



Municipality of the District of St. Mary's

Box 296, 8296 Highway #7, Sherbrooke, NS B0J 3C0
(P) 902-522-2049 (F) 902-522-2309 (E) info@saint-marys.ca

Expression of Interest Development of Pharmacy Services Spring 2026

1. Introduction

The Municipality of the District of St. Mary's (the "municipality") is exploring options to support the long-term provision of pharmacy services, including by making municipal property available.

Qualified proponents (developers and/or developments teams) are invited to submit Expressions of Interest (EOI) to the Municipality.

This EOI has two primary components:

1. The establishment of a sustainable pharmacy presence within the municipality, and
2. The potential acquisition and use of municipal property.

2. Background

The Municipality of the District of St. Mary's is a rural coastal municipality located along Nova Scotia's Eastern Shore. Known for its natural beauty and rich history, the municipality provides essential services to residents across a broad geographic area. Sherbrooke functions as a regional hub for surrounding communities, offering key services, amenities, and community infrastructure such as a hospital, nursing home, seniors' assisted living, grocery store, and restaurants among others. The Municipality is committed to supporting sustainable growth and ensuring continued access to essential services for its residents.

The municipal population of just over 2,000 residents swells due to local tourist destinations such as Sherbrooke Village, Nova Scotia's largest outdoor museum, and many other attractions. The St. Mary's River, known for its scenic beauty and ecological significance, is a key natural asset offering opportunities for paddling, ecological research, wildlife viewing, and outdoor recreation.

Given low waiting times and dedicated hospital staff, residents from surrounding communities outside the municipality visit St. Mary's Memorial Hospital for emergency services. Pharmacy services have been part of the Sherbrooke community since at least the late 19th to early 20th century, reflecting a long-standing local reliance on access to essential health services.

In summer 2025, the existing pharmacy in Sherbrooke transitioned to a temporary location due to structural issues with the leased building. Since that time, the pharmacy has operated from a



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modular facility, with limited services. Re-establishing a full-service pharmacy over the long-term is a priority for the community.

The municipality owns property at 8164 Highway 7, Sherbrooke (Property Identification (PID) 37501871; Assessment Account Number (AAN) 04147405) (the "property"). Council has declared the property surplus and will consider proposals from proponents for the purchase of the property. The property is required to be used to support community and economic development objectives, which could include a pharmacy, housing, or other beneficial development.

The municipality intends to consider proposals from one or more Proponents who desire to acquire the property and develop, in the location of the property at 8164 Highway 7 or another location within the municipality, a pharmacy that will stay in the municipality over the long-term.

3. Opportunity

Proponents are invited to submit concepts for the development of a pharmacy within the municipality.

Proponents may propose:

A pharmacy as a standalone development; or

A mixed-use development (e.g., pharmacy + housing or other uses)

The municipality is not seeking to partner directly with a pharmacy operator. Proponents are expected to establish any required relationships with pharmacy tenants or operators independently.

The Municipality has not prescribed specific requirements regarding the size, scope, or range of services to be provided as part of a pharmacy or regarding the duration for which a proponent is willing to maintain pharmacy services in the Municipality. Proponents are expected to define the proposed scale, functionality, and service offering of the pharmacy within their submission, including the types of products and services that would be made available to the public. Submissions should demonstrate how the proposed approach would support a sustainable and appropriate level of service for the community and the minimum period of time, if any, for which the proponent is prepared to commit to having pharmacy services available on site.



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If rezoning is required to fulfill the Proponent's proposed approach, it will be considered by the municipality on application by the Proponent in accordance with municipal by-laws. If required, the municipality will treat such a requirement by a Proponent as a condition precedent to closing.

The municipality will consider the proposal which most successfully meets the goals set forth in Section Six (6) of this EOI, provided that such Proponent is found to be qualified to carry out its proposal and its proposal fully complies with the requirements of this EOI (said Proponent being hereafter referred to as the "Selected Developer"). Proponents are invited to submit proposals in accordance with the terms and conditions of this EOI. The municipality may, but is not required to, consider proposals that have variations from the requirements of this EOI.

The municipality in no way warrants the suitability of the property for any particular use, past or current and irrespective of past or current zoning, whether or not the intended use is disclosed.

The municipality intends to sell the property as per the Municipal Government Act requirements, thereby eliminating all ownership and operating costs associated with the property.

It is not the intention of the municipality to demolish any structures prior to sale of the property.

The successful Proponent will be responsible for obtaining any and all permits from all relevant authorities that may be a requirement for any proposed changes. The proponent is responsible for making themselves aware of all relevant zoning, building, and permit requirements and ensuring compliance with regulations.

Proponents' meeting/site visit will be conducted as noted in Section 12 Schedule of Events. To schedule a site visit, proponents **must** email procurement@saint-marys.ca by no later than the date stated in Section 12 Schedule of Events.

4. Municipal Role

The municipality's role is limited to:

Conducting a fair, open, and transparent process;

Determining the disposition of municipal property in accordance with applicable legislation and policy; and

Evaluating proposals based on overall benefit to the municipality.



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The municipality makes no commitment to, and has restrictions under the Municipal Government Act, from some or all of the following:

Providing financial incentives;

Entering into partnerships with proponents or operators; or

Accepting any proposal submitted.

5. The Property

The property located at 8164 Highway 7, PID 37501871, AAN 04147405, is being made available for sale to the successful Proponent, subject to Council approval, compliance with applicable legislation, and the municipality's [Disposal of Real Property policy](#).

A Site Plan is available at Appendix 1.

The property is offered for proposals for purchase strictly in "as is" condition. Proponents are also solely responsible to satisfy themselves as to the suitability of the property for their intended or potential future use.

Proponents may propose:

Development of a pharmacy on this property; and/or

Alternative uses for the property (e.g., housing or other beneficial use)

The municipality makes no representation or warranties with regard to the condition of the property or its suitability for any particular purpose. In particular, but without limitation, the municipality makes no representation with regard to the environmental condition of the property or the existence of any hazardous materials that might be located on or about the property. The successful proponent and purchaser of the property will be deemed to accept any and all risks of ownership, including any limitations for future use.

The Municipality does not accept any liability for any costs, expenses or losses occasioned by condition or use of the Property after sale, however arising or for costs incurred in responding to this Request for Expressions of Interest.

The current zoning of the property is Mixed Use (MU). The lot is serviced by municipal water and sewer facilities.



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Alternative municipal property may be made available as an incentive to development of the pharmacy, upon request of the Proponent. A list of other potentially available municipal property is available upon request.

6. Municipal Objectives

The municipality's objectives are:

- The creation of a pharmacy within the municipality; and
- The disposition of this property in a manner that will maximize the social and economic benefit to the municipality. This goal will be pursued, according to legislation and Policy, and through evaluation of the best interests of the municipality and its citizens by the consideration of, but not limited to, the following:
 - a. The nature of the pharmacy services to be provided and the minimum period, if any, for which the proponent is prepared to commit to maintaining pharmacy services on site;
 - b. The social and economic development, planning, and civic needs of the municipality;
 - c. Consideration of the interests of the surrounding neighborhood and community;
 - d. The selection of a Proponent with the demonstrated experience, and financial resources (which may require a performance bond or other indicia of financial backing) appropriate for the successful development of a project of this magnitude and importance.
 - e. Consistency with the municipality's objective to ensure developments are environmentally and financially sustainable and compliant with the Municipal Planning Strategy (MPS) and Land Use By-Law. Examples of Council's goals are found in the MPS and may also include the following:
 - Protect the unique characteristics of the community;
 - Control land use and development in a manner that will preserve, enhance, and protect both the natural and man-made environments of the community;
 - To improve, expand, and maintain municipal services and facilities according to acceptable standards and to the extent of the community's financial capabilities;
 - To encourage economic development in the Plan area;
 - To encourage economic growth through tourism;
 - Sustain local commercial operations; and
 - Support the availability of residential housing stock.



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Rezoning or a signed development agreement may be required and will be considered by the municipality on application by the Proponent in accordance with the Municipal Planning Strategy and Land Use Bylaw.

7. Submission Guidelines

Proposals must be submitted to the municipality via email to:
procurement@saint-marys.ca

Proposals must be submitted to the Municipality in the manner set out in this document no later than the date and time stated in Section 12, Schedule of Events, Atlantic Standard Time. Proposals submitted after this deadline may be rejected. The Municipality's time clock will be assumed to be correct.

To ensure similarity in Proposal presentation and to facilitate the review of Proposals by the municipality, Proponents are expected to respond to all of the components in the following Submission Format section and to include, in the submission, the response instructions/content as provided in that section.

If a given question is not applicable to your proposal, simply enter "not applicable" as your response.

The municipality reserves the right to reject any proposal according to its sole and unfettered discretion including any proposal that is incomplete and/or does not follow the format outlined, and to waive any non-compliance with this request for Expressions of Interest. The criteria listed below do not signify that each criterion must be satisfied in order for a proponent to be successful, but are intended to provide an opportunity and format for including reference to criteria that can be fulfilled.

Submission Format:

A. Cover Letter

B. Executive Summary

- Name or legal company name, mailing address, phone number, and email address of organization submitting the proposal



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- Name and title of contact person for the organization, including phone number(s) and email address
- Brief overview of your organization/company and its relevant experience
- Description of similar development work
- Include a summary of your understanding of this development opportunity and the municipality's objectives
- Highlight the key features of your submission, allowing the evaluation team to quickly gain an overall perspective of your proposal, prior to reviewing it in detail
- Complete and include Signature form included below

C. Proposed Development Concept & Benefit to Community

- Proposed Use of the property at 8164 Highway 7, PID 37501871, AAN 04147405
 - Business plan or at minimum, a plan of use statement
 - Positive economic and/or social impact on the municipality must be indicated
 - Demonstrated value added to the community
 - Performance and time milestones should be indicated
 - Any conditions to which the purchase would be subject
 - Purchase price offered
 - Downpayment (See Section 9.c. below)
- Description of proposed pharmacy development concept
 - Location (municipal property or alternative), scale, and functionality of the pharmacy
 - Extent to which the proponent has established, or is actively pursuing, arrangements with a pharmacy retailer, tenant or operator, including any confirmed partnerships, letters of intent, or ongoing discussions, and the level of certainty that a pharmacy tenant/operator will be secured as part of the proposed development
 - Performance and time milestones should be indicated
 - Proposed scale, functionality, and service offering of the pharmacy,



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including the types of products and services that would be made available to the public

- Submissions should demonstrate how the proposed approach would support a sustainable and appropriate level of service for the community. This should include the minimum period of time, if any, for which the proponent is prepared to commit to having pharmacy services available on site, and outline the approach for interim services to be provided.

D. Experience, Qualifications & References

- Years of experience in relevant development
- Demonstrated Financial capacity, stability, and evidence of access to capital or financing commitments
- Experience with affordable housing development or government housing programs (if applicable)
- Organizational capacity (board governance and experienced staff, for non-profits if applicable)
- For partnerships: identification of all partners, and their roles
- Professional experience and qualifications of team members who will be assigned to this project, including curriculum vitae
- List of clients (including municipalities) that you have provided similar service to within the last five years along with brief summary of projects
- **Three (3) references** for any work done by your firm in the past three years that is similar in nature, complexity and size to the requirements specified in this EOI. Provide the name of each project reference, along with their phone number, fax number and email address. The project reference information provided should identify key details about the projects conducted.
- References for the Selected Proponents may be contacted and considered in the award decision, as well as previous performance history in relation to the municipality.

E. Added Value

- Describe any additional community benefits, innovative approaches, or value-



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added elements such as enhanced sustainability or energy efficiency features, innovative construction materials or methods, enhanced accessibility features, additional contributions to community housing objectives, partnerships with local service providers, or other innovative approaches or benefits to the community.

F. Cost/Price

- Price being offered for the municipal property, in Canadian funds, excluding HST if applicable
- Direct effect to the municipality from future potential tax revenue, and any other relevant financial considerations.

8. Evaluation

Based on the evaluation of submissions received, a short list may be determined, and those Proponents selected may be invited to present their proposal to the municipality. The purpose of the presentation would be to clarify, confirm and reinforce the written proposal and may result in adjustment to the initial evaluation scores.

The municipality reserves the right to shortlist proponents, request additional information, enter into discussions with one or more proponents, or not proceed with any proposal.

Proponent will be required to enter into a subsequent Purchase and Sale Agreement upon award of the Proposal by Council.

a. Evaluation of Proposals

In submitting the proposal, the proponent recognizes the municipality has the right to reject any or all proposals or to accept any proposal, or portion thereof, deemed to be in its best interest.

All responses will be evaluated by staff, with a recommendation being made to Council at the following Council or Committee of the Whole Meeting.

Municipal Council shall have sole and final authority over selection of the successful proponent.



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b. Representations & Advice

The municipality, its employees, agents and officials cannot counsel, advise or inform any proponent about the Property, nor the content of any proposal, except as provided by these instructions. No information, instruction or representation, except as provided within or in accordance with these instructions shall be binding on the municipality.

9. Conditions

It is the responsibility of the proponent to review this document and any attachments included regarding this property that have been made available for background purposes only and on a Without Prejudice basis. No representation is made or implied for any reports or materials as to their accuracy, completeness or thoroughness. The proponent shall be responsible to inspect the property and to accept the property "as is". In submitting a response to the EOI, the proponents acknowledge that they are not relying on the municipality about the condition of the property and will make their own investigations on the condition of the property or its suitability for development. As a condition of submitting a proposal, the proponent specifically acknowledges that they have no claim against the municipality, or its employees as a result of the condition of the property.

a. Not an Offer

This EOI does not constitute an offer to sell or lease the property, nor a solicitation of offers to sell or lease the property or any portion thereof. This EOI shall not create any legal relations between any Proponent, or any person or entity considering a response to this EOI.

For greater certainty, the municipality shall not incur any obligation or liability on account of any submission made or contemplated in connection with this EOI (nor shall any proposal be deemed accepted) unless and until an agreement setting forth all the terms and conditions of a transaction has been fully negotiated by Council or its authorized representatives and a written agreement incorporating such terms and conditions has been fully executed and unconditionally delivered by all the parties thereto and all necessary consents and approvals have been obtained.



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No Proponent shall withdraw their proposal after the closing date of this EOI, but up until that time a Proponent may withdraw their proposal without penalty or cost. No Proponent may submit more than one proposal to this EOI.

b. Offers Contingent on Agreement of Purchase and Sale

The prospective purchaser agrees to enter a formal Agreement of Purchase and Sale containing conditions not limited to the requirements of this Expression of Interest. A formal Agreement of Purchase and Sale will be developed by the municipality's solicitor and is subject to successful execution by the purchaser. The municipality reserves the right to include any clauses in the Agreement which it deems necessary or appropriate in the best interests of the municipality. Purchase and Sale Agreement shall be executed within 90 (ninety) days of award.

An agreement of purchase and sale will be presented to the successful proponent to contain the accepted terms of sale pursuant to the response to this request for Expressions of Interest or as may be negotiated with the successful proponent. The successful proponent will be obligated to execute a written agreement prior to proceeding with the sale. Unless otherwise agreed by both parties, the proponent's submission content shall be and become terms of the sale along with the terms and conditions of this Expression of Interest.

c. Down Payment

Upon being determined to be an initially successful proponent ("Selected Developer"), prospective purchasers will be required to provide a down payment of ten (10) per cent of the offered price in the form of a certified cheque payable to "Municipality of the District of St. Mary's". The municipality will keep all certified cheques for a period of thirty (30) days. The municipality reserves the right to extend this period to ninety (90) days for any proposal or proposals requiring additional negotiation. The municipality reserves the right to retain any down payment should the developer wish to cancel their offer prior to the aforementioned expiry date.



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d. Taxes

The property and associated lands will be taxed according to the Municipality of the District of St. Mary's Tax Rate and by-laws and will be based on the Province of Nova Scotia Property Valuation Assessment Services' Assessment Values.

e. Costs, Permits and Approvals

Under no circumstance shall the Municipality of the District of St. Mary's be liable for any of the costs of any Proponent or the Selected Developer in connection with preparing a proposal in response to this EOI, negotiating with the municipality, or otherwise participating in this EOI process.

The Selected Developer shall be solely responsible for all their costs in participating in this EOI, the development of their Proposal, and any related or associated costs resulting from being chosen as the Selected Developer and furthermore for the following costs and expenses, which may not be a complete list and is not meant to be a complete list nor to limit the generality of the responsibility for costs by the Proponents or Selected Developer: legal fees and disbursements associated with purchasing the property, the cost of any surveys desired by the Selected Developer, and any permit costs. See the municipality's [Disposal of Real Property Policy](#) for additional information regarding costs.

The Selected Developer shall also be responsible for payment of their costs and expenses in connection with this EOI, the closing of any transactions relating to the disposition of the property, and the design and construction of improvements on the site. Fees and disbursements of outside counsel, engineers, appraiser, consultants, and financial and real estate advisors retained by the Proponent shall be paid by the Proponent.

Notwithstanding anything in the preceding paragraphs, the Proponents and Selected Developer shall be liable for all their costs of every nature and kind, without indemnity by the municipality whatsoever, without regard to whether or not there is a successful closing of a Purchase and Sale transaction arising from this EOI or any subsequently negotiated Agreement of Purchase and Sale.



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f. Environmental Issues

Disposition of the property may trigger the need for an environmental review or approval. All costs and expenses associated with compliance with the Province of Nova Scotia Department of Environment (NSE) shall be the responsibility of the Selected Developer. The Selected Developer shall be solely responsible for determining if an Environmental Assessment is warranted and to what level of detail.

The Selected Developer shall be responsible for all environmental conditions and agrees to accept the site in its existing condition. The Municipality of the District of St. Mary's will not be responsible for any costs of environmental remediation and/or management whether or not such remediation and/or management are required by the NSE.

g. Buy Back Agreement

Unless other arrangements have been agreed to in writing by the municipality, the successful proponent will enter into a Buy Back Agreement with the Municipality that gives the Municipality the right, but not the obligation, to buy back the property at the price paid by the purchaser less the Municipality's legal fees and other costs as defined in the Agreement of Purchase and Sale, if any of the following occurs:

- Construction of the proposed development does not commence within 12 months of closing; or
- Pharmacy services, which may be temporary in nature, are not made available by the Selected Developer or their partner pharmacy tenant/operator within the municipality within 12 months of closing; or
- Construction of the proposed development is not complete within 36 months of closing; or
- The Selected Developer ceases to provide Pharmacy Services during a term to which it has committed to maintain them.

h. Addenda and Addenda Acknowledgement

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

If, at any time, the municipality changes, revises, deletes, clarifies, increases, or otherwise modifies this opportunity, a written Addendum to the opportunity will be made available



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in the same manner as the original EOI. Proponent shall acknowledge that it has received all addenda issued during the proposal process.

The municipality reserves the right to:

- Accept or reject any proposal whatsoever on whatever basis the municipality deems fit in its complete and unfettered discretion and regardless of the aforementioned criteria;
- To consider proposals whatsoever including non-conforming proposals and to give additional time to any individual proponent if the municipality deems it to be in the municipality's best interest to do so;
- To terminate the Call for Expressions of Interest process without choosing a proponent;
- To negotiate with any proponent that the Municipality wishes to in its unfettered discretion;
- To cancel this Call for Expressions of Interest at any time, before or after the Deadline for Submissions; and
- To request further information from any, or all, proponents.

10. Process and Next Steps

This EOI is intended to assess market interest and inform potential next steps. Following this process, the municipality may proceed with a more formal procurement process or enter into discussions with selected proponents.

This EOI does not constitute a formal Request for Proposals (RFP) or a commitment by the municipality to dispose of any lands. Specifically:

- The municipality is not committing to sell or lease any land as a result of this EOI process
- The municipality reserves the right to proceed with a subsequent competitive RFP process, negotiate directly with selected proponents, or with alternative proponents if the initially successful proponent is unable to reach an agreement with the Municipality or otherwise fails to complete, or may 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 Council authorization



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11. Scoring Criteria

Proposals will be evaluated based on the following criteria:

Criterion	Weight
Minimum Standard	10%
Proposed Development Concept & Benefit to Community	35%
Experience, Qualifications, & References	30%
Added Value	10%
Cost/Price	15%
TOTAL	100%

The proposals will be evaluated by representatives of the Municipality of the District of St. Mary's in their sole discretion. All responses will be evaluated by staff, with a recommendation being made to full Council at their following meeting. Municipal Council shall have sole and final authority over selection of the successful proponent.

Definitions of Criteria

Minimum Standard The extent to which the submission meets the basic requirements of the EOI, including completeness, clarity, and responsiveness to the requested information. Submissions must demonstrate a clear understanding of the opportunity and provide sufficient detail to be meaningfully evaluated.

Proposed Development Concept & Benefit to Community How will the proposal provide a service to the municipality's citizens. Includes quality, feasibility and overall merit of the proposed development, including the plan of use, location, scale, and functionality of the pharmacy as well as the use of the property at 8164 Highway 7. Includes consideration of continuity of pharmacy services to the municipality during the development phase, as well as proposed timelines.

Experience, Qualifications & References The proponent's demonstrated experience, expertise, and capacity to successfully deliver the proposed development, including demonstrated financial capacity, relevant project experience, team qualifications, and performance on similar projects as evidenced by references.

Added Value Any additional features or benefits that enhance the proposal beyond the core requirements, including innovation, design quality, complementary uses, or contributions that provide increased value to the municipality and residents.



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Cost / Price The amount being offered for the property, as well as the direct effect to the municipality from future potential tax revenue, and any other relevant financial considerations. The financial package with the best assessed economic return to the municipality will be awarded the highest points for this criterion.

12. Schedule of Events

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

Expression of Interest Issued	1 May 2026
Deadline to Request Site Visit by emailing procurement@saint-marys.ca	4pm, 20 May 2026
Optional – Proponents' Meeting/Site Visit	Week of May 25-29
Inquiry Deadline	4pm, 5 June 2026
Inquiry Response Deadline	4pm, 12 June 2026
Submission Deadline	4pm, 19 June 2026
Review Period	22 June – 3 July 2026
Decision by Council	15 July 2026



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13. SIGNATURE

Dated this _____ day of _____ 2026.

Name of Firm Proposing (SEAL)

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.*

