



**develop**  
NOVASCOTIA

# Business Development Opportunity

**FOR LEASE:**

**The Zwicker & Co. Warehouse  
on the Lunenburg waterfront**

**6 December 2021**

**Submission Deadline: 31 January 2022 12:00PM AST**

**Submissions to:**

**[procurement@developns.ca](mailto:procurement@developns.ca)**

## **Objective**

Develop Nova Scotia is seeking potential partners to lease a portion or all of the newly renovated Zwicker & Co. Warehouse at 146 Bluenose Drive on the historic Lunenburg waterfront. There are up to three floors available for lease in this Business Development Opportunity ("BDO"), which includes a 2,323 square foot ground floor (that includes a 644 square foot mezzanine and maximum allowable patio size of 645 square feet), a 2,223 square foot second floor, and a 2,945 square foot third floor. See Appendix A for the floor plan identifying each of the suites available. The building will be available for fit up immediately after successful negotiation of lease terms with the expectation that the business be operational for the 2022 season. The selected operator(s) will be offered a five-year initial lease term, with an option to renew for a further period of five years, for an overall total of ten years.

The Zwicker & Co. Warehouse presents a special combination of store frontage facing into to a vibrant public gathering place at Zwicker Wharf, and proximity to the local industrial businesses supporting Lunenburg's working waterfront. The Zwicker & Co. Warehouse's ground floor is ideally designed for a business, or multiple businesses, with public-/consumer-facing components of their operations that support local visitation and/or public access. The objective is to provide vibrant public engagement or activation on the ground floor, whether it's by allowing the operator(s) to educate the visiting public on their specific areas of expertise, and/or by providing a location for retail sales or food and beverage to consumers who visit the waterfront by boat and access it through the adjacent public docks or by Bluenose Drive.

This lease-out process will be conducted in two stages. The result expected will be Develop Nova Scotia entering into a lease or leases with a successful party or parties to operate out of the Zwicker & Co. Warehouse. This BDO is the first stage of the process. Its purpose is to invite innovative responses from potential operators. The precise nature and timing of any second stage process is at Develop Nova Scotia's sole discretion. Invitations to participate in the second stage will be based on the responses to this BDO.



**This Business Development Opportunity (BDO) is seeking experienced operators who are excited to partner with Develop Nova Scotia on the Lunenburg waterfront**



## Background

Develop Nova Scotia's Lunenburg waterfront properties were purchased from Clearwater in 2006. The initial ownership years were focused on asset stabilization, leasing and divestiture of non-strategic properties.

In 2018, building off of a 2011 Business Plan completed through substantial public consultation, Develop Nova Scotia began working with stakeholders and community to build a [Lunenburg Working Waterfront Plan](#) which has guided development on the waterfront since that time including the revitalization and expansion of the Big Boat Shed, the recapitalization and lease of the former Smith & Rhuland Shipyard, the recapitalization of key wharves and implementation of marina infrastructure. Over the last 5 years, Develop Nova Scotia has invested more than \$11M in the Lunenburg waterfront.

Founded in 1789, Zwicker and Company was one of the most prominent and successful Lunenburg waterfront businesses, run continuously for nearly 200 years. The company was a pioneer of the Transatlantic Shipping trades, and the oldest exporter of fish in the New World. While the Zwicker property and its buildings once covered a much larger area, the remaining Zwicker & Co. Warehouse has different sections of the building dating back to the late 1800's. It was the company's headquarters and one of the main storage facilities for imported goods from England and the West Indies along with dried salt cod to be exported".



## GUIDING PRINCIPLE

**People first: the needs of all people using the Lunenburg waterfront, including residents and visitors will be considered and help guide decisions. Strategic alignment with community and Develop Nova Scotia goals are essential.**

## Lunenburg's Working Waterfront

Lunenburg Waterfront Association Inc.



- |                                               |                                                                                 |                                                                |                                                                                   |
|-----------------------------------------------|---------------------------------------------------------------------------------|----------------------------------------------------------------|-----------------------------------------------------------------------------------|
| 1. ABCO Industries                            | 8. Zwicker Wharf:<br>Floats for short term berthing of recreational vessels     | 11. Mixed Use Commercial Building                              | 17. Development Site                                                              |
| 2. Lunenburg Industrial Foundry & Engineering | 9. Ocean Gear Inc. - Marine fabrication, repair &<br>scallop gear manufacturing | 12. Lunenburg Fish Company                                     | 18. Former Smith & Rhuland Shipyards:<br>Site of Schooner Bluenose II Restoration |
| 3. Inshore Fisheries Wharf                    | 10. Picton Castle Wharf:<br>Ship rigging<br>Sailmaking                          | 13. Railway Wharf: Heavy lift pier                             | Yacht Builders                                                                    |
| 4. Lunenburg Fisheries Museum of the Atlantic | Boat building<br>Vessel supply                                                  | 14. Dory Shop:<br>Wooden boat yard for<br>area schooners, etc. | Part of the Recreational Marina                                                   |
| 5. Schooner Bluenose II                       |                                                                                 | 15. Clearwater Fleet Management                                | 19. Lunenburg Marine Railway                                                      |
| 6. Adams & Knickle: Deep sea scallop fishing  |                                                                                 | 16. Major Supermarket (Foodland)                               |                                                                                   |
| 7. Zwicker Building: Development Site         |                                                                                 |                                                                | Illustration by Gerry Roffson                                                     |

The Zwicker & Co. Warehouse presents a unique opportunity for potential operators. It will be a destination for recreational visitation by land and sea and will be a center for activity in Lunenburg. The new renovations to the building provide three renovated floor plates, which are available to proponents through this BDO, as well as a marina reception office, public washrooms, and visitor laundry and shower facilities, which are currently operated by Develop Nova Scotia. Once activated, the Zwicker & Co. Warehouse and related public space will enhance the authentic Lunenburg working waterfront experience for locals and visitors, supporting opportunities for current and future local businesses, and the growing marine visitation program.

## Desired Outcomes

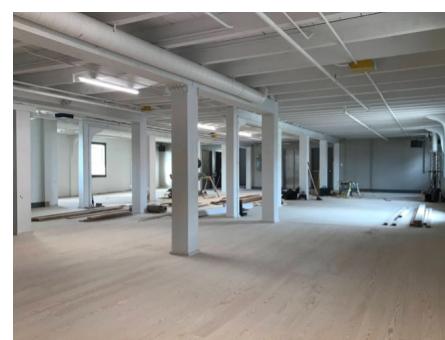
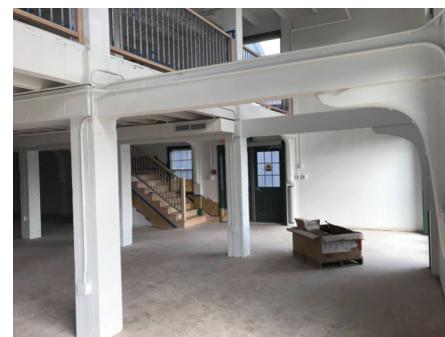
Develop Nova Scotia's goal is to maintain and enhance the Lunenburg waterfront's status as a year-round working waterfront. Develop Nova Scotia seeks interested operators that share a desire to enhance the Lunenburg waterfront and participate in the community. The Zwicker & Co. Warehouse, being ideally located on the Lunenburg waterfront, represents an exceptional opportunity to grow a business, or businesses, in the heart of this iconic Nova Scotia destination, contribute to the community vision for the waterfront, and provide engaging activations for the public.

If desired, potential Operators are able to submit proposals for multiple floors within the building, however, given Develop Nova Scotia's primary objective of finding an Operator (or Operators) for the ground floor, preference may be given to proposals centered on activating the ground floor ahead of proposals focused on strictly leasing space within the second and/or third floors of the building.

## Operator(s) Requirements

The first floor and mezzanine of the Zwicker & Co. Warehouse are open concept with the opportunity for single or multiple operators with plan to operate year round, and ideally, 7 days per week. The first floor will be a destination for public visitation, and enjoyment. The second and third floor, also open concept and ready for purpose-built development, could be used to support first floor activities and or for other purposes, ideally uses that contribute to and/or are dependent on waterfront location. The minimum lease term for selected Operator(s) will be a 5-year term plus an optional 5-year renewal term. Develop Nova Scotia is open to longer business terms depending on operator investment.

**All tenant improvements and further fit-up are the sole financial responsibility of the operator(s)**



To assist potential operators, there will be two (2) optional building tours on 14 December 2021 and 16 December 2021, both starting at 10am. To participate, all attendees must adhere to provincial health guidelines including social distancing, wearing masks outdoors when unable to socially distance, and always wearing masks indoors. A video tour available following these dates for anyone who can't attend the in-person site visits.

## **Zwicker BDO - Stage One**

Potential operators are to submit a proposal no more than ten (10) pages in length. Proposals should include, and will be evaluated on, the following:

**Strategic Alignment (40% of overall score)** - The operator(s) that Develop Nova Scotia will partner with will understand what is important to Lunenburg, as a community, and to Develop Nova Scotia as a community partner. Proposals should address how potential operator(s) values and goals align with these goals. A great starting point to build a better understanding is through the [Lunenburg Waterfront Master Plan](#) and our [2021/2022 Business Plan](#).

**Business Concept (20% of overall score)** - If you build it, will they come? Operator(s)' proposals must define what you want to do, how you propose to do it, what parts of the building you propose to use, costed building improvements you will need to make your proposal work, and why the Zwicker & Co. Warehouse is the perfect place for us to partner.

Proposed lease term should be included, as should any changes desired to the standard form of [lease](#).

**Business Experience (20% of overall score)** - Potential operators are to describe their experience, how their business experience is relevant to their proposed Zwicker business concept, as well as how their efforts promote greater social responsibility and environmental stewardship and how their successes have had a positive impact on their community.

**Financial Proposal (20% of overall score)** - Submissions should include a base monthly rent proposal and, depending on your business concept and model, a percentage of sales proposal. If offering a percentage of sales, a revenue forecast must be provided for the first 5 years of the term. As stated above, all tenant improvements and further building fit-up are the sole financial responsibility of the operator(s). If an operator(s) is seeking a rent offset based on investment, this should be clearly defined.

Appendix B Submission Forms, signed by an authorized organizational representative, are to be included with all proposals.

## **Zwicker BDO - Stage Two**

Develop Nova Scotia may shortlist a minimum of three potential operators. Shortlisted operators will be invited to present their business concept at a time and in a form that will be communicated. Presentations could include in-person, depending on public health restrictions, virtual, or on-site.

## **Terms and Conditions**

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

## **Form of Lease**

The form of [lease](#) that will be used to detail the relationship between Develop Nova Scotia and the selected operator(s) is available for review, and is subject to change at Develop Nova Scotia's sole discretion.

## **Questions**

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

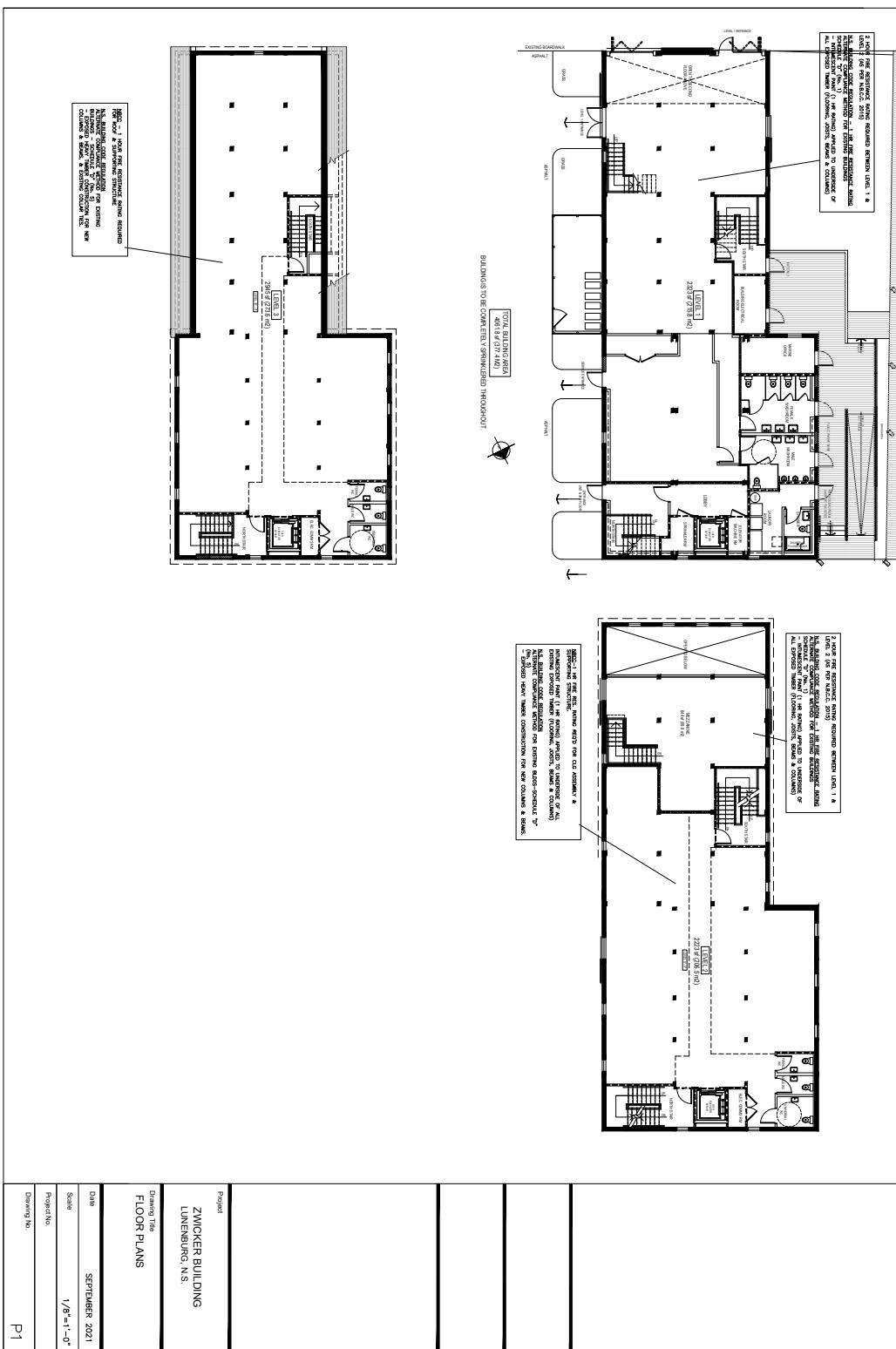
**John MacKenzie**

**Property Manager, Develop Nova Scotia.**

[\*\*john.mackenzie@developns.ca\*\*](mailto:john.mackenzie@developns.ca)

**(902) 717-1168**

## **Appendix A - Floor Plan**



## **Appendix B – 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:**

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

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**Street Address:**

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**City, Province:**

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**Postal Code:**

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**Phone Number:**

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**Company Website (if any):**

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**Operator Contact  
Name and Title:**

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**Operator Contact Phone:**

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**Operator Contact Fax:**

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**Operator Contact Email:**

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

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**HST/GST Registration Number:**

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

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