



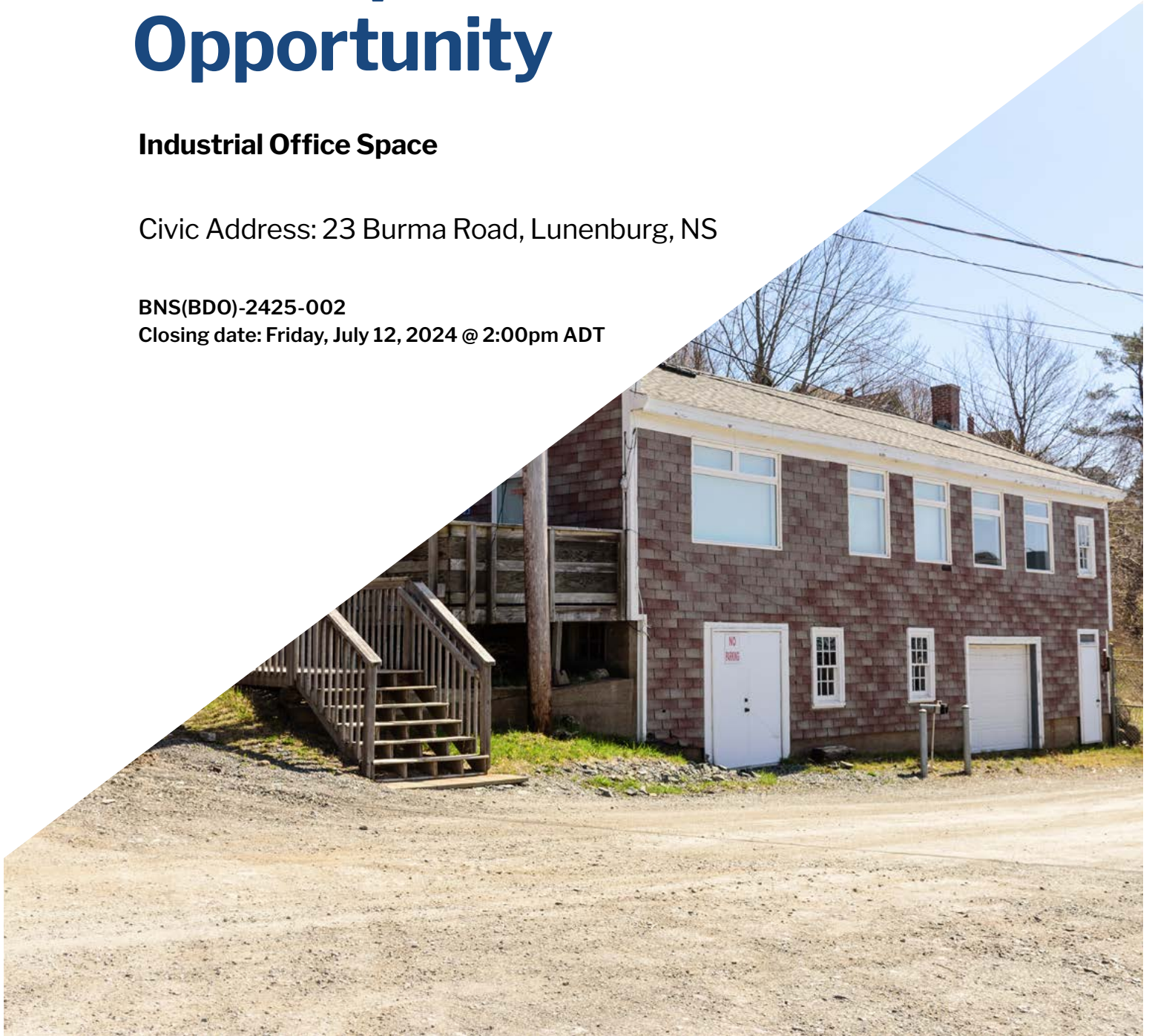
Business Development Opportunity

Industrial Office Space

Civic Address: 23 Burma Road, Lunenburg, NS

BNS(BDO)-2425-002

Closing date: Friday, July 12, 2024 @ 2:00pm ADT



The Opportunity

Build Nova Scotia is seeking a Potential Operator to lease an industrial office space at 23 Burma Road in Lunenburg. This opportunity is for operators who operate a business in Lunenburg that contributes to the town's iconic working waterfront. The space is ideal for industrial operators who require office space to support their business.

Proposals must be emailed to bdo@buildns.ca by 2:00 pm ADT on July 12, 2024. The email subject line should read:

"BNS(BDO)-2425-002". Late submissions will not be accepted.

An optional site visit will be conducted on **July 3, 2024, starting at 8:00 am ADT**. The meeting point will be in front of the building at 23 Burma Road, Lunenburg





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 working waterfronts, 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 by visiting our website at buildns.ca.

Background

In 2018, building off a 2011 Business Plan completed through substantial public consultation, Build Nova Scotia began working with stakeholders and the community to build a Lunenburg Working Waterfront Plan, which has guided development on the waterfront since that time, including the revitalization and expansion of the Big Boat Shed, the recapitalization and lease of the former Smith & Rhuland Shipyard, and the implementation of marina infrastructure. Over the last seven years, Build Nova Scotia has invested more than \$11 million in the Lunenburg waterfront.

Description of the Building

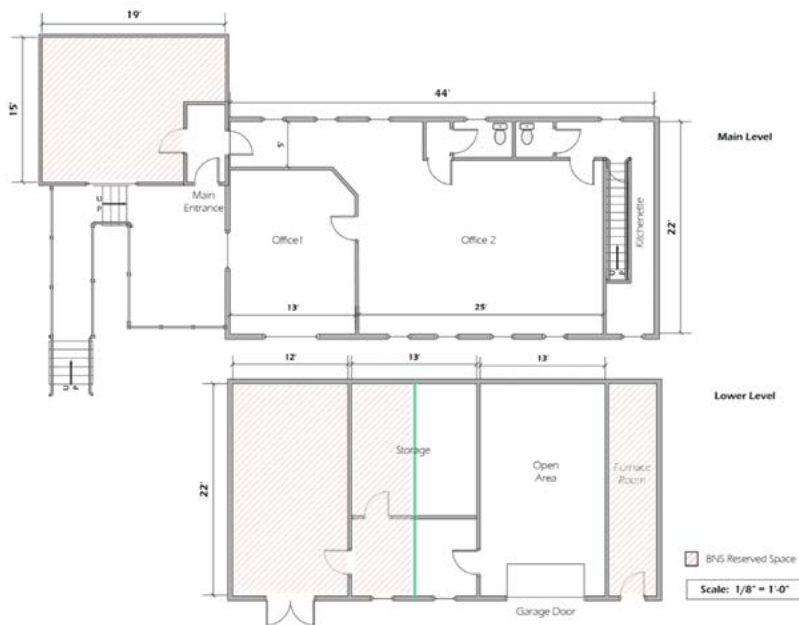
The building's main floor has 950 square feet of office space with a kitchenette and two bathrooms. The lower level includes a 400 square foot storage bay accessed by a garage door, and a furnace room.

The building is wood frame construction with shingled siding. The building is fed with a single phase 200-amp electrical service and has an existing electrical distribution panel and further electrical wiring inside. The building is also serviced with municipal water and heated by an oil furnace.

A portion of the building will be shared with Build Nova Scotia, along with their tenants at nearby properties. The Potential Operator will be required to invest in improvements to the building to allow shared access to continue, including:

- **Build Nova Scotia requires access to two washrooms on site for neighbouring tenants. The Potential Operator must either maintain access to the existing washrooms or make leasehold improvements to create new ones.**
- **A wall needs to be built in the basement to delineate Build Nova Scotia space from tenant space.**
- **An exterior door needs to be built into the basement for Potential Operator access.**
- **A wall on the main floor needs to be built to separate tenant space from Build Nova Scotia space.**

All tenant improvements would be subject to negotiation with Build Nova Scotia and should form part of the proposal. This would include any improvements necessary to ensure regulatory compliance.





Detailed Description of the Opportunity and Desired Outcomes

This BDO aims to leverage industrial space in return for tangible and lasting contributions to working waterfronts in Nova Scotia, including the Lunenburg Waterfront. Operators should focus on operating a business that is well suited for the space and contributes to the community through job creation and investment in the local trade force.

The successful operator should:

- **Preserve working waterfronts in Nova Scotia: Working waterfronts in Nova Scotia are vital in the creation of strategic economic growth due to increased demand for local manufacturers, fabricators, and skilled tradespeople in the region. An increase in demand for their products and services may have spin-off effects in other related businesses.**
- **Generate economic activity by creating sources of employment and income.**
- **Encourage the production and sale of Nova Scotia products.**
- **Complement, rather than compete directly with, other permanent commercial operations in the area.**
- **Employ business practices and engage in socially responsible and environmentally sustainable partnerships.**
- **Make the required renovations to the building to allow for other tenants to use the facilities.**

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



Process Outline and Selection Criteria

Applicants are to submit a proposal no more than 10 pages in length. Proposals should include and will be evaluated on the following criteria:

Strategic Alignment (25% of overall score) – The operator that Build Nova Scotia will partner with understands what is important to Build Nova Scotia in Lunenburg 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 hours of operation.


Applicants must include a detailed description of the investment and improvements they intend to make to the building to support their operation.

Build Nova Scotia seeks to work with businesses that have the knowledge and capacity to support and apply the principles of sustainability to their own operations. Applicants should describe how their operations will be delivered in a sustainable manner (e.g. greenhouse gas reduction, waste diversion and reduction, worker health and safety, and local economic development).

Business Experience (25% of overall score) – Applicants 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.

Applicants 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 Applicants.

Applicants should provide a description of their financial capacity to carry out the proposed business, including available equity, lines of credit, business loans, etc. This can include documentation such as signed letters from banking institutions.



Financial Proposal (25% of overall score) – Submissions should include a base monthly license fee. Please note that the minimum base monthly license fee is \$1,000 + HST. Applicants can choose to offer a higher base monthly license fee, but base monthly license fees less than the minimum will not be accepted.

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

Appendix B – Submission Form, signed by an authorized organizational representative, must be included with all proposals. Click this link to view the submission form [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