

# Cumberland Business CONNECTOR

ISSUE 09 | SEPTEMBER 2023

## New Business Development Officer!



We are pleased to welcome a new member to the Connector Team, Gilles Gallant! Gilles is our new Business Development Officer.

Gilles grew up as the son of an entrepreneur. He saw his father invest, operate and partner in a handful of businesses. Being a hard worker and never backing down from a challenge, Gilles has had a career spanning different industries such as: retail, manufacturing, construction, automotive, electronics, as well as fundraising in the non-profit sectors. Also, Gilles was a provincial coordinator for a mentorship program to support university students and startup businesses with their struggles in order to help them grow. Gilles has lived and worked in Alberta and the Northwest Territories before returning to the Maritimes almost 13 years ago to start a family.

Gilles grew up and still lives in a rural area with his wife, Monique, 11yr old son Etienne, and their dog Murphy. Aside from working, Gilles has a passion for photography.

The main task of the Business Development Officer is to lead our Accelerator Program. The Accelerator Program provides extensive business advice and coaching support to businesses that have the potential to rapidly scale up their businesses. Approximately 20 small and medium sized businesses are enrolled in the program at any given time. Extensive one on one coaching to businesses with high growth potential is the basis of the program and each business participates in the program for approximately 12 – 18 months.

In addition to the Accelerator Program Gilles will work with entrepreneurs wanting to start a new business as well as supporting existing businesses. We are excited to have this role filled and to be able to offer greater support to businesses across our great region! If interested in learning more about the Accelerator Program or to get in touch with Gilles, please email: [gilles@cumberlandbusinessconnector.ca](mailto:gilles@cumberlandbusinessconnector.ca)

## High School Career Fairs 2023/2024

We are excited to be hosting three more High School Career Fairs this fall. We will begin in Springhill on October 3rd, Oxford on October 25th, and Amherst on November 7th. We plan to reach Parrsboro and River Hebert in the Spring of 2024. The events are tailored to inspire and inform our students about the diverse career pathways available within our local community. We believe in empowering young minds to explore their potential, discover their passions, and connect with professionals from various local industries.

Our Career Fairs serve as a bridge between the educational system and our local economy - exposing students to a multitude of professions and encouraging them to envision a bright and promising future here in Cumberland.

If your business is interested in taking part in any or all of these Career Fairs, please reach out to us. We'd love to have you! For more information please email Sylvia: [sylvia@cumberlandbusinessconnector.ca](mailto:sylvia@cumberlandbusinessconnector.ca)



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**CONNECTOR**



**2023**

**POST-SECONDARY  
HANDBOOK**

For those looking to study in or near Cumberland County, N.S.



We are excited to have our Post - Secondary Handbook updated for 2023!

We would like to highlight to young graduates, or anyone thinking of continuing their studies in our area, the many different options there are in, and within driving distance of Cumberland County.

There are many programs available to students from studying to get your Commercial Pilot's licence in Debert, to Carpentry at NSCC Springhill Campus, to Marketing or Nursing at NSCC Amherst Campus, or to a traditional degree at either Mount Allison in Sackville N.B. or Dalhousie Agricultural Campus in Truro. Students can save thousands of dollars by studying close to home.

We hope to inspire students to stay and put their education to great use here at home in Cumberland. These booklets will be distributed to high school guidance counselors. They are also available on our website under the Student Resources heading:

[www.cumberlandbusinessconnector.ca/studentresources](http://www.cumberlandbusinessconnector.ca/studentresources).

## Small Business Week 2023

Small Business Week is coming up on October 16th - 20th, there will be lots happening that week, here are a few highlights that ourselves, CBDC, and the Chamber of Commerce are working on:

- October 16th - Workshop, **Buying and Selling a Small Business**, 1 -4 pm for Business Owners and from 6 - 9pm for those looking to purchase a business. Hosted by CBDC & the Cumberland Business Connector at 5 Ratchford Street, Amherst.
- October 17th - One hour Lunch and Learn 12 - 1pm, **BIG BAD BUSINESS PLAN**. Hosted by CBDC and the Chamber of Commerce, at 5 Ratchford Street, Amherst.
- October 19th - **Chamber of Commerce Gala**, awards given to businesses. Ticketed event, held at the Wandalyn, Amherst.
- October 20th & 21st - **Electric Vehicle Show** all types of electric vehicles, from scooters to trucks to tools, come and test them out! Hosted by the Chamber of Commerce, at the Amherst Centre Mall.

[www.cumberlandchamber.ca](http://www.cumberlandchamber.ca) or [www.cbdc.ca](http://www.cbdc.ca) to learn more!

To learn more about any of our programs or general information please follow this code to our website!



## Entrepreneur Support

The Connector is always happy to help you on your entrepreneurial journey. We can offer guidance, expertise, and connections to resources to help your business flourish! Please do not hesitate to reach out, we're here to help!

## 2023 Annual General Meeting

We held our 7th Annual General Meeting on June 22nd at the Dr. Carson and Marion Murray Community Centre in Springhill.

Our keynote speaker was the Honourable John Lohr, Minister of Municipal Affairs and Housing. He spoke of the challenges in regards to housing.

If you are interested in watching this full keynote address please find it on our website homepage - [www.cumberlandbusinessconnector.ca](http://www.cumberlandbusinessconnector.ca)



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