

**Cumberland Development Corporation
Member Community Business Development Corporation
35 Church Street
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Leaders in Community Business Development. ACOA Partner**

October 16, 2002

**Mr. Roy Prevost
#306-6838 Station Hill Drive,
Burnaby, British Columbia
V3N 5A4**

Dear Mr Prevost,

I would like to thank-you for travelling to Amherst, Nova Scotia to conduct your Seminar " Prospering in a Big Box Retail World". As you know, this is a very relevant issue in our community as we fully expect to see Walmart locate here in the near future. Our large attendance was indicative of the concern of small business retailers.

The evaluation forms completed by attendees spoke for themselves such as "Outstanding Presenter who gave me the courage to stand up to the big boys like Walmart and others" or " Practical ideas to keep our niche clients " or " I learned a lot about how Walmart and other box stores compete for customers ".

This was an outstanding job, Roy, and all our clients were not only pleased about your work shop but felt better about their own business strengths and how to apply them when Walmart comes to our town.

**Thank you again, Roy, for visiting our town and inspiring our small retailers. We are the very best at what we do at Cumberland Development Corporation and you have proven that you are the very best at what you do. Bring on the Big Box Stores we can meet the challenge here in Amherst!
Please do not hesitate to have any potential client interested in your work shops contact me personally for a reference.**

**Yours Truly;
Randy Smith
Executive Director**