



# CHAMBER*insider*

THE WHITBY CHAMBER OF COMMERCE NEWS PUBLICATION



*in this issue...*

## MEET THE TEAM

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Office Manager	Brenda Bemis
Marketing & Communications Manager	Heather Bulman
Marketing & Communications Coordinator	Sam Wallace
Event Management Coordinator	Rylie Wilton

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## OUR CORPORATE PARTNERS





# OUR MEMBERS THIS MONTH





## MESSAGE FROM THE CEO

**W**hat great fun we had in June! Businesses of varying shapes and sizes were able to connect, learn and lead throughout the month. Thank you everyone for your wonderful feedback and welcome to all of our new members!

Connecting and learning at our annual Golf Tournament was wonderful. We tested a new Learn-to-Play session during the tournament which sold out and received rave reviews. We'll definitely be running this program again at next year's tournament! Thank you again to our generous sponsors and golfers. There are a ton of golf tournaments this time of year and for various causes, so I appreciate the investment of time and money to participate in ours.

Lynde Creek Cleanup increased in participation from last year's pilot – from about 30 to 70 participants this year. Wow! Thank you to EcoBusiness Network for their heavy lifting and contributions, as well as the work by our sponsor – Skyview Electronics!

Our intent this year was to provide our members with a greater understanding of the players in the entrepreneurship space – and this is especially important given the building of the accelerator in Whitby and the ongoing pursuit of a more cohesive network of innovation within Durham. If you're interested in learning more, please come to listen to Patrick Lyver, StartUP Durham on Wednesday, July 18, and our last quarter's speaker Isaac Wanzama from geekspeak! Drinks from Town Brewery, great food from The Tap & Tankard, and a casual interview

setting facilitated by 360insight's Jason King; a great night out on the town!

Check out this issue and our website for details on some more summer programming:

1. Milestones @ Milestones on Tuesday, July 24 celebrates the membership with a summer dinner on the patio of Milestones Grill + Bar.

2. Check out our new office at the Open House & Block Party, thanks to our Connect After Hours sponsors, on Wednesday, August 15.

3. The Business Food Drive Challenge organized by Feed the Need Durham is taking place again this August!

Our team also saw a number of familiar faces while volunteering this month at Food Truck Frenzy, the Brooklin Spring Fair parade and supporting Roger Anderson's Charity Classic – catch us next at Ribfest in the afternoon on Friday, July 6!

Make sure you rest, spend time with family and friends this summer! We've already started planning for 2019!

See you soon,



Natalie Prychitko,  
Chief Executive Officer,  
Whitby Chamber of Commerce



## UPCOMING EVENTS

**WEDNESDAY, JULY 18**  
**5 TO 7 P.M.**

**SPEAKER SERIES: PATRICK LYVER**  
**THE CENTENNIAL BUILDING, THEATRE**

**TUESDAY, JULY 24**  
**5 TO 8 P.M.**

**MILESTONES AT MILESTONES**  
**MILESTONES GRILL + BAR**

**WEDNESDAY, AUGUST 15**  
**4 TO 7 P.M.**

**OPEN HOUSE & BLOCK PARTY**  
**WHITBY CHAMBER OF COMMERCE**

**WEDNESDAY, SEPTEMBER 19**  
**8 TO 10 A.M.**

**LEARN SERIES: HR BUSINESS BASICS**  
**UOIT, UB MEZZANINE**

**WEDNESDAY, OCTOBER 17**  
**8 A.M. TO 4 P.M.**

**THE BUSINESS SUMMIT**  
**AJAX CONVENTION CENTRE**

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# MESSAGE FROM THE BOARD

## MANAGING CHANGE AT THE CHAMBER

BY KYLE PATERSON, PRESIDENT

Change management is a pretty hot buzz word these days but many leaders are left wondering 'when does it apply to our organization?'

Like Heraclitus says, the only thing that is constant is change. I would put forward that we could all benefit from developing our change management skillset. Because we are all comfortable with the status quo, change is scary – therefore our desire is to protect the way we've always done things.



The Whitby Chamber of Commerce (WCC), though constantly evolving, is emerging from a pretty significant change cycle.

Some things not as obvious to the eye; over the past year operational excellence has been a focus. The policies, operating protocols, member management systems and other core day-to-day experience pieces are transforming.

Our advocacy efforts and community relationship development are exceptional. We have an incredible Advocacy Committee that is doing amazing work. They are dedicated to advocating on behalf of all WCC members. If you have an issue, reach out to them through Natalie!

Beyond that, I do not recall a time in recent past where the Joint Chambers

have taken the time to discover common ground, particularly on advocacy issues, and work together to elevate our voice in the Durham Region, Ontario and Canada.

With all of this, a cornerstone of the Chamber experience is relationship development with like-minded professionals who genuinely care about helping each other succeed. We are experiencing an elevated level of quality in respect to networking and strategic partnerships.

If you haven't been to a Chamber event for awhile, I strongly encourage you to attend one of the upcoming events (and get that early bird rate for the Business Summit while you can!) It would be great to reconnect with you!

## MEMBERS TEE OFF AT ANNUAL GOLF TOURNAMENT

A time-honoured tradition in the Whitby Chamber of Commerce's (WCC) history is the annual golf tournament. Thanks to a dedicated planning committee, this event is in its 31st year. However, this year the WCC team shook it up with an earlier agenda and many new activities throughout the day.

One of the biggest new additions was the Learn-to-Play session which invited

members to network with golfers over breakfast sponsored by North American Steel, participate in the warm up led by Pursuit Training's Michael Finigan and Riblet the pig, and then practice their skills in a two-hour golf lesson. Pros from Royal Ashburn Golf Club guided participants through the basics of golf and gave them tips on both their long and short games.

Meanwhile the golfers were off

in their carts, enjoying each other's company and the many on-course activities provided by the hole sponsors, including Let's Make a Deal, Closest to the Hazmat and Mystery Driver. On Hole #1, sponsored by new initiatives hr consulting inc., world-famous trick shot artist Todd Keirstead kept the golfers on their toes with his humour and unbelievable golf skills.

Also on the course were Gangster



Members of the Whitby Chamber of Commerce practice their swing at the new Learn-to-Play session during the 31st annual Golf Tournament on June 5 at Royal Ashburn Golf Club.

Cheese, Fantastic Events, Milestones Grill + Bar and Baton Rouge to ensure the golfers and volunteers stayed nourished between breakfast and dinner.

Throughout the day, golfers also had the chance to win big at the hole-in-ones sponsored by Nurse Chevrolet Cadillac, and Gus Brown Buick as well as at the putting contest sponsored by Goacher Wealth Management - RBC Dominion Securities.

After a long day on the green, golfers came inside for an early dinner sponsored by PGL Environmental Consultants and emceed by CKDO's Terry Johnston. During dinner participants had more opportunities to take home something other than full stomachs with many door prizes, tournament prizes and the newly added silent auction run by Parker & Associates Sports Marketing.

This event helps the Chamber run programming for the business community all year long and its success wouldn't be possible with out the many

volunteers, local businesses, participants and sponsors, including of course the Tournament Sponsor 360insights.



Travis Dutka kicked off the three-course plated dinner with open remarks on behalf of Tournament Sponsor 360 insights.



# SHERRY COLBOURNE TALKS STARTUPS WITH JAY KING

## SECOND SPEAKER SERIES INSTALMENT WELCOMES SPARK CENTRE PRESIDENT & CEO



360insight's Jason King interviews President & CEO of Spark Centre at the Whitby Chamber of Commerce's second instalment of the Speaker Series on May 16.

President & CEO of Spark Centre, Sherry Colbourne, had firsthand experience in a number of entrepreneurial ecosystems before landing in Durham Region. On May 16, Jason King was able to get the scoop on this globetrotter's journey at the Whitby Chamber of Commerce's Speaker Series sponsored by Whitby Economic Development and Motorcity Mitsubishi.

Colbourne returned to Ontario one year ago on the heels of a four-year entrepreneurial sabbatical in the Middle East. While researching the job at the Spark Centre, she discovered the booming Region of Durham.

"I was surprised. Durham Region had all of this amazing stuff going on," said Colbourne. "This is a cool place that, when I was in Toronto, I never gave a second thought to."

Spark Centre is a startup incubator located in Oshawa that finds innovative businesses and helps them get on their feet. She recognized the businesses eventually outgrow the services the centre can offer them and they eventually have to leave the nest. She also stressed the importance of organizations throughout the region to work together to support these businesses.

"They're like your children," explained

Colbourne. "Eventually they grow and have to leave the nest. Let's get these startups in the region, in a place where they can thrive. It doesn't have to be the Spark Centre! I'm not territorial," said Colbourne.

For more insight on the Durham Region entrepreneurial ecosystem, register for the next instalment of the Speaker Series featuring Patrick Lyver, President of Kleurvision Inc. and co-founder of StartUP Durham, on July 18 in The Centennial Building theatre.

Use the code LYVER25 for a discount when registering!

# ADVOCACY UPDATE

## COMMUNITY HEARS FROM CANDIDATES AT PROVINCIAL ELECTION FORUM

BY TONY DOYLE, DURHAM COLLEGE

The topic of transportation and efficiently moving people and goods around Whitby, Durham and well beyond is certainly one that is top of mind for Whitby Chamber of Commerce (WCC) members. However this is far from unique to Whitby.

That is one of the primary reasons why the WCC's Advocacy Committee has been increasingly involved in a region-wide discussion about transportation and ensuring Durham priorities and needs are at the table, particularly now as we get set to work with a new provincial government. Most recently, we were part of a Transportation Roundtable with


Chambers and Boards of Trade from across Durham, while we have also met with the Toronto Region Board of Trade to learn more about its views that the Waterloo-to-Bowmanville corridor is in need of one seamless transit authority.

At the end of the day both sessions confirmed the fact that we have more significant work to be done on establishing a broader co-ordinated plan for transportation in our region, from our roads, to public transit, to air traffic, rail


and accessing the deep water port in Oshawa. However, the good news is that these aforementioned assets position us very well for success, if we can get our immediate- and longer-range planning right.

I encourage everyone to look for opportunities in the weeks and months ahead to learn more and get involved. There's far too much at stake to remain stuck in neutral.





*Emceed by Jason King, 360insights*





**Patrick Lyver, President, Kleurvision Inc.**

As an entrepreneurship advocate, Patrick lets ideas flow constantly and with a consistent desire to take risks in pursuit of grander rewards. He has been at the helm of Kleurvision Inc. for 14 years and continues to drive it into new areas of creative exploration. In 2013 Patrick joined the ranks of Startup Canada, assisting in delivering a digital platform that will connect like-minded entrepreneurs to an ecosystem that is next to impossible to navigate. Most recently he co-founded Startup Durham, a community of entrepreneurs for entrepreneurs that are focused on curating a culture of success and inclusivity.

*Wednesday, July 18 from 5 to 7 p.m.*

*Sponsored by:*



# A SMASHING GOOD TIME AT THE BEACH



Volleyball pros and newbies alike came together for some networking on the courts during the Whitby Chamber of Commerce's second-annual Chamber Smash & Beach Bash volleyball tournament.

The sun was out for the Chamber's second-annual Chamber Smash & Beach Bash volleyball tournament on June 21. This event was developed by the Whitby Chamber of Commerce's (WCC) Young Entrepreneurs & Professionals (YEP) Committee. Hosted for the first time last year, this event continues to grow.

This year, eight teams had their chance to volley their way to victory. In the end the Blue Team came out on top winning court time generously donated by Canlan Ice Sports.

Luckily the participants didn't have to rely solely on their skills in the sand to rack up points.

As with many of the events organized by the YEP committee, and any game show hosted by Drew Carey, the rules are made up and the points don't matter.

Throughout the day teams had the chance to earn and bet their points during mini games such as, Play That Tune, Giant Patio Pong and Trivia.

While it's all fun and games, guests also had plenty of time to network while enjoying drinks and a barbeque lunch on the patio.

This event would not be possible without the contribution of many volunteers and sponsors. In addition

to the planning efforts of the YEP committee, the Step by Step Pro DJ team was on deck all day to keep the party going while the courts were sponsored by Durham First Aid Inc. and Sky Zone Whitby.

Prizes were also donated by Station Gallery, Brimacombe and Canlan Ice Sports. Want your chance to win prizes and connect with fellow young-at-heart professionals? Keep an eye out for more updates from the YEP committee!

## 3S INTERNATIONAL INC.

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[3slight.com](http://3slight.com)

3S is an International Manufacturer's Representative, representing a wide range of lighting manufacturers. It started as a trading company in 2001 with the long-term objective to become an International Manufacturer's Representative. Today they represent a very carefully chosen range of specification grade, top-notch lighting manufacturers.

## APEX FINANCIAL MANAGEMENT

905-493-0378

[apexinvestment.ca/whitby\\_office](http://apexinvestment.ca/whitby_office)

John Markoff joined the APEX team at the end of 2017 and simultaneously opened the Whitby APEX Financial Management office. He has been in the financial planning business since 1995 establishing himself right here in the Durham region when he started his career with Investors Group.

## DURHAM REGION ASSOCIATION OF BLACK PROFESSIONALS AND ENTREPRENEURS (DRABPE)

905-686-0229

Durham Region has one of the largest and fastest growing black communities in Canada. As a result, black businesses have sprung up to meet the specific community needs. DRABPE seeks to provide connections and support to such businesses by giving them access to their network of businesses and professionals.

# WELCOME NEW MEMBERS

## FEELGOOD NATURAL HEALTH

416-879-6945

[feelgoodnatural.com](http://feelgoodnatural.com)

FeelGood Natural not only sells health supplements, they provide you with the answers you need to make an informed choice. Their staff are highly knowledgeable and have resources to find the answers to your health related questions.

## OKANAGAN HOCKEY ONTARIO

905-449-1832

[okanaganhockey.com/academy/ontario](http://okanaganhockey.com/academy/ontario)

Okanagan Hockey Group was founded by Larry Lund in 1963 in Penticton, BC Canada. Over the years, Okanagan Hockey Group became an icon in the hockey camp industry and has grown today to be the longest operating hockey camp in the world.

## REAL-TIME SIGNS

905-409-9150

[realtimesigns.ca](http://realtimesigns.ca)

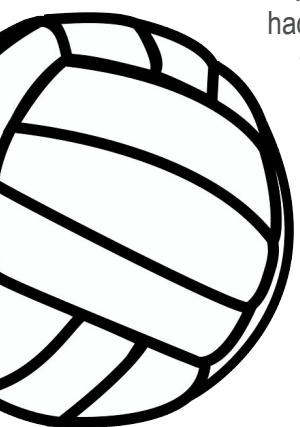
From planning and design to install, Real-Time Signs makes it easy for any business to go digital. Any TV, monitor or LED display can be a digital sign! Whether it's advertising, branding or menu boards, digital signs offer a more dynamic changeable solution over traditional customer facing graphics.

## REMAX COMMUNITY REALTY INC

416-232-2221

[remaxgtaagent.com](http://remaxgtaagent.com)

ReMax Community Realty Inc.'s goal is to provide clients with an elite negotiation advantage, reliable local market information, and around the clock responsiveness.





# BUSINESS FOOD DRIVE CHALLENGE



Durham Region

**BUSINESS**

**FOOD DRIVE**

Challenge

FEED the Need in DURHAM  
responding to hunger

responding to hunger

Help us reach our collective goal of 36,000 meals this August

In 2015, the Whitby Chamber of Commerce and Feed the Need in Durham teamed up to create the Business Food Drive Challenge. This program acknowledges and addresses the need for assistance all year round - not just near the holidays.

Over the past three years, the program has grown, adding more drop off locations and inviting additional Chambers and Boards of Trade to participate. Last year the program collected 3,768 lbs. of non perishable food items and in-demand hygiene items.

"So much of business networking is

about getting to know other businesses on a surface level," said Kyle Paterson, Director of Operational Analytics at Bryson Insurance and President of the WCC Board of Directors. "When we can do something together as a community that makes a difference, it shifts the conversation. Seeing what is possible when we work together is beautiful."

The program has grown even bigger this summer aiming to reach a collective goal of 36,000 meals collected through the month of August.

The program will run from Wednesday, August 1 to Friday, August 31 and

encourages the community to bring non-perishable food items and in-demand hygiene items, such as diapers; deodorant; dish soap and body wash, to one of the participating business drop off locations.

To participate as a drop off location, contact Robyn McKibbin, Outreach, Event & Volunteer Coordinator at Feed The Need in Durham.

Drop off locations will be announced in July. Stay tuned!

# CHAMBER LAUNCHES MENTORSHIP PROGRAM

## STRENGTHENING DURHAM'S ENTREPRENEURIAL ECOSYSTEM



Whitby  
Chamber  
of Commerce

Every great achiever is inspired by a great mentor and the Whitby Chamber of Commerce (WCC) aims to encourage these connections with the launch of its new Mentorship Program.

In 2017, the WCC's Young Entrepreneurs & Professionals (YEP) Committee successfully piloted a mentorship program. Based on key learnings and the energy and enthusiasm communicated by the WCC membership, this pilot evolved to a program that can be leveraged by anyone in the Chamber community.

"My experience working with my assigned mentor was exceptional," said Matthew Gardner, participant in the pilot program. "I learned a lot from hearing his feedback and getting an outsider's perspective of what I am doing."

A new Mentorship Committee, comprised of volunteer WCC members, was developed to facilitate the connection between established entrepreneurs and professionals with mentees in the region, allowing mentors to give back while providing personal development and growth for all participants.

Durham Region has a thriving entrepreneurial ecosystem and it is important for all levels of the business community to work together to continue advancing the reputation and potential of the region. After exploring existing local mentorship programs, the Ideas Summit

Executive Team from AECOM, Durham College, General Motors Canada, Lakeridge Health, 360insights, Ontario Power Generation, Spark Centre, Search Engine People and the University of Ontario Institute of Technology identified mentorship as a requirement moving forward and determined leveraging the WCC Mentorship Program was the most efficient strategy to achieve this goal. This support allows mentees participating in this program to work with a broad range of talented executives in the region.

To participate in this new program as either a mentee or mentor, interested parties must fill out an [application form](#) and sign the [Mentorship Charter found on the WCC website](#).

**THE BUSINESS SUMMIT**  
2018 *Inform. Inspire.*  
Hosted by the Whitby Chamber of Commerce  
Wednesday, October 17 | 8 a.m. to 4 p.m. | Ajax Convention Centre

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**appetizers.**  
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@stationgallery

# wave summer music

Thursday, June 7 at 7pm - *DD Francois Ensemble*  
Thursday, July 12 at 7pm - *Quinto Sol*  
Thursday, August 9 at 7pm - *The Photogenics*

Tickets available online [stationgallery.ca](http://stationgallery.ca)  
or by phone 905 668 4185 \$15 each or 4 for \$50

## 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 [Samantha Wallace](#), Marketing & Communications Coordinator.

## COLLINS BARROW DURHAM

Collins Barrow Durham is offering the Whitby Chamber of Commerce membership a complimentary one hour initial consultation service.

E: [lewilson@collinsbarrow.com](mailto:lewilson@collinsbarrow.com)  
P: 905-579-8563





## MEMBER SPOTLIGHT: JOHN DRAPER



John Draper (front) accepts the Whitby Chamber of Commerce's 2017 Business Person of the Year Award at the annual Peter Perry & Business Achievement Awards gala.

John Draper entered the Journalism Program at Durham College (DC) with a career goal of becoming a restaurant critic. Throughout his time as a college student, Draper frequently delivered presentations for students and faculty on accessibility and inclusivity. During one of these presentations a student in the audience shared with Draper, that his words had inspired him to take a step closer toward creating a more accessible and inclusive community. At the end of their conversation he said "John, you rock," and Draper simply replied with, "together we rock" and that was the beginning of it all.

**WE HAVE  
DIRECTLY BENEFITED  
FROM THE NETWORKING  
OPPORTUNITIES OPEN  
TO MEMBERS OF THE  
WHITBY CHAMBER OF  
COMMERCE.**

In 2006, John Draper founded Together We Rock! Inc. This socially responsible business offers presentations, leadership programs and publications to inspire learning and champion leadership to create accessible and inclusive workplaces and communities. At the core of Together We Rock! is the belief that accessibility and inclusivity are not a disability issue, but rather a community responsibility. Since its inception, Together We Rock! has grown from a small, part-time business, to an incorporated entity that has three employees, nine contract service providers and a team of business advisors.

"Any success in my life is the result of family, friends and colleagues who live the Together We Rock! message with me," explained Draper. "When I was honoured as a DC Alumni of Distinction and received the David C. Onley Leadership in Accessibility Role Model Award in 2017, it was due to the amazing Together We Rock! team."

Together We Rock! has been a member of the Whitby Chamber of Commerce (WCC) since 2017 supporting many events including Discover Ability and the annual Golf Tournament, while also taking advantage of networking and business-related workshops offered by the WCC.

"We have directly benefited from the networking opportunities open to members of the Whitby Chamber of Commerce," said Draper. "There are several businesses we now utilize, and

**“ANY SUCCESS IN MY LIFE IS THE RESULT OF FAMILY, FRIENDS AND COLLEAGUES WHO LIVE THE TOGETHER WE ROCK! MESSAGE WITH ME.”**

several corporations that have booked a Together We Rock! presentation. It's been a win-win situation."

For over a decade, Draper has been an alumni guest speaker for DC delivering presentations to students in the social services, communications and business programs on an annual basis. Draper is also a member of the International Society for Augmentative and Alternative Communication where he has volunteered his time for several of the society's initiatives including presenting at their international bi-annual conferences held in Vancouver, Montreal and Toronto.

In 2017, Draper was recognized for his community involvement and educational

initiatives, as well as the success of Together We Rock!, with the WCC's Business Person of the Year award at the Peter Perry & Business Achievement Awards.

"When it was announced that I was the recipient of this award, a number of emotions clicked in. I was surprised and humbled by this honour," said Draper. "I was also petrified that my erratic wheelchair driving skills would result in some major drama as I went up to the ramp to accept this award! The faces of so many family, friends and colleagues who contributed to the success of Together We Rock! flashed through my mind."

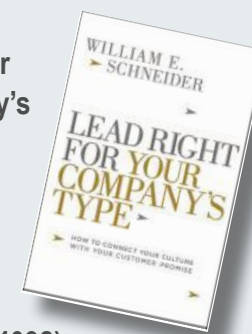


John Draper (middle) at Discover Ability event with Heather Bulman, Marketing & Communications Manager (left) and WCC board member Heather St. Amand (right).



BY DEAN NICKERSON,  
WHITBY PUBLIC LIBRARY

**Lead Right For  
Your Company's  
Type: How To  
Connect Your  
Culture With  
Your  
Company's  
Promise (658.4092)**



**William E. Schneider**

According to author William Schneider, too many companies try to cure their problems with the latest management fad. He suggests that organizations fit one of four profiles – Predictable & Dependable (e.g. utility company), benevolent (e.g. hospital), customized (e.g. executive search firm) and best in class (e.g. high tech company). Each of these profiles require different leadership styles. Matching style and company culture can help lead a company to success, proving that one size does not fit all.

Schneider provides tools and a five-step process with lots of interesting examples.

[Find this book and much more at your library!](#)



# CANADIAN CHAMBER OF COMMERCE

## STATE OF THE ECONOMY



grow (albeit somewhat slowly), these are just some of the factors that might slow it down. As we head into summer, and the mid-point of 2018, now is a good time to take stock of Canada's economic performance and consider what the latter half of the year might have in store for us.

The economy stumbled into 2018, logging its way through weak consumer spending and housing markets. Real

GDP increased at a pace of 1.3 per cent in the first three months of 2018—the slowest quarterly growth in nearly two years. The Canadian economy grew at less than a 2 per cent rate for the third consecutive quarter, a far cry from the nearly 4 per cent average between July 2016 and June 2017.

[Read more.](#)

**T**ariffs. Trade talks. Pipelines. Electoral change. While the Canadian economy continues to

# ONTARIO CHAMBER OF COMMERCE

## WORKING WITH NEW PC GOVERNMENT FOR A PROSPEROUS PROVINCE



Rocco Rossi, President and CEO of the Ontario Chamber of Commerce (OCC) released the following statement in response to the newly-elected PC Government, led by Premier-designate Doug Ford.

"The OCC would like to congratulate Premier-designate Doug Ford and

Ontario's new Progressive Conservative government. We would also like to thank all the candidates who put their names forward this election – your dedication is key in building and sustaining our democracy.

"With the business community facing economic uncertainty and the increasing regulatory and tax burden, bold action and leadership will be required in support of pro-growth policies.

"The OCC's election platform, Vote Prosperity, addressed the most pressing issues that will help the new government bolster Ontario's long-term economic outcomes. We look forward to working

with the PC Government to help strengthen businesses competitiveness, foster job creation, build healthy communities, and improve government accountability.

"As Ontario's business advocate, we believe our province is strongest when business and government work closely together. We are committed to working together to ensure a strong economy in Ontario for all."

## BACD'S PITCH2WIN COMPETITION



three top prizes consist of cash, as well as business services provided by local professionals to help early growth stage business move to the next level.

The idea behind the competition was to give small businesses an opportunity to perfect their pitch and use this new 'improved' elevator pitch in the real world to help increase their sales. Applicants will go through pitch training with BACD's business advisors and get advice from a professional coach.

**B**usiness Advisory Centre Durham (BACD) launches new business competition with the finale event to be part of 'Do It In Durham 2018'

Applications are now open for Durham Region businesses to enter to win \$10,000 worth of prizes in the new BACD Pitch2Win business competition. The

(BACD). "Being able to show your value in a precise and compelling manner to potential customers is an essential skill every business owner needs to know, which is why we chose to do a pitch competition for Do It In Durham, our annual event series held in Durham Region during Global Entrepreneurship Week.

This is a competitive process with the final 10 businesses being on stage at the live Pitch2Win Finale on November 14, 2018 at the Town of Whitby Council Chambers.

To learn more about criteria and to apply, visit [bacd.ca/pitch2win](http://bacd.ca/pitch2win).



## SUMMER CAMP

A fully inclusive camp with sport and recreation, music, art, group games, swimming, and outdoor activities!

**NEW! Junior Camp: Ages 4-7**  
**Kids Camp: Ages 8-12**

click here to  
**REGISTER**

Camp Hours: 9am - 4pm  
Extended Care: 7-9am and 4-6pm

For 1:1 support please contact [kkasper@abilitiescentre.org](mailto:kkasper@abilitiescentre.org)  
(spaces limited)

www.abilitiescentre.org | 55 Gordon Street, Whitby ON L1N 0J2 | 905.665-8500  
kkasper@abilitiescentre.org



## SUMMER CAMPS

All camps available for kids and juniors!

Date	Theme	Price	
		Member	Non-Member
July 3-6	Hollywood Week	\$168	\$196
July 9-13	Sport Week	\$210	\$245
July 16-20	Wild West Week	\$210	\$245
July 23-27	At the Beach Week	\$210	\$245
July 30 - August 3	Superhero Week	\$210	\$245
August 7-10	Jungle Week	\$168	\$196
August 13-17	Mad Science Week	\$210	\$245
August 20-24	Amazing Race Week	\$210	\$245

For 1:1 support please contact [kkasper@abilitiescentre.org](mailto:kkasper@abilitiescentre.org)  
(spaces limited)

Before and after care available from 7:00am - 9:00am and 4:00pm - 6:00pm.  
Must be purchased at the time of registration as space is limited.  
\$25/week for before or after care and \$40/week for both before and after care.







## NEIGHBOURHOOD NEWS

### TOWN LAUNCHES COMMUNITY SURVEY

The Town of Whitby is seeking resident feedback on its current programs and services, in addition to the Town's priorities for the future.

From now to July 6, residents and business owners are invited to have their say by completing a short telephone or online survey. Public-opinion firm Forum Research will conduct 400 randomized and confidential telephone surveys of residents. Those not randomly selected to participate by telephone are invited to complete an online version of the survey at [whitby.ca/communitysurvey](http://whitby.ca/communitysurvey). As part of the survey, residents will be asked to share their opinions on the Town's

customer service, use of tax dollars, programs, priorities, communications and services.

Data collected through the survey will serve as an important benchmark on resident satisfaction with the Town. It will also help inform the development of the Town's annual budgets, strategic plan priorities, and program and service delivery.

"Part of being an inclusive and responsive organization is seeking out and acting upon feedback from those who live and work in the community," said Matt Gaskell, Chief Administrative Officer. "We look forward to hearing

directly from residents as to what matters most to them and using that important information to help develop and improve our service delivery."

Every two years, the Town conducts a community survey to gauge resident satisfaction with its programs and services. The last community survey was conducted in 2016 as part of the Town's Service Delivery Review.

For more information or to take the survey, visit [whitby.ca/communitysurvey](http://whitby.ca/communitysurvey).

*Place your  
ad here!  
Tell your story!*

**CLICK FOR DETAILS**

# IN THE TOWN

Did you know we now have a community calendar?

Check out what's happening in the Chamber community with our new membership community calendar! Interested in advertising your event to the membership? All you have to do is log in to your account and fill out the form.

[Check it out!](#)



*What our members are saying...*

“THE WHITBY CHAMBER OF COMMERCE IS NOT JUST ABOUT NETWORKING, IT IS THE CORNERSTONE FOR BUILDING SOUND BUSINESS RELATIONSHIPS. I HAVE SPECIFIC REWARDING RESULTS THAT WERE 100% A RESULT OF MY MEMBERSHIP.”

DAN WHITE, TAX AUDIT SOLUTIONS

**We want to hear from you! Had a pleasant experience as a result of your membership? Let us know!**  
**[info@whitbychamber.org](mailto:info@whitbychamber.org)**





## Sponsorship opportunities at Whitby's largest family event!



The organizing committee for the 2018 Whitby Ribfest appreciates the outstanding support of our community sponsors:



**360insights**



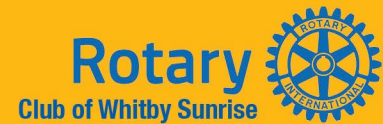
*The*

**LANDING**  
CONDOS AT WHITBY HARBOUR



**Campkin's**  
RV CENTRE

To become a sponsor of the  
largest family focused event  
in Whitby, please contact:  
[mark.wittgen@gmail.com](mailto:mark.wittgen@gmail.com).



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

...thank you!