

# Business Development Opportunity

**Halifax Waterfront  
Salt Yard Morning Food & Beverage Kiosk**

BNS(BDO)-2324-0006

Closing date: Friday, October 6, 2023, at 2:00pm



## The Opportunity

Build Nova Scotia is seeking a potential operator for a food and beverage kiosk, in particular to service morning and early afternoon customers in the Salt Yard small business district on the Halifax waterfront. This opportunity is for operators interested in 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 food and beverage offering that includes locally-sourced products and offer a menu of items that could be enjoyed by morning visitors.

Proposals must be emailed to [bdo@buildns.ca](mailto:bdo@buildns.ca) no later than **2:00 pm AST on October 6, 2023**. Email subject lines are to read **“BNS(BDO)-2324-0006”**. Late submissions will not be accepted.

An optional site visit will be conducted on **September 21, 2023, starting at 8:00 am 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 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](https://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

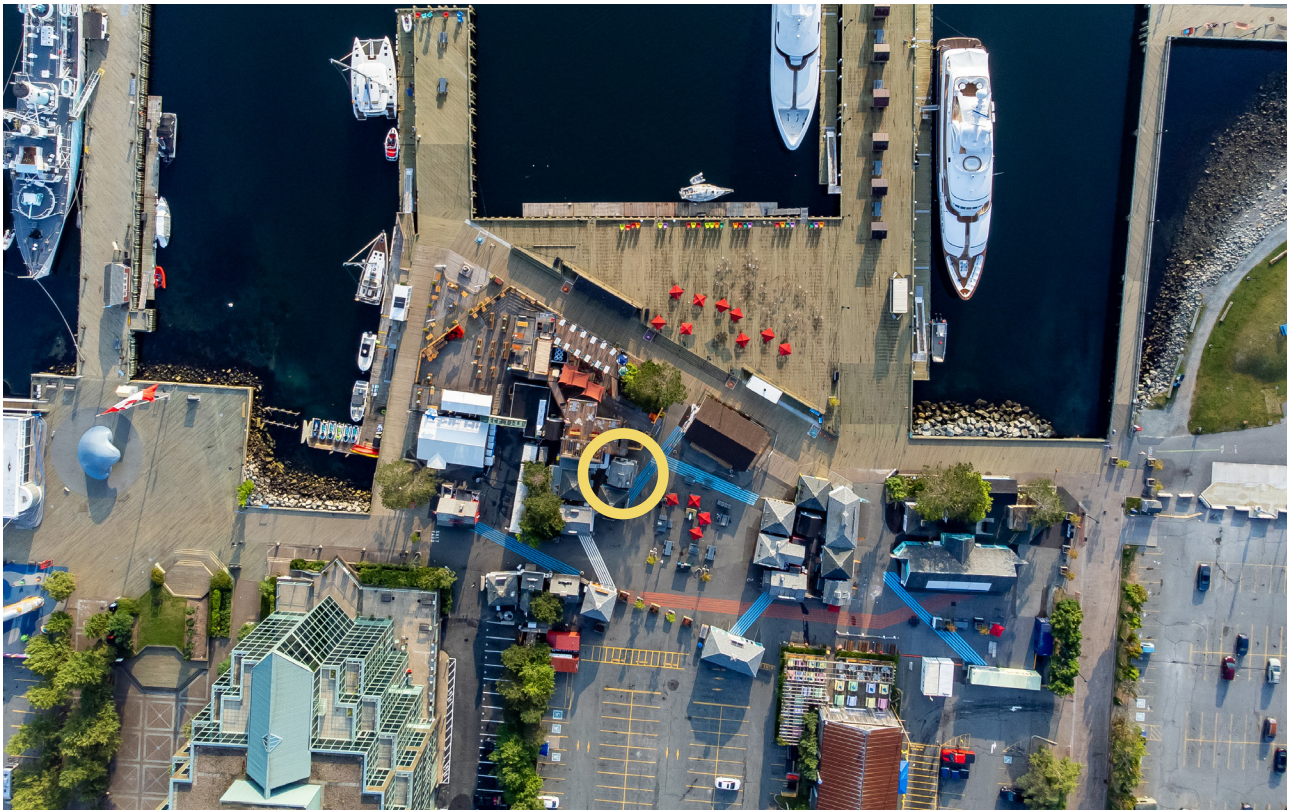
**Build Nova Scotia's stewardship of the Halifax waterfront is committed to providing platforms for local business to thrive and actively contribute to building community.**



## Description of the Building

The kiosk for this BDO is an existing wood-frame kiosk that is approximately 200sf. The kiosk has a standard entrance door on the back (north-facing side), and triple store-front services windows on the front (south and 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.

Build Nova Scotia is looking for an ambitious food and beverage operator to deliver a unique kiosk that provides an elevated morning experience for visitors and locals. 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.





## **Detailed Description of the Opportunity and Desired Outcomes**

Build Nova Scotia's objective through this BDO is to partner with the successful operator to ensure the food and beverage offering within Salt Yard complements the existing businesses, and showcases the best of Nova Scotian mornings on the waterfront. Operators should provide a special focus on a small, high-quality menu of locally-sourced food and ingredients.

Build Nova Scotia's goal is to maintain and enhance the Halifax waterfront 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.

The minimum term of the lease agreement for this opportunity is five (5) years, commencing on January 1, 2024.

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

The proposed operator should:


- Operate a food and beverage kiosk that provides customers with a high-quality experience, focusing on a locally-sourced Nova Scotian menu to service early morning visitors as well as customers throughout the day.
- Provide a unique offering 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 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 ingredients, focusing on local sources whenever available.
- 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, 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.

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.

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.

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- **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 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 \$1,500 + HST per month (reduced to \$750 + 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.

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](mailto:bdo@buildns.ca)