



# Biz-ography

July 6, 2005. Issue 2

Dear Members,

Welcome to the second issue of Biz-ography; please allow us to start by thanking you for your support, positive feedback and encouragement that was given following the release of our first issue. Remember, this is your publication and it would not be possible without your contributions.

We trust that your participation will continue to add value to your membership and will benefit you by increasing the awareness of your business to your fellow members as well as to the Bermudian Business Community at large.

In preparation for this next issue we have put together some guidelines for Biz-ography submissions. Please take note of the following:

1. The Biz-ography is open to Members of the Chamber of Commerce; You must be a member in order to participate.
2. Each member will be permitted to submit a company profile once a year.
3. In order to participate, please forward a 100-150 word profile along with a digital photograph of the individual or group that you would like featured in the publication.

In this issue, we will be focusing on an array of members from all sectors of the Bermudian Business Community; they are featured in alphabetic order by organization name.

Once again, 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 by email at [joconnor@bcc.bm](mailto:joconnor@bcc.bm).

Thank you,

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

## Tim Smith

A.F. Smith Trading Company Limited

**Division:** Sales



In 1974 Tony Smith made the decision to create his own business. To this end he sought and was successful in obtaining the right to sell the Steelcase line of office furniture in Bermuda. To the Steelcase line he added general office supplies and then office remodeling, including partitions, ceilings, paneling and furnishings.

On April 10<sup>th</sup> 1978, A.F. Smith Trading Company Limited was formally incorporated and in 1980 the company moved into its first permanent offices in Global House on Church Street, Hamilton.

By 1981 the business had grown to the extent that a full sized warehouse was required and the Tumkins Lane warehouse was built to take the place of rented premises. In 1987 A.F. Smith purchased Bermuda Office Supplies Ltd, and acquired with it the Xerox franchise in Bermuda.

In February of 1995, A. F. Smith relocated to 14 Dundonald Street. A new business slogan "A.F. Smith the office people" was developed and an aggressive advertising campaign was launched to affirm our position. Our new superstore confirmed to our customers our intention to be number one in the office products industry. In 1999, we consolidated operations in one facility and continue to market from 7 Tumkins Lane.

7 Tumkins Lane, Pembroke

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## Alan Burland

BCM McAlpine Ltd

**Division:** Construction



BCM McAlpine Ltd is one of Bermuda's largest general contractors and construction management firms, with its roots dating back to 1926. Our recent projects include The Waterfront, Atlantis Apartment Complex, Crow Lane House and school gymnasiums for both The Bermuda High School and Warwick Academy.

Building on the foundations laid by his grandfather and father, the current President, Alan Burland, readied the company to deal with the demands of Bermuda's growing international business sector by forging a partnership with Sir Robert McAlpine Ltd, one of the UK's most respected building firms. As a result, in 1996, BCM McAlpine Ltd was founded, with access to the expertise of the McAlpine group with its

2,000 construction professionals. This relationship, together with our experienced local tradesmen, enables BCM McAlpine to provide a level of service and building quality unrivalled in Bermuda.

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# The Executive Team

Bermuda College

**Division:** Professional



Bermuda College is the only public post-secondary institution of higher learning in Bermuda. It embraces the community college philosophy, but retains a commitment to excellence in each of the 48 associate, certificate and diploma programmes it offers. Mid-way through an accreditation process administered through the New England Association of Schools and Colleges' (NEASC) Commission on Institutions, Bermuda College is only the second academic institution outside the continental United States to be approved for consideration in the application for accreditation process.

The Executive Committee (pictured) is responsible for every aspect of the day-to-day operations of the College – from academic delivery to customized support services. It is this professional and dynamic teamwork, under the leadership of College President, Dr. Charles A. Green, which has brought about a dynamic new infusion of expectation and purpose for faculty, staff and students. Now in its thirty-first year, Bermuda College recently concluded a highly successful Strategic Direction Initiative, a day-long think-tank with more than 200 business and technical professionals, politicians, school administrators, police and other community organizations that charted the course of the College over the next five to ten years. New programmes will be launched as a result of this initiative over the next several months, including the College for Working Adults, the High School Advantage Programme for academically advanced high school students, and culinary arts and technical skills programmes for inmates of Bermuda's penal system. For more information, contact [info@college.bm](mailto:info@college.bm).

*Pictured from left to right: Mr. D. Lloyd Christopher - Chief Financial & Operations Officer  
Dr. Larita J. Alford - Vice President & Chief Academic Officer, Mrs. Sheridan Talbot - Dean of Student Services  
Dr. Charles A. Green - President*

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# Paul McLeod & Bror Muller

Bespoke Software

**Division:** Business Technology



*Paul McLeod*

Bespoke Software offers a wide range of skills and expertise in software development, application support, Data Warehousing and IT Business Analysis. The company emphasizes the provision of a service that balances technical skills with a real understanding of their client's business. Bespoke Software offers especially rich business knowledge in the Banking, Finance, Insurance and Reinsurance sectors.



*Bror Muller*

Bespoke Software is Bermuda's expert in a wide range of software systems including

- Microsoft's development products: Access, VB (6 and .NET) and Web development (IIS, ASP, ASP.NET)
- SQL Server and most recently Reporting Services.
- Pro Clarity Business Intelligence software
- Rebus's GENIUS system
- Many other tools including Cognos and Delphi

If you need assistance or advice about capturing data, analyzing data or reporting on data to run your business more effectively or efficiently, feel free to contact one of our senior consultants at Bespoke Software.

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## The Executive Team

### Coldwell Banker Bermuda Realty

**Division:** Real Estate



Coldwell Banker Bermuda Realty has a long history in Bermuda's real estate arena, from the formation of Jones Waddington Limited in 1977 as a surveying company, to the amalgamation of L. P. Gutteridge and The Bank of Bermuda's real estate divisions in the early 1990s into Bermuda Realty Company Limited. Today, we are Bermuda's largest full service real estate company offering professional expertise in residential and commercial sales and leasing, land surveying, property appraisals, property management, vacation rentals, international referrals, and auctioneering. We are 100% locally owned and operated with 54 full time employees.

*Pictured from left to right: Mr. Arthur Jones - Agency Director, Mr. Ian Waddington - Managing Director  
Mr. Brian Madeiros - President, Professional Services Director*

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## Christine Mihelcic

### Dolphin Quest Bermuda Limited

**Division:** Hospitality



Dolphin Quest was founded in 1984 by Dr. Jay Sweeney and Dr. Rae Stone, veterinarians specializing in marine mammal medicine, research and management. Dolphin Quest's goals have always been to provide spacious and naturally enriching dolphin habitats, innovative educational programs, as well as opportunities for people to explore the fascinating world of dolphins and other marine life. Additionally, Dolphin Quest goal is to support vitally important marine mammal conservation and research in a fun and professionally rewarding environment for Dolphin Quest Crew Members.

In 1996, Dolphin Quest opened at the Fairmont Southampton, however, in October 1999, Hurricane Gert destroyed the beautiful three-acre habitat and the animals were moved to the Keep - a large protected pool within a historic fort - at The Bermuda Maritime Museum which is our current location managed by Christine Mihelcic (pictured). Dolphin Quest Hawaii (1988) and Dolphin Quest Oahu (2000) make up the trio of locations that operate under Quest Global Management, LLC.

Our office is located at 6 Dockyard Terrace, Sandys  
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## Voorhees & Deborah Joell

The ImageDOCTOR

**Division:** Individual



The ImageDOCTOR, Voorhees Joell, Jr., became involved in photography at the age of 21. In 1983, he entered the Young Bermudian Photo Contest and won first prize; from there his interest in photography took to the skies. Voorhees holds a particular interest in wildlife and floral subjects and has amassed a huge collection of spectacular photographs of local birds and flowers. Some of his collection is being put together for a future exhibit.

Voorhees started studying photo restoration in the early 90's and has developed a technique which is unique to Bermuda.

There is no picture too old or too damaged that he can not restore.

In the wedding photography field, Voorhees has used his restoration technique to help enhance some of the most beautiful of brides and most handsome of grooms. Digital Photography is the

ImageDOCTOR's first choice for wedding photography; this allows for custom touch ups if they are required. The ImageDOCTOR and his nurse (wife Deborah) currently have a booth at Harbour Nights. Come by and see his work for yourself or contact us at (441) 735-1546.

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## Michelle St Jane

KAIROS Philanthropy

**Division:** Professional



Michelle St Jane is a barrister & attorney admitted in New Zealand (1997), Bermuda (1998) and a Notary Public (2003). She is the founder of KAIROS Philanthropy, working with clients or joins a client centered team to assist with the stewardship of their legacy and optimizing their opportunity to make an exceptional contribution in a way that is uniquely meaningful to them.

As an attorney Michelle has represented individuals and professionals in Bermuda and internationally in multidisciplinary areas including, but not limited to, corporate governance, trusts, pensions, mutual funds, banking, insurance, personal and corporate philanthropy and charitable giving. Michelle's practice is expanding to offer alternative dispute resolution in particular mediation. She is skilled in the principled negotiation techniques developed by Harvard that focuses on each party's interests, using benchmarks to reach a fair outcome as designed by the parties themselves. Her community activities include volunteering as a trustee for the Bermuda Maritime Museum (2000 - current), the Continuing Education Committee for the Bermuda Bar Association (2002 - current) and the education committee for the Bermuda Insurance Institute (1998 - current). Michelle does speak locally and internationally where she shares her experiences and her vision of the role of philanthropy and collaborative law in today's world.

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# The Look Bermuda Team

Look Bermuda

**Division:** Individual



Look Bermuda Destination Media Services is a Bermudian owned multi-media company specializing in the utilization and development of the latest technologies, with a focus on enhancing the Visitors' experience and creating interactive educational tools. Our services include: LookTV – a real time visitor information channel available through channel 1 on CableVision, Look Bermuda Interactive Tourist Maps -available through the official Department of Tourism Web Site, <http://www.BermudaTourism.com>, Custom

Printed Maps, Touch screen enabled Kiosks, Digital & High Definition Videography, Environmental Photo Map of Bermuda, Professional Photography, Panoramic 360\* Photography, Stock Photo & Video Library, Interactive Media Services and Web Design, Development & Hosting.

All of our products & services are modularly designed to ensure that they can interact with each other and be repurposed for additional use. These diverse product lines allow our clients message to be distributed across multiple mediums, from print to web to TV.

For more information please visit our web site:

<http://www.LookBermuda.com>

*Pictured in front from left to right: Matthew Clifford-Graphic Artist, Kristen Sousa – Project Manager  
Ben Watson – Multimedia Specialist. Back: J.P. Rouja – Managing Director  
Not Shown: Mimi Rouja – Executive Director*

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## Alfred Konrad

### Mulligan's Golf Club Restaurant

**Division:** Hospitality



Mulligan's, the St. George's Golf Club Restaurant, is blessed with panoramic views of Tobacco Bay, Historic Fort St. Catherine and The Golf Course winding its way along the North Shore. The popular owner, Chef Alfred Konrad with over 30 years of experience in the Hospitality Industry loves his profession and this is reflected in his famous dishes, like The Award Winning Fish Chowder and other delicious dishes which are served daily at fair prices. Mulligan's opened on March 17th 1998 and is a leased Government concession. The Restaurant offers a relaxing, wholesome, environment very much appreciated by golfers, tourist alike. Mulligan's also has a vast local following. Mulligan's is open every day for breakfast 7.30am to 11.30am and for lunch from 11.30am until 4.00pm. Dinner is served Friday nights only from 6.00pm until. Reservations are highly recommended.

St. Georges Golf Course

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## Chris Wetherhill & Jonathan Adam

### Hemisphere Property Fund Limited

**Division:** Professional



The Hemisphere Property Fund has been created by Chris Wetherhill and Jonathan Adam to allow investors to benefit from the potentially highly profitable global property markets. The Fund uses development partners, principally in Europe, with whom they identify new growth markets and manage development and construction. The Fund looks for niche opportunities and invests in properties that can be redeveloped or refurbished, often from commercial to residential, and sold on at a profit.

Originally launched in 2003 the re-structuring as a Bermuda domiciled mutual fund has just been completed. Subscriptions are from \$25,000 and are six monthly. Current projects include a stunning development set in 20 acres in the South of France, and conversions in the UK valued at some \$13 million. The Fund is designed to take advantage of offshore flexibility and a spread of risk whilst allowing investors to benefit from both development profits and general market gains across Europe and further a field.

*Pictured from left to right: Mr. Chris Wetherhill - Director, Mr. Jonathan Adam - Director*

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# Allan Trew

The Fairmont Southampton

**Division:** Hospitality



Allan Trew, Hotel Manager of The Fairmont Southampton has been with the Company since 1979. He, like others shares Fairmont's philosophy on creating memorable experiences for our Guests. The Fairmont Southampton is located on the southern shore of Bermuda over a majestic 100 acre estate. The Fairmont Southampton has been the island's premier luxury resort since its opening in 1972, featuring 593 guest rooms and suites, each with a private balcony and incredible views of the ocean, the harbor or the golf course. The Fairmont Southampton is the sister hotel to The Fairmont Hamilton Princess, the Grande Dame of Bermuda hotels for over a century. Together, the two hotels comprise one third of the total hotel rooms in Bermuda and are regarded as leaders in the hospitality industry on the island.

The beautifully kept grounds at The Fairmont Southampton include the Whale Bay Beach Club, an outdoor swimming pool, 6 all-weather tennis courts, an 18 hole executive par 3 golf course - considered one of the finest of its kind in the world and our award winning Willow Stream Spa. In addition to the excellent recreational facilities, the resort boasts a variety of restaurants including two of the island's best, including our AAA 5 Diamond Award winning Newport Room. The Waterlot Inn, our 4 Diamond Award winning restaurant offers old world charm dating back some 300 years. The Fairmont Southampton brought extensive meeting and conference facilities to Bermuda, hosting events for numerous Fortune 500 companies. With a total of 32,000 square feet of meeting space and several group outdoor venues, the resort can easily host groups up to 1,200 people.

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