



Business Development Opportunity

**Halifax Waterfront
Salt Yard Food and Beverage Kiosk**

**BNS(BDO)-2324-0002
Closing date: 2:00pm AST May 17, 2023**



The Opportunity

Build Nova Scotia is seeking a potential operator for a food and beverage kiosk in the Salt Yard small business district on the Halifax waterfront. This opportunity is for those interested in operating their business along the vibrant and active waterfront and engaging with the millions of people that visit it every year. Operators will contribute to the visitor experience by providing a unique food and beverage offering that includes locally-sourced products and/or cuisine from the many cultures that make Nova Scotia welcoming to all who live, work, and visit. .

Proposals must be emailed to bdo@buildns.ca no later than 2:00 pm AST on May 17, 2023. Email subject lines are to read “BNS(BDO)-2324-0002”. Late submissions will not be accepted.

An optional site visit will be conducted on May 8, 2023, starting at 3:00 pm AST. The meeting point will be in front of the Wave on the Halifax waterfront.



About Build Nova Scotia

Build Nova Scotia builds and operates strategic infrastructure to help communities thrive and support economic development.

An essential element of our work is developing, building, and renewing 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

In 2017, Build Nova Scotia transformed a former surface parking lot into a small business district showcasing Nova Scotia food, products, and services. Salt Yard is now one of the most popular areas on the waterfront, continuing to grow with the rise in visitation to the waterfront. Each year, Salt Yard continues to evolve and expand both in physical area and length of season, thanks to events like Open City and the Evergreen Festival.



GUIDING PRINCIPAL

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.

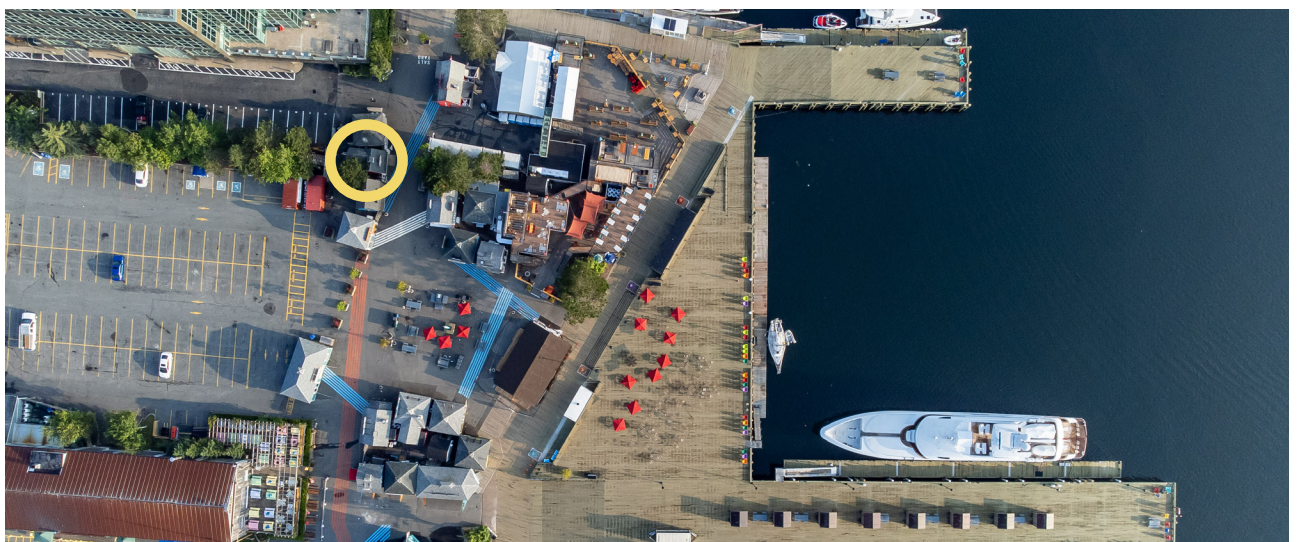


Detailed Description of the Opportunity and the Site

The kiosk for this BDO is an existing wood-frame kiosk that is approximately 192sf. The kiosk has a standard entrance door on the back (west-facing side), and double store-front services windows on the front (east-facing side) with a stainless-steel service counter. The interior features painted plywood walls and vinyl flooring. The kiosk is fed with a single-phase 100-amp electrical service and has an existing electrical distribution panel and further electrical wiring inside the kiosk. The kiosk is also serviced with a ½-inch water line and grey water service which is pumped into the municipal sewer system. There is some interior plumbing supplied by the previous operator as well.

Build Nova Scotia is looking for an ambitious food operator to deliver a truly unique kiosk that showcases some of the amazing cuisine Nova Scotia has to offer. If there is an interest in reimagining the use of space by way of operator investment, we invite potential operators to outline and provide creative ways to utilize the kiosk to deliver a high-quality experience.

The minimum term of the lease agreement for this opportunity is five (5) years. Potential operators may propose longer terms if required to justify the successful operator's level of investment in the building. For longer terms, potential operators must clearly demonstrate that the proposed term length is commensurate with the proposed level of investment.



Desired Outcomes

Build Nova Scotia's objective through this BDO is to partner with the successful operator to expand the food offering within Salt Yard, complementing the existing businesses on the waterfront, and showcasing the best of Nova Scotia and all the communities that call our province home. Operators should provide a special focus on a small, high-quality menu of locally-sourced food and ingredients. This opportunity is meant for a local business, therefore franchise applications are discouraged from applying.

Build Nova Scotia's goal is to maintain and enhance the Halifax waterfront's as a year-round destination with an attractive, welcoming, and safe environment for everyone. Build Nova Scotia partners with operators that share a desire to enhance the Halifax waterfront as a vibrant destination for locals and visitors by providing an engaging and memorable experience for the public.

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 outcome and deliverable requirements, or for any other reason, Build Nova Scotia reserves the right to terminate this BDO without award.



Operator Requirements

- Operate a food kiosk that provides customers with a high-quality experience that focuses on both locally-sourced Nova Scotian ingredients and cuisine that is underrepresented on the waterfront.
- The proposed operation should offer a unique product and/or service to the waterfront, featuring a range of price points and ensuring an accessible experience for all visitors.
- Provide an excellent experience for the customer with regard to product and or service quality, staff service, perceived value, consistent, and reliable hours of operation, and overall 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 products and services, focusing on local sources whenever available.
- Partner with businesses that are socially responsible and economically and environmentally sustainable.


Process Outline and Selection Criteria

Potential operators are to submit a proposal no more than 10 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 (25% of overall score) – The operators Build Nova Scotia will partner with will understand what is important to Build Nova Scotia on the Halifax waterfront and will detail how they will accomplish the Operator Requirements detailed herein. Proposals should address how the operator’s values and goals align with ours.

Business Concept (25% of overall score) – Proposals must define the operations for this site, how you propose to do it, hours of operation, and how the concept further enhances the current business offerings on the Halifax waterfront.





Potential operators must include a detailed description of the investment and improvements they intend to make to the kiosk to support their operation. Operators should demonstrate how they will support year-round waterfront visitation.

Potential operators should also provide a menu of items available along with estimated price points. Being affordable to all that visit the waterfront is important.

Business Experience (20% of overall score) – Potential operators are to describe the business experience and expertise of the proposed management team that is relevant to and will be directly involved in the proposed operation.

Potential operators should include a description of their operational capacity and capability to proceed with the proposed operation, including but not limited to existing staff, infrastructure, and other resources available to the potential operators.

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:


- **Accessibility.** Potential operators should include a description of how their proposed operation will prevent and remove accessibility barriers within the building and their operation.
- **Sustainability.** Build 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 the waterfront’s Blue Flag certification, product packaging, 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 in their communities. 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 diversity and your commitment to equity and inclusion, charitable partnerships, and community and volunteering.
- **Creativity & 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, use of kiosk space, menu diversity, innovative green technologies, and customer experience.

Financial Proposal (20% of overall score) – Submissions should include a base monthly license fee and a proposed percentage of gross sales license fee. Base monthly license fees are traditionally due May through October, with May and October being billed at 50% of the regular monthly rate. While base monthly license fees are not normally payable November through April, operators intending to support Build Nova Scotia’s year-round visitation goals are encouraged to propose financial models that deliver best value to our potential partnership.

Potential operators must provide a revenue forecast for the five (5) years of their term.





Please note, there is a minimum base monthly license fee of \$1,200 + HST per month (reduced to \$600 + HST in May and October). Potential operators can choose to offer a higher base monthly license fee, but base monthly license fees less than the minimum will not be accepted. A proposed percentage of gross sales must be included in the operator's financial proposal.

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.

As stated above, all tenant improvements and further fit-up, equipment, infrastructure, etc. are the sole financial responsibility of the successful operators.

Appendix B – [Submission Form](#), signed by an authorized organizational representative, are to be included with all proposals.

Terms and Conditions

All Build Nova Scotia BDO terms and conditions, available at the link below, 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:

Courtney Ordway

Business Development and Program Manager

Courtney.ordway@buildns.ca