



SPECIALTY LEASING PROGRAM INFORMATION

How do I become a Specialty Leasing Retailer?

The first step in the selection process requires that you complete the enclosed application form and return it to the Specialty Leasing Department. You will then be contacted by a Specialty Leasing Manager to discuss what opportunities may be available for your particular business. Our Specialty Leasing Program was developed to allow for a constant blending and balancing of a Shopping Centre's merchandising offering. Ivanhoe Cambridge Specialty Leasing is committed to maintaining the integrity of each Shopping Centre Program. Therefore, a thoughtful selection process is utilized to choose the appropriate candidates that, in our sole professional opinion, will best enhance the Shopping Centre(s) in which they are placed.

What kind of commitment do I have to make?

Specialty Leasing Agreements are typically written for three months to one year. These terms can vary depending on the availability within the Program and on the type of business that you offer.

What hours do I need to operate?

All Specialty Leasing Retailers are required to be open and fully operational during the normal Shopping Centre hours as designated by the Mall Management.

Do I need insurance?

Prior to entering in to the Specialty Leasing Program, you will be required to secure a Comprehensive General Liability policy.

This policy must name, Mic Mac Mall Limited Partnership, Ivanhoe Cambridge Inc. and 4239474 Canada Inc. as additional insureds.

This policy must be on an "occurrence" basis, including personal injury, bodily injury, property damage, contractual liability and standard non-owned automobile coverage. The policy shall be written with inclusive limits of not less than Three Million Dollars (\$3,000,000) for common area retail space.

What about presentation?

An appealing, innovative, and professional presentation is essential and will immediately tell the customer the story about your merchandise. Remember, you have three seconds to catch their attention. This is achieved through fixturing and display. Sufficient inventory must be displayed at all times to maximize sales, maintain the quality of your presentation and uphold the integrity of the Specialty Leasing standard.

Who provides my utilities?

The Shopping Centre will provide standard electrical service of 20 amps, sufficient to operate the lighting needs of your MRU or kiosk unit, your cash register and credit card processing equipment.



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Where will my MRU or Kiosk be located?

The exact location of all MRUs and Kiosks are at the sole discretion of the Licensor and they are subject to relocation at any time that this might be required.

What if I am looking for In-line Store Space?

Upon receipt of your completed application, A Specialty Leasing Manager will contact you. Each store space is unique and they are individually negotiated based on the particular needs of your business as it relates to the needs of the Shopping Centre.

2020 SPECIALTY LEASING RATES

MRU CARTS

	Base Rent	Promotion Fund	Percent Rent
January-March	\$1,200	\$60	12%
April-June	\$1,600	\$80	12%
July-September	\$1,800	\$90	12%
October	\$2,000	\$100	12%
November	\$4,000	\$200	12%
December	\$5,000	\$250	12%

SPECIALTY LEASING KIOSK (10' x 10')

January - October	\$1,000 per week	\$60	12%
November - December	\$1,600 per week	\$96	12%

** Seven week minimum for Holiday kiosks*

PARKING LOT -	\$10,000 per day	n/a	n/a
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PROMOTIONAL- Kiosks (10X10)

January - July	\$2,000/ mo.	n/a	n/a
August - September	\$3,300/ mo.	n/a	n/a

INLINE LOCATIONS

Negotiable

* Rates subject to change without notice*



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2020 SPECIALTY LEASING APPLICATION

Company/Owner Information

Lease Term: From _____ To _____
(month/day/year) (month/day/year)

Business Name:
(Legal Company Name and registered #) _____

Operating Name: _____

Contact Name: _____

Business Address: _____

Email Address: _____

Telephone: Home: _____ Bus: _____

Cell: _____ Fax: _____ Other: _____

Proposed Business Terms

Description of Business: _____

Type of Unit Desired: _____ MRU _____ Kiosk _____ In-Line _____ Other

Phone Line Required: _____ Yes _____ No

If available, do you require storage at additional cost: _____ Yes _____ No



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Retail Business Experience

Have you ever had a retail business before in a Shopping Centre? Yes No

If so, please list the location and dates:

Location 1: _____ Dates _____

Location 2: _____ Dates _____

Location 3: _____ Dates _____

What type of business did you have? MRU Kiosk In-Line

What were the average sales in your most recent business?

Month(s) of : _____ Sales: \$ _____

Month(s) of : _____ Sales: \$ _____

Please list any other sales training, business experience and/or education:

References

Please list business reference that may be contacted

Name: _____ Phone #: _____

Name: _____ Phone #: _____

Name: _____ Phone #: _____



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Merchandise/ Product/ Service Line/ Sales

Briefly explain your retail concept, business identity and/or theme. Please provide a list of your merchandise to be sold along with your projected average monthly sales.

(Please attached pictures and/ or brochures of your product or service)

Visual Merchandising

Describe the visual merchandising plans for your retail location

Type of Fixtures _____

Colour Scheme _____

Props _____

Signage _____

Visual Merchandiser Contact information

Name: _____ Phone #: _____

Email: _____

Thank you for expressing an interest in leasing space at Mic Mac Mall

Please complete this Application and submit it to
Marc Cheverie, Manager, Specialty Leasing and Partnership
By email: marc.cheverie@ivanhoecambridge.com