



**Bridgewater and Area**  
Chamber of Commerce

# ANNUAL REPORT 2019





## 2019/2020 BOARD OF DIRECTORS

### PRESIDENT

Jim Brown

### VICE PRESIDENT

Blair Lipsett

### SECRETARY

Shawn Patterson

### TREASURER

Lee Wallet

### EXECUTIVE DIRECTOR

Dan Hennessey

### BOARD MEMBERS

Debra Porter

Bill McInnis

Reid Whynot

Brooke Nodding

Bruce Anderson

Liam Finney

Stacey Mailman

Jayne Rhyno

Rae Ann Bonneville

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**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.

[www.bridgewaterchamber.com](http://www.bridgewaterchamber.com)

# President's Report

It is hard to sum up the events of the past months and year in one address or letter. It has been a year of surprises, and unprecedented changes for all of us.

Coming into our 2019-2020 session, the board of the **Bridgewater and Area Chamber of Commerce** had plans to build on the momentum that we had worked hard to build over the past year. Unfortunately, the Covid pandemic forced us to put many of those plans on hold. We turned our focus instead to helping our members finding their way to the most reliable and up-to-date information available each day.

We have continued to expand our communication vehicles to ensure information reaches everyone. We have had a successful launch of our newsletter, **The Chambers Voice**, and are establishing an ever-growing community on our **Facebook group**. We are also currently working on our online presence to ensure a consistent and easily navigated source of information.

We were forced to adapt our existing programs to the new reality of doing business during this time. With some creativity and support from our members and community, we were able to begin to open up our programs and offers once again.

By moving our meetings to virtual we were able to continue our **Lunch and Learn sessions**, allowing our community to continue to connect. As well, last month, we finalized our **7<sup>th</sup> successful education session** provided through our partnership with the Department of Labour and advanced education. Our next program, focusing on customer service excellence, is starting up this week. Our education committee continues to plan future programs – if your business has a need that we have not yet focused on, please reach out so we can look into ensuring your needs are met.

We were also able to continue to see growth in our membership. We have added new members into our ranks each month this year and end 2019 with a 5% increase in membership over 2018.

**The Bridgewater and Area Chamber of Commerce** is looking forward to continuing to support our members and local businesses as we navigate the new normal that 2020 has brought into our lives. We look forward to working with our local partners to ensure that we all continue to thrive in these uncertain times.

We have begun conversations with our municipal partners about the upcoming election and are working on a debate format that fits within the parameters set forth by the department of health. We want to ensure our members are able to make an informed decision while keeping health and safety a top priority. More information will be available in the coming weeks.

When the time is right, and it is safe to do so, we look forward to hosting our membership once again, as we traditionally do, during our **Annual General Meeting**. Until then, I want to thank our members, municipal partners, and everyone who has played a part in protecting our communities over the past months. Thanks to our first responders, fire and police departments, medical staff, teachers and educational staff, and front line workers in our service and retail industries. Thanks to everyone who continues to work each and every day to provide us with what we need to keep safe and help our communities continue to rise above the challenges that we face. Let's continue to get through this, together.

Best wishes,

Jim Brown  
*President*

# Balance Sheet

As at 05/31/2020

## ASSET

### CURRENT ASSETS

Petty Cash – Chamber Office	200.00
TD Chequing Bank *2300	60,832.40

Cash: Total 61,032.40

**TOTAL CURRENT ASSETS** **61,032.40**

### FIXED ASSETS

Computer Equipment	6,970.41
Accum. Dep. Equip.	-5,707.23

Total Equipment 1,263.18

**TOTAL FIXED ASSETS** **1,263.18**

**TOTAL ASSET** **62,295.58**

## LIABILITY

### CURRENT LIABILITIES

Accounts Payable	-104.01
PNS - Deferred Expense Revenue	15,006.74
TD Business Visa*9368	116.77
HST Charged on Sales	68.23
HST Paid on Purchases	-1,483.49

HST Owing (Refund) -1,415.26

Vacation Payable 68.28

**TOTAL CURRENT LIABILITIES** **13,672.52**

**TOTAL LIABILITY** **13,672.52**

## EQUITY

### EARNINGS

Membership Equity Beginning of Year	41,041.79
Current Earnings	7,581.27

**TOTAL EARNINGS** **48,623.06**

**TOTAL EQUITY** **48,623.06**

**LIABILITIES AND EQUITY** **62,295.58**

# Comparative Income Statement

	<b>ACTUAL</b> 06/01/2019 to 05/31/2020	<b>BUDGET</b> 06/01/2019 to 05/31/2020	<b>DIFFERENCE</b>
<b>REVENUE</b>			
Membership Dues	22,101.65	23,216.00	-1,114.35
Bursary	0.00	800.00	-800.00
Group Insurance Rebates	10,845.29	10,805.74	39.55
Sponsorship Revenue	500.00	600.00	-100.00
Event Revenues	2,632.75	3,554.75	-922.00
Fundraising Revenue	607.50	0.00	607.50
Prov NS - Workplace Educ. Initiative	5,000.00	0.00	5,000.00
Prov NS WP Educ. Grant = Expense	14,073.26	0.00	14,073.26
Interest Revenue	0.00	460.00	-460.00
<b>TOTAL REVENUE</b>	<b>55,760.45</b>	<b>39,436.49</b>	<b>16,323.96</b>
<b>EXPENSES</b>			
Advertising	925.00	1,500.00	-575.00
Business Fees & Licences	62.30	181.00	-118.70
Membership Dues & Fees	0.00	324.09	-324.09
Event Expenses	2,941.88	5,054.75	-2,112.87
Breakfast Charges	0.00	320.00	-320.00
Interest & Bank Charges	537.43	620.23	-82.80
Insurance	600.00	600.00	0.00
Donations	480.00	300.00	180.00
Web site expenses	1,202.36	871.25	331.11
Postage	247.77	0.00	247.77
Office Supplies	830.44	1,311.30	-480.86
Internet	0.00	135.09	-135.09
Telephone/Fax	402.00	462.36	-60.36
Annual Bursary Expense	400.00	800.00	-400.00
Depreciation Expense Equipment	442.69	320.64	122.05
Equipment (under \$500.00)	0.00	309.96	-309.96
Payroll Expense	20,551.16	20,966.40	-415.24
EI Expense	467.24	478.84	-11.60
CPP Expense	892.18	866.34	25.84
Sponsorships	1,035.10	1,216.30	-181.20
Repairs & Maintenance	0.00	35.00	-35.00
NS Workplace Educ, Initi. - Expense	14,073.26	0.00	14,073.26
General Meeting Expenses	288.37	244.57	43.80
Rent - Chamber	1,800.00	1,800.00	0.00
<b>TOTAL EXPENSE</b>	<b>48,179.18</b>	<b>38,718.12</b>	<b>9,461.06</b>
<b>NET INCOME</b>	<b>7,581.27</b>	<b>718.37</b>	<b>6,862.90</b>

# Member Engagement

## LUNCH & LEARN GOES ONLINE

In a continuing effort to provide information, training and networking, we are taking our very popular Lunch & Learn sessions on-line. **Sessions are from 12:00 - 1:00 PM and are hosted on the Chambers Teams site.** There are currently lots of spots open for 2021, but they won't be for long! If you have something of value to present to Chamber members, please reach out to us at [office@bridgewaterchamber.com](mailto:office@bridgewaterchamber.com)

## MEMBER RESOURCES

It has been our commitment to keep our membership up to date on the COVID-19 pandemic. From the start, we have supplied our members with the **current news releases** and all documents pertaining to **funding, safe guards** and **re-opening guidelines**, all posted on the links below.

We will continue to supply this information as it is released, so that our members have it at their fingertips and do not have to take valuable time away from their businesses to watch news briefings on television.

If you have any information you would like to share with the members about your business, please contact [office@bridgewaterchamber.com](mailto:office@bridgewaterchamber.com)

[Click here for Reopening Alert Updates](#) on the chamber website



[Click here to join the Chamber's private Facebook group](#) *Chamber Network* is a place where members can communicate with fellow members, hear about 'members only' offers and promote their business and products



[Click here to visit the Bridgewater Area Chamber of Commerce Facebook page](#) for all the latest local and provincial updates on Covid-19

## WORKPLACE EDUCATION PROGRAMS

We just wrapped up two very successful on-line programs and two more are in progress now. Looks like the on-line world is going to be the platform used for the next while. Our next course, Customer Service, starts mid-September. In a world where customers are the lifeblood of business, this program will give you a better perspective on building relationships with them.

Thinking about the post Covid-19 sales world, we want your business to have all the tools for success. We have partnered with the 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, 4 hours per week on-line. Each training session has a **CAPACITY OF 12 ATTENDEES** so reserve your seat now! For more information or to reserve your seat, please contact [office@bridgewaterchamber.com](mailto:office@bridgewaterchamber.com)

