



Village of Baddeck

Business Development Opportunity

**Baddeck Waterfront
Marine Business Opportunity**

**Request for Proposals:
Submission Deadline April 30, 2026**

**Submissions to:
waterfront@baddeckvillage.ca**





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 from the Baddeck Wharf. The Baddeck waterfront is one of the busiest and most visible locations in the Village and serves as a gathering place for both locals and visitors throughout the season. The wharf hosts visiting recreational vessels, the Winstar tour boat, community events, and steady pedestrian activity along the waterfront. Its central location next to the Bras d'Or Yacht Club and within walking distance of Baddeck's shops, restaurants and accommodations makes it an ideal departure point for marine experiences exploring the Bras d'Or Lake, Kidston Island and the Baddeck Harbour.

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 the 2026 season. Depending on interest level, the program's success and feedback from the community, the Village of Baddeck will determine extending opportunities beyond the 2026 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.

Successful proponents should demonstrate how their proposed business adds to the vibrancy of the Baddeck Waterfront, and supports the wharf operation as a place for economic growth and a gathering spot for locals and visitors.

LOCATION

Baddeck Wharf
2 Jones Street
Baddeck, NS B0E 1B0

WHARF DETAILS

www.baddeckwaterfront.ca

RFP SUBMISSION

To be considered for this opportunity, proponents must submit a proposal to Waterfront Baddeck by 5:00 pm, April 30, 2026, the RFP submission deadline. The proposal document should include no more than 2–3 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
- Daily passenger projection
- Anticipated number of daily trips and schedule
- Anticipated seasonal sales projection

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.

RFP QUESTIONS

Please direct any questions related to the RFP or the wharf via email to waterfront@baddeckvillage.ca.

PROPOSAL SUBMISSION INSTRUCTIONS

Please email your proposal to waterfront@baddeckvillage.ca. by the submission deadline, 5:00 pm, April 30, 2026

Waterfront Baddeck will notify applicants within (5) days of receipt that their RFP has been received.

OPERATIONAL NOTES

Fueling and sewage pump-out services are not available at the Baddeck Wharf; however, these services are conveniently available nearby at Baddeck Marine. Vehicles are not permitted on the wharf except with authorization from the Village.

Space on the wharf is limited and primarily reserved for public access and visiting vessels. Proponents should plan to operate primarily from their vessel, as kiosks, buildings, or permanent structures on the wharf will generally not be permitted.

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.

ABOUT WATERFRONT BADDECK

Waterfront Baddeck is an advisory committee of the Baddeck Village Commission made up of community volunteers appointed by the Commission. The committee works to support the enhancement and management of the Baddeck waterfront and harbour, including Kidston Island and the Boardwalk, for the benefit of both residents and visitors.

Thank you for your interest in this opportunity.