



Town of Gore Bay Lease of Commercial Space at 30 Water St



THE TOWN OF GORE BAY REQUEST FOR PROPOSAL

For

Business on the Gore Bay Waterfront

The Town of Gore Bay is inviting creative and forward-thinking individuals or businesses to reimagine a landmark waterfront space.

Located directly on the wharf at the Gore Bay Marina, this 4,051 sq. ft. property has been one of Manitoulin Island's most recognizable commercial locations for more than 33 years.

Formerly home to Canadian Yacht Charters (CYC), the Town of Gore Bay is seeking the right tenant to bring fresh energy and vision to this iconic space and shape its next chapter.

Sealed proposals marked:

“Request for Proposal – Business on the Gore Bay Waterfront – 30 Water Street”

Town of Gore Bay
Attn: Kelly Chaytor : Community Services Manager
15 Water Street, P.O. Box 590
Gore Bay, Ontario, P0P 1H0

For Additional Information please contact:
Kelly Chaytor, Community Services Manager
705-282-2420 x 2
kchaytor@gorebay.ca

The Corporation of the Town of Gore Bay reserves the right to accept or reject any proposal, in whole or in part, and is not obligated to accept the lowest bid. The Town also reserves the right to cancel this call for Proposals at any time.



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1. Introduction

The Town of Gore Bay is looking for business proposals to lease and operate the commercial space located at 30 Water Street, adjacent to the Marina Office at the Gore Bay Harbour.

For more than three decades, this waterfront property has played an important role in shaping the harbour experience for residents, boaters, and visitors. Well recognized throughout the North Channel boating community, the site offers strong visibility and a reputation that has been built over many years. The Town is now seeking a new operator to carry that legacy forward—whether through a concept that complements the marine and visitor economy or introduces something entirely new to the space.

This is a unique opportunity to bring new energy, services, and ideas to a key location within Gore Bay. The selected business will be responsible for proposing and delivering a concept that complements the waterfront setting, activates the space, and contributes to the overall visitor experience. This includes the full scope of planning, setup, operation, and ongoing management of the business within the space.

The purpose of this Request for Proposals is to secure a high-quality operator that will enhance the harbourfront by providing services or amenities that benefit both residents and visitors. This opportunity is intended to activate a key waterfront location during the marina season and beyond, contributing to the overall vibrancy, accessibility, and long-term sustainability of the harbour area. The Town is seeking proposals that demonstrate a strong business concept, operational capability, and alignment with the community's vision for a welcoming and engaging waterfront environment. Proposals should clearly outline how the business will contribute to the vitality of the harbourfront while serving the needs of both residents and visitors.

2. Project Overview

This high-profile waterfront space, offering approximately 4,051 sq. ft., presents an excellent opportunity to establish a business that adds value to the harbourfront experience.

The Town is seeking a proponent with a clear and compelling concept that fits within the marina setting, appeals to both residents and visitors, and brings energy to the waterfront. The successful operator will oversee all aspects of the business, from initial planning and setup to day-to-day operations and ongoing management.

This initiative is intended to revitalize a key waterfront location, encourage economic growth, and further position Gore Bay as a vibrant and welcoming destination within the North Channel.



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The Space

- 30 Water Street, Gore Bay, ON P0P 1H0
- Approximately 4,051 sq. ft. of interior space situated directly on the marina wharf
- Fully serviced with water, sewer, and hydro; internet services to be arranged
- Ideal for seasonal use, with opportunities for extended or year-round operation depending on the proposal
- Site visits are encouraged (refer to section: Site Visit)

We Are Looking For

The Town of Gore Bay welcomes proposals from a wide range of businesses and operators with ideas that will bring value and activity to the waterfront. Potential uses may include:

- Food or hospitality-based concepts (subject to approval)
- Retail focused on marine, outdoor, or visitor markets
- Experiential or tourism-driven businesses
- Creative studios or maker spaces with a public-facing element
- Boat charter and/or boat cruise operations that enhance the waterfront experience

Note: While the space is primarily suited for seasonal use, it does include a heated office area and the potential for a kitchen.

Proposals should:

- Clearly outline a strong and feasible business concept
- Enhance and complement the marina and harbourfront environment
- Appeal to both residents and seasonal visitors
- Activate the space and encourage people to gather and spend time
- Demonstrate the ability to operate and manage the business effectively
- Introduce a unique or creative offering that adds to Gore Bay's waterfront

The Town is open to a variety of ideas and encourages innovative proposals that make the most of this prime waterfront opportunity.

3. What to Submit

Please include the following:

- A description of your proposed business or concept (1-2 pages)
- Summary of relevant background experience (yours and/or your team)
- Anticipated timeline to open
- Proposed lease terms, including rate expectations and desired length
- Contact Information



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The Evaluation Process

1. The evaluation process will be carried out by a committee, who will review and score all the submissions.
2. Evaluation results of submitted proposals and the ranking of proposals will not be disclosed by the Town of Gore Bay after the evaluation process.
3. The Town of Gore Bay will not necessarily accept the highest rent proposal nor any proposal. Any implication that the most financially beneficial proposal(s) will be accepted is hereby expressly negated. As you will see by the evaluation criteria, further below, price is only one aspect of the decision process.
4. The Town of Gore Bay reserves the right to seek clarification of any one or more proposals. As a result, bidders may be requested to:
 - i. Provide additional information
 - ii. Clarify their submission(s)
 - iii. Address specific requirements not adequately covered in their Proposal

4. RFP Evaluation Criteria

Proposals must provide all relevant information to support and demonstrate why their proposal should be preferred by the Town of Gore Bay and how they will bring added value to the community by being selected to lease the available space.

The Town of Gore Bay will evaluate and score proposals based on the following criteria:

1. Introduction Letter	5%
2. Business Plan	30%
3. Fit for Community and/or Facility	50%
4. Rent Proposal	15%
	100%



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5. Site Visit

Proponents can request site visit by contacting Kelly Chaytor.

6. RFP Timeline

RFP Release Date: May 1, 2026

Optional Site Visit: Refer to site visit selection

7. Submission Instructions

Submissions can be delivered in person, by mail or by email to:

The Town of Gore Bay
Attention: Kelly Chaytor
15 Water Street, P.O. Box 590, Gore Bay, Ontario, P0P 1H0
or email to kchaytor@gorebay.ca

8. Terms and Conditions

The Town of Gore Bay reserves the right to accept or reject any or all proposals, in whole or in part, and to cancel this Request for Proposals at any time.

All applicants must adhere to the requirements and timelines outlined in this RFP in order to be considered.

By submitting a proposal, proponents acknowledge and accept that the Town may enter in negotiations with one or more proponents at its sole discretion.