



develop
NOVASCOTIA

Business Development Opportunity

**Halifax Waterfront
5080 George Street**

DNS(BDO)-2122-0003

Posting Date: March 10, 2022

Closing Date: April 14, 2022, 2:00 PM Atlantic

Submissions to:

procurement@developns.ca

The Opportunity

Develop Nova Scotia is seeking a potential operator, or operators, to lease 5080 George Street on the Halifax waterfront (formerly the home of NovaScotian Crystal). This unique space provides the opportunity to do business along the vibrant and active Halifax waterfront and the millions of people that visit it every year. Located conveniently between the Halifax ferry terminal, the historic Cable Wharf, and the new Queen's Marque district, 5080 George Street offers potential operators a special combination of store frontage and potential production space on the ground floor, with supporting ancillary space on the second floor.

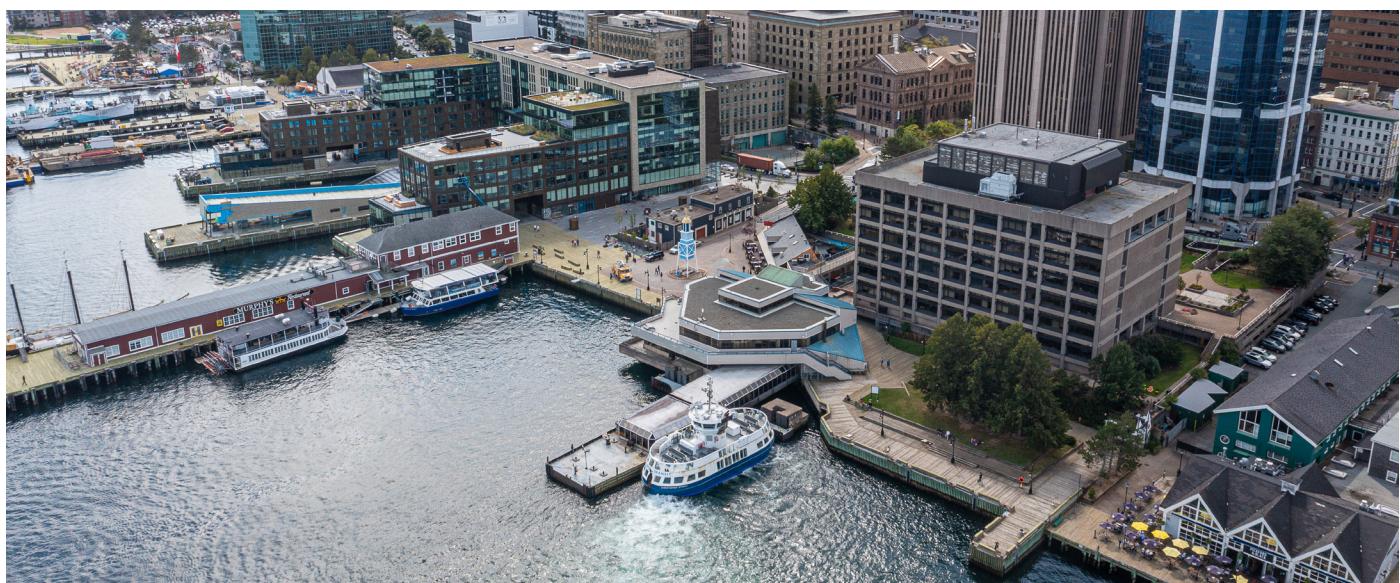
Develop Nova Scotia is looking for creative and ambitious potential operators to deliver a truly unique public-facing operation from this space, either as it currently exists or a reimagined design of the space through operator investment. To help stimulate new ideas for what this building could be used for, Develop Nova Scotia is not seeking a specific type of business or operation for this Business Development Opportunity (BDO). The building/site is capable of supporting a wide array of business operations, including but not limited to mixed production and retail functions for makers and/or producers, food & beverage operations, or the provision of another form of local product or service.

Proposals are to be emailed to procurement@developns.ca no later than 2:00 PM Atlantic on April 14, 2022. Email subject lines must read "DNS(BDO)-2122-0003". Late submissions will not be accepted.

An optional site visit will be conducted on Monday, March 21 starting at 9:00 AM AST. The meeting point will be beside the southern doors to the Halifax Ferry Terminal. A virtual tour of the building is also available [here](#).



**Develop Nova Scotia
is looking for creative
and ambitious potential
operators to truly deliver
a unique public-facing
operation from this
space.**



This BDO process will be conducted in two stages. The result expected will be Develop Nova Scotia entering into a lease with the successful operator(s) to grow their business vision in this high-potential location. This BDO is the first stage of the process. Its purpose is to obtain innovative responses from suitably qualified 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 stage of the BDO.

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 economic and population growth.

Our mission is to support the creation of sustainable places across Nova Scotia that attract people and inspire investment. We focus on planning, development, and management of land and infrastructure by, for, and with people. When focused on working and building with community, we develop strong places that are authentic, inclusive, and environmentally sustainable.

Learn more about what we do and how we do it at developns.ca.

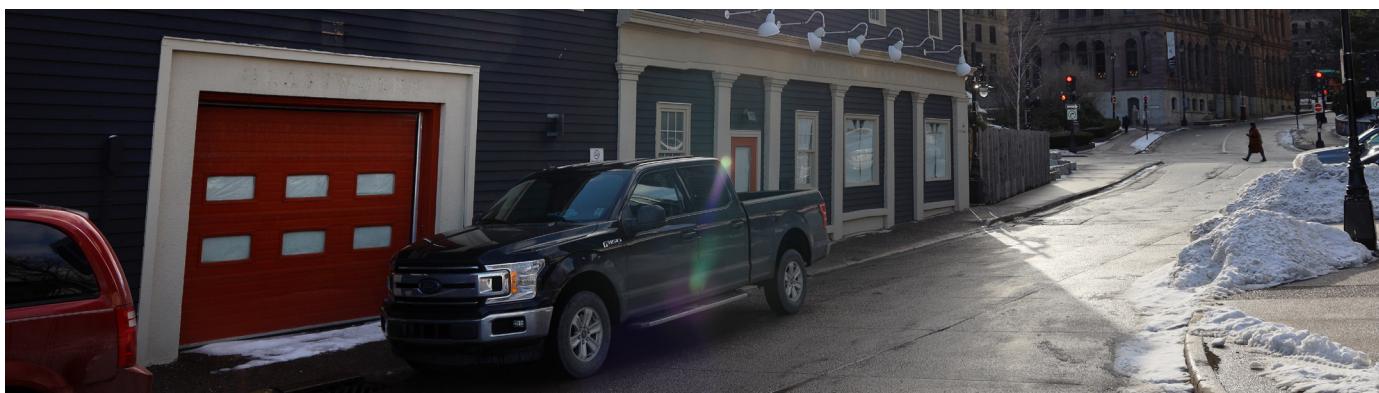
Background

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.

In its current configuration, the building provides a mix of production/service space, along with a retail storefront for direct sales and customer service. It also provides an opportunity for the operator(s) to engage people along the waterfront, providing them with a glimpse into the inner workings of a business. The building's north face currently has an overhead garage door that provides a clear view from Chebucto Landing directly into the heart of the ground floor production space.



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The building's south face looks directly into Cable Plaza, a portion of the newly developed Queen's Marque public space, and presents an opportunity for a new retail storefront opening into this busy public plaza.

The east face of the building has historically been used as outdoor storage space to support the interior operations of the building. However, it opens toward the Cable Wharf and Chebucto Landing boardwalk, presenting another opportunity for public/customer engagement.

The building's north face looks out into a key east-west connection point of Downtown Halifax at the corner of Lower Water Street and George Street, with a view corridor extending up George Street to Citadel Hill and the Halifax Town Clock.

Detailed Description of the Opportunity

The purpose of this BDO is to allow Develop Nova Scotia to partner with the successful operator(s) to deliver a unique experience to both locals and visitors of the Halifax waterfront, providing a space where the creation and/or delivery of a quality local product or service can be done in an engaging way, while also offering the operator(s) the opportunity to conduct direct to consumer sales from the building. Creativity and the intention to serve the public year-round are key attributes of potential business concepts.

Develop Nova Scotia offers an initial term length of five (5) years for this opportunity. Potential operators may elect to propose an additional renewal term of up to five (5) years which they should demonstrate is commensurate with their proposed level of investment in the building/site. Develop Nova Scotia is in no way obligated to accept proposed renewal terms. Terms greater than ten (10) total years will not be considered.

Description of the Building

5080 George Street was previously operated as NovaScotian Crystal and was demised with a ground floor of approximately 3,100 square feet (~1,300 square feet of showroom and retail space and ~1,800 square feet of unfinished industrial space). The existing second floor layout consists of 1,300 square feet of office space with existing washrooms, a kitchenette and three individual offices. There is also a 500 square foot outdoor fenced storage area on the east side of the building. All square-foot measures are approximate.



The ground-floor space opens on its north side directly onto Chebucto Landing, facing the Halifax ferry terminal and the Chebucto Landing area, but also presents an opportunity for the future operators to create a new south side retail entrance that would face into the newly-opened Cable Plaza that is part of the new public space in the Queen's Marque district.

The building consists primarily of concrete block construction built on a concrete slab. The roof is flat wood joist/truss with torch on tar and gravel surface. The building is serviced by municipal water and wastewater services, and is fed with a 600v, 125-amp electrical service. All utility accounts are the sole responsibility of the successful operator(s).

The finished retail space on the ground floor and the second floor are serviced by a 5-ton packaged rooftop HVAC unit installed by the previous operator in 2017, and the second floor is supplemented with electric baseboard heaters. The ground floor industrial space has overhead radiant propane heaters.

The building, its structural components and various systems (including but not limited to HVAC, electrical, plumbing, etc...), are provided to the selected operator(s) as is and Develop Nova Scotia makes no representation or warranty whatsoever as to their condition or their sufficiency for the successful operator's proposed use of the building. The successful operator(s) will accept these systems as is and will be solely responsible for their maintenance, upkeep or replacement.

The ground-floor production space has been remediated for lead contamination through an encapsulation process using an industrial lead encapsulant product, requiring special consideration to be given to any tenant fit-up work that would require disturbing the surfaces under the encapsulation (floors, walls, and roof).

The building also has numerous instances of deferred maintenance, including points of water infiltration from the roof on the southern side of the building, broken windows on the east side of the building, and some cracking along mortar joints in the concrete block walls.

Desired Outcomes

Develop Nova Scotia's goal is to maintain and enhance the Halifax waterfront's status as a year-round destination with an attractive, welcoming, and safe environment for everyone. Develop Nova Scotia seeks interested operators that share a desire to enhance the Halifax waterfront as a vibrant destination for locals and visitors to experience by creating and providing a product or service from this building and by providing an engaging, memorable experience for the public and its patrons.

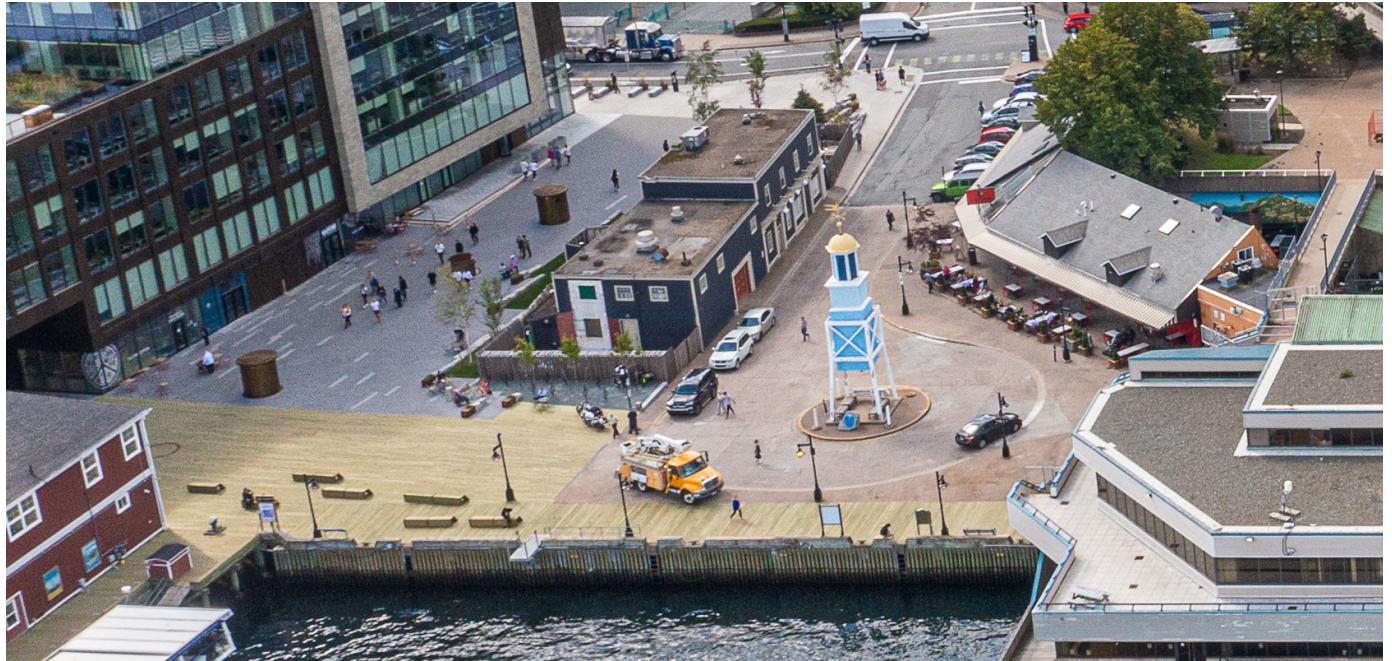
Proposals that do not meet Develop Nova Scotia Operator Requirements and expectations will not be considered.

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

Operator Requirements

The proposed operator should:

- Operate a high-quality business that provides customers and visitors to the Halifax waterfront with a unique product or service, that provides an opportunity for year-round public engagement and or a visible demonstration into how the product and or service is made and or delivered;
- Provide a memorable experience for the customer with regard to product and/or service quality, perceived value, and an experience that will motivate return visits;
- Have consistent and reliable hours of operation;
- Complement other permanent and seasonal businesses on the Halifax waterfront;
- Generate economic activity by creating sources of employment and income;
- Encourage the production and sale of Nova Scotian and/or Atlantic Canadian products and services whenever possible—providing an authentic experience that highlights the best of our beautiful province is core to all that we do;
- Employ business practices and engage in partnerships that are socially responsible and environmentally sustainable.



Process Outline and Selection Criteria

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

Strategic Alignment (20% 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 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 (20% of overall score) - If you build it, will they come? Proposals must define what you propose to do within the building, how you propose to do it, safely of course, estimated costs of required investment in the building, proforma financial statements for the proposed operation and why the Halifax waterfront is the perfect place for us to partner.

Potential operators should include proposed hours of operation, activities that would occur and how those activities further enhance the current business offerings on the Halifax waterfront, whether you're onboard 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.

If extended lease terms are desired, they must be clearly identified and justified.

Business Experience (20% of overall score) - 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, financial and other 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 (20% of overall score) – Potential operators should include a detailed description of the investment and improvements they intend to make to the building.

Accessibility: Potential operators should include a description of how their proposed operation will prevent and remove accessibility barriers within the building and their 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 their operations will be delivered 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 and support of social and cultural difference, of diversity, equity and inclusion, charitable partnerships, and community and virtual volunteering.

Creativity and Innovation: Potential operators should include the ways in which their operation is truly creative, innovative and unique. This could include, but is not limited to aesthetics, layout, innovative technologies, green technologies, customer safety and experience, entertainment value.

Financial Proposal (20% of overall score) – Submissions should include a base monthly rent proposal, and depending on your business, a proposed percentage of gross sales. If offering a percentage of sales, a revenue forecast must be provided for the first five (5) years of the term.

As stated above, all tenant improvements and further building fit-up are the sole financial responsibility of the selected operators. If a potential operator is seeking a rent offset based on investment, this should be clearly defined in the submission.



Both large and small businesses, regardless of industry, can make a difference. Potential operators should explain how they make a social difference.

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.

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

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 operators is available [here](#). This form of lease 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
Develop Nova Scotia Property Manager

john.mackenzie@developns.ca

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):**
