



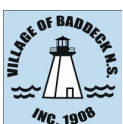
Village of Baddeck

Business Development Opportunity

**Baddeck Waterfront
Marine Business Opportunity**

**Request for Proposals:
Submission Deadline January 13, 2023**

**Submissions to:
waterfrontbaddeck@gmail.com**





BADDECK WATERFRONT MARINE BUSINESS OPPORTUNITY

On behalf of the Village of Baddeck, Waterfront Baddeck is inviting businesses offering high-quality marine experiences to submit proposals to operate a business from the Baddeck Wharf for the 2023 operating season (May – October). The Baddeck Wharf recently underwent significant upgrades, improving the visitor experience to the wharf and creating access to and from the water with floating docks and gangways. The wharf's central location within the community and next door to the Bras d'Or Yacht Club is a natural gathering place for both locals and visitors and an ideal jump-off point to experience the many wonders of the Bras d'Or Lake, Kidston Island and Baddeck Harbour.

Successful proponents must demonstrate how their proposed business adds to the vibrancy of the Baddeck Waterfront, complements onsite and adjacent businesses and supports the wharf operation as platform for economic growth and a gathering place for locals and visitors.

Operational accommodation at the wharf for successful proponents to be determined in consideration of maintaining a growing transient visiting boat program, an integral part of the wharf operation as a platform to build marine tourism and visitation to Baddeck and the Bras d'Or Lake as an active destination for both local and visiting vessels.

This Request for Proposal (RFP) is an invitation for businesses to submit proposals to operate a marine-based experience operating from the Baddeck Wharf for a 2023

season pilot program. Depending on interest level, the program's success and feedback from the community, the Village of Baddeck will determine extending opportunities beyond the 2023 season. The selected operator(s) will enter into a license agreement for an initial period of one operating season with the potential option of additional years. The Village of Baddeck reserves the right to enter into a one-season pilot agreement with any, or none, of the proponents from whom it receives proposals.

LOCATION

Baddeck Wharf
2 Jones Street
Baddeck, NS B0E 1B0

WHARF DETAILS

www.baddeckwaterfront.ca

RFP SUBMISSION

To be considered for this Marine Business Activation Opportunity, proponents must submit a proposal to Waterfront Baddeck by 5:00 pm, January 13, 2023, the RFP submission deadline. The proposal document should include no more than 3–4 pages, including the following detail:

- Contact details for the proposed business;
- Description of the proposed business concept and operational structure including the expected operational space required;
- Description of landside requirements of the business operation;
- Description of support services required and how they will be facilitated, fuel, deliveries, pump-out, power, water, customer washrooms, other;
- Description of operator sustainability and/or best practices policy;
- Daily passenger projection;
- Anticipated number of daily trips and schedule;
- Anticipated seasonal sales projection;
- Proof of vessel registration and owners;
- Description of safety procedures in compliance with Transport Canada;
- Description of VHF procedures while operating; and
- The insurance documentation as per the following:
 - The licensee shall throughout the term obtain and maintain public liability insurance satisfactory to the Village of Baddeck and shall provide a certificate of insurance to the Village of Baddeck;
 - The licensee shall add the Village of Baddeck as an additional insured; and
 - The coverage limits shall be \$2,000,000 – \$5,000,000 based on type of vessel and operation, in respect of each occurrence or accident.

SELECTION CRITERIA

The selection criteria are a scoring rating based on—type of offering, visitor experience and experience of the business operator, impact on wharf operations and public safety.

RENT

Within the RFP submission, proponents must include a proposed monthly base rent plus a percentage of sales based on the size of the vessel, number of passengers and berthing arrangements. Any applicable taxes will be in addition to the rent.

ABOUT WATERFRONT BADDECK

Waterfront Baddeck is a committee working under the oversight of the Baddeck Village Commission with a public mandate to lead the pursuit of opportunities to reinvigorate and thoughtfully activate the Baddeck Waterfront, encouraging and engaging locals and visitors in the experience of the broader Baddeck Harbour Waterfront and Bras d'Or Lake.

RFP QUESTIONS

Questions related to this RFP may only be submitted in writing by email.

Questions will be accepted until Dec 15, 2022 and any final addendum posted on www.baddeckwaterfront.ca by Dec 16, 2022. Please direct questions related to this Marine Business Activation Opportunity to waterfrontbaddeck@gmail.com.

PROPOSAL SUBMISSION INSTRUCTIONS

Please email proposal to waterfrontbaddeck@gmail.com by the submission deadline, 5:00 pm, January 13, 2023.

Waterfront Baddeck will notify applicants within (10) days of receipt that their RFP has been received. Final selection notification will be sent by 5:00 pm, February 10, 2023.

Waterfront Baddeck would like to thank you for your interest in this opportunity.