

February 16, 2023



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Mr. Derek Harvey
Director of Policy and Legislation
NS Department of Public Works
P.O. Box 186
Halifax, NS B3J 2R7

Dear Mr. Harvey:

Thank you for the update on the planned research around the ferry connection from Nova Scotia to Maine. TIANS appreciates the opportunity to respond to the scope of work.

Upon review, we noted some key areas of focus that may be missing:

- Social and economic cost without service
- Infrastructure
- New Investments
- US Market Potential

While you outline a framework for a comprehensive review, we would note that there have been numerous studies done on the broader socio-economic benefits that could be referenced, as to ensure non-duplication and management of resources. Also, we encourage an analysis or reference to the impact on the immediate community, when the ferry service was cancelled. It is our understanding the social and economic costs were significant.

We would further suggest an opportunity to consider the current infrastructure, as a result of the service, ie. border services which could support the potential addition of air and cruise business; this infrastructure is in place because of the marine link. As well, the significant new investments that have been made in the community as a direct result of the resumption of service - new hotels, refurbished properties, and new businesses. These may be covered in the scope but felt important to note the renewed confidence has resulted in significant investment.

The potential of the US market as a key tourism driver, is rarely referenced as a significant future generator for Nova Scotia. Being connected to a market of this significance, with cultural and historical ties, holds unlimited potential for the economic health of our province.

On behalf of the Tourism Industry Association of Nova Scotia, we look forward to participating in the study and wish you well in this important piece of work.

Sincerely,

A handwritten signature in blue ink that reads "Darlene Grant Fiander". The signature is fluid and cursive, with the first name being the most prominent.

Darlene Grant Fiander
TIANS President

cc Deputy Minister Peter Hackett, Dept. of Public Works
TIANS Board of Directors