

Variety of local amenities draws retirees to Salt Spring Island

Section B

SALT SPRING THEN & NOW

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Salt Spring Island has long been known as a favoured retirement spot for Canadians. Its relatively balmy climate, scenic beauty, accessibility to three large urban areas, along with a variety of local amenities and services, all draw retirees to the island. The percentage of seniors living on the island is expected to grow, both as a result of continued settlement on Salt Spring, and aging of the local population.

Steady population growth taking place on Salt Spring, particularly in the 55-plus age range, has had a major impact on the current buoyant conditions in certain sectors of the economy. According to the Salt Spring and Outer Gulf Islands Hospital and Health Care Plan, published in December 1987, it is estimated that by 1997 the population of the Gulf Islands will grow to 12,239, a 27% increase over the 1986 figure of 9,046.

Statistics Canada 1981 census figures indicate that the Gulf Islands had the highest proportion of people in the 65-plus age category in B.C.: 22.9% as compared to 10.7% in the rest of the province. (Note that the statistics are not broken down on an island by island basis.)

This trend is expected to continue: in 1997, it is anticipated that 30.6% of the Gulf Islands population will be over 65 years old, a percentage increase of about eight per cent compared to 1981. Furthermore, the median age of the population will rise from 47.7 in 1986 to 48.8 in 1997.

There are several reasons for growth in this demographic group. The obvious one is newcomers moving to the island, a phenomenon consistently reported by professionals in both real estate and

construction. But there is another important factor.

Until fairly recently, island residents reaching the age when their large homes and acreages became just too much to maintain, would have to move off-island.

Now these elderly islanders no longer have to uproot themselves. Complexes such as Brinkworthy Place, an adults-only modular home development, Park Place, a new moderately-priced townhouse development, Grace Point, a luxury waterfront townhouse project, and Croftonbrook, a subsidized housing project for low-income seniors, offer housing alternatives.

Jock Volkommer is one of four Brinkworthy Place owners who bought the project from a receiver in 1983. He explained why this kind of accommodation appeals to older people. "What we are offering is a style of life. Nine out of 10 people are long-time islanders who have moved here when they needed low-maintenance housing."

He added that 70% of the residents are "well over 60 years old." He said he is continually struck by how people change once they settle in. "People wait too long to leave their big homes or farms until it's absolutely necessary. Once they're here, they just blossom. They no longer have the worries about keeping a place up. We also have a real sense of community. People find companionship here." Finding that sense of belonging is crucial, as 60% of the residents are single.

NRS Salt Spring Realty is marketing the soon-to-be-completed Park Place townhouse project on Park Drive.

According to agent Norman Rothwell, "It's the only retirement development currently being built that is aimed at the middle class retired person." The units are listed in the \$115,000-\$120,000 range.

An adults-only complex, the 1,200-plus square foot, one-level townhouses are only being sold to people 45 years old and up. Rothwell said they are still in the pre-selling phase. The project will be marketed both locally and across Canada. "We feel there's a good market for these. It's the right timing — there's nothing else on Salt Spring comparable to them."

Moving up the scale in seniors' housing is the elegant Grace Point townhouse complex located on Ganges Harbour. Tom Hoover, manager of Century 21 Islands Realty, said careful market research accounts for part of the success of projects such as Grace Point. "Here's an example where there was only one piece of oceanfront property zoned for multi-family dwellings. The developer could have built 36 units, but he decided to build 21 top-end luxury units instead." It would appear the gamble was right — even though there are several months before completion, 14 of the units have already been purchased.

While these developments are on the right track, Sue Mouat, chairman of the Seniors' Housing Committee for Salt Spring Island, said more needs to be done, particularly for low-income seniors.

Mouat said the committee, which has been meeting for two years, was formed out of a shared interest in Abbeyfield, a British concept. Seniors who are essentially self-sufficient and healthy, but who need some support, live in a shared housing

arrangement. Abbeyfield provides meals and a social atmosphere that combats the loneliness many seniors feel. St. Andrews Anglican Church in Sidney opened the first Abbeyfield in the province several years ago.

The Salt Spring Seniors' Housing Committee is currently working under the auspices of an umbrella organization charged with assessing health care services on the island. Part of their task is to find out what kind of housing is available for people 55 and up, especially those with limited means.

Mouat said, "We went to the B.C. Housing Commission to find out what could be done. They explained if we can establish that the need exists, we could apply for grant money to build more subsidized housing."

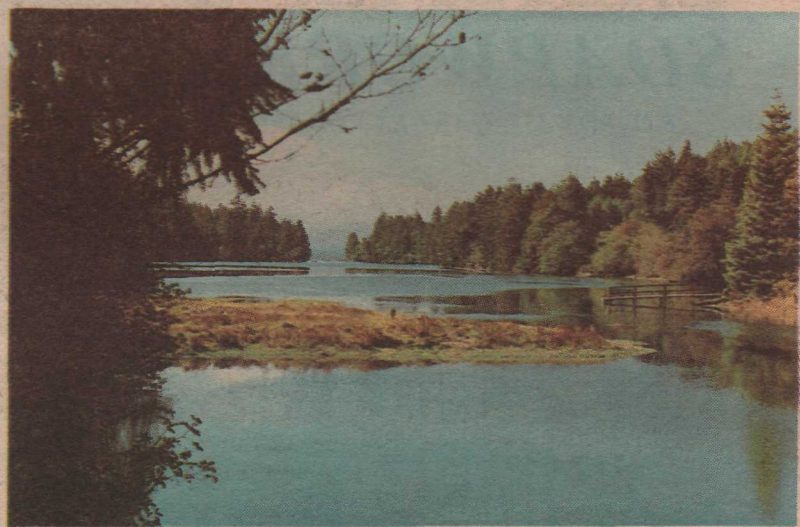
Current regulations require that projects consist of a minimum of eight units. Need is established if it can be demonstrated that there are at least five people who would qualify to move into each unit, were it available now.

She continued: "We had a questionnaire printed in the September 8 edition of the *Driftwood*. We're hoping to get feedback from people settling here. We will wait until mid-October to analyze the results and see if we can do a grant proposal for next year."

Santy Fuoco, chairman of both the Pioneer Village Society and Croftonbrook Seniors' Housing, believes more low-cost seniors' housing is needed. "While Croftonbrook opened just this year, providing 20 more units of low-income housing, there is still an immediate shortage.

Turn to Page B4

Time won't change my points of view!



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Shampoo-making experiment has turned into full-time job

What began as an experiment to see if she could make her own shampoo almost 20 years ago has since that time turned into a full time job for Linda Quiring of Salt Spring Soapworks.

"In order to make a shampoo I had to learn how to make some soap to use as a base," she said. "The shampoo didn't turn out too well but we really liked the soap."

Shortly after that Linda gave some of her friends some of that same soap as gifts and they responded with rave reviews.

"We learned this business from scratch," she said. "We had no prior knowledge or training in soap production. We even invented all of our own equipment."

Today, Salt Spring Soapworks produces nearly 50 different products which they mail order to customers around the world. Linda and her husband Bill Goddu, who also works full-time in the soap business, have turned down offers of nation-wide distribution of their products. "We're not into high volume. We want to have fun and

get to know our customers," he said.

While most small businesses are working themselves into a lather trying to incorporate the latest high-tech gizmo into their business, Salt Spring Soapworks takes a different approach. The latest piece of equipment they have purchased is an antique soap press made in the eastern United States almost 100 years ago.

"We have been looking for one of these for over 10 years," Bill said. "It is operated by foot power and there are only two or three of these left in North America."

Although Salt Spring Soapworks is not likely to become some multinational soap cartel, Linda and Bill are not worried. "We love living on Salt Spring," Linda said. "We feel we would not have had the opportunity to start this type of business elsewhere. It's a great place to live and raise a family and we wouldn't want to live anywhere else."



Kim Sampson, Amber Jensen, Linda Quiring, Bill Goddu of Soapworks



Diane Hele of Applecroft Bed & Breakfast

Scientist, actress were guests

What do a rocket scientist from the Kennedy Space Centre and the actress who played Grisabella in the stage production of *Cats* have in common with Salt Spring Island? They both stayed at Bob and Diane Hele's Applecroft Bed and Breakfast this past summer.

The business, which the Heles operate on a farm that has been in Bob's family since 1893, caters to couples or families and is located on Upper Ganges Road, just minutes from the Salt Spring Island Golf and Country Club. It is open year-round with either guest rooms in the main house, or a secluded, self-contained, rustic cottage nestled in the nearby woods. Included on the 20-acre property are nature trails for those who may wish a quiet walk through the woods. A short distance away by car you can either go swimming in St. Mary Lake, golfing, or visit either Ganges or Vesuvius.

Relatively new to the bed and breakfast (B&B) business, Diane Hele said she and her husband Bob thought that operating a B&B "sounded like fun." After 14 months of opening her doors to the public, she said that it is still fun and interesting.

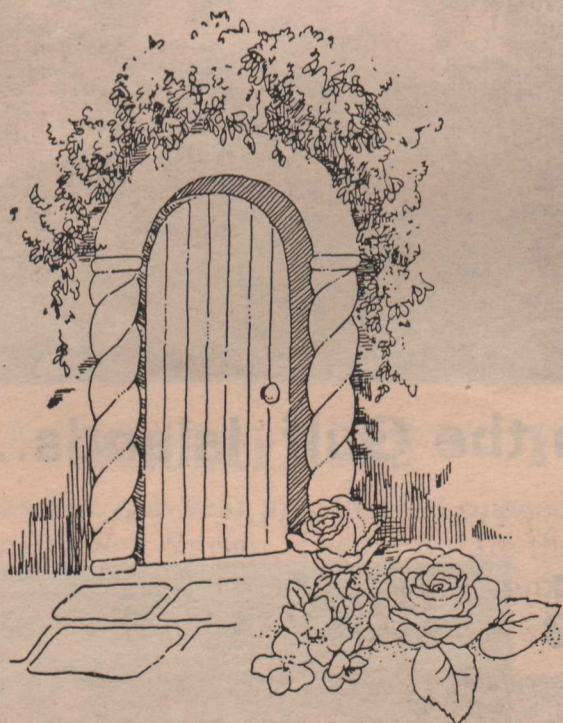
"We have had a wide range of people stay here over the past year and a bit," she said. "It always gives us a great deal of pleasure to see our guests relax and enjoy the country life around our farm."

While still being a relative newcomer to the thriving bed and breakfast scene on Salt Spring, Diane said she is not about to make any changes to the business. "We are comfortable with the business the way it is," she said. "We just want to maintain the high standards of service we currently employ."

Applecroft Bed and Breakfast is located at 551 Upper Ganges Road and open all year round.

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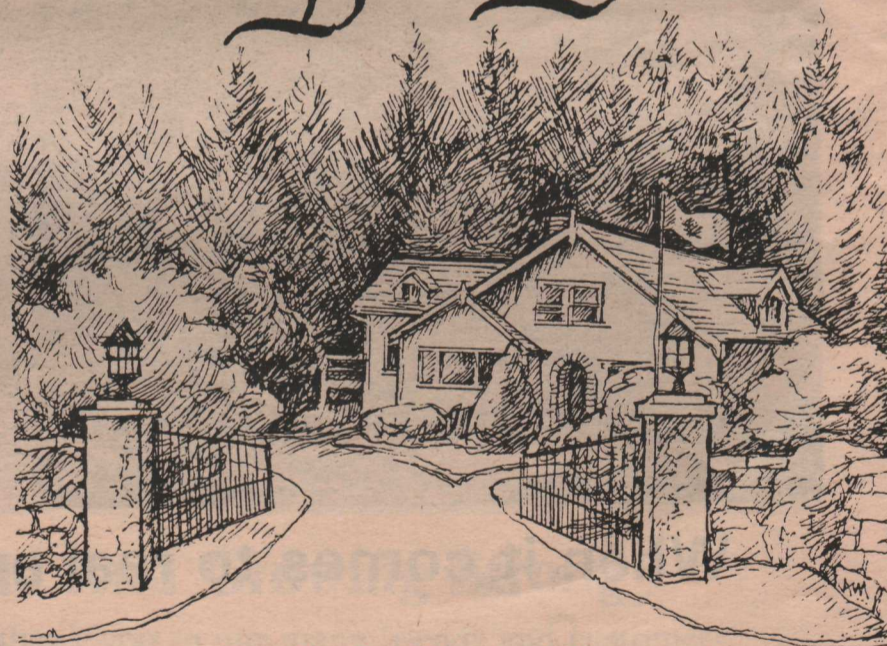
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Townhouses help draw retirees to island

From Page B1

We have a long waiting list. There are four people wanting to get into Pioneer Village and 15 on the wait list for Croftonbrook."

As a way to deal with this shortage, Fuoco said a feasibility study has been conducted by a local architect to expand Pioneer Village within the limitations of its zoning. "We could add four units, for a total of 26. This would help quite a bit. We need to get some money from the government to build them." Fuoco added that over time, Croftonbrook could be expanded to 40 units.

However, Fuoco agreed with Mouat's assessment that there is still a void in housing for seniors too healthy for an intermediate care facility like Greenwoods, yet too frail to be completely independent. "There is room for something in between what we're providing (Pioneer Village and Croftonbrook) and Greenwoods. Something like an Abbeyfield, where people could just get some help with their meals, is a good idea."

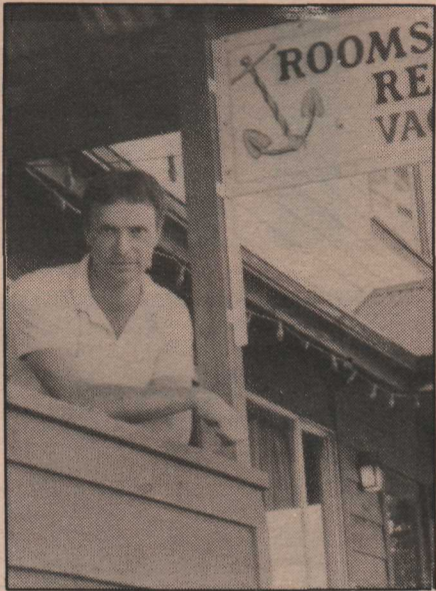
Fuoco added that he is concerned about the government's apparent decision to leave the provision of low-cost seniors' housing to someone else. "The government is trying to get out of seniors' housing. I don't know how they can do it."

While suitable housing is a key element in Salt Spring's appeal for retirees, adequate health care and the provision of other services are also important. Diane Horovatin, chief executive officer at Lady Minto Hospital, explained the challenges facing health care professionals on the island. "We do have a higher proportion of seniors compared to other parts of the province. While pressure on services seems to be stable right now, we must look ahead."

In planning for the future, Horovatin felt cost would continue to play a crucial factor in health care service delivery. "We can no longer afford to institutionalize everyone, so we must find ways to support people in the community. I'm talking about health promotion and prevention. The trend is to offer a continuum of care."

"Right now we really need to determine, using a controlled study, what the forecasts are. Are the demographics changing? Will we continue to have a higher percentage of seniors?"

Island health care professionals are still evaluating data and recommendations



Ship's Anchor's Bruce Mills

published December, 1987 in the Salt Spring and Outer Gulf Islands Hospital and Health Care Plan report. The study was conducted as a joint project, with participants from Lady Minto Hospital, Greenwoods, the Hospital and Health Planning Commission and the CRD's hospital planning department. In particular, the creation of a new umbrella organization to oversee all aspects of health care for seniors on Salt Spring has been proposed.

Seniors comprise an important client base for other parts of the service sector. Restaurants, supermarkets, plumbers and builders, all benefit from seniors spending

money for local goods and services. Peter Huser, manager of Walter Huser and Sons Construction Ltd., said of the five houses they're building next year, all are for retirement people.

If demographic projections are correct, Salt Spring Island will continue as a Canadian retirement mecca. Careful planning in health care, housing and other services will see that seniors who choose to retire here will have everything they need. And provision of those goods and services will ensure employment opportunities and a stable economy for younger islanders as well.

Seafood is specialty of house at Ship's Anchor in Ganges

Looking for a nice evening out with good food at reasonable prices? Just drop anchor at 132 Lower Ganges Road and head on in for some good home-cooked meals at the Ship's Anchor Hotel and Restaurant.

Owners Bruce and Natalie Mills bought the business one year ago after moving here from Alberta. They both gained 15 years' experience in the restaurant business while living near Edmonton. They decided to move to Salt Spring Island because Bruce, who used to work in Victoria, visited the island and always liked it, Natalie said.

The restaurant has both a formal dining room and a coffee shop, which serve the same menu. The specialty of the restaurant is fresh Pacific seafood, and a daily, fresh-from-the-sea menu is posted on the wall.

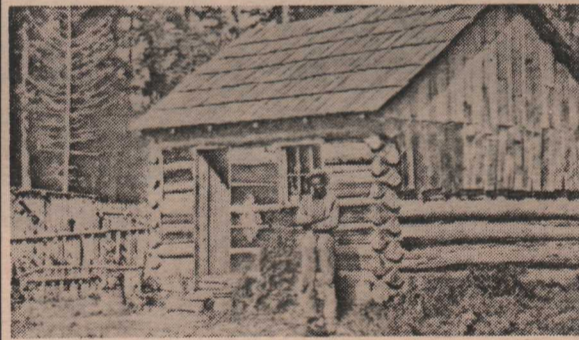
The restaurant itself has been a fixture in Ganges since around 1932. The view from the large front windows is a pleasant one of Ganges Harbour.

The hotel also offers rooms to rent by the night, week or month. The restaurant is open seven days a week from 7 am to 10 pm.

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Since 1907

Mouat's Trading Co. continues family tradition

Continuing the family tradition started by his grandmother Jane Mouat in 1907, Tom Toynbee and his staff at Mouat's Trading Co. serve residents of Salt Spring Island with their own department store. In 1907 Jane Mouat purchased the store built by Percy Purvis and Joe Malcolm in 1904. Five years later they moved into a new building which is still being used today.

Over the years many members of the local community have worked at Mouat's and the same can be said today. Tom said that he is proud of input his family has had on the island since arriving here from the Shetland Islands in 1884 and he wants to

continue providing good service to residents in the future.

Future plans for Mouat's are to grow with the community. Construction is underway at the present time on the old Ganges Village Market to upgrade the facilities and enhance the appearance of the building to match the waterfront improvements currently taking place in Ganges. Renovation costs will run in the half-million dollar range. Once completed

in late November or early December, the 11,000-square-foot building will be finished on the exterior with beige stucco and wood trim, using the traditional Mouat green.

Six businesses will occupy the building. Kanaka Place restaurant will move into the waterfront side, Mouat's will move its men's and women's fashion department into the building and the Travel Shop will move into larger quarters.

There will also be a boardwalk constructed along the front of the two buildings, paid for by Mouat's. "Salt Spring is growing and so is the tourist trade," said Tom. "While the tourist business helps out, it is still the residents who make up the majority of our business. So we want to give them as nice a place to shop with the best selection possible, and the best prices around."

Statements like that would do a grandmother proud.

Food, atmosphere, prices are key to successful restaurant

Good food, using the highest quality ingredients, combined with a comfortable atmosphere and reasonable prices are the keys used by Peter and Donna Grant to run a successful restaurant. And the owners of Luigi's will be using that same motto when they open their new restaurant on McPhillips Avenue next month.

The Grants, who have been operating Luigi's for the past three years, are also planning a new look for Luigi's. "The pizza oven is coming out and the menu will be changed shortly," said Peter, "but the service and quality will remain the same."

The pizza oven will then be moved over to the new restaurant and set up in one side which will be called Luigi's Hideaway where pizza, lasagna, and seafood will be featured. The other section of the restaurant, to be known as the Fontana Dining Room, will be a formal dining area.

One of the reasons why Luigi's has been so successful for the Grants is that they

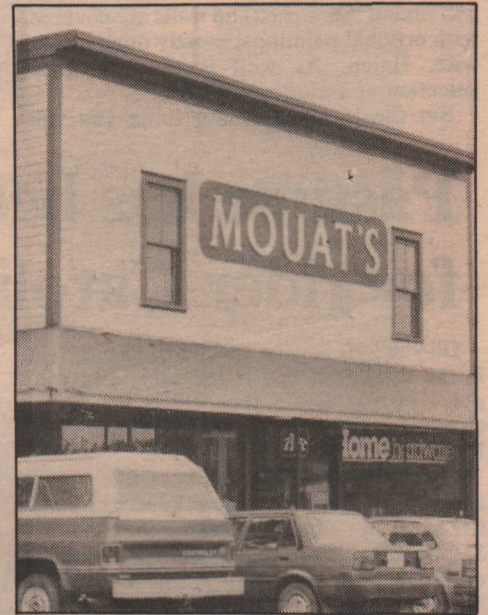
march to their own drummer. "A lot of restaurants in the big cities use gimmicks and other advertising methods to attract customers which has nothing whatsoever to do with feeding people," Peter said. "They think by doing this, it makes them unique. We don't particularly wish to be unique, we just want our customers to enjoy their meals in a comfortable setting."

As for the future, the Grants said they want to continue to develop their new restaurant, while making sure that Luigi's continues to do well. They hope to open an outdoor dining area at the new restaurant, along with a sunroom dining area, bed and breakfast accommodations and a co-op studio/art gallery on the third floor.

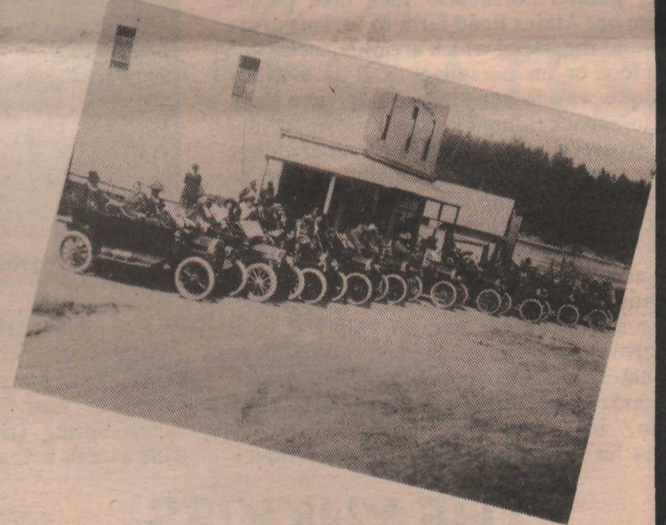
"We have our work cut out for us over the next little while," said Peter. "But I think if we continue following our philosophy of good food and good service at a reasonable price that things will come together for us."



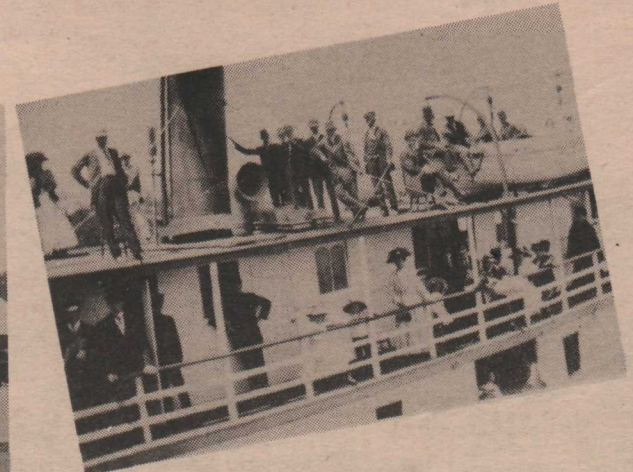
Peter and Donna Grant



Mouat's Store in Ganges



You won't see many oxen and Model "T's" in Ganges these days and gone from the wharf are the picturesque old steamers. People now prefer to be dry, warm and on time when they travel and expect to find a wide variety of goods and services when they shop. While we try to accommodate you, our customers, we are pleased that **MOUAT'S** store continues to look pretty much as it did three quarters of a century ago and the people who work in it are as friendly and helpful as ever.



Jewellery, paintings, antiques offered by Grace Point store

So you've found your grandmother's old jewellery buried under a ton of dust in the corner of your attic and now you are curious as to just what some of those stones might be? If you take them into Salt Spring Gems and Art, owner John Wiebe can not only do an accurate appraisal on the item, he can probably give you a history lesson on what you have just uncovered.

Wiebe has been in the jewellery business for over 40 years. He said that he originally got into the business because he loved rocks.

But jewellery is not the only thing you will find in this store. The walls are covered with original paintings, mostly done by his wife, Helen. As well there is a good selection of antiques available.

But the most appealing thing you will

find in the store is John Wiebe himself. Very knowledgeable and very friendly, he is always giving his customers advice on how to care for their valuables as well as educating them about various gems he has on display. He also does in-house repairs on jewellery and sells both new and old jewellery. There is also a large selection of loose gem stones with many of the varieties being very rare.

There is a wide range of watches to choose from in the store, some new and some old but all in excellent condition.

Salt Spring Gems and Art is open from 9:30 am to 5:30 pm from Tuesday through Saturday with extended shopping hours for the Christmas season to begin in the last week of November.



John Wiebe of Salt Spring Gems and Art

Pastime has become a business for rider Caroline Hickman

Do you long for the feeling of sitting tall in the saddle? If that is the case, and you don't own a horse, the person to see is Caroline Hickman of Salt Spring Trail Rides.

Caroline started her business five years ago after dozens of people kept stopping her as she rode her horse along the roads of Salt Spring, asking if she knew where they could go horseback riding. At that time, there was no one offering horseback riding on the island. Caroline saw the opportunity to turn her favourite pastime into a business and shortly thereafter she formed Salt Spring Trail Rides.

In the summer months Caroline can accommodate up to six riders at a time. Her guided horseback rides take people from her Atkins Road farm to various areas around the island which are only accessible by foot or on horseback. "It is a really unique way to see the island," she said. "Horseback riding gives you the opportunity to see a lot of wildlife and other things that you would not normally see while driving around the island in your car."

Caroline said that in the future she and her husband Andy hope to move to their 20-acre property in a more rural area of the island and run the trail rides from there. She also does her part to help out local charities and fund-raising. "We have donated free rides to benefit various island organizations including the Terry Fox Run," she said.

As for the future, Caroline is confident



Caroline Hickman

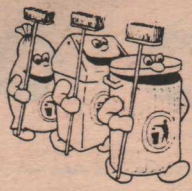
that her business will continue to grow. "With more people visiting the island every year, more people are wanting to ride every year," she said.

Salt Spring Trail Rides operates seven days a week year round.

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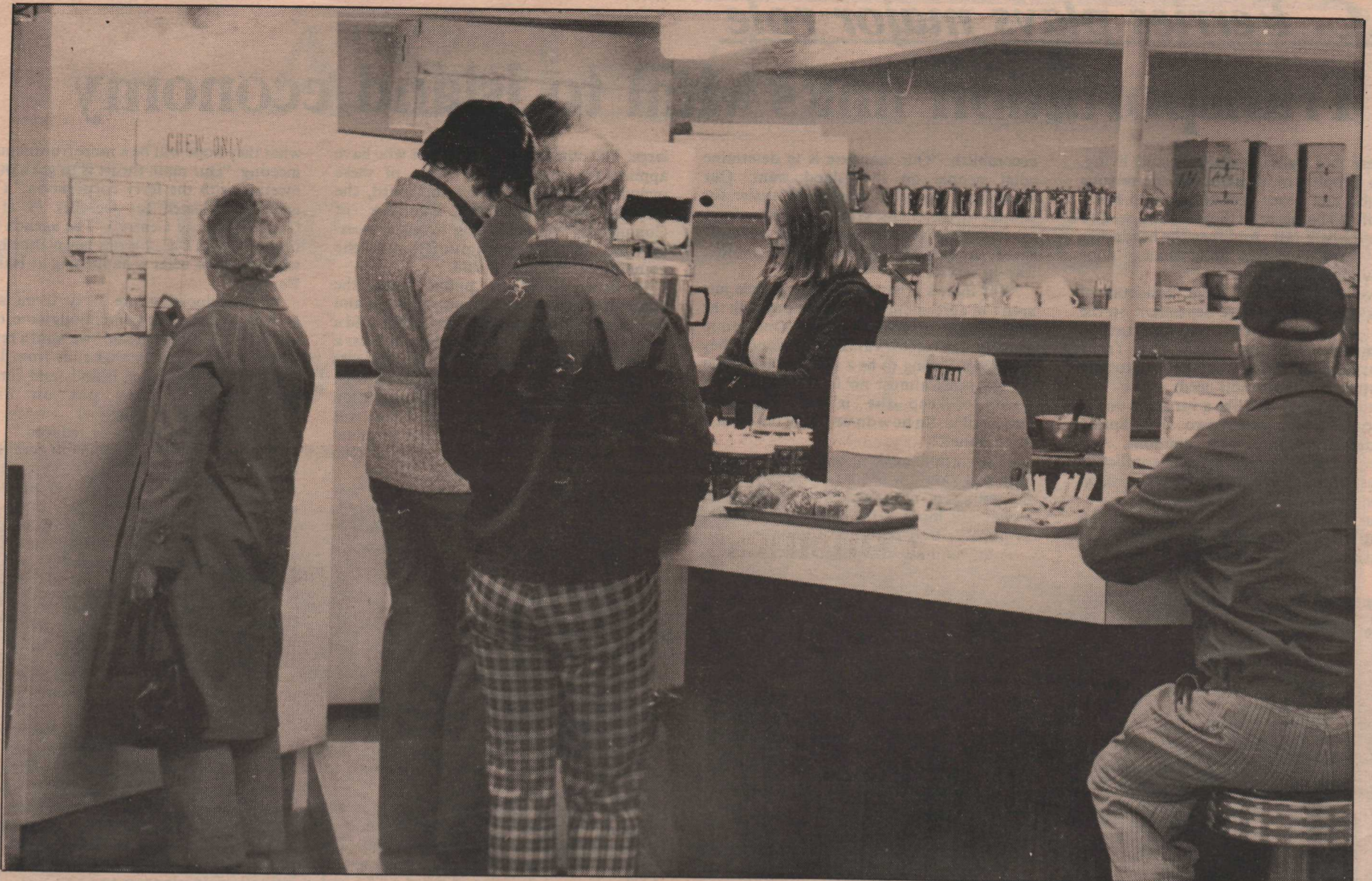
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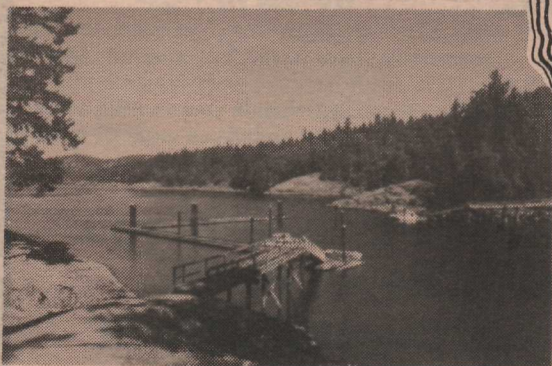
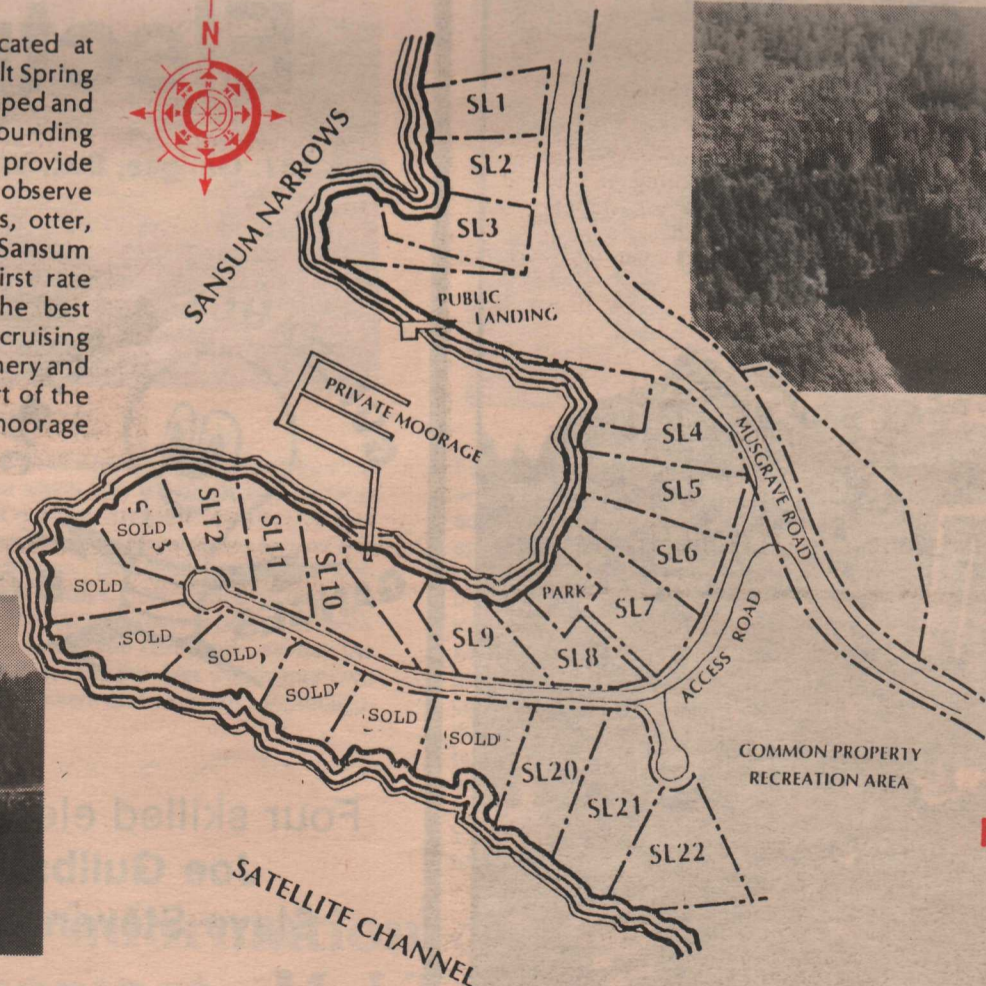




Good old days when food service was available between Fulford and Swartz Bay aboard the *Pender Queen*

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These serviced waterfront lots are located at Musgrave Landing on the west side of Salt Spring Island. This area of the island is undeveloped and appeals to those seeking a peaceful surrounding of natural beauty. Old logging roads provide miles of hiking and the opportunity to observe wildlife such as deer, grouse, raccoons, otter, wild sheep, eagles and other animals. Sansum Narrows has long been known as a first rate salmon fishing area. This is one of the best locations one could ask for in terms of cruising and sailing because of its spectacular scenery and protected waters. A marina which is part of the development provides safe year-round moorage for property owners.



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B.C. Ferries plays major role

Transportation links vital to island economy

There is a paradox about island living. Many people are attracted by the relative isolation and peace that comes with being "cut off." That is, until they want or need to go somewhere fast. And then the headaches start: ferry line-ups, long waits, poor scheduling, rising fares.

Love them or hate them, residents of B.C.'s coastal islands are dependent on the ferry system. Local transportation committees, along with the ferry corporation, are doing what they can to plan for future transportation needs.

But it isn't easy. It's like a variation on the classic joke: for every two Salt Spring Islanders, there are three opinions. And those opinions often reflect conflicting visions about how accessible the island should be.

Dan Evanishen, chairman of the Salt Spring Island Transportation Committee, explained what his committee is trying to

accomplish. "Our mandate is to determine what people on the island want. Our committee has tried to make it easier for people to travel, by arranging better ferry schedules and getting bigger boats. But now, things are getting so busy, we need another leap in service.

"But there's a basic problem: people just aren't in agreement on how to approach the whole issue of transportation. One group wants a bridge to Vancouver Island; they want Salt Spring to be a suburb. The other group wants almost no ferry service; they want to keep the island rural and inaccessible. So how do we figure out what is to be done?"

This apparently impossible task, requiring the wisdom of many King Solomons and at the same time allowing for democratic input, is the challenge facing the 14-member transportation committee.

Four committee members are elected at

large. The others represent groups who have applied for membership. Some of these include pensioners, the school board, the Islands Trust and the Chamber of Commerce. "We are trying to get a cross-section of the community on the committee," Evanishen said.

In order to ensure public input, the committee makes use of questionnaires and advertised public meetings. Evanishen said a public meeting held in November 1987 was a major disappointment. While 120 residents showed up, no one from the B.C. government or B.C. Ferry Corporation came. Nonetheless, at that time a vote was held concerning moving the ferry terminal from Fulford to Isabella Point. One hundred and ten people voted "no".

Because of the divergent opinions on how transportation should be handled, Evanishen said the best the committee members could do at this time is to organize

what they hope will be a more fruitful public meeting. "Our main thrust is to get a public meeting with the ferry corporation." (This meeting is slated for October 19 at the Ganges Activity Centre.) "The agenda is to find out what B.C. Ferries has planned. We will ask them what is happening at Isabella Point."

While relocating the ferry terminal to Isabella Point is one contentious issue, there are others. Evanishen said "we want a review of the milk run ferry that runs from Long Harbour to the Outer Islands and then to Vancouver. If they put on direct Tsawwassen-Long Harbour service, the need for Isabella would be reduced."

There are also concerns about beefing up evening ferry service from Vesuvius to Crofton. "If you miss the 6:30 pm ferry, you're stuck in Crofton. This puts extra pressure on the Fulford runs as well. Islanders who would normally travel via Crofton have to use Swartz Bay instead," Evanishen explained.

In the short term, regardless of what happens with the proposed Isabella Point terminal, changes are needed at Fulford. Parking and safety are major concerns. Long summer ferry line-ups block roads for emergency vehicles, posing a serious threat for fire trucks and ambulances.

The current method of one-way ticketing increases waiting time in the line-ups. Evanishen said he would like to see the corporation switch back to return ticketing as a way to speed cars through. There is also demand for a late night ferry from Swartz Bay on Friday and Saturday nights. The committee is proposing a sailing at 10:30 pm, allowing islanders to go to Victoria for weekend entertainment and still get home.

While the transportation committee is hard at work trying to sort out these crucial

Turn to Page B10



Joe Guilbault

30 years' electrical experience

With close to 30 years of experience as an electrician on Salt Spring, Joe Guilbault is the man to see if you need any electrical work done.

Joe, who has been in business for himself for the past eight years, spent the first 20 years working in the trade for Pallot Electric. After Dave Pallot died, Joe decided to form his own company to help maintain the high standard of service the island public had come to expect.

By employing hard-working, qualified tradesmen and doing superior work, he has been able to maintain that same level of

customer service during the eight years he has been operating Guilbault Electric. Over the past few years Joe has also helped out many of the local clubs and organizations by providing money or materials or both.

While Joe and his three employees are keeping very busy working at various different job sites around the island, Joe said he has no immediate plans to expand his business at the present time.

In his spare time, Joe said that he enjoys fishing, hunting and camping, or anything else to do with the outdoors.

Welcome Aboard

For the past 27 years B.C. Ferries has been a proud component of the Salt Spring Island Community.

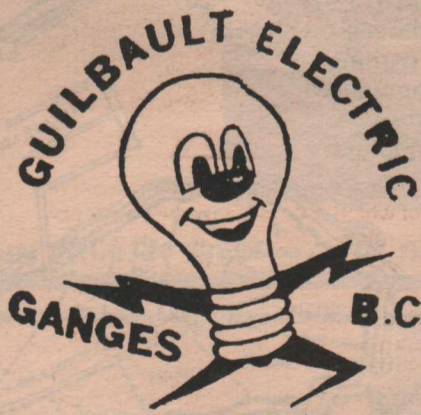
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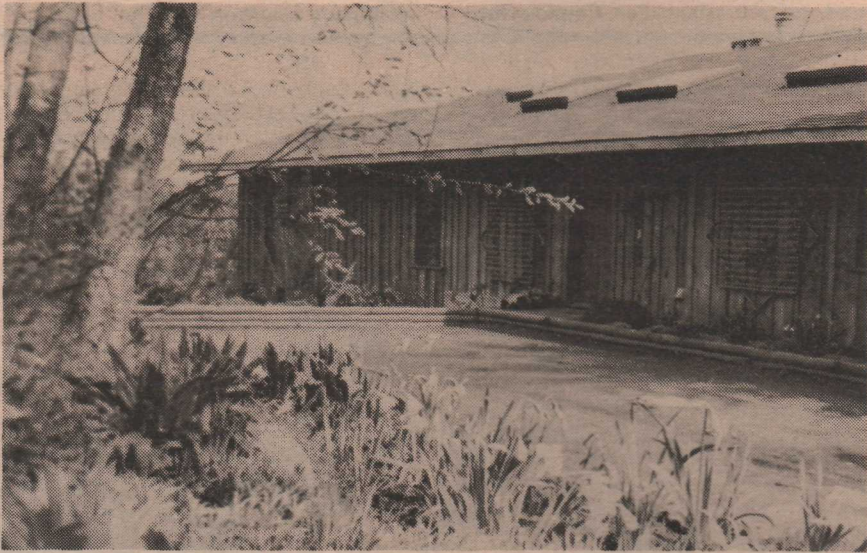


Joe Guilbault says thanks to Salt Spring Islanders for 26 years of support. We served then, we serve now.

Four skilled electricians to serve you:
**Joe Guilbault, Steven Pallot,
 Steve Stevenson, Duane Guilbault**

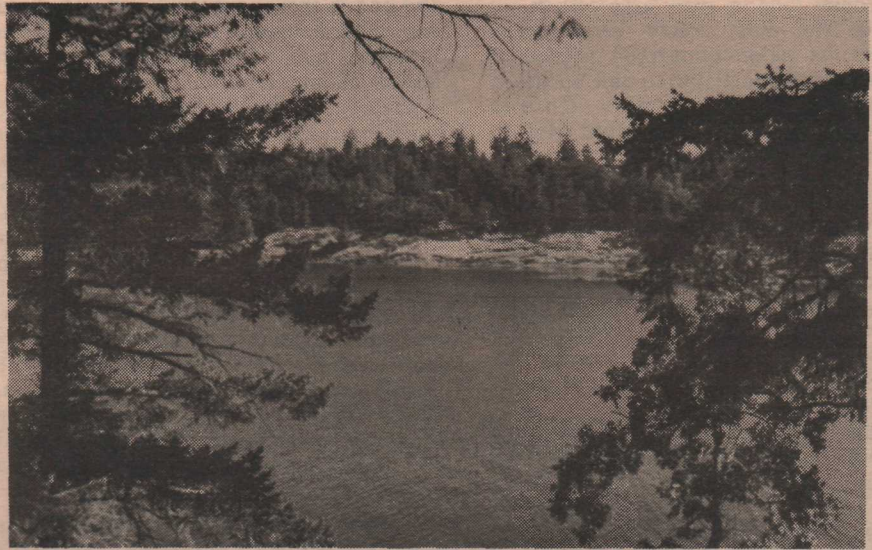
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9 acres with warm exposure, views of Ganges Harbour, Golf Course, farms, total privacy. Architect designed home by quality builder, 2500 sq.ft. of good country living, featuring 3 bedrooms, 2 bathrooms, large living room, dining room, study or family room, kitchen and laundry room, skylights, lots of glass, plus guest cottage rented. Price \$225,000.



WATERFRONT ACREAGE

3.68 acres, Southey Point area, access from Dogwood Lane, driveway to several building sites, south west exposure, warm swimming, beautiful trees, oak, arbutus, fir, one of the few acreages left on the west side. Price \$189,000



CHANNEL RIDGE

The Channel Ridge project totals more than 1,400 choice acres on the sunniest part of Salt Spring Island overlooking Stuart Channel, of which over 500 acres will be kept in its natural state. This is the Gulf Islands' first comprehensive community with a planned hamlet to provide recreational facilities and convenience stores for you and your family. Here is the homesite of your dreams. Beautifully treed lots with magnificent sea views and your privacy protected always. Surrounded by over 500 acres of untouched water protection area, parks and natural preserve, with a network of trails for your walking or riding enjoyment — where you can picnic, savour the breathtaking sea views, marvel at the prolific birdlife, feed the deer within your own nature park or just absorb the beauty of alpine flowers and woodland tranquility. Phase IV now available.



WATERFRONT — SCOTT POINT

FRANK LLOYD WRIGHT GLASS HOUSE - designed by a well known local architect on prestigious Scott Point, Long Harbour. 1300 sq.ft. upper level, 500 square feet lower level. THIS CUSTOM DESIGNED HOUSE, built to the highest specifications, is a showplace. Three of the four sides, including that facing the sea, are of thermal glass, permitting closeup views of the ferries, yachts, and other pleasure boats that pass back and forth. ENTRANCE is on Marina Crescent, with 164 feet of lowbank waterfront. It has a unique kitchen designed to catch the sunlight in all seasons; dining room, laundry room, living room with Cathedral entrance and fireplace; two bedrooms and two bathrooms containing shower and bath tub, many closets, custom-built shelves and skylights. A DECK COVERS three-fourths of the house. Lot size is .63 acre, with a shake roof. House is blended to the site, landscaped by nature, with a mini-forest of young Douglas fir screening it from the sea. Lower level is a counterpart of the upper level, 85% finished, capable of being an entire sunlit apartment by itself. EASY ACCESS is possible with addition of moorage. Vancouver Yacht Club marina is half-mile away. PRICE LOW IN RELATION TO ITS SUPERB QUALITY — \$295,000.

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Some want a bridge; others want limited ferry

From Page B8

transportation issues, B.C. Ferries' administration is examining the same problems. Like the committee, the ferry corporation has not yet come up with answers or definite plans.

Erin Caldwell, public relations officer with the ferry corporation, said the planning department is currently reviewing future service to the Gulf Islands. She said, "we try to meet most of the priorities on most of the islands. It's impossible to make everyone happy. During peak times, we simply can't provide the service. There just isn't the money."

Caldwell added that the ferry corporation had a \$16.2 million dollar loss on the southern Gulf Islands routes between March, 1987, and March, 1988. None of the other routes rang up such large deficits.

While the B.C. Ferry Corporation provides the major commercial, residential and tourist transportation to Salt Spring, it is not the only carrier. Unique transportation needs have given rise to unique transportation means.

One such unique solution is Gulf Islands Water Taxi, the brainchild of Jack Hughes. Hughes recently signed a five-year contract with the school board to provide taxi service for commuting students. Hughes also contracts with the ministry of health to provide emergency medivac services. These two contracts, aside from keeping his business "afloat", also fill a void in ensuring vital transportation links.

Hughes said the need for this kind of service is growing. "We built a new boat for the school board contract. We used to haul maybe 12 kids. Now there are 60 high school students coming from the Outer Islands to Salt Spring and 25 junior high kids going to Mayne Island. I think it will continue to grow as these islands get more populated."

Two boats are now used for the school taxis. The new 48-passenger launch, aptly named the *Scholarship*, and an older 40-seater are both required. Hughes added "the school board contract keeps us going 10 months of the year. Our summers are slower since we don't do much with tourists."

Hughes said with proper ground transportation and some kind of government subsidy, his company could be interested in offering larger scale inter-island service. "To run an inter-island service you would need a subsidy to cover the costs. If

you're running a passenger ferry, you definitely need a bus to meet it. Without some kind of land shuttle service, it won't work." He felt such a venture would be beneficial, as it would reduce some of the pressure on B.C. Ferries.

For those who prefer flying to floating, Harbour Air offers a quick alternative to ferry travel. With flights in and out of both Vancouver harbour and airport, islanders needing to get to the big city in a hurry can do so on Harbour Air.

The company was started in 1983, after Air BC, who formerly serviced the same routes, sold off their single engine aircraft. Bill Embrey, Vancouver Harbour base manager, said Harbour Air is the largest seaplane airline in British Columbia and one of the largest in Canada. Harbour Air flies between Duncan, the Lower Mainland and all of the Southern Gulf Islands except Gabriola.

Embrey anticipates that figures from this summer's traffic will show a 10-15% increase for Harbour Air. "It's a very seasonal business. In the summer, we employ 120 people full-time; this drops in half in winter.

"Our summer schedule is designed for people living in the Gulf Islands who also work in Vancouver. Although we don't have any daily commuters, there are about 20 people who regularly commute on a weekly basis. Their principal residence is on the islands and they keep an apartment in town. We fly them out Monday morning and bring them back on Friday night." Embrey added that he feels this trend to commuting is a growing one.

Besides servicing local residents, harbour Air gets a slice of the tourist pie as well. "We get tourists from all over the world coming to Hastings House in Ganges. We also fly a lot of recreational boaters—Vancouverites who leave their boats in the islands and fly back to town."

Embrey is optimistic about the future for Harbour Air. "If growth continues on Salt Spring as it seems to be happening, I can see a need for direct service between Salt Spring and Vancouver. Now there are all kinds of intermediate stops. But with more demand, we'll be able to bring in more reliable service."

People aren't the only ones needing to get on and off the island. Commodities,

materials and all sorts of products need to go "from here to there" as well.

Salt Spring Freight, one of the main haulers on the island, is doing "booming business", according to depot manager Randy Blanchette. "Things have really picked up in the past year. The freight business reflects what's happening on the island. Business started picking up two years ago, but we're up about 25% over 1987."

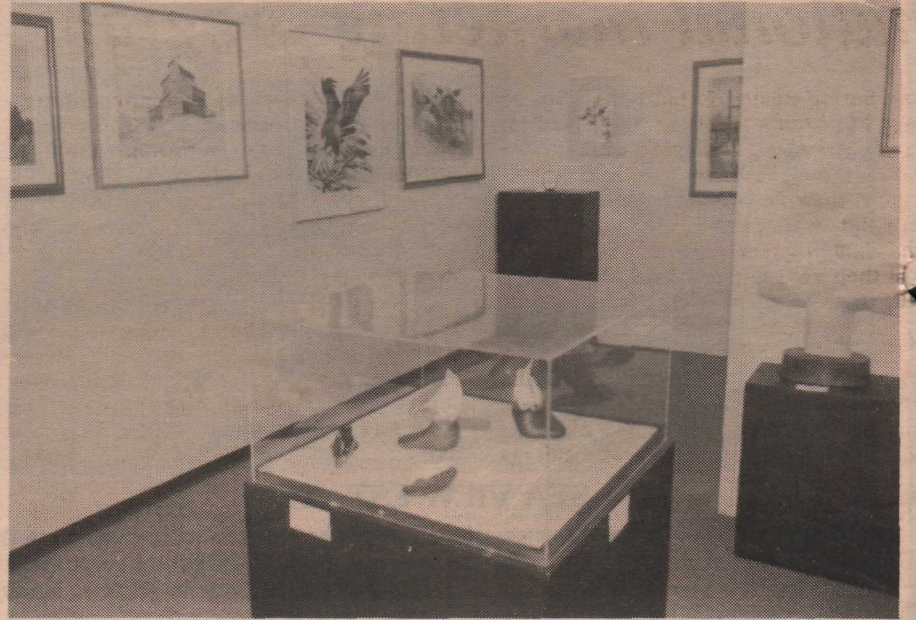
The company hauls for major department stores, such as Sears, Woodwards, the Bay and Eatons. Blanchette said he has seen a marked increase in home furnishings and large appliance purchases. "People are buying everything."

Salt Spring Freight handles other kinds of commercial goods, including taking the mail on and off the island for Canada Post.

Blanchette explained that a large chunk of his business comes from doing deliveries for local businesses, courier deliveries and bringing over construction materials for the very busy island contractors.

While he was unable to estimate just how long these good times would last, Blanchette was optimistic. "I think it will be quite busy for us for a long time to come."

While the transportation links currently connecting islanders with the outside world are adequate for now, there is no doubt future needs will require additional service. While islanders today have the opportunity to help shape an overall transportation plan, if a coherent policy cannot be put together soon the pressures imposed by population growth may end up dictating what the ultimate solutions must be.



Salt Spring Art Gallery Society

The Society invites you to become a supporting member of the Salt Spring Art Gallery.

By volunteering to act as Gallery Custodian for a day, or a few hours, you can help to promote the arts, display the work of our island artists and meet visitors from virtually all over the world.

Your time spent in the Gallery will be well rewarded.

Society annual membership subscription is \$5⁰⁰

Salt Spring Art Gallery
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News of the Islands,
then & now

Gulf Islands
Driftwood



Golden Island Restaurant

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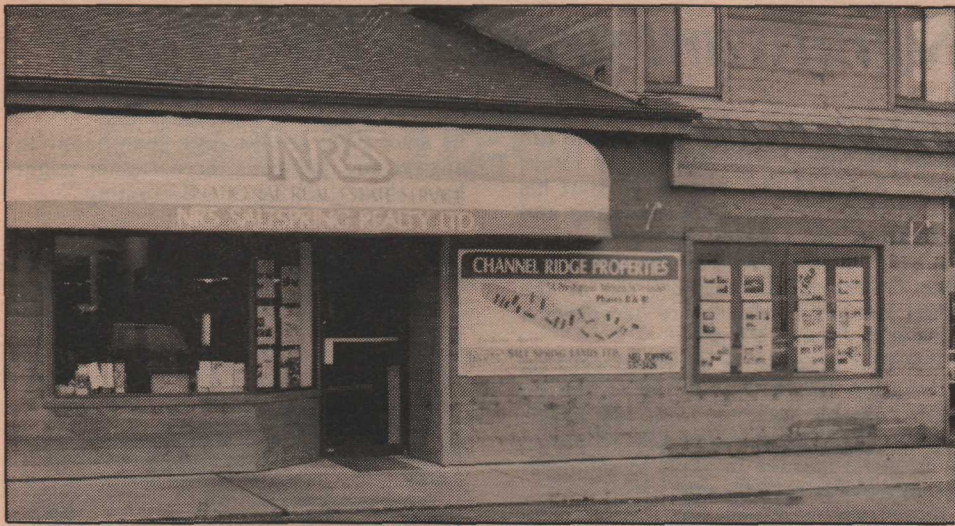
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Salt Spring Realty office

Salt Spring Realty part of national marketing program

Salt Spring Realty (formerly Salt Spring Lands) has been a fixture on the island for over six decades. Last year, due to the intense competition in the real estate industry, the company joined the National Real Estate Service (NRS) to keep abreast of the changing marketplace. But they still remain in their sense of an island business.

NRS is the fastest growing real estate franchise in North America, according to Mel Topping, the manager. They have a free, weekly catalogue containing all the listings available in the area. The business is an independently owned franchise.

All of the employees are island residents

who are also involved in many different aspects of the community. "We sponsor a boys' baseball team and supply trophies for the soccer league as well," Mel said. "Along with that we have been members of the Chamber of Commerce since day one and we also help sponsor the Terry Fox Run as well."

Just over one year ago they moved into their new location at Gasoline Alley on the Fulford-Ganges Road in Ganges. If you are looking to buy or sell property in the near future, Mel would like to invite you to call NRS Salt Spring Realty. They are open daily from 8:30 am to 6 pm.

Over 50 artists are represented

The Salt Spring Art Gallery, located above the post office in the Ganges Centre, displays and sells works made by over 50 local artists. The gallery, which has been in operation for three years, is run by a non-profit organization. More than 30 volunteers staff the gallery.

Jack Avison, president of the society, said the funds raised through donations, raffles and commissions from works sold are used for artists' scholarships. Day-to-day funding comes from memberships. Avison estimated there are currently 90 society members, adding, "we will be holding a membership drive soon."

Avison explained what their goal is.

"We're trying to create a slightly different image from a regular commercial gallery. We give an opportunity to artists who might not otherwise be displayed, to display their work. Even with that, all of the works are quality and are vetted." He added that "we do highlight shows for artists throughout the year. We provide space on one or two walls for the highlight artist." He is pleased at the good response the gallery has got from the community so far.

The Salt Spring Art Gallery is open from 11 am to 4 pm, Monday through Saturday. During the busy summer tourist season, it is open Sundays as well.

Norman Twa started with a backhoe 20 years ago

Need a road built into that new piece of property you just bought, or perhaps a nice little pond in your back yard might be your cup of tea. If this is the case, call Norman Twa and your troubles are over.

Norman Twa is the owner of Daisy Holdings-Excavating. He has been in business for the past 20 years on the island, building roads, digging ponds or clearing land for house sites. Mr. Twa, who said he has always enjoyed working with machinery, originally started out in his business with one backhoe. Back then his work consisted of mainly digging septic tank fields and house sites. But when people started wanting ponds dug or entire subdivisions excavated, he moved into larger equipment as well. Today he has dumptrucks, excavators, graders, bull

dozers and front-end loaders, enough equipment to handle almost any job that comes along.

While his business has grown over the years, he said his philosophy for running his business has not. Personal service and being the owner-operator means doing the job right the first time or face the music.

When he isn't busy with his work, Norman likes to relax by jumping on his dirt bike and doing a few laps around the course he has set up near his house. This hobby recently paid off as he was recently named number one in the expert old timers class for Western Canada and the Western United States at a race held in Nevada. When he isn't racing, he can be found helping out younger riders, teaching them how to maintain their own bikes.

Islanders at Work



'We've been building island roads for 20 years — and we're proud to be a part of the Salt Spring community.'
—Norman Twa

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Ganges

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THE YUKKIES



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Lenora Outerbridge of Rainbow Crafts

Christmas or birthday presents for all found at Rainbow Crafts

Seeking an outlet for her own craftwork led Lenora Outerbridge to open her own store two years ago. The business, Rainbow Crafts, is located in Gasoline Alley in Ganges.

Lenora's specialty is making cushions, tea cosys, pot holders and wall hangings. She personally handcrafts each item separately and then tastefully displays them in her store windows. She also has the work of five other local craftspeople in her store. Those items include candles, soap, stained glass, fused glass, custom-made island T-shirts and pottery. "The interesting thing about the crafts in my store is that almost everything that we sell is functional, as well as being pretty," she said.

All of the crafts are nicely displayed throughout the store. With large front windows overlooking Centennial Park, the store feels like a comfortable place to shop

from the moment you walk in the front door. Fragrances abound from the many varieties of handmade soap that she stocks, which add to the comfortable atmosphere of the store.

Among the many interesting items she sells are the fused glass pieces. Fused glass, Lenora explained, is an ancient art form which almost died out with the advent of joining glass pieces together with solder. The glass was heated and fused together to make interesting designs. Some of the work is remarkably well done, such as where the artist has shaped glass to resemble orcas.

Rainbow Crafts is a great place to find interesting Christmas or birthday presents for just about anyone in the family. The store is open from 9:30 am to 4:30 pm Monday to Saturday and Sundays from 11 am to 4 pm.

Significant growth during year

A desire to work independently and run his own business were the driving forces behind Kevin Marks' decision to start his own business, Kevin Marks Painting and Decorating, eight years ago. Kevin, who has lived on Salt Spring for the past three years, operates his business out of the Upper Ganges Centre where he shares a store with Calypso Carpet.

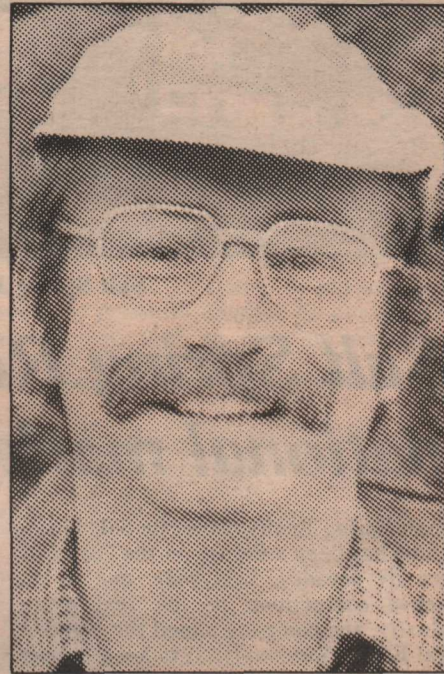
The first time Kevin ever laid eyes on Salt Spring Island was in 1980 when he came here on vacation from his native England. "I liked the area and people so much that I decided to apply to immigration to move here," he said.

It took two more years but in 1982 Kevin left England and headed for the west coast of Canada. Three years ago he moved to Salt Spring Island and began operating his business here. "At first things were a little slow but business picked up steadily and has grown significantly in the last 12 months," he said.

Along with painting, he also does wallpapering and has just branched out to include renovations in his work. "It is really just an extension of the decorating business," he said.

When Kevin isn't out checking the progress his four employees are making, he can be found in the store where he retails Pittsburgh paints and wallpapers. "If people want to do the jobs themselves I can supply them with the paint or paper,"

he said. "I'm always more than happy to answer any questions the customer might have about painting or redecorating."



Kevin Marks

Growing with the Islands,
then and now

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Island real estate market is hot

Price is right for home, property seekers

If you've had the feeling that Salt Spring is "hot", your hunch is right. Local realtors confirm that island real estate is an increasingly desirable commodity.

A large percentage of new purchases are being made by Eastern Canadians. Those buyers are cashing out of their pricey Toronto real estate holdings and snapping up the "good life" on the B.C. coast, with lots of change to spare.

Mel Topping, shareholder and manager of NRS Salt Spring Realty, described the market as "very, very active and very, very strong, but not like 1980. We're seeing a very steady climb. And although mortgage rates are going up, that doesn't affect a lot of our sales. About 75% of our deals are cash, mainly because of the retired people. This gives us a very stable market."

According to Topping, the Salt Spring market started rebounding in 1985, but 1987 and 1988 have brought major increases. "There has been a tremendous increase in volume and probably a 20% increase in price." He added that things are so good that his company, presently staffing 14 salespeople, could accommodate six more financed realtors right now.

So what exactly is causing all the action in the real estate market? There are a combination of factors. The influx of retired people is certainly a crucial ingredient. They are attracted by the climate and the amenities Salt Spring offers.

Salt Spring has shopping, hospitals and other necessary services retired people want. It also offers safety and security, a beautiful setting, great recreation and access to big city culture and shopping.

Besides, the price is right. Although

islanders may feel local real estate is getting too expensive, a person coming from Southern Ontario, Montreal or the Greater Vancouver region finds real bargains here.

Retired, monied Easterners aren't the only ones affecting the market. There is also demand from younger people. People who will move to the island "one day" when they are able to finally build their dream home are buying land today. Others who can afford weekend retreats are purchasing recreation property. There is a growing segment of working islanders who are living as commuters; they sleep on Salt Spring and journey to Vancouver or Victoria for jobs.

Arvid Chalmers, manager of the local Pemberton Holmes office, said all in all, real estate on Salt Spring is quite unique. "It's different from any other market I can think of. People come here and fall in love. This is a heart place. People buy property with the intention of moving here. A number of people buy and never move here. We also get business from people passing through on holidays or business trips."

Because many purchasers never actually relocate permanently on the island, there has not been the kind of major population growth one would expect with such a brisk market. The island's population is steadily rising, but there has been no dramatic increase.

John Woodward, who took over as agent manager of Gulf Islands Realty in May, 1988, also feels that mini-boom is an accurate description of the current real estate market. "This is absolutely a banner year for us. In fact, without question, this is the best year ever. I would say our volume is up 25% since last year."

Concerning prices, Woodward stated,

"They are jumping, but it depends on the type of property, just how big the jump is." His estimate was an average 20% rise. Arvid Chalmers agrees that certain kinds of property are at a premium. "Waterfront has gone up 40% in the past 12-18 months, while water view homes are appreciating at around 20%. The rest of the market has seen increases between five and 10%."

Like Salt Spring Realty, Woodward said his company has seen a surge in purchasers from Eastern Canada. Woodward believes that the market here will remain strong "as long as the boom continues back east. We're not dependent so much on the local economy. We're seeing new money come from other parts of Canada and international purchasers."

But Woodward added that sales to off-islanders create a ripple effect. "The majority of locals who are selling aren't leaving the island; they're simply relocating. So each purchase creates yet another person needing to buy once they've sold."

Chalmers had a slightly different perspective on who comprises the market right now. Although sales in his office to Easterners have increased over the past few years, he said "the bulk of our market is the lower mainland." Buyers from the Vancouver area, like their Eastern "cousins", have strong purchasing power due to the high prices their properties command.

Tom Hoover, principal agent and manager of the recently opened Century 21 office in Ganges, was the most cautious and conservative in his description of the current real estate market. "I would describe it as active, but I would also be reluctant to call it a boom. This certainly isn't a speculator's

market. And there is a lot of inventory available. In the real boom of 1979 and '80, demand exceeded supply, causing a huge upward spiral in prices."

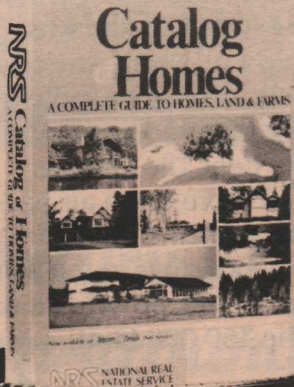
Nonetheless, Hoover agrees that the Salt Spring market is at least in a major recovery from the very depressed prices that occurred during the crash in the 1982-85 period. He estimates that prices of island homes went up an average of 10% in 1987 and added "we're expecting 15% this year." Hoover believes that Salt Spring property is still undervalued and even at the current prices is a good buy.

Hoover also cautioned that the rise in interest rates could put a damper on things. While it is true that a large percentage of Salt Spring deals are cash, that purchaser still has to unload his property elsewhere. High interest rates, especially in regions of the country commanding very high prices, like Toronto and Vancouver, could put the brakes on sales. Those people planning to relocate to the island may get stuck, unable to sell "back there", and therefore unable to buy here.

On the other hand, he agreed that there is a great demand for certain kinds of housing. In particular, single-level townhouse or other multiple-family dwellings in the lower end of the market. Additional development in these categories will be successful.

For the near future, even considering the change in interest rates, Salt Spring real estate still should appreciate at a healthy, but not frenzied pace. With the awarding of the 1994 Commonwealth Games to Victoria, Salt Spring is certain to realize residual benefits. Although no one has a crystal ball, hedging your money on Salt Spring real estate is probably not a bad bet.

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Realtor Henri Procter is a self-proclaimed islomane

Fourteen years after arriving in the Gulf Islands Henri Procter still thinks this is the best place in the world to live. A self-proclaimed "Islomane" (island lover), Henri's first visit to the Gulf Islands was a camping trip to Galiano. "I loved it so much that I never left," she said.

Since moving here she has lived on Mayne Island for a time, spent some more time on her boat exploring the lower Gulf Islands and working as a deep sea fisherman for eight years. It was just two years ago that she began her career in real estate with Gulf Islands Realty.

She said that she likes to use her own approach when it comes to selling real

estate. "I'm not the type of person who pushes people into things. My approach could be called soft sell. I want my customers completely satisfied with their decisions. I wouldn't feel right any other way," she added.

In her spare time, Henri likes to read (she has studied both literature and fine arts) and work in her garden. One of her other passions in life is preparing fine foods in her kitchen, to the delight of her friends.

If you have any real estate needs and Henri sounds like your kind of person you can contact her at Gulf Islands Realty.



John Lomas of Gulfstream

Gulfstream 13 years old

Looking for a left-handed screwdriver? Copper tubing? Electrical supplies? Whatever your needs, John Lomas and his staff at Gulfstream Pro Hardware will be more than happy to help you out.

Gulfstream is located on McPhillips Avenue in Ganges. They have been there for the past eight years after moving from the Upper Ganges Centre where they had been for the previous five years. John said he founded the business because he thought there was a need in the community. He and wife Sharie try to supply their customers with the products and services to make their projects a success.

The store is laid out in such a manner that it is very easy for the customer to walk in and see from the overhead signs where they should look for their needs. Areas in the store are divided up into sections such

as plumbing, electrical, tools, and even woodstoves. If you still cannot find what it is you are after, any one of the six knowledgeable employees on staff will be more than happy to help you out.

When John and Sharie aren't busy with the store, they are active members of Salt Spring Island community. John is involved with ambulance work, as well as being the organist at St. Mark's and St. George's Anglican Churches. Sharie, in addition to taking care of their five-month-old son Peter, also works with the Girl Guides. Together, they like to support the local theatre and various other island organizations.

Gulfstream Pro Hardware is open from 8:30 am to 5:30 pm Monday to Friday and Saturdays from 9 am to 5 pm.



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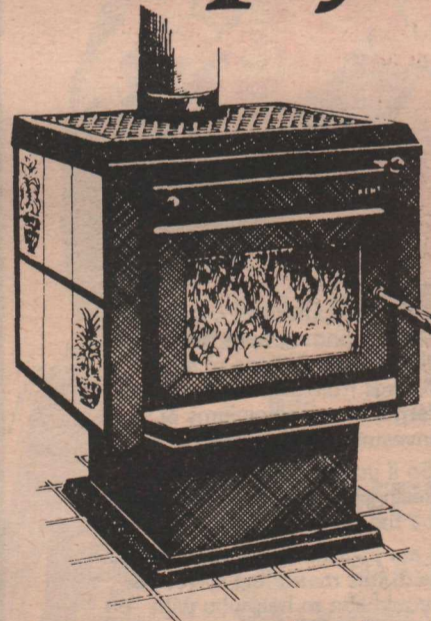
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Foxglove Farm & Garden Supply

Foxglove Farm & Garden is growing with community

Keeping the Gulf Islands beautiful and serving the farmers and gardeners of the area is the business motto of Foxglove Farm and Garden Supply. Located at the corner of Atkins and Lower Ganges Roads, Foxglove has been serving the community for the past 12 years. It originally started as a surplus feed sales centre, selling the feed from trailers.

Ten years ago the business moved to its present location and has continued to grow with the community. Chris and Marilyn Schmah, who purchased the business earlier this year, have been involved with it for seven years.

For the last three years they have been offering landscape design as well as consultation services to their customers and in the future hope to develop nursery/growing facilities.

The store itself is a large, tastefully designed building which accommodates all the current needs of the customer. Products are all creatively displayed and arranged to let the customer see all the store has to offer. The store carries a complete range of livestock feed and pet foods as well. They also have a large assortment of plants, bulbs, seeds, fertilizers, tools and equipment.

Add to this the fact that the staff are more than willing to give helpful advice over the counter, at no extra charge. Foxglove also has its own landscape crews. They will completely renovate your front yard, or help you plant the tree that you just bought at the store.

Foxglove is open from 9 am to 5:30 pm Tuesday to Saturday.



Century 21 office at Ganges

Century 21 manager sees turn-around in real estate

Now entering its second year of operation, Century 21 Islands Realty Ltd. is looking forward to more good things to come. "The real estate market has definitely turned around on the Gulf Islands from the way it was in the early 80s," said manager Tom Hoover. "The market is very active and all of our people are keeping very busy."

Hoover, who has been in the real estate business for the past 10 years, said that his staff of 16 trained professionals all have an average of at least five years experience working in the business. "Century 21 is the largest real estate network in the world," he said. "We have over 7,000 offices throughout Canada, the United States, Europe and Japan. Along with that, we offer our agents the best training program in the industry."

He said that the future hopes and plans of his firm are to continue to be a successful and integral part of Salt Spring

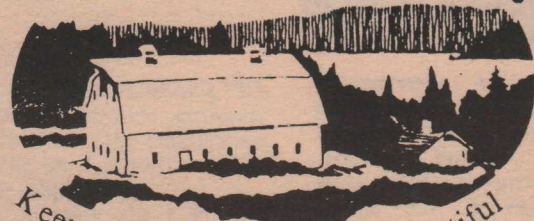
Island by serving their customers and the community. Century 21 is already extensively involved with many community projects, Hoover said.

"We were a major supporter of the Job Trac program. Our employees alone raised over \$6,000 for the program," he said. The business also supports the Easter Seal campaign and the United Way fund drive and participates in the Terry Fox Run. They sponsor one of the local boys' soccer teams and a men's softball team.

"When you live and work in close-knit community like Salt Spring Island is, you feel a moral obligation to put something back into the community to help maintain quality of life that we have all come to expect," he said.

Islands Realty Ltd. is located in Grace Point Square in Ganges. They are open daily from 9 am to 6 pm.

FOXGLOVE
FARMING & GARDENING



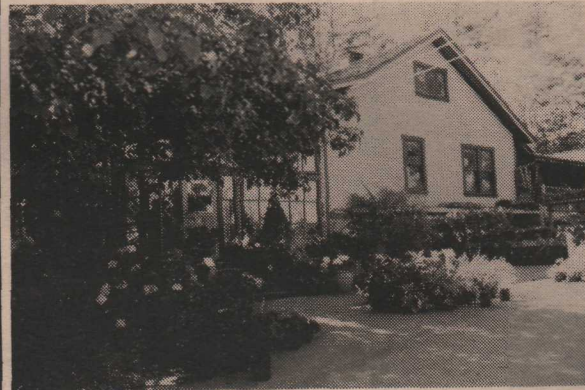
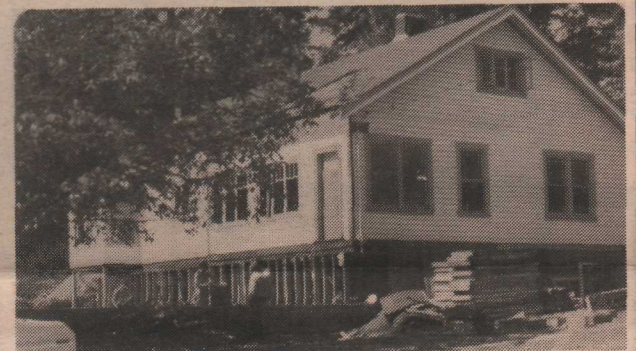
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The Anderson home during renewal to develop the present retail outlet



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