

SPECIALTY LEASING 2017 Rate Card

Mayfair Shopping Centre's Specialty Leasing Program is the largest and most vibrant in all of Victoria. The hallmarks of this success are heavy customer traffic, a high standard of visual presentation, a well balanced retail mix, and great customer service. The intent of the program is to offer short-term, low risk opportunities for retailers to feature trendy, innovative, impulse-buy products and services that aren't available in the shopping centre's permanent stores. It can also provide a great way to move seasonal merchandise or test market a new retail concept. Contact Mayfair Shopping Centre today to explore how you may take advantage of this prominent and effective program.

Rates

Mayfair Shopping Centre's Specialty Leasing Program offers a dynamic range of options that feature low start-up costs, competitive lease rates, and flexible term lengths. There are many ways to benefit from an association with Vancouver Island's most successful shopping centre. Customize your package to suit the needs of your business.

MRUs

Mayfair Shopping Centre has an inventory of 12 Merchandising Retail Units (pre-built carts). They can be configured with various types of shelving to suit your merchandising needs.

January – May	\$3,000/month
June –October	\$3,300/month
November	\$5,000/month
December	\$6,500/month

Mayfair provides a standard electrical service of 15 amps which is sufficient to power the lighting, cash register, and credit card processing equipment associated with your MRU or kiosk.

Kiosks

Custom build a kiosk to create a unique professional and eye-catching look for your retail operation. Mayfair Shopping Centre accepts kiosks that measure up to 10 feet long by 10 feet wide, with a counter height of 4 feet. To learn more about the design criteria, please request a copy of Mayfair's kiosk design program.

January – October	\$1,200/week
November - December	\$16,000/TERM

8 week commitment required for Nov/Dec only booking for both Kiosk and MRU

Merchandising

Mayfair Shopping Centre has a very high standard for visual merchandising. A display plan must be approved by Mayfair in advance of your move in date.

In-Line Stores

In-line spaces occasionally become available for temporary lease. The demand for temp stores is traditionally very high – and so are the potential rewards for running a successful shop in a centre such as Mayfair. If you have the right merchandise, a very strong merchandising plan, and can fill a niche in Mayfair Shopping Centre's retail mix, your store idea might be of benefit to everyone.

Rates may vary according to season, location, and square footage. Contact the Specialty Leasing Manager to explore potential opportunities.

Additional Charges

Percentage Rent: 15% of Sales over a natural breakpoint will apply to all temporary leases. (Percentage Rent is additional rent to be paid by the retail tenant as a percentage of gross sales over a defined period of time, after first giving credit for the Base Rent (also know as Breakpoint) previously paid.)

Insurance: All retailers must secure a certificate of insurance with comprehensive general liability, personal injury, property damage, contractual liability, and standard non-automobile coverage, with \$2,000,000 liability and the following names added to the additional insured: 4239440 Canada Inc., Ivanhoe Cambridge Inc. and Mayfair Shopping Centre Limited Partnership. A copy of insurance must be submitted prior to move in date.

Utilities: It is the responsibility of the Licensee to arrange and pay for the hook up of (and ongoing monthly charges associated with) a phone line and/or wireless internet connection.

GST: 5% Goods and Services Sales Tax is in addition to the schedule fee.

Promotional Fees: Licensee will pay to Merchant's Association / Promotion Fund in advance to set up in the amount of 5% (plus GST) to schedule fee.

Security deposit: Prior to move in, each retailer must pay a security deposit in the form of a certified cheque or money order. Following completion of your full term, the amount will be refunded (less any damages to Mayfair property), within approximately 4 – 6 weeks.

Contact : Barbara Dobbyn
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MAYFAIR

SPECIALTY LEASING 2017 Application Form

Legal business name: _____

Operating name: _____

Contact person: _____ Contact phone: _____

Cell phone: _____ Fax: _____

Email: _____ Mailing Address: _____

Merchandise and product line(s):

Space requested: MRU (cart) Kiosk In-line store Display

Desired start date: _____ Desired end date: _____

Business Reference 1:

Name: _____ Title: _____

Phone: _____ Email: _____

Business Reference 2:

Name: _____ Title: _____

Phone: _____ Email: _____

Shopping centre experience: _____
