



THE CHAMBERS

VOICE

VOL. 1 NO. 1 FALL 2019

THE BRIDGEWATER AND AREA CHAMBER OF COMMERCE supports local business and economic growth in Bridgewater and area and engages its members in ways that inspire a progressive business climate and contribute to the steady economic growth of the South Shore. Members contribute to the prosperity of our community as a whole through initiatives and events targeted to the business goals in our area.

LETTER FROM THE PRESIDENT



It is my continued pleasure to serve the Bridgewater and Area Chamber of Commerce as a board member and President. I am increasingly proud of our Board Members and volunteers for the hard work and effort over the past year and going into the last part of 2019.

We are working diligently to continue to answer the calls to action that the membership have asked of us over the previous year. Focusing primarily on becoming a resource for education and training for our members, we are happy to announce the start of our education series in partnership with the department of Labour and Advanced Education. A special thank you to all of the community members that attended our assessment sessions over the summer to ensure we are tailoring our courses to meet your needs.

It is an exciting time to be a member of the Bridgewater and area business community, with multiple announcements from our municipal and town partners over the past few months regarding the continued efforts of cleaning our river system, to the 'area changing' announcement regarding the development of an interchange to encourage the expansion of the Bridgewater business park and surrounding area. The BACC promises to continue to work closely with our government partners to ensure you are kept up to date with the developments that effect your business.

September brought a potentially devastating hurricane to our region and the rest of Nova Scotia, and as they have done multiple times in the past, our communities rallied together to support each other on recovery efforts. I am proud and continually amazed by the outreach, and stories of support I continue to hear from around our area. The Bridgewater and Area Chamber of Commerce would like to send a message of thanks to all of our brave first responders, linesmen, and especially the members of our volunteer fire departments who worked tirelessly day and night to ensure our safety and a quick recovery from the storm. Thank you from all of us for everything you do.

As we look towards the last few months of 2019 and the quickly approaching holiday season, thank you to our members and partners for your continued support and participation in the Bridgewater Area Chamber of Commerce. I look forward to continuing to work with each and everyone one of you.

Jim Brown

staples 
work. learn. grow.

BDP # 8402261278

As a proud supporter of the Bridgewater and Area Chamber of Commerce, Staples is here to help your business grow! We have partnered with BACC members to offer **20% discounts on all print** (business cards, rack cards, letterhead, envelopes, cheques, flyers, mail outs) **and marketing** (promotional items, clothing, signage and digital development).

We offer not only our services in-store and on-line (simply use the BDP number listed above in your transactions) but you have a **dedicated account manager** to assist with all your projects. Call today to see how we can help your business grow!

Account Manager:
Brad Beardsley
902.844.1172
brad.beardsley@staples.ca

FALL SPECIAL

1000 BUSINESS CARDS
16 PT. FULL COLOUR, 2 SIDED
UV COATED, DELIVERED
(Based on files supplied)

\$49.00
plus HST

MEMBER BENEFIT Programs

The Canadian Chamber can assist you and your members in improving your bottom line through its various benefit programs. Member chambers of commerce are welcome to share the Canadian Chamber's value-added programs with their respective memberships.

- Preferred rates on the electronic processing of VISA, MasterCard, Discover and debit cards through [First Data Canada](#)
- A fuel discount (\$0.035 per litre) – offered to the company and its employees – at all Canadian [ESSO](#)-branded service stations
- Program for payroll services partnership with [ADP](#)
- Home, auto and travel insurance through [Johnson Inc.](#)
- Protect your business with [CIRA](#)'s cyber security solutions including D-Zone and Domain Lock
- Chamber Travel programs from [Indus Travels](#). Visit Bali or Iceland.

- SME-oriented online training courses through the [Chamber eLearning Centre](#)
- 1800Member Business Savings Programs:
 - A savings program that offers member's savings up to 30% off the everyday public web price of [Lenovo](#)'s entire product line
 - Discounts of 40% on shipments within Canada and to worldwide destinations, 25% on imports into Canada and 75% (starting at) on freight shipments services with the [UPS® Savings Program](#)
 - 'Get More' Member Card from [The UPS Store](#)
- Audio conferencing and webinar services from [Pragmatic Conferencing](#)
- Reduce your chamber's risk with online document certification service from [TradeCert.com](#)
- Bundled office insurance coverage at a competitive and affordable rate for local chambers and boards of trade through our [Business Protection Program](#)

MEMBER PROFILE


MacLeod Webber
Barristers & Solicitors



129 Aberdeen Road, Suite 102
902.530.5955 www.macleodwebber.ca

THE CHAMBER WELCOMES MACLEOD WEBBER

In July of 2016 Meredith MacLeod and Tabitha Webber, having practiced law on the South Shore since 2005 and 2008, respectively, merged their practices under their shared goal of creating a law firm that offered both great service to clients and an enjoyable work environment to its team.

Meredith and Tabitha are joined by Janice Croft (paralegal and office manager), Lindsay Malloy (articled clerk), Lynne Smith (paralegal), Annette Hubley (reception), and Valerie Simmons (title searcher). They are frequently 'assisted' by Jaco, Skywest, and Moxie, who may or may not greet clients at the door. The team at MacLeod Webber works hard to be transparent, efficient, and personable in their provision of legal commodities in Lunenburg County and practices primarily in the areas of corporate/commercial transactions, real estate transactions, estate planning and administration, and family law, including adoptions and collaborative family law.

SKILLS FOR GROWING YOUR BUSINESS WORKPLACE EDUCATION PROGRAMS

Thank you to everyone who attended the information/needs sessions!

The Bridgewater and Area Chamber of Commerce has partnered with the Nova Scotia Department of Labour and Advanced Education to bring you a wide range of exciting **FULLY FUNDED** training opportunities! These are certification courses and are held over ten weeks, one night per week.

The first session is the **CUSTOMER SERVICE PROGRAM** which will focus on:

- What is customer service
- Why customer service matters
- 10 principles behind customer experiences
- Communication methods

- How to build trust with your customers
- The art of the up-sell
- Words and phrases to use and to avoid
- Social media responses
- Customer loyalty

This program begins in early October and will run until December for 10 weeks, 4 hours per week. **EACH TRAINING SESSION HAS A CAPACITY OF 12 ATTENDEES** SO ACT FAST TO SECURE YOUR SEAT!

For more information or to reserve your seat, please RSVP to office@bridgewaterchamber.com



LUNCH & LEARN Sessions

Registration starts at 11:30 am. Sessions run until 1 pm

OCTOBER 24 Krista Harding
South Shore Opportunities

NOVEMBER 28 ADT

* Larger "Pizza Delight" pay for lunch events.
Other events are "bring your own lunch", smaller sessions.

WHAT'S HAPPENING with THE CHAMBERS VOICE

What **THE BRIDGEWATER AND AREA CHAMBER OF COMMERCE** has been up to lately!

AGM - JUNE 13, 2019



Chamber President, **Jim Brown**, welcomes everyone to the Annual General Meeting



Mayor David Mitchell and **Jim Brown** with invited guests, the co-presidents of the Parkview Student Council



Keynote Speaker, **Leon de Vreede**, talks about the \$5 million win for Bridgewater's Energize Program in the Smart Cities Challenge



Funding announcement, July 8: The federal government through ACOA's Innovative Communities Fund will contribute \$500,000 to the Town of Bridgewater to conduct a strategic study to redesign the Bridgewater Business Park. The provincial government will provide funding in the amount of 300,000 for the same study.



2019 Lunenburg County Home Show, organized by one of the Chamber's directors, **Debra Porter**



Funding announcement, August 1 for the Lunenburg Remediation and Bridgewater Wastewater Project Bundle. The Government of Canada is contributing over \$2.6 million to the projects through the Green Infrastructure Stream of the Investing in Canada infrastructure plan. The Nova Scotia government is contributing over \$2.2 million.

CANADA DAY ON THE LAHAVE FREE BUS SERVICE



The Chamber is proud to sponsor **Free Bus Service** on special occasions



Thank you to **Bill Bruhm** with the **Bridgewater and Area Lions Club** who presented a cheque for \$1000. to Chamber President **Jim Brown** for the Chambers portion of profits from the **Toonie Toss Run**, which is set aside to support student bursaries for graduating students.



Don't miss the Chamber's **Lunch and Learn** Sessions!

TOWN NEWS

NORTH PARKADE RENEWAL

Over the next several weeks, the public can expect to see work begin on the renewal of the North Parkade in Downtown Bridgewater. Work being done on the parkade will include both structural and beautification work, as well as resurfacing of the parkade deck.

Work will be done in phases to ensure that public access to at least part of the parkade is maintained while work takes place. This is a significant renewal project and work is expected to take place into early December.



CHAMBERS LOYALTY PROGRAM

The Chambers is pleased to announce the following businesses who support our Loyalty Program. Provide your membership number to receive the following discounts:



Receive a \$10.00 gift certificate on catering and food orders of \$100.00

GOLD STAR ACCOUNTING

Save 10% on services. Receive a \$25.00 credit for personal accounts and a \$50.00 credit on business accounts for referring a new client and succoring a new account.

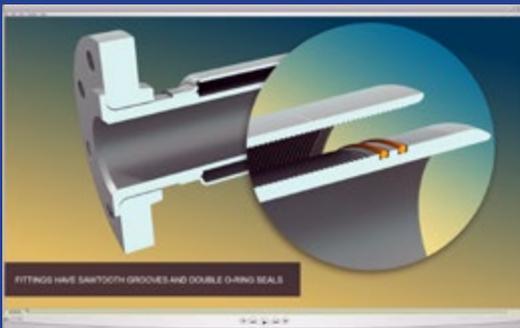


Helping Nature Heal
ECOLOGICAL RESTORATION

Save 10% on Consultation Services

MEMBER PROFILE

STONE COURT STUDIOS



THE CHAMBER WELCOMES STONE COURT STUDIOS

The creative team of Alan Wall and Rae Bonneville are new to Nova Scotia and bring to our community a well-established graphic design/3D animation company. With technology, they are creating that sought-after life/work balance: living in a peaceful setting while maintaining established clients throughout North America. They create technical content for marketing materials (printed, online, trade shows, presentations) and are looking forward to working with local businesses and collaborating with complimentary businesses as well.

They arrived in early April and are currently building an addition to their home in Upper LaHave – a design studio that will double as a great space for house concerts, live ‘off-the-floor’ recordings and other events. They are so happy with their decision to move to Nova Scotia and specifically the South Shore and are already connecting with the local business community!

902.401.1197 www.stonecourtstudios.com

UPCOMING BOARD MEETINGS

- October 11 8:30 - 10 am
- November 8 8:30 - 10 am
- December 13 8:30 - 10 am

All members are welcome! Board meetings take place at Council Chambers Town of Bridgewater
Contact: office@bridgewaterchamber.com



www.bridgewaterchamber.com

Thanks to Stone Court Studios
for the design of this newsletter
www.stonecourtstudios.com

