



Mission Chamber of Commerce BusinessTRACK

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OCTOBER 2016

Chamber celebrates Small Business Month

The Mission Regional Chamber of Commerce is celebrating the vital role small businesses play in our local community for Small Business Month this October.

"Small businesses represent the furnace that powers our local economy in Mission, and they play a critical role in creating jobs at home," said David Sawatzky, President of the Mission Regional Chamber of Commerce.

As a member of the BC Chamber of Commerce, the Mission Chamber is part of active advocacy to support small businesses, including:

- A call on all government departments to strengthen programs that review existing legislation and regulations, and cut the red tape that often results in unnecessary costs to small business (and ultimately the consumer);
- A call for the creation of a task force in partnership with business and government to develop and implement improved access to simplified practical information regarding proper business succession practices for SME business owners;
- A call for a dialogue towards a made-in-B.C. value-added tax (VAT), and in the shorter term, measures to mitigate the

damaging effects of PST;

- The continued expansion of Mobile Business License programs across the province, with the goal of eventually establishing a single, province wide licensing program for all businesses; and
- A call on the provincial government to remain committed to tying minimum wage increases to the Consumer Price Index (CPI) to ensure certainty and predictability for small businesses.

As well, the Mission Chamber is a dedicated advocate for Mission's small businesses at the local level. *"Some of our recent work includes the adoption of our 'Remediation Standard for Drug affected homes' policy which was adopted unanimously in the BC Chamber and received 99% approval at the Canadian Chamber of Commerce AGM in September" adds Sawatzky (see page 17 for more info).* More details on this policy can be found online at missionchamber.bc.ca/governmentrelations

The Chamber encourages Mission businesses to be involved in the advocacy efforts we undertake. Member policy sessions are going to be held in November to discuss issues brought forward during recent Business walk surveys (see results on page 20) and



through individual members. Issues identified in these sessions will help the government affairs committee to formulate policy to take to the Local, Provincial and Federal levels of government to assist business in reducing red tape and increasing business success.

To help in promoting Small Business Month locally, the Mission Chamber is hosting a variety of events open to all local businesses. Education seminars focussing on "Financial Literacy for Business", our 2nd annual Business Showcase and Network event, along with the first ever

Business Excellence Nominees Luncheon are all great places to network and grow your business connections. New this year will be the addition of the Professional Speaker series during the Business Showcase and Network event on Oct 26th with keynote speakers talking about important issues that affect local business. See our events calendar for more details on all of these fantastic events!

"Small Business Month is a great opportunity for our community to celebrate these hard-working businesses that bring great ideas and entrepreneurial spirit to our community," says Kristin

Parsons, Executive Director, Mission Regional Chamber of Commerce, "many of these same businesses have been honoured by the community with nominations in the 2016 Business excellence awards. We are truly lucky to have such a dynamic business community."

"Promote and celebrate local small businesses this month by shopping, buying and eating local, and be sure to come out and support your favourite local businesses as they are honoured at the Business Excellence Nominees Luncheon on Oct 20th" added Sawatzky.

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OCTOBER 2016 President's Report

It is hard to believe that as I am writing this column it is already October. September zoomed past in what seemed like breakneck speed but perhaps that is because September was a busy month and a very successful one at that.

In the last business track I wrote about our preparations for the Canadian Chamber of Commerce AGM and Conference in Regina Saskatchewan, where I was planning to present a policy resolution asking the Federal Government to create a remediation standard for homes and properties affected by the cultivation and production of legal and illegal substances. I am very pleased to announce that our policy was adopted by the members of the Canadian Chamber, without amendment by a 99% vote in favour.

This constitutes a huge advocacy win for the Mission Regional Chamber of Commerce and potentially an even larger win for those needing available housing stock in our country, provided the Federal Government acts upon the Canadian Chamber's newly adopted policy recommendation... Stay tuned.

September also witnessed our first ever night golf event. I can honestly say that I have never been to a golf

tournament like this one before, and I have never had such crazy fun on a golf course before. Thank you to all of our sponsors and the fresh group of faces who attended and made it such an overwhelming success - clearly our Chamber of Commerce knows how to have a good time! Last month we also managed to visit a few more businesses in our business walk series. I am grateful that owners, entrepreneurs and managers were able to share some of their valuable time with us and impart insight into their businesses as well as the overall Mission economic climate we might not otherwise receive. In September we added 11 new members to the halls of the Chamber and hosted a luncheon where Telus announced a 24 million dollar Pure Fibre Optic infrastructure investment into the District Mission. As I said earlier... what a busy and successful month September was and with October being Small Business Month we are set to exceed our members expectations again!

I encourage all of our members to join us for our many FREE seminars to increase your financial literacy for business. Special Thanks to Ann Harper for delivering these workshops for our members. October is a time to



David Sawatzky
PRESIDENT

celebrate as we come together for the first ever Business Excellence Nominees Luncheon on Oct 20th, join us to celebrate the outstanding honour the nominees are given when voted by the community and their peers. And finally we round out our busy month with our 2nd annual Business Showcase, this years event is bigger and better with a special speaker series, over 25 booths and much more! I look forward to seeing you out at one of our many events this month!

Business WALK 2016

The Mission Regional Chamber of Commerce partnered with Community Futures North Fraser, Mission Downtown Business Association, The Mission Record and District of Mission Economic Development, to conduct a Business Walk regarding businesses in Mission, BC. The purpose of this Business Walk was to establish a connection with local businesses, and to identify action where

appropriate, issues and opportunities as a means to assist businesses to stay in the community and grow.

Top Three things businesses like most about doing business in Mission:

1. The Clientele
2. Their location in the community
3. The affordability

Top Three issues Businesses face in Mission:

1. Finding staff to fill entry

level positions

2. Finding labour for skilled/ talent required positions
3. Increase in Social Issues

"From our results there was a total of 59 businesses out of 102, that are either hiring or finding it hard to replace staff. Mission is growing and our local businesses are finding it hard to staff according to the growth." said, Kristin Parsons, Executive Director, Mission Regional Chamber of Commerce.



More on page 20



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Remediation standard policy receives 99% voting support at CANADIAN Chamber AGM

On September 19th, 2016, The Mission Regional Chamber of Commerce (MRCC) policy resolution on "Remediation Standard for Legal and Illegal substance affected properties" was adopted at the Canadian Chamber of Commerce AGM being held in Regina, SK.

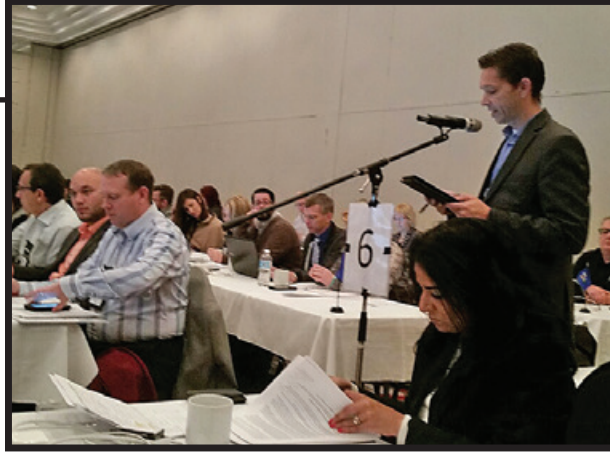
MRCC Chamber President, David Sawatzky presented the policy to the floor and received a 99% vote in favour with no amendments to the policy. "This is an outstanding accomplishment for the Government Affairs Committee with the MRCC as they have worked tirelessly for many years to bring this policy forward to both the provincial and federal level." Says David Sawatzky, President, Mission Regional Chamber of Commerce. "The due diligence of the committee members in the background research and engagement with key stakeholders was paramount in ensuring the success of the policy."

After receiving unanimous support for the policy at the BC Chamber of Commerce AGM in Kelowna in May, the MRCC received numerous requests to bring the policy to the federal level. After becoming a new member of the Canadian Chamber of Commerce in June, the MRCC was proud to bring forward this policy with strong support from many Chambers including the Quesnel Chamber, Abbotsford Chamber, Terrace & District Chamber, Squamish Chamber, Upper Ottawa Valley Chamber, and Greater Langley Chamber. In addition, the District of Mission and Township of Langley put forward their support for this policy with a letter of support.

The resolution put forward by the Mission Chamber with support from Quesnel Chamber of Commerce, addresses pressing issues identified by the Business community on the need to ensure a standard level of remediation of homes affected by the manufacture and cultivation of substances.

The Government Affairs Committee within the Mission Chamber has been working on this policy for many years, with the assistance of local chamber members, BC Real Estate Board and BC Home Builders Association.

"We have been working hard to ensure the policy developed was ready for Federal attention. We were very pleased to receive overwhelming support on an issue that we identified as vital to not only our local members but members across the country," Adds Tony Luck, Government Affairs Committee Chair. "We are very proud of this accomplishment for the Mission Chamber!"



This year the Canadian Chamber brought together close to 300 delegates of Chambers of Commerce and boards of trade from across the country to discuss and debate 70 proposed resolutions on issues that are most important to their respective memberships. Mission Chambers resolution received 99% support from the delegates.

"With approximately 78 amendments put forward on other resolutions of the day, our policy was adopted without any amendments or even recommendations of amendments. We left no doubt that this was an important and long awaited policy of national scope that needed attention now, especially considering the housing stock deficit in many of our communities and the impending legalization of marijuana." Adds Sawatzky. In total 62 resolutions were passed and 7 were defeated with 1 being withdrawn.

Mission Chamber supported several other chambers resolutions from our province, including Surrey Board of Trade and Greater Nanaimo Chamber of Commerce.

Locally supported resolutions included:

- Barriers to Succession Planning – Greater Nanaimo Chamber of Commerce
- Credit Card Merchant Fees – Vancouver Board of Trade
- Integrated Water Management for Canadas Water Resources – Surrey Board of Trade
- Protecting Our Infrastructure Asset Management – Greater Nanaimo Chamber of Commerce

Resolutions adopted by the Canadian Chamber AGM process become a part of the Canadian Chamber's advocacy agenda to the Federal Government. An updated copy of all the resolutions passed this last week will be made available on the Mission Chamber website in early November.

UPCOMING EVENTS

October 19th

"FINANCIAL RATIOS" SEMINAR
WITH ANN HARPER, CPA, CA

Place: Mission Chamber Boardroom

Time: 8am-10am

Price: FREE

October 20th

BUSINESS EXCELLENCE
NOMINEES LUNCHEON

Place: Rockwell's Chapel Room

Time: 11:30am-1pm

Price: \$20 members

\$25 non members

Business Nominees – receive 2 free tickets to attend

October 25th

"GROWTH & EXPANSION SEMINAR"
WITH ANN HARPER, CPA, CA

Place: Mission Chamber Boardroom

Time: 8-10am

Price: FREE

October 26th

BUSINESS SHOWCASE AND
NETWORKING EVENT

Place: Rockwells Chapel Room

Time: 3pm-7pm

Cost: Free for members

\$10 non-members

Exhibitor Tables are still available

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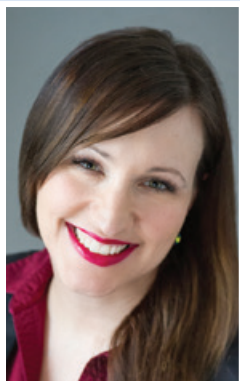
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execdir@missionchamber.bc.ca

Kristin Parsons
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info@missionchamber.bc.ca

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Janessa Syrenne
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Mission Regional Chamber of Commerce

BUSINESS SHOWCASE AND NETWORKING EVENT



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Chamber of Commerce Business Showcase
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Why your company needs to offer a group benefit plan!

Health and dental benefits are a crucial piece of employee compensation packages. While Canada's national healthcare program gives Canadians access to doctors and emergency medical treatment, it doesn't cover everything. A group benefits plan helps to ensure your employees and their dependents are adequately protected. Benefit packages can be tailored to meet the needs and budgets of small businesses just as much as they can be tailored for big businesses.

Here's why your company needs a group benefit plan:

Helps attract new hires. A benefit plan makes a business more attractive because it means employees don't have to pay out-of-pocket for health-related expenses, leaving more money in their pockets at the end of the day. If you don't offer a benefits plan your competitor will!

Retain employees. A well-designed group benefit plan meets your financial expectations while boosting employee morale, satisfaction and productivity, thereby minimizing the costs associated with high employee turnover.

Protects your employees and your business. A group benefit plan gives employees peace of mind as it helps protect their financial security against a range of health-related situations. At the same time, group benefit plans protect your business from the financial strain of an employee being unable to work for an extended period of time.

Lowens tax burden. The group benefits a business provides to its employees can reduce its taxable revenue. And, in many cases, the premiums paid by the employer are tax deductible.

Canada's workforce covers a diverse age group – from millennials to baby boomers – all of whom have different health needs. This means that offering cost effective group benefits is more important than ever. Through understanding the advantages of offering group benefits and the various options available, small businesses can develop a plan that balances the expectations of employees with the overall cost of providing the benefits. At IGL Financial Solutions, we can help you navigate the complexities of the group insurance marketplace.



Chambers of Commerce Group Insurance Plan®

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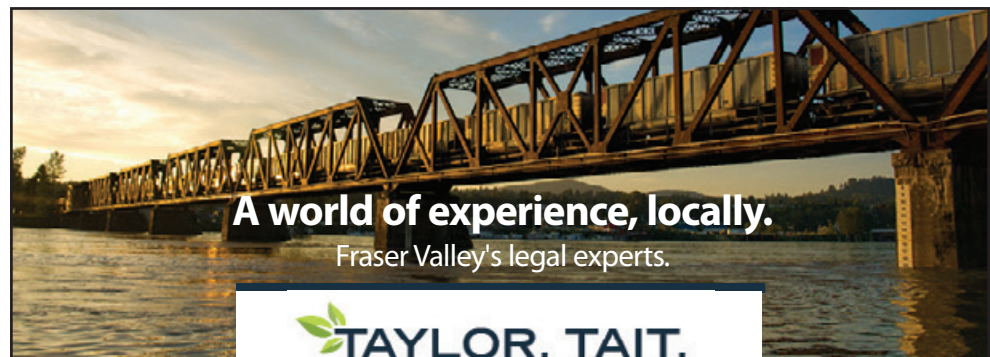
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Business WALK 2016 Results

Top Three services that would most help businesses in Mission thrive:

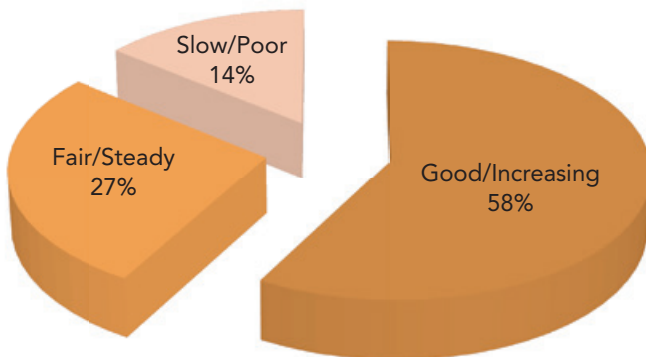
1. Promotional Events & Marketing
2. Safety & Security
3. Streetscaping and Beautification Projects



Other Key Findings from the Business Walk:

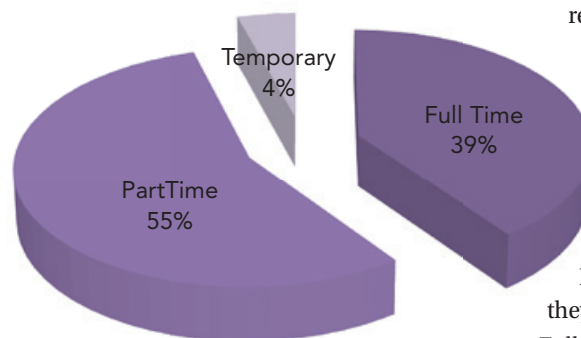
- Promotion and Marketing Events are most sought after by Mission Businesses, in order to make the public aware of local stores within the community
- High percentage of businesses expressed concern for increase in social issues
- Many businesses willing to be part of solutions
- Potential to bridge gap with social service providers to bring solutions together

Current state of Business compared to same time last year:



Total number of employees based upon surveyed locations

Total: 1,658 employees



Thank you to all of the Businesses that participated in the 2016 Business Walk. Based on the interest businesses regarding the Business Walk, the Mission Regional Chamber of Commerce will be conducting "Walk about Wednesdays" in the New Year of 2017. These Walk about Wednesdays will be the same idea as the Business Walk of visiting local Mission Businesses and identifying where they can be continuously supported. Full Business Walk Survey Report available online at missionchamber.bc.ca/solutions

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Small Business Month Events

Oct 19	"Financial Ratios Seminar" with Ann Harper, CPA, CA 8-10 AM, Mission Chamber of Commerce Boardroom	FREE
Oct 20	Chamber Business Excellence Nominees Luncheon 11AM-1PM \$20/Members \$25/Non-Members	
Oct 25	"Growth & Expansion" Seminar with Ann Harper, CPA, CA 8-10 AM, Mission Chamber of Commerce Boardroom	FREE
Oct 26	Chamber Business Showcase & Networking Event 3PM-7PM FREE/Members \$10/Non-Members	FREE

CELEBRATE SMALL BUSINESS MONTH

"You know that if you can make a business get off the ground then you are absolutely capable of accomplishing anything in this world."
- KRISTEN PRESCOTT

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