



Small Business Pop-Up Opportunity

March 6, 2023



The Opportunity

Build Nova Scotia is seeking several local operators to “Pop-Up” their retail businesses in a modified shipping container for one-week opportunities within Salt Yard on the Halifax waterfront. The Salt Yard business district opened in 2017 and has become one of the most visited areas along the Halifax waterfront. Salt Yard is now home to over 25 small, seasonal businesses and is a popular venue for community events and activations. The intent of these additional pop-up opportunities is to help further this natural growth of Salt Yard by providing new and flexible platforms for small local businesses.

The purpose of the Small Business Pop-Up Opportunity is to:

- Allow local makers, crafters, and small businesses the opportunity to use Build Nova Scotia infrastructure in a manner that complements traditional business development processes;
- Increase locally made and sourced retail service offerings for all those visiting the Halifax waterfront; and
- Enhance the experience that our visitors have during their adventure here at the water’s edge.



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.

Build Nova Scotia transformed a former asphalt parking lot into this seasonal small business district, showcasing Nova Scotia food, products, and services on the popular Halifax waterfront destination. Salt Yard continues to grow year after year with a continued rise in visitation to and activation of the Halifax waterfront.



GUIDING PRINCIPLE

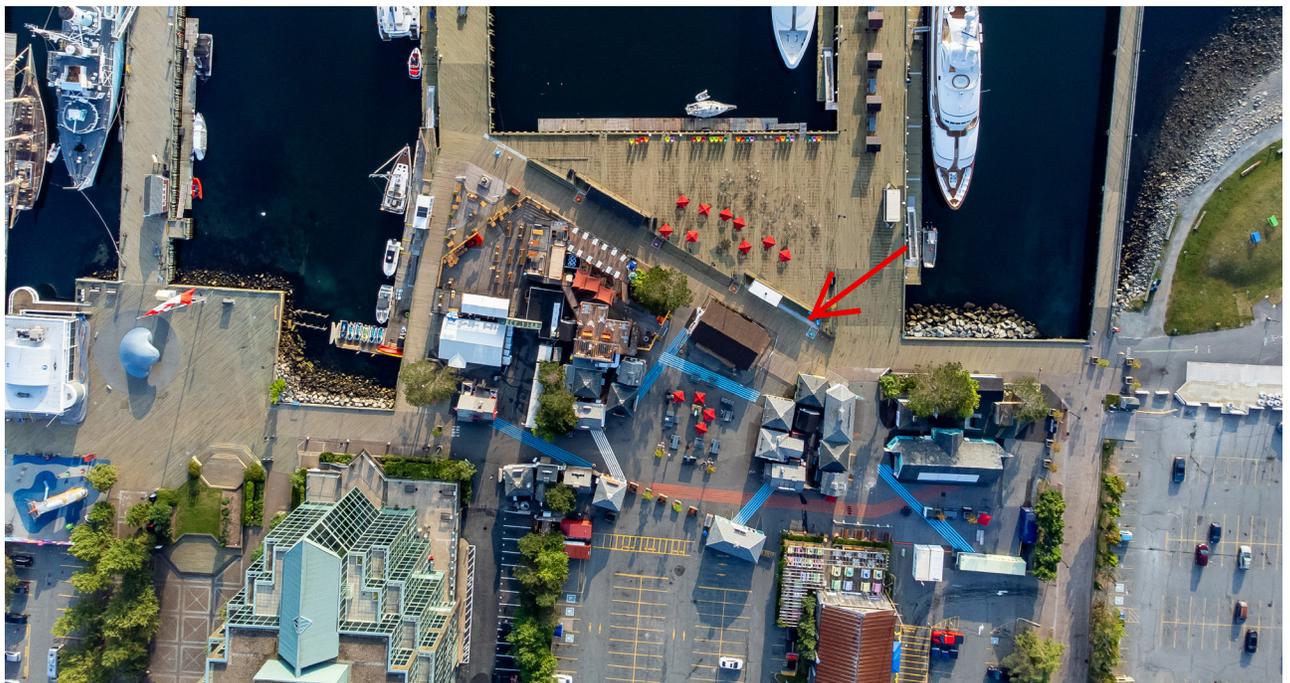
Build Nova Scotia's stewardship of the Halifax waterfront is committed to providing platforms for local business to thrive and actively contribute to building community.



Detailed Description of Opportunity

This retail opportunity is unique from others in Salt Yard—allowing local operators to pop-up and vend for one week at a time and test the waters of operating a retail location on the Halifax waterfront. We have a modified 20-foot shipping container (6-meters) ideally located to support participating pop-up operators.

The location of the shipping container is adjacent to Foundation Place boardwalk between Salt Yard and the new Foundation Place boardwalk extension(see red arrow indicator below). Build Nova Scotia will supply the modified shipping container and all costs related to electrical connection to it. There is no water service to the container. The container includes a service desk, four wall-hung shelves, one freestanding shelf with four tiers, and a slatted wall with eight hanging rods. Operators will be responsible for setting up any other shelving and tables required to operate. The container is not approved for food preparation or cooking, but could be used to sell pre-made and pre-packed foods in addition to other retail items or services.

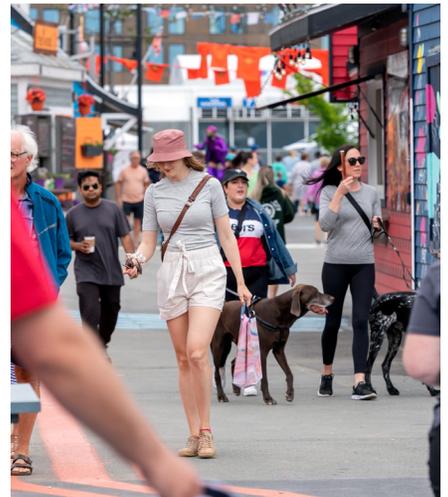


The minimum term of the license agreement for these opportunities is one (1) week from Tuesday at 11:00am until the following Tuesday at 9:00am, which includes set up and tear down of the space. Operators are expected to be open for business from Wednesday-Monday using Tuesday as a set up and tear down day (and optional vending day if the operation allows). This is not exclusively a weekend opportunity—operators are expected to be open for business daily. This opportunity will run from Monday, May 15, 2023, to Friday, October 16, 2023.

Through the submission process detailed below, Operators can pre-qualify to operate within the Small Business Pop-Up Opportunity. Build Nova Scotia will randomly draw names from the pre-qualified pool of Operators and contact the Operator with their dates for vending six weeks prior to their start date. The Operator will then have three business days to accept or decline their opportunity and go back in the pool for a future vending date. Once all pre-qualified Operators have had an opportunity to participate, then all pre-qualified Operators will go back into the draw for the opportunity to vend again. Consideration may also be given to pop-up opportunities throughout the year, such as during special events in the fall and winter.

Operators can lose their pre-qualified status from the draw based on performance. Examples include: failure to open and keep regular hours, or for declining the opportunity to participate three consecutive times.

There will be a base license fee of \$300/week to vend from the container, plus 5% of gross sales. Build Nova Scotia requires operators to provide a weekly sales report based on gross sales by day, by the Friday immediately following the week in which sales were recorded. Operators will be required to sign a license agreement, please refer to the [Licensing Agreement](#) for more details.



Evaluations will commence on March 13, 2023 and will end when all pop-up periods are full.

Submissions

Operators are invited to submitted an application electronically using the [online form](#). Applications shall be retained (in-season only) in case additional spaces open within this program framework. In advance of an operator being accepted, a Form of Agreement will need to be signed with Build Nova Scotia.

Applications may be declined by Build Nova Scotia if the business does not fit within the operating specifications (detailed in the Description Of Opportunity) of the opportunity, such as requiring utilities that are not available on site, and or does not fit within Build Nova Scotia values and strategic alignment.

Terms and Conditions

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

Questions

Questions related to this guideline should be directed to:

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