



Business Development Opportunity

**Halifax Waterfront
One Season Opportunity**

BNS(BDO)-2223-0002
Opening date: February 6, 2023
Closing date: 2 pm AST March 31, 2023



The Opportunity

Build Nova Scotia is seeking multiple operators for temporary seasonal retail opportunities on the Halifax waterfront. They will contribute to making the Halifax waterfront a vibrant destination with local flair. This unique opportunity, which is further described below, provides operators with the ability to showcase their product(s) and or services on the Halifax waterfront—home to an array of seasonal and year-round waterfront businesses.

Proposals for this Business Development Opportunity (BDO) are to be emailed to BDO@buildns.ca no later than 2pm AST on March 31, 2023. Email subject lines are to read “BNS(BDO)-2223-0002.” Late submissions will only be considered if all spots are not filled and then at the sole discretion of Build Nova Scotia.



About Build Nova Scotia

One of the key components of Build Nova Scotia is to develop and oversee opportunities that unlock sustainable, inclusive, and diverse economic growth through the transformation of our province's lands and properties. This unlocked potential will drive our economy forward and support our entrepreneurs and businesses—improving quality of life for all Nova Scotians.

An essential element of this work is providing new and renewed infrastructure that keeps Nova Scotians healthy, connected, and thriving no matter where they live. Through our continued stewardship of the Halifax waterfront, our work enables small businesses to start, grow, and thrive by providing partnership, support, and flexible platforms for growth.

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

Background

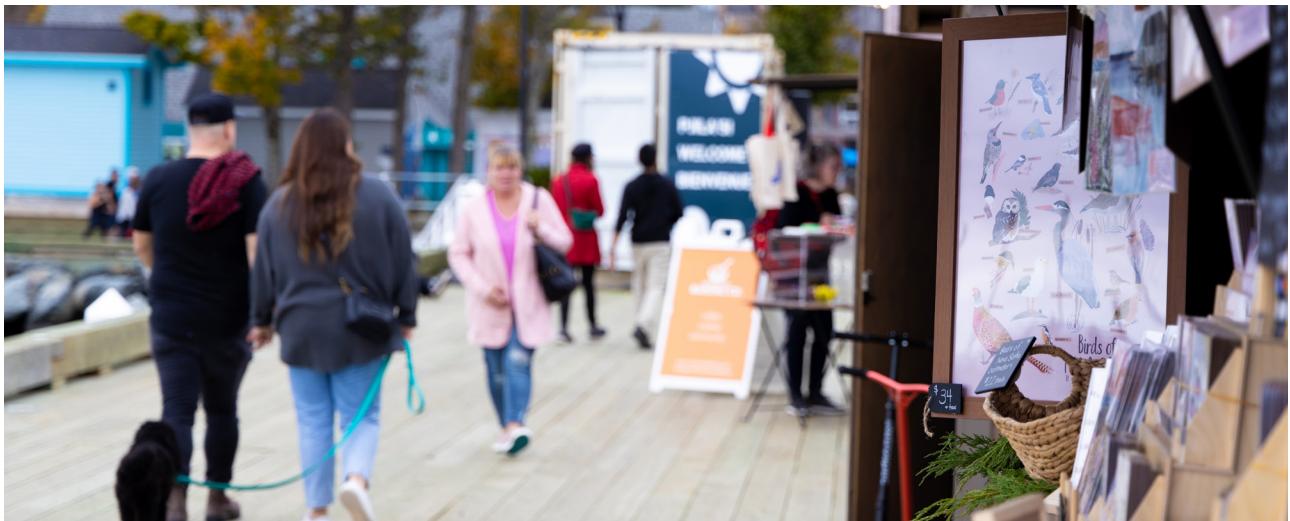
Salt Yard on the Halifax waterfront is home to a number of kiosks and businesses. This seasonal small business district opened in 2017 and has become one of the most popular areas in Halifax.

Each year, Salt Yard continues to evolve and expand both in physical area and in length of season, thanks to events like the [Evergreen Festival](#). Build Nova Scotia is seeking operators for multiple new, temporary, and seasonal retail locations near Salt Yard, located at the Sands at Salter, to help further this natural growth.



GUIDING PRINCIPLE

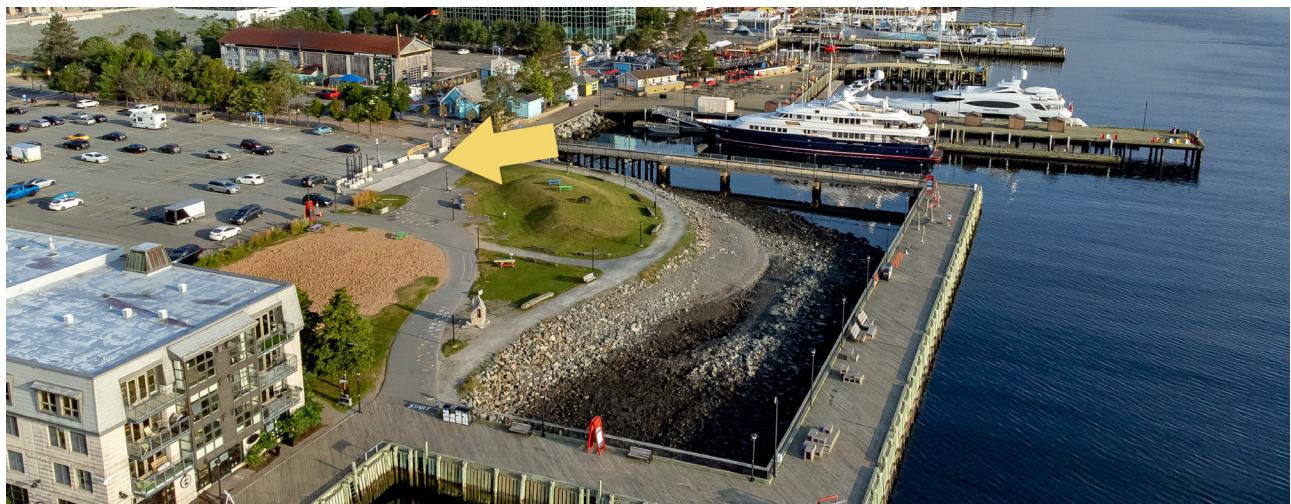
Build Nova Scotia's stewardship of the Halifax waterfront is committed to providing platforms for local business to thrive and actively contribute to building community.



Detailed Description of the Opportunity and the Sites

This business development opportunity builds on the success of Salt Yard and extends retail opportunities for 4 operators to vend for 4 or more months in chalets located along the busy walkway near the Sands at Salter.

- **The Chalets** – These wooden chalets are 2.87m x 2.24m and feature a service window on the front. Build Nova Scotia will supply each operator with a 2x4 sign that includes a logo and business name. Operators can add their own shelving and product display and are encouraged to add accents, illumination, and more to the interior of the chalets to reflect their brand and offering. Anything affixed to the interior or exterior of the chalets must be done without penetrating the walls or framing of the chalet, and instead must be done using products such as 3M Command Strips. Each chalet will be equipped with one electrical outlet. Please note, there is no water service to the chalets. The chalets are not approved for food prep or cooking and should be used to sell retail items or services.
- **The Location** - The chalets will be positioned along the walkway at the Sands at Salter, located between the popular Salt Yard and Bishops Landing, on a concrete pad that fronts onto the main boardwalk, featuring a family favourite painted obstacle course and a stunning view of Halifax Harbour.



- **The Term** - The minimum term of the license agreement for these opportunities is four (4) months from June 1, 2023 to September 30, 2023. Build Nova Scotia may adjust the length of the vending opportunity at its sole discretion.

Vendor License Fees

There will be a base license fee of \$500/month to vend from a chalet, plus 4% of gross sales. Build Nova Scotia requires that operators provide monthly sales reports outlining each day's gross sales, by the 15th day of the month immediately following the month in which sales were recorded. Operators will be required to sign a license agreement. Please refer to the [**Form of Agreement link below**](#) for more details.



Desired Outcomes

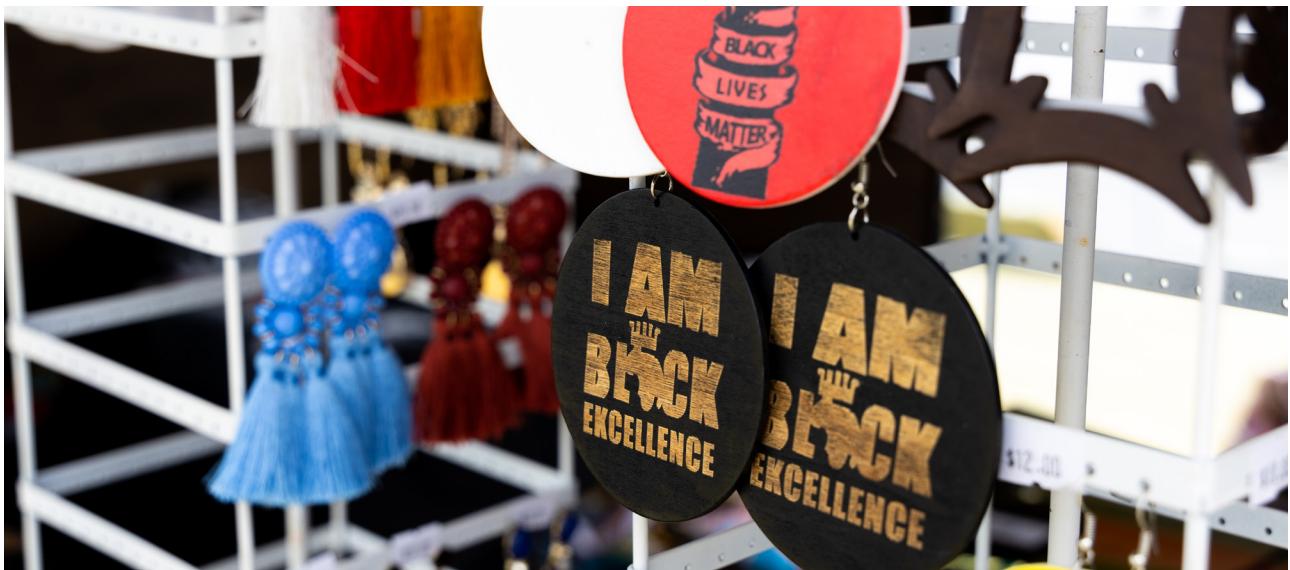
Build Nova Scotia's objective through this BDO is to partner with local operators to expand Salt Yard's retail offering, complement the existing seasonal and year-round businesses on the waterfront, and showcase the best of Nova Scotia through authentic products and/or services.

Proposals that do not meet Build Nova Scotia's outcome and deliverable requirements and/or expectations will not be considered. Should none of the proposals received satisfy Build Nova Scotia's requirements, or for any other reason, Build Nova Scotia reserves the right to terminate this BDO without award.



Operator Requirements for Vending Opportunity

- Operate a quality retail operation that focuses on Nova Scotia-made products, services, and/or experiences.
- The proposed operation should offer a unique product and/or service to the waterfront, featuring a range of price points and ensuring an accessible and welcoming experience for everyone.
- Provide an excellent experience for the customer regarding product and/or service quality, staff service, perceived value, consistent and reliable hours of operation, and overall customer 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-made products and or services, focusing on local sources whenever available.
- Partner with businesses that are socially responsible and environmentally sustainable.



Process Outline and Selection Criteria

Potential Operators are to submit a proposal no more than five (5) pages in length (cover page and table of contents do not count toward page count). Proposals will be evaluated on the following criteria:

Strategic Alignment (30% of overall score) – The operators Build Nova Scotia will partner with will demonstrate an understanding of what is important to Build Nova Scotia on the Halifax waterfront and will detail how they will accomplish the Operator Requirements for the site detailed above. Proposals should address how the operator's values and goals align with ours—a great starting point is Build Nova Scotia's [website](#).

Business Concept (30% of overall score) – Proposals must define what you propose to do within the chalet, how you propose to do it, what you plan to offer, how your offering will celebrate Nova Scotia, and why the Halifax waterfront is the perfect place for your business to vend for the summer.

Proponents should include proposed hours of operation, activities that would occur within the chalet, the theme of the operation, and how you will maximize the space available in the chalet to feature your business. Proponents should also identify any plans to use space around your chalet to support your business operations and any other information relevant to the proposed operation. Keep in mind, sometimes a picture or illustration can be worth a thousand words.

Proponents should include a list of products or services they intend to sell and/or photos to aid in the description of their proposed business concept.

Business Experience (30% of overall score) – Proponents 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.

Proponents should include a description of their operational capacity to proceed with the proposed operation, including (but not limited to) existing staff, infrastructure, and resources available to ensure success.





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

Added Value (10% of overall score) - What unique value would you bring to the Halifax waterfront that would elevate this initiative? This could include (but is not limited to) special partnerships or relationships including charitable organizations; improved accessibility for people living with or experiencing disabilities; products, services, or employment opportunities grounded in the principles of diversity, equity, and inclusion; and/or a focus on environmental stewardship, public health, and public safety.

Submission Form

Submission Form, signed by an authorized organizational representative, are to be included with all proposals Submission Form is available [here](#).

Terms and Conditions

All Build Nova Scotia [BDO Terms and Conditions](#) apply to this call for proposals.

Form of Agreement

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

Questions

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

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902.943.4389

Build Nova Scotia BDO
bdo@buildns.ca