



Chamber AGM

The Chamber of Commerce hosted the 2009 Annual General Meeting March 25th at the New Grand Hotel. More than 50 people took part in the Business after Business social event prior to the business meeting.

President Cal Renwick noted that the Chamber of Commerce has been working diligently throughout the past year, wrapping up the creation of a Destination Marketing Organization for the Nelson Kootenay Lake Region, as well as continuing to pursue the acquisition of the CP Rail Station at the foot of Baker Street.

Renwick also highlighted the need to continue efforts in cooperation with the Nelson Economic Development Partnership on action items that will help to strengthen the regional business community.

Renwick notes that the creation of the DMO and the collaborative approach to marketing the region, will have a tremendous positive impact on the hospitality, restaurant and small business community not just in Nelson, but throughout the DMO footprint, up the north shore into Balfour, Ainsworth, Kaslo and throughout Electoral area D.

This new regional initiative is designed to provide leadership and a unified direction to the tourism industry. We can create a more sustainable tourism economy through the leadership of a marketing organization that operates with secure funding and strong governance. The organization received a very positive boost when the City of Nelson, Areas E, F and D and the village of Kaslo provide start up funding.

Renwick added that it's important the Chamber volunteer board and membership work together for the common good of our region. Strong regional communities mean better business conditions. Working with all levels of

government and our community partners, we want to be involved in activities that can give your business, or organization the opportunity to succeed. Two years ago, the Chamber launched a Shop Local campaign under very different economic circumstances.

As you recall, this was prior to the major economic downturn the world economy is suffering through. In the fall of 2007, the Canadian dollar was trading above it's U.S counterpart, and many Canadians felt the lure of cross border shopping. Your Chamber felt it was important to launch an education campaign that would keep people closer to home and to spend our dollars locally.

This past year, things totally changed. We weren't so worried about US cross border shopping, it was a concern of decreasing consumer confidence. The Chamber partnered with the Nelson and District Credit Union, The Nelson Business Association and many local businesses to continue the educational process of the importance of keeping our dollars at work in the local economy.

Renwick notes the Chamber hopes to continue to build on the initiative by enlisting the support of other communities throughout the region.

The Chamber is very pleased with the recent Succession Planning Workshops that were rolled out to the business community in February and March. A survey in late 2008 revealed the startling statistics that 55 per cent of local business owners hope to exit their business within the next 10 years, most without a plan

The Nelson Economic Development Partnership in conjunction with our partners at Community Futures of Central Kootenay developed a curriculum and within hours of unveiling the workshop had it filled. Renwick adds the Chamber hopes to be able to roll the program out to

other local business owners in the coming months. The Economic Development Partnership wants to be able to support these and other important Business Retention and Expansion activities to aid the local business community, in hopes of making or helping businesses remain profitable.

The Chamber also unveiled its financial report from 2008. Secretary Treasurer Brent Irving reported that the Nelson and District Chamber of Commerce remains in a solid financial position with over 500 members. The Chamber of Commerce revenue streams and operation expenses were able to offset the financial shortfalls of operating the Visitor Information Centre.

CP Rail Restoration

The Nelson and District Chamber of Commerce (NDCC) is in the process of finalizing a Memorandum of Understanding with Canadian Pacific Railway that will lead to acquisition and rehabilitation of Nelson's historic CPR rail station. The project is a premier opportunity for the development of a Regional Visitor Gateway for the West Kootenay region, while catalyzing development of one of the last significant expanse of vacant land in Nelson.

The overall project vision and benefits are clearly in alignment with City of Nelson's mandates and goals with respect to Tourism, Planning, Heritage, and Economic Development and Diversification.

The Station project will fully restore one of the area's most treasured landmarks, designated in 1992 as a "Class A" heritage structure due to its historical and architectural significance. Inside the building, a full service Regional Visitor Information Centre will complement an interpretive display that showcases the area's character, businesses, investment opportunities, heritage and cultural diversity.

The Centre will feature a special "Made in the Kootenays" marketing showcase for high margin value added export business.

Next door, new offices for the Chamber of Commerce, the Nelson Economic Development Partnership, and a new Regional Destination Marketing Organization will be housed. A range of private and public sector uses will fill the remaining portions of the building, adding to the vibrancy of this new place of business.

The Station's attractiveness to the tourist and local tourism operators, combined with the gateway redevelopment initiated by the City over adjacent Cottonwood Creek and Hwy 3A, will produce tremendous increases in visitor traffic, resulting in more trade for all tourism businesses in the region. The Gateway Centre will focus emerging efforts for destination marketing in the region, and house the coordinating functions facilitating the West Kootenay's contribution to the Provincial Government's goal of doubling tourism revenues by 2015.

The Station building itself will be a critical addition to the region's heritage tourism asset base. As an outstanding example of this type of architecture in Western Canada, the building alone will draw new cultural tourist traffic to the region.

Located at the foot of historic Baker Street, the project is a natural extension of our prime community showpiece and will provide the catalyst for new economic development and diversification, both in the adjacent remediated CPR brownfields, and across the region. In taking leadership on this project, project partners will re-vitalize a long neglected space in Nelson, stimulate the economy, provide employment opportunities, and mature the partnership between the Chamber, Local, Regional and Provincial Governments in the process.

The Chamber is exploring a phased approach to the project. Phase one includes acquiring the land and building, gaining community control of the asset and securing it from further deterioration. Phase two will incorporate restoration of the building envelope to heritage conservation standards, and rehabilitation of a

portion of the interior to house Chamber offices and the Regional Visitor Gateway.

The Chamber and Gateway uses of the building require approximately 50% of the 10,000 sq. ft. of available space. The balance of the space could hold a wide range of complementary uses. Feasibility work is being undertaken on a Community Performing Arts Studio, Non-Market Affordable Housing, Commercial Leasehold, and/or Strata Joint Venture. Some or all of this surplus space could be developed as part of phase two.

Based on a conservative \$400/sq. ft. Class "A" Heritage standard rehabilitation estimate, the capital cost of the project is estimated at \$4 million. The Chamber is still at the early stages of project development and has not requested firm commitments from any key partners, beyond the CPR's donation of land and building. However, preliminary financial analysis and contact with potential funding partners gives confidence that the project is feasible both from a capital and an operating perspective.

Applications for funding approved or underway:

Western Economic Diversification

Southern Interior Development Initiative Trust

BC Heritage Branch

BC Gaming

City of Nelson – BC Transit funding

RDCK Community Initiative Program

In the past 12 months the Chamber has been actively completing the due diligence necessary to ensure this project can be financially viable self sustaining. The work includes:

Fairbank Architecture Limited commissioned to complete the Feasibility study and develop working drawings. Basic plans, with quantity

Costing completed by the end of April

Structural Building Assessment and Feasibility Report prepared by Andrew Swan of Swan Engineering

Mechanical Report prepared by Yoneda Mechanical.

Falcon Engineering Ltd.'s Electrical Design Report completed.

Site Services Review with Allan Fillion, Operations Engineer for the City of Nelson and Mr. Carl Olsson, Design and Facilities Technician, Customer Services for Nelson Hydro completed.

Environmental Investigation summary, Clifton Associates, identifies limited and manageable environmental concerns.

SNC Lavalin Environment Workplan and Order of Magnitude Cost Estimate to Obtain a Certificate of Compliance completed. Soil, vapor and groundwater assessment.

Utilities and street lighting assessed for the development with the City's Hydro Department.

Draft site plan developed with the City of Nelson

WSA Engineering Ltd (WSA) has undertaken a Civil Engineering Feasibility Study of the site to assess existing infrastructure and recommend adequate service the structure. Preliminary cost estimates for the recommended upgrades are provided.

Heritage Conservation and Feasibility Plan by Birmingham & Wood Architects and Planners to be complete by March 31st

Remedial Recommendation Report regarding lead paint and asbestos reviewed by Peak Earth and Environmental Consulting Inc. Recommendations made for abatement.

IBI Group completed appraisal for tax asset

The Chamber is in the process of finalizing the quantity costing, the Heritage Conservation and Feasibility Study, and compiling Risk Analysis Business case scenarios.

The Chamber of Commerce will soon be establishing a community committee to continue to work towards the restoration of the CP Rail Station. We have a tremendous amount of community interest in this project, and look forward to actively establishing a strong, committed group of individuals who can help move lead this project.

The committee shall provide direction and make recommendations to the Board of Directors of the NDCC for the renovation and occupation of the CPR Station House and surrounding property. Without limiting the generality of the foregoing, the committee shall:

Give authority and oversee the development of a business model and accompanying business case for the restoration and operation of the CPR Station. The business case will demonstrate the viability, or lack thereof, of the business model which is proposed

The committee will also direct the development of a detailed description of activity, commercial and otherwise, which will take place in the restored building and on the property, along with the building and property configuration necessary to support those activities



Invest Kootenay

If you are in the market to investigate new business opportunities, or you are looking for ways to market an existing business opportunity, we encourage you to check out the Invest Kootenay website.

Invest Kootenay is a partnership between Nelson, Castlegar, Creston, Revelstoke, Grand Forks and the rural areas of the Boundary..



In recent months, the Invest Kootenay website became an interactive website. This new feature allows opportunity holders, or business owners looking to sell their business, or to attract investment to their business, to register on the site and post their opportunities.

This is a no charge service provided by the Invest Kootenay partnership, to help maximize transition or sale opportunities for local and regional businesses. This is not designed to take the place of an MLS system or the services of a realtor. We have been in discussion with local realtors and the Kootenay Real Estate Board in hopes of making the Invest Kootenay website another tool available to realtors.

The website also includes economic profiles from partner communities, as well as business success stories.

You or your business can become an Invest Kootenay Ambassador. New brochures are being printed for display in local businesses.

If you can help us out by displaying the brochures, or by acting as an Invest Kootenay ambassador for your community, contact tom@discovernelson.com, or 250 352-3433

Chamber Business after Business Event April 7th at the Hume Hotel Spirit Bar

The Chamber is pleased to host the next Business after Business social event at the launch of the new Cultural Calendar and Cultural Ambassador presentation.

The Cultural Development Commission of Nelson will be presenting the new Cultural Calendar, designed to help strengthen the Arts and Culture sector. The new Cultural Calendar is designed as an online site that will act as a clearing house for all arts events that will be staged in Nelson this year.

There will also be a performance by the Corazon Youth Choir, recently named as the Cultural Ambassadors to the City of Nelson.

The Chamber is pleased to co host this event, that will showcase these exciting new cultural initiatives

We hope to see you at the Business after Business event:

Tuesday April 7th
Hume Hotel Spirit Bar
Doors Open 4:30pm
Corazon Youth Choir Performance 5pm
Cultural Calendar Launch 5:15pm
No Host Bar and Appies

Dragon's Den to host open auditions in Nelson April 7th

Got a hot business concept that can turn the economy around? Dragon's Den wants to hear from you. The Dragon's Den production team will be in Nelson looking for the next big thing for season four of the hit series returning

this fall on CBC television. The show gives aspiring entrepreneurs the opportunity to pitch their business ideas to a panel of wealthy Canadian moguls. The prize is real cash, and real investment.

Open auditions are taking place on Tuesday April 7th from Noon-6pm at the Nelson Municipal Library downstairs meeting room.

The producers ask that you apply on line and to bring your completed application form to the audition. Get the application form on line at cbc.ca/dragon's den

This is a fantastic opportunity for entrepreneurs and small business owners to come down and pitch their business concept for the chance to appear on national television.



Doctor John Mackay to receive Nelson Citizen of the Year Honours

Doctor John Mackay has been selected by the Knights of Columbus with the honored distinction of Nelson Citizen of the Year. Doctor Mackay retired to Nelson in 1991 after spending much of his career at the Kootenay Boundary Hospital in Trail as an internal medicine specialist and general practitioner.

He has been an active community volunteer throughout his life and a Rotarian for more than 50 years. The Nelson and District Chamber of Commerce would like to thank Dr Mackay for his service to the community in many capacities. The Citizen of the Year banquet will take place April 18th at St Josephs.

Tickets are available at Sonja's China Cabinet .

Thanks to our renewing Chamber members

12 Mile Mini Storage
3 DR Holdings Ltd (Dairy Queen)
A & W Restaurant
Action Angling Adventures
Alaia Garden Suite
All Hit KBS - Standard Broadcasting Inc
All Seasons Deluxe Vacation Homes
Alpine Lake Suites
Assured Home Inspections Ltd
Balfour Recreation Commission
BC Rock & Garden Landscapes
Bent Over Leather
Best Western Baker Street Inn
Better Business Bureau
Black Press (Nelson Star)
Brad Mair Carpentry
Canadian 2 for 1 Pizza (MMNOF Holdings Ltd.)
Canadian Military Police Association
Castlegar & District Chamber of Commerce
Cedarwood Cottage B & B
Chamber of Mines of Eastern BC
Community First Health Co-Op
Conlin Ent. Ltd (Main Street Diner)
Cottonwood Kitchens
Craft Connection
Debri Resources Ltd
Double T Holdings (Sears)
Dr Loren Kozak ND Inc
Emerald Lakes Bed and Breakfast Inn
Evergreen Natural Foods
Falkins Insurance Group
Frontiersmen of the Commonwealth
Glass House Optical
Grand Forks Chamber of Commerce
Hall Printing
Hanson Decking
Harrison Enterprises
Highland Powder Skiing Ltd.
Hume Hotel
In Your Face Foods
Jackson's Hole & Grill
Job Wave
Kalae Holdings (Greyhound Canada)
Kastlerock Bed and Breakfast
Kelly Toole Concrete

Kokanee Park Marine
Kokanee Springs Resort Ltd
Kootenay Insurance Services Ltd.
Kootenay Medical Aesthetics Ltd
Lemon Creek Lodge (1994) Ltd.
Lillie & Cohoe
Mandala Custom Homes Inc.
Marken Developments Ltd
McLaughlin Printers & Stationers
Morrison, Janice
Mountain FM Radio
Mountain Media
Mountain Shores Resort
Nelson & District Credit Union
Nelson Box Office & Copy Centre
Nelson Daily News
Nelson Professional Fire Fighters Assoc. Local 1343
On Site Chair Massage
Paxx Computer Repair Centre Inc
Pennco Engineering
Phoenix Falling
Prestige Lakeside Resort
Prestige Lakeview Inn
Pro Equipment Repair Inc
Procter General Store
Retail BC
Rossland Chamber of Commerce
Salmo & District Chamber of Commerce
Sandman Hotel Castlegar
Save On Foods
Secure By Design Technology Inc.
Shambhala Music Festival
Spilker Watson & Pigott
Spirit Bear Consulting Ltd
Strand & Godfrey Appraisals Ltd.
Stryck Design Studio
Tarasoft Corporation
The Traditional Timber Framing Company
Thor's Pizza Ltd
Trail & District Chamber of Commerce
Tushuko Holdings (Mistiso's Place Guest House)
Valhalla Pure Outfitters
Van Hellemond Sport
Waiora Inc
West Kootenay Eco Society
Westarm Electrical Contracting
Willow Point Beach House
Wing Creek Resort

New Chamber Members

Brad Mair Carpentry

Brad & Sheryl Mair
RR#1 S 16A, C18
Winlaw, BC V0G 2J0
250-226-6877
mair@netidea.com
Carpenter/Contractor

Waiora Inc

Liba Zdrazil
2859 Blewett Rd
Nelson, BC V1L 6Y5
250-352-3517
zibaz@shaw.ca
Health Product Distributor

Mountain Shores Development Corp

Lynda Davidson
Box 6, Site 9, RR#1
Boswell, BC V0B 1A0
250-223-8258
citw@xplornet.com
Mountain Shores Resort

Spirit Bear Consulting Ltd

Sante Pulice
453 Wasson St
Nelson BC V1L 3G4
250-352-0462
spulice5.@telus.net
Consulting for road building & paving

Secure By Design Technology Inc

(formally Net idea)
Kirk Ismay
201-625 Front St
Nelson BC
1-877-373-6121
kirk@secure-by-design.com
Internet Access, Web hosting

Phoenix Falling

Shawn & Jennie Phoenix
#3 4925 Marelllo Road
Nelson, BC V1L 6X4
250-354-7411
Tree falling & Geophysical Field Operations

Debri Resources Ltd

Deb Miller & Brian Matheson
803 Anderson St.
Nelson BC V1L 3Y5
250-352-9740
debri_resources@shaw.ca
Forest management services

Canadian Military Police Association

Sgt. N.W. Saprikin
#31, 2714 Lower Six Mile Road
Nelson, BC
250-825-0085
stoniemountain@yahoo.ca
National Security

Valhalla Pure Outfitters

Sam Baio
624 Baker Street
Nelson, BC V1L 4J4
250-352-9970
nelson@vpo.ca
Outdoor Equipment Retail

Westarm Electrical Services

Wesley Shippey
Nelson, BC
250-509-1445
westarmelectrical@gmail.com
Electrical Contracting

Susan Kurtz/ Resolution Place

407 Nelson Ave
Nelson, BC V1L 2N1
250-354-1881
susan@nocourt.ca
Lawyer, Mediator

A sincere thank you all of our new and renewing members. If you need information on any of the Chamber services or the Chamber benefit plans please contact the office at 250 352-3433.



**Is your firm paying
too much for
group insurance?
Discover The Chamber
of Commerce Group Plan**

I represent the program exclusively in our area and, with the local Chamber's endorsement, my job is to ensure you're aware of the unique approach we take to helping small-to-medium size businesses.

What makes the Chambers Plan different? Over 20,000 firms that we cover today each have custom coverage based on the types and amounts of insurance the owner selected. The Chambers Plan lets you control the cost, because you control the coverage you purchase and premiums are a deductible business expense.

Whether you're a one-person firm or have 35 employees, choosing custom coverage is easy and affordable. Start with employee life insurance. You can add medical, prescription drug, dental, disability income, critical illness, office overhead, retirement savings, employee assistance, even "Cost Plus" top up benefits for owners and executives.

For over 30 years, the Chambers Plan has been delivering outstanding group insurance to the kinds of businesses too often overlooked by traditional insurers.

Let's develop a quote for your firm, call me today. When we meet, you'll tell me about the kinds of coverage that interest you and what you want a benefit plan to accomplish for your company. Then I'll build a custom recommendation based on your objectives.

Let's put the Chambers Plan to work for you!

Glenn Sutherland ,B.A.,CSA
Phone: 1-877-552-3518
Fax: (250) 352-3544
sutherg@netidea.com

**2009 Chamber of Commerce
Board of Directors**

Executive

President: Cal Renwick Nelson Toyota

1st Vice President (to be elected from existing directors)

2nd Vice President (to be elected from existing directors)

Past President: Janice Morrison Private Member and Kastlerock Bed and Breakfast

Secretary Treasurer Brent Irving:
Carmichael, Toews, Irving Inc

Directors

Barry Auliffe: Selkirk College

Chuck Bennett: Black Press Ltd

Harry Davidson: Glass House Optical

Graham Edwards: Chinook Marketing

Melanie Gettel: Private Member

Brent Holowaychuck: Finley's Irish Bar and Grill
& Sage Tapas

Chris Jury: Berg, Naqvi, Lehman

John Knox: Nelson Realty

Travis Mann: Granite Pointe Golf Course

Justin Pelant: Ted Allen's Jewellery

Kerry Rakuson: Kootenay Real Estate Board

Karen Van Vogt: Investors Group

Melissa Welsh: Elephant Mountain Gallery/
Kootenay Bride Magazine