

Colchester Regional Development Agency

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New Hydraulics company in Colchester



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They say necessity is the Mother of Invention. Although, it isn't a new invention, Sam Ward's business creation – S.E.W. Hydraulics - exemplifies how one person can establish a business by establishing goals and working step-by-step to reach those goals. While working for Truro Sanitation for 8 years, Sam recognized the need for a local business that could service and repair hydraulic equipment : in particular, for garbage compactors and cardboard bailers. So, seeing that need, Sam left his job at Truro Sanitation and started his own business – S.E.W. Hydraulics. But, it didn't happen all at once. First, Sam returned to school in September 2004 and became a Certified Mobile Hydraulic Mechanic in December 2004; then, he started researching his business idea to determine how much business was out there. Sam contacted over 30 businesses about the services he could provide, starting the beginnings of a Business Plan. In June, he approached CoRDA for guidance in

developing his plan; in September, he received funding for his business through Northern Opportunities for Business Limited (NOBL) and support from Service Canada's Self-Employment program.

Since September, S.E.W. Hydraulics has worked for several large retailers, manufacturers and waste management companies. Sam says one of the main benefits he can offer his customers is that he can make or "crimp" hoses to fit any hydraulic machinery at the customers' location. This convenience reduces the customers' down time and helps them save money. S.E.W.'s maintenance programs help to keep equipment working more efficiently and reduce equipment stop-pages.

Sam is pleased with the progress of his business and is confident about the future prosperity of the business. Congratulations Sam! Your dedication and hard work is paying off!

To find out more about S.E.W. Hydraulics you can contact Sam Ward at 890-4107

Rent to Own Condos



Rosalie Prest
Housing Sales Coordinator
CoRDA
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(902)662-2214 or
(902)890-6724

Colchester Park is pleased to offer a six month Rent-To-Own option on their Condominium Units.

For example, for \$530.00 a month for six months , you can rent your way to a down-payment on a 3 bedroom inside unit. All units

have 1.5 baths and a finished basement.

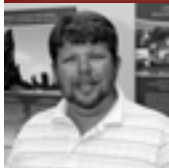
These units are ideal for people who really want to own their homes.

These well maintained units can be purchased for as little as \$72,500.

To discuss the advantages of Condominium living and to arrange a viewing, please call

**Rosalie Prest
(902)662-2214 or 890-6724**

DISTRIBUTION CONSORTIUM—Share the Opportunities



Ron Smith
Business Development
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Numerous studies have been prepared to examine some of the best sector growth potential for Colchester County, within the Halifax-Moncton Corridor. These findings may come as no surprise for those in the industry.

Colchester County is a great location for Regional Distribution Centers (RDC's). With forward thinking business people embracing the concept of Atlantica: all four Atlantic Provinces, Eastern Quebec and the New England States, Colchester has so much to offer for competitive positioning of RDC's within this vast market and beyond.

Only an hour to Halifax container ports- the gateway to overseas imports- the Colchester businesses already have the advantages of location to help capitalize on opportunity. Colchester is a natural crossroads for exchanging goods to and from containers to markets throughout the Atlantica region and beyond.

Is location enough? Competition is fierce in today's economy. Businesses compete for markets, customers, transportation and employees. This is not just a local competition. Many regions boast themselves as the "best place to do business".

Even with such natural advantages in geography, Colchester Distributors must commit to employing the best of practices to ensure they continue to compete and excel in an expanding sector that is being courted by every economic center in the Region.

Some will say that increasing the presence of RDC's in the area will only increase competition for employees and other resources that local businesses require. The fact is "success attracts success". A supply of quality jobs in Colchester County will serve as an attractant for quality employees from around the region; an importation of skills and ideas will provide the tools necessary to remain ahead of the crowd and stand out in a competitive environment.

Who do you call upon when there is a problem and you feel like your business is the only one facing an issue?

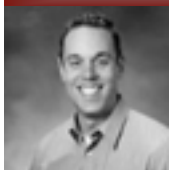
Would you contact a colleague out West, in Ontario or Quebec, or possibly in the USA for help?

The Colchester Regional Development Agency (CoRDA) is looking for participation in the exchanging of ideas and best practices by those involved in the Distribution Sector of Colchester County.

The Colchester Distribution Consortium will be an opportunity for local Distributors to share successes, challenges, ideas and camaraderie. The consortium will identify issues that present challenges or obstacles; and in conjunction with CoRDA and our many partners we will work to resolve these issues. Obvious advantages and successes for Colchester will be promoted to foster the expansion of local Distribution networks and attract distributors that will complement the existing image of "Colchester: Where Business Moves".

For more information on how to become involved contact CoRDA at 893-0140 or email Ron Smith rsmith@corda.ca

Do you speak more than one language? Do you enjoy helping others?



Creston Rudolph
Welcoming Community
Program Coordinator,
CoRDA
crudolph@CoRDA.ca
(902) 893- 8099

If you responded "yes" to both of these questions, then the Colchester Immigration Partnership, a subcommittee of the Colchester Regional Development Agency (CoRDA), would like to hear from you.

Why are we asking?

Newcomers to our area may have trouble speaking English because it is not their first language. The Colchester Immigration Partnership is putting together

a directory of people living in the Colchester Region who speak more than one language and might be willing to volunteer assistance in helping people settle into their adopted community. You could be contacted to act as a translator or a point of contact when people requiring assistance wish to settle in the Region. The exact type of assistance is negotiable but we want to hear from you first.

Please note all enquiries will be held in confidence.

If you wish to make an enquiry about a potential role for you, please get in touch with Creston at 902-893-8099 crudolph@corda.ca



CONTACT INFORMATION

**966 Prince Street
Truro, NS
B2N 5C1**

**Phone: 902-893-0140
Fax: 902-897-1157
Email: contact@corda.ca**

Websites:

**www.CoRDA.ca
www.wherebusinessmoves.ca
www.colchesterbusinessgateway.ca
www.fifteen2twentynine.ca
www.ComeHomeToColchester.ca**

Building Innovation Capacity in Colchester



Anna Parks
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CoRDA has been awarded an 18-month contract to deliver an "Innovation Capacity Building Project" to four rural communities in Colchester, as well as to the manufacturing, forestry and agricultural sectors. The project, funded through monies received from Atlantic Canada Opportunities Agency (ACOA) and NS Office of Economic Development is earmarked for initiatives that encourage innovation at the community level, as well as in the business community. In building "Community Learning Networks and Community Learning Organizations",

CoRDA and partners from the business community and rural communities will address the shortfall in human resources as cited in the new 5-year regional economic plan – "Growing Colchester 2005-2010".

The last census in 2001 revealed that a staggering 33% of Colchester's adult population have not completed high school. The Economic Sector strategy completed by Canmac Economics in 2003, indicates that there will be a total increased demand for labour force of approximately 30% in most sectors, due to retirements and declining population, by the year 2011. Our population did not grow but remained stagnant between 1996 and 2001, yet the population continued to age, with out-migration occurring in the 15-29 age range. Across Nova Scotia, approximately 25% of our popu-

lation is either unemployed or underemployed. People are our most valuable resource! We need to ensure that whoever wants to contribute to our economy in this region can, despite barriers like lack of education. We need to ensure that our population experiences growth to fill the expected labour force demand. The Innovation Capacity Building project plans to address these issues by engaging community members and representatives from the business community in finding innovative ways to raise community productivity and skill levels and to foster idea-sharing and learning.

**For more information contact
CoRDA at (902) 893-0140**

Colchester Immigration Partnership Recognized For Excellence in Community Development



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Community Economic
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This past November 17th and 18th, representatives from communities all over Nova Scotia met in Wolfville to participate in a conference entitled, "Celebrating Innovative Communities." The event was sponsored by the Nova Scotia Office of Economic Development in partnership with the Atlantic Canada Opportunities Agency, (ACOA), and was intended as an opportunity to bring the 'best and the brightest' of Nova Scotia together to share success stories and best practices for community development.

On the evening of November 17th, a gala awards ceremony was held that recognized excellence in a number of areas such as Youth Leadership, Customer Service, Innovation and Community Development.

CoRDA's Immigration Partnership was celebrated among a number of strong contenders from across the province for

"*Excellence in Community Development*" in recognition of this community-based organization's success in forging successful partnerships, developing new programs that support newcomers and for creating awareness within the community of the need to become a community that is truly welcoming.

Committee chairperson, Flora Riyahi graciously accepted the award on behalf of the group and reaffirmed the group's commitment to enriching our community by continuing to welcome and support newcomers and all that they have to

offer. The group recognizes that there is still much work to be done in terms of making Colchester a community that is truly welcoming and inclusive of all of its citizens; whether newcomers or not. This award, however, serves as a tangible reminder that their efforts have not gone unnoticed and that their hard work and passionate commitment continues to make a positive impact on our community.

**Congratulations to the Colchester
Immigration Partnership and best
wishes for continued success!**



Front from left:
Angela MacMaster
Monica Cunningham
Margot Bégin
Flora Riyahi
Bonnie Joldersma

Back from left:
Creston Rudolph
Mark Mason
Ted Powell
Shaik Nasar
Krista Lake
Anne Ireland

Our Economic Development Pyramid

Our Purpose

To improve the quality of life for all the citizens of Colchester

Want to hear more about Colchester's growth strategy?

'Growing Colchester 2005-2010' is available on-line at www.corda.ca or call (902) 893-0140 and we'll mail you a copy.

Our Two Deliverables

Increasing the disposable income for people who live or work in Colchester

Increasing the population and the number of people employed and decreasing the number of people under-employed

Our Four Imperatives

Support existing businesses to survive and thrive

Recruit new businesses

Create new enterprises

Create a dynamic, welcoming community

Our Five Drivers

Developing our Human Resources

Involving our leadership, planning, policy, business environment

Selling Colchester

Building Infrastructure

Securing strong partnerships

Looking forward to Increased Cooperation on Transportation Issues



Kelly Nauss
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The Colchester Regional Development Agency is looking forward to addressing transportation issues as part of an Atlantic team. This is a direct result of a conference held in November entitled "Growing the Atlantic Economy: the Transportation Factor".

"Growing the Atlantic Economy: the Transportation Factor", emphasized the link between the Atlantic Canadian econ-

omy and transportation. Key issues were identified in each of the four modes of transportation. Excitement has been built surrounding the idea of cooperation and moving on identified action items.

"The Atlantic Provinces Chambers of Commerce will be bringing the Steering Committee together this month to address implementation of key action items. A public update of progress will be presented at the Atlantica conference in St. John in June. We're examining similar programs and organizations on the west coast to determine our best course of action", states Jo Ann Fewer, Executive Director, Colchester Regional Development Agency.

Results from the conference have been communicated to all stakeholders as well as provincial and federal politicians as we move toward a federal election. Key highlights include forwarding the Atlantica Initiative, commenting on Bill C44, and establishing an Eastern Gateway Council.

A full conference report is available at www.corda.ca

This conference was hosted by the Town of Truro, Atlantic Provinces Chamber of Commerce, Truro and District Chamber of Commerce and the Colchester Regional Development Agency.