

VAUGHAN MILLS

Specialty Leasing Program Information Common Area

Experience the new wave of Specialty Leasing at Vaughan Mills Shopping Centre. The Mobile Retail Units (MRUs) have been designed to be a chic platform for you to expand your business. Let us help you select the right location to promote your retail concept and test market new products with minimal overhead costs.

How do I become a Specialty Leasing Retailer?

The first step in the selection process requires that you complete the enclosed application form and return it to the Specialty Leasing Manager. You will then be contacted by the Specialty Leasing Manager to discuss what opportunities may be available for your particular business. Our Specialty Leasing Program was developed to allow for a constant blend and balance of the Shopping Centre's merchandising offering.

Ivanhoe Cambridge and Jones Lang LaSalle are committed to maintaining the integrity of each Shopping Centre's Program. Therefore, a thoughtful selection process is utilized to choose the appropriate candidate that, in our sole professional opinion, will best enhance the Shopping Centre(s) in which they are placed.

What kind of commitment do I have to make?

Specialty Leasing Agreements are typically written for three months to one year. These terms can vary depending on the availability within the Program and on the type of business you offer.

How are the rates structured?

Each Shopping Centre has its own unique Fee Schedule based on the particular characteristics of that property. These include profile, location, demographics and tenant mix. Specialty Leasing Retailers are responsible for a monthly Gross Fee, which is payable at the first of each month. In addition, you will pay a percentage of your sales over a natural breakpoint (a threshold which is calculated against your Gross Fee) each month. The Specialty Leasing Manager will discuss this further. Specialty Leasing Retailers are also responsible for paying a Promotional Fund, which is payable at the first of each month.

What hours do I need to operate?

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

Do I need insurance?

Prior to entering into the Specialty Leasing Program, you will be required to secure a Comprehensive General Liability policy. **This policy must name Ivanhoe Cambridge II Inc., Jones Lang LaSalle Real Estate Services Inc. as Additional Insureds.** This policy must be on an "occurrence" basis, including personal injury, bodily injury, property damage, contractual liability and standard non-owned automobile coverage. This policy shall be written with inclusive limits of not less than Two Million Dollars (\$2,000,000) for common area retail space and Three Million Dollars (3,000,000) for in-line spaces.

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What about presentation?

An appealing, innovative and professional presentation is essential and will immediately tell the customer the story about your merchandise. Remember you have 3 seconds to catch their attention. This is achieved through fixturing and display. Sufficient inventory must be displayed at all times to maximize sales, maintain the quality of your presentation and uphold the integrity of the Specialty Leasing standard. The Specialty Leasing Manager will work with you to achieve the best presentations.

Who provides my utilities?

The Shopping Centre will provide standard electrical services of 20 amps (120 Volts) in the common area, sufficient to operate the lighting needs of your MRU or kiosk unit, your cash register and credit card processing equipment.

Where will my MRU or Kiosk be located?

The exact location of all MRUs and Kiosks are at the sole discretion of the Licensor, where space is available, and they are subject to relocation at any time that this might be required.

What if I am looking for in-line store space?

Ivanhoe Cambridge/JLL offer a variety of in-line store opportunities based on availability. Upon receipt of your completed application, a Specialty Leasing Manager will contact you. Each store space is unique, and they are individually negotiated based on the particular needs of your business as it relates to the Shopping Centre.

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.

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Specialty Leasing Application

For further information please contact:

Mina Cisternino
Manager, Specialty Leasing & Partnerships
mina.cisternino@jll.com

Complete and return this form along with any additional information to:

Attention: Specialty Leasing Manager
Vaughan Mills,
Management Office
1 Bass Pro Mills Drive
Vaughan, Ontario
L4K 5W4

Or by fax to 905-879-1888

REQUIRED INFORMATION

Legal Company Name: _____

Company Address: _____

Description of Business: _____

Website (if applicable): _____

Social Media Handles (if applicable): _____

TYPE OF UNIT DESIRED

MRU/Cart Kiosk In-Line/Pop-up Store Activation Event

PLEASE INCLUDE THE FOLLOWING WITH YOUR APPLICATION

- PHOTOS of products
- PHOTOS of current location
- PHOTOS of previous events/set-up

If available, do you require storage (this is an additional cost to the tenant): Yes No