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East Coast Lobster Moves to Westfort Location!



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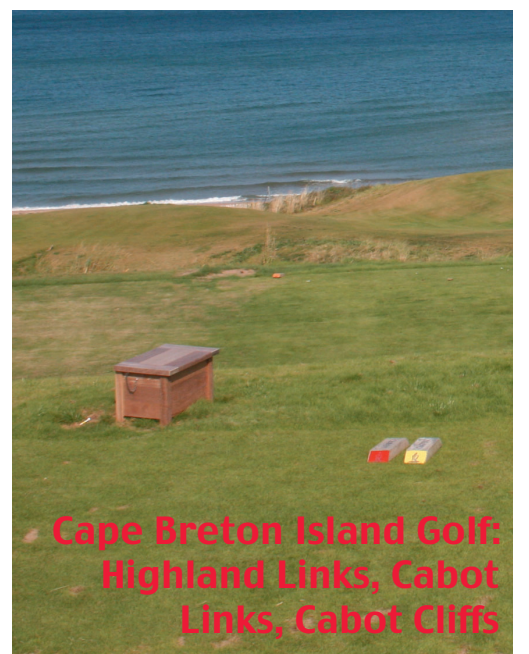
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MV FEDERAL FRANKLIN SETS NEW RECORD AS EARLIEST INTERNATIONAL SHIP IN PORT OF THUNDER BAY



Cape Breton Island Golf: Highland Links, Cabot Links, Cabot Cliffs

The Construction Climate in Thunder Bay and area

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May Feature - A special feature highlighting the upcoming construction season for our area.

Ascend Accelerator helps entrepreneurs turn business ideas into reality

Lakehead University recently celebrated graduates from its fourth cohort of the Ascend Accelerator program, hosted by the Ingenuity incubator space.

This year's cohort saw four student-led Thunder Bay and Orillia-based ventures navigate their way through the entrepreneurial journey. The businesses range from augmented reality (AR) and virtual reality (VR) software development to sustainability consulting services, and Airbnb cleaning solutions.

Along with funding from the John Dobson Foundation, students were provided with a platform to transform their ideas into tangible realities. Participants received mentorship and weekly workshops and were held accountable to milestone goals created over the 10-week program, which ran from January to March.

Ingenuity manager Alyson MacKay said it was exciting to help the students develop their businesses. "I continue to be amazed at the talent that we are seeing in our students. The level of commitment and passion I have seen from these participants is



incredible and I look forward to continuing to work with them," she said.

Nestar is one of four new businesses sup-

ported through Ascend. Created by Joshua Sanchez and Aliss Chavarri, the Thunder Bay-based business specializes in providing rental solutions that enhance the renting experience for both landlords and tenants.

Nestar's user-friendly website provides automatic payment facilities, electronic lease signing, and a sophisticated matching system with integrated background checks to connect the right tenants with the right landlords. The business is committed to setting new standards in the rental industry and transforming the way people rent and manage properties in Thunder Bay.

"The Ascend Accelerator program has had a profound impact on our company, allowing us to navigate challenges and seize opportunities we never thought possible," Sanchez said.

"Their spaces, webinars, and connections provided us with the resources and knowledge needed to develop, launch and grow our business. We are truly grateful for their dedication to our success and recognize the countless entrepreneurs who would greatly benefit from this program. Thank you for believing in us and helping us turn our vision into reality."

Sidney Howlett started Sidney Howlett Consulting in Orillia to help organizations navigate the complex landscape of climate action. Her firm delivers a comprehensive suite of services including consultation on

climate action and sustainability strategies, professional development workshops, public speaking engagements, and informed research support.

"From access to a lawyer to review my service contracts to guidance in developing my website, the mentorship, funding, and workshops have been instrumental in establishing my business," Howlett said. "I have already had my first successful climate action consultation with a school board and can't wait to see the impact my services have thanks to the support of the Ascend Accelerator Program."

Bryan Wong's venture, Sprout Circle, is pushing the boundaries of technology by developing cutting-edge interactive AR/VR solutions that revolutionize education, offering students and professionals alike an unparalleled opportunity to explore and comprehend complex concepts in an immersive 3D environment.

Lesly Gunasekara's Lavender and Luxe Cleaning Services specializes in premium cleaning services exclusively for Airbnb hosts. From swift turnovers to deep cleaning between guest stays, they ensure Airbnb properties maintain the highest standards of cleanliness.

For more about Ingenuity, visit www.lakeheadu.ca/centre/ingenuity.



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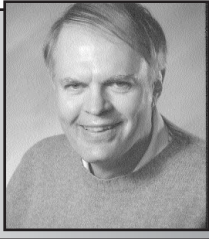
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**Publisher's
Note
Scott
Sumner**



Former record of March 30th was set in 2006.

On Thursday, March 28th, 2024, the M.V. Federal Franklin made history by

MV FEDERAL FRANKLIN SETS NEW RECORD AS EARLIEST INTERNATIONAL SHIP IN PORT OF THUNDER BAY

afternoon following its morning arrival, the ship and its crew were warmly received with the traditional Top Hat Ceremony, a time-honoured tradition at Port of Thunder Bay. The ceremony took place at Thunder Bay Terminals, where the vessel is tak-



becoming the earliest international vessel (i.e. 'salty') to arrive in Port of Thunder Bay, surpassing the previous record set on March 30, 2006. That

ing on a load of Canadian potash bound for Brazil. The nearly-new Federal Franklin was commissioned in





Marcus Powlowski

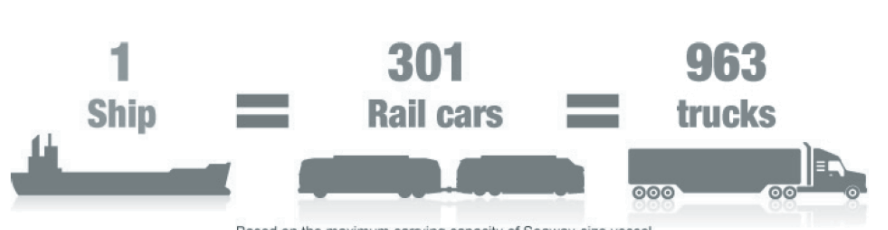
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2021 into the Fednav fleet of Seaway-max bulkers. Fednav is Canada's largest oceangoing bulk shipping company and its fleet accounts for 40% of salty vessel calls to Port of Thunder Bay.

Captain Rohit Khosla and Chief Engineer Jyotirmay Santra were cordially welcomed by the Port of Thunder Bay team and honoured with the presentation of the ceremonial Top Hat by Port Board Chair Pat Bushby. The afternoon was marked by further gestures of appreciation, including gifts and heartfelt words of welcome from various esteemed guests representing the Province of Ontario, the City of Thunder Bay, Mission to Seafarers Thunder Bay, and Thunder Bay Shipping.

This event constituted the second Top Hat Ceremony of the week, as Port of Thunder Bay traditionally hosts two ceremonies annually: one to commemorate the first arrival of a domestic vessel and another to celebrate the first international vessel of the season.

The Construction Climate in Thunder Bay and area



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Steady Work for Local Construction Industry in Thunder Bay Area

BY SCOTT A. SUMNER
Thunder Bay BUSINESS

Harold Lindstrom is the General Manager & CEO of the Construction Association of Thunder Bay. He is a professional engineer and been in the position for 25 years. I asked him some questions on the local construction market.

We have several large projects ongoing right now in Thunder Bay?

“Yes we have several large projects ongoing. The new prison is a huge

project and the biggest one we have ever had in NW Ontario including the size of mining projects here. The construction value of the project is somewhere between \$1 and \$1 1/2 billion because it is a design build operate contract with the Ontario government. They are using as many local trades as available. The local subtrades have ongoing other local clients they have to serve as well. They are estimating that on full operation the prison project will have 1500 people working there. Full operation will come in another 4 or 5 months I think. The project started about 1 and 1/2 years ago and could



Harold Lindstrom , General Manager & CEO Construction Association of Thunder Bay

take another 2 1/2 years to complete.” River Terrace area.”

“ The Thunder Bay Art Gallery on the waterfront is a good sized project here. It is a form of a design build contract.”

“ We have another two sets of transition residences for the First Nations in the Junot area with 58 and 71 units.”

“ We have two large apartment buildings and a stripmall going up in the

Continued

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Steady Work for Local Construction Industry in Thunder Bay Area



New \$1.2 Billion Thunder Bay Correctional Centre will be first of its kind in Ontario

Continued

“ There are a lot of projects on the go right now. The work going on at the old Abitibi mill site for a mining loading facility is an example.”

“ There are also some good jobs in Marathon ongoing.”

“ There is a new hotel going up near the hospital.”

“ The Magnus Theatre expansion and

renovation is ongoing. We have steady work.”

The big projects compliment the ongoing construction work in Thunder Bay?

“ The big projects are good to advertise but all the smaller jobs are fairly steady. The general and sub trades are operational. We have had school work ongoing since the beginning of Covid. The city are talking about a few projects, the soccer plex, bridge and road

work. The Greenstone Mine area is just wrapping up with many local sub-

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New hotel site on Oliver Road between Golf Links Road and Thunder Bay Expressway



Second Evergreen Pharmacy location on Hwy 130 near Whitewater Golf Course

Continued

Tell me about the Construction Association of Thunder Bay?

“ We have between 230 and 240 members of the Construction Association of Thunder Bay with different classifica-

tions such as associates who work in the field such as lawyers or insurance companies, design engineers, architects, manufacturers and suppliers of materials, sub trades and generals.”

Overall the members of the association are doing well?

“We are doing fairly well right now and will probably hold the same for the next year. People bid contracts now and that work could be for 1 or 1 1/2years out when they start. Tender bids are pretty

high right now. A lot of the tenders have gone electronic now and we put lists frequently out so our members know what is out there.”



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East Coast Lobster Moves to New Location!

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May Feature - A special feature highlighting the new East Coast Lobster location in Westfort!

East Coast Lobster Moves to Westfort Location

BY SCOTT A. SUMNER
Thunder Bay BUSINESS

Aaron Gillingham is the owner of The Sal Restaurant and East Coast Lobster. The Sal has been in Westfort for 60 years now and Aaron has just relocated East Coast Lobster there! The 35 year old from Thunder Bay went to Westgate High School and then Lakehead University where he completed 4 years in the Commerce program finishing in 2006 or 7.

“ I started being an entrepreneur in Thunder Bay in 2017 after moving home to do so. When I left Thunder Bay I went to Calgary for a few years, moved to Ottawa to become a restaurant owner and then moved home to buy the Sal,” said Aaron Gillingham. “Unlike many people who move back to Thunder Bay begrudgingly because things didn’t work out I wanted to move



Aaron Gillingham, owner of The Sal Restaurant and East Coast Lobster

home because I like, I love Thunder Bay. Sometimes people think the grass is always greener. Even though I loved Calgary, an awesome city and Ottawa is a very different but cool city, I wanted

September 2017. Aaron has been in business for a total of 10 years now.

“ I grew up in a business family. My dad was in the pipeline industry with

balls, clean them and sell them back to golfers at Strathcona, Chapples and Fort William. I also used to pick worms at night and sell them to fishermen. Anything I could do for money I was doing it.” laughed Aaron.

“ My dad was very motivating for me. When you are a kid you want all the nice things and I don’t mind working. I’ll work myself to the bone, I always have, but I enjoy working and have a hard time sitting still so might as well make some money doing it.”

Aaron’s dad is retired now but still has investments in Thunder Bay and spends a lot of time out east with family there.

Calgary got me most involved in entrepreneurship where I worked for the Joey’s Seafood Group and worked closely with Joe who was a very involved business owner. I learned a lot in a very short time said Aaron.

Continued



to move home. I saw many local restaurants were opening up at that time and it seemed to me the right time to make my way home.”

Aaron bought The Sal restaurant May of 2017 and closed for renovations for 3 months. The grand reopening was

Summit Pipelines. My mom owned an elderly nursing care business and also taught at Lakehead University. As a kid I did all kinds of dumb stuff for money. I used to bike up to the local mail store, Broadway Variety and sort mail before school for a little money in grade 6 or 7 at 11 or 12 years. I used to pick golf

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May Feature - A special feature highlighting the new East Coast Lobster location in Westfort!



East Coast Lobster Moves to Westfort Location

Continued

“ I love the restaurant business. My first real job was washing dishes, bussing tables, serving and cooking. I like restaurants because I enjoy seeing people come and go, chatting with people

The Sal is turning 60 this year starting in 1964 in Westfort. The Salsbury Grill started down the street from it’s current location as a greek restaurant. The Sal has been here in the current location for over 50 years and was owned by Greek families originally.

there’s no parking, its in Westfort and Westfort is dying but now look. As it turns out they were all wrong.”

“ Our menu is pretty big and there is a lot to do so we are here at 7 am prepping. At first it was Westfort people who



and the busyness of it, like organized chaos. I love seeing people coming, enjoying themselves and leaving and seeing the whole transaction in front of you. It is a good comradery team environment working in a restaurant. I always loved restaurants.” said Aaron.

“ After the renovations were complete and we got our liquor license and all that stuff and first opened I worked for 22 straight days from 7 am to midnight. At the time I put everything I had to buy the business including the building. When I did it everyone said



Today The Sal opens 9 to 9 with breakfast, lunch and dinner and serve breakfast all day long. Sundays they are 9 to 3 because the staff need a rest as well and Mondays closed because pretty much everything is closed on Mondays in Westfort.

came here but now we get people from all over including travellers who find us online where we have good ratings. We get a lot of people here from the airport as we are an easy place to go,” said Aaron.

Continued



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East Coast Lobster Moves to Westfort Location

Continued

“ We have about 20 to 23 staff. Some like to work one shift a week because they like being here and have other jobs. It has been going fantastic here, we are super busy and always get-



ting busier which has been fun. We have a good staff, a tight knit group and everyone is happy. We treat our staff well. I'll never leave Westfort.” smiled Aaron.

Aaron Gillingham is also the owner of East Coast Lobster now located in Westfort.

“My dad is a Newfie, my mom from New Brunswick and I worked for seafood restaurant chain growing up, so that gave me some experience in the seafood business. We always eat seafood a lot. The previous owner Randy was a bug in my ear for years and wanted to sell East Coast Lobster and retire in 2019 or 2020,” noted Aaron. “ We were very busy with the Sal during the pandemic with take out. At first I laid off all the staff and then hired them back 3 weeks later because we were so busy. At the time I was looking for another project and the seafood store kind of worked out then for me so we bought the business-East



Coast Lobster in July of 2021. We opened out of their location on Arthur Street for about 2 years before we moved to our current location.”

In 2020 Aaron purchased the RS Piper/ Maier Hardware building at 1550 Brown Street to move the East Coast Lobster business to Westfort.

“ The building is huge at 8000 square

feet where the previous location was 1200 square feet. That project was a challenge and took years off my life! The building is 140 years old which is a long time. Built in 1880 it is one of Fort Williams first buildings. Over the years it was a bazaar, they sold clothing, fine china, ran rum during prohibition, had a boxing ring on the second floor- did everything over the years.”

“We had our Grand Opening of East Coast Lobster last week and it has been very busy. I had my father in law manage the door it was so very busy. We supply many of the restaurants of Thunder Bay with seafood as well. It was a project of mine, I wanted to get into more restaurants. As a restaurant owner as well it was easy to speak to other restaurants in their language to supply them from East Coast Lobster.”said Aaron.

East Coast Lobster obtain seafood from all over with brokers in Toronto, Winnipeg and Montreal and some direct supply from Nova Scotia and New Brunswick. Their seafood comes mostly from the east coast of Canada and the USA as well as there are some fresh BC products.

Continued

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East Coast Lobster Moves to Westfort Location



building which will be a few months to complete.

“We now have a commercial kitchen on the second floor here to service the seafood store in production, as well as our party room space for events of all kinds. Any renovation can be challenging so we are resting a little now. Once we finish the event space we’ll take a rest period and wait for the next project to come to us.”

“We are doubling down on Westfort. The people and businesses are very supportive, taxes are lower, parking is easier and it is always a couple degrees warmer than the rest of Thunder Bay. Westfort is busy.”

Continued

“Seafood is a world game now with products from Europe, the Caribbean and Asia. We try to source as many Canadian products as possible and get as fresh as seafood as you can get being in central Canada. We supply a lot of restaurants and small stores as well as the small towns in NW Ontario where we make regular trips. We have lobster shipped from Nova Scotia flown here by Fedex.”

East Coast Lobster currently have 3 full time staff, three part time and are hiring, always hiring.

Skip the fishes was coined by one of the East Coast Lobster customers so it works well.

The next project for Aaron is creating a multi use event space next door in the

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THUNDER BAY BUSINESS

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May Feature - A special feature highlighting the new East Coast Lobster location in Westfort!

East Coast Lobster Moves to Westfort Location

Founded in 1988

East Coast Lobster & Seafood was founded in 1988 in Thunder Bay, in beautiful Northwestern Ontario. Over the years, the business has grown thanks to its reputation

for outstanding customer service and as the region's only specialty seafood supplier. Customers travel to Thunder Bay from all over Northwestern Ontario to stock up on seafood of all varieties. The business has moved locations several times to expand

its products and services, but the goal will always remain the same; To stock and supply Northwestern Ontario with specialty seafood, shellfish, and fresh or frozen fish at competitive pricing and provide exceptional, first-class service and consultation.

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The People that Made Us.

The business was founded by Randy and Linda Gaudette. Over years of hard work, Randy and Linda were successful in supplying the region with unique specialty seafood and the demand grew and grew. The couple carved a path for the business by offering outstanding and personable customer service and the best of the best in products! Randy and Linda famously offered customers recipes, cooking instructions, and the best "insider info" no grocery store could rival. It's because of Randy and Linda that the popularity of seafood is what it is today in Northern Ontario. And we will forever be grateful for that. Hard work pays off.

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Half-Way Motors Mazda Open New Location

BY SCOTT A. SUMNER
Thunder Bay BUSINESS

The Half-Way Motors Group are expanding again with an opening celebration of the Half-Way Motors Mazda new location near the Superstore and Half-Way Motors Nissan.

“ This project started when we first got Mazda 7 years ago. One of the conditions of getting Mazda was a new location. The expansion to this building has been about 24 months with planning, engineering and working with the city building department with 8 months of actual construction- it has been a journey,” said Patrick Trevisanutto, Managing Partner of the

across Canada and 70 of those are under his team leadership.

“Patrick and the team have done a great job here. The new facility is what we look for in a market. He has worked very closely with our internal teams to make sure it is set up this way. We have been on a project the last few years to go through and update our Mazda facilities across the country and this is a great job. It's very clean and organized and provides customers what they are looking for with vehicles in the showroom and easy access to the service department with a drive through.”

In Canada the Mazda's come from Japan through the Port of Vancouver and are



Half-Way Motors Group and Dealer Principal of Half-Way Motors. “ The bones were here for the building, we had to redo cosmetically everything to turn the building into the Mazda image program and then update everything internally to meet the standards required to service and sell new vehicles these days. The location alone is a fantastic change for us. The old building wasn't an ideal location for a dealership and we had outgrown the spot.”

The old building was 7400 square feet and their new building is about 9500 square feet with a larger more roomy showroom and more importantly a 50% larger shop space as well as drive in service bay.

“ Mazda has been fantastic. Globally they have been one of the smallest manufacturers but have been moving upstream with the quality of vehicles. We have the seventh generation Mazda's now and the vehicles have improved massively. The fit and finish is up to a new level. Mechanically I put them second to none.” noted Patrick.

The Half-Way Group recently opened up a brand new 21,000 square feet collision centre this year as well and will be shortly starting the renovation of the Half-Way Motors Nissan facility adding 7400 square feet to bring it up to new level. In the fall they did some ground work there to let it settle and will start building coming up shortly. Half-Way Motors Powersports just won the Ski Doo Canada Dealer of the Year award based on many factors including service which was a real honour for the group.

“ We see lots of opportunity in this city and we think it is a community that is going to grow. That is why we are making the investments in the community. It allows us to service the clients better. We have increased our staff 10% across the group to around 100 employees in total with 14 staff at Mazda.”said Patrick.

Bryan Leitch is the regional manager for Mazda Canada in Ontario and Atlantic Canada. There are 163 Mazda retailers



Bryan Leitch, regional manager for Mazda Canada in Ontario and Atlantic Canada
Chris Harrison, dealer business manager with Mazda, Daniel Trevisanutto, partner Half-Way Group, Patrick Trevisanutto, Managing Partner of the Half-Way Motors Group, Alan Perales, Half-Way Motors Mazda dealership general manager.

ply some vehicles.

“ Mazda is doing pretty well. We are looking forward to our path forward. The last seven years we have been on the path of a more of a premium product. We will offer vehicles that meet our customers needs.

Moving forward our electrification strategy will continue as well with hybrid's and more electric vehicles into our line up. We love our products and look for our loyal fans who appreciate our quality and top safety ratings.” noted Bryan Leitch.

placed on rail across the country and then trucked to Thunder Bay. They also have plants in Mexico and Alabama which sup-

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March	February 20	February 23	March 1	Forestry/Mining
April	March 25	March 29	April 1	Transport
May	April 23	April 26	May 2	Construction
June	May 27	May 31	June 1	Report On Thunder Bay
July	June 23	June 26	July 2	Manufacturing
August	July 23	July 26	Aug 1	Environment
September	August 26	August 30	September 2	Education
October	September 23	September 27	October 1	Aboriginal
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December	November 25	November 29	December 2	Technology/Christmas
January	December 17	December 20	January 4	Fitness

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Making Connections

Building first impressions with any customer instantly

We all know the power of first impressions. How people perceive us during the first few seconds of an encounter has a major influence on whether they will trust us, be attracted to us, or want to do business with us. To create a positive first impression, we need to know how to connect immediately with others regardless of their age, gender, ethnic background, mood, or the situation.

Let's begin by testing your "first impression awareness." What would you think of the waiter in the following situation? You're having a business lunch with a potential client. She's telling you about what she doesn't like about her current supplier. You're thinking, "This stuff is gold — please keep talking." Suddenly, the waiter comes in and starts his canned speech, "My name's Mike, I'll be your waiter. And how are you today? Today's specials are . . ."

Chances are, your first impression of the waiter would be negative. In fact, that waiter's speech is a great example of what not to do when meeting someone for the first time. Ironically, he was probably doing just what he was told to do.

Unfortunately, most managers don't provide competent training for their employees on how to establish rapport. Huge mistake — as we see in the waiter example. Instead, employees are given a script to read. Franchise operations love scripts. They think that this "systematic" approach to dealing with customers is their greatest strength — which is true. It's also their greatest weakness.

The problem with the canned script approach is that the customer recognizes a script, senses that the employee has no genuine feeling or empathy with what the customer really needs, and therefore does not trust (or in the case of our waiter even like) the employee.

Instead of canned speeches, use a thirty second technique that generates trust, feelings of empathy, and makes people want to do business with you. Unfortunately, there's been a lot of misleading information out there about



The Mirroring Technique

this method. Let's get the real story about how and why you can get such phenomenal results when you properly use technique known as mirroring.

Mirroring is based on the assumption that we tend to feel comfortable with people who communicate non verbally the way we do. In other words, we are drawn to people when their body language (gestures, tone of voice, facial expressions, eye contact, dress, and so on) is similar to ours.

Forget canned speeches. They have as much appeal as over-used pick-up lines in singles bars."

By the same token, we tend to be "turned off" by people who's non verbal language is different than ours. For example, if you are engaged in a quiet conversation with a friend at a party, you will probably perceive the person whose loud, boisterous voice bellows in the background, as being obnoxious.

The great news is we are in control of our nonverbal communication. So to create rapport with others instantly, we merely need to "mirror" their non-verbal communication.

That means if the other person talks softly, then you talk more softly. If they lean forward, then you lean forward. If they talk quickly then you do the same. In other words, you 'mirror' the other person's tone of voice and body language. The only exception is when they are angry. In that situation, you wouldn't mirror anger; you'd instead mirror concern.

In the case of our waiter, if he'd been trained with the mirroring technique, he wouldn't have started talking until his customers ceased

their conversation and made eye contact with him. Then he would mirror the seriousness of the mood they conveyed, skip the opening canned speech, get directly to the point and ask something like, "Something to drink?" In this case his customers would have appreciated the waiter's businesslike approach and felt good about their choice of restaurant.

There are a few things to keep in mind though when we use mirroring. First, mirroring does not mean "mimicking." So, if the other person is sitting with arms folded across their chest, you may have yours crossed on your lap. Don't mirror the person exactly; just similarly. That prevents people from thinking they're being imitated.

It may come as a relief to know that you don't have to mirror the other person for longer than a few moments. Once they become comfortable with you, you can actually start leading the nonverbal communication, and then they'll

start following you. So if you have a friend who's tired or listless you need to start the conversation in a low slow manner. After a few minutes, you gradually pick up the tempo. Your friend will feel so comfortable with you, they'll naturally do the same. This is great news particularly if you interact with lots of people.

Mirroring is easy and it works. When you use it properly, you'll improve the impression you make on virtually anyone — regardless of their mood or the situation. You'll also experience the personal satisfaction of making a stranger feel comfortable. That's when you begin making truly important connections. Jeff Mowatt is a customer service strategist, Hall of Fame speaker, and bestselling author. For more tips, training tools or to inquire about engaging Jeff for your team visit www.JeffMowatt.com

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May 2024

Cape Breton Island Golf: Highland Links, Cabot Links, Cabot Cliffs

BY SCOTT A. SUMNER
Great Outdoors

It is always fun to see other parts of Canada! In August, several years ago, I had the opportunity to visit Cape Breton Island, primarily to play some golf, but also to see a beautiful part of the world!

I hope to be able to return again soon.

Two flights will get you from Thunder Bay to Toronto to Sydney, Nova Scotia in good time. You can easily pick up a rental car and your adventure will begin!

My first stop was the famed Highland Links Golf course consistently ranked in the top ten in Canada. This seaside course is also home to the historic Keltic Lodge Resort & Spa located on one of the most beautiful settings you will ever see. The large white inn was constructed in 1950 and features fine dining and beautiful rooms with ocean views.

One of the highlights of Cape Breton Island is the drive you take around the perimeter of the island up some large peaks, overlooking pristine ocean. On my trip there were even whales visible in the backdrop that attracts the attention of the many tourists on the road. You will end up traveling through Cheticamp, a historical seaside village where the houses and Main Street are right adjacent to the ocean!

My next destination was Inverness, Nova

Scotia, a former coal mining and fishing village. Inverness had seen quite a bit of economic downturn with the stopping of coal mining and limited fishery. It has also seen its population drop to 1500 people. The



community leaders had always felt the former coal-mining site, right on the ocean, would be perfect for a true links style golf course and a few years ago their dream was realized with the opening of Cabot Links.

Andrew Alkenbrack was the General Manager of Cabot Links at the time of my visit and has lived at Whistler, the French Alps and many other locations around the world working with major brands like Four Seasons.

“Two courses will create synergy. Our co-owner Mike Kaiser of Cabot Links, who also owns famed Bandon Dunes in Oregon, says one course is a curiosity and two is a destination. Ben Cowan Dewar is the local partner on site. The people will stay longer.

Cabot Cliffs is a Coore - Crenshaw design and a great layout.” said Andrew. “Cabot Cliffs is a very spectacular setting with natural beauty and ocean views. The views are even more spectacular along the cliffs and

many holes are right on the ocean with others between huge seaside dunes. The excitement will build as you play through the holes.”

“You can fly into Halifax and then take the three hour drive to Cabot Links. The other option is a two hours drive from Sydney. We also have 11-passenger luxury Mercedes Sprinters you can take with us from the airports. It is a great with a group of people. Right now Halifax has more flight options. You could also fly privately, including with private jets, into Port Hawkesbury which is 1 hour away,” said Andrew.

The people who come to Cabot Links to play are geographically located from the eastern US 40%, Ontario 25% and 25%

from Nova Scotia and local traffic. They also get some guests from Florida and Europe, which is growing.

“In Cape Breton we have the Trans Canada Trail where you can hike and mountain bike. There is the Inverness Beach, Tuna fishing, and world-class salmon fishing on the river. We are starting to offer other opportunities during your stay. We promise excellent food and beverages and warm Cape Breton hospitality.” smiles Andrew. “We want people to say this was amazing, a lot of fun and I can see myself bringing back some friends.”

After my rounds at Cabot Links and tour of the new Cabot Cliffs course it was off to Halifax for the return trip to Thunder Bay. My travels allowed me to see much of Nova Scotia. In all my golf travels in Canada and the world the Cabot Links destination ranks near the top! It really is a special place you must see.

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