



AGREEMENT BETWEEN SARNIA-LAMBTON BUSINESS DEVELOPMENT CORPORATION

&

GRAND PRIZE WINNER OF THE “WIN THIS SPACE” LAMBTON CONTEST

Eligibility:

The contest is open to all legal residents of Ontario who are 19 years of age or older and residing in Lambton County at the time of submitting an entry to WIN this Space.

Business proposed may be a sole proprietorship or partnership. However no franchises, multi-level marketing businesses, nor individuals intending to take over an existing business are eligible to participate. If the proposed business will be run as a partnership, only one partner will apply to the WIN this Space competition. The business may be a start-up or an existing business lacking a permanent storefront.

Applicants must commit to signing a minimum one year lease with one of the spaces which are available for lease at the time the competition has ended.

Candidates must have submitted a written entry to the competition by **Friday, August 4th at 5pm** to have their business considered in the competition. If the entrant wishes, they may submit a supplementary video to augment their application, between 1-3 minutes in length. The video submission is *optional*. The candidate must signify at the time of initial application whether they wish to compete for a space in Sarnia, ON or a space in Forest, ON.

The Adjudicating Committee will select the top ten businesses to advance to the second phase of competition where they will participate in a series of 4 (four) mandatory sessions on fundamentals of Business Operations, presented by Sarnia-Lambton Business Development Corporation and select WIN this Space partners.

Official Rules and Regulations:

In kind prizes awarded, including gift cards, professional services or credits, are non-transferrable and not redeemable for cash. In kind prizes may have expiry dates. Date extensions will not be granted. Printed Business Plans submitted for consideration for the WIN this Space competition may not be returned.

The Adjudicating Committee will review all completed business plans and other supporting documents submitted by the applicants. Decisions, judgements and selections of the committee are at the discretion of the committee and are final. By participating in the competition, each applicant agrees to these Official Rules and to all decisions of the Adjudicating Committee, which are final and binding.

Sarnia-Lambton Business Development Corporation and its' project partners reserve the right to use all participants' names, likenesses, pictures, voice, biographical information, written submissions and written or oral statements, for advertising or promotional purposes without additional compensation unless required by law.

By submitting an application for and entering the competition, each applicant advancing to the final phase of the competition must submit proof of their financial status and a background/reference check to the Sarnia-Lambton Business Development Corporation.

Sarnia-Lambton Business Development Corporation and its' partners are committed to provide support and counselling services to any viable business entering the competition, whether or not that business wins WIN this Space.

All Applicants are asked to identify any potential conflicts of interest with Sarnia-Lambton Business Development Corporation when submitting their application. By discussing a potential conflict, WIN this Space organizers can clarify with the applicant whether it could be an issue that may disqualify their eligibility.

WIN this Space contest rules and regulations are subject to change and updates without notice.

If selected as the Grand Prize Winner, the candidate agrees to accept the prize award from Sarnia-Lambton Business Development Corporation and its' program partners, however, the Sarnia-Lambton Business Development Corporation will make the lease payments directly to the landlord(s). The Grand Prize Winner will not receive funds directly.

Should the situation arise, The Grand Prize Winner's business must show a viable budget detailing their ability to generate any remaining income needed to cover expenses over and above the lease payment provided by WIN this Space.

The lease agreement and term will be agreed upon by the landlord/property agent and the candidate and will not involve the Sarnia-Lambton Business Development Corporation or its' program partners.

If the Grand Prize Winner closes the business prior to the first year, all remaining payments toward the monthly lease amount will be returned back to Sarnia-Lambton Business Development Corporation and its' program partners and the remaining prize amount will be offered to one of the runners-up.

Application and Selection Process:

Sarnia-Lambton Business Development Corporation and its' program partners/Adjudicating Committee can select up to 20 applicants to advance to the semi-final phase for consideration and to receive a series of 4 (four) mandatory Business Fundamentals training sessions. All other applicants, not advancing further in the competition will be informed in writing of their elimination from the competition.

The semi-finalists may obtain further assistance with their final business plan submission from other services during the competition if desired. Any costs associated with these services will be at the candidates own expense, and not reimbursable. One on one mentoring and counselling on business plan refinement will be provided, free of cost, to all candidates by Sarnia-Lambton Business Development Corporation.

The semi-finalists must submit business plans and supporting documentation to Sarnia-Lambton Business Development Corporation, electronically or in person by **5pm on Friday, September 22nd, 2017**

The Adjudicating Committee will choose 10 finalists who will be expected to participate in a live finale presentation. The finalists will present their respective business plans to the adjudicating committee where they will be expected to demonstrate via a business plan presentation how the business will be structured, marketed, etc. Date TBA

During this presentation, the finalists will be prepared to answer pertinent questions from the committee and demonstrate product, service and overall business acumen as well as discuss financial forecasts for the purpose of sustaining a minimum one year lease commitment.

Following the live finale presentation, the Adjudicating Committee will select 2 (two) businesses as Grand Prize Winners – one awarded a Sarnia location, one awarded a Forest location. The winning entries will be paid out in the form of monthly cheques paid directly to the landlord(s).

In the event a Grand Prize Winner cannot make suitable leasing arrangements to set up their business within 60 days of winning the Grand Prize, the prize will be awarded to an alternate winner as selected by the Adjudicating Committee to fulfil the role of the winner.

The Grand Prize Winner will be provided a list of locations and the winner must then negotiate with the property owner(s) and construct a working lease agreement no later than **November 3rd, 2017**. If the Grand Prize Winner does not achieve a grand opening on or before **January 2, 2018**, the prize package is forfeited and will be awarded to a runner up by the Adjudicating Committee.

By accepting the Grand Prize package the winner releases and discharges the Sarnia-Lambton Business Development Corporation and its' project partners, sponsors, information providers, content providers, advertisers, promotional and marketing agencies and all their respective employees, officers, directors, representatives and agents from any liability or damage due in whole or in part to the award, acceptance, possession, use or misuse of the Grand Prize or from participation in this competition.

Information regarding Grand Prize Winner(s) will be posted on the WIN this Space website **winlambton.com** and will be released to the public through media advisories and other oral and written venues, including Social Media.

Winner's Obligations:

The Grand Prize Winner will be obligated to:

- Execute a minimum one-year lease for a retail/service/office in a WIN this Space site in Sarnia or Forest
- Be open to the general public no later than **January 2, 2018**
- Operate during normal business/ customary business hours for the term of the lease.

The Grand Prize Winner may not be sublet any part of the leased space during the first year of operation, unless outlined in the business plan submitted and approved by the Adjudicating Committee on the winning entry.

I, (SIGNATURE BOX) Grand Prize winner of WIN this Space, have read the above, and confirm that I meet the eligibility requirements of the WIN this Space Lambton competition and will abide by the rules and regulations and winner's obligations as set forth in this document.

Grand Prize Winner of WIN this Space

Date

Witness

Date