NUNATSIAVUT
kavamanga Government
UKausiligijet, IlukKusiligijet Niuggutuligijellu
Language, Culture and Tourism

Illusuak Café & Gift Shop RFP enquiries

1. **Proponent Question:** The NG supporting a rent free period, start up contribution, and equipment makes it encouraging for someone looking to establish a new business. However, reading that the NG may terminate the agreement without cause with 90 days notice, while the tenant does not have any flexibility or security, creates an extreme financial risk for a new entrepreneur who may be investing personal savings, hiring employees, and leaving existing employment. Would the NG consider amending the agreement to allow the tenant to terminate with reasonable notice, possibly after an initial opening period? Would the NG consider a provision allowing early termination if the business proves financially unsustainable, subject to mutually agreed conditions?

   NG Response: NG appreciates the concern raised. The terms of the Commercial Lease and Operating Agreement will be finalized with the successful proponent following the RFP process. NG is prepared to consider including a reasonable termination right for the tenant, including appropriate notice requirements and conditions, while ensuring sufficient continuity for the operation of the café and gift shop.

2. **Proponent Question:** Questions on sections 11 and 16 (tenant liability for damage): My understanding is that the agreement may extend the tenant's responsibility beyond the designated cafe and gift shop spaces - to other NG property within Illusuak. How would responsibility be determined if an individual who purchased something from the cafe caused damage elsewhere in the building? Would the NG consider clarifying the agreement to distinguish between damage directly attributable to cafe and gift shop operations and incidents occurring within other areas of Illusuak?

   NG Response: The intention is not to make the tenant responsible for unrelated damage elsewhere in Illusuak merely because the individual involved was a café or gift shop customer. The tenant's responsibility is intended to apply where there is an appropriate connection between the damage and the tenant's operations or the acts or omissions of persons for whom the tenant is responsible. NG will consider clarifying this distinction in the final agreement.

3. **Proponent Question:** Could you send a copy of the Inuit Content Factor sheet? It was referenced in the RFP but doesn't appear to be included in the package.

   NG Response: The Inuit Content Scoresheet is now posted as an addendum to this RFP on NG's website.

4. **Proponent Question:** I am interested in submitting a proposal but currently do not have an established business. Can I submit a proposal and identify a sole proprietorship as the intended business structure? Or should this be in place before selection is considered?

   NG Responses: Yes. A business does not need to be formally established before a proposal is submitted. A proponent may submit as an individual and identify a sole proprietorship as the intended business structure. If selected, the successful proponent would be required to complete all necessary business registrations and obtain the required licences, permits, insurance and approvals before commencing operations.

5. **Proponent Question:** The RFP mentions the cafe to operate during the regular public operating hours of Illusuak. Do these hours differ depending on the season? Does Illusuak regularly operate on weekends, evenings, or statutory holidays?

   NG Response: Illusuak will be closed during statutory holidays. While we do not have set hours for the building yet (not until the re-opening of the building), we do expect to be open some evenings and on weekends. This is something that can be discussed. It would be great to be open on mutually agreed upon evenings and weekends, for example – 4-5 evenings a week.

6. **Proponent Question:** Is the NG able to share details about the previous cafe operating hours and staffing levels? This would be helpful to build a staffing plan and payroll budget.

   NG Response: The previous operations were open from 9am – 430 pm, open during lunch two days a week. There was a manager, a cook and two servers/cashiers.

7. **Proponent Question:** The draft lease lists December 2026 as the start of the term, and the RFP anticipates opening in February 2027. Could you clarify when the lease would begin, when the tenant could access the space for set up, and when the rent-free and internet coverage period begins?

   NG Response: The December 2026 date in the draft lease is preliminary and will be updated in the final agreement. The lease commencement date and the date the tenant may access the space for set-up will be confirmed with the successful proponent based on the anticipated opening schedule for Illusuak. The tenant will be provided reasonable access to the space in advance of opening for necessary set-up and preparation. The 12-month rent-free period and NG-funded approved internet service period will begin when the tenant commences operations.

8. **Proponent Question:** Is the NG's $10,000 start up contribution in addition to the furniture, fixtures, and equipment being provided? Is there any cafe or gift shop stock already on hand that would be available to the tenant? For approved purchases within the start up costs, would the NG pay suppliers directly or reimburse the tenant?

   NG Response: The 10,000 start up is in addition to the furniture, fixtures and equipment. There is no inventory of any kind available. For approved purchases, the NG would pay the suppliers directly. NG will work with the operator to purchase any items needed. This would be inventory for café and gift shop. NG will also purchase the coffee machines needed for operation in addition to the 10,000.

9. **Proponent Question:** Is there already a POS system in place? If so, could you share which system it is?

   NG Response: There is no POS in place yet. Once the RFP is awarded in December, NG will work with the successful operator to purchase any supplies and equipment to be prepared for the opening date.

10. **Proponent Question:** After the first 12 months of internet coverage, would the tenant take over the existing service or set up a new account? If there is an existing plan the tenant would take over, could you share the monthly cost?

    NG Response: NG will cover approved internet service costs for the first 12 months of operations. After that period, the tenant will be responsible for its internet service and associated costs. The specific arrangements following the initial 12-month period, including whether the existing service can be transferred or a new account will be required, will be confirmed with the successful proponent.