

**Digby and Area Board of Trade
Minutes of General Meeting
Thursday, March 15 2018
Sydney Street Pub & Café - Noon**

Members Present: Karen Enright, Kevin Ellis, Crysi Popowich,, Michael Carty, Nina Barnaby, Rick Foote, Ken Flett, Julie MacLean, Peter James, Wendy Vissers, David Cvet, Susan Wagner, Linda Graham, Ashley Roberts, Dan Harvey, and Linda Weir, Recording Secretary

New Members: Peter James - Acadian Seaplants Limited, new Cornwallis Plant Manager

Guests: Terry Thibodeau - Municipality of Digby
Eleanor Johnson & Wayne Simon-*Weymouth Bridge*
Ann Marie Belliveau - Emera
Alistair McLean - OpenHydro

Regrets: none

Call to Order: Meeting called to order at 12:10 pm with Karen Enright in the chair. Introductions were made around the room.

Approval of the Agenda – Chair called for additions to the agenda. Chair added Linda Graham's request for DATA update under New Business Hearing no further changes, Chair called for adoption of agenda
Terry Thibodeau moved to adopt the agenda for March 15 2018 Seconded by Julie MacLean

Approval of Minutes –February 21, 2018 Chair called for errors or omissions. Hearing no errors or omissions Chair called for approval of the minutes as circulated.

Rick Foote moved to adopt the minutes February 21, 2018 . Seconded by Wendy Vissers. Motion carried.

Business Arising From the Minutes:

- Executive Strategic Planning Meeting -Objectives/Goals and Mission statement from strategy meeting on Sunday March 11 with David Cvet facilitating. Presented a list of objectives and goals that came out of the planning session.. Outlined points covered and took questions from the floor. Items included identify membership/reason to join board, seek more information from municipality on their projects, business start -up kit, mentorship program by getting together with members/executive ; opportunities for members -website, inside track for investments, and the need to be successful business in this area for all to succeed; continuing of periodic workshops and speakers, participation in small business week, International Women's Day special session; and changing of the mission statement. Old mission with suggested new being -To Champion the interests of our business community through networking, facilitating economic development and supporting business. Detailed copy of his points from the meeting to be submitted to the Board for distribution to members. The new mission statement to be reviewed and voted on at next month's meeting. Goals were changed up from previous year and executive hope it will be successful. Dan Harvey suggested Municipality of Digby's " Invest Here" link with information on permits, business support and information be linked to DABT site.
- AWESOME Digby - Brought forth by Ken Flett. Karen outlined the project. Group of 30 trustees/investors who each put up \$400 to provide funds for the monthly pitch winner. Open to the community to present their project, new business or idea . Three are selected to pitch themselves once a month - similar to Dragons' Den. Winner gets \$1000. Digby would like to move forward to establish a AWESOME chapter. Looking for 4 people to join sub-committee and 30 people who want to participate - Sub committee will organize, handle the money, meetings, and pitches. Anyone who would like to be one of the 30 trustees please email Karen. Google AWESOME Foundation for further details. Julie suggested the DABT be one of the trustees.

- Response Letter from Municipality of Digby, advising why councillors are too busy to attend DABT meetings. Municipality is heavily invested in economy and business development with the entire municipality, and the letter outlined some of the ways. Currently focusing on strategic priorities such as rural internet, marketing of industrial Park, tidal industry, trail and open spaces development, regional renewal energy, research smart grid storage, advocate to NSPC for improvements to the current power grid, completion of Highway 101 and primary health care. Board to follow up with the Municipality on some of these initiatives to see how they are progressing.
- Member to Member Cards and 2018 member decals - Kevin Ellis has cards and decals for all paid members. See him to pick up your copy if you have not received as yet.

Motion - Kevin Ellis moved to approve payment to Digby Print and Promo for the printing of member-to-members cards. Seconded by Wendy Vissers. Motion Carried. Invoice to be paid.

- Newsletter - Featured Member - Wendy Vissers advised she is hoping to feature a member each month in newsletter with support from members. Asking businesses to volunteer. Feature includes bio on the member business, can include promotion item, photo, event or sale. Please let Wendy know if you are interested as she is setting up a schedule for each month. Digby Print and Promo will be the featured member in April newsletter.
- Newsletter Feedback - Wendy/Board is eager to get feedback on the new website. What you like or comments. Linda Graham commented on missing minutes and agenda. Would like to be able to view minutes prior to meeting. Currently Minutes are sent out in separate email to paid members (in pdf and can be downloaded), but no longer on website. Agenda for upcoming meetings can be found on the website. Newsletter is sent to anyone who has signed up for it on the website.

New Business

Speaker - Alisdair McLean, P Eng, Country Manager of OpenHydro and Anne Marie Belliveau from Emera. Cape Sharp Tidal is a joint venture between Emera Inc, and OpenHydro, a Naval Energies company. They are the first developers to have successfully deployed and grid-connected in-water tidal turbine in NS at the Fundy Ocean Research Centre for Energy in the Minas Passage. with the project in Parrsboro. They take all the risk and the province pays if the event is a success. Emera is involved as leader in renewable energy. McLean outlined in great detail the demonstration project, explained the technology and the project and how it is sustainable in the Bay of Fundy, as well as their commitment to minimize the impact on the Bay of Fundy & aim to be good neighbours, and to give as much notice as possible of their plans, & what they are doing to minimize the rumor mill. Outlined what it means as a sustainable energy project, described the turbines and compared in water to floating technology and how it can be successful in the Bay of Fundy. Talked about the environmental impact of the turbine, and how environmental care is crucial. Community is also part of it with intent to promote regional economic development. Terry Thibodeau pointed out that Digby has been the patient community trying to promote tidal energy development. Some work has been done already, and once Digby know there is something, they will look at finding the money and seek support from partners, once they settle on what technology is needed. McLean said Open Hydro is waiting for government to put out the "carrot" and send out RFPs. Terry touched on Digby Port Days and its success in past years with presentations on tidal energy, also what municipality has been doing over past 7-8 years and there maybe need to take another look at port of choice - Digby is competing with other ports for this position. Digby needs to market itself all the time and get out in front of everyone. OpenHydro will put another turbine in the water in June, and if things go well, more will come. Several questions, discussions and comments were taken from the floor. Including plans for Digby's position - a lot of work still to be done

- Business Awards Ceremony - June 21 2018 - Digby Pines. Tentative speaker - Premier Stephen McNeil. Nomination forms are on website. Look through and send in recommendations. Reserve tickets for the event online. Karen commented that other groups are asking how we have been so successful with the event. You can nominate multiple businesses in multiple categories.
- Spring Into Summer - Rick Foote, organizer gave dates for this year's event Friday June 22 and Saturday June 23 at the arena. He is doing his best to maintain the price and looking for donations.
Motion: Wendy Vissers moved for the DABT to contribute \$250 to the Spring Into Summer event. Seconded by Kevin Ellis. All in favour Motion carried.
- DATA - Linda Graham advised Digby Area Tourism Association has new rack cards -very eye catching to direct people to their website. 2018 Experience Digby booklet is almost ready to go to print and can be downloaded online. Boston Trade Show attended by Greg Turner - scallop presentation - event well received.

Correspondence –

- Letter from Colin Fraser MP - follow up to potential changes to the tax act. Request copy from Karen if you would like to have information.

Announcements -

- EDCE conference in Halifax on March 23 & 24 - Kevin Ellis will be attending. Any interest contact Karen.
- NS Works Job Fair March 21
- Kevin Ellis - RCMP officer Ross Lloyd has noticed trends in crime within businesses on the rise, ie gas and go etc. Wants to talk to business people on how business can help other business people in the community by paying attention to what is going on around them. Hoping for April meeting.
- Nina Barnaby - possible Entrepreneur Expo- one day event - DABT members or anyone interested - Encourage students and grads and show the value of older entrepreneur who has been in business - for anyone in the area.

Adjournment – Adjourned Julie M 1:35 pm

Next Meeting - Thursday April 19 - evening meeting - location TBA