

From: Jim Barnes
To: Howe, Valerie
Subject: RE: Thanks
Date: July 20, 2023 9:21:21 AM
Attachments: image001.png

Hi Valerie

Thanks for spending time with me last week. I too enjoyed our conversation very much.

I will follow up with David Ghahremanlou with respect to possibility of arranging a meeting with ANC. I will get back to you on how we should proceed on that front.

I would also like to explore the possibilities with respect to webinars and/or newsletter articles on the topics we discussed. In that regard, could you please send me a couple of recent issues of your newsletter so I can get a feel for its content, positioning and target audience.

Let's reconnect soon.

Jim

From: Howe, Valerie <vhowe@mun.ca>
Sent: Thursday, July 13, 2023 12:07 PM
To: Jim Barnes <jim.barnes@bmai-strategy.com>
Subject: Thanks

Hello Jim,

Thanks again for dropping by today. I really enjoyed our conversation and the ideas that we shared.

I just wanted to follow up on three items:

1. After we met, the NLOWE Newsletter was in my inbox and I thought I would share it with you for reference, this may be an informative Newsletter for the women entrepreneurs you are working with. See below for Newsletter. **s. 40 (1)**
2. A contact that is familiar with Gardiner Centre from ANC is Libby Angel, Manager, Human Resources, PSR, and Special Projects Ph: [REDACTED] Email: langel@ancnl.ca. I am open to discussing how we can offer complimentary seats to newcomer nominees in some of our short courses that would support their skills development, employability, and networking. I am happy to set or join a meeting to explore options.
3. Member Engagement / Customer Strategy – I would be pleased to have you deliver a webinar and/or write a short article for an upcoming newsletter on one or both of these topics. If you are interested, we can discuss timing.

I hope to hear from you again soon.

Kind regards,
Valerie

VALERIE HOWE B.COMM, MBA | DIRECTOR
Pronouns: She/Hers

Gardiner Centre | Faculty of Business Administration
Memorial University of Newfoundland
Suite 1014, Emera Innovation Exchange | Signal Hill Campus
100 Signal Hill Road, St. John's, NL A1A 1B3
W 709 864 6153 C [REDACTED] s. 40 (1)

www.mun.ca/gardinercentre/ | Sign up for our [Newsletter](#) today!

Looking for more ways to stay connected with Gardiner Centre? Follow us on [Facebook](#), [Twitter](#) and [LinkedIn](#) for news and training updates!

We acknowledge that the lands on which Memorial University's campuses are situated are in the traditional territories of diverse Indigenous groups, and we acknowledge with respect the diverse histories and cultures of the Beothuk, Mi'kmaq, Innu, and Inuit of this province. We encourage everyone to reflect on the lands where you are located, and the Indigenous peoples for whom these lands are traditional territory.



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From: NLOWE <info@nlowe.org>
Sent: July 13, 2023 10:32 AM
To: Howe, Valerie <vhowe@mun.ca>
Subject: NLOWE Members Weekly Update - July 13, 2023





Hello Valerie,

Welcome to NLOWE's Member-Only Update for Thursday, **July 13, 2023.**

UPCOMING NLOWE EVENTS AND PROGRAMS



Summer Social Networking Event

July 20 | 4:00 p.m. to 6:00 p.m.

Join us for our Summer Social Networking Event at Bannerman Brewing Co. We look forward to connecting with our members, see familiar faces and meet new ones! Hope to see you there!

July 20th, 2023 @ 4:00pm to 6:00pm

Bannerman Brewing Co., 90 Duckworth Street, St. John's

Tickets

\$20 for Members

\$30 for Non-Members

All tickets include one drink ticket and a selection of finger foods.

Ticket sales close Tuesday, July 18th at 12 Noon.

REGISTER HERE!



August 2023

Knowledge Nuggets & Networking with CEO Jennifer Bessell

Join Jennifer Bessell, NLOWE CEO, as she travels across Newfoundland and Labrador this summer hosting Knowledge Nuggets and Networking Events.

During this event, she will touch on the importance of mentorship within the entrepreneurial world.

Ensure you come out and join in the conversation and network with other entrepreneurs and stakeholders within the community!

To register, please click on the date and location below for the event near you!

August 9th Labrador
City

August 16th Clarenville

August 17th Lewisporte

August 28 Rocky
Harbour

August 29th Corner
Brook

August 30 Stephenville

August 31st Port Aux Basques

NLOWE is planning a Trade

Mission to attend this Business Development Conference for Women Entrepreneurs. Join us?*

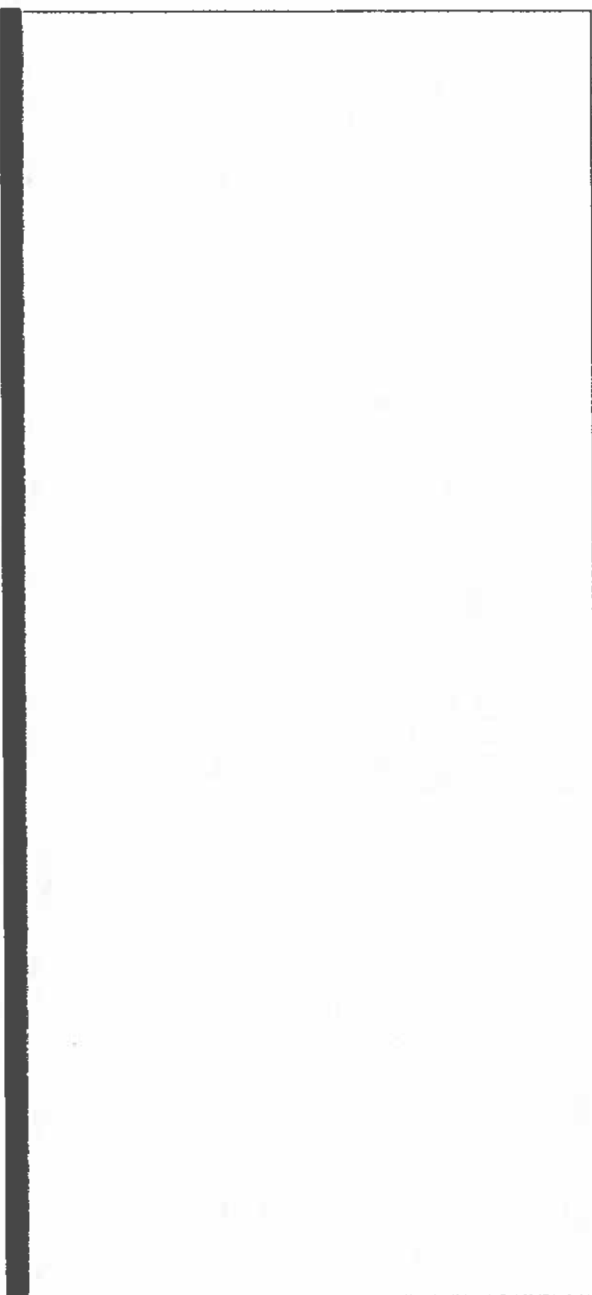
September 21-23, 2023
Orlando, Florida



For more information visit [Go for the Greens](#) and contact Deborah Youden dyouden@nlowe.org

***Depending on interest.**

Visit our website and check out our collection of small business tools focused on your opportunity for success.



WEOC National Loan Program

WEOC is proud to deliver the **WEOC National Loan Program**, which will provide loans of up to \$50,000 to women entrepreneurs, as well as wrap-around services to support them as they start, scale, grow and maintain their businesses.

Read more:

- **WEOC National Loan Program information**
- **FAQ for entrepreneurs**
- **Media release**

Contact NLOWE for More Information



Welcome New Members!

The following individuals joined the NLOWE membership

June 2023:

Michelle Alexander -- Angel Paws Pet Crematorium Ltd. -- CBS

Denise Butt -- Central Counselling & Assessment Services Inc. -- Gander

Fraser Carpenter -- Fogo Island Saltfire Pottery Ltd. -- Joe Batts Arm

Christina Coady -- Landwash Brewery -- Mount Pearl

Tara Crocker -- Gros Morne Transportation & Tours -- Woody Point

Melissa Hearn -- Island Massage Therapy -- Joe Batts Arm

Sarah Hutchens -- The Vision Development Centre -- St. John's

Tara Kinden -- Tara Kinden Co. -- Joe Batts Arm

Megan Murphy -- Real-time Ocean Data Services Ltd. -- Holyrood

Michelle Newton -- Safety On The Rock -- Spaniards Bay

Peggy White -- Peggy White Guitars -- FOGO

MEMBER Events & Information

July 20, 27 and August 3

Mindful Leadership for Success

Personality Dimensions Facilitator Certification Training

Increase your income opportunities and grow your business toolkit as a Certified Facilitator and Trainer. Take your coaching or leadership consulting practice to the next level with a certification in Personality Dimensions assessments - with a suite of assessment reports for the career life cycle of your clients.

Provide feedback and guidance to leaders, entrepreneurs, teams and boards for their leadership, wellness, communication, retirement and career goals.

Two training programs remaining in 2023...beginning July 20th or September 7th via zoom live online. Cost of Program \$1895 with a \$100 discount to NLOWE Members.

Contact Sonia Byrne at coach@soniabyrne.com for more details and to register.

July 20 & 27, August 3 & 10

Mindful Leadership for Success

Online Bookstudy: The Four Agreements for Entrepreneurs

A classic personal development book...with a twist! You will love The Four Agreements Bookstudy for Entrepreneurs. If you are a consultant, coach, small business owner, gig economy buster or spiritual entrepreneur...come join us.

Two choices of days:

Wednesdays beginning July 20th.

To register, send an email to admin@soniabyrne.com for registration details. Groups are intimate and interactive for the best possible experience. Looking forward to seeing you there!

July 2023

Marathon Gold

RFP - Provision of Vending Machine

Marathon Gold will issue an RFP for the provision of Vending Machine (consumables) on the Valentine Gold Project mine site to start approximately July 2023. The RFP will be issued on approximately June 20, 2023, and will close on approximately July 4, 2023. Set out below is an executive summary of the main supplier responsibilities associated with this work. If a supplier would like to bid on this RFP, either alone or with alliance partners, please advise Marathon Gold no later than June 19, 2023, of your intent, as well as the name of the participating alliance company. Questions or requests for clarification may be sent to Aimee Thorne, Senior Contract Administrator, at Aimee.Thorne@marathon-gold.com and Brenda Downey, Contract Administrator, at Brenda.downey@marathon-gold.com no later than June 13, 2023.

July to September 2023

Nerd Mom Nutrition

Nerd Mom's Kitchen Adventures on Rogers TV

Come join me and the kids while we go in a quest to save piglis, defeat hummus monsters and help the fruit forest using story inspired recipes on our new cooking show, Nerd Mom's Kitchen Adventures airing weekly starting May 2nd.

July, August, September 2023

Canadian First Aid & Safety Training

Summer 2023 Schedule: Babysitting First Aid CPR BLS, Emergency Standard Marine & Instructor Recertification courses

Canadian First Aid and Safety Training would like to inform you of the upcoming Summer 2023 Schedule for First Aid and First Aid Instructor/recertification courses. CPR/BLS in class courses. Also the Canadian Red Cross courses offer approved WorkplaceNL Blended options for Emergency/Standard and Marine first aid courses. Meaning you can do your theory portion online then come in class to do your skills portion. Same test, Same 3 year certification. The Blended option offers more flexibility and less classroom time. To become a First Aid Instructor see schedule for course in September 2023.

To register a participant or to arrange a private group for onsite training, contact Janette at janettelfoote@gmail.com. As we all move into nicer weather and more summer activities CFAST would like to remind everyone to Be Prepared and to Play Safe.

August 15-16

Gardiner Centre

Writing Successful Proposals

Delivered live online

Learn the steps in proposal writing and understand the skills you need to create an effective pitch that best represents your winning project - help make your response stand out against the competition!

[Click here for more details or to register today!](#)

"This seminar helped me break down a daunting process into smaller, more manageable pieces. Lessons learned will be easy to incorporate into my proposal writing going forward."

Key Learning Outcomes include:

- Understand what should be included in a professional proposal
- Enhance your ability to write a more compelling proposal
- Learn how to produce polished proposals for a better chance to win the bid
- Learn best practices in proposal development and presentation
- Improve your employees' ability and confidence to contribute to organizational growth and success
- Introduce techniques to enhance business proposals and generate wins
- Tips, tools and techniques for creating winning proposals.

Funding & Promotions Available:

- You may qualify for funding through the Canada-NL Job Grant – if you plan to apply for this funding, please let me know and I will prepare the official quote you require to accompany your application:

<https://www.gov.nl.ca/ipgs/employ-support/foremployers/canada-nl-job-grant/>

- Organizational Promo: Register 5 employees and receive the 6th free!
- Interested in having this topic delivered just for your team? Contact Susan at sarscott@mun.ca for a quote!

Summer 2023

NERRL Newfoundland Artwork/Hand Painted Glassware

NOW OPEN for summer until end of October at 27 Tory Road, New Perlican on the beautiful Baccalieu Coastal Drive. (1 hour and 20 minutes from St John's). Look for signs on the main highway through town. Check us out on [FB](#), [IG](#) or [website](#).

Summer 2023

Seva Meditation

Guided Sunset Meditations

At last, we can move to the rhythm of summer and enjoy weekly guided sunset meditations on scenic Pasadena Beach, Pasadena, NL. Our first session begins June 21st @ 7:00 pm ~ The Summer Solstice Guided Sunset Meditation.

If you're traveling our Island this summer and would like to join us, follow me for up-to-date schedules at: <https://www.facebook.com/sevameditation/> or www.sevameditation.com

I follow the forecast and schedule sessions in unison with Mother Nature. Bring along a beach chair, towel, cozy wrap, and water bottle. No registration is required. \$10 drop-in fee.

Summer 2023

Bicycle Picnics Cafe & Bistro

Looking for Guest Chef Collaborations

The Bicycle Picnics Café & Bistro in Bonavista is looking for chefs and cooks who want to do 'Guest Chef Collaborations' this summer in beautiful Bonavista. If you are interested, call 709-693-1210 or [email](#). If you know someone who may be interested, please feel free to share this information.

Call for Artisans & Collaborations

Bicycle Picnics Café is accepting collaboration requests with other business owners. Artists, artisans, musicians, book signings, demonstrations, etc. If you

have any products you would like to put on consignment at the café, or have any special event ideas, please reach out to Miranda McCarthy at info@bonavistapicnicscafe.com.

Every Sunday at 9:30 Virtually (Free)

Dara Counselling and Wellness

Nidra With Nancy

This is an ongoing free session via Zoom every Sunday Night.

Yoga Nidra is a deep form of relaxation. During the session (30 mins) we are focusing on calming the nervous system to help you cope better with stress, anxiety, depression, or PTSD. Yoga Nidra is often suggested for Anxiety and PTSD as it keeps the mind awake and aware and the body relaxed, cutting down on becoming distracted or having intrusive thoughts.

Yoga Nidra is often called yogic sleep because of it's ability to provide deep relaxation and has been compared to REM sleep, giving the body the same type of deep rest.

These sessions are meant to help you relax, and after we finish, I hope you continue to relax. You are encouraged to wear something super cozy and comfy. Nidra can be done lying down or sitting up, eyes open or closed and lights on or off. Make your setting comfortable for you.

Ongoing

Guide to the Good

Let's Grow Digital

The Social Enterprise Guide to the Good is looking to grow with communities throughout the province.

Thriving small business builds strong, sustainable communities - and we're all about building strong, sustainable communities - so Guide to the Good uses smart digital marketing - Google Business Profile and a \$120K Google Ad Words grant - to promote local small business throughout the province and all over the world!.

VIDEO - Click here to find out how we do it! - https://youtu.be/asw_rPHm7Q8

We're reaching out! Guide to the Good has something for everyone, from one-person kitchen-table operations to retail, to manufacturing, to entire communities... and all points in-between.

And psst - we know how to optimize the \$2400 CDAP Grant.

Guide to the Good is the social enterprise of thegreenrock ~ Live Sustainably NL. Call 709 682 3955 / Visit Guide to the Good for contact info

Social Enterprise / Digital Specialists / Award-winning Discovery Platform / Google for Non-Profits partner

Until December 31, 2023

Nerd Mom Nutrition

10% Discount on Services

Whether you want:

- a live talk,
- cooking demo,
- fun healthy challenge, or
- help with your health and wellness program,

Kelly can help you level up the health and wellness of your employees and leaders so they can feel productive at work and have the energy for fun at home.

Right now Kelly has room for new clients and am offering a 10% discount to NLOWE members. Book a call so we can find out what you and your employees need: <https://calendly.com/nerdmomnutrition/corporate>

April 20-27, 2024

Alison Butler Consulting

Costa Rica - Rest & Restore Retreat

Feeling stressed, overwhelmed, burned out or just looking for some space to think and recharge?

It's time to feel like the BEST version of you and make time for yourself

Join Alison for a week of rest & relaxation in beautiful Costa Rica.

\$250 off booking deposit if booked before August 15, 2023

Exporting & Other Industry Information & Events

Market Entry Development Program

Are you interested in developing international sales?

The new **Market Entry Development Program (MEDP)** provides export-ready Atlantic Canadian companies with 20 days of in-market business development advisory services to grow export sales and establish new business relationships without large-scale investment. This could include assisting with a market-entry work plan, helping to navigate regulatory issues, and identifying key decision makers and influencers, and more.

Together with the MEDP's in-market business consultant team, trade opportunities and business performance expectations will be established for each participating company upon their acceptance and managed throughout the consultancy and follow-up period.

The MEDP information can be found online and in the attached supporting documents. Participation requires a strong management commitment, and an initial financial investment of **\$4,750 CAD plus HST** payable upon acceptance into the MEDP.

Applications are now being accepted and will be reviewed on a continuing basis until annual

program capacity has been reached.

For more information, please contact the provincial liaison for the MEDP:

Kevin Pomroy

Provincial Trade Commissioner

709-729-1946

KevinPomroy@gov.nl.ca

During this time of global trade uncertainty, it has never been more important to make informed market entry and expansion decisions. Learn more about the MEDP and apply to start growing your business in the European marketplace.

To view more information or register for the EMDP consult our [program webpage](#).

The MEDP is an initiative of the Atlantic Trade and Investment Growth Strategy.





The State of Women's Entrepreneurship 2023

The State of Women's Entrepreneurship (SOWE) annual report is a go-to resource for the most complete picture of research on women's entrepreneurship in Canada. It spans sectors and regions across the country.

Some of the top findings from the 2023 SOWE report?

- In 2022, 988,400 women in Canada were self-employed.
- The number of women-owned businesses is growing—despite the crushing impacts of the COVID-19 pandemic.
- By our estimates, 18% of all businesses are majority owned by women in Canada—with more than 99% of these small and medium-sized enterprises (SMEs).
- Women-owned businesses focus more on innovation and are much more likely than men-owned businesses to put in place marketing innovations.

[**Click Here to Read More**](#)



Futurepreneur is excited to announce they've partnered with TELUS Business to support their #StandWithOwners program. Back for its fourth consecutive year, it champions business owners, leaders, and teams who are making an impact in their local communities

Here's the best part! Until September 6, 2023, businesses can apply for a chance to win* one of five grand prize packages valued at over \$125,000 each!

Each grand prize package includes:

- \$50,000 in cash
- \$50,000 in advertising
- Over \$25,000 in technology
- Business services from TELUS and their partners
- A round-trip package to Vancouver to celebrate the win
- Access to customized mentorship through the TELUS advisory council

On top of that, 15 additional **finalists** will each receive \$20,000 in funding, technology, and additional services

How to apply:

- Access the "[apply now](#)" link...

- Tell us about your game-changing business!

Follow @TELUSBUSINESS on [Facebook](#), [Twitter](#), [Instagram](#), [TikTok](#), and [LinkedIn](#) for contest updates and surprise giveaways

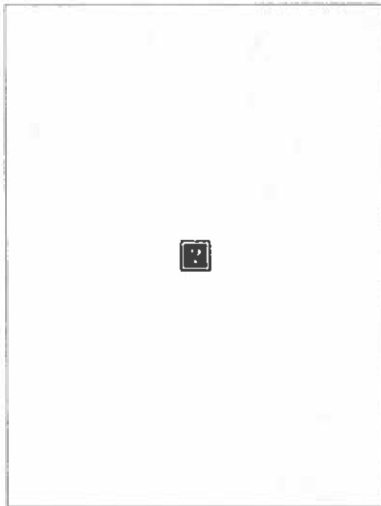
Deadline: September 6, 2023

**Note: Conditions apply, [see full details](#).*

Get in there!

The Futurpreneur Team

PS: Want more from TELUS? [Click here](#) for exclusive and customized offers for Futurpreneurs on the technology you need to help your business thrive!



You're Invited to SEUS-CP 2023 in St. John's, Newfoundland and Labrador!

Taking place in St. John's, Newfoundland and Labrador from **July 23-25**, this year's **SEUS-CP Conference** is focusing on opportunities in the **blue and green economies**. Delegates will have the opportunity to meet a number of potential customers, partners, agents, distributors and other key industry contacts in the following areas:

- Transitioning to Clean Energy
- Sustainable Transportation
- Port Development for the 21st Century
- Monitoring and Observation for Asset Protection

The first in-person SEUS-CP conference to take place in Canada since 2019, the 2023 conference will feature a robust B2B program facilitated by Market Access International. This program will help connect company delegates with businesses that are seeking new suppliers of goods, services, and innovative

technologies across the blue and green economies.

Through participation in this conference, companies can:

- ü Connect with chief procurement officials from companies that are seeking new suppliers of goods, services, and innovative technologies.
- ü Register for B2B meetings to meet directly with anchor companies during the conference.
- ü Take in a number of panel sessions on key topics delivered by industry experts.
- ü Meet with potential partners across the alliance to build relationships, expand markets and develop supply chain opportunities.

Registration is now open! A **preliminary conference agenda** is available on the website, along with a list of confirmed anchor companies. Check back regularly for updates! As well, you can view more information about anchor needs and other B2B details through the **matchmaking website**.

To learn more information about this exciting conference, please contact:

Wayne Roebathan, Conference Event Coordinator

Department of Industry, Energy and Technology

WayneRoebathan@gov.nl.ca

Linda Spurrell, Conference Event Coordinator

Department of Industry, Energy and Technology

LindaSpurrell@gov.nl.ca

Gillian Chatman, Manager (A), Internationalization

Department of Industry, Energy and Technology

GillianChatman@gov.nl.ca



**Women business owners and entrepreneurs:
Join the trade delegation to the Go for the Greens
supplier diversity conference in Orlando**

Is your women-owned business trying to break into global supply chains? Are you a woman entrepreneur looking to realize your international business ambitions?

Join the Trade Commissioner Service on the trade delegation to Go for the Greens (GFTG), a premier event that connects women-owned businesses and entrepreneurs with supplier diversity opportunities. You'll have exclusive access to companies, government agencies and non-profits, enabling valuable networking, educational programming, concierge connections, and golf networking.

By joining the TCS delegation, you will benefit from:

- Preparation: A pre-conference webinar to review best practices, pre-departure virtual networking, and a post-conference follow-up workshop
- Support: U.S.-based Trade Commissioners ingrained in the local market available to assist you throughout the conference
- Exclusive programming: A Canada Reception, networking with local experts, and select opportunities for pre-arranged one-on-one business meetings

Date: September 20-23, 2023

Location: Orlando, Florida, United States

Registration deadline: August 21, 2023

Dial in your global business game with the TCS at Go for the Greens. [Learn more and register now.](#)

To be included in the Canadian programming, contact [Ximena Pauvif-Machado](#), Trade Commissioner at the Consulate General of Canada to Miami, no later than August 21, 2023.

* Please note that the TCS services provided to the Canadian delegation are free. Delegates are responsible for covering the cost of their travel, accommodation and registration.

Did You Know?



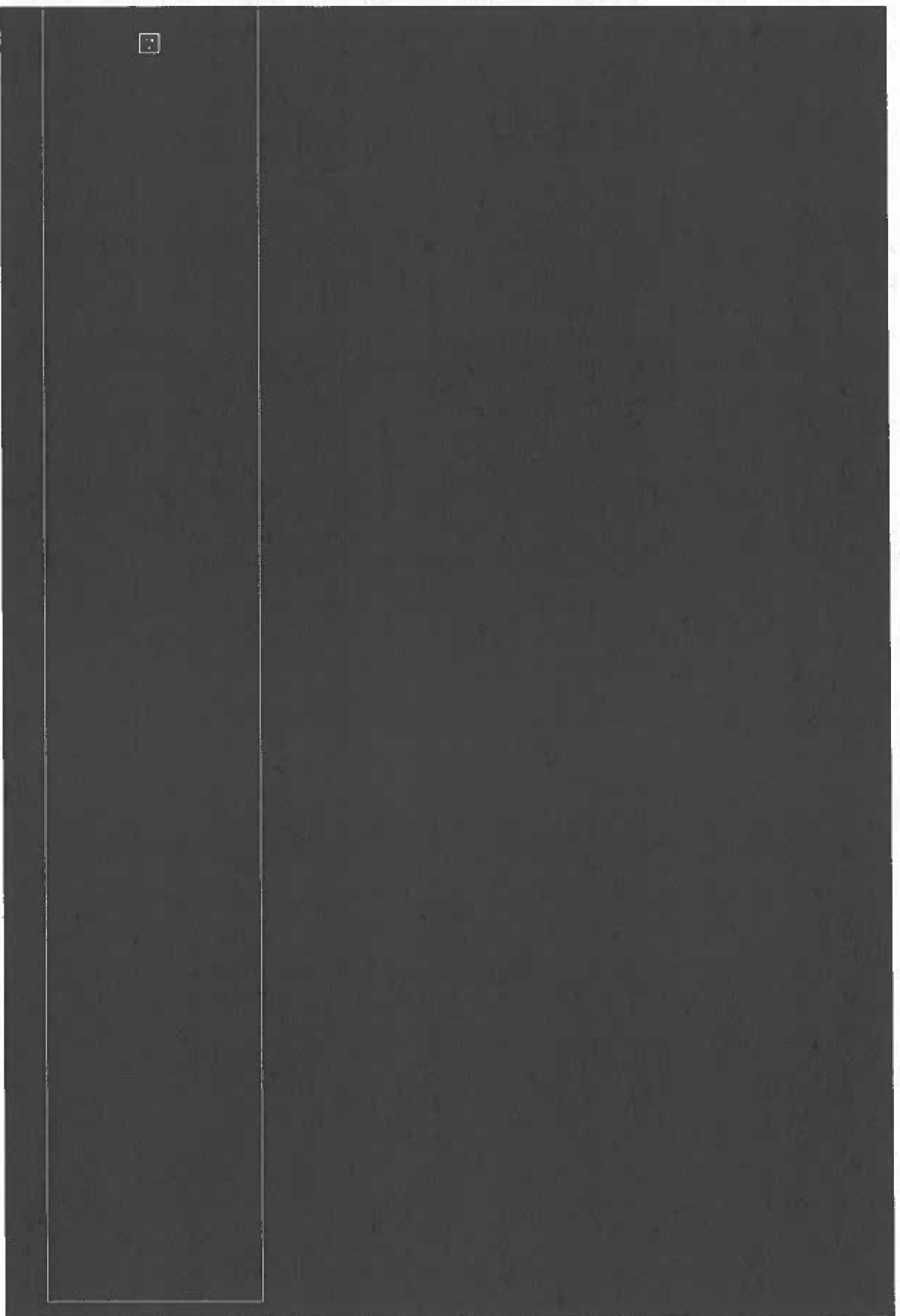
For more information on the new 2017 Honda Civic, visit www.honda.com/civic or call 1-800-33-Honda.



No matter where you live, we are here to help.

North Carolina
 Betty Moore (Charlotte)
 Andrew Parker (Charlotte)
 Vacant (Asheville)
 Ashley Pomeroy (Winston)

South Carolina
 Carla May (Columbia)
 Peter Sanders (Columbia)
 Linda Flood (Greenville)
 Dennis Cornick (Aiken)



[View NLOWE's Staff Directory](#)

Don't forget to let us know what you're up to
Submit to NLOWE's Weekly Update

Members and staff are invited to submit a 1-2 sentence update on how you are doing in business or in your community to NLOWE's weekly update and enjoy a weekly update from us.

[Submit to NLOWE's Weekly Update](#)

Stay Connected:



WWW.NLOWE.ORG

Newfoundland and Labrador Organization of Women Entrepreneurs | 58 Glencoe Drive, Mount Pearl, A1N 4S9 Canada

Unsubscribe_vhowe@mun.ca

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30

From: [Ghahremanlou, Davoud](#)
To: [Howe, Valerie](#)
Cc: [Jim Barnes; langej@ancnl.ca](#)
Subject: Re: Possible collaboration
Date: August 25, 2023 7:34:40 PM
Attachments: [image002.png](#)
[image001.png](#)

Hello Jim, Libby, and Valerie,

Jim, thank you for your great idea and efforts to remove the barrier on the way of newcomers' integration into our community and further contribution to our economy.

Valerie, thank you for your support and willingness to share your resources to help our community.

Libby, thanks for always being open to collaboration and sharing your knowledge and experience to help form new innovative success and growth paths.

Considering Valerie' schedule, I was wondering whether September 18 at 2 pm would be convenient for everyone.

Best,
David

Davoud Ghahremanlou, Ph.D.
Senior Instructor
Faculty of Business Administration and
Faculty of Engineering and Applied Science
Memorial University of Newfoundland
Email: dghahremanlo@mun.ca

On Fri, Aug 25, 2023 at 1:28 PM Howe, Valerie <vhowe@mun.ca> wrote:

Hello Jim and thanks for following up on this potential collaboration, thank you for the opportunity. I am happy to meet with you, Libby and David to continue the discussion.

s. 40 (1)

[REDACTED] My afternoons
are fairly open that week if that works in your calendars.

Kind regards,

Valerie

VALERIE HOWE B.COMM, MBA | DIRECTOR

Pronouns: She/Hers

Gardiner Centre | Faculty of Business Administration

Memorial University of Newfoundland

Suite 1014, Emera Innovation Exchange | Signal Hill Campus

100 Signal Hill Road, St. John's, NL A1A 1B3

W 709 864 6153 C [REDACTED] s. 40 (1)

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Looking for more ways to stay connected with Gardiner Centre? Follow us on **Facebook**, **Twitter** and **LinkedIn** for news and training updates!

We acknowledge that the lands on which Memorial University's campuses are situated are in the traditional territories of diverse Indigenous groups, and we acknowledge with respect the diverse histories and cultures of the Beothuk, Mi'kmaq, Innu, and Inuit of this province. We encourage everyone to reflect on the lands where you are located, and the Indigenous peoples for whom these lands are traditional territory.



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From: Jim Barnes <jim.barnes@bmai-strategy.com>
Sent: August 25, 2023 10:56 AM
To: Howe, Valerie <vhowe@mun.ca>
Cc: langel@ancnl.ca; dghahremanlo@mun.ca
Subject: ANC: Possible collaboration

Hi Valerie

I am following up on our meeting in July with particular reference to a possible partnership between the Association for New Canadian and the Gardiner Centre. I met this morning with Libby Angel of ANC and David Ghahremanlou who has been deeply involved in a number of programs offered by ANC to newcomers to this Province. We discussed the idea that I floated when we met that might involve a number of ANC students/clients participating on a complimentary basis in courses or programs offered by the Gardiner Centre.

Libby was enthusiastic about the possibility of ANC collaborating with the Gardiner Centre in this way. Clearly, there are details to be discussed and worked out. Could we arrange a meeting when Libby, David and I could meet with you to discuss the concept in greater detail?

Regards

Jim



Jim Barnes | Chief Customer Strategist | BMAI Strategy

T: 709 685 4098 | F: 709 753 8533

www.bmai-strategy.com

From: Howe, Valerie
To: Jim Barnes; langel@ancnl.ca; dghahremanlo@mun.ca; Kelly, Melissa
Subject: ANC and Gardiner Centre Collaboration
Start: September 14, 2023 3:00:00 PM
End: September 14, 2023 4:00:00 PM
Location: Gardiner Centre

Please note that I have added our Open Enrollment Partnerships Lead, Melissa Kelly, to this meeting

Microsoft Teams meeting

Join on your computer, mobile app or room device

Click here to join the meeting <<https://teams.microsoft.com/>> [REDACTED]

s. 31 (1)(l)

Meeting ID: [REDACTED]
Passcode: [REDACTED] s. 31 (1)(l)

Download Teams <<https://www.microsoft.com/en-us/microsoft-teams/download-app>> | Join on the web <<https://www.microsoft.com/microsoft-teams/join-a-meeting>>

Learn More <<https://aka.ms/JoinTeamsMeeting>> | Meeting options <<https://teams.microsoft.com/>> [REDACTED]

s. 31 (1)(l)

From: [Ghahremanlou, Davoud](#)
To: [Howe, Valerie](#)
Cc: [Jim Barnes](#); [langel@ancnl.ca](#); [Kelly, Melissa](#); [Farzan Moghaddam](#)
Subject: Re: ANC and Gardiner Centre Collaboration
Date: September 15, 2023 8:36:46 AM

Good Morning Jim, Valerie, Melissa, and Libby,

Thank you for everything yesterday.

Jim, I always appreciate your innovative ideas to help others in our community.

Valerie, thank you for willing to join us and share your resources to help retain talented newcomers in our community while utilizing their potentials to the best.

Melissa, I enjoyed seeing you taking notes to formulate an accurate and impactful proposal, and your commitment to efficient work.

Libby, you are the gate of new ideas to ANC, thank you.

I believe this will turn out to be a great collaboration. Therefore, I have a chat with Farzan, my team member and current lead of the Entrepreneurship program, to invite all of you to the graduation ceremony of the program for the Fall semester, so that we can narrate the story of this idea and celebrate the success and growth of our initiative-pilot version. We are inviting other leaders of the province in various sectors to the graduation as well. Farzan will provide you with the details about the date/venue.

Have a great day ahead.

Best,
David

Davoud Ghahremanlou, Ph.D.
 Senior Instructor
 Faculty of Business Administration and
 Faculty of Engineering and Applied Science
 Memorial University of Newfoundland
 Email: dghahremanlo@mun.ca

On Wed, Aug 30, 2023 at 1:45 PM Howe, Valerie <vhowe@mun.ca> wrote:
 Absolutely, we will arrange a meeting room. See you at Suite 1014, Signal Hill Campus.

Get [Outlook for iOS](#)

From: Jim Barnes <jim.barnes@bmai-strategy.com>
Sent: Wednesday, August 30, 2023 12:10:05 PM
To: Howe, Valerie <vhowe@mun.ca>
Cc: langel@ancnl.ca <langel@ancnl.ca>; dghahremanlo@mun.ca <dghahremanlo@mun.ca>; Kelly, Melissa <mkkelly@mun.ca>
Subject: Re: ANC and Gardiner Centre Collaboration

Thanks, Valerie

Shall we meet at your office?

Jim

Sent from my iPhone

On Aug 30, 2023, at 10:26 AM, Howe, Valerie <vhowe@mun.ca> wrote:

Please note that I have added our Open Enrollment Partnerships Lead, Melissa Kelly, to this meeting.

Microsoft Teams meeting

Join on your computer, mobile app or room device

[Click here to join the meeting](#)

Meeting ID: [REDACTED] s. 31 (1)(l)
Passcode: [REDACTED]

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<mime-attachment.ics>

From: [Kelly, Melissa](#)
To: [Howe, Valerie](#)
Subject: RE: ANC and Gardiner Centre Collaboration
Date: September 21, 2023 11:49:00 AM
Attachments: [image001.png](#)

DRAFT:

Good afternoon everyone,

Gardiner Centre is pleased to embark on a partnership with the Association for New Canadians [REDACTED]

s. 29 (1)(a)

We would like to pilot this partnership this fall with professional development courses and programs scheduled from now to the end of December:

- 2 complimentary seats per short course (1 to 2 days in duration)
- 1 complimentary seat on the Mastering Business Essentials Program

ANC clients should register on our website using the code ANC-FALL2023

As discussed, Libby (or those responsible for helping determine which of your clients will avail of this) can reach out to Melissa if they need advice or guidance in matching [REDACTED] professional development programming to best suit their clients' needs.

s. 29 (1)(a)

We are looking forward to helping the support skills development and meaningful employment of newcomers to Newfoundland and Labrador.

MELISSA KELLY, B.A. | OPEN ENROLLMENT PARTNERSHIPS LEAD

Pronouns: She/Hers

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 Memorial University of Newfoundland
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From: Howe, Valerie <vhowe@mun.ca>

Sent: September 15, 2023 2:39 PM

To: Farzan Moghaddam <fmoghaddam@ancnl.ca>; langel@ancnl.ca; Ghahremanlou, Davoud <dghahremanlo@mun.ca>; Jim Barnes <jim.barnes@bmai-strategy.com>

Cc: Kelly, Melissa <mkkelly@mun.ca>

Subject: RE: ANC and Gardiner Centre Collaboration

Hello everyone,

Thanks so much for the meeting yesterday and also for thinking of us for the upcoming graduation, we look forward to the follow-up information.

We are so pleased to be starting down this path with you all, many thanks for the opportunity to collaborate to support skills development and employability for newcomers. We look forward to next steps.

Enjoy the rest of your day,
 Valerie

VALERIE HOWE B.COMM, MBA | DIRECTOR

Pronouns: She/Hers

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Memorial University of Newfoundland

Suite 1014, Emera Innovation Exchange | Signal Hill Campus

100 Signal Hill Road, St. John's, NL A1A 1B3

W 709 864 6153 C [REDACTED] s. 40 (1)

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From: Farzan Moghaddam <fmoghaddam@ancnl.ca>

Sent: September 15, 2023 8:50 AM

To: Howe, Valerie <vhowe@mun.ca>; Jim Barnes <jim.barnes@bmai-strategy.com>; Kelly, Melissa <mkkelly@mun.ca>

Cc: Ghahremanlou, Davoud <dghahremanlo@mun.ca>; langel@ancnl.ca

Subject: Re: ANC and Gardiner Centre Collaboration

Good morning everyone,

I hope you having a great day. We are currently in the preliminary stages of the cohort. The graduation will be approximately in the first week of December, I will send you the details after we have prepared the scheduling.

Best regards

Farzan

On Fri, Sep 15, 2023 at 8:36 AM Ghahremanlou, Davoud <dghahremanlo@mun.ca> wrote:

Good Morning Jim, Valerie, Melissa, and Libby,

Thank you for everything yesterday.

Jim, I always appreciate your innovative ideas to help others in our community.

Valerie, thank you for willing to join us and share your resources to help retain talented newcomers in our community while utilizing their potentials to the best.

Melissa, I enjoyed seeing you taking notes to formulate an accurate and impactful proposal, and your commitment to efficient work.

Libby, you are the gate of new ideas to ANC, thank you.

I believe this will turn out to be a great collaboration. Therefore, I have a chat with Farzan, my team member and current lead of the Entrepreneurship program, to invite all of you to the graduation ceremony of the program for the Fall semester, so that we can narrate the story of this idea and celebrate the success and growth of our initiative-pilot version. We are inviting other leaders of the province in various sectors to the graduation as well. Farzan will provide you with the details about the date/venue.

Have a great day ahead.

Best,
David

Davoud Ghahremanlou, Ph.D.
Senior Instructor
Faculty of Business Administration and
Faculty of Engineering and Applied Science
Memorial University of Newfoundland
Email: dghahremanlo@mun.ca

On Wed, Aug 30, 2023 at 1:45 PM Howe, Valerie <vhowe@mun.ca> wrote:

Absolutely, we will arrange a meeting room. See you at Suite 1014, Signal Hill Campus.

Get [Outlook for iOS](#)

NOTE TO APPLICANT: The remainder of this thread has been removed as it is already found above in the records.

IAP Office

41

From: Kelly, Melissa
To: Howe, Valerie
Subject: FW: ANC and Gardiner Centre Collaboration
Date: September 25, 2023 11:27:50 AM
Attachments: image001.png

MELISSA KELLY, B.A. | OPEN ENROLLMENT PARTNERSHIPS LEAD
Pronouns: She/Hers

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From: Kelly, Melissa
Sent: September 21, 2023 11:50 AM
To: Howe, Valerie <vhowe@mun.ca>
Subject: RE: ANC and Gardiner Centre Collaboration

DRAFT:

Good afternoon everyone,

Gardiner Centre is pleased to embark on a partnership with the Association for New Canadians [REDACTED]

[REDACTED] s. 29 (1)(a)

We would like to pilot this partnership this fall with professional development courses and programs scheduled from now to the end of December:

NOTE TO APPLICANT: The remainder of this thread has been removed as it is already found above in the records.

IAP Office

42

From: [Howe, Valerie](#)
To: [Farzan Moghaddam](#); [jangel@ancnl.ca](#); [Ghahremanlou, Davoud](#)
Cc: [Kelly, Melissa](#); [Jim Barnes](#)
Subject: ANC and Gardiner Centre Collaboration
Date: September 25, 2023 11:50:00 AM
Attachments: [image001.png](#)

Good afternoon everyone,

Thank you so much for the opportunity to work together to support newcomer employability and integration into the NL workforce. Gardiner Centre is pleased to embark on this collaboration with the Association for New Canadians.

We would like to pilot this partnership in fall 2023 with the professional development courses and programs scheduled from now to the end of December. The arrangement would include offering professional development opportunities to newcomers. The participants will be recommended by ANC and can avail of:

- 2 complimentary seats per scheduled short course (1 to 2 days in duration)
- 1 complimentary seat on the Mastering Business Essentials Program

ANC clients should register on our website using the code **ANC-FALL2023** – here is a link to the open enrollment schedule: [Open Enrollment Schedule | Gardiner Centre | Memorial University of Newfoundland \(mun.ca\)](#)

As discussed, Libby (or those responsible for helping determine which of your clients will avail of this) can reach out to Melissa (mkkelly@mun.ca or 709-864-8883) if they need advice or guidance in matching our professional development programming to their clients' needs.

We are looking forward to helping support skills development and meaningful employment of newcomers to Newfoundland and Labrador. Please reach out if you have any questions.

Kind regards,
Valerie

VALERIE HOWE B.COMM, MBA | DIRECTOR
Pronouns: She/Hers

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Memorial University of Newfoundland
Suite 1014, Emera Innovation Exchange | Signal Hill Campus
100 Signal Hill Road, St. John's, NL A1A 1B3
W 709 864 6153 C [REDACTED]

s. 40 (1)

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From: Howe, Valerie <vhowe@mun.ca>
Sent: September 15, 2023 2:39 PM
To: Farzan Moghaddam <fmoghaddam@ancnl.ca>; langel@ancnl.ca; Ghahremanlou, Davoud <dghahremanlo@mun.ca>; Jim Barnes <jim.barnes@bmai-strategy.com>
Cc: Kelly, Melissa <mkkelly@mun.ca>
Subject: RE: ANC and Gardiner Centre Collaboration

Hello everyone,

Thanks so much for the meeting yesterday and also for thinking of us for the upcoming graduation, we look forward to the follow-up information.

We are so pleased to be starting down this path with you all, many thanks for the opportunity to collaborate to support skills development and employability for newcomers. We look forward to next steps.

Enjoy the rest of your day,

Valerie

VALERIE HOWE B COMM, MBA | DIRECTOR
Pronouns: She/Hers

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100 Signal Hill Road, St. John's, NL A1A 1B3
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NOTE TO APPLICANT: The remainder of this thread has been removed as it is already found above in the records.

IAP Office

44

From: Jim Barnes
To: Kelly, Melissa; "Libby Angel"
Cc: Howe, Valerie
Subject: RE: ANC and Gardiner Centre Collaboration
Date: October 11, 2023 12:59:41 PM
Attachments: image001.png

Thanks a lot, Melissa; much appreciated.

I will pass the information on to [REDACTED] s. 40 (1)

Regards

Jim

From: Kelly, Melissa <mkkelly@mun.ca>
Sent: Wednesday, October 11, 2023 12:30 PM
To: Jim Barnes <jim.barnes@bmai-strategy.com>; 'Libby Angel' <langel@ancnl.ca>
Cc: Howe, Valerie <vhowe@mun.ca>
Subject: RE: ANC and Gardiner Centre Collaboration

Hi Jim,

s. 40 (1)

The ANC seats have not been filled for this course so please feel free to share the registration link below with [REDACTED]. Please ask her to add the code **ANC-FALL2023** to her registration.

<https://www.mun.ca/gardinercentre/professional-development-seminars/Todays-Marketing-Classic-Strategy-with-Modern-Execution>

Kind regards,
Melissa

MELISSA KELLY, B.A. | OPEN ENROLLMENT PARTNERSHIPS LEAD
Pronouns: She/Hers

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From: Jim Barnes <jim.barnes@bmai-strategy.com>
Sent: October 11, 2023 12:25 PM
To: 'Libby Angel' <langel@ancnl.ca>; Kelly, Melissa <mkkelly@mun.ca>
Cc: Howe, Valerie <vhowe@mun.ca>
Subject: RE: ANC and Gardiner Centre Collaboration

Hi Melissa and Libby

I am reconnecting concerning the collaboration between ANC and the Gardiner Centre that we have been discussing. Having said that I didn't want to get involved in the details of implementing the program, I am reaching out to get some information.

s. 40 (1)

s. 40 (1)

As you may know, the origin of the idea for this collaboration came from my meeting with [REDACTED] who arrived in St. John's a year ago from [REDACTED]. I met [REDACTED] through her participation in [REDACTED] and we have kept in touch. Her background is in [REDACTED].

s. 40 (1)

s. 40 (1)

[REDACTED] I have introduced her to a number of my contacts [REDACTED]

s. 40 (1)

s. 40 (1)

This brings me to the point of my contacting you. Some weeks ago, I had identified as an appropriate opportunity for [REDACTED] possible attendance at Michael Pickard's seminar on Today's Marketing. I have just this morning realized that Michael's seminar is on next week, so it may already be too late for her to get involved. I also realize that you may have moved along to the point where seats on Michael's seminar for ANC clients are already filled.

s. 40 (1)

I have not mentioned the ANC/Gardiner collaboration or this possibility to [REDACTED] by the way. So, no expectations have been raised. I also have no wish to interrupt the process that may have moved along to the point where seats have already been filled. We will continue to explore other options.

Kind regards

Jim

From: Libby Angel <langel@ancnl.ca>

Sent: Monday, September 25, 2023 3:49 PM

To: Howe, Valerie <vhowe@mun.ca>

Cc: Farzan Moghaddam <fmoghaddam@ancnl.ca>; Ghahremanlou, Davoud <dghahremanlou@mun.ca>; Kelly, Melissa <mkkelly@mun.ca>; Jim Barnes <jim.barnes@bmai-strategy.com>

Subject: Re: ANC and Gardiner Centre Collaboration

Hello Valerie - thank you so much for this tremendous opportunity for newcomers. We will begin the internal process of working with the employment team and making recommendations for the fall programming.

Melissa - I'll be back in touch soon!

Kindest regards,
Libby

On Mon, Sep 25, 2023 at 11:50 AM Howe, Valerie <vhowe@mun.ca> wrote:

Good afternoon everyone,

Thank you so much for the opportunity to work together to support newcomer employability and integration into the NL workforce. Gardiner Centre is pleased to embark on this collaboration with the Association for New Canadians.

We would like to pilot this partnership in fall 2023 with the professional development courses and programs scheduled from now to the end of December. The arrangement would include offering professional development opportunities to newcomers. The participants will be recommended by ANC and can avail of:

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- 1 complimentary seat on the Mastering Business Essentials Program

ANC clients should register on our website using the code **ANC-FALL2023** – here is a link to the open enrollment schedule: [Open Enrollment Schedule | Gardiner Centre | Memorial](#)

NOTE TO APPLICANT: The remainder of this thread has been removed as it is already found above in the records.

IAP Office

From: [Kelly, Melissa](#)
To: ["Jim Murphy"; Libby Angel](#)
Cc: [Jim Murphy; Leo Etchegary](#)
Subject: RE: ANC and Gardiner Centre Collaboration
Date: October 13, 2023 3:14:00 PM
Attachments: [image001.png](#)

Great to e-meet you, Jim and Leo. When you have the participant selected, please have them register online at the link below so that we capture all of the necessary details.

[Mastering Business Essentials Program *IN PERSON* | Gardiner Centre | Memorial University of Newfoundland \(mun.ca\)](#)

Have a wonderful weekend,
 Melissa

MELISSA KELLY, B.A. | OPEN ENROLLMENT PARTNERSHIPS LEAD

Pronouns: She/Hers

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From: Jim Murphy <jimmurphy@ancnl.ca>
Sent: October 13, 2023 3:12 PM
To: Libby Angel <langel@ancnl.ca>
Cc: Kelly, Melissa <mkkelly@mun.ca>; Jim Murphy <jmurphy@ancnl.ca>; Leo Etchegary <letchegary@ancnl.ca>
Subject: Re: ANC and Gardiner Centre Collaboration

Thanks for the introductions, Libby,

We will complete the selection shortly and provide you with the name of the person.

Thanks,

Jim

Jim Murphy
 Director of Employment Services
 75 Tiffany Lane
 St. John's, NL

www.ancnl.ca
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With deep respect and gratitude, we acknowledge that ANC offices are located on traditional Beothuk, Mi'kmaq, Innu, and Inuit territories. As newcomers to Ktaqmkuk (Newfoundland) & Labrador, we commit to collective healing, true reconciliation, and land-honouring.



On Fri, Oct 13, 2023 at 2:38 PM Libby Angel <langel@ancnl.ca> wrote:

Hello Melissa -following up from our emails this morning on the upcoming Mastering Business Essentials Program when I confirmed we will be utilizing this seat.

I want to introduce my two colleagues copied in this email Jim Murphy, Director of Employment Services and Leo Etchegary, Director of Language Services. Jim and Leo have direct oversight on ANC's client development initiatives and have been collaborating on candidates for the fall programs. Additionally, through some restructuring Jim now has responsibility for the NET program.

Jim will provide the candidate's profile for the Tuesday session.

Regards,
 Libby

On Fri, Oct 13, 2023 at 11:27 AM Kelly, Melissa <mkkelly@mun.ca> wrote:

Hi Libby,

We have a seat held for ANC on the Mastering Business Essentials Program – it begins on Tuesday. Will you be filling the seat?

<https://www.mun.ca/gardinercentre/certificate-programs/Mastering-Business-Essentials-Program>

Have a wonderful weekend,
 Melissa

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From: Libby Angel <langel@ancnl.ca>
Sent: October 11, 2023 1:56 PM
To: Kelly, Melissa <mkkelly@mun.ca>
Cc: Howe, Valerie <yhowe@mun.ca>; Jim Barnes <jim.barnes@bmai-strategy.com>
Subject: Re: ANC and Gardiner Centre Collaboration

Hello Jim and Melissa -the ANC is in total support of this placement.

Libby

On Wed, Oct 11, 2023 at 11:00 AM Kelly, Melissa <mkkelly@mun.ca> wrote:

Hi Jim,

The ANC seats have not been filled for this course so please feel free to share the registration link below with
 [REDACTED] Please ask her to add the code

ANC-FALL2023 to her registration.

<https://www.mun.ca/gardinercentre/professional-development-seminars/Todays-Marketing-Classic-Strategy-with-Modern-Execution>

NOTE TO APPLICANT: The remainder of this thread has been removed as it is already found above in the records.

IAP Office

s. 40 (1)

50

From: [Farzan Moghaddam](#)
To: [Kelly, Melissa](#)
Cc: [Howe, Valerie](#); [Jim Murphy](#)
Subject: Re: Short courses
Date: January 24, 2024 1:32:58 PM
Attachments: [image001.png](#)

Wonderful, we will proceed accordingly.
Which section should they add ANCWINTER (in the Business Information/Organization)?

Best regards

On Wed, Jan 24, 2024 at 12:55 PM Kelly, Melissa <mkkelly@mun.ca> wrote:

Hi Farzan,

We would be pleased to continue supporting participants in your entrepreneurship program in our short courses (1-2 days in duration) this winter.

Please note that the Fundamentals of Project Management in February has already reached registration capacity so unfortunately, that course is not available.

If you could have your students add ANCWINTER to their registration forms, that would be wonderful and I will wait to process them until I receive the list of approved students from you.

Kind regards,

Melissa

MELISSA KELLY, B.A. | OPEN ENROLLMENT PARTNERSHIPS LEAD

Pronouns: She/Hers

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From: Farzan Moghaddam <fmoghaddam@ancnl.ca>

Sent: January 24, 2024 12:21 PM

To: Kelly, Melissa <mkkelly@mun.ca>

Cc: Howe, Valerie <vhowe@mun.ca>; Jim Murphy <jimmurphy@ancnl.ca>

Subject: Short courses

Hi Melissa,

I hope you are have a great winter day!

This week, we have started our new cohort in entrepreneurship. We have many new students who are excited to explore learning opportunities.

So I was wondering if I could start selecting suitable candidates (maximum 2 for each course same as before) for short courses (1-2 days) at Gardiner Centre for February and in the next step for March.

Best regards

--

Farzan Sahari Moghaddam

Project Lead

Association for New Canadians

75 Tiffany Court

fmoghaddam@ancnl.ca

Mailing Address:

P.O. Box 2031, Station C

St. John's, NL A1C 5R6

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--

Farzan Sahari Moghaddam

Project Lead

Association for New Canadians
75 Tiffany Court
fmoghaddam@ancnl.ca

Mailing Address:

P.O. Box 2031, Station C

St. John's, NL A1C 5R6

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