

Specialty Leasing Programs

Our Specialty Leasing Program opens the doors to a dynamic retail opportunity with low start-up costs and no long-term commitments. It is a chance to get your trendy, unique, impulse products or services onto one of our Merchandising Retail Units (psst..they are those great little carts located in various locations throughout our Shopping Centre.)

"What a fantastic opportunity to move seasonal merchandise, test new markets and new retail concepts!" This low risk, short-term commitment makes it easy for any aspiring entrepreneur to live out their retail dreams...

Specialty Leasing is all about creating and establishing possibilities for our retailers and their customers by providing innovative retail venues and merchandising methods for success in today's fashion forward retail environment.

"This could be your little store"

for more information please contact:

Barbara Cady

Manager, Specialty Leasing Department
bcady@morguard.com



Questions & Answers....

How do I become a Specialty Leasing Retailer?

The first step in the selection process requires that you complete the application form on the back of this brochure and return it to the Coquitlam Centre Administration Office. You will then be contacted by Barbara Cady to discuss what opportunities may be available for your business.

What kind of commitment do I have to make?

Terms can vary depending on availability or type of business. The minimum commitment is one week for Zone 1 and 6 months for Zone 2 - Fashion Wing.

Do I need Insurance?

Yes, a copy of liability insurance for \$3,000,000.00 naming both Morguard Investments Limited & Pension Fund Realty Limited as additional insured, is required **prior** to execution of License Agreement.

What hours do I need to operate?

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

What about presentation?

An appealing, innovative and professional presentation is essential, this is achieved through fixturing & display. Sufficient inventory must be displayed at all times to maximize sales, maintain the quality of your presentation and uphold the integrity of our Specialty Leasing Standard. You may require a merchandising professional in order to maintain this standard at the request of the Specialty Leasing Manager. *A mandatory one time fee is required for professional cart signage, which is created for you through the mall. Fee: \$60.00 + HST*

Who provides my utilities?

The Shopping Centre will provide standard electrical service of 15 amps, sufficient to operate the lighting needs of your MRU or kiosk unit, your cash register and credit card processing equipment. Inline tenants are billed directly for Hydro based on usage.

Rates & Dates

MRU = Carts * Kiosk = 10x10 floor spc * Inline = Store

Where will my MRU or Kiosk be located?

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

I already have my own kiosk...can I use it in your program?

Providing your kiosk meets the design criteria of the Specialty Leasing Program, we can discuss what opportunities may be available. Please be sure to include a picture of your kiosk along with its dimensions with your completed application.

What are the rates?

The Greater of 15% gross weekly sales or: Merchandising Retail Units (Carts)

Dates	Zone 1	Zone 2
Jan-Feb	\$525.00	\$585.00
Mar-May	\$585.00	\$650.00
Jun-Aug	\$695.00	\$750.00
Sep-Oct	\$585.00	\$650.00
November	\$900.00	\$1100.00
December	\$1600.00	\$1800.00

Kiosks (10x10 floor space)

Jan-Oct	\$1,000.00
November	\$1,600.00
December	\$2,000.00
Event Central	\$4000.00 / 4 days
Event Central Dec	\$5000.00 / 4 days

Note: Our Christmas Program has an 8 week requirement.

Vehicle Display & Parking Lot Shows ~ weekly

Single Vehicle	\$500.00
(+) Vehicles	\$350.00
Parking Lot-SW	\$4,000.00
SW + Additional	\$6,000.00

Inline Store Spaces

Rental rates vary per location - 15% of gross sales applies.

For Additional Information please feel free to check out
@www.coquitlamcentre.com

Application Form ~

Date: _____

Company Information

Legal Name _____

Operating Name _____

Business Address: _____

Tel: Home: _____ Bus. _____
Cell: _____ Fax: _____
Other: _____ Email: _____

Proposed Business Terms

Description of PRODUCT: _____

Type of Unit Desired:

MRU Kiosk In line
(cart) (10x10 floor spc) (store)

Lease Term:

From: _____ To: _____

Phone line required?

YES NO

If available do you require storage at an additional cost?

YES NO

Retail Business Experience

Have you had a retail business in a Shopping Centre?

YES NO

If so please list the location & dates:

Location: _____ Dates: _____

What type of business did you have?

MRU Kiosk Inline
(cart) (10x10 floor spc) (store)

References:

Please list business references that may be contacted

Name: _____ Phone: _____

Name: _____ Phone: _____

Merchandise/ Product Line

Briefly describe your retail concept, business identity and
attach any photos you may have.

Type of Fixtures: _____

Color Scheme: _____

Props & Signs: _____

Projected Sales

What are your projected Monthly sales for this mall? _____

Average Sales

Holiday Term (November - December) \$ _____

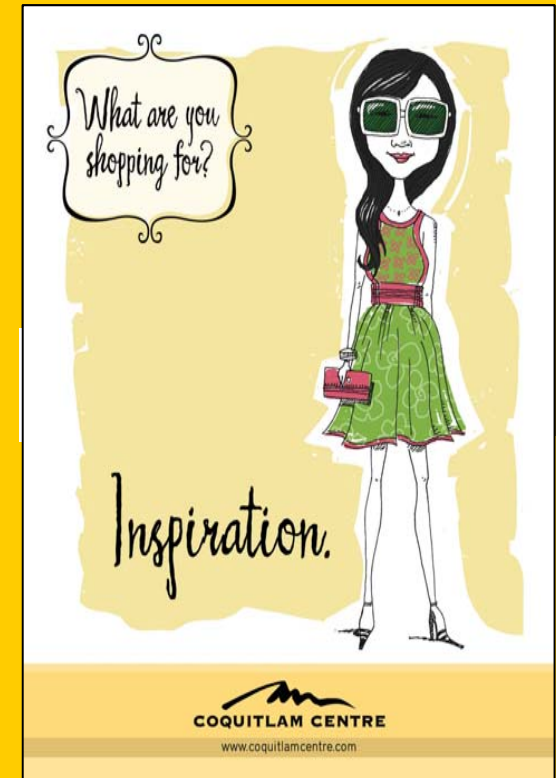
PLEASE RETURN THIS APPLICATION ALONG WITH:

Photographs, catalogue cut sheets or any other material
that reflects your product which you would like to submit in
consideration of your proposal for a retail location at
Coquitlam Centre.

As agent for the owner of Coquitlam Centre, Morguard Investments Limited ("Morguard") is committed to maintaining the security and confidentiality of personal information in accordance with applicable privacy legislation and our Privacy Policy. By completing this form, you are consenting to Morguard collecting, using and disclosing your personal information in order to identify and communicate with you, for such other purposes as may be necessary in order to provide you with the products and/or services you have requested, and for any other purposes where you consent or where such collection, use or disclosure is permitted or required by law. You represent that you have all necessary authority and/or have obtained all necessary consents from any other individuals about whom you have disclosed personal information to Morguard in order to enable us to collect, use and disclose such personal information to fulfill the purposes described above. For further information regarding Morguard's, personal information handling practices, please refer to Morguard's Privacy Policy at www.morguard.com.

Specialty Leasing Form

Do you have a unique product or
business idea?



"This could be your little store"