EXPRESSION OF INTEREST

EOI2026-01

Bridgewater Business Park Land NORTH
Phase 1: Parcels A & B

Proponent Meeting
The proponent is invited to attend a Meeting, as follows: **September 9, 2026 at 10:00 a.m. AST** Online Via Teams To register please email: donna.hatt@bridgewater.ca **Attendance is not mandatory BUT recommended.**

The Town of Bridgewater has implemented a new eProcurement platform called Bonfire.
All vendor submissions must be uploaded electronically to:

https://bridgewater.bonfirehub.ca/portal/?tab=login

Important Notes for Submission:

- Please return the following with proposal submission:
  - Include the signed "Signature Form"
  - Include the completed and signed EOI Application contained within Appendix "B"

Issued: Wednesday, August 19, 2026

Closing: Tuesday, September 22, 2026 at 3:00 p.m. AST

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1.0 INTRODUCTION

1.1 OVERVIEW

The Town of Bridgewater invites Expressions of Interest (EOI) from qualified developers, investors, and businesses interested in acquiring and developing lots within Parcel A and/or Parcel B within Phase I of the Bridgewater Business Park North. Located at the new Exit 12A interchange on Highway 103, these development-ready properties offer outstanding highway exposure, municipal servicing, and direct access to one of Nova Scotia's fastest-growing regional economies. The Town seeks proponents with the financial capacity, development experience, and commitment to creating employment-generating commercial and industrial developments that align with the Business Park North Concept Development Plan.

1.2 WHY BRIDGEWATER?

- Regional service centre hub for approximately 71,000 residents
- 8,000+ employees currently employed within the labour market
- Direct Highway 103 access
- New Exit 12A interchange and infrastructure investment
- One-hour proximity to Halifax
- Existing business park adjacent to Michelin
- Municipal water and wastewater services
- Growing and diversified labour force and housing supply
- Strong municipal support for economic development
- Access to renewable energy initiatives
- Access to expanding healthcare, post-secondary education, public transit, and modern community amenities.

1.3 BACKGROUND

The Town of Bridgewater, Nova Scotia's largest rural-urban centre on the South Shore, is a regional hub for commerce, employment, healthcare, education, and government services. Strategically located approximately one hour from Halifax and serving a regional trade area of approximately 71,000 residents, Bridgewater benefits from a diverse labour force, a spending capacity exceeding $1 billion, and sustained population and housing growth that support continued economic development. As the region's largest employment centre, the Town hosts more than 8,000 employees across manufacturing, healthcare, education, public administration, and service sectors.

Economic growth in Bridgewater is guided by the Town's Inclusive Economic Growth Strategy, which emphasizes sustainable development, business attraction, workforce growth, and quality of life. The Town has demonstrated a strong commitment to infrastructure investment and long-term economic competitiveness, including investments that support industrial expansion, transportation access, and climate resilience.

A key milestone in this growth strategy was the construction of the new Exit 12A interchange on Highway 103 which opened in December 2024. Undertaken in support of Michelin's continued expansion in Bridgewater, the interchange provides direct highway access to the existing Bridgewater Business Park while enabling development of approximately 180 additional acres known as Bridgewater Business Park North. This expansion builds upon the success of the original 245-acre Business Park, established in 1970 to support one of Nova Scotia's Michelin manufacturing facilities, and creates significant opportunities for future commercial and industrial investment.

The Bridgewater Business Park North Concept Development Plan, endorsed by Town Council, establishes the vision and land use framework for the expanded business park. The plan has been designed to complement and protect established commercial areas, particularly Downtown Bridgewater, while attracting businesses in sectors such as highway services, construction and contractor support services, transportation and logistics, clean technology, and light industrial operations. The development area incorporates a mix of Highway Commercial (C9), Highway Commercial Display (C10), and Light Industrial (M2) zoning to accommodate a broad range of employment-generating uses.

Development of Bridgewater Business Park North is being undertaken in phases. Phase I includes three development parcels, with Parcel A and Parcel B forming the focus of the current Expression of Interest process. **Parcel A consists of approximately 8.75 acres of Highway Commercial Display (C10)** land with prominent visibility from Highway 103 and direct frontage on Enterprise Drive. **Parcel B consists of approximately 6.88 acres, zoned Light Industrial (M2**), offering convenient transportation access and flexibility for industrial and employment-focused uses. Together, these parcels represent a strategically positioned opportunity for businesses seeking to establish or expand operations within one of Nova Scotia's fastest-growing regional centers.

Bridgewater's business advantages are complemented by a high quality of life, expanding healthcare services, access to post-secondary education, significant housing development, a strong commitment to sustainability, and growing international business connections through the International Network of Michelin Cities. Together, these factors create an attractive environment for investment, workforce attraction, and long-term business success.

1.4 OBJECTIVES/PURPOSE

The purpose of this Expression of Interest (EOI) is to identify qualified businesses, investors, developers, and development partners interested in acquiring and developing lands within Phase I of the Bridgewater Business Park North. Through this process, the Town of Bridgewater seeks proposals that will maximize the economic potential of the site, support sustainable long-term employment growth, and contribute to the continued prosperity of the South Shore region.

The Town welcomes development proposals that align with the vision established in the Bridgewater Business Park North Concept Development Plan, including highway commercial, transportation and logistics, construction and contractor services, clean technology, advanced manufacturing, and light industrial uses. Proposed developments should capitalize on the strategic location of the Business Park adjacent to Highway 103 and Exit 12A while complementing and strengthening existing commercial and industrial areas within the municipality.

The Town seeks proponents who can demonstrate the financial capacity, technical expertise, development experience, and organizational resources necessary to successfully implement and complete projects within established timelines. The Town may assign greater evaluation weighting to proposals that:

- Generate significant and sustainable employment opportunities;
- Expand and diversify the municipal tax base;
- Support innovation, productivity, and regional economic competitiveness;
- Incorporate sustainable, climate-resilient, and environmentally responsible development practices; and
- Deliver measurable economic and community benefits to Bridgewater and the South Shore region.

The overarching objective of this EOI is to facilitate strategic investment and high-quality development that reinforces Bridgewater's role as the economic centre of Nova Scotia's South Shore while supporting business attraction, inclusive economic growth, and the creation of a vibrant and sustainable employment hub.

More than a land acquisition opportunity, this initiative represents an invitation to participate in the next phase of economic growth and investment in Bridgewater and Nova Scotia's South Shore. The Town is committed to partnering with proponents who share its vision for creating a dynamic business environment that supports economic prosperity for generations to come.

1.5 INQUIRIES

Upon release of this opportunity, all Vendor communications must be done using the Bonfire Portal (https://bridgewater.bonfirehub.ca/portal/?tab=login). Unauthorized contact with the Town of Bridgewater staff regarding the opportunity may result in disqualification. Any oral communication will be considered unofficial and non-binding on the Town.

Questions shall be submitted in writing using the Bonfire portal no later than the written questions deadline (as noted in the Bonfire platform, **September 14, 2026**). Questions submitted after the deadline may not be answered. Proposers should rely only on written statements issued through the Bonfire platform.

2.0 INFORMATION/REQUIREMENTS

2.1 DEVELOPMENT OPPORTUNITY

Concept Development Plan

Informing the zoning for the expanded Business Park is the Bridgewater Business Park North Concept Development Plan (See Figure 1). Endorsed by Town Council, it has been designed to respect and support its' established commercial and retail nodes, particularly Downtown Bridgewater, and attract development that enhances Highway Services, Construction and Contractor Support Services, Transportation and Logistics and Clean Technology industries.

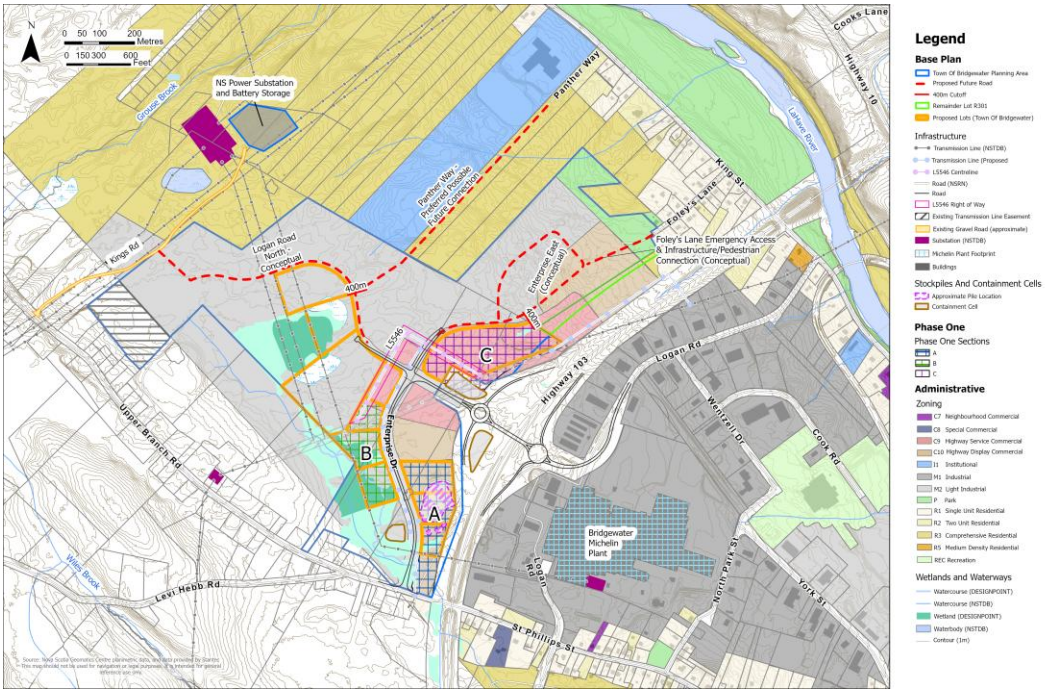


Figure 1: Concept Development Plan, Bridgewater Business Park North, August 2026

As the property within Bridgewater Business Park North is brought to market and developed, it will be done in phases. Phase I of Bridgewater Business Park North consists of three development parcels; Parcels A, B, and C, located on multiple PIDs as illustrated in Figure 2. This Expression of Interest is limited to Parcel A and Parcel B, which are currently development-ready and available for acquisition. Parcel C is included for contextual information only and is not part of this EOI process.



Figure 2: PIDs forming subject properties within Parcel A and B

Below is an overview of Parcels A and B contained within Phase I which are development-ready with commercial and industrial zoning options.		
Criteria	**Parcel A**	**Parcel B**
Location (See Figure 3)	Portion of PID 60023868	Portions of PIDs 60023868, 60023876, and 60023892
Zoning	Highway Commercial Display (C10)	Light Industrial (M2)
Gross Area	8.75 acres (373,204 sq. ft.)	6.88 acres (299,797 sq. ft.)

Below is an overview of Parcels A and B contained within Phase I which are development-ready with commercial and industrial zoning options.		
Criteria	**Parcel A**	**Parcel B**
Street Frontage	Approximately 372 m (1,220 ft.) on Enterprise Drive	Approximately 324 m (1,063 ft.) on Enterprise Drive
Access & Visibility	Adjacent to Hwy 103; bounded by Highway 103 between Exits 12A and 13; excellent highway visibility in both directions	Direct access to Enterprise Drive with convenient access to St. Phillips Street/Upper Branch Road and Highway 103
Development Constraints	Approximately 1.91 acres (83,205 sq. ft.) identified as contaminated land (Consolidated Impacted Lot)	Approximately 4.31 acres affected by wetland (mapped)
Development Implications	Contaminated area will require capping and a management plan in accordance with Nova Scotia Environment requirements	Development and/or alteration of wetlands are subject to approval from Nova Scotia Department of Environment and Climate Change (NSECC)
Additional Information	Estimated 28,000 m^3 (56,000 tonnes) of soil exceeding Nova Scotia Tier 1 Environmental Quality Standards within impacted area.	N/A
Servicing	3 Phase Power Fibre Internet (to be confirmed) Municipal Water and Wastewater	3 Phase Power Fibre Internet (to be confirmed) Municipal Water and Wastewater

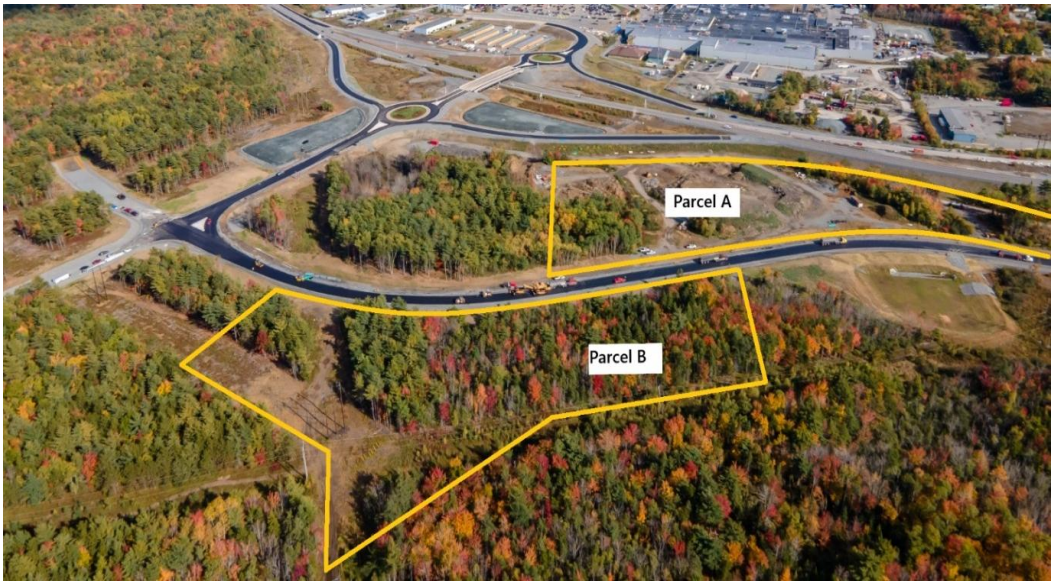


Figure 3: Illustration of Parcel A and Parcel B

2.1.1 Parcel A

- **Location:** Portion of PID 60023868
- **Zoning:** Highway Commercial Display (C10)
- **Gross Area:** 8.75 acres (373,204 sq. ft.), note that the Concept Development Plan (Figure 1) reflects 3 lot indicated within the 'hatched' area, these are conceptual only and have not been surveyed nor subdivided. Lots will be informed through the EOI process.
- **Developable Area:** Approximately 6.84 acres, excluding the contaminated area.
- **Street Frontage:** Approximately 372 meters (1,220 feet) along Enterprise Drive.
- **Access and Visibility:** Strategically located adjacent to Exit 12A and bounded by Highway 103 between Exits 12A and 13, providing exceptional visibility and exposure to traffic travelling in both directions.
- **Development Constraint Consideration:** Approximately 1.91 acres (83,205 sq. ft.) have been identified as contaminated land within the Consolidated Impacted Lot.
- **Development Implications:** The contaminated area is developable. Consultation with Stantec has suggested a capping and implementation of a management plan approach in accordance with Nova Scotia Environment requirements (see below).
- **Additional Information:** The impacted area is estimated to contain approximately 28,000 m^3 (56,000 tonnes) of soil exceeding Nova Scotia Tier 1 Environmental Quality Standards and is illustrated within Figure 5 referred to as Consolidated Impact Lot C, D, and E.
  It could be subdivided and managed as a separate parcel or included and managed within a larger subdivided portion of the parcel. It is also possible for the successful proponent to acquire the full Parcel A, achieve closure from Department of Environment and then be further subdivided, while maintaining the capping and management plan.

It is anticipated that this portion of the property will form, in part, a parcel that will be subdivided for development within a single Property Identification Number (PID).

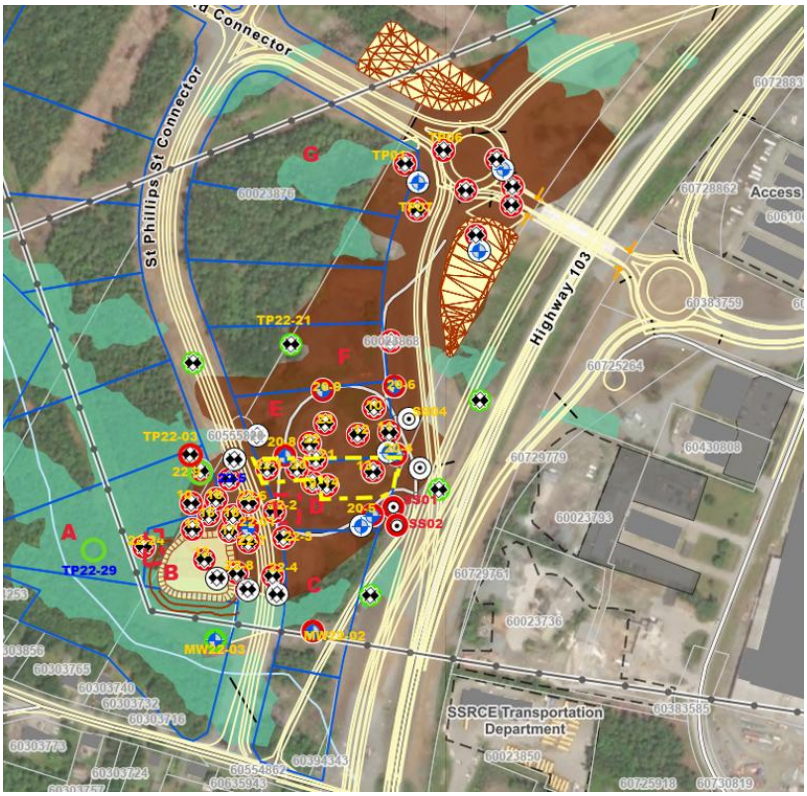


Figure 5: Stantec identifies contaminated soil area as Lots C, D and E within their report: Consolidated Impact Lot

Enclosed within Appendix A is a summary letter by Stantec indicating the site testing and assessment undertaken recommends a Capping and Management Plan. The plan is based on grading the stockpiled material only to a configuration desired by the successful developer, not disturbing the base soil, and placement of a cap material cover (gravel, grassed, paved, etc.). Estimates among the three piles suggest there are 28,000m3 or about 56,000 tonnes of material between three areas in proximity with a combined land area of 1.91 acres.

The results of chemical analysis on soil samples obtained during various phases of assessment have indicated exceedances of Nova Scotia Environment and Climate Change (NSECC) Tier 1 Environmental Quality Standards (EQS) for a commercial site with coarse-grained soil and potable groundwater use. Specifically, there are Tier 1 EQS exceedances in soil of petroleum hydrocarbons (PHCs), various metals (antimony, copper, lead, and zinc), polycyclic aromatic hydrocarbons (PAHs), and dioxins and furans.

Regulatory closure was acknowledged by NSECC for the larger lot (PID 60023868), of which Parcel A and the Consolidated Impacted Lot forms a part. Closure is conditional, based on a Risk Management Plan (RMP) being implemented for the impacts which remain on the property above

Tier 1 EQS. The RMP would apply to the Consolidated Impacted Lot. Following consolidation and transfer of ownership, regulatory closure documentation for the new PID will be prepared by the Town of Bridgewater in the name of the purchaser and submitted to NSECC.

The RMP requires impacted soil to be capped to prevent direct human contact risk. That closure condition would also apply to the Consolidated Impacted Lot. The cap could consist of a combination of one or more of the following: gravel, asphalt, clean granular fill, landscaping, or building(s). The minimum thickness of cap should be 0.2 metres (m). The RMP also requires that the cap has, at a minimum, annual assessment to confirm that it remains in place, and that immediate re-instatement of the cap be undertaken if assessment indicates damage to the cap.

Zoning:

Parcel A Zoning Information		
Item	**Details**	
Zoning	Highway Display Commercial (C10) Zone	
Development Approval	Site Plan Approval Required	
Permitted by Site Plan Approval	▪ Automobile Sales & Rental ▪ Building Supply Store ▪ Drive-through Facilities ▪ Place of Entertainment ▪ Equipment Sales & Rental ▪ Farm Equipment Sales & Rental ▪ Garden & Nursery Sales ▪ Home Improvement Centre	▪ Liquor and Cannabis Retail Sales ▪ Manufactured Home Sales & Repair ▪ Outdoor Recreation Retail ▪ Vehicle Sales & Rental ▪ Household Repair Services ▪ Emergency Services ▪ Contractor Offices
Additional Requirements	Development abutting Enterprise Drive must comply with the urban design requirements of Section 5.11.5 of the Land Use By-law.	
Subdivision Potential	The parcel may be subdivided into multiple lots. No minimum lot area applies; however, a minimum lot frontage of 39 ft is required. All subdivision proposals must comply with the Town's Subdivision By-law and Section 5.11.3 of the Land Use By-law.	

The zoning information provided herein is a summary only and does not replace the requirements of the Town of Bridgewater Land Use By-law and Municipal Planning Strategy. Proponents are responsible for reviewing all applicable planning documents and regulations.
View the Zoning Map here.

2.1.2 Parcel B

- **Location:** Portions of PIDs 60023868, 60023876, and 60023892.
- **Zoning:** Light Industrial (M2).
- **Gross Area:** 6.88 acres (299,797 sq. ft.), note that the Concept Development Plan reflects 3 lots within the 'hatched' area reflected in Figure 1 these are conceptual only and have not been surveyed nor subdivided. Lots will be informed through the EOI process.

- **Street Frontage:** Approximately 324 meters (1,063 feet) along Enterprise Drive.
- **Access and Visibility:** This parcel benefits from prominent Highway 103 visibility sight lines, is within the Business Park North intersection and fronts along the future Enterprise Drive East corridor, offering strong accessibility and exposure for commercial development.
- **Development Constraint Considerations:** Portions of this property are affected by wetland and encumbered by NSPI easement.
- **Development Implications:** Any development within or alteration of wetlands will be subject to applicable approvals from Nova Scotia Environment and Climate Change (NSECC).
- **Additional Information:** No additional environmental liabilities have been identified beyond the presence of wetlands. While excluded from this property boundary, adjacent to it is the Town's stormwater pond and abutting Parcel B is 2,025 m³ or 4,050 tonnes of impacted soil. It could be incorporated within the larger parcel and managed in place or relocated by the proponent.

Zoning:

Parcel B Zoning Information		
Item	**Details**	
Zoning	Light Industrial (M2) Zone	
Development Approval	As-of-right, Site Plan Approval, and Development Agreement	
Permitted As-of-Right	▪ Animal Hospitals & Veterinaries ▪ Animal Kennels & Shelters ▪ Automobile Repair Services ▪ Building Supply Stores ▪ Bus Terminals ▪ Car Wash Facilities ▪ Contractor Office* ▪ Daycares & Nursery Schools ▪ Distribution Centres ▪ Emergency Services ▪ Employment and Industrial Training* ▪ Equipment Sales & Rental ▪ Garden & Nursery Sales ▪ Gyms & Fitness Centres ▪ Household Repair Services ▪ Industrial Repair Services ▪ Laundromats & Dry Cleaners ▪ Manufacturing, Processing, & Assembly	▪ Open Storage and Display of Goods, excluding scrap materials ▪ Places of Entertainment ▪ Printing Establishments ▪ Public Works Facilities ▪ Recycling Depots ▪ Research Facilities ▪ Self-Storage Facilities ▪ Solar Energy Stations ▪ Sewage Treatment Facility ▪ Sustainable Energy Systems ▪ Taxi Operations ▪ Transportation & Trucking Facilities ▪ Vehicle Sales & Rental ▪ Warehouses, Depots & Storage Facilities ▪ Wholesale Establishments ▪ Wineries, Breweries and Distilleries
Permitted by Site Plan Approval	Development exceeding 4645m2 (49,998ft2) in gross floor area shall be permitted by Site Plan Approval.	
Permitted by Development Agreement	Open storage of scrap materials, in accordance with MPS Policy MDA-1 of the Municipal Planning Strategy; and	

Parcel B Zoning Information	
Item	**Details**
	Any commercial or industrial use identified as being considered to be hazardous or having the potential to create substantial land use conflicts, in accordance with MDA-1 of the Municipal Planning Strategy.
Subdivision Potential	The parcel may be subdivided into multiple lots. Minimum area in the Light Industrial (M2) Zone is 930m^2 (10,010ft^2); and a minimum lot frontage of 30m (98ft) ft is required. All subdivision proposals must comply with the Town's Subdivision By-law and Section 7.3.4 of the Land Use By-law.

The zoning information provided herein is a summary only and does not replace the requirements of the Town of Bridgewater Land Use By-law and Municipal Planning Strategy. Proponents are responsible for reviewing all applicable planning documents and regulations.
View the Zone map here.

2.2 GENERAL INFORMATION

2.2.1 Access Points

- Parcel A has 1219.9 ft (372 m) of frontage on Enterprise Drive.
- Parcel B has 1062 ft (324 m) of frontage on Enterprise Drive.
- The location, number, and width of driveways shall be regulated by the Town's Land Use By-law, including the Site Plan Criteria for Development in Commercial Zones.

2.2.2 Servicing

Central sanitary sewer and central water are available within Enterprise Drive. Based on the development and/or subdivision of lands, the Town is prepared to install sanitary sewer and water laterals to the front property boundary, at the cost of the landowner.

2.2.3 Wastewater Services

The subject properties within this EOI are exempt from a Downstream Wastewater Capacity Assessment, assuming they fall within the predetermined capacity of availability by the Town of Bridgewater.

2.2.4 Stormwater

The site, or any individual lot within, will be required to ensure management of storm and surface water is addressed, and associated plans are approved by the Town Engineer, in accordance with the Town's standards for stormwater management.

2.2.5 Development Requirements

Initiated during this Expression of Interest, however successful proponents must demonstrate their capacity to deliver development that meets the following requirements:

2.2.5.1 Development Standards

Proponents will be compliant with all applicable Town bylaws, policies, and the Nova Scotia Building Code Regulations, including urban design requirements, parking area design requirements, and general site plan approval criteria per the zone requirements of the Land Use By-law.

Proponents are encouraged to incorporate environmentally sustainable features and climate resilience measures.

Proponents are encouraged to incorporate accessible design features, meeting or exceeding minimum accessibility requirements.

2.2.6 Timeline Requirements

Acknowledgement that the proposed development timeline with clear milestones, in compliance with Policy 110 and its Buy Back Agreement, includes:

i) Commencement of Construction for the entire Commercial Development shall be within sixteen (16) months of the execution date of the Purchase and Sale Agreement.

ii) Commencement shall be evidenced by the issuance of a Building Permit.

iii) Substantial Completion for the entire Commercial Development shall be achieved with the issuance of an Occupancy Permit no later than twenty-four (24) months from the execution date of the Purchase and Sale Agreement.

iv) Completion of Construction for the entire Commercial Development shall be achieved within thirty-six (36) months from the execution date of the Purchase and Sale Agreement.

2.2.7 Required Credentials and Experience

Proponents will be required to demonstrate:

2.2.7.1 For Developers:
Minimum 3 years of experience in commercial development.

2.2.7.2 Track Record of successfully completed projects of comparable scale and complexity

- Experience developing commercial properties in Nova Scotia or comparable

jurisdictions (preferred).
- Demonstrated organizational capacity including qualified board governance and experienced staff.
- Financial capacity and access to capital.

2.2.7.3 Financial capacity to undertake proposed development including evidence of access to capital or financing commitments

2.2.7.4 For Partnership/Joint Venture Proposals:
- Experience developing commercial properties in Nova Scotia or comparable jurisdictions (preferred).
- Demonstrated organizational capacity including qualified board governance and experienced staff.
- Financial capacity and access to capital.
- Clear identification of all partners and their respective roles and responsibilities
- Demonstrated experience working in partnership arrangements
- Legal agreement or memorandum of understanding outlining partnership terms
- Combined qualifications meeting the requirements for respective development components

2.2.7.5 Project Reporting and Accountability

Selected Proponents will be required to:
- Enter into a Purchase and Sales Agreement and Buy Back Agreement per Land Policy 110
- Maintain adequate insurance and provide Town with certificates of insurance as/if required.

2.2.8 Special Attention to:

2.2.8.1 Community Engagement

Where required under applicable planning processes, proponents may be required to participate in public information or consultation activities.

2.2.8.2 Environmental Assessment

Depending on site conditions and development scale, environmental site assessments or other environmental studies may be required at the proponent's expense. Contained herein are studies that have been undertaken by the Town of Bridgewater for reference by interested parties.

2.2.8.3 Planning Approvals

All developments will require appropriate planning approvals, which may include development and building permits, site plan approval, rezoning, development agreements, or other municipal approvals.

2.2.9 Project-Related Documents

Proponents should review:

- Policy 110 Lands Sales & Pricing Policy: Commercial and Industrial Lands
- Municipal Planning Strategy and Land Use By-law (relevant sections)
- Zoning Amendments to Exit 12A Business Park
- Stantec Contaminated Soil Summary Letter and Cited Reports including:
    - Phase II Environmental Site Assessment, St. Phillips Street, Bridgewater, Nova Scotia, prepared by Stantec for Nova Scotia Department of Transportation and Active Transit (now Nova Scotia Department of Public Works [NSDPW]), dated April 8, 2021
    - Phase II Environmental Site Assessment, St. Phillips Street Connector, Bridgewater, Nova Scotia, prepared by Stantec for Town of Bridgewater, dated May 9, 2023
    - Remedial Action / Risk Management Plan, St. Phillips Street, Bridgewater, Nova Scotia, prepared by Stantec for Town of Bridgewater, dated May 17, 2023
    - Soil Stockpile Sampling, St. Phillips Street Connector, Bridgewater, NS, prepared by Stantec for Town of Bridgewater, dated January 8, 2026
- DesignPoint Phase I ESA
- DesignPoint Wetland & Watercourse Mapping
- Studies informing the Exit 12A Concept Development Plan:
    - Inclusive Economic Growth Plan 2022-2027
    - Retail Market and Accommodation Gap Analysis
    - Clean Fuel Feasibility Study (Green Hydrogen)
    - Southwest Nova BDO Zone Assessment: A Rating

Other reference documents:

- Exit 12A Video
- Bridgewater Community Prospectus

2.2.10 Considerations

This EOI represents an initial expression of interest only. It does not constitute a formal Request for Proposals (RFP) or a commitment by the Town to dispose of any lands.

Specifically:

- The Town is not committing to sell or lease any land as a result of this EOI process.
- The Town reserves the right to proceed with a subsequent competitive RFP process, negotiate directly with selected proponents, or determine that no disposition will occur.
- Final land pricing, development terms, and affordability requirements will be negotiated following EOI evaluation.
- Approval of any land disposition remains subject to Town Council authorization.

2.3 SCHEDULE OF EVENTS

The following shall be the proposed timeline for this project. Dates may be subject to change based on circumstances:

EVENT	Date
1. EOI Distribution to Vendors	August 19, 2026
2. Proponent Meeting	September 9, 2026
3. Questions from Vendors	September 14, 2026
4. Responses to Vendors	September 15, 2026
5. Submission due date	September 22, 2026
6. Target date for review of Submissions	October 19, 2026

3.0 ADMINISTRATIVE & LEGAL REQUIREMENTS

3.1 PROPOSER DECLARES

a. That this proposal is made without collusion or fraud.
b. That they have carefully examined the Contract Documents and taken all the information provided into consideration in preparation of their proposal.

3.2 PROPOSER AGREES

a. That the proposal is valid for acceptance for 60 days from the time of proposal closing
b. Project award may be subject to approval by Town Council
c. That by this Expression of Interest, the Town of Bridgewater does not imply that any proposal will be accepted. All received proposals will be reviewed as to their compliance with the requirements of this EOI.

3.3 LIABILITY OF ERRORS

While the Town of Bridgewater has made considerable effort to ensure an accurate representation of information in this Request for Proposal, the information contained in this Request for Proposal is supplied solely as a guideline for proponents. The information is not guaranteed or warranted to be accurate by the Town, nor is it necessarily comprehensive or

exhaustive. Nothing in this Request for Proposal is intended to relieve proponents from forming their own opinions and conclusions with respect to matters addressed in this Request for Proposal.

3.4 CONFIDENTIALITY NOTICE

The selected Proponent agrees not to release or in any way cause to release any confidential information that pertains to the Town of Bridgewater unless they have been specifically approved to do so in writing.

4.0 OTHER IMPORTANT PROVISIONS

4.1 ADDENDA AND ADDENDA ACKNOWLEDGEMENT

Responding to this RFP **may** require the acknowledgement of a specific addendum or multiple addenda as part of the submission.

If, at any time, the Town changes, revises, deletes, clarifies, increases, or otherwise modifies this opportunity, a written Addendum to the opportunity will be uploaded to the Bonfire portal. Proposer shall acknowledge that it has received all addenda issued during the proposal process.

4.2 PUBLIC OPENING

The opening of Proposals will not be open to the Public.

4.3 CONSTRAINTS

Ownership of Proposals and Freedom of Information

All documents, including Proposals, submitted to the Town of Bridgewater become the property of the Town of Bridgewater and are subject to disclosure under the Nova Scotia Freedom of Information and Protection of Privacy Act (FOIPOP) provisions of the Municipal Government Act (MGA) of Nova Scotia. By submitting a Proposal, the proponent thereby agrees to public disclosure of its contents subject to FOIPOP criteria. Any information the Proponent considers "personal information" because of its proprietary nature should be marked as "Confidential" and will be subject to appropriate consideration as defined within the Nova Scotia Freedom of Information and Protection of Privacy Act provisions of the Municipal Government Act of Nova Scotia.

Personal Information International Disclosure Protection

The *'Personal Information International Disclosure Protection Act' of Nova Scotia* (PIIDPA, creates obligations for the Town of Bridgewater and its service providers when personal information is collected or used and disclosure of personal information. Provisions related to PIIDPA requirements are included in the contract terms. A copy of the Act is available online at: http://nslegislature.ca/legc/statutes/persinfo.htm

4.4 CONFLICT OF INTEREST

The Town reserves the right to disqualify any proponent that in the Town's sole opinion has an actual or potential conflict of interest or an unfair advantage in respect of this RFP, whether existing now or is likely to arise in the future, or may permit any such proponent to continue and impose such terms and conditions on that proponent, as the Town in its sole discretion may require.

Proponents are required to disclose, to the RFP Contacts, any potential or perceived conflict of interest issues immediately upon becoming aware of any such conflict.

4.5 SPECIAL CONDITIONS

This Expression of Interest (EOI) is issued solely for information-gathering and market-sounding purposes. It is not a tender, request for proposals, call for offers, or other competitive procurement process and is not intended to create any contractual or legal obligations between the Town and any respondent.

The Town reserves the right to shortlist, negotiate with, and seek additional information from one, several, or none of the proponents responding to this EOI. The Town may discontinue discussions at any time and is not obligated to proceed with any land disposition.

No legal rights or obligations shall arise until a definitive Purchase and Sale Agreement has been negotiated, approved, and executed by all required parties.

5.0 SUBMISSION INFORMATION

To help ensure consistency in proponent responses and facilitate the evaluation process, the submission should be prepared and packaged, as outlined in the sections that follow.

5.1 SUBMISSION FORMAT

To ensure similarity in Proposal presentation and to facilitate the review of Proposals by the Town of Bridgewater, **proponents are advised to complete the Expression of Interest (EOI) Application enclosed within Appendix B.** This application requests the following information that will inform the evaluation process outlined in Section 6.

A. **Infrastructure Capacity**
While the Town is investing significantly in wastewater infrastructure upgrades, near-term development must be balanced with existing system capacity. Proposals will be evaluated based on their ability to align with and optimize infrastructure availability.

B. **EOI Proponents subject to Purchase and Sale Agreements and Evaluation Framework**
Policy 110 Town of Bridgewater Land Sales & Pricing Policy guides Commercial and Industrial land sales will apply to Bridgewater Business Park North. This policy defines the Town's land sales process and clarifies how the Town of Bridgewater determines and periodically adjusts the selling price of lands zoned for commercial or industrial use (based on prevailing market conditions, demand and costs associated with the development and sale of land) therein to facilitate new employment, business creation and industrial or commercial growth.

This Policy includes the terms of the Purchase and Sale Agreement and Buy-Back Agreement. Policy 110 can be reviewed here on the Town's website.

C. **Development Timeline**:
Guided by Policy 110 and its Buy Back Agreement, the Town requires proponents to meet the following Construction Timeline:
- Commencement of Construction for the entire Commercial Development shall be within sixteen (16) months of the execution date of the Purchase and Sale Agreement.
- Commencement shall be evidenced by the issuance of a Building Permit.
- Substantial Completion for the entire Commercial Development shall be achieved with the issuance of an Occupancy Permit no later than twenty-four (24) months from the execution date of the Purchase and Sale Agreement.
- Completion of Construction for the entire Commercial Development shall be achieved within thirty-six (36) months from the execution date of the Purchase and Sale Agreement.

D. **Anticipated Employees**
Developments within the expanded Business Park are anticipated to generate

incremental, or support retention of existing, employment opportunities. Proponents are requested to provide estimates with the application and will be considered during the evaluation of EOIs.

E. **Organizational Capacity**:
Proponents must demonstrate financial capacity, development experience, and organizational stability sufficient to deliver proposed projects and maintain long-term affordability commitments where applicable.

F. **Consideration for Existing and Relocating Businesses:**
Proponents constrained or impacted in their current, established physical location within Bridgewater, seeking to relocate within the expanding business park can be awarded special consideration during the EOI process. This is reflected and accommodated for within the EOI evaluation framework and application.

G. **Pricing:**
The Town has undertaken an appraisal of the property within this Expression of Interest and acknowledges that the proponent may propose a purchase price that reflects investment necessary to render the property developable**.**

The price and sale of Town-owned land will follow the statutory provisions under section 51 of the Nova Scotia *Municipal Government Act*, regarding the sale of municipal property, and in particular, if any potential sale is at a price of less than fair market value, then Council will be required to pass the corresponding resolution and conduct a public hearing.

Informing this EOI and any forthcoming Agreements for Purchase and Sale, the Town will:

- Disclosure of any and all environmental reports in its possession from the last 5 years for the potential purchaser (and any professional advisors) to review. That said,
    - the Town is providing any reports on a “without prejudice” basis and will not accept any liability (whether direct or indirect) relating to such reports. While any potential purchaser may review the Town’s reports, they are ultimately responsible for their own “due diligence”, including, but not limited to, environmental investigations/diligence. However, no on-site investigations will be conducted by potential purchasers without the express written consent of the Town.

    - All potential purchasers are expressly aware that the subject lands are being offered “as is, where is” without any representations or warranties, and expressly, without any environmental representations or warranties by the Town pursuant to the Nova Scotia *Environment Act*, and that the purchaser

will assume all obligations of a land owner under the Nova Scotia *Environment Act* and absolve and/or indemnify and/or hold harmless the Town as to any further obligations pursuant to the Nova Scotia *Environment Act* and/or any related legislation.

H. **Added Value**
Describe any additional community benefits, innovative approaches, or value-added elements that further strengthens and leverages the overall growth and development of Bridgewater.

I. **APPLICATION FORM MUST BE COMPLETED AND INCLUDED** – found within Appendix "B"

5.2 SUBMISSION INFORMATION

a. The deadline for proposal submission is **3:00 p.m. local time Tuesday, September 22, 2026.**

b. The Town of Bridgewater has implemented a new eProcurement platform called Bonfire. All vendor submissions must be uploaded electronically to:

https://bridgewater.bonfirehub.ca/portal/?tab=login

c. Hard copy proposals will not be accepted. All proposals and accompanying documentation will become the property of the Town and may not be returned. Late proposals will not be accepted, nor will additional time be granted to any individual vendor.

d. For a quick tutorial on how to upload a submittal, visit: Creating and Uploading a Submission to Bonfire

6.0 EOI EVALUATION AND SHORTLISTING FRAMEWORK

The purpose of the evaluation is to identify proponents with whom the Town may enter discussions regarding a potential disposition and development of the subject lands.

The Town will evaluate submissions to determine which proponents best demonstrate the capacity, experience, financial strength, and development concepts that align with the objectives of the Business Park North initiative. Shortlisted proponents may be invited to participate in discussions, submit additional information, or enter negotiations regarding a potential land disposition in the form of a Purchase and Sale Agreement per Policy 110.

When evaluating proposals, the weighting of the applications shall be based on the following:

Criterion		Weight
Technical Response:		
Existing Relocating Bridgewater Business	Currently operating within Town relocating to support expansion/ease constrains for growth	10
Employment Creation	Number and quality of jobs created	20
Assessment Value	Projected assessed value of completed development achieves minimum of $350,000 / acre	15
Concept Plan Alignment	Conformity with intended land uses and economic objectives	10
Development Timeline	Ability to meet Policy 110 timelines	10
Experience and Qualifications	Capacity to execute project successfully	20
Purchase Price	Offer reflects market value at minimum	10
Added Value	Sustainability, innovation, community benefit	5
TOTAL TECHNICAL SCORE		**100**
	Maximum Value	**100**

Proponents may also be required to participate in an interview and submit references.

The Town reserves the right to discontinue negotiations and engage with other proponents at any time.

7.0 SIGNATURE

Dated this _____ day of _____2026.

_____
Name of Firm Proposing (SEAL)

_____
Address

_____ _____
Address Telephone

_____
Signature – Name and Title Printed

_____
Signature – Name and Title Printed

_____
Witness – Name and Title Printed

Note: *Proposals submitted by or on behalf of any Corporation, must be signed in the Name of such Corporation by a duly authorized officer or agent, who shall also Subscribe their own name and office. AFFIX seal.*

APPENDIX "A"

Stantec Consulting Ltd.
10240 Highfield Park Drive, Dartmouth NS B3A 0A

May 6, 2026

File: 121417360

Donna Hatt, Economic Development Officer
Town of Bridgewater
60 Pleasant Street
Bridgewater, NS B4V 3X9

Dear Ms. Donna Hatt,

Reference: Contaminated Lots Summary for Expressions of Interest - St. Phillips Street, Bridgewater, NS

Further to your request, we have reviewed existing documentation in order to prepare a summary about the lots with contaminated soil for which the Town of Bridgewater will be putting out a request for Expressions of Interest (EOI) for purchase. For the purpose of this summary, we are assuming that the lots in question, Lots C, D, and E, will be consolidated in the future into a single Property Identification Number (PID). Therefore, we will be using the term Consolidated Impacted Lot to describe the area for which the summary applies.

Summary
Previous environmental assessment work at the Consolidated Impacted Lot identified impacts in soil associated with the historical operation of a former incinerator at the property, including disposal of ash, as well as use of the property for dumping of various materials. The incinerator operated from 1976 to 1981, and the property had been used for dumping activities since 1954.
Previous work has been reported in the following documents which are attached to this EOI:

- Phase II Environmental Site Assessment, St. Phillips Street, Bridgewater, Nova Scotia, prepared by Stantec for Nova Scotia Department of Transportation and Active Transit (now Nova Scotia Department of Public Works [NSDPW]), dated April 8, 2021
- Phase II Environmental Site Assessment, St. Phillips Street Connector, Bridgewater, Nova Scotia, prepared by Stantec for Town of Bridgewater, dated May 9, 2023
- Remedial Action / Risk Management Plan, St. Phillips Street, Bridgewater, Nova Scotia, prepared by Stantec for Town of Bridgewater, dated May 17, 2023
- Soil Stockpile Sampling, St. Phillips Street Connector, Bridgewater, NS, prepared by Stantec for Town of Bridgewater, dated January 8, 2026

The results of chemical analysis on soil samples obtained during various phases of assessment have indicated exceedances of Nova Scotia Environment and Climate Change (NSECC) Tier 1 Environmental Quality Standards (EQS) for a commercial site with coarse-grained soil and potable groundwater use. Specifically, there are Tier 1 EQS exceedances in soil of petroleum hydrocarbons (PHCs), various metals (antimony, copper, lead, and zinc), polycyclic aromatic hydrocarbons (PAHs), and dioxins and furans.

Analytical results are provided in the documents listed above. The attached drawing (Base Plan Overview) identifies where soil exceeds the Tier 1 EQS on the Consolidated Impacted Lot.

Regulatory closure was acknowledged by NSECC for the larger lot (PID 60023868), of which the Consolidated Impacted Lot forms a part. Closure is conditional, based on a Risk Management Plan (RMP) being implemented for the impacts which remain on the property above Tier 1 EQS. The RMP would also apply to the Consolidated Impacted Lot. Following consolidation and transfer of ownership, regulatory closure documentation for the new PID will be prepared by the Town of Bridgewater in the name of the purchaser and submitted to NSECC. The RMP requires impacted soil to be capped to prevent direct human contact risk. That closure condition would also apply to the Consolidated Impacted Lot. The cap could consist of a combination of one or more of the following: gravel, asphalt, clean granular fill, landscaping, or building(s). The minimum thickness of cap should be 0.2 metres (m). The RMP also requires that the cap has, at a minimum, annual assessment to confirm that it remains in place, and that immediate re-instatement of the cap be undertaken if assessment indicates damage to the cap.

Regards,

STANTEC CONSULTING LTD.

Don Carey M.Sc., P.Eng.
Senior Principal, Enviromental Services
Mobile: (902) 499-9851
donald.carey@stantec.com

APPENDIX "B"

Bridgewater Business Park NORTH **Expression of Interest Application for Land**, July 2026	
Applicant Information	
Contact Person:	Position/Title:
Phone:	Email:
Mailing Address:	
Business Information	
Company Name:	
Business Type:	☐ Corporation ☐ Sole Proprietor ☐ Partnership ☐ Other: _____
NS Registry of Joint Stock ID Number:	
Years in Operation:	
Legal Counsel (Name/Contact):	
Estimated Annual Sales:	Number of Employees (Current):
Are you/or your current tenant relocating from an existing site in the Town of Bridgewater?	☐ Yes ☐ No *If yes, reason for relocation:*
Land/Development Requirements & Proposed Use	
Amount of Land requested /required (sqft or lot size):	
Zoning Required:	☐ Highway Service Commercial (C9) ☐ Highway Display Commercial (C10) ☐ Light Industrial (M2)
Based on the Bridgewater Business Park NORTH Concept Development Plan included as Figure 1, please encircle/indicate the preferred parcel/area. SEE FIGURE 1 ***Note: Current EOI is specific to Parcel A and Parcel B of Phase I***	
Describe Type/Nature of Business Proposed for the Lot:	
Name of the company anticipated to be operating within the Property:	

Specify Use/ Intended Development:	☐ Transportation & Logistics ☐ Construction & Contractor Support Services ☐ Clean Technology ☐ Retail/Highway Commercial Display ☐ Highway Commercial Services ☐ Other (specify)_____
Describe the type of operations that will be conducted on the property and within the proposed facility(s):	
Does the development plan include Climate Change Mitigation components? Yes/No, please explain:	
How many employees will be located within this development:	
How many **new** full-time jobs within this development:	
Occupancy Type:	☐ Owner Occupied/single occupancy ☐ Owner Occupied – owner & tenant occupancy ☐ Single Tenant ☐ Multiple tenant
Number of buildings to be constructed:	
Footprint size/square footage of each building:	
Estimated Cost of Project Construction:	
Description and/or use of each building:	
Anticipated daily water requirement:	
Anticipated daily wastewater requirement:	
Power Requirements (Kw / MVA):	
Assessed value of the property (land & buildings) expected to meet or exceed $350,000.00/acre?	☐ Yes ☐ No
Purchase Price Offer:	
Development Timeline	
Per the Town of Bridgewater Land Sales Policy 110 (view here), the successful Purchaser (Buyer) will be bound by the terms and conditions of this Policy which will include: *i. Commencement of Construction for the entire Commercial Development shall be within sixteen (16) months of the execution date of the Purchase and Sale Agreement.* *ii. Commencement shall be evidenced by the issuance of a Building Permit or shall be extended to twenty-four (24) months if a Development Agreement is required.* *iii. Substantial Completion for the entire Commercial Development shall be achieved with the issuance of an Occupancy Permit no later than twenty-four (24) months from the execution date of the Purchase and Sale Agreement.*	

Completion of Construction for the entire Commercial Development shall be achieved within thirty-six (36) months from the execution date of the Purchase and Sale Agreement.			
Based on the above, please provide indication of anticipated development timeline:			
Proposed Closing Date (Day/Month/Year):			
Anticipated Commencement of Construction Date: (month/year)			
Anticipated Completion of Construction Date (month/year)			
***Note:** Schedule "B" to the Agreement of Purchase and Sale, Buy Back Agreement states that a finalized Application to Purchase comprises of a Schedule "B" to the Agreement of Purchase and Sale for Lot, specifically the Buy Back Agreement terms and conditions.*			
SIGNATURE OF APPLICANT			
Signature (s):		Date:	
Name and Titles Printed:			
Company:			
FOR OFFICE USE ONLY			
Lot #	# Acres	**Cost/Acre**	Total Price (excl HST)
Deposit Amount required (10% of Purchase Price):			$