



Business Development Opportunity

Salt Yard, Halifax Waterfront
Civic Address: 1535 Salt Yard Way

BNS(BDO)-2324-0004
Closing date: 2:00pm ADT Tuesday July 25, 2023



The Opportunity

Build Nova Scotia is seeking a potential operator for a retail kiosk located in Salt Yard on the Halifax waterfront. This unique space provides the opportunity to do business along the vibrant and active Halifax waterfront and engage with the millions of people that visit it every year. Build Nova Scotia is looking for a creative and ambitious year-round operator to deliver a unique public-facing operation from this space. The successful operator will contribute to the visitor experience by providing an offering that focuses on handmade Nova Scotian products with small batch manufacturing. Ideally, part or all of this production would occur on site to connect the public with Nova Scotian craftsmanship in an immersive and interactive way.

Proposals are to be emailed to bdo@buildns.ca no later than **Tuesday July 25, 2023, at 2:00pm AST**. Email subject lines must read “BNS(BDO)-2324-0004”. Late submissions will not be accepted.

An optional site visit will be conducted on **July 13, 2023, starting at 9:00 am ADT**. The meeting point will be in front of the kiosk.





About Build Nova Scotia

Build Nova Scotia builds and operates 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

Build Nova Scotia's stewardship of the Halifax waterfront includes providing platforms for local business to operate and grow while actively contributing to building community.

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 and it continues to grow with the rise in visitation to the waterfront and thanks to the increase in events and activation at the water's edge. Each year, Salt Yard continues to evolve and expand both in physical area and in 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.

Description of the Building

Located only steps from the Halifax waterfront boardwalk at the southern end of Salt Yard, the building is highly visible from the bustling Salt Yard small business district and the boardwalk itself. Visitation to this area of the waterfront exceeded 3 million people in 2022 and is expected to climb in 2023 and beyond.

The building is immediately adjacent to Salter Street extension, allowing for easy access for deliveries and service. The building is an approximately 900sf post-and-beam structure (approximately 15ft x 60ft) with a polished concrete floor and a finished interior. The building also offers an awning-covered area on the front (west-facing side) of approximately 360sf, which could also be utilized by the successful operator. This is subject to approval by Build Nova Scotia.

The building is serviced with a 100-amp, single-phase electrical service and has existing wiring and plugs throughout suitable for retail uses. There is no plumbing in the building, though there is year-round access to a staff washroom in Salt Yard.

The building is not insulated for efficient winter operation but does have baseboard heaters and a ductless mini split. While it is not currently set up for efficient year-round operations, there is opportunity for potential operators to turn this into a year-round location.





Detailed Description of the Opportunity and Desired Outcomes

The purpose of this BDO is to allow Build Nova Scotia to partner with the successful operator to deliver a unique product or experience to all who visit the Halifax waterfront, while complementing the existing businesses. The successful operator could use the building for the manufacturing of high-quality small batch local products in an engaging way, while also offering direct sales.

Build 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. Build Nova Scotia seeks interested 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.

Utilizing this prime location to highlight Nova Scotia craftsmanship is key, with a preference given to Nova Scotian produced, grown, and/or crafted products.

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.

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

Should none of the proposals received satisfy Build Nova Scotia's outcome and or deliverable requirements, or for any other reason, Build 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 experience while showcasing Nova Scotian craftsmanship.
- provide an opportunity for year-round public engagement.
- 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 a memorable experience for the visitor with regard to product quality, perceived value, staff service, consistent and reliable hours of operation, and overall customer experience.
- complement other businesses on the Halifax waterfront.
- generate economic activity by creating sources of employment and income.
- encourage the production, use, and/or sale of Nova Scotian products whenever possible, providing an authentic experience that highlights the best of our province.
- 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 15 pages in length. Proposals should include, and 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 and Desired Outcomes detailed above. Proposals should address how the operator’s values and goals align with Build Nova Scotia’s.





Business Concept (25% of overall score) – Proposals must define the operations for this site, how you propose to do it, 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.


Potential operators should also provide a list of proposed products/services that would be available along with estimated price points. Being affordable to all that visit the waterfront is important.

Potential operators should provide specific intended hours of operation, including seasonal variations, for year-round operators, activities that would occur and how those activities further enhance the current business offerings on the Halifax waterfront. Operators should demonstrate how they will support year-round waterfront visitation, and include any other information relevant to the proposed operation.

Business Experience (15% 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.


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.



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 not limited to:

- **Accessibility**. Potential operators should include a description of how their proposed operation will prevent and remove all forms of 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, 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, 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 aesthetics, layout, innovative technologies, green technologies, customer safety and experience, and entertainment value.

Financial Proposal (25% 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 due May through December, with January–April being billed at a percentage of sales only. While base monthly license fees are not normally payable January 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 license fee of \$35,000 + HST per annum, paid in monthly installments. Potential operators can choose to offer a higher base license fee, but base license fees less than the minimum will not be accepted. Potential operators can also specify the monthly payment schedule of the annual amount. A proposed percentage of gross sales must be included in the operator's financial proposal.

The kiosk is as-is, and all tenant improvements and further building fit-up are the sole financial responsibility of the selected operator. We invite proposals that include changes or improvements to the kiosk. All costs associated with business operations, including but not limited to utilities, repairs and maintenance, applicable taxes etc. are the sole financial responsibility of the selected operator. If a potential operator is seeking a rent offset based on investment, this should be clearly defined in the submission.

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

Terms and Conditions

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

Form of Agreement

The form of agreement that will be used to detail the relationship between Build Nova Scotia and the selected operators is available [here](#). This form of license 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

bdo@buildns.ca