



## YARMOUTH DEVELOPMENT CORPORATION

March 3, 2010

Mayor Mooney and Council  
Town of Yarmouth  
400 Main Street,  
Yarmouth, Nova Scotia

Your Worship and Councillors

Re: Yarmouth Ferry Terminal and Service  
Yarmouth, Nova Scotia

The Board of Directors of the Yarmouth Development Corporation wish to express our support for the resolution from Committee of the Whole that reads as follows:

*“that the Committee of the Whole recommend to Town Council that the Town of Yarmouth agree to appoint the Yarmouth Area Industrial Commission, owners and operators of the Port of Yarmouth, acting on behalf of the Town of Yarmouth, Municipality of the District of Yarmouth, Municipality of the District of Argyle and Municipality of the District of Clare, as the lead organization in efforts to restore an international ferry service to Yarmouth, Nova Scotia, and to obtain ownership of the Yarmouth International Ferry Terminal from Transport Canada through a process of divestiture.”*

The Directors are confident that the Yarmouth Area Industrial Commission (YAIC) is the proper and best organization to lead this vital initiative given the Commission’s experience and expertise:

- the YAIC, through the General Manager of the Port of Yarmouth, has successfully completed the divestiture of the Port in 2001 and having already been through that process, is best qualified to repeat it with the Terminal;
- the General Manager of the Port is the only port manager in the Province with a “Certified Port Executive” designation. The individual is qualified and experienced in the organization and operation of marine facilities;
- the Port has been in continuing talks with Transport Canada since 1998 with regard to the transfer of the Yarmouth International Ferry Terminal. As the saying goes, “it would not be wise to change horses in mid stream.” ;
- the General Manager of the Port, as founding and three term president of the Independent Marine Ports of Canada Association, has the network contacts in the Canadian marine industry to assist in achieving the goals as noted in the Committee recommendation;

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- the General Manager of the Port, as in-coming president of the North Atlantic Ports Association (the only Canadian in the 66 year history of the organization to serve on the executive committee) has the international contacts and reputation to achieve the goals as noted in the Committee's recommendation;
- the staff of the YAIC have countless years of hands on experience in negotiating with all levels of government as well as significant successes in the Commission's efforts to develop solid economic infrastructure for Yarmouth County.

The ferry link between Yarmouth and the New England States has been in place for over 110 years and is an absolute essential for the economic health of our region. The Directors of the YDC, having discussed the situation at length, voted unanimously at our March 2<sup>nd</sup> meeting to express our complete and unqualified faith and confidence in the Yarmouth Area Industrial Commission and urge Council to support the recommendation of the Committee of the Whole. This is a bleak time in Yarmouth's history and we need people with the very best experience and qualifications to see us through to a better future. We have no qualms in pointing out that those people are here in Yarmouth and are working with the YAIC.

Sincerely,

A handwritten signature in black ink that reads "Don Smith".

Don Smith, President  
For the Board of Directors  
Yarmouth Development Corporation