

Kim Barth

Taking the Bridal Industry to New Heights in Havre de Grace.

gown

Edel's Bridal Boutique

venue

La Banque at

The Sea Plane Base

flowers

Simply Grand Florals & Events

styling

Stephen Formwalt

photography

Juliet Seger

photojanestudios.com



It was only five years ago that Kim Barth burst onto the Havre de Grace scene. Her warm smile, limitless ideas, and seemingly endless energy have made a huge impact on the City, its economy and the residents who live here. With a 20 year history working in corporate America, Kim is the kind of woman who knows what she wants... and in 2010 she wanted to be a part of La Banque de Fleuve. Nick Conits, a well-known real estate developer, and Kim's current business partner, had just finished restoring the First National Bank of Havre de Grace on St. John Street to its former glory and into the event space we all know as La Banque de Fleuve. "I felt myself being drawn back to the property again and again," said Kim. "I just couldn't leave, I couldn't stop thinking about it. It became an instant passion," she beamed.

"When I first met Kim, I knew she wasn't going anywhere. She had binders full of sketches, ideas and marketing concepts all aimed at growing La Banque," smiled Nick. Which is exactly what they did.

The first year they hosted 3 events - 5 years later in 2015, they hosted 125. "Kim is the brains behind the operation," said Nick. Her ideas are inspired! Her sense of style and design is just amazing," he added. "He builds it... I fill it up," laughed Kim.

Nick and Kim have taken their momentum and kept on going... creating an integrated experience for potential brides visiting the City. They purchased the property next to LaBanque which included retail spaces, a Seaplane Base and large stretch of land by the water. They quickly refurbished the street front shops and brought in businesses that enhanced their vision. Edel's Bridal Boutique opened in October 2015 (see their article on page 5) and Sweet Eat Cakes is opening March 1, 2016 (see their article on page 9). Along with the Courtyard came an acre of land along the river front, which the pair have developed into a venue known as the Seaplane Base (read more about the Seaplane Base on page 17).

"My overall goal is to make this beautiful spot a premier wedding destination for the East Coast & beyond".

✂ Kim Barth

model
Stephanie Ebly
gowns
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The Seaplane Base
flowers
Simply Grand Florals
& Events
decor
The Green Door
cake
Sweet Eats Cakes

photography
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"Brides love Havre de Grace".

✿ Kim Barth

"All our expansion has been very carefully thought out, and we're hoping that our collaboration creates a level of synergy that we, the City and all of our neighboring businesses can benefit from," said Kim. "...and it seems to already be happening - it's infectious," she smiled.

"Brides love Havre de Grace. By giving brides more alternatives, more venues... more shops to choose from we've helped create an environment where the whole wedding can be planned within a 2 block radius of La Banque," states Kim. To showcase just how true this is, Kim started the Havre de Grace Wedding Walk... a fun event for brides which gives them the opportunity to meet all the local vendors. The 2016 Wedding Walk is on April 3rd. Check out their ad on page 20 for more info.

"Havre de Grace has it all... fashion - florists - stationery - venues - photographers - planners and more... plus you can't beat the view," smiled Kim. Their newest addition to the Courtyard Shops is Integrity Realty. So after you get married you can buy a house. "It's going to be more of a Home Buyers Center than a real estate office. They have regular and evening hours... a sleek granite bar, and large flat screen television - so you can wonder in and browse through available homes. It's an innovative approach to a new business," explained Kim.

Economically speaking, the bridal industry is extremely important to Havre de Grace. La Banque brings in over 14,000 unique visitors each year, and their total bride purchases total somewhere around 2.6 million dollars annually. Kim & Nick's awareness of the big picture has been a tremendous benefit to the community. "Everyone of us has an opportunity to positively impact the economic growth of our business neighbors. When that back and forth organic energy develops it's really an amazing thing," smiled Kim.

For more information on La Banque de Fleuve or the Seaplane Base check out their website at www.labanquedefleuve.com.

