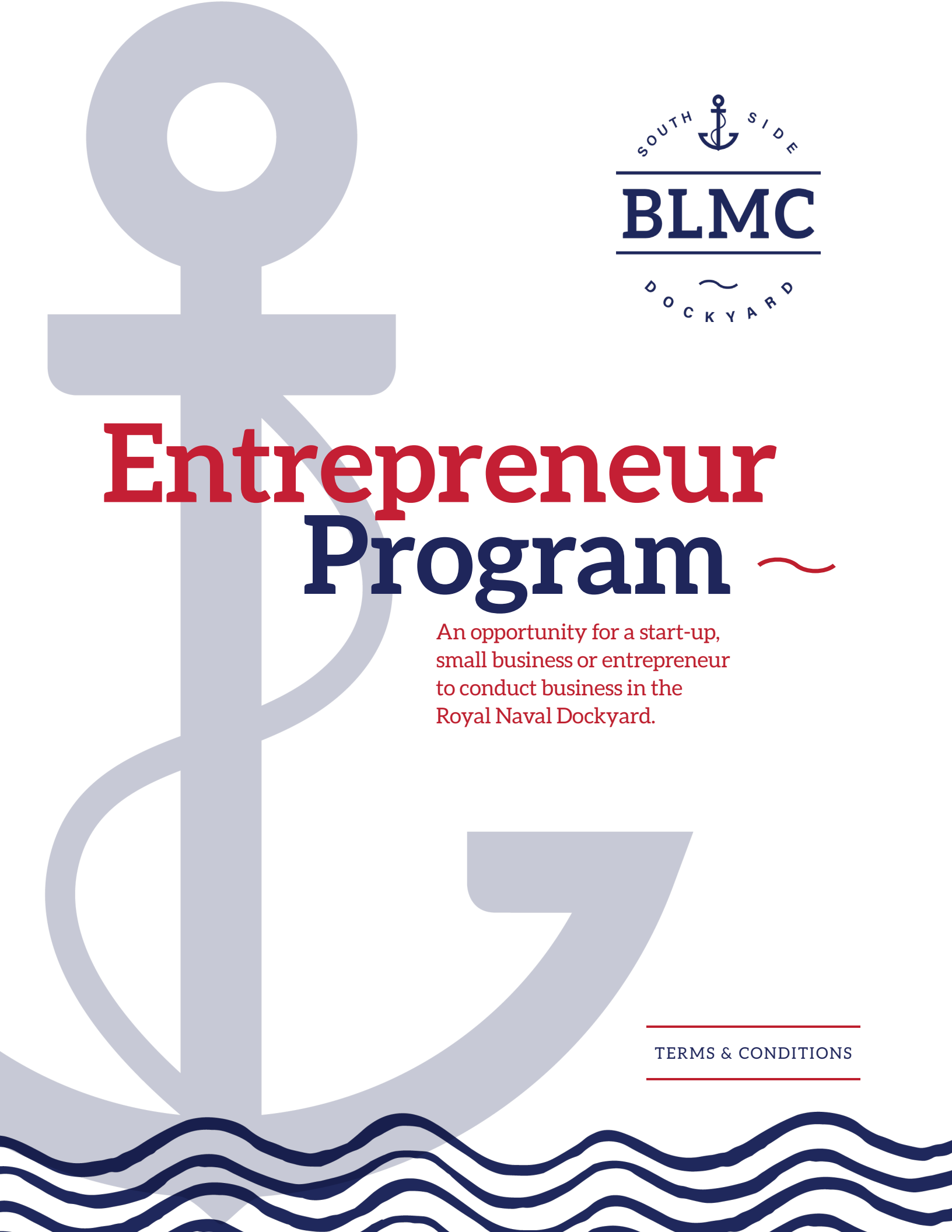




Entrepreneur Program ~

An opportunity for a start-up,
small business or entrepreneur
to conduct business in the
Royal Naval Dockyard.

TERMS & CONDITIONS



Program Overview

The Dockyard Entrepreneur Program (formerly the Vendor Program) allows small local businesses to operate a vendor space in Bermuda's premier cruise ship destination. It supports new and growing businesses transitioning toward full retail operations.

Licenses are awarded at the discretion of BLMC and are time-limited, with no guarantee for renewal. Approval of an application results in a license, not a lease, and does not confer long-term entitlement to any vendor space.

There are 10 vendor spaces: six on Dockyard Terrace by the ferry and four in the Fun Zone by the playground. Each space is a 10 ft x 10 ft concrete pad with access to electricity and water. Vendors are assigned spaces based on product/service type and availability.

Vendors are responsible for all setup, equipment, and structures, and any structures placed must be supplied by the vendor and approved by BLMC. All vendors must comply with program rules, safety regulations, and environmental guidelines.

License Duration

- New vendors may apply for a one or two year license.
- All returning vendors will be issued a one-year license.
- A one-year license will start on April 1, and end on March 31 of the following year. Two-year licenses start on April 1, and end on March 31 of the second year
- Each vendor may participate for up to three years, after which priority is given to new applicants.

Vendor Requirements

- Vendors must meet core operating hours of 10:00am–4:00pm when cruise ships are in port; extended hours and non-cruise days are optional.
- Vendors must pay a refundable deposit equal to one month's summer rent at the time of license signing.
- Vendors are required to pay rent on a monthly basis.
- Vendors must provide their own tent, tables, chairs, and any other required equipment to operate.
- All equipment must be removed from the concrete pad daily unless a temporary or movable structure has been approved by BLMC.
- Vendors must be able to remove or relocate all structures and equipment in the event of inclement weather, a named storm or hurricane, or upon request by BLMC, within a specified time frame.

Program Pricing

Fees	Dockyard Terrace	Fun Zone
Summer Rent (Apr - Oct)	\$850/month	\$600/month
Winter Rent (Nov - Mar)	\$425/month	\$300/month
Refundable Deposit	\$850	\$600
Service Fees*	\$200/month	\$200/month

*Service fees apply only for vendors with structures on their pad; daily removable set ups are exempt.

Application Process & Timeline

The application timeline outlined below will take effect in May, 2026 for the 2027 season. All applications for the 2026 season are due by the end of January, 2026.

Month	Stage
November	BLMC advertises any available vendor positions in the entrepreneur program for the upcoming season. Winter Season Starts
December	Vendor application must be submitted by end of month
January - February	Applications are reviewed by a panel and successful vendors are awarded a vendor license. Unsuccessful vendors are notified.
April	Summer Season Starts

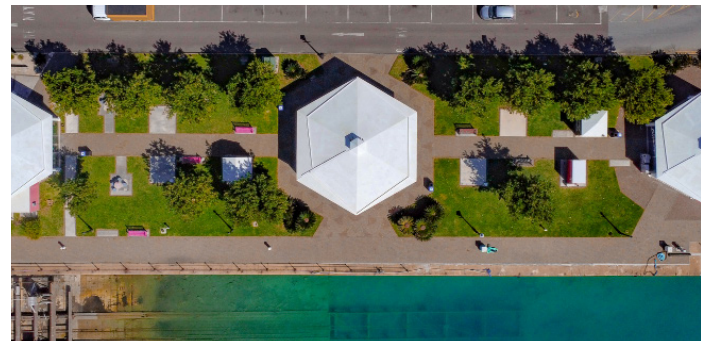
Application Submission Requirements

All required components must be submitted in order to be considered or applicant risks immediate rejection.

- Fully completed application form.
- Photographs of product and/or service proposed.
- Photos, plans, or illustrations of the proposed setup or presentation (e.g., branded tent, table skirt, kiosk).
- Copies of any required licenses or permits, which are the responsibility of the applicant to obtain.
- A selected license duration as successful applicant will be required to work for the entire license duration.

Reasons for Immediate Application Rejection

- Applicant is not Bermudian or the Spouse of a Bermudian.
- Applicant is not in good financial standing with BLMC and does not pass BLMC credit checks.
- Applicant has previously vended in Dockyard or Southside and did not comply with program rules, including late or missed payments or failure to submit sales.
- Applicant is a former BLMC commercial or residential tenant with a history of poor compliance, customer service, or late payments.
- Proposed products or services directly compete with an existing Dockyard business or licensed vendor.
- The vendor application submitted is incomplete.



Acceptance Criteria Weighting

The Selection Committee will meet and assign points per vendor application based on the criteria listed below. The highest scoring vendors will be selected. The maximum score a vendor can be awarded is 25 points.

The acceptance criteria are as follows:

Product/Service Reflects Traditional Bermudian Heritage - 3 points

- Is this product Bermuda centric?
- Does this product or service reflect Bermuda's vibrant culture?
- Does this product educate the consumer on Bermuda in any way?

Previous Market Experience - 5 points

- Any proven popularity with consumers?
- What is the perceived demand within the West End (tourists and locals to be considered)?
- Has this vendor been in Dockyard before?

Product/Service is Hand Crafted and/or Locally Made - 2 points

- Is this product assembled in Bermuda, but made elsewhere?
- Is this product entirely produced in Bermuda?

Product/Service is of a High Quality - 6 points

- Is this product/service representative of the professional standard with which Dockyard as a destination desires to be known?
- Is this product/service appropriate for viewing by all ages and demographics?
- Is this product/service offensive to any culture and demographics?
- Are the prices for the product/service reflective of the level of craftsmanship and perceived quality?

Product/Service is Unique - 4 points

- Consider the overall mix and balance of all in Dockyard.
- Consider the season availability of the product/service.
- What is the perceived consumer demand?
- Is there a limited opportunity to obtain the product elsewhere?

Overall Product/Service Presentation/Setup - 5 points

- Is the presented set-up professional and clean?
- Is the presentation reflective of the standards we hold for Dockyard as a destination?

Product/Service Categories

These categories are used to support the selection process and avoid product or service duplication. While there are six categories and ten available spaces, selection is not limited to one vendor per category, and some categories may not be represented at all.

The categories are as follows:

- Clothing/Accessories: adult, children, leather, accessories, etc.
- Health & Body: skin care, soaps, scents, salts, makeup, etc.
- Consumables: food/beverage, bakery, alcohol, etc.
- Handmade, Artisan: arts and crafts, jewellery, toys/games, etc.
- Non-Profit Organization/Charity: churches, fund raisers, etc.
- Other: environmental, pet, household, audio/video, etc.



Vendor Program Penalties

Penalties will be applied in the circumstance that agreed to terms are not met.

Broken License Term	Penalty
Payments not received on time	Fee of \$50 incurred on each individual late payment
Core daily hours when cruise ship in port are not met	Fee of \$100 incurred for each individual instance to a maximum of 7 instances. On the 8th instance, vendor risks immediate contract termination without refund of rent or security deposit.
Unapproved products/services on sale	Risk of contract termination immediately without refund of rent or security deposit
Lending/sharing space without permission	Risk of contract termination immediately without refund of rent or security deposit
Creating damage or pollution to the environment	Risk of contract termination immediately without refund of rent or security deposit and a clean up fee
Products/services spilling over the restricted rented area	A warning will be administered. If behavior persists, the vendor will run the risk of contract termination immediately without refund of rent or security deposit.
Monthly Sales Reports not handed in on time	Risk of contract termination immediately without refund of rent or security deposit



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