



**EHDCC**

# Entrepre News

## EAST HANTS AND DISTRICTS CHAMBER OF COMMERCE

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### BUSINESS EXPO 2009

East Hants and Districts Chamber of Commerce is busy planning our Business Expo 2009 – a business show for consumers. After the success of the sold-out Expo last year, everyone is very excited about what is to come. There will be a wide array of more than 60 businesses involved, and they will be pulling out all the stops to make this year the best Expo yet!

As a special feature of the show for 2009, there will be four live demonstrations taking place on the main exhibition floor at 4, 5, 6, and 7 p.m. These will be presented by four of our exhibitors, and they are sure to be popular as they will create a “WOW” factor and keep attendees entertained. Door prizes will be drawn for and many of the exhibitors will be offering coupons, food, and product samples at their booths.

Business Expo 2009 will be held at the East Hants Sportsplex in Lantz on Wednesday, April 29. The event gets underway at 3 p.m. and concludes at 8 p.m. Admission is only \$2.00.

Whether you participate as an Exhibitor or as a consumer, this is a great opportunity to learn more about the services and products available right in our own backyard!



*Last year’s Business Expo*

### PRESIDENT’S MESSAGE

As you will read more about in this newsletter, your Chamber Executive is diligently working on events that will be of benefit to our members and the business community in general. Two significant upcoming events include our AGM and Dinner being held on Tuesday, March 10 at the Quality Inn (Airport Hotel) and the Business Expo happening on Wednesday, April 29. We’ve been very pleased with your support of our major events over the past year – the Business Show in April 2008 and the Chamber Awards Dinner in October 2008 were well attended and well received. We’re anticipating great support for our upcoming events, too!

I’d like to highlight that nominations for Chamber Executive positions are currently being sought. The nomination deadline is February 16 with actual elections taking place at the AGM. So please nominate a person who you feel will benefit the Chamber by their involvement.

Finally, I’d like to thank Heather Kerr, our past Office Manager, for everything she did for the Chamber. We wish her well in her future endeavours. We welcome Tanya Eisnor-Whynot as our new Office Manager, and she’s got lots of enthusiasm to improve all things related to the Chamber. Tanya can be reached through [info@ehcc.ca](mailto:info@ehcc.ca).

Please let us know your thoughts on the Chamber’s activities, and visit our website [ehcc.ca](http://ehcc.ca) to keep abreast of issues and events.

**Stephen Pottie**

### UPCOMING CHAMBER EVENTS

- **FEBRUARY 16**  
**NOMINATION DEADLINE**  
for 2009 Executive positions
- **FEBRUARY 18**  
**“IDENTITY THEFT AWARENESS”**  
Information Session by RCMP  
**Enfield Fire Hall, 9 to 10:30 a.m.**
- **MARCH 10**  
**ANNUAL GENERAL MEETING**  
**Quality Inn Halifax Airport**
- **APRIL 29**  
**“BUSINESS EXPO 2009”**  
**East Hants Sportsplex,**  
**3 to 8 p.m.**

## WHAT'S HAPPENING IN OUR COMMUNITY

### Construction of long-awaited nursing home facility to begin in Spring 2009

**Scotia Nursing Homes Ltd.** is making preparations for the construction and staffing of its new \$17-million, 71-bed long term care facility in Enfield, NS. The design and construction of the project will be completed by B.D. Stevens Limited. This new facility will serve the communities of Enfield, Elmsdale, Milford Station, Lantz, Shubenacadie and surrounding communities to allow seniors to stay within their community.

Slated to open in the fall of 2010, the facility will have 59 beds dedicated for nursing home care and 12 beds for residential care. Featuring the high level of care for which Scotia Nursing Homes is known; the facility will be set-up to have a home-like environment with each Resident House serving 12-15 residents.

Scotia Nursing Homes Ltd. and the Nova Scotia Community College have partnered to offer a Continuing Care Assistant program starting on March 31, 2009 in Elmsdale.

When asked about the new facility Scotia Nursing Homes' Chief Operating Officer, Stephen Pace said, "We're very excited to be opening a facility that will lead the way in long term care in the province. We're also looking forward to partnering with the local community to help us become an integral part of the area."

Scotia Nursing Homes Ltd. currently owns and operates a nursing home facility in Beaver Bank, Nova Scotia. Scotia Nursing Homes is presently recruiting new staff for a new Lower Sackville facility as well as East Hants. For further information on employment opportunities with Scotia Nursing Homes Ltd., contact Julie Frail at 865-6364.

### Community Events

- The smash hit Broadway production "Rent" is being put on by only four high schools across Canada, and our own Hants East Rural High is one of them! Opening night is April 23<sup>rd</sup>...contact the school at 758-4620 for information and tickets.
- Start preparing your teams for the Canadian Cancer Society's RELAY FOR LIFE, which takes place in Enfield on June 19<sup>th</sup>. For more information e-mail: [easthantsrelayforlife@ns.cancer.ca](mailto:easthantsrelayforlife@ns.cancer.ca)
- The Enfield Farmers' Market is planting seeds of growth for their third year. If you are interested in becoming a vendor for the 2009 season, please check out their website: [www.enfieldfarmersmarket.com](http://www.enfieldfarmersmarket.com)

### J' U' NOS (as in did you know?)

- The Caring and Sharing Angel Tree Food Bank assisted 145 families, that's 214 children and 251 adults, in the East Hants area this past Christmas season. J'u'no you can designate your United Way contributions to Caring and Sharing? Just contact them for their charitable organization number.
- Renfrew, near Enfield and Nine Mile River, was the home of one of the largest gold mines in the province. The gold mining town of Renfrew was complete with homes, hotel, supply store, and post office. Now there's a real *nugget* of information!
- In 2008, 110 building permits were issued for single-family dwellings in East Hants.
- From 1996 to 2006, the average value of a building permit for a single-family home in East Hants rose from \$74,605 to \$174,762.
- Based on historic trends, the population of East Hants is expected to reach 28,795 in 2031. Good thing we're building all those homes!
- Get this all you hot rod enthusiasts: Elmsdale is going to be home to "Radical Garage", the largest hot rod shop in Canada. And television crews will soon hit as production gears up for an on-site hot rod reality show. *Vroom, vroom!*

### J'U'NO how to make...

BACON WRAPPED SHRIMP with APRICOT GINGER DIP

*For the Bacon Wrapped Shrimp:*

- 1 Bag 31/40 Frozen Raw Shrimp – approx. 32 shrimp (defrosted, peeled & de-veined)
- 32 Pieces Bacon (approx. 4 inches long)
- 32 Bamboo Skewers or Toothpicks

~ Preheat oven to 400 F.

Wrap a piece of bacon around each shrimp and secure with skewer or toothpick.  
Put on a baking sheet and bake about 20 minutes or until bacon is crisp.  
Serve with apricot ginger dip.

*For the Apricot Ginger Dip:*

- 1 – 270 gr. (9.5 oz.) Jar of Apricot Jam
- 1 Teaspoon Cider Vinegar
- 2 Teaspoons Fresh Ginger – grated
- ½ Teaspoon Dried Thyme
- ½ Teaspoon Garlic Powder
- 2 Tablespoons Warm Water

~ Combine all the ingredients and mix well.  
Add a little more water if the dip is too thick.

**Susie McDonell 902-422-8880**

**Catering Unlimited**

[www.cateringunlimited.ca](http://www.cateringunlimited.ca)

*Welcome New Members!*

## **Membership Update**

### **Halifax International Airport Authority**

Halifax International Airport Authority (HIAA) is a locally controlled, non-share capital corporation. On February 1, 2000 Halifax International Airport Authority took over the management of Halifax Stanfield International Airport. The Airport welcomes almost 3.5 million passengers annually, and is an internationally recognized leader in customer service.

Tom Ruth, President and CEO of HIAA, will be the Guest Speaker at our Chamber's Annual AGM on March 10, 2009 at the Quality Inn Halifax Airport.

**Sherrie Clow 902-873-6314**  
**Enfield**

[www.hiaa.ca](http://www.hiaa.ca)

### **DWJ Drilling Inc.**

David Jones  
 East Lawrencetown 902-497-6808

### **E.C. Keen Land Surveying Ltd.**

Emerson & Jackie Keen  
 Stewiacke 902-639-2274

### **East Hants Naturopathic Medical Clinic**

Dr. Carolyn Sterchi, ND  
 Elmsdale 902-883-3838

### **Elmsdale Community Chiropractic**

Chris Lerner  
 Elmsdale 902-883-1353

### **Hawthorne Communications**

Colleen O'Hara-Gallant  
 Dartmouth 902-442-4040

### **Rynick Administrative Services**

Traci-Lyn McMenamon  
 Enfield 902-883-3303

### **Town & Country Homes Limited**

#### **Benefits of Modular Homes**

Modular housing is the preferred building process and the fastest growing segment of the building industry in North America. Here are some benefits of modular housing to show you why:

1. Outstanding value which is shown through consistent quality, precision engineering, stringent building codes, energy efficiency, and materials.
2. Climate control by having your home built inside a factory. This avoids weather-related defects and delays in the owner's move-in date.
3. Warranty coverage by the manufacturer and Atlantic New Home warranty.
4. Quality control inspections in compliance with National Building Codes and internal quality control procedures followed strictly at every stage of the construction process.
5. Huge selection of amenities. Manufacturers can customize the home inside and out according to the customer's needs.
6. Design flexibility of modular housing. Manufacturers have hundreds of options and design possibilities for the home owner to choose from.
7. Reduced building time as the home is built within 8 to 10 weeks at the factory, another 4 to 5 weeks required on-site finish depending on the design of the home.
8. Best price and no overruns that range from 10% to 30%.
9. On time and on budget.

**Melanie Good 902-639-1920**  
**Stewiacke**

[mgood@towncountryhomes.ca](mailto:mgood@towncountryhomes.ca)  
[www.towncountryhomes.ca](http://www.towncountryhomes.ca)

**"THE GREATEST MISTAKE A MAN CAN MAKE IS TO BE AFRAID OF MAKING ONE."**

— Elbert Hubbard, American Philosopher and Writer

# Members' Corner



## EHDCC EXECUTIVE

### President

Stephen Pottie

### Vice President

Michael Allison

### Treasurer

Jennifer Kennard

### Secretary

Joan White

### Past President

Mike Tompkins

### Board of Directors

Liz Ingram-Chambers

J.D. MacCulloch

Susie McDonell

Beth McNeill

Louise Parker

Susan Sangster

Carolyn Slaunwhite

Randy Vanzeumeren

Leslie Wilber-Campbell

### Office Manager

Tanya Eisnor-Whynot

*We welcome your comments and story ideas. E-mail us at [info@ehcc.ca](mailto:info@ehcc.ca) or call our office manager at 902-883-1010.*

## DON'T GET BURNED ON A DISASTER CLAIM!

Nobody wants to think about their house burning down or burglars stealing their valuables. Homeowners insurance is to give you peace of mind so you will be compensated for your losses. Filing a claim, however, isn't necessarily an easy process, particularly if you're not prepared. How do you "prepare" for a fire or a burglary? There are several ways:

### Read Your Policy, Or At Least Make Sure You Understand What It Covers and What It Doesn't.

When you buy coverage, you should know what you're getting – and what you're not getting. The average homeowners policy doesn't offer a lot of coverage for computer equipment. It's nice to **know in advance potential gaps in coverage**, rather than have part of your claim denied, much to your surprise.

### Know the Procedure in Advance.

Your policy has information on how to file a claim. **You should know the claim process before you ever have to file a claim.** If you have any questions then talk to your insurance agent or insurance company.

### Document Your Possessions.

Your homeowners, renters and in-home business policies offer general coverage for most of your possessions. (There are of course, limitations). When you lose some possessions, **you have to list on the claim what you lost.** Generally the insurance company will give you the benefit of the doubt.

However, if you claim the loss of expensive items – televisions, stereo, furniture, etc. – you have to have evidence of your ownership of these items. Evidence? Receipts? Photographs? Video of possessions? **Keep these records up to date and store them in another location, such as a safe deposit box. Keep a file of receipts for any items that cost more than a few hundred dollars.**

Does my insurance company not trust me, you ask? The company will trust you unless you give it a reason not to. For example, claiming lots of big-ticket items without any written or photographic record is a red flag. Keep good records and you won't have a problem.

Contact your Broker today if you have any questions or concerns!

**Valerie Guilbault**

**A.A. Munro Insurance, Elmsdale**

**[val@aamunro.com](mailto:val@aamunro.com)**

**902-883-3999**

## NETWORKING TIPS

*Networking is a vital part of your sales process. Here are a few tips to help you be a successful networker:*

- Be genuine and authentic, build trust and relationships, and see how you can help others.
- Set goals for participating in networking events and meetings.
- Visit as many groups as possible that spark your interest to see what's best for you.
- Hold volunteer positions in organizations. This is a great way to stay visible and give back to groups that help you.
- Ask open-ended questions in conversations (i.e. who, what, where, when and how). These questions open discussion and show listeners you are interested in them.
- Become known as a powerful resource for others. People will turn to you for suggestions, ideas, names of other people etc., helping you maintain your visibility.
- Have a clear understanding of what you do, why, for whom, and what makes your product unique. This will help gain referrals.
- Be able to articulate what you are looking for and others may help you, so you can give an immediate answer when asked.
- Follow through quickly and efficiently on referrals you are given and your referral base will grow.
- Contact people you meet who may benefit from what you do and vice versa. Tell them you enjoyed meeting them and ask if you could meet again and share ideas.

**Lynn MacMichael**

**Bconnected, [www.bconnectedhalifax.ca](http://www.bconnectedhalifax.ca)**

**[bconnected@eastlink.ca](mailto:bconnected@eastlink.ca)**

**902-293-0776**