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OUR CORPORATE PARTNERS



















OUR MEMBERS THIS MONTH













MESSAGE FROM THE CEO

can officially say that I've been with the Chamber family for a full year! I'm so looking forward to our AGM on Tuesday, March 27 – this year I can actually look into the audience and recognize

Whitby

of Comn

For the majority of the year I've used the word transformation.

New hires, revised programming, new types of sponsorships, more free events,

\$30 retiree and student

people!

memberships... your chamber team has been working tirelessly with guidance and support from countless committees and our Board. Thank you for your continued patience with our team through these significant changes.

February, specifically has been quite a month for the Chamber:

- Advocacy efforts have been significant, look for more detail in our Advocacy Corner – including the launch of our survey. Thank you to those who have participated already.
- If you've stopped by our office lately, you'll have noticed the Chamber is looking a little different with boxes, packing tape and lonely book shelves.
- Our Member Directory commemorating our 90th anniversary is off to the presses – we can't wait for you to see it!

 Creating the directory, redeveloping consistent categories and clarifying content has been a massive undertaking and it prepares us for

our next journey this year: transitioning to a new

CRM system! More on that to come shortly.

On the horizon for Tuesday, March 20 is our first signature event of the year, Connect Women!
The lineup will serve to inspire but will ensure every one of our participants has the

one of our participants has tropportunity to learn and reflect.

We're also very excited to partner with the Abilities Centre on Thursday, March 15 for Discover Ability! This free breakfast features keynote speaker, Mark Wafer, and discusses how hiring people with disabilities can boost your bottom line.

Municipal Matters. If you haven't seen us wearing these buttons or heard me on my soapbox, ask! From January throughout October our focus will be on increasing awareness and participation in the municipal and regional elections. Municipal government impacts business significantly – get engaged.

I look forward to seeing you at our March events!

Natalie

Melel

UPCOMING EVENTS

TUESDAY, MARCH 6 12 TO 1 P.M.

LUNCHEON LEARN: SHAUNA MOORE
THE WHITBY CHAMBER OF COMMERCE

THURSDAY, MARCH 15 8:30 TO 11 A.M.

DISCOVER ABILITY WITH MARK WAFER ABILITIES CENTRE, THEATRE

TUESDAY, MARCH 20 10 A.M. TO 4 P.M.



CONNECT WOMEN
AJAX CONVENTION CENTRE

TUESDAY, MARCH 27 5 TO 8 P.M.

ANNUAL GENERAL MEETING
DELLAGIO'S BANQUET HALL AND RESTAURANT

TUESDAY, APRIL 3 12 TO 1 P.M. LUNCHEON LEARN: MEMBER 101
THE WHITBY CHAMBER OF COMMERCE

TUESDAY, APRIL 10 5:30 TO 8 P.M.



CONNECT AFTER HOURS: PAINT NIGHT THE FOOD AND ART CAFE

WEDNESDAY, APRIL 11 6 TO 8 P.M.

MUNICIPAL 101
THE CENTENNIAL BUILDING

WEDNESDAY, APRIL 25 11 A.M. TO 1:30 P.M. ANNUAL MAYOR'S LUNCHEON ROYAL ASHBURN GOLF CLUB

FRIDAY, APRIL 27 1 TO 3 P.M. LYNDE CREEK SPRING CLEANUP BROOKLIN KINSMEN PARK

TUESDAY, MAY 1 5 TO 7 P.M. SPEAKER SERIES: SHERRY COLBOURNE THE CENTENNIAL BUILDING

\$375 (quarterly)

2.5" W x 10" H

\$300 (quarterly)

1/3 TALL

\$625 (semi-annually)

\$525 (semi-annually)

REGIONAL CHAIR LUNCHEON

n February 13, more than 100 guests gathered at Tosca Banquet Hall for the annual Regional Chair Luncheon hosted by the Whitby Chamber of Commerce (WCC). This year, Brian Bridgeman, Commissioner of Planning and Economic Development, spoke on behalf of Regional Chair and CEO, Roger Anderson.

"There is no greater champion for the Durham Region than Regional Chair Roger Anderson, and I know he would say how much he appreciates his partnership with the Whitby Chamber of Commerce," said Bridgeman.

Introducing Bridgeman was a representative from the events
Presenting Sponsor, the University of Ontario Institute of Technology (UOIT).
Doug Allingham, Chair of UOIT's Board of Governors, spoke about the \$6 million raised by the Roger Anderson Charity Classic golf tournament, which has helped support youth in the region since 1998.

"The funds raised at this annual event have directly benefited 721 students at UOIT," explained Allingham. "In the university's 18 years, more than 18,000 students have graduated from UOIT, many of which stay to work and live in the Durham Region."

After an introduction from Allingham, Bridgeman took to the podium to give an update on regional initiatives and priorities, while guests enjoyed a three-course platted lunch sponsored by Mikala Inc. Bridgeman spoke directly about the continued pursuit of the Pickering Airport, the Amazon bid putting

Durham Region on the map, and GO Transit's new Whitby Rail Maintenance Facility bringing 300 new jobs to the region.

With many transit developments in the works including the Darlington 407 and Go Rail extensions, Bridgeman also highlighted the Durham Region's Transportation Master Plan (TMP). The TMP is a strategic planning document designed to define the policies, programs and infrastructure improvements required to plan for Durham's future transportation needs

In addition to the five-year Economic Development Strategy and Action Plan launched by the region in May 2017, the region also revamped its website, durhamregion.ca.

"Durham Region is the right choice for a bright future," stated Bridgeman. "Just as the business community must be invested in staying ahead, so must the government."

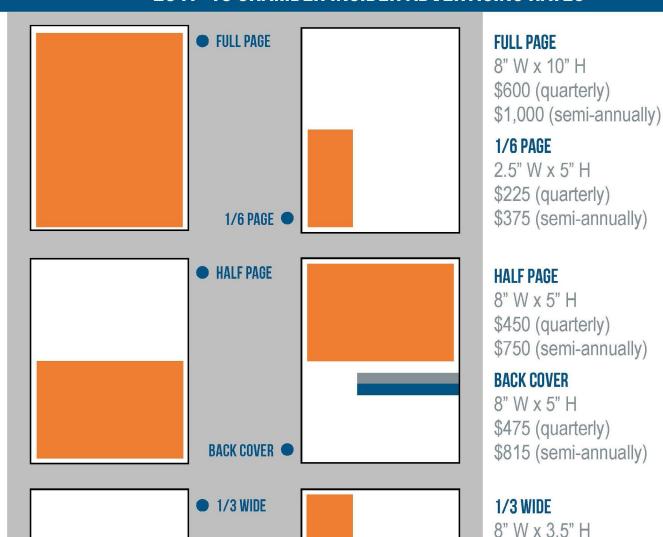
Prior to Bridgeman's remarks, Kevin Bathe, Treasurer on the WCC's Board of Directors, took to the podium to thank the event sponsors, welcome special guests, and introduce the 2018 Advocacy Survey available to guests and membership. This survey was created by the WCC's Advocacy Committee and sent to the entire membership. Guests could complete the survey on the spot at the Regional Chair Luncheon and it will be available at all WCC events prior to the Annual General Meeting on Tuesday. March 27. Results of this survey will help drive the 2018 priorities of the Advocacy Committee.

Place your ad here!
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2017-18 CHAMBER INSIDER ADVERTISING RATES



1/3 TALL

CONTACT GREG FRANKSON, ENGAGEMENT & OUTREACH MANAGER, FOR MORE INFORMATION.

ADVOCACY UPDATE

BY KIM COPETTI. COPETTI & CO.

eeping up with today's fast-moving marketplace and knowing where to look for help can be quite

overwhelming for most small businesses. One thing they all have in common is that they are just trying to make a living at something they are passionate about. The Advocacy Committee has heard from our members that there is too much red tape

This month I had the privilege to represent small business owners across all of Ontario to announce alongside Minster Leal and Rocco Rossi, President and CEO of the Ontario Chamber of Commerce (OCC), at the launch of Small Business Access. This website is a new one-window service to help small business owners start, grow and support their businesses. It will be a gamechanger for businesses in Ontario.

and the information they need from

our government is not readily available.

Small Business Access is available both online at ontario.ca/smallbusiness

and over the phone at 1-888-999-5970. With a click of a

mouse small business
owners will have links
to resources such
as Ontario's New
Employing Talent
Incentive, how to
find permits and
licenses through
BizPal, how to take
a business global and
updates on legislations that

affect your business. If you can't find the information on the website there will be trained operators over the phone that will be able to help.

The website is clean, clear and concise. I like that it provides a wide variety of relevant information in one place. What's also key is its connectivity to the small business owners local municipalities and Small Business Enterprise Centre. It will be a place for businesses to get all of the information they need to start their businesses, grow

and prosper in Ontario.

The best part is that the Ontario government has partnered with the OCC to deliver workshops across the province so small businesses will have access to support, information, advice and be able to provide feedback to improve the site. So stay tuned to your Whitby Chamber of Commerce Upcoming Events emails for local workshops and have your say.

On a final note, just like in the closing ceremony when the Olympic flame is passed on to the next country, as current Chair of the Advocacy Committee I am passing the torch on to the new incoming Chair, Tony Doyle. I have enjoyed my time as Chair and will respectively remain a member of the committee.

Doyle is the Associate Dean at the Durham College Centre for Food and brings with him a breath of knowledge and experience in advocacy issues from the college.



CONNECT AFTER HOURS: DURHAM ESCAPE ROOMS



If only they had a few more seconds! The team that took on Madame Phyllis' Parlour included (left to right) Darcy Lavoie, Kevin Smith, Craig Howie, Linda Lyons, Greg Frankson, Yvonne Brady and Rylie Wilton.

n January 23, members of the Whitby Chamber of Commerce (WCC) teamed up and took on some of Durham Escape Rooms' many challenging puzzles at the first Connect After Hours event of the year.

Escape rooms are physical adventure games where escapees are locked in a room for a set period of time and must work together to find clues and solve a series of puzzles in order to escape. Guests were split up into three teams and had to use teamwork, logic, intuition and critical thinking to crack the codes in three challenging rooms which ranked from medium to difficult.

The first team took on "Guess Who's Staying for Dinner," Durham Escape Rooms' most difficult room. This team proved no challenge was too difficult for them as they managed to escape

with three seconds to spare. Next up, a team of eight took on "The Castle Crown Affair" and came out victorious. The final team entered "Madame Phyllis' Parlour," but unfortunately got stuck on a clue causing them to run out of time.

"It was my first time doing an escape room, so I wasn't really sure what to expect," said Julie Armstrong Rennie, Sales Representative at RE/MAX Jazz. "Everyone was really into it and worked really well together. Relationships are built when you're working as a team."

Before taking on the escape rooms, guests were able to network while enjoying some snacks from M & R Catering, one of the WCC's newest members.

"All businesses need to improve their social capital and events like these are a

great place to do that," explained Rennie.

This new and improved series, sponsored by Johnson Insurance, MacAskill Chiropractic and Wellness Centre and snapd Whitby, is all about making connections through fun activities at one of Whitby's many entertainment options. Join in on the fun for the next instalment of the series on Tuesday, April 10 for a Paint Night at The Food And Art Café.



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YEP SWEEPIN' SLUMBER CURLING FUNSPIEL



CIBC's winning team, Darcy Lavoie, Justine Nault, Kevin Smith and David Vink, pose with their trophy and champion teddy bear.

On Wednesday, February 21, members of the Whitby Chamber of Commerce (WCC) rolled out of bed and made their way down to the Whitby Curling Club for a day filled with pints, pancakes and pyjamas. The fourth annual curling funspiel, organized by the Chamber's Young Entrepreneurs & Professionals (YEP) Committee, encouraged guests to get comfy with a pyjama themed day in the clubhouse.

After a learn-to-curl session, guests were ready to rock! After dividing into their teams, the sweepin' beauties were sent out onto the sheets, generously sponsored by BDO Canada LLP, CRCS DKI, Roughley Insurance Brokers Ltd, Step By Step Pro DJ & MC Services, and Watters Marketing.

Breaking after the first game for a hot pancake lunch provided by M & R Catering, the curlers refueled and kept the competition going with the YEP

Committee's infamous mini-games, emceed by committee member and owner of Step By Step Pro DJ, Shawn Walsh.

First up was some sleep-related trivia; did you know that a giraffe only needs 1.9 hours of sleep per day!? Then the curlers put their music knowledge to the test with a classic game of "Name that tune!"

These mini games ensure that guests have the opportunity to rack up points both on and off the ice. After the second game of curling, teams had the chance to wager their points on a friendly teddy bear toss. Each team sent out a representative to throw their rock down the ice with a teddy of choice strapped to the top for the ride of its life! Team bets were multiplied depending on the teddy's final destination.

At the end of the day, CIBC's team

came out victorious, winning four tickets to the WCC's Learn-to-Play mini event during the Annual Golf Tournament on Tuesday, June 5.

Prizes were also awarded for best bail and best dressed. Best bail went home with a one-hour massage and posture medic from MacAskill Chiropractic and Wellness Centre. Bested dressed could celebrate their win with a loaded wooden beer caddy donated by DurhamBiz Marketing.

During closing remarks, Shane Terry, current YEP Committee Chair, passed the torch to Walsh, who will be chairing the committee in 2018. Thanks to Terry for his leadership and dedication over the past year!

Keep a lookout for the next YEP event where we'll be moving from the ice to the sand at the second annual volleyball tournament.

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WELCOME NEW MEMBERS

GANGSTER CHEESE

905-409-1464

gangstercheese.com

What makes Gangster Cheese different? They know how to make the perfect product. They can launder any grilled cheese from their kitchen to your hands like no one else.

CORE CLEANING INC.

905-720-2673 corecleaning.ca

Core Cleaning is independently owned and operated and fully insured for both residential and commercial cleaning services.

FUTURE PERFECT CONSTRUCTION

905-430-1600

futureperfectconstruction.com

Resolve, renovate, and build with Future Perfect Construction in Durham Region. Make them your first choice, and you will soon find out how they have been around for over 20 years.

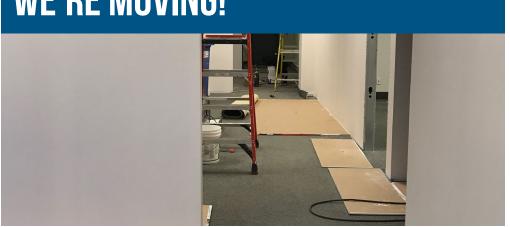
2CO. DESIGN BUILD

905-240-4120

2codesign.com

2Co.Design, provides clients with personalized interior design and renovation services.

WE'RE MOVING!



The Chamber team has been preparing to move for almost a year - but now it's actually happening!

If you visit the offices today, you'll notice bare shelves and piles of boxes. That's because over the next few weeks, the Whitby Chamber of Commerce team will be transitioning from 128 Brock Street S. to 209 Dundas Street E. The team will be located in Unit B4, right underneath

longtime WCC member, Blythe Academy. With a brand new boardroom built in the space, 209 Dundas E. will make the perfect Chamber home for many years to come.

As they say, many hands make light work, so if you think you can help in some way the Chamber team would love to hear from you! Keep your eyes peeled for more updates soon!



Chamber Of Commerce Program Gets You the Office Products & Solutions You Need

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Sign-up to become a qualified member and you'll be able to take advantage of the purchasing power that we have partnered with the Chamber of Commerce to offer.

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Sign-up is simple; we can walk you through it. Once set up, your online user profile is where you would access pricing lists, order tracking, purchase history, and product sourcing. You can also, subscribe to our email for exclusive offers and promotions.



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You get **great ROI**. The savings through the program easily offset your member fees.

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Need help? We provide award-winning customer service available to assist you with all your needs and questions

Convenience

We know you're busy so there are multiple ways to order from us including online, by email or phone.



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10 A.M. TO 2 P.M.

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- Speak with faculty and students from our programs
- Learn about services for students

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M2M DEAL OF THE MONTH

The Member 2 Member (M2M) Discount Program is designed to encourage local shopping and networking by giving members exclusive discounts when doing business with their fellow

members. Every Whitby Chamber of Commerce (WCC) member and their staff have the opportunity to be a part of, or take advantage of this program. Visit the WCC website for a full list of deals!

Interested in offering an M2M discount on your services or products? Contact <u>Greg Frankson</u>, Engagement & Outreach Manager.

ROUGHLEY INSURANCE BROKERS LTD.

Roughley Insurance Brokers Ltd. is offering the Whitby Chamber of Commerce membership a free coffee when you contact them for a no obligation home or auto quote, mention that you are a fellow Chamber member and your next coffee break is on them.

P: 905-576-7770

E: chamber@roughleyinsurance.com roughleyinsurance.com



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MEMBER SPOTLIGHT: COLLINS BARROW DURHAM



Some of the friendly faces of the Collins Barrow Team, including (clockwise) Ian Bergin, Chris Pierce, Andrew Villeneuve, Tom Hill, Laura Wilson. Peter Hobb and Denise Jones.

n independent firm, owned and operated by six partners, is making a huge impact in the Durham Region community. Collins Barrow Durham demonstrates this impact through helping local hospitals, participating in Terry Fox Run events, hosting free tax clinics and donating to a family in need each year at Christmas time. Along with many other initiatives, they also make contributions to the University of Ontario Institute of Technology (UOIT) through donations and recruiting students from UOIT's accounting program.

"These students are the next future leaders in the community and in our firm," said Laura Wilson, CPA, CA, at Collins Barrow Durham. "We help further the students in their career through work experience, networking opportunities and professional development."

Dating back to the 1950s Collins
Barrow Durham has gone through many
name changes and owners. In 2012
they joined the Collins Barrow network,
which allowed them to maintain their
independence and entrepreneurial
spirit while ensuring they had access
to resources across the country and
additional professional development for
their team.

Throughout the past eight years, Collins Barrow Durham has been a great supporter of the Whitby Chamber of Commerce (WCC). Scott Sonley, CPA, CA, CBV, CFF, CDFA, was one of the inaugural members of the Business Summit Planning Committee and they have continued to sponsor the event throughout the years.

"The summit is the key business event for the entire region," says Wilson. "We wanted to be a part of an event that provides networking and development opportunities to owner-managed businesses and not for profits."

"THE SUMMIT IS THE KEY BUSINESS EVENT FOR THE ENTIRE REGION. WE WANTED TO BE A PART OF AN EVENT THAT PROVIDES NETWORKING AND DEVELOPMENT OPPORTUNITIES TO OWNER-MANAGED BUSINESSES AND NOT FOR PROFITS."



Peter Hobb accepts Collins Barrow Durham's Business Achievement Award on November 17, 2017, prensented by Cory Kaiser (right) from event sponsor TD.

The WCC is thankful for their continued support and is proud to announce Collins Barrow Durham as the Title Sponsor for this year's Business Summit! Wilson has also been an active member on the WCC's Connect Women Planning Committee and a part of its Ambassadors Program.

"As a female in a more male-dominant profession, it's great to see more women moving up into leadership roles and helping break the glass ceiling," explains Wilson. "Connect Women a great event that Collins Barrow Durham has always wanted to be a part of."

Collins Barrow Durham's years of community support and involvement is what made them a very deserving recipient of the Business Achievement Award for 16-49 employees category at the 2017 Peter Perry & Business Achievement Awards.

"We really believe in being a part of the community and receiving feedback in this way was really positive," said Wilson. "Thank you to our clients, centres of influence, the Chamber and our team for the support and acknowledgment."

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CANADIAN CHAMBER OF COMMERCE

CANADIAN CHAMBER OF COMMERCE SAYS TODAY'S JOB NUMBERS ARE A WAKE-UP CALL



he Canadian Chamber of Commerce issued the following statement in response to the news today from Statistics Canada that Canada lost 88,000 jobs in January, the steepest single-month job loss since 2009:

"While it would be a mistake to assume that one month's figures necessarily indicate a trend, January's dramatic decline in jobs should remind Canada's governments that investment and jobs are at risk.

"We wrote to the Prime Minister and the Provincial Premiers last July to warn about 'the serious cumulative impact of the growing burden posed by fees. taxes and regulations the private sector is being asked to bear.' We pointed out that, while Canadian governments continue to pile an ever-increasing burden onto Canadian businesses, our competitors are cutting the tax and regulatory burden on theirs. Since we sent our letter, the United States has undertaken the most sweeping tax and regulatory reforms in over a generation, all of which are designed to attract investment and jobs, while our governments have continued moving in the other direction.

"Governments may ignore competitiveness, but investors don't. The next federal budget, which is expected within a few weeks, must focus on closing the gap. Continued inaction risks the futures of families and businesses across Canada.

"Today's job numbers should be a wake-up call. Now is the time for us to take the initiative and build a winning economy for all Canadians."

ONTARIO CHAMBER OF COMMERCE

THE ONTARIO CHAMBER OF COMMERCE'S 2018 ELECTION PLATFORM





VOTE PROSPERITY
THE 2018 ELECTION PLATFORM OF THE ONTARIO CHAMBER OF COMMERCE

Through consultation with our members across Ontario, the Ontario Chamber of Commerce has developed Vote Prosperity, a platform for the 2018 provincial election campaign. This product is designed to provide Ontario with a strategy to leverage our advantages and strengthen our global competitiveness.

Ontario is a great place to live and

work, but the foundation of our prosperity is shifting. Through extensive research, we have identified several factors that limit business growth in the province, from lacklustre exports to an elevated cost of living to decreased labour force participation. These factors, coupled with high input costs such as rising electricity prices, a cap and trade regime, onerous labour law reforms and a burdensome regulatory environment, mean the cost of

doing business in Ontario is high relative to our competitor jurisdictions.

Ontario businesses are the backbone of our economy and our communities. To ensure the next provincial election addresses the most important issues to their survival, we have developed Vote Prosperity. Read the full report.





NEIGHBOURHOOD NEWS

TOWN OF WHITBY 2018 BUDGET NOW AVAILABLE



n February 5, the Town of Whitby's 2018 Budget was released.

The Town delivers a number of programs and services including fire and emergency services, road and winter maintenance, libraries, recreation programs and parks.

Specifically, the 2018 Budget focuses on:

- building the downtowns as dynamic hubs
- improving pedestrian and cycling opportunities and road safety
- building walkable, cycling-friendly neighbourhoods
- developing a Corporate IT

Strategic Plan and Digital Strategy to optimize technology and deliver better customer service

- undertaking a community survey to inform operational plans and annual business plans
- advancing the creation of a Strategic Plan
- investing in economic development opportunities to support the Town's local economy
- developing a Public Engagement framework that inspires civic engagement

continuing to move forward on Downtown Whitby Action Plan initiatives

More than 85 per cent of the 2018
Budget is dedicated to the continued
delivery of high quality programs
and services to residents, as well as
supporting the ongoing maintenance of
the Town's infrastructure and facilities.

In addition to the 2018 Budget, the 2018 Budget Highlights publication, which features the Town's key accomplishments and top priorities, is also available online at whitby.ca/budget.

IN THE TOWN

MARCH 9 TO 10

HACK FOR GOOD GEEKSPEAK

TUESDAY, MARCH 20 8:30 A.M. TO 3:30 P.M. ACCELERATE TO INTERNATIONAL MARKETS (AIM)

PROGRAM

WHITBY PUBLIC LIBRARY

WEDNESDAY, MARCH 21

ONTARIO SHORES' MOCKTAILS, MAKEUP AND A MOVIE

LANDMARK CINEMAS WHITBY

TUESDAY, MARCH 27 8 TO 9 A.M. FACULTY OF BUSINESS AND INFORMATION TECHNOLOGY'S CAPSTONE AND INTERNSHIP

INFO SESSION

UNIVERSITY OF ONTARIO INSTITUTE OF TECHNOLOGY

SATURDAY, APRIL 14 7 TO 11 P.M. A NOVEL EVENING - MAYOR'S COMMUNITY FUNDRAISER

WHITBY PUBLIC LIBRARY

THURSDAY, MAY 31 9 A.M. TO 6:30 P.M.

22ND ANNUAL GOLF FORE GRANDVIEW KIDS

CHARITY GOLF CLASSIC

DEER CREEK GOLF AND BANQUET FACILITY

Interested in sharing your event with our membership through our many media channels? Please <u>fill out the form</u> and email to <u>info@</u> <u>whitbychamber.org</u>. Events included are at the discretion of the Whitby Chamber of Commerce staff and dependent on timing and available space.



Sponsorship opportunities at Whitby's largest family event!



Whitby Ribfest welcomes over 50,000 guests each year who enjoy a fantastic line up of live entertainment, a wide variety of marketplace and food vendors, delicious ribs, cold beverages, and ice cream treats on a beautiful, summer weekend. Proceeds from this annual event provide support to both local community projects and international initiatives through projects of the Rotary Club of Whitby Sunrise.

This is an incredible promotion opportunity for your business or service. Many levels of sponsorship are available or we can tailor your participation to your specific needs. We'd love to hear your ideas and include your company in this great event.

To discuss your sponsorship opportunities, please contact:

- Mark Wittgen 416-618-0876
- Yvonne Brady 905-767-6955
- sponsorship@whitbyribfest.com
- · WhitbyRibfest.com



ALL WHITBY CHAMBER OF COMMERCE INITIATIVES ARE MADE POSSIBLE WITH THE SUPPORT OF OUR PARTNERS AND VOLUNTEERS.

...thank you!