



# THE CHAMBERS VOICE

VOL. 2 NO. 2 SUMMER 2020

**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



**Bridgewater and Area**  
Chamber of Commerce

I am continually impressed and amazed at the adaptability and resilience of the businesses and residents of the Bridgewater area. With Covid-19 affecting and taking over almost all aspects of our personal and professional lives, we have entered a time of perpetual change and adaptation. From isolation and closure, to a cautious reopening and further, we have proven once again that the members of our community are up to the challenge. Some of what we have, and currently are, facing has created strong opinions and feelings, and always, members of our community have been able to have polite and respectful discussions on hot topics. Continue to have these conversations, while continuing to respect and protect one another. It is through the strength of our community we will get through this together.

Many of our businesses have had to alter the way they conduct daily business and the Bridgewater and Area Chamber of Commerce is no different. We have shifted our monthly board meetings as well as our learning programs to on-line platforms to great success. As well, we have decided to postpone our usual Summer AGM to September with plans for an on-line program, with a more traditional meet and greet to follow when we can ensure the safety and inclusion of all of our members. Our mandate during Covid-19 has been to ensure our members have the information they need to make smart and safe decisions on how to proceed, and we will continue to update you frequently. We have also created our Chamber Network on Facebook to allow local businesses to educate their customers on how their operations have changed during this time, please visit often to learn how we can support them.

As we continue to navigate through these uncertain times and continue to safely reopen our communities, please continue to support your neighbours and our local businesses. By continuing to shop locally and utilize the different shopping methods that local businesses have launched to best serve their customers we ensure the continued growth and rebuilding of our communities. Respectfully follow the policies and guidelines that our local businesses have put in place to keep their staff and customers safe. We will continue to get through this together. If there is anything the Chamber can do to support your business during this time, please reach out to [office@bridgewaterchamber.com](mailto:office@bridgewaterchamber.com).

Best wishes and stay safe,

Jim Brown

*President, Bridgewater and Area Chamber of Commerce*

**NEW SUMMERTIME HOURS!**

**TOWN HALL OPEN  
8 A.M. - 4 P.M.**

**MONDAY TO FRIDAY**

**IT IS STRONGLY RECOMMENDED THAT YOU PHONE AHEAD TO THE DEPARTMENT YOU WISH TO SPEAK WITH BEFORE COMING TO TOWN HALL. PLEASE CALL 902-543-4651 FOR ASSISTANCE.**



# NON-MEDICAL MASKS ARE NOW MANDATORY IN INDOOR PUBLIC PLACES AS OF JULY 31



Businesses, organizations and workplaces where masks are required under the public health order (or under their own policies) are encouraged to post a sign to let customers and clients know that masks are mandatory. For more information and downloadable posters and signage, visit <https://novascotia.ca/coronavirus/>

### NON-MEDICAL MASKS

Keeping each other safe is more important than ever. Wearing a non-medical mask is now mandatory in most indoor public places. Here's how to safely wear and care for your non-medical, reusable mask:

Ensure the mask is made of at least two layers of tightly woven fabric.

Inspect the mask for tears or holes. Ensure mask is clean and dry.

Wash or sanitize your hands before and after touching the mask.

Use the ties or ear loops to put the mask over your mouth and nose.

The mask should fit snugly to the cheeks and cover your nose and mouth. There should be no gaps.

Avoid touching your face while wearing the mask.

Wash or sanitize your hands if you touch the mask and before and after removing the mask.

Remove the mask by the ties or ear loops. Avoid touching the front of the mask.

Store the mask in a clean place if wearing it again.

Wash the mask with hot, soapy water and let dry completely. Masks can be included with laundry.

#### Mask Don'ts

- Don't reuse masks that are moist, dirty or damaged
- Don't touch your mask while wearing it
- Don't hang the mask from your neck or ears
- Don't leave your used mask within reach of others
- Don't wear a loose mask
- Don't remove your mask to talk to someone
- Don't share your mask
- Don't wear a face shield instead of a mask

#### A mask alone cannot prevent the spread of COVID-19.

**Be sure to:**

- Stay home if you feel unwell
- Maintain physical distance as much as possible
- Wash or sanitize your hands often
- Use proper cough or sneeze etiquette
- Avoid touching your face, mouth, nose and eyes

[novascotia.ca/coronavirus](https://novascotia.ca/coronavirus)

## 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)

- September 24, 2020**

**“Accessing recruitment help and funding supports locally”**  
Jim Key, NS Works
- October 22, 2020**

**Fay Patey**, Immigrant Services Association of NS (ISANS)
- November 26, 2020**

**Paul Pickering**, ISANS, Workplace Culture Program

## Join Atlantic IMPRESSIONS and see the difference your impression makes!

Atlantic IMPRESSIONS is a new, cloud-based technology that enables our regional network to have more timely, impactful conversations so we can cut more red tape and improve outcomes for business!

As a member of Bridgewater and Area Chamber of Commerce, this is your opportunity to join this revolutionary opt-in Insight Community for Atlantic Canadian businesses.

Your exclusive chamber access: <https://atlanticimpressions.vision-critical.com>

**Atlantic IMPRESSIONS Atlantic**  
An Atlantic Chamber of Commerce Insight Community | Éclairages avec la Chambre de commerce de l'Atlantique

**Powered by | Alimenté par**  
**VISIONCRITICAL**

**Now Live!**  
**The New Atlantic IMPRESSIONS**  
**Du Nouveau !**  
**IMPRESSIONS atlantiques maintenant en ligne**

**Join the exclusive Insight Community**  
Explore issues & shape government feedback. A free member benefit that gives your business a stronger voice.

**Joignez-vous à la communauté d'idées exclusive**  
Explorez les enjeux et imposez-vous plus fortement auprès du gouvernement. Un avantage gratuit pour les membres donnant plus de voix aux entreprises.



# CHAMBER LOYALTY PROGRAM

The Chamber 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

## BUY LOCAL

Why is it important to  
**STEP UP**  
and support local?

Small businesses  
employ  
**70%**  
of all Canadians. 👤

Money spent at locally  
owned businesses  
creates tax revenue  
**to fund**  
🏥 healthcare, 🎓 education,  
safer communities, 🚶 streets and sidewalks. 👤

**45¢** per \$  
spent at locally  
owned businesses  
stays in the local  
economy. 💰

Small businesses  
represent  
**99.8%**  
of business in  
Canada. 👍

Local businesses  
donate  
**2.5x**  
more  
to local nonprofits. 🤝

Indie business adds  
**colour, taste,**  
character and  
**social**  
**capital**  
to their communities. 😊

**@StepUpForLocal**

**Shop | Eat | Give | Celebrate Local**

Stepping up for local is a mindset. It's about supporting our neighbours and our neighbourhoods. It's about celebrating the good in our communities. It's about the humanity behind our economy.

revolve We listen, untangle - create.

This is a great initiative that will assist business owners as we emerge from the COVID-19 business impact.

Take advantage of this incredible opportunity as we all look for new and innovative ways to improve our Buy Local plans. Visit [www.stepupforlocal.ca](http://www.stepupforlocal.ca) for a TOOLKIT for locally owned businesses to celebrate and promote buying local. The TOOLKIT lets Chamber members show they are a local business, help celebrate local, and encourage others in Bridgewater to do the same. There are links to download logos and other artwork for use in their marketing and communications, both on-line and off-line.

# MEMBER PROFILE



3228 Upper Branch Rd, Upper Branch, NS  
[www.southshorefarms.ca](http://www.southshorefarms.ca)  
902.543.9602

THE CHAMBER WELCOMES ...

## SOUTH SHORE FARMS

South Shore Farms is a community-centered business focused on growing haskap berries at our Haskap U-Pick. In the Spring of 2020, we set up a greenhouse and started growing fresh, no spray veggies!

We have fresh greens, pickling cucumbers, green, yellow, and blue beans, tomatoes, and preserves made from our locally grown produce such as Dill Pickles, Spicy Beans and Salsa!

We also have a variety of products produced with Haskap – from Haskap Jam to Haskap Cider, we want to welcome you to the amazing flavours of Haskap!!

**Call 902.543.9602 for open hours.**

*Looking forward to seeing you at  
South Shore Farms!*



ACADIA  
ENTREPRENEURSHIP  
CENTRE

## Thinking of starting your own business?

*You may be eligible for the Self Employment Program*

A 40-week program funded by Employment Nova Scotia to provide aspiring entrepreneurs with income and entrepreneurial support as they develop and execute their business plans. If you are interested in starting your own business, and are Employment Insurance (EI) eligible, you may qualify for the Self Employment Program.

The program includes:

- one-on-one business counselling
- assistance researching and writing a business plan
- post start-up assistance and mentoring
- training and networking opportunities

### Interested in learning more?

Register for one of our Orientation Sessions:

#### LUNENBURG COUNTY

Held each Tuesday: 10:00 - 11:00 am  
373 King Street, Bridgewater  
To register, call 902-543-1067

#### QUEENS COUNTY

Contact: Donna Fancey, Business Counsellor  
[donna.fancey@acadiau.ca](mailto:donna.fancey@acadiau.ca)  
902-350-6818

Acadia Entrepreneurship Centre | [AcadiaECentre.com](http://AcadiaECentre.com) | [Entrepreneurship@Acadiau.ca](mailto:Entrepreneurship@Acadiau.ca)  
821 King Street, Bridgewater, NS

## 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
- 20% discount on printing and coping with [Staples](#)
- Chamber Travel programs from [Indus Travels](#). Visit Bali or Iceland.
- SME-oriented on-line 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 on-line 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 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)

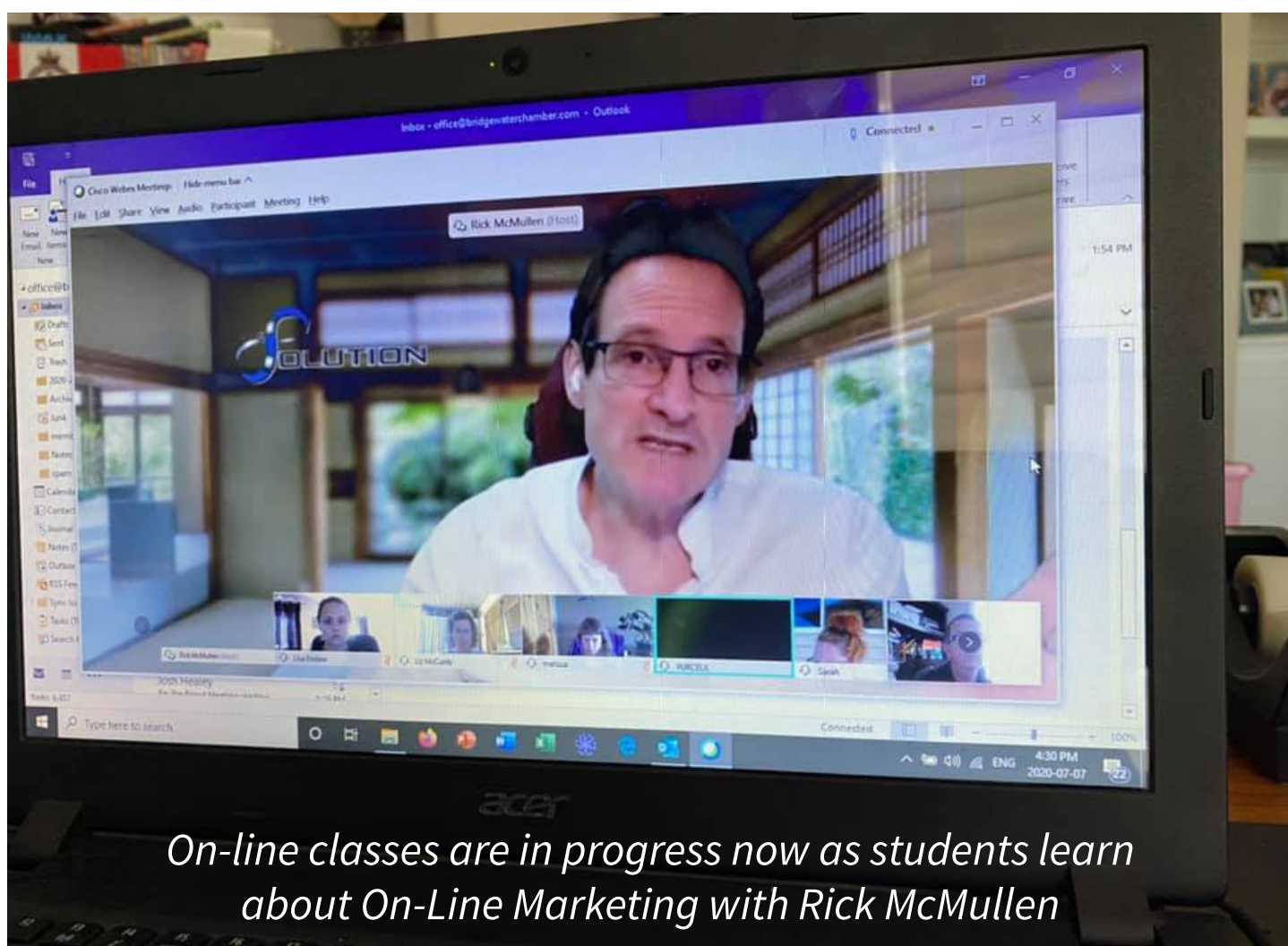
[Click here for Reopening Alert Updates](#) on the chamber website



[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



*On-line classes are in progress now as students learn about On-Line Marketing with Rick McMullen*

## SKILLS FOR GROWING YOUR BUSINESS WORKPLACE EDUCATION PROGRAMS

***Seats are filling up quickly for this fully-funded program slated to begin on Thursday, August 6<sup>th</sup> so please reserve your seat soon!***

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 so please look at this **Customer Service** program starting early August. 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. The Bridgewater and Area Chamber of Commerce has partnered with the department of labour and advanced education to bring you a wide range of exciting fully funded training opportunities.

The next on-line training session begins on August 6<sup>th</sup> and will run for 10 weeks. This program will help you to welcome back your customers.

**The Customer Service Program 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 upsell
- Words and phrases to use and to avoid
- Social media responses
- Customer loyalty
- And much more!!

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)



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

Simply use the **BDP # 8402261278** for services in-store and on-line. As valued BACC members, 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](mailto:brad.beardsley@staples.ca)**

## MEMBER PROFILE



**firstonsite**  
Restoration

17176 Highway 103, Bridgewater, NS  
**[www.firstonsite.ca](http://www.firstonsite.ca)**  
**902.530.7199**

### THE CHAMBER WELCOMES ...

#### FIRSTONSITE RESTORATION

Our mission is to deliver rapid and superior **disaster restoration services** in times of emergency. We protect, preserve and restore order. We put things right – the right way – each and every time.

Damage done to your home by water, fire, wind or mould can be a dramatic event. We offer property owners peace of mind that the job will be done quickly and professionally.

Recognizing the needs of commercial customers, our commercial Division focuses on minimizing downtime and facilitating business continuity.

Visit our website for information on **ARMOR™** – our superior **COVID-19 decontamination service**.

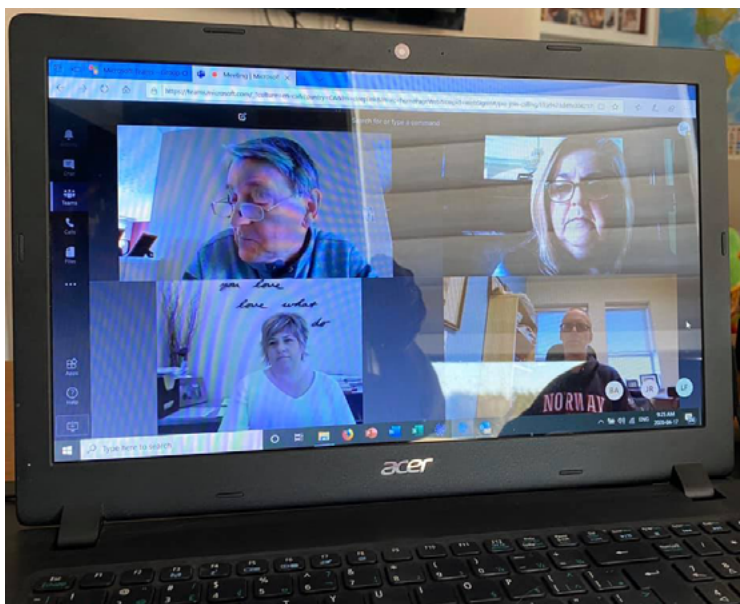
## MEET THE BOARD

The Chamber would like to welcome our newest Board Member:



**Rae Ann Bonneville** is co-owner of Stone Court Studios Inc. with her husband Alan Wall. They moved from Alberta to the South Shore last April, continuing their Graphic/3D Design & Marketing company with established clients and connecting with local businesses as well. Rae is very interested in the economic development of the town and area and lends her graphic design skills to the Board in creating this newsletter and future communications to the membership.

## UPCOMING ON-LINE BOARD MEETINGS



Your BACC board continues to meet monthly on-line. Watch for posts on our Facebook page for your opportunity to watch the **2020 AGM** in September.

Friday, August 14	8:30 - 10 am
Friday, Sept 11	8:30 - 10 am
Friday, Sept 18 - AGM	8:30 - 10 am

For information, please contact:  
[office@bridgewaterchamber.com](mailto:office@bridgewaterchamber.com)



**Bridgewater and Area**  
Chamber of Commerce

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

Thanks to Stone Court Studios Inc  
for the design of this newsletter

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

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STUDIOS INC