

July 2011

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**The Clareville Area
Chamber of Commerce
is pleased to welcome our
most recent members:
Bacalao at the Inn
Morris 'N Co. Ltd.
North Atlantic Fur Group
Quantum Studio Designs**

**The Clareville Area Chamber of Commerce Annual General Meeting
and Business Excellence Awards Banquet**

The Fourth Annual General Meeting and Business Excellence Awards were held on February 24, 2011. The Chamber is pleased to announce the Clareville Area Consumers Co-operative as recipient of the 2010 "Business of the Year Award" and Cromwell House as winner of the 2010 "Small Business of the Year Award." These awards are designed to recognize businesses from the local sector that demonstrate a continued passion for excellence and promote the advancement of responsible business leadership within the Clareville area.

The Chamber is proud to acknowledge Ralph Mercer as this year's "Business Hall of Fame" inductee. The "Business Hall of Fame" recognizes individuals from the Clareville area business community who have made or continue to make considerable contributions, and have gone that "extra mile" to promote a positive community environment and to enhance the economy of the Clareville area. (Visit the Chamber's website: www.clarevilleareachamber.net for full write up on the BEA Awards)

General Membership Luncheons

The Chamber hosted a Membership Luncheon on March 22, 2011 featuring guest speaker Robert Kennedy. Robert has over 35 years of experience in engineering and technical management, business development, negotiations, contract management and communications strategy. He is currently the Project Manager for the Eastern Suppliers Development Alliance and provided attendees with an informative overview of the ESDA Initiative.

On May 4, 2011 the Chamber hosted a Membership Luncheon with guest speaker Honourable Ross Wiseman, MHA for Trinity North and Minister of Environment and Conservation. Minister Wiseman gave an overview of the Provincial Budget and explained the benefits it will have for Clareville and surrounding areas.

Craft and Home Trade Show

The Clarendville Area Chamber of Commerce will host its 7th Annual Craft and Home Trade Show on October 14 & 15, 2011 at the Clarendville Events Centre. The event provides local businesses and organizations with the opportunity to showcase their products and services and to network with others. This year's event will feature a record number of exhibitors and promises to be a success.

Eastern Suppliers Development Alliance (ESDA)

The Eastern Suppliers Development Alliance (ESDA) is an Alliance of "business enablers" in the Eastern Region (from Chapel Arm to Port Blandford).

The members include:

- Discovery Regional Development Board
- Avalon Gateway Development Board
- Schooner Regional Development Board
- Clarendville Area Chamber of Commerce
- Arnold's Cove Area Chamber of Commerce
- Burin Peninsula Area Chamber of Commerce



The ESDA is working to enhance the ability of companies in the Eastern Region to competitively supply the Hebron project. They will achieve this by:

1. Enhancing the local business community's awareness of opportunities related to the Hebron project:

- The ESDA successfully lobbied to have Expressions of Interest related to the Hebron

Project placed in newspapers rather than just posted online.

- The ESDA monitors the Expressions of Interest related to the Hebron Project and directly contacts companies that they are aware of in the Region that may have the capacity to supply the contract.

2. Enhancing capacity of the local business community to better take advantage of the opportunities related to the Hebron Project:

- The ESDA has retained the services of a professional engineer, with greater than 20 years of relevant industry experience, to counsel businesses that have questions or need support related to bidding on the Hebron Project.
- The ESDA has conducted a number of interviews with potential supplier companies in an effort to determine the knowledge gaps as it relates to bidding on contracts. Based on this research, within the next three months, the ESDA will be organizing knowledge-building sessions in the following areas:

- *Quality Management Systems*
- *Advertising and Marketing*
- *Size and scale – helping businesses define their role*
- *Steps in procurement process*
- *Successful bid – now what?*
- *Compliance Issues*

3. Promoting the capabilities of the region to key stakeholders in the Oil and Gas Industry:

- The ESDA networks regularly with key players such as NOIA, Exxon Mobil, Kiewit Aker Contractors and Worley Parsons ensuring this region stays in the forefront as development progresses.

For more information on the ESDA activities, please contact:

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