



Biz-ography

April 6, 2005. Issue 1

Dear Members,

In our February newsletter, it was mentioned that the Chamber of Commerce would be working on a new initiative, which was to create an additional publication featuring the current and existing members of the Bermuda Chamber of Commerce.

It is with great pleasure that I would like to introduce the Chamber of Commerce's first issue of Biz-ography.

In this first issue, we will be focusing on the newest Members of the Chamber of Commerce. We trust that this is something that will foster networking and also allow the membership as a whole to be aware of who their fellow members are and what they provide to the Bermudian Business Community.

On that note, please join me in welcoming some of our newest members. We're anticipating compiling this supplement on a quarterly basis and would appreciate your feedback, on this newest development.

If you are a new member or a long standing member that would like to be featured in our quarterly supplement, please feel free to contact me at 295-0331 or by email at joconnor@bcc.bm.

Thank you,

Juliette O'Connor
Membership & Development Officer
The Bermuda Chamber of Commerce

Alan Pailing

CiC Software Technologies

Division: Business Technology



CiC Software Technologies Ltd is a newly incorporated company specializing in IT investigations using computer forensics and data recovery technology. CiC's services are wide ranging and include analyzing systems for evidence of computer crime, cybercrime, email tracking, password recovery and computer security reviews. CiC's data recovery services include recovering critical data lost and the capability of recovering lost emails, digital photographs or audio files.

CiC's complete portfolio of services also includes software applications development specializing particularly in insurance/reinsurance systems, web site development and information risk management.

Telephone: (441) 236-4585

Email: info@cicsofttech.com

Website: www.cicsofttech.com

David Hills

Small Business Advisors

Division: Professional



David H. Hills, C.A., is president of Small Business Advisors Ltd. He has provided counselling services to more than 650 North American and 350 Bermuda businesses since 1987. His easy going nature combined with a deep understanding of the inner workings of small business have given a leg up to both fledgling businesses and the more well established operations. His aim has always been to make business owners not only survive but also to grow the business beyond the hopes they establish for themselves.

SBA has developed a number of strategic planning programs under the umbrella of "Smooth Sailing for Small Business." A new program that has been announced by SBA is the Bermuda Business Coach™. This is a workshop based program of six modules. A workshop will be held every two months and each will last from three to four hours. David has developed material which will challenge each entrepreneur to identify their major goals, their challenges and obstacles, and to work within the workshop framework to initiate the development of plans and programs to meet these goals. More information is available on the website; www.smallbusinessadvisors.ca.

Jack Durner

Business Improvement Services

Division: Sales



Business Improvement Services, Ltd. (BISL) offers a variety of cost-effective methods to significantly improve our client's business operation through more efficient and effective business practices. These methods have been successfully used for over 25 years in a wide variety of industries, including financial, insurance, government, museums, retail and distribution.

The prime reason for the success of these highly effective, proven and easy to use methods is that they are centered on development of solid business models and realistic implementation plans.

Business Improvement Services provides consulting, training and facilitation services through a staff of highly experienced business change experts.

Jonathan Adam

International Financial Planning Limited

Division: Professional



International Financial Planning Limited (IFP) is authorised and regulated by the Bermuda Monetary Authority in the conduct of investment business.

IFP provides all round independent financial planning advice to individuals, companies and trusts. IFP deals with a number of the foremost institutions in the offshore investment field and has access to a very broad range of products to suit any investor profile. The investment advice is tailor made for the individual client.

IFP can assist with portfolio management, lump sum investment and regular savings, including multi-fund selections such as funds of funds, alternative investment and hedge fund facilities. IFP can assist with general savings plans, school fees, and retirement planning. IFP has particular expertise in the offshore retirement planning field, which forms a large part of its business. Minimum levels of investment in USD terms are \$2,500 for lump sums and \$300 per month for regular savings. There is a range of investment currencies and fund denominations. Substantial bonuses are available with several regular savings products.

Karen Schellinck-Hills

Retirement Lifestyle Advisors Ltd.

Division: Professional



Karen has spent 20 years as a successful and award-winning economic development professional working in communities of varying size and economic infrastructure. She has managed downtown redevelopment (Mainstreet) programs as well as developing, implementing and evaluating economic development plans. Karen earned her Economic Development Certification from the University of Waterloo and the Economic Developers Association of Canada.

In the human resources field, she has designed and delivered seminars for people in various levels of transition ranging from individual assessment and counseling of a post-psychiatric client base to designing and delivering business start-up seminars for employment transitional groups. Karen has developed a series of thought provoking, entertaining and results oriented programs which examine alternatives for After Work ranging from leisure, travel, consulting, starting a business, volunteering, to dealing with personal relationship changes and ensuring a happy, healthy and financially viable After Work experience.

Robin Blackburne

Division: Individual



Brand Leaders Bermuda Ltd.

Telephone 1 441 292 2670. Fax 1 441 292 4584.

Brands@northrock.bm

This company publishes The Bermuda Pink Pages, Bermuda's leading online Business Directory search engine. The search systems behind the Pink Pages were developed by Brand Leaders International Ltd from whom Brand Leaders Bermuda licenses the search technology. Brand Leaders Bermuda licenses the Arembis Search Engine Technology in Bermuda for Advanced Website and Intranet Search Applications.

Robin Blackburne is the President of the Company.

Pink Pages: <http://www.PinkPages.bm>

Arembis Search Engine: <http://www.Arembis.com>

Tracey Paiva & Amanda Hamza

New Additions Boutique

Division: Sales



New Additions Boutique was founded on May 4th, 2004. This business was born out of the mere frustration of not having local access to maternity clothes and accessories. The company is co-owned by former Operating Room Nurse and Interior Designer, Mrs. Amanda Hamza. Originally from Kinross, Scotland, Amanda met her co-partner Tracey Paiva while working in the Operating Room at King Edward Memorial Hospital and the two quickly became friends. As Godmother to both Tracey's precious little girls, Amanda was quite aware of the frustrations Tracey experienced during both her pregnancies, having no clothes to fit her properly during her nine months. Mrs. Tracey Paiva, mother of two and still working as a full time Operating Room Nurse at KEMH, hails from Sydney Nova Scotia, Canada. During both her pregnancies, it became very apparent to her that wearing clothes too big for her just wasn't appealing nor did she have the patience for internet shopping, so the idea of opening her own Maternity Boutique came to light. Together, Mrs. Hamza and Mrs. Paiva formed New Additions Boutique. Their Boutique provides all the essentials required for every mum-to-be without having to step foot off the island. Finding a maternity store overseas while paying for flights and accommodation can be very costly, together with the added costs of returning items from internet shopping.

So, for ALL your maternity needs - New Additions Boutique.

Located on 68 King St. (between Front St. & Reid St.)

Open -Tuesdays-Fridays 9:30am-5:30pm - Saturdays 10:00 am-5:00pm.

Closed Sundays and Mondays.

Tel: (441) 292-7090 or email us at newadditions@logic.bm

Steve Simons

The Spinning Wheel

Division: Hospitality



The Spinning Wheel Club is a complete entertainment center under one roof and a popular meeting place for Bermudians from all walks of life. As the place to meet and enjoy the "local flavor", this multifunctional complex includes four bars, a discotheque, swimming pool and restaurant serving authentic Bermudian cuisines. Private functions or International shows are expertly cared for under the direction of Larry Burgess or Moses Ming.

33 Court Street, Hamilton

Tel: (441) 292-7799

Robert Berry

Digimedia

Division: Business Technology



Digimedia was originally founded in 1998 by Robert Berry. Throughout the mid-nineties after developing web sites for companies such as Bermuda Realty, Robert began to become more involved in the print and advertising industry as an IT consultant. He also extended his skills into the Microsoft and networking fields with increasing sales and support in the business community.

Digimedia eventually achieved the status of Authorized Apple Reseller and Apple Service Provider in 2000. This enabled Robert to sell and service Apple computers with the backing and support of Apple Service.

He also recently became an Authorized Cisco Partner providing sales of Cisco products and others, to small IT businesses that require hardware and support contracts for their customers which they may, themselves, find difficult to obtain.

Robert says that, as well as loving being involved with technology, a major motivation is his wife and four children, whom his wife is currently home schooling.

Digimedia

Authorized Apple Reseller

Tel: 441 737 1550

www.pcimports.com

Richard Simon

Incentis Ltd

Division: Sales



Island Advertising Specialties, a division of Incentis Ltd, provides business, Government and community groups with quality promotional items, uniforms, wearables and more, all with overseas pricing. Our own screen printing factory in Montreal ensures that our custom printed garments are produced quickly and correctly at the best possible price.

Incentis Ltd is also the creator and operator of the popular PAYBACK! electronic card program including loyalty cards, gift cards, teen cards, incentive cards and more. Any merchant may have their own electronic gift card program with Incentis Ltd, replacing cumbersome paper gift certificates.

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Joel McDonnell & Grant Kennedy

Bermuda Jam Factory

Division: Sales



Joel's background is in food service operations. He graduated with a BComm specializing in Hotel and Food Administration from the University of Guelph in Ontario, Canada. During the 5-year program, Joel took part in a variety of work and study exchanges spanning Banff Canada, Cannes France, and Bermuda. Joel's culinary interests took him to South East Asia soon after graduation where he studied Thai cooking and taught music in Thailand. Upon returning to Bermuda, Joel settled on teaching a cookery class at a local high school where he met Grant.



Grant is currently a teacher with a BA in history from Acadia University in Nova Scotia, Canada. Grant also has gained extensive experience in Bermuda's hotel and hospitality industry. Grant enjoys traveling and after a two-year stint in Taiwan as an ESL teacher, he toured Asia, visiting many lands of spice. Grant is also an avid Scottish Football enthusiast.

The Bermuda Jam Story

In May 2004, Specialty Food entrepreneurs Joel McDonnell and Grant Kennedy launched their first line of "all-weather" gourmet condiments named Gombey Hot Pepper Jams. The three original flavours 'Easy Breeze, Storm Surge' and 'Hurricane Force' took the 2004 Harbor Nights season by storm.

In August 2004, three new flavours were introduced to the line up, a gingery heat 'Gale Warning', a fruity 'Tropical Storm' and a sweet pepper jam 'Eye of the Storm'.

In November 2004 the Bermuda Jam Factory officially launched their gift pack, 'The Jam Rack' at the Bermuda Culinary Arts Festival highlighting the mounting success of a relatively new but prolific Bermudian business venture. The 'Jam Rack' includes a six mini-jar sampling of the entire 'Gombey Hot Pepper Jam' line-up.

For further information contact the Jam Guys directly on 799-8842 or email info@bermudajamfactory.com.