



The official ribbon cutting for the Wallace McCain Training Institute's new digs at Upper Oxbow, a hunting and fishing lodge on the Miramichi. When not in use by the Institute, the facility will be rented out to other Lodge clientele.

**NANCY MATHIS**, the founding director of the Wallace McCain Training Institute (located at the University of New Brunswick) scouted 22 locations before settling on a permanent spot where participants in groups like the Entrepreneurial Leadership Program (ELP) could hunker down for meetings and training sessions.

The moment Mathis discovered the Upper Oxbow—a hunting and fishing lodge in Red Bank on the Miramichi—she was hooked. Only, the Upper Oxbow was too small. Would the owners, Debbie and Dale Norton, consider building a second lodge? You bet! Completed last fall, up to 20 participants can now have their own exclusive space. There are contracted times for the Institute to be there; in-between, the Norton's regular clientele visit to fish and hunt.

Not only is the partnership innovative, but there are a couple of points of interest including the air-to-water system which provides both heat and air conditioning to the lodges. As well, the bottom floor in the new lodge has in-floor heating with hot water that's provided from an outdoor wood burner which, in turn, also heats the dining room, and provides hot water for both lodges. The heating bill for the new lodge during the coldest month last winter was \$256.

## NOVA SCOTIA

**MARRIOTT HALIFAX HARBOURFRONT** recently added 4,500 sq. ft. of meeting space and a Great Room—to the tune of \$5.2 million.

"This is the first Marriott to build a Great Room concept in the market and only the third in Canada," says Kelli Stutt, director of sales and marketing. "It features complimentary high speed internet access, power to enable customer's devices, and a variety of seating styles to match individual or group needs."

Other features in the works for this site include "open table" where guests can book reservations online; remote check-ins; and "red coat"—an application that will allow direct access between a meeting planner and the hotel's red coat concierge, in real time.



Meeting spaces at the Marriott Halifax Harbourfront are a symphony of simplicity, offering superior service and amenities as well as room to think creatively.



Opening this summer at Halifax Stanfield International, Atlantic Canada's first ALT hotel will be a hip place to meet at a reasonable cost.

**THE FIRST ALT HOTEL** in Atlantic Canada (an innovative no-frills-chic "alternative" hotel) opens this summer at Halifax Stanfield International Airport. The \$27-million, 169-room hotel is connected to the airport via a short pedestrian walkway.

Brainchild of family-owned Groupe Germain, ALT Hotel boasts 10,000 sq. ft. of meeting space featuring a "creative lounge"—specifically designed to hold brainstorming sessions or informal meetings.

The company hosted a contest to produce an original work of art for the lobby of the hotel. "We received over 90,000 images," says Stacey Mason, national director of communications, "and this installation is over four times more interactive than our hotel at Pearson Airport."

Additional features at the Halifax site include: geothermal heating and cooling; card readers that turn off room lights when people leave; and soundproof windows to block plane noise.