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2018 ANNUAL REPORT

MHCC

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“Our Brand: Rooted in History”

Our History



Left (back row): Director Sarah Franchetto, Director Tammy Sweeney, Director Guy Schotanus, Director Sarah Bowman, Vice President Tracy Noullett, Second Vice President Marcus Campbell.

Left (middle & front row): Director Irlanda Price, Director Reagan Weeks, President Sarah MacKenzie, Treasurer Brett Pudwell, Past President Perry Deering

The Medicine Hat & District Chamber of Commerce was founded on May 28, 1900 under the Boards of Trades Act by a group of business people which included bankers, barristers, ranchers, merchants, contractors, physicians, a hotelier, lumber dealer and a butcher. Since that time, this member based organization has been the voice of the business community and has always stood for promoting business, monitoring government and championing managed growth in the local economy.

We are proud to represent over 800 businesses in our region and continue to expand our network. We are aligned with both the Alberta Chamber of Commerce (ACC), which represents over 25,000 businesses and the Canadian Chambers of Commerce (CCC), which represents over 200,000 businesses. With the largest and most influential business organizations locally, provincially and federally, the Chamber network can work together to shape policy that will make a difference to businesses in our region.

MISSION STATEMENT

The Medicine Hat & District Chamber of Commerce stimulates a strengthened and vibrant economy in our region through our Connections, Support and Influence

VISION STATEMENT

The Medicine Hat & District Chamber of Commerce is the most unified, valued and influential business network in our District.

“Our Brand: Rooted in History”



Cooperation in the agricultural community has a long history. While each separate farm and ranch is unique with its own identity and brand, success is built collectively. From the very earliest days of settlement, to the present, cooperation has been an essential part of agricultural life. The agricultural calendar is filled with events that require the community to come together to ensure the success of individual farmers and ranchers. Calving, branding, gathering cattle, seeding and harvesting could not be possible without neighbours helping, supporting and lending their labour to each other. There has always been recognition in the agricultural community that success of an individual is impossible without the help of many.

The chamber network, similarly, needs the cooperation of the entire network to ensure the success of individual chambers, and individual members. Boards of trade and chambers of commerce were founded by individual business owners who recognized that a collective voice advocating for change has influence and power. Our chamber, built on the concerns of individual members at a local level, combine with our provincial and federal counterparts, to accomplish together what seems like an overwhelming task individually. It comes as no surprise that some of the founding members of our chamber were ranchers and businesses that served the agricultural community. Banding together and harnessing the collective voice was the obvious solution to effecting change.

This past year illustrated the need for cooperation in the chamber network. The challenges and obstacles that businesses face today are felt by every individual business in all industries and sectors. It can feel disheartening as an individual when faced with a legislative and regulatory landscape that has become harder and harder to navigate. The only solution is to combine our voices and efforts. In order to be heard, and influence the outcome, a cooperative voice will need to be applied.

The 2017 – 2018 year was filled with challenges that we addressed on behalf of our members. We anticipate that this upcoming year will continue to produce issues that will require our combined input.

We are prepared, and have cultivated a strategy that will allow us to support our business community by contributing to, and influencing, the conversation. We look to the history and tradition of our region for the clues to grow the opportunities of tomorrow. Our agricultural community has shown us how to establish roots between individual members and chambers, respecting their unique qualities, while recognizing the similarities and collective aspirations that we share. Our chamber, while unique and individual, has fostered working relationships with the chamber network. This allows us, on behalf of our members, to collectively say with one unified voice, representing over 800 members locally, 25,000 provincially and over 200,000 nationally, what will make the difference to a single member.

As we look back on the past year, we recognize that we have inherited a rich legacy grown by individuals and revealed in an organization that has made a mark on our community since 1900. We are encouraged knowing that our mission to connect, support and influence reflects the vision of our founding members. The path forward in the years to come is informed by where we have come from. The tradition of cooperation, and its roots in the fabric of our community and chamber, will allow us to continue to connect our members to a greater network, support their individual goals and needs, and influence the decisions of government. We honour our agricultural roots and recognize that our success as a business community, and chamber, is built on their example of celebrating the individual while working together to promote the success of all.



THE CANADIAN
CHAMBER
OF COMMERCE

LA CHAMBRE
DE COMMERCE
DU CANADA



connected!
member of the canadian chamber of commerce network



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MEMBERSHIP M

Whether big or small, existing or new, an investment in the Medicine Hat & District Chamber of Commerce is truly an investment in your business and our community. Beyond creating a great community, investment in a membership offers a real dollars and cents return for businesses. Our programs and activities are specifically developed with members' profitability in mind.

In 2017-2018, we welcomed 117 new members and had over 114 Member-2-Member discount program partners, along with our continued work to build our corporate value-added program.

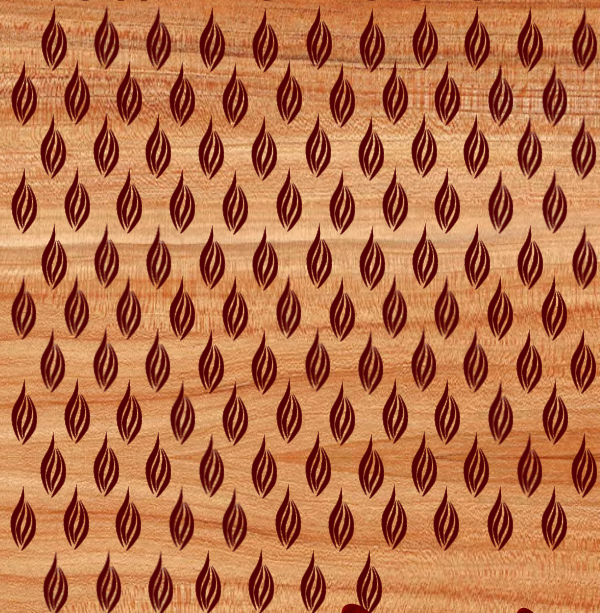
Businesses of all sizes join the Chamber of Commerce for varying reasons and we're pleased to provide a variety of options to help businesses meet their goals. Whether you would like to increase your contact or client base, promote your business, or interested in taking advantage of one of our many programs, we're here for you.

Value Added Partners



2017–2018 MEMBERSHIP SUMMARY

117
New Members



114
M2M

Member-to-Member
Discounts





The Chamber is a member-driven, volunteer- led organization created to provide leadership and advocacy for a healthy business environment and we believe that collectively we can accomplish what no one business could do alone.

The Business Advocacy Committee (BAC) largely contributed to the Chamber's profile and effectiveness. Through our policy and advocacy approach we develop and advocate for new and innovative solutions to improve the business climate on behalf of our members. This past year illustrated the need for cooperation in the chamber network. The challenges and obstacles that businesses face today are felt by every individual business in all industries and sectors. It can feel disheartening as an individual, when faced with a legislative and regulatory landscape that has become harder and harder to navigate. The only solution is to combine our voices and efforts.

The 2017 –18 year was filled with challenges that we addressed, as a unified voice on behalf of our members including:

- Corporate income tax
- Minimum wage increases
- Employment and labour standard changes
- Residential to non-residential tax gap
- Property assessments
- Offsite levies
- Land development
- Development fees and charges
- Municipal finances and the financially fit framework
- City purchasing
- Business licensing and e-permittin
- Municipal planning
- Municipal engagement
- Regulatory burdens of business
- Creation of a Child Advocacy Centre
- Port of Wild Horse improvements
- Twinning of Highway 3 and
- Municipal air services

Provincially, the Chamber of Commerce sponsored the following policies:

- ♦ Clarity Needed in Employment Standards, Averaging Agreements and Treatments of Statutory Holidays
- ♦ Higher Standards for Animal Welfare
- ♦ Impacts of Significant Minimum Wage Increases
- ♦ Managing Impacts of Layered Legislation

While co-sponsoring 9 additional policies:

- ♦ A Systems Approach for Provincial Transportation Systems
- ♦ Add Consistency to the Tax Act Through Indexing
- ♦ Consolidating the Provincial and Federal Corporate Tax
- ♦ Educate and Foster Entrepreneurship Through MicroSociety
- ♦ Elimination of Border Re-Inspections & Associated Fees on Canadian Meat Exports in USA
- ♦ Preparing for the Legalization of Cannabis
- ♦ Returning Alberta to Balanced Budgets
- ♦ Small Scale Renewable Energy
- ♦ Water for Sustainability

Federally our work this past year included policies on such issues as:

- ♦ Commercial Border Crossing Access
- ♦ Creating a New Pharmaceutical Industry in Canada
- ♦ Marijuana and the Workplace: Ensuring the Safety of Workers and Businesses

Through our efforts, we were pleased to mark the following three policies as complete as we have achieved our recommendations:

- ♦ Accountability in the City of Medicine Hat Land Development Business'
- ♦ Assessment and Taxation
- ♦ MGA Review

“Irons in the Fire”

ADVOCACY IN ACTION

Alberta Chambers of Commerce Wins for Business

The Alberta Chambers of Commerce (ACC) is active in engaging its provincial and federal representatives on issues that are most important to Alberta businesses. We are committed to advocating for the competitiveness and viability of business and ensuring it is at the forefront to bring shared prosperity to our province. Our efforts over the past year include:

- Submitting to the Parliamentary Standing Committee, Department of Finance, and Premier Notley regarding Tax Planning Using Private Corporations
- Joint Cannabis Framework Submission
- Consultations on Worker's Compensation Board and OH&S Legislation

Canadian Chamber of Commerce Wins for Business:

We, along with all of you, are committed to ensuring Canadian businesses have access to the people, customers, infrastructure, capital and technology needed to compete and win in domestic and global markets. Our efforts paid off with three major campaigns launched:

Protect Growth - Stop Unfair Tax Changes

Through a concerted effort by the entire chamber network the federal government revised its proposed tax reforms and reduced the small business tax rate as a result of the comments and concerns expressed through the #ProtectGrowth campaign. We remain vigilant as to the details and applications of the measure.

Keep Trade Free

The chamber network was mobilized to advocate for free trade in between Canada, the U.S. and Mexico. Because of concerted efforts by chambers across Canada and the United States the voice of business was heard and directly impacted the outcome of trade negotiations.

Regulate Smarter

The Canadian Chamber of Commerce's new report, *Death by 130,000 Cuts: Improving Canada's Regulatory Competitiveness* outlines how the federal regulatory environment is failing Canada's economy and how elected officials, regulators and businesses can work together to fix it.

Visit the advocacy page of our website for further information on our advocacy initiatives:
www.medicinehatchchamber.com/pages/Advocacy

E EVENTS

The Chamber strives to engage, support and grow our membership by delivering exceptional networking and business development opportunities, as well as provide the opportunity for our business community to connect personally with government leaders and decision makers. While the Chamber is non-partisan, we try to bring exposure to our community by coordinating and encouraging visits by elected officials of various political backgrounds to help build an understanding of local issues.

Networking

#BusinessAfter5

Business After 5 is Medicine Hat's premier networking event developed to create an atmosphere where the host can market their goods and services and members can network with other Chamber members and guests. Available only to Chamber members to host, but open to the entire business community to attend, this event is a great way to network with other business professionals with the attendance at these events increasing.

#NetworkB4Nine

Who doesn't love a good cup of coffee in the morning? Network b4 Nine is designed to offer the same benefits as Business After 5, but is tailored to those whose schedules are better suited for a morning event.

The Chamber's Annual Membership Appreciation and Spring Open House is our little way of saying 'thank you' to our members for their continued support. Through our membership appreciation, we have the opportunity to give recognition to those members who are celebrating milestone anniversaries with us.

Education & Growth

Several opportunities exist for members to take part in learning and training opportunities to enhance their business, deal with challenging situations or build on employee knowledge. We deliver these through webinars, luncheons, conferences, and information sessions. Topics addressed change and evolve on a regular basis, and are based on emerging business issues and the needs expressed by our members.

Engagement and Connections

The Chamber hosts a variety of luncheons and seminars which provide a great opportunity for Chamber members and the business community to connect one-on-one with municipal, provincial and federal leaders and representatives, and engage in meaningful dialogue that relates to, or directly affects our local economy. We are proud to host our Election Forums, Mayor's Breakfast and State of the City each year, in addition to any Government roundtables and events to facilitate these conversations.

2017 BA BUSINESS AWARDS

Award of Excellence: Short Grass Ranches Ltd.

Business Ethics: Cameron J. Kemp Law Office

Community Involvement: Canadian Fertilizers Ltd

Customer Service: Reliance Insurance Agencies

Employer of Persons with Disabilities: The Post

Employer of Youth: The Boarding House

Export: Rustic Pickle

Franchise Business of the Year: Anytime Fitness

Innovation: Atlantis Research Labs Inc

Large Business of the Year: Short Grass Ranches Ltd.

Marketing Excellence: South Country Co-op Ltd.

New Business of the Year: Hell's Basement Brewery

Small Business of the Year: Neubauer Farms

Southeast Alberta Shines: Tourism Medicine Hat

Young Entrepreneur: Solid Rock Fencing

The annual Chamber Business Awards are held in support of National Small Business Week, with the very first awards being presented over 15 years ago. Originally the awards had only two categories, Small Business of the Year and Large Business of the Year, and have evolved over the years to the 15 awards we now present.

The 2017 Business Awards was a fantastic event that had over 500 people in attendance. The theme for this year's awards was 'Unmasking the Success of Business' which was chosen to celebrate the success of business in our region through a masquerade festival atmosphere. This was our opportunity to discover and reveal the true attributes and character of successful businesses in our community. When we unveil and 'unmask' all of our strengths, we discover why our region can, and has, achieved great success.

A total of 74 nominees were nominated in 14 categories with one business taking home the prized, Chamber of Commerce Award of Excellence. Category winners are chosen by various adjudicating committees who meticulously review the applications submitted and choose the best possible recipient based on the information provided.

The event was sponsored by various businesses and organizations including TD Bank (Banquet Sponsor), Chatnewstoday.ca and Chat TV (Ceremony Sponsor), Brightan Financial Strategies Inc. (Chamber Partner Sponsor), MNP LLP and Air Canada (Platinum Sponsors), JMH & Co. Chartered Accountants (Twitter Screen Sponsor), Brost Developments Inc and CIBC Commercial Banking (Gold Sponsors) and Scene- Fab Inc. (Décor Sponsor).

The awards presented were sponsored by Servus Credit Union, BDC, CORE Association, TELUS, RBC Wealth Management Dominion Securities, APEX, South Country Co-op, 102.1 CJCY, CIBC Wood Gundy, Medicine Hat Accommodation Association, Better Business Bureau, the Medicine Hat College, and the Medicine Hat & District Chamber of Commerce.

#mhBizAwards

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TRADE SHOWS TS

The Great West Home & Leisure Show is held the second-last week in October and it features a variety of products, services and attractions including Food Alley, Healthy Living and the Children's Activity Centre.

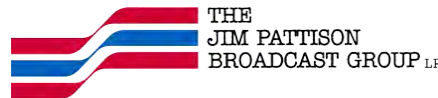
The Sunshine Home & Garden Show takes place annually the first weekend in March and features attractions from home renovations, design and gardening needs, the latest and greatest gadgets, products and services, and all the traditional trade show treats. In 2017, exhibitor space in the Sunshine Home & Garden Show was sold out!

Both shows attract approximately 200 exhibitors and anywhere from 8,000 to 11,000 attendees.

Each year the Chamber invests time and resources into creating quality trade shows for the community, and we are proud to host not only the longest-running, but the largest home, garden and leisure trade shows in Medicine Hat. With thousands of consumers visiting the shows over the course of three days these trade shows give an incredible opportunity to gain exposure for your business, demonstrate and sell products and showcase your services. As an added bonus, Chamber members receive 10% off the price of booths.

Bringing business together under one roof provides a fantastic experience for everyone. For businesses, the personal connections you can make with thousands of consumers and clients are unmatched. For consumers, you'll find fresh inspiration, helpful tips, innovative products, and fantastic deals in remodeling, home improvement, design, gifts and services. Trade shows present a range of valuable opportunities for companies that participate, including meeting potential customers, finding new and better ways of doing business and building a more impressive reputation within an industry.

THANK YOU TO OUR 2017-2018 SPONSORS



MEMBERSHIP M MILESTONES

50 Years (Member Since 1968/69)

KFC Medicine Hat
Niblock & Company LLP

30 Years (Member Since 1988/89)

Serenity Homes
Smith & Hersey Law Firm
Medicine Hat Public Library
Medichair Medicine Hat
City Auto Parts
Weddingstar Inc.
Fountain Tire

20 Years (Member Since 1998/99)

Comfort Inn and Suites
All Seasons Self Storage
Friends of Medalta Society
Sobeys
Cypress Club
Icy Mountain Water Co. Ltd
The Scoreboard Sports Lounge
Lafarge Canada Inc.
Amron Construction
KAL Tire - Box Springs
Blinds by Vertican Inc
Hat News & Tobacco (1983) Ltd

10 Years (Member Since 2008/09)

The Wellington Retirement Residence
Victory Lutheran Church
Reliance Insurance Agencies 1998 Ltd
CJCY-FM, 102.1 (A Division of Rogers Broadcasting)
South East Alberta Watershed Alliance
Sandfly Marketing Inc.
Bice & Sons Drywall/Stucco Services Ltd.
Irwin's Heating Service
Trevor Moore Inc.
1030921 Alberta Ltd.
Parklane Motor Inn
Shelley Dirk Management Consulting
Rossco's Pub
Southland Volkswagen
Murray Hyundai

PAST PRESIDENTS



1900/02	E. J. Fewings	1946	R. C. Tennant	1983	W. J. Morrison
1903	T. Tweed	1947	T. A. Burwash	1984	B. Bauman
1904	D. Mine	1948/49	T. R. Osborne	1985	D. Wilkins
1905	W. Cousins	1950	J. H. Boylan	1986	J. Welling
1906	F. L. Crawford	1951	D. S. Hawthorne	1987	R. Lehr
1907/08	C. S. Pringle	1952	H. R. Hutchings	1988	C. Sissons
1909	H. Stewart	1953	R. C. Gardner	1989	M. Melham
1910/11	H. L. Tweed	1954	R. E. Keating	1990	L. Martin
1912	D. Milne	1955	W. D. Lutes	1991	R. Smythe
1913	L. Y. Birnie	1956	R. J. Buss	1992	R. Derbyshire
1914	L. N. Laidlaw	1957/58	J. C. Miller	1993	A. Mcleod
1915	R. P. Stewart	1959	R. S. McBride	1994	T. Brekki
1916	W. Rutherford	1960	F. C. McGuiness	1995	B. Shank
1917/18	H. L. Tweed	1961	W. J. Selhorn	1996	B. Miskuski
1919/22	E. L. Chudleigh	1962	G. H. Sissons	1997	L. Smythe
1923	A. F. Andrews	1963	W. H. Hayne	1998	H. English
1924/25	F. W. Gershaw	1964	J. H. Cocks	1999	D. Franko
1926/27	N. M. Waldo	1965	J. M. Pritchard	2000	K. Smith
1928	R. C. Black	1966	A. H. Wiggins	2001	D. Fisher
1929	C. Pratt	1967	O. F. Weiss	2002	R. Pillman
1930	W. A. Church	1968	T. Dutton	2003	J. Close
1931	H. N. Davis	1969	R. Reidy	2004	K. Fetherstonhauh
1932	A. P. Burns	1970	R. E. Ashburner	2005	C. Stolz
1933	C. J. F. Beny	1971	T. A. Sissons	2006	K. Taylor
1934	G. A. Hover	1972	J. D. Horsman	2007	J. Mutschler
1935	R. G. Butchart	1973	O. Kope	2008	J. Penner
1936	G. M. Blackstock	1974	R. D. Skidmore	2009	J. Melhoff
1937	F. W. Gershaw	1975	C. A. Taylor	2010	D. Stroh
1938	R. S. Boyd	1976	L. H. Baisley	2011/12	M. Bauman
1939	J. Mitchell	1977	R. Lehr	2013	J. Melhoff
1940	D. W. Hays	1978	J. Warsimaga	2014	C. Hellman
1941	J. H. Yuill	1979	D. Weiss	2015/16	K. Vogt
1942	J. Galbraith	1980	Dr. J. Edwards	2017	A. Fleming
1943	A. Atkins	1981	G. Adams	2018	P. Deering
1944/45	R. H. A. Lacey	1982	E. Eaton		

Employee Benefits Enjoyed by 30,000 Canadian Businesses

The Chambers of Commerce Group Insurance Plan has been protecting Canadian firms for over 40 years. More than 30,000 small to midsize businesses choose the Chambers Plan to protect their employees with comprehensive group benefits, including Health and Dental insurance, making it Canada's #1 employee benefits plan for small business.

The Chambers Plan is the simple, stable, smart choice for business; combining accessibility, flexibility and the stability of pooled benefits. Firms choose the Chambers Plan year after year because it offers unsurpassed value and customer service.

The Chambers Plan – it's for your benefit.

Simple

Looking for an employee benefits plan that's simple to manage? Spend less time administering your benefits program with:

- Chambers Plan's exclusive advisor support
- Quick set-up
- Easy-to-use forms
- 48-hour claim processing
- Simple administration

Stable

Concerned about rising group insurance premiums? Then you need a pooled program from the Chambers Plan. Rates are based on the average of claims from thousands of similar firms, keeping premiums manageable and predictable and providing stability year after year.

Smart

Don't add to someone else's profit. The Chambers Plan is a not-for-profit program—all surpluses stay in the Plan and help lower premiums.

Give your employees more for less. Health and Dental premiums are a deductible business expense and a TAX FREE benefit for your employees.



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MEDICINE HAT & DISTRICT Chamber OF COMMERCE

OPERATIONS TEAM

LISA KOWALCHUK
EXECUTIVE DIRECTOR

CHANTELLE LEGAULT
TRADE SHOW MANAGER

CHANTEL FISCHER
MEMBERSHIP SERVICES COORDINATOR

JENNA ARSENEAULT
EVENTS COORDINATOR





KATALIN LANG
POLICY AND COMMUNICATIONS
COORDINATOR

LESLIE MAYER
SALES COORDINATOR

KATHERINE TINGLEY
ADMINISTRATIVE COORDINATOR



ONLINE COMMUNITY

	Website Sessions:	77,000
	Subscribers:	3,400
	Twitter Followers:	3,293
	Facebook Likes:	1,150



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