



CHAMBER*insider*
THE WHITBY CHAMBER OF COMMERCE NEWS PUBLICATION



With support from the 2017 Connect Partners, the Whitby Chamber of Commerce (WCC) will be hosting its first-ever slot tournament at the September Connect After Hours Event.

On Thursday, September 14, join fellow WCC members at OLG Slots at Ajax Downs for an evening of excitement. Enjoy

drinks and hors d'oeuvres while a casino representative shares tricks of the trade. Guests will then take turns trying to rack up as many points as they can. The winner will go home with a prize generously donated by the OLG.

Thank you to the continued support of the WCC's 2017 Connect Partners: canaPHEM,

MacAskill Chiropractic and Wellness Centre, Mikala Inc., Roughley Insurance, and The Village of Taunton Mills.

Ever wanted to test your luck without losing any money? This is your chance!

[REGISTER TODAY!](#)

MESSAGE FROM THE CEO

2017 BOARD OF DIRECTORS

Matthew Mackenzie, President
University of Ontario Institute of Technology

Kyle Paterson, Vice-President
Bryson Insurance

Brandon McBride, Secretary
Mason Bennett Johncox

Kevin Bathe, Treasurer
Ritchie Shortt & Tully LLP

Kevin Baker
Durham College

Matt Douglas
CRCS DKI

Brion Hendry
BDO Canada LLP

Rob Ichelson
canaPHEM

Cathy MacAskill
MacAskill Chiropractic and Wellness Centre

David Paterson
Royal Ashburn Golf Club

Heather St. Amand
Abilities Centre

WHITBY CHAMBER OF COMMERCE

128 Brock Street South
Whitby, ON L1N 4J8
905-668-4506

Natalie Prychitko
Chief Executive Officer

Brenda Bemis
Office Manager

Heather Bulman
Marketing & Communications Manager

Greg Frankson
Engagement & Outreach Manager

Samantha Wallace
Marketing & Communications Coordinator

Rylie Wilton
Event Management Coordinator

Labour Day: I personally associate it with the birth of my daughter, and this year I deliver her again – but this time to her first year in university. For many, this time of year means children go back to school and adults return to a more rigorous work schedule.

September for me is a time of transition and that word is certainly a standard here at the WCC! We continue to transition, including busy summer months with the Board of Directors and many Committees who continued meeting throughout the summer months, membership attending some new events and advocacy focused on several hot topics, including taxation, workplace legislation and red tape!

Our next two quarters are full of change:

- A more effective and detailed process for evaluating our many Business Achievement Award nominations – don't wait to reserve your spot to celebrate our local businesses and people, tickets are already going fast!
- Exhibitor booths and many of the sponsorships for the fourth annual Durham Region Business Summit are already sold out! With amazing keynote and Soundbyte

Speakers, don't wait to purchase tickets for yourself and your clients during Small Business Week.

- An updated monthly newsletter is in development. Keep a lookout for significant changes launching this fall!
- Categories for the Member Directory are being restructured. Watch out for communication from the Chamber team to ensure your membership profile works for you!
- Advocacy efforts continue with two more events to help membership understand the detailed implications of Bill 148, the Fair Workplaces, Better Jobs Act. It effects everyone!

Thank you to our amazing membership for your feedback, support, participation and encouragement. I'm glad to hear you're embracing the changes – continue looking for more! We've only just scratched the surface.



Natalie Prychitko,
Chief Executive Officer
Whitby Chamber of Commerce

UPCOMING EVENTS

LUNCHEON LEARN SERIES: URSULA HATHERLY, RBC

Whitby Chamber of Commerce

Tuesday, September 5

12 to 1 p.m.

CONNECT AFTER HOURS: OLG SLOT TOURNAMENT

OLG Slots at Ajax Downs

Thursday, September 14

5:30 to 8 p.m.

LEARNING LOCALLY BREAKFAST CONFERENCE

Abilities Centre

Friday, September 22

7:30 to 9 a.m.

BELL LET'S TALK BREAKFAST

Ontario Shores Centre for Mental Health Sciences

Tuesday, October 3

7:45 to 9 a.m.

DURHAM REGION BUSINESS SUMMIT

Ajax Convention Centre

Wednesday, October 18

8 a.m. to 4 p.m.

PETER PERRY & BUSINESS ACHIEVEMENT AWARDS

Deer Creek Golf & Banquet Facility

Thursday, November 16

6 p.m.

MEDIA PARTNERS

107.7 FM 1580 AM



THANK YOU





MEMBERSHIP SHARPENS KITCHEN SKILLS AT CONNECT AFTER HOURS EVENT

On August 9, members of the Whitby Chamber of Commerce (WCC) tied up their aprons and sharpened their skills at the Durham College W. Galen Weston Centre for Food for the first-ever Cooking and Connecting after hours event.

Chef Anna Mae Crespo taught the membership basic cooking skills and led them through the creation of Bistro '67 flatbreads. WCC Chief Executive Officer, Natalie Prychitko, and Office Manager, Brenda Bemis, got their aprons a little dirty as they showed off their cooking skills with attendees.

"What great fun," said Prychitko. "Testing different kinds of events allows our membership to connect in new and exciting ways which is vital to our success." Following the class, members gathered in the atrium which features a two-storey living-wall herb garden and has views of the apple orchard, agricultural planting fields, gardens and greenhouses. Here, everyone connected over beverages while sharing their fresh baked flatbreads.

This event is one of six Connect Events the WCC hosts, with the support of its annual Connect

Partners. This year's partners include canaPHEM, MacAskill Chiropractic and Wellness Centre, Mikala Inc., Roughley Insurance Brokers and The Village of Taunton Mills.

"A big thank you to our Connect Partners for their ongoing support of the membership coming together in unique and engaging settings," said Prychitko. "It makes networking that much easier."

Presented by our Connect Partners



WELCOME NEW MEMBERS

DIRTY MARTINI – WHITBY

905-668-3030

Looking for the perfect place to hold your event? Dirty Martini is a new venue with a unique exciting atmosphere that's sure to please. The Whitby location offers a licensed establishment with state of the art light and sound systems. Look for their upcoming grand opening at Whitby Entertainment Centrum!

EXPRESS EMPLOYMENT PROFESSIONALS

905-493-8542

expresspros.com/oshawaon
Express Employment Professionals works with job seekers to help them find the right job for their skills and experience. As one of the leading staffing agencies in North America, they provide employment services and workforce solutions to employers throughout the community.

RES MUNERIS PROFESSIONAL SERVICES INC.

416-628-0253

resmuneris.com

Res Muneris means Business Services. Their goal is to take the complexity out of technology and make it easy to explore new ideas. They approach every company's problems with their specific needs in mind. Technology is purely a toolset for getting the job done, and Red Muneris can help you find the right tool for the job.

ROGERS COMMUNICATIONS – SMALL BUSINESS CENTRE

905-430-2584

rogers.com/smallbusiness

Rogers Small Business Centres offer friendly, one-on-one advice from knowledgeable Small Business Specialists. Attend events and workshops to hear from industry experts

CHRIS & SUE
www.chrisandsue.ca

OVER 25 YEARS EXPERIENCE

We specialize in commercial, industrial and investment real estate
If you are thinking of leasing, selling or buying call us.
We know commercial real estate

Sue Duchesnay
866.273.1333
sue@durham.net

Chris Tyrovolas
905.666.1333
ctyr@royallepage.ca
chrisandsue@royallepagecommercial.com

ROYAL LEPAGE 100
FRANK Real Estate
COMMERCIAL

and learn how the latest technologies can help modernize the way you work and take your business to the next level.

FEATURED RENEWING MEMBER JOHNSTON, MONTGOMERY

905-666-2252

Patrick Johnston, a seasoned and experienced practitioner in the Durham Region, and his partner John Montgomery, have restructured their law practice to address the rapidly evolving needs of Durham, adding Erin Watson to complement the firm's repertoire in 2012.

The main focus of the firm is to provide comprehensive personal and business law expertise using a simple, client based approach to streamline the delivery of legal services.

To add depth and broaden the firm's base of legal expertise, the firm continues to seek new associates who bring with them additional knowledge, energy and ability from their individual legal backgrounds. Clients of the firm can receive simultaneous attention from our knowledgeable professionals to ensure that your various legal issues are dealt with quickly, using the appropriate level of expertise in a cost effective fashion.



YEP COMMITTEE UPDATE

Originally scheduled in June, the Whitby Chamber of Commerce's (WCC) first-ever volleyball tournament was rescheduled due to rain. However, that only gave participants more time to super charge their spikes as the rain date, August 3, turned out to be a hot and fun-filled day in the sun.

The YEP Chamber Smash & Beach Bash welcomed six teams

to get dirty at Canlan Ice Sports while repping their team colour. Champions of the day were Team Blue, which was comprised of representatives from Naylor Building Partnerships.

In true YEP fashion, winners of the day weren't necessarily the winners on the courts. Throughout the day, teams racked up points through various

mini-games, including Giant Beach Pong, Plinko and a round of Name That Tune!

As always, Shawn Walsh from Step by Step Pro DJ Services kept the party going, playing favourite summer hits and co-emceeing the event with YEP Committee Chair, Shane Terry.

"It was great to see so many new faces out there," said Terry. "It was a hot day but everyone involved was eager to participate with a high-level of energy and sportsmanship."

Next, the YEP Committee is working in partnership with the Spark Centre to host a welcome reception for the annual IGNITE Pitch Competition at the Centennial Building – stay tuned for details!



MEMBER 2 MEMBER DISCOUNT PROGRAM

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.

By offering a M2M discount on products or services, businesses receive exposure to the entire WCC membership. Members

can also cut costs by taking advantage of the growing list of M2M deals.

Interested in promoting products and services through the M2M Discount Program?

Contact:

Greg Frankson,
Engagement & Outreach
Manager

greg@whitbychamber.org



**Your affordable response
to employees' "Bill 132"
harassment complaints**

Andrew J. Yu, CHRL

Employee Relations Consultant
Private Investigator
(Harassment/Human Rights)
Certified Human Resources Leader

www.rising-phoenix.ca

M2M DEAL OF THE MONTH: MEADOWGLEN DENTAL CARE

Meadowglen Dental Care is offering the Whitby Chamber of Commerce membership free teeth whitening with a dental exam. For new patients only.

P: 905-430-0555

E: info@meadowglendental.com
meadowglendental.com



ADVOCACY COMMITTEE UPDATE

The summer has been a busy time for The Advocacy Committee. With the help of the Whitby Chamber of Commerce (WCC) staff, the committee's Terms of Reference and structure have been reshaped. If you have an interest in advocating for business, then this is the committee for you.

Over the past month, the committee has continued to work on behalf of our members with the Ontario Chamber of Commerce regarding Bill 148 the Fair Workplaces, Better Jobs Act 2017 which included reviewing the Economic Analysis on business provided by the

Keep Ontario Working Coalition. We submitted letters to the Standing Committee on Finance and Economic Affairs, written to the Premier of Ontario and our local MPPs and MP. This Bill is significant because it is projected to put 185,000 jobs at risk in Ontario.

The committee's focus going into the fall will be to leverage the insight from the Economic Analysis of the Keep Ontario Working Coalition and move various other advocacy files we have been working on such as red tape, energy and transportation on behalf of our members.

IN THE TOWN

ECONOMIC INSIGHTS INTO 15 CANADIAN METROPOLITAN ECONOMIES



The Conference Board of Canada®

A [recent report](#) from no less of an authority than the Conference Board of Canada has confirmed what many of us have known for a long time – Whitby is a central

hub of economic growth.

Only now we know that growth isn't just trend-setting here in Durham or Ontario, rather it's Canada-wide and the results are generating new attention from coast-to-coast.

The Oshawa Census Metropolitan Area, which is comprised of Oshawa, Whitby and Clarington, was identified as the fastest growing area amongst 15 medium-sized cities in the report, a heady standing to say



St. John Ambulance
SAVING LIVES
at work, home and play

Be ready to save a life –
learn first aid & CPR today!

We offer courses for work,
home and play

From babysitter classes to
health care provider

Durham Region St. John Ambulance
64 Colborne Street, Oshawa
(905)434-7800
www.sja.ca



JohnHoward
SOCIETY OF DURHAM REGION



**Offers FREE Employment Services to
Employers and Job Seekers**

Employer Incentives	Youth & Adult Programming
Essential Skills Upgrading	Job Matching & Placement
Job Search & Support	Employment Workshops
Job Training & Retention	Youth Job Connection

www.jhsemploymentservices.ca
905-666-8847
114 Dundas Street East, Suite 200, Whitby

FEATURED NEW MEMBER

PITA PIT WHITBY

905-425-0366

The Whitby Chamber of Commerce is thrilled to welcome Pita Pit Whitby to the membership. In 2009, Pat Kane took over the Whitby Pita Pit location at 119 Brock Street South. Previously a bouncer in downtown Toronto, Kane saw the success of restaurants who were open late to cater to the bar crowds. This location became a downtown staple for anyone looking for late-night eats.

Unfortunately, in 2015, a devastating fire started in a neighbouring business, destroying a number of downtown establishments – including Pita Pit. A year later, Kane and his family were ready to re-open in a brand-new location in North Whitby.

A Canadian franchise established in 1995, Pita Pit offers quick and healthy food options at 650 stores in North America, Europe, Asia, the Middle East and Asia-Pacific. They cater too!

FEATURED VOLUNTEER

KIM COPETTI

A member of the Whitby Chamber of Commerce (WCC) for 18 years, Kim Copetti has supported the Chamber in a number of roles. During her time on the WCC Board of Directors, Kim represented the membership as President of the Board at both the Canadian Chamber of Commerce and Ontario Chamber of Commerce Annual General Meetings. Prior to serving as President, she spent many years on the Board as Treasurer and on the Nomination Committee. Since 2009, Kim has helped ensure the WCC membership have their voices heard through the efforts of the Advocacy Committee.

In addition to her commitment to the WCC, Kim is heavily involved in the Whitby community, including chairing the Downtown Whitby Development Steering Committee. She is Treasurer on the national and Durham councils for ProAction Cops and Kids, an organization funding programs for police officers and at-risk youth.

A resident of Ajax for 26 years, Kim is married with two children. In the past she chaired the Finance Committee at her church and was the Treasurer on her son's rep teams. She also is Past President of the Durham Homepreneur Group, which was the networking organization that led to her establishing her practice in Whitby. With offices in Ajax and Whitby, Copetti & Co. provides expert tax, assurance and entrepreneurial services to help businesses grow and prosper.

ONTARIO CHAMBER OF COMMERCE

ANNOUNCING THE 2017 OBAA FINALISTS: INCLUDING OUR VERY OWN ABILITIES CENTRE!



The Ontario Chamber of Commerce (OCC) has announced 14 finalists for the 2017 Ontario Business Achievement Awards (OBAA's). Over the past 35 years the OBAA's have grown to become the most recognized industry gala that recognize business excellence in Ontario.

Hosted on Wednesday, November 29, OBAA's recognize



achievements in innovation, entrepreneurship, integrity and the hard work of the businesses built in our own backyard.

This year the Abilities Centre, a Whitby Chamber of Commerce member, is one of two finalists in the Ontario Leaders in Accessible Employment category. This category recognizes a business that has created an accessible work environment, values the

contributions of persons with disabilities and promotes the development of an inclusive workplace culture for all.

To find out more about the OBAA's and read about all of the finalists, visit the [OCC website](#).

CANADIAN CHAMBER OF COMMERCE

THREE NATIONAL CHAMBERS CREATE ALLIANCE TO BUILD A NEW NAFTA



The Canadian Chamber of Commerce (CCC) is undertaking a campaign of business-to-business visits in selected states across America. The goal of the campaign is to raise awareness in key states among business leaders and legislators about how important the Canada-U.S.

relationship is to businesses on both sides of the border.

The CCC has visited Virginia, South Carolina and Tennessee.

For more information, contact canada-usprogram@chamber.ca.

MEMBERSHIP COMMITTEE UPDATE

Summer has not slowed a bit for the Membership Committee, as the workload and engagement activity remained high as the Whitby Chamber of Commerce (WCC) rockets toward September. There has been a tremendous amount of activity as the overhaul of member relations initiatives begin to take hold.

The first two editions of the WCC's newly revamped and relaunched free Luncheon Learn Series started the second half of 2017 off with a bang. Twenty-five attendees experienced Member 101 in July with presentations by Chamber staff and the Business Advisory Centre Durham

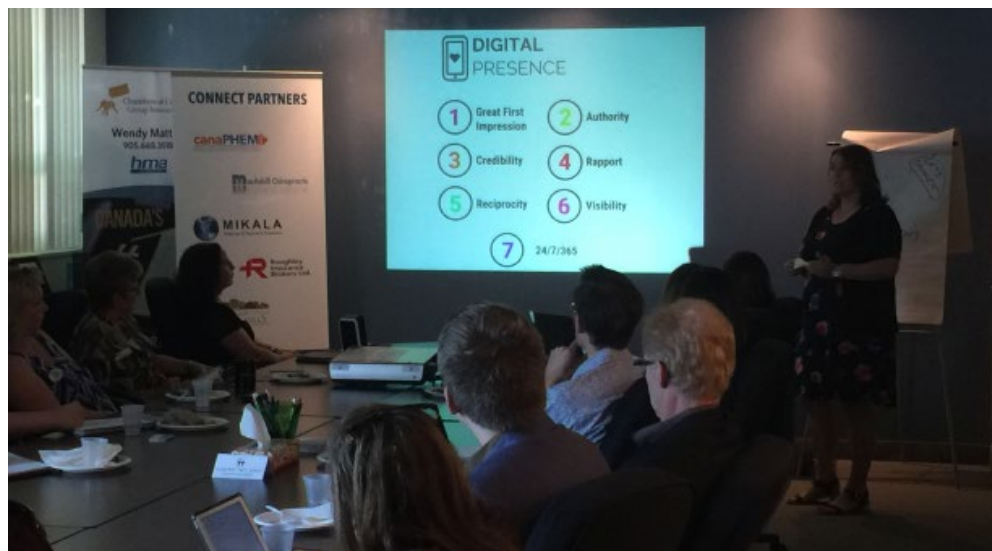
(BACD). In August, Executive Director of the BACD, Teresa Shaver, led a highly informative session on building and strengthening digital presence in front of a full house. Lunches were graciously provided from the updated menus of Residence Inn by Marriott Whitby and St. Louis Bar and Grill Whitby.

The next edition of The Luncheon Learn Series, on how to recruit, retain, recognize and reward employees for less (particularly millennials), will be facilitated by Ursula Hatherly from RBC on Tuesday, September 5. RBC will provide snacks, so bring your lunch! Register for this free event

today!

Over the coming months, the results of the committee's hard work will be shared with you, including reviewing the WCC's cost savings and discount programs.

The Membership Committee is always looking to hear from the broader Chamber membership. If you have any suggestions, feedback, comments or ideas for how the Chamber can better serve its membership, please contact the WCC's Engagement & Outreach Manager, [Greg Frankson](#).



New Year. New Learning.
lynda.com

Limitless learning, limitless possibilities. Now available to residents of Whitby!



Whitby Public Library | doorway to discovery

Sign in with your **Whitby Public Library** card for software, creative and business skills courses.

Payment Solutions Right for your Business



Payment
Terminals



Integrated POS
Solutions



Online
Solutions



Mobile & Tablet
Solutions



Loyalty Solutions &
Merchant Cash
Advance

Tailored Solutions to grow and manage your business one transaction at a time.

FIRST DATA'S CHAMBER OFFER



Earn a \$1,000 MasterCard® gift card¹ if First Data cannot beat your current payment processing fees. To get started, all we need is a copy of your current statement.



Speak with one of our
Business Consultants today
at 1-888-265-4117.

Visit chambermerchantservices.ca
for more information about our
program and services.

¹Some conditions apply. Merchant processing cost comparison based on all merchant services processing charges shown on most recent processor merchant statement, excluding 3rd party fees, compliance fees and equipment costs. Limit one gift card per merchant. Please allow 6 to 8 weeks to receive for your MasterCard® gift card. This exclusive offer is valid to new contract merchants only. Offer is valid until December 31, 2017.

© 2017 First Data Canada Ltd. is a registered ISO of Wells Fargo Bank, N.A., Canadian Branch, Toronto, ON, Canada. All trademarks, service marks and trade names used in this material are the property of their respective owners.

21958 2017