



BIA Connections

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JULY 2011



BE PART OF THESE INCREDIBLE NIGHTS!

Bring your business OUTSIDE! Bring a tent to the events and let the community know who you are by sharing your product or service. Organize a game, do a demonstration, share an activity, raise your profile! It is easy, it only lasts a few hours and then you can stay to watch the movie with your family and friends.

TSAWWASSEN OUTDOOR MOVIE NIGHTS

For details on how to become a vendor, please visit our website to download forms. IT IS FREE FOR BIA MEMBERS TO PARTICIPATE! Deadline to reply is early-July so please let us know as soon as possible—you can also email Ana at biaoffice@shoptsaawwassen.com

Multicultural Event

On Saturday June 25th, the BIA held its second annual Multicultural Arts Celebration in the Bayside Village Square, between Ambiente and CIBC, and it was a huge success!

From last year, this event has grown exponentially. The crowd was so large that by the middle of the show it was standing room only! We had dancers from Los Gitanos, Dance West, Deas Island Dance, Clarion Highland, KinVillage Line Dancing and even a girl performing her cello!! Local artist Christine Magee also sang the national anthem, and some of her own compositions.



FreshSlice Pizza passed around free slices of pizza, Aquae Sulis provided grapefruit tea, and there were even two prize draws with donations from Ambiente and Aquae Sulis. Thank you so much to all who participated.



FREE TSAWWASSEN OUTDOOR MOVIE NIGHTS



Presented by:



July 23
Diefenbaker Park
(56th St @ 1st Ave)

Food, music, demonstrations and entertainment begins at 6:30 p.m. Movie begins at dusk. Bring chairs, jackets, blankets & flashlight! Park seating.



Presented by:



August 6 at
Diefenbaker Park
(56th St @ 1st Ave)

Food, music, demonstrations and entertainment begins at 6:30 p.m. Movie begins at dusk. Bring chairs, jackets, blankets & flashlight! Park seating.



Presented by:



August 20 at
Tsawwassen Town Centre Mall
(56th @ 12th Ave)

Block Party begins at 6:30 p.m. Movie begins at dusk. Music, food, entertainment, games, live shows. Bring chairs & blankets. Parking lot seating.



Presented by:



September 3 at
Diefenbaker Park
(56th St @ 1st Ave)

Food and entertainment begins at 6:30 p.m. Movie begins at dusk. Bring chairs, jackets, blankets & flashlight! Park seating.



Focus on Small Business

INSIGHTS AND INFORMATION FROM TD CANADA TRUST SMALL BUSINESS BANKING

The global credit crunch has resulted in a tougher business environment for Canadians. Tsawwassen is no exception to this. For most of us, lending costs for financial institutions have been driven up, and supplier and customer demand have been weakened. However, effective management can help your business make it through this recession in good shape. Here are some strategies that can help your business not only survive but prosper.

Conserve cash and maintain cash flow. With ample cash on your balance sheet, your company will have more business flexibility. Closely monitor cash moving in and out of the business. Have procedures in place to keep receivables to a minimum and make sure you get paid on time.

Reassess borrowing needs. Focus on borrowing that can produce immediate, positive results. If your business nervous about the future, it may be possible to put plans that require large amounts of capital on hold. Review capital spending, which can take cash out of a business when it is needed most. On the other hand, for some companies this might be the ideal time to borrow. Business expansion opportunities are increasingly available as competitors falter and suffer liquidity problems. In such cases, using borrow capital to acquire market share might make good sense.

Control costs. Keep costs down to maintain profitability and cash. Reducing inventories is a good way to control costs during slow periods. Failing to control costs can result in potential liquidity problems and the squeezing of profit margins.

Know your customers. Make sure customers are in good financial condition and that your company is not running a financial risk by doing business with them. The last thing a business needs during the credit crunch is non paying customers.

Negotiate with suppliers. They want to do business with companies that are solid credit risks, and may be willing to offer better terms to do so. Plus, in today's slower economy, suppliers may be hungry for your business. Make every effort to pay on time so your supply chain stays healthy. And be sure to evaluate your suppliers' financial health.

Maintain relationships with key bank personnel. Keep your bank relationship manager up to date on company financials and be transparent. This will enable them to respond more quickly and effectively to your needs. How you manage during the credit crunch will help dictate where your business can go when credit conditions improve and the economy strengthens. A smart, effective strategy can keep your company strong.

Get a FREE Business Assessment. **TD Canada Trust** cares about you and the community of Tsawwassen. It is dge, advice and recommendations to our business community so please come in and receive an up to date assessment of your business. Our advice is free and your business is worth it!

Article submitted by,

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CENSUS • RECENSEMENT

ART-140-11-E

Important notice to all residents of Canada

In addition to the 2011 Census, one in three households will be asked to participate in the new National Household Survey (NHS). The information collected in the NHS will provide data needed to plan and support family services, housing, roads and public transportation, and skills training for employment.

Your information will help paint a detailed and comprehensive picture of Canadian society. If you receive the NHS, support your community and complete the survey.

The NHS will collect the same information that was collected by the 2006 Census long-form questionnaire. For information to be available for future planning and decision making, it is important that all residents who receive the NHS complete the questionnaire. Please encourage all residents to respond to this survey.

For more information about the NHS, visit www.nhs.statcan.gc.ca.

Tsawwassen Happenings

BUSINESS NEWS:

- Heather Hale will be returning to work at DYSL Warehouse Thrift store as co-manager. Karla McLeod will be stepping down as she and her family are moving to Sechelt. We wish her good luck!

WELCOME :

- Welcome to Larry Breslin, manager of the new **Coconut Shoes!** He has set up shop at the old Carlson Wagonlit space next to ICI Paints.
- **Great Clips** is opening at the end of July at the old Fusion Shoes location by Safeway. Contact Parm at parmjitperhar@yahoo.ca for more details.
- Michael Reach is joining the **Back on Track Massage Therapy** team.
- Dr. Martin Ray, and Dr. Judy Fletcher are pleased to welcome Shanna Manning to **View Laser Skin Rejuvenation**. Shanna is an experienced and skilled Esthetician, and is available to share her expertise with all new and existing clients

GOODBYE:

- Rita Westgate of **Trappings** at the Tsawwassen Town Centre Mall will be retiring this year, so the store will be closing soon. We wish Rita all the best in this new stage—enjoy your grandkids!
- **Lola Bleu** after five years will be closing its doors. They will be greatly missed....

DOING SOMETHING GOOD:

- On Saturday May 28 volunteers from Fortis BC braved the spring showers to give back to the community by volunteering at the **Earthwise Farm**. In addition to lending a hand, Fortis BC provided a donation of \$30,000 to support the work of the Society. Earthwise Society extends its warmest thanks to Fortis BC and to Chef Daniel.
- Congratulations to the **Tsawwassen Legion** for donating almost \$35,000 to the community. Check out the many bands and great food at their location at Century Square!

Meet two new owners!

- Jay Lyons is back at Shortstop Auto Service! Since 1994 he has worked at the Tsawwassen Shortstop periodically, but now he is the proud owner of this business, and is happy to be back for good. Contact him at shortstopbig@gmail.com
- Reena Saran is the manager at the new Fresh Slice Pizza. Although she got a scholarship to the UBC Science program, Reena's passion was for business; she has been a business owner in Delta since 1998. Reena loves the community and the relationships that she has built here in Tsawwassen and now "can't imagine living anywhere else".

DO WE HAVE IT RIGHT?

This is a reminder to send us any changes to for your business. We are also looking for updated pictures of you/your staff or your store exterior, Google Maps links, Facebook addresses, email addresses, etc. Our website receives many hits from people looking for Tsawwassen businesses and our goal is to have updated information. Please send your updated info and jpeg pictures to biaoffice@shoptsavwassen.com



Come check out this amazing event on July 8, 9 & 10! Tour de Delta features local and pro racers competing for over \$25,000 in prizes! It features 2 criteriums and a road race over the weekend plus lots of family fun, entertainment and activities. They will be in Tsawwassen on Sunday riding along 56th, 1st, English Bluff and 12th.



CONTRIBUTE!

Have a story to tell? Expansions? New Managers? Open Houses and Events? We would love to hear from you! Send us an email at biaoffice@shoptsawwassen.com with your story ideas and pictures.

This newsletter and all past issues are also available on our website at www.shoptsawwassen.com



BIA Board of Directors 2011/12

A new executive will be elected at our July 12th meeting

Directors:

Andy Carter, **Thrifty Foods**
Chrissie Bowker, **South Delta Leader**
Colin Gibson, **Randy's Excel Tire Auto & Service**
Cindy Phillip, **IRIS Optometrists & Opticians**
Dave Hamilton, **Delta Optimist**
Josh Jensen, **Sublime Arts Supplies and Gallery**
Kirsty Jansen, **Envision Financial**
Kristin Bishop, **The Coast Tsawwassen Inn**
Linda Mallard, **Tsawwassen Wellness Centre**
Michelle Laviolette, **Vancity**
Roland Smith, **Illuminate Restorante**
Tina Thygesen, **Century Group**
Bob Tate, **Beach Grove Golf Club**

Executive Director:

Ana Arciniega
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**OUR NEW
ADDRESS!!**

More happenings...

- Office relocation the second! In July, the BIA will be moving to the Oliva Building, the space right behind Blenz. We are sharing a space with Notary Public— Daniel Boisvert who will now be more centrally located. Come visit us in this amazing new office, right in the centre of town!
- The winner of the **Run Inn's Jog for a Jug** was Brendan, who is a trainer at **Muscle Memory**. His time was an amazing 43 mins and 08 seconds! Participants raised \$3000 for the Hanna's Heroes Foundation—Congratulations!
- **The Earthwise Society** is having their second market on July 16, with yoga from 9:30-10:30 and the market from 10-2pm. See www.earthwisesociety.bc.ca for more events and information!
- **KinVillage** is hosting 5 cent hard card bingo Wednesdays in July and August at KinVillage Community Centre.
- **Browns Social House** turns 1 this July! From July 4th—7th receive a complementary piece of birthday cake with every entrée. Congratulations Browns!



**TSAWWASSEN
SUN FESTIVAL**
celebrates arts&culture

Saturday July 30 & 31, August 1
ATTENTION TSAWWASSEN BUSINESSES!
Last chance to participate in the
39th Annual Tsawwassen Sun Festival!

Festival highlights, like Kiwanis pancake breakfast, parade, beer gardens, marketplace, entertainment, midway, wine tasting tent, etc bring in approximately 10,000 people. To sponsor the Sun Festival or if you have any sponsorship questions, please contact the coordinator, **Elaine Campbell** at coordinator.tsf@gmail.com

Speaking of FESTIVAL HIGHLIGHTS, don't forget to sign up to be in the PARADE! Again, exposure to your business would be beneficial to you. Also, you can have a booth at the marketplace and expose your business there!

Sponsorship, parade, and marketplace applications are available on the web at www.shoptsawwassen.com or www.sunfestival.ca

BIA Mission Statement:

To maintain and enhance the commercial area in Tsawwassen as a place to live, work, shop and visit by developing and initiating innovative programs and promoting unique assets of the community.