

# BUSINESS BC

RIVERBEND BUYERS TO PAY MORE | C3

ALL-OFFICE TOWER FOR DOWNTOWN | C4

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FRIDAY, JUNE 15, 2007

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WORKING IT OUT



'So, Frank, this is your idea of a romantic date?'

THE OLD MAN AND THE TEE

Wal-Mart Canada expects to sell a lot of golf stuff as Father's Day approaches. The retail giant has compiled from an online survey a list of the expected top-selling gift items for The Old Man (sorry, the Porsche Turbo 911 didn't even register).

- Sporting goods (36%)
- Electronics (23%)
- Tools (21%)
- Apparel (14%)
- Cologne (6%)

UV RAY OF HOPE

Calgary-based tanning salon chain Fabutan, under a deal with the Canadian Competition Bureau, can promote indoor tanning as a source of vitamin D. However, it can't promote vitamin D as a cancer preventative. Now that headlines around the world are blaring that a U.S. study shows the sunshine vitamin can reduce cancer risk, Fabutan is hoping to have that little restriction removed.

BUSINESS BC SATURDAY

TECH TOYS: BusinessBC's weekly guide to what's the latest in gadgets.

B.C. SNAPSHOT

Renovation across the nation

British Columbians spent \$5.6 billion on renovations last year and plan to spend even more in 2007, Statistics Canada data show.

Renovation spending plans, % change 2006-2007

B.C.	+9.6
Alberta	+11.2
Saskatchewan	+6.6
Manitoba	+7.4
Ontario	+6.4
Quebec	+6.1
Atlantic	+6.6
Canada	+7.2

Source: Statistics Canada

Okanagan mecca is cashing in



The town of Osoyoos will see more than \$200 million in investment over the next few years, with high-end projects such as the Spirit Ridge hotel-condo development (below) by Calgary-based Bellstar Hotels and Resorts, in partnership with the Osoyoos First Nation, taking centre stage in the resort town's building boom.

## 'Not your granddaddy's Osoyoos any more'

**TOURISM** | High-end developments draw well-heeled to sun-and-fun town

BY BRUCE CONSTANTINEAU VANCOUVER SUN

With a quarter-billion dollars worth of new developments slated for completion by early 2010, tourism spending in Osoyoos should sizzle like a Canada Day long weekend.

Destination Osoyoos executive director Glenn Mandziuk said Thursday the south Okanagan town expects annual tourism revenues will shoot up to \$126 million by 2015 from \$65 million this year. The number of visitors is forecast to jump to about 500,000 from 350,000.

"We're going to attract higher-yield visitors with more money to spend on things that will create a premium quality experience," Mandziuk said in an interview.

Wineries, golf courses, restaurants, retailers and others will benefit from the investment boom dominating the local economy, he said.

A total of four tourism-related projects near Osoyoos Lake — either planned or underway — will transform the area into one of the most popular getaway destinations in B.C.

The four projects include:

■ The \$75-million Spirit Ridge Vineyard Resort & Spa being developed by Bellstar Hotels & Resorts. The first phase of 30 villas and 64 suites is next to the Osoyoos Indian Band's Nk'Mip Cellars, Canada's first aboriginal winery. The 124-suite second phase is due for completion by late 2009 or early 2010.

■ The \$65-million Watermark Beach Resort being developed on almost two hectares (4.3 acres) of waterfront formerly occupied by a fruit-packing plant. Osoyoos Shoreline Development Ltd. expects to complete 30 townhomes and 123 other units by March 2009.

■ The \$45-million Walnut Beach Resort, with 112 units on a 1.3-hectare (3.2-acre) site. The Lakeshore Development Corp. project is expected to be completed by the spring or summer of 2008.

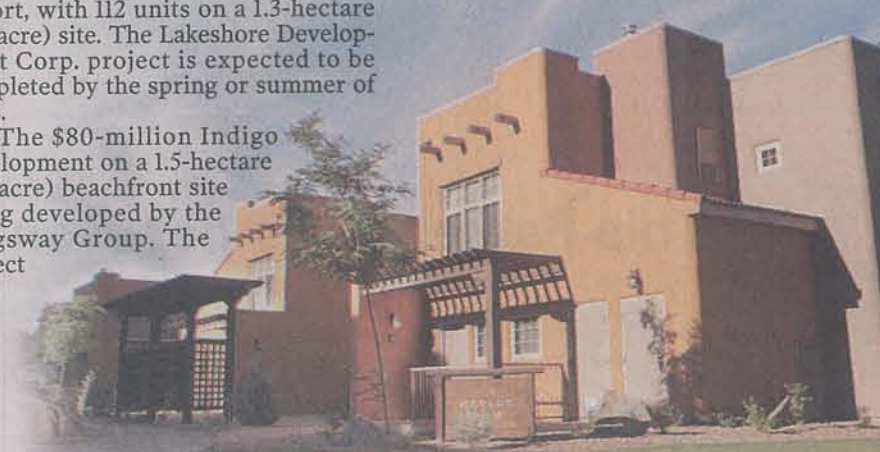
■ The \$80-million Indigo development on a 1.5-hectare (3.8-acre) beachfront site being developed by the Kingsway Group. The project still

requires final approval but developers plan a 150-unit, six-storey concrete building that could be completed by the spring of 2009.

Mandziuk said Osoyoos has long been known as a summer "sun and fun" destination, but the new facilities should spread visitation over a longer period, as wine festivals now draw a lot of visitors to the region in the spring and fall.

He noted Tourism BC recently opened a new \$2.5-million visitor information centre in the area to address "growing and emerging markets."

See OSOYOOS C2



## Talks with two forest firms key to staving off strike

Negotiations broke down with main bargaining arm, Forest Industrial Relations Association

BY GORDON HAMILTON VANCOUVER SUN

Eight thousand coastal forest workers are going to work tomorrow without a contract, but the union said Thursday it will be issuing strike notice despite a breakdown in negotiations with the industry's main bargaining arm, Forest Industrial Relations Association.

United Steelworkers regional director Steve Hunt said the union is talking with two of the largest coastal companies, but those talks continue as long as those talks continue, the union will not issue 72-hour strike notice, Hunt said.

The \$5-billion-a-year coastal forest industry is on the brink of what many observers say could be a summer-long shutdown affecting not only logging sawmills, but also the pulp and paper industry. The pulp and paper sector is not part of the union, but would be a casualty if it lost its access to wood chips.

"We are at the table today with Interfor, and we will likely reach an agreement with Interfor and Island Timberland tomorrow," Hunt said Thursday evening. "We have knocked some pretty big issues with Interfor, and that is encouraging."

The coast master agreement, which covers 8,000 workers, expires the \$2.5-billion-a-year logging, sawmilling and log export businesses, expired at midnight. If talks between the union and the two companies, International Forest Products and Island Timberland, falter, then the union is prepared to issue 72-hour strike notice.

And if the logging and sawmilling sectors go down, the \$2.5-billion pulp sector begins its own countdown to a shutdown. Most observers give the pulp industry 30 days before supply is cut off.

Hunt said the disorganized nature of negotiations is due to the frustration over setting a new contract. The union is negotiating with FIR and the two largest companies, and has not begun negotiating with a third company, TimberWest Forest.

He said the union recognizes the coastal industry is fragile and has major rebuilding to do to recover from a decade of poor operating conditions and poor returns. But he also

# Osoyoos development going 'crazy'

## From C1

Vince Taylor, who is marketing the Indigo project, said Osoyoos is changing to appeal to well-heeled visitors. Prices at Indigo are expected to range from about \$349,000 to \$1.4 million.

"Osoyoos used to be about bad motels and guys in Fortrel pants with big bellies and hibachis," he said. "But this isn't your granddaddy's Osoyoos anymore. You're looking at prices of \$1.4 million now. Heck, you could have bought the whole town for that 10 years ago."

Taylor said development around Osoyoos is going "crazy" because people have finally fig-

ured out all it has to offer — including great weather, a long golf season, the warmest lake in Canada, and the country's top wine region.

Indigo has attracted the interest of several sports personalities — like former NHL player Ray Ferraro and B.C. Lions quarterback Dave Dickenson — and Taylor said 1,400 people have already registered as potential buyers of the 150 units expected to go on sale in late August or early September.

He said the target market is people from ages 43 to 70, and about 70 per cent of buyers are expected to come from Greater Vancouver, with 20 per cent from

Alberta and the rest from elsewhere.

Osoyoos town Coun. Alan Carswell said some locals don't like all the new development.

"They moved here because it's a teeny little town [with just under 5,000 people] and they want it to stay that way," he said. "It's a pretty busy place in the middle of summer, no question about it. But people adjust after a while."

Carswell said Osoyoos is running out of developable waterfront sites and doesn't expect population growth will ever outpace the area's infrastructure capacity. The official community plan calls for the population to

eventually grow to about 6,000, a level the current infrastructure can handle.

"I love the tax revenue we get [from the developments], but we have to make sure the community gets something out of it," Carswell said. "I'm all for beautiful developments, but I don't want to see the taxpayers pay for them."

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