

NSBG *Weekly Window* vol.3



President: Neil Hamilton, realneil@royallepage.ca; Vice-Pres.: Len Macht, lmacht@shaw.ca; Secretary: Norm Accipiter, naccipiter@hotmail.com

www.nsbsg.com

Mission Statement:

"To promote small business in general and specifically to aid, enhance and motivate each other in our respective business enterprises. Our desire is to expand the knowledge and personal network base of each and every one of our members and to make them better at what they do."

VANOC Releases Request for Expression of Interest: 2010 Commerce Centre

VANOC just announced it has opened a new bid, titled REI, or Request for Expression of Interest valued at over \$110 Million Dollars.



Rob Arthurs, Manager of Business Opportunities for the 2010 Commerce Centre, the province's clearing house for VANOC bids, returned to the NSBSG and spell out what this means in very specific terms.

"No one company in B.C., even all of Canada, can supply any one single bid item. Sixty percent of businesses in B.C. are under 25 employees; sub-contracting is going to be the way to go."

With that said, Rob outlined the meat of the request. In his words, he describes the "Expression of Interest" request as a "fishing expedition" for VANOC to see how prepared the business community is to outfit the Olympics. The formal RFP will come out in early 2008; the REI remains open to October 12.

The request includes the following:

- 2100 trailers/containers
- 150,000 sq.meters of tenting

- 55,000 temporary seats
- 1700 portable toilets (Abbotsford Air Show draws 80)
- 112,000 sq.meters of HVAC & heating
- 30,000 sq.meters of interior build-out
- 128,000sq.meters of paving
- 2400 buses (greyhound type); there is 1900 in all of Canada
- Laundry facilities for 2400 rooms every night

This is not a complete list, but is a staggering request nonetheless. As Rob described, much of this bid will be sub-contracted and there is much more to come as opportunities abound.

The Olympics in 2010 has created a spin-off effect, as there are Olympic trials and World cup qualification events that must take place in advance of the big event. Whistler and Cypress Bowl alone will host 19 World Cup events through to 2009 with their own set of bid requests to meet event needs.

The 2010 Commerce Centre will be hosting a workshop designed for businesses to learn how to put together a plan to build their RFP process as part of their overall marketing plan. There are additional meetings still pending with specific industries as part of the REI process described above address specific needs of the industry.

For more information on the bidding process visit www.2010commercecentre.gov.bc.ca, or contact Rob Arthurs at Robert.Arthurs@gov.bc.ca.

Neil Hamilton, President of the NSBSG, also expressed an interest to host a similar workshop hosted by the group and open to guests and friends of the NSBSG. Specifics are yet to be determined, but met with initial approval by the membership.

Randy Hnatko of Trainwest to visit

Randy Hnatko is President of



Trainwest Management and Consulting, a sales and management training and consulting organization affiliated with the Sandler

Sales Institute.

Randy will come to the NSBSG on August 22 and offer his thoughts on the do's and don'ts of networking, and how to develop an effective 30-second commercial.

Randy has over 26 year's senior business experience, and is a *Trainer, Speaker, Author and Consultant* to domestic and international companies. He has helped many individuals and companies improve and exceed there

overall sales and profit performance targets

Wayne Keeler Proves Networking Value

Wayne Keeler, Sales Manager of Ferguson Moving and Storage, spoke to the group as part of the Testimonial section of the meeting.

He announced that to-date, his activities within the group have earned \$19,983.63 in business. This eclipses last year's numbers by a healthy margin. He emphatically states that this is proof that networking works.

Guests:

Arthur Klein, Marketing Consultant, **FirstBase Direct**,
arthurk@firstbasedirect.com,
www.firstbasedirect.com
604.990.8208

Chris Richardson, President,
BNAC Environmental Solutions,
chris@bnac.ca
604.780.3020

Joanne Ward, Life Coach and RFP Consultant, **Stepping Stones**,
joanne@steppingstonescoaching.ca,
250.747.0948

Paul Hansen, Importer,
paul_hansen@hotmail.com

Focused Chat Calendar:

August 8 – **OPEN**

August 15 - Victoria Powlowski Capers

August 22 - Randy Hnatko
Trainwest Management and Consulting

Sept. 5-19 –**OPEN**

Sept. 26- Charles Holmes, SFU School of Business – Building Strategic Partnerships

Acknowledgements:

The following members wish to thank those mentioned for referrals, successful joint ventures, or advice given:

Barry Kong, consultant:

- Jim Fitzpatrick
- Dave Watson

Neil Hamilton, Sussex Realty:

- Glenn Duxbury, services rendered
- Marion Maysenhoelder
- Bryan Pybus
- Dave McLeod
- Debbie Peck
- Alvaro Peralta

Len Macht, TGIF Singles:

- Pat Miller for organizing cruise, Debbie Peck for wine

Debbie Peck, Mosaic Winemakers:

- Neil Hamilton
- Glenn and his wife

Wayne Keeler, Ferguson Moving and Storage:

- Nelson Chow
- Chi-K Design

David McLeod, Angel Restoration:

- Bruce Duncan
- Neil Hamilton
- Paul Aragones
- Marion Maysenhoelder

David O'Brien, WIT Marketing:

- Dave Watson for email database

Trevor Kennell, Send Out Cards:

- Thanks former member Andrea Cawdell of Grouse Mountain in providing services while hosting relatives

Calendar of Events:

Burnaby Board of Trade

August Networking Breakfast

Tuesday, August 14th
7:00 a.m. to 9:00 a.m.

Executive Hotel Burnaby
4201 Lougheed Highway.

Tickets are \$18 for members and \$24 for non-members.

www.burnabyboardoftrade.com/cgi-bin/rsvp.cgi?id=295&action=new

Surrey Chamber of Commerce:

Various

<http://www.surreychamber.org/event/s1.html> - 2007-04-24221

Resource Guide:

For a listing of members' web sites, please visit our website at

www.nsbsg.com

Chamber events:

http://www.hpmarketing.com/cgi-bin/events_calendar.cgi

Maps and Directions:

<http://www.mapquest.com/>

Networking Database:

LinkedIn Resources: SONI
Canada

<http://www.linkedin.com/home>

Job Boards:

Vancouver Job Shop:

<http://regionalhelpwanted.com/home/167.htm?sn=167>

Working Canada:

<http://working.canada.com/vancouver/index.html>

Government of Canada:

<http://jb-ge.hrdc-drhc.gc.ca/>

FutureWorks - Wage Subsidy Program (& Job Board)

<http://fwt.bc.ca/>

Recycling:

<http://www.nsrp.bc.ca/>

<http://www.onedayvancouver.ca/about.php>

<http://www.gvrd.com/recycling/index.html>

Social / Event Management:

<http://fairweathercruises.com/>

<http://gracioushost.ca/>

www.tgifbc.com,

Urban Legends Reference Page:

<http://www.snopes.com/>

Yellow Pages Business Finder:

<http://www.yellowpages.ca/searchBusiness.do>

Miscellaneous:

<http://www.soho.ca/>