordinate with Develop Nova Scotia Project Manager during construction.
 - Proponent is to make all efforts to have project substantially complete as earliest as possible.
 - Proponent is to provide temporary washrooms facilities during construction. These temporary facilities are to be in place before the existing washrooms are decommissioned and until the new washrooms are substantially complete. Quantity of washrooms to be equal to, at a minimum, the current number of existing washrooms.
 - Proponent is to maintain all access to adjacent properties during the project
 - All general condition costs required for the completion of the work shall be included by the proponent.
 - Provide temporary fence, as well as related signage, to ensure security of the site and safe execution of the work.
 - All applicable permit fees are to be included by the proponent.
 - Coordination with all utilities shall be included (i.e., NSPI, Halifax Water, Heritage Gas, etc.)
 - Coordination with the Authorities Having Jurisdiction shall be included (i.e., Office of the Fire Marshal)
 - All winter condition costs necessary for the execution of the work are to be included.
 - Supply, install, monitor, and maintain all erosion and sedimentation control measures as required throughout construction. Remove such measures upon completion of project.
 - All means and methods for the completion of the work are to be included.

–Identify and disconnect all existing utilities servicing the existing building.

–Provide new washroom facilities to service the existing Beer Garden, Wine & Spirits Bar, and Salt Yard. Requirements for new facility as follows:

- o To be designed and constructed for year-round operation.
- o Minimum number of water closets or stalls to be based on a capacity of no less than 800 persons.
- o One (1) fully separated water closet for staff.
- o At least one of the water closets or stalls shall conform to Subsection 3.8.3 of NSBCR (Accessibility Design)
- o Custodial closet and storage.
- o All hardware to be Grade 2 Medium Duty Commercial (or greater).
- o All washroom fixtures to be commercial grade.

–Provide electronic copies of stamped shop drawings and product data at project closeout, demonstrations of electrical and mechanical systems, and Operations and Maintenance Manuals.

Potential operators must include a preliminary design concept to include location, size, layout, water closet or stall capacities, and, hardware and fixture options in their BDO submission.



Process Outline and Selection Criteria

Potential operators are to submit a proposal no more than 15 pages in length for each site they propose to operate. For greater clarity, operators proposing to operate just the Beer Garden should submit one proposal answering each of the below selection criteria. Potential operators proposing to operate both the Beer Garden and Wine & Spirits Bar must submit separate proposals addressing each of the below selection criteria for each site. Proposals should include, and will be evaluated on the following criteria:

Strategic Alignment (25% of overall score) - The operators Develop Nova Scotia will partner with will understand what is important to Develop Nova Scotia on the Halifax waterfront and will detail how they will accomplish the operator requirements for each site detailed above. Proposals should address how the operator's values and goals align with Develop Nova Scotia's. A great starting point to build a better understanding is through Develop Nova Scotia's [2021/2022 Business Plan](#).

Business Concept (25% of overall score) - If you build it, will they come? Proposals must define what you propose to do within the Site, how you propose to do it, outline safety considerations, specify which Site the proposal is for, outline estimated costs of required investment in the Site, and articulate why the Halifax waterfront is the perfect place for us to partner.

Potential operators should include proposed hours of operation, activities that would occur within the Site, the theme of the establishment, layout of the Site, whether you're on board to support year-round waterfront visitation and how you'll do that, and any other information relevant to the proposed operation. Keep in mind, sometimes a picture or illustration can be worth a thousand words.

Potential operators should include sample menu items and or photos where possible to aid in the description of their proposed business concept.

If extended license agreement terms are desired, they are to be clearly identified.

Business Experience (20% of overall score) - There is nothing more encouraging than a clear record of success. Potential operators are to describe how their business experience is relevant to their proposed business concept, how their efforts promote greater social responsibility and environmental stewardship, and how their successes have had a positive impact on their community.



Potential operators should include a description of the potential operators' operational capacity and capability to proceed with the proposed operation, including but not limited to existing staff, infrastructure, resources available to the potential operators.

Potential operators should also include a description of the experience and expertise of the proposed management team that is relevant to and will be directly involved in the proposed operation.

Added Value (10% of overall score) – Potential operators should include in their proposal a description of how they propose to meet or exceed Develop Nova Scotia's minimum specifications/requirements for the washroom facilities outlined in on pages 6 and 7 under Operator Requirements for Available Sites.

Accessibility: Potential operators should include in their proposal a description of how their proposed operation will prevent/remove barriers to accessibility within their site/operation.

a. **Disability:** Includes a physical, mental, intellectual, learning, or sensory impairment, including an episodic disability that, in interaction with a barrier, hinders an individual's full and effective participation in society.

b. **Barrier:** Anything that hinders or challenges the full and effective participation in society of persons with disabilities, including a physical barrier, an architectural barrier, an information or communications barrier, an attitudinal barrier, a technological barrier, a policy, or a practice.

Sustainability: 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.

Potential operators should describe how the service that they are providing will be provided in a sustainable manner (e.g. considering greenhouse gas reduction, waste diversion and reduction, worker health and safety, and local economic development).

Social Responsibility: Social responsibility comes in many forms. Both large and small businesses, regardless of industry, can make a big difference within their community. Potential operators should explain how they make a social difference. This could include but is not limited to your respect of social and cultural difference, of diversity, equity and inclusion, charitable partnerships, and community and virtual volunteering.

Creativity and Innovation: Potential operators should include in their proposal the ways in which their operation is truly creative, innovative and unique. This could include, but is not limited to aesthetics, layout, innovative



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.



technologies, green technologies, patron safety/experience, entertainment, etc.).

Financial Proposal (20% of overall score) – Submissions should include a base monthly license fee and a proposed percentage of gross sales license fee. Base monthly license fees are traditionally due May through October, with May and October being billed at 50% of the regular monthly rate. While base monthly license fees are not normally payable November through April, operators intending to support Develop Nova Scotia’s year-round visitation goals are encouraged to propose financial models that deliver best value to our potential partnership.

Potential operators must provide a revenue forecast for the first five years of the term.

Please note, there is a minimum base monthly license fee of \$7,000 + HST per month (reduced to \$3,500 + HST in May and October for the Beer Garden. There is a minimum base monthly license fee of \$5,000 + HST per month (reduced to \$2,500 + HST in May and October for the Wine & Spirits Bar. Potential operators can choose to offer a higher base monthly license fee, but base monthly license fees less than the minimum will not be accepted.

Potential operators should provide a description of their financial capacity to carry out the business proposed, including available equity, lines of credit, business loans, etc..... This can include such documentation as signed letters from banking institutions.

As stated above, all tenant improvements and further fit-up, equipment, infrastructure, etc.... are the sole financial responsibility of the successful operators.

Appendix A – Submission Form, signed by an authorized organizational representative, are to be included with all proposals.

Form of License

The form of license agreement that will be used to detail the relationship between Develop Nova Scotia and the selected operator(s) is available at the link below, which is subject to change at Develop Nova Scotia’s sole discretion. A draft form of license agreement is available [here](#).



Appendix A - Submission Form

Operator Information

Please fill out the following form, naming one person to be the operator's contact for the BDO process and for any clarifications or communication that might be necessary

Full Legal Name of Operator:

**Other Names under which
Operator Carries on Business:**

Street Address:

City, Province:

Postal Code:

Phone Number:

Company Website (if any):

**Operator Contact
Name and Title:**

Operator Contact Phone:

Operator Contact Fax:

Operator Contact Email:

**Nova Scotia Registry
of Joint Stock Number:**

HST/GST Registration Number:

**SIN# (required if you do not have
HST/GST or NSRJST number):**
