

## Blue Line Program 2024

Build Nova Scotia believes in entrepreneurship and innovation. We are proud to support vibrant, healthy, connected communities through the delivery of sustainable strategic infrastructure. Living by the ocean is our greatest natural advantage – it's where we work and play, where world-class researchers and industry innovate and collaborate.

We are pleased to support small commercial marine businesses that provide enhanced experiences to residents and visitors through our infrastructure. Build Nova Scotia operates marine infrastructure in parts of the Halifax Harbour, including the Halifax Waterfront and floating docks at Garrison Pier on McNabs Island, where you can start or grow your business.

### Our Small Commercial Marine Business Program:

- Allows marine businesses the opportunity to use Build Nova Scotia infrastructure in a manner that compliments traditional business development processes.
- Increases marine service offerings for all those visiting the Halifax Harbour.
- Enhances visitors' ocean-related experiences.

Opportunities typically become available every three to five years, though at times may become available on short notice.

To support this initiative, we provide the Blue Line accreditation program. Successful applicants receive access to specifically designated shared parts of Build Nova Scotia-owned and/or operated infrastructure around Halifax Harbour. They receive a Blue Sticker which must be displayed on their vessel. Terms are for one season (June 1 to October 31, 2024) in the following locations:

- Halifax Waterfront
- McNabs Island
- Dartmouth Waterfront

### The process for the 2024 season will start on May 1, 2024, at 1 PM AST

To apply, please submit a Small Commercial Marine proposal that is a maximum of four pages, excluding the sustainability assessment. Your submission must include:

- Contact details for the proposed business
- Description of the proposed business concept and operational structure
- Description of Safety Procedures
- Completed [Sustainability Assessment](#) form
- Proof of Vessel Registration
- Description of VHF procedures while operating
- Insurance documentation as per the following:
  - The Licensee shall throughout the Term obtain and maintain public liability insurance satisfactory to Build Nova Scotia covering bodily injury, sickness or disease, or death of any person, property damage, personal injury, and legal liability arising from the use and occupancy of the Site and shall provide a certificate of insurance to Build Nova Scotia
  - The Licensee shall add Build Nova Scotia as an additional insured
  - The Licensee shall provide that the insurance will be written in such terms to contain waiver or waivers of subrogation against Build Nova Scotia and shall protect Build Nova Scotia in respect of claims by the Licensee as if Build Nova Scotia were separately insured; and

- The limits of coverage shall be \$5,000,000 in respect of each occurrence or accident

Proposals will be evaluated based on these mandatory submission requirements and accepted on a first-come, first served basis. No preference is given to previously accepted businesses. We will accept a maximum of ten registered vessels for the 2024 season.

The number of vessels proposed in a submission may be restricted and, the number of vessels seasonally admitted to the program may be adjusted at the sole discretion of Build Nova Scotia.

Proposals must be submitted electronically in one email to [marina@buildns.ca](mailto:marina@buildns.ca). The subject line must read "Small Commercial Marine Proposal." Applicants will be notified of their proposal status within 30 days of receipt by Build Nova Scotia. Proposals shall be retained during the season in case additional spaces open within this program. The applicant must sign a Form of Agreement with Build Nova Scotia before being accepted.

All potential applicants should familiarize themselves with the following rules and regulations that Build Nova Scotia will strictly enforce:

- Only businesses proposing to use a vessel/vessels with a maximum capacity of 12 passengers can apply
- Vessels must be owner-operated and or guided – no equipment or vessel rentals allowed
- 15 minutes alongside MAXIMUM
- Pick-Up, Drop-Off only, no soliciting or ticket sales/infrastructure at the dock
- All spaces are shared among vessels with the Blue Sticker. Everyone with the Blue Sticker has the same rights
- The Blue Sticker must always be prominently displayed on each vessel
- No overnight berthing at any of the locations
- No access to water or power at any of the locations
- Fees are payable for each month of the operating season by the 15<sup>th</sup> of the subsequent month. The fee model is based on the proposed business concept and at the sole discretion of Build Nova Scotia. Model options are either per use or per seat:
  - **Per-use fees** are \$15.00 per each use of the docks allocated for the Blue Line Program.
  - **One use** is a round trip, meaning a pickup and the subsequent drop off of the same passengers. On occasions where only a pickup or drop off is performed as passengers either start or end the tour at a location not managed by Build Nova Scotia, 50% of the fee shall apply.
  - Each participant must submit a full monthly report of usage in addition to submitting payment by the 15th day of the next month.
  - **Per seat** fees are calculated with \$25.00 per seated capacity of the vessel(s) plus all applicable taxes. All subject fees will be prorated based on acceptance and season-end dates.

Build Nova Scotia retains the right to revoke stickers, should any of the above rules and regulations be violated. If that happens, the business will not be entitled to receive any refunds on the paid seasonal fee.

Questions related to this guideline should be directed to the Build Nova Scotia team at [marina@buildns.ca](mailto:marina@buildns.ca).