

UNSOLICITED PROPOSAL POLICY

It is an exciting time to be in Nova Scotia at the water's edge. It is where our ocean economy is building. It is where world-class researchers and industry innovate and collaborate to connect with new markets. It is where visitors come to experience and celebrate our maritime culture. It is where our residents, current and future, find inspiration. There is a new momentum in Nova Scotia and at the centre of this energy is "place". Our place by the sea is our greatest natural advantage. It gives the world a reason to know us, to do business with us and to visit us. It shapes our culture and industry on and off the water's edge – it always has. The extent to which we are able to harness this natural competitive advantage and develop it sustainably, will determine our future prosperity.

Build Nova Scotia believes in a province where innovation and initiative are reflected in our business decisions. To this end, we are proud to support the entrepreneurial spirit of those who are focused on adding to the economic fabric of our province through policies such as this.

The purpose of the Unsolicited Proposal Policy is to allow people to engage us with **new ideas and innovative opportunities**. All should know, Build Nova Scotia is open for business!

Those wishing to partner with Build Nova Scotia on land or sea (or both) are encouraged to submit unsolicited proposals at any time throughout the year. We have multiple established opportunities on our properties on which to start or grow your business. Established opportunities, such as the Kiosks at Salt Yard on the Halifax waterfront, typically become available every three to five years but at times may become available at short notice. Other on and off the water spaces, that may fit your business concept, may be considered for use as well.

Through this policy, where alignment with Build Nova Scotia strategic pillars, opportunity, capacity, and best value are related, proposals may be considered for in-year selection and business concept validation. Public safety, sustainable business models, and local market saturation will always be considered in identifying proposals for potential selection.

To submit an unsolicited proposal, potential proponents will be required to send a simple proposal (no more than four pages) describing:

- What you intend to sell or what service you intend on providing;
- How your business concept promotes both safety & environmental stewardship;
- Where and when you would like to establish / operate your in-year business;

- How your business concept is new, innovative, and unique to Develop Nova Scotia
- managed spaces;
- Business history - your track record of success;
- Financial forecast including proposed rent and or profit-sharing concept; and
- Point of Contact information including Name, Phone Number, and Email Address

Regarding consideration for potential selection, proposals will be evaluated based on a simple scoring matrix (below). Proposals will be reviewed monthly and selected as may be appropriate. Proposals will only be retained for 12 months from date of receipt.

Business Concept	25 Points
Concept Need	30 Points
Business History	20 Points
Financial Proposal	25 Points
Proposal Score	/100 Points*

* a minimum threshold score of 70 points must be achieved to be considered for selection

Build Nova Scotia retains sole and absolute discretion regarding in-year proposal selection, and, the right to proceed immediately to Public Tender where a proposal idea shows promise of immediate and long-term viability. Respondents should have no expectation of proposal idea exclusivity.

Potential proponents should forward their proposals in one email only to BDO@buildns.ca. The email subject line must read "UNSOLICITED PROPOSAL" - all caps. Proposals should be saved in Adobe PDF, Microsoft Word, or Microsoft Excel. Proponents will be notified of proposal status within sixty (60) days of receipt by Build Nova Scotia.

In advance of a proponent being approved for an in-year proposal opportunity, a Form of Agreement will need to be signed with Build Nova Scotia.

Questions related to this policy should be directed to the Business Development and Program Manager at BDO@buildns.ca.