



# WHITBY CHAMBER OF COMMERCE ANNUAL GENERAL MEETING

## JOIN US TO LEARN MORE ABOUT OUR PROGRESS AND PLANS FOR 2017

You and your team are invited to the Whitby Chamber of Commerce (WCC) Annual General Meeting where you will get a recap of Chamber initiatives in 2016 as well as a glimpse into what's in store for 2017. This is also your

opportunity to meet the Board of Directors and our new CEO, Natalie Prychitko.

This event is open to all WCC members and their respective employees.

It's not too late to register!  
[Click here to save your spot.](#)

**When:** March 29, 2017  
4:30 PM - Registration  
5 to 7 PM - Annual General Meeting  
**Where:** Whitby Yacht Club  
701 Gordon St  
Whitby, ON L1N 5S4  
**Cost:** Free



**2016 BOARD OF DIRECTORS**

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Spring has arrived! Although we're still parading around in heavy coats, I think there is sunlight at the end of the tunnel.

What an adventure I've had this month! The Chamber has been full of energy and creativity, including celebrating our 6th Annual Connect Women. Congratulations to our magical volunteers, 220 attendees and more than 20 marketplace vendors. The Trafalgar Castle School was alive with inspiration as we heard from our speakers Uchechi Ezurike-Bosse, Traci Trimble and Jennifer Botterill. Each of these powerful women highlighted their story and how adversity enabled them to navigate and transform their lives. Thank you to Tracy Hanson for her emcee skills. As always, she helped all of us stay on track: even with chocolate fountains and candy bars calling our names!

As soon as the team landed back at the WCC offices, planning continued for our next events. We have a busy calendar including partnerships with our neighbourhood Chambers and Boards of Trade, The Abilities Centre, and a milestone 30th anniversary golf tournament. In addition, I hope our high-level assessment of our 2017 Federal Budget was helpful; the information session regarding the BIA formation; and the information presented to those in attendance for the Hire Immigrants presentation by the Ontario Chamber of Commerce (OCC). On March 27, I'll be attending the Ontario Chamber of Commerce Queen's Park Advocacy Day, which will be another opportunity for me to learn, represent our Chamber and its strong membership.

I'm looking forward to meeting you at our Annual General Meeting. This year, we've changed it up a bit: with various presenters and insights – including 2016 highlights, 2017 plans, exciting developments in the Town of Whitby, and more! Come meet our new Board Members, celebrate our volunteers and enjoy making connections.

And lastly, yes, changes continue at the Chamber. The announcement about Amanda's resignation was bittersweet, as we should take pride in the fact that this environment develops talented individuals. We'll do our best to maintain continuity and a strong level of service during our transformation. And I am committed to keeping you updated.



**Natalie**  
**CEO**  
**Whitby Chamber of Commerce**

2017 MEDIA PARTNERS



UPCOMING EVENTS

**ANNUAL GENERAL MEETING**

Wednesday, March 29

4:30PM – 7PM

**LIGHTS OUT! HOW ENERGY COSTS  
ARE KILLING ONTARIO JOBS**

Friday, March 31

7:30AM – 10:30AM

**LUNCH & LEARN WITH MICHELLE PALMA**

Tuesday, April 4

12PM – 1PM

**WOMEN IN BUSINESS WITH THE GOCC**

Monday, April 10

5PM – 7PM

**EMERGENCY FIRST AID TRAINING**

Thursday, April 27

8:30AM – 12:30PM

**ANNUAL MAYOR'S LUNCHEON**

Thursday, May 11

11AM – 1:30PM



## FEDERAL BUDGET

Further to the federal budget being delivered, your Advocacy Committee, along WCC staff, analyzed the document to find sections which may be particularly relevant to you and your business. Some highlights of the budget include:

- Employment insurance premiums are going up five cents to \$1.68 per every \$100 of insurable earnings, up from \$1.63 — the maximum allowable increase under the Employment Insurance Act.
- The public transit tax credit, which allows the cost of transit passes to be deducted, is being eliminated effective July 1.
- An “innovation and skills plan” to foster high-tech growth in six sectors: advanced manufacturing, agri-food, clean technology, digital industries, health/bio-sciences and clean resources.
- Extended parental leave to 18 months by spreading 12 months worth of payments over that time.
- Allows expectant mothers begin claiming maternity benefits up to 12 weeks before their due date, an increase from the current eight.
- \$2.7 billion over six years for labour market transfer agreements with the provinces and territories to modernize training and job supports, to help those looking for work to upgrade skills, gain experience, start a business or get employment counselling.

• \$287.2 million over three years, starting in 2018-19, for a pilot project to facilitate adult-student access to student loans and grants.

• \$400 million through the Business Development Bank of Canada on a cash basis over three years, beginning in 2017-18, for a new Venture Capital Catalyst Initiative that will increase late-stage venture capital available to Canadian entrepreneurs (late-stage venture capital is typically offered to young, established businesses with sales and revenue, in order to help the businesses grow).

For more analysis please click [HERE](#) for the budget summary produced by the Canadian Chamber of Commerce.

To access the budget documents, backgrounders and fact sheets, click [HERE](#).



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# CONNECT WOMEN 2017



## ANOTHER GREAT DAY CELEBRATING WOMEN IN BUSINESS!

More than 220 men and women joined us on March 21 at the sixth annual Connect Women conference. This day left guests feeling excited, engaged and empowered! Special thank you to the historic Trafalgar Castle School, where guests enjoyed a delicious three-course plated lunch.

The speakers left us feeling inspired and how to overcome adversity in our daily lives. Speakers included Uchechi Ezurike-Bosse, Traci Trimble, Jennifer Botterill and emceed by Tracy Hanson. Connect Women also featured a vibrant Marketplace, where guests were to explore and discover wares from local businesses.

Thank you to all of our sponsors and we hope to see you next year!

## ONTARIO CHAMBER OF COMMERCE ENCOURAGED BY FOCUS ON SKILLS DEVELOPMENT, BUT CALLS FOR INCREASED INVESTMENT IN TRADE-ENABLING INFRASTRUCTURE

The Ontario Chamber of Commerce (OCC) welcomes the Government of Canada's decision to focus on skills and innovation, announced in today's 2017 Federal Budget. Overall, with the Budget delivering underwhelming implications for Ontario's business community, the OCC is calling on the federal government to enhance investment in trade-enabling infrastructure.

While Ontario's business community recognizes the critical importance of social infrastructure investment, the traditional infrastructure deficit across Canada remains a troublesome issue. Increased spending must be directed towards the kind of trade-enabling infrastructure that can transition Ontario through to an innovative, high-growth economy. This type of infrastructure delivers a significant return on investment and responds to the need for Canadian goods in the global market.

"Infrastructure investment is critical to the economic health of Canada. As the federal government pursues laudable goals related to social programs, we ask that they do not neglect the need for investment in trade-enabling infrastructure," said Graham Henderson, Chair of the OCC Board of Directors. "The quality of our nation's infrastructure directly contributes to the productivity of our workforce."

For years, OCC members have been citing a lack of appropriately skilled workers as a primary roadblock to success. Investing in the development of Canadians' skills is essential to ensuring our country's global competitiveness and is critical to our transition to an innovation economy. The OCC applauds the federal government for addressing the skills mismatch that currently exists within Canada, however today's budget does not address the barriers to bringing in global talent.

The OCC is encouraged by the Budget's increased funding for work-integrated learning, which aligns with the OCC's policy priorities for 2017. The continued prosperity of the province will be highly dependent on the success of policy measures

designed to capitalize on the increased demand for a creative, flexible, highly-skilled workforce.

"Addressing the current skills gap is essential to creating a sustainable workforce that is ready to take on the new innovation economy," added Henderson. "By providing support to help Canadians skill-up, the federal government is making a direct investment in the future of Ontario's economy and assisting the province in positioning itself as a competitive player on the global stage."

While the OCC applauds the federal government for its focus on skills, innovation and infrastructure investment, Ontario's fiscal gap remains an unaddressed challenge in the relationship between Parliament Hill and Queen's Park.

Contact:

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## CLIMATE CHANGE AND COMPETITIVENESS

In December 2016, the federal government and all but two province and territories adopted the Pan-Canadian Framework for Clean Growth and Climate Change, a national plan to meet Canada's emission reduction target. It is an ambitious effort that rightly focuses resources and attention on one of the most pressing ecological and economic issues of our day. But a crucial piece of the plan is missing.

The Pan-Canadian Framework mentions in passing the need to minimize the competitiveness impacts of climate policies. It offers, however, no concrete details on what the federal role will be to ensure businesses and jobs stay within Canada. Instead, First Ministers will review a report in 2020 to consider approaches and best practices to address the competitiveness of only one part of the economy, emissions-intensive businesses that are highly exposed to trade.

The new U.S. administration has dramatically changed the conversation over economic competitiveness. With proposals ranging from changes in environmental regulation, imposing a border tax, reductions in corporate taxes and renegotiating NAFTA, politicians south of the border are moving aggressively to improve their country's competitiveness. Many Canadian businesses are deeply concerned that, without a similar plan to lower costs and take full advantage of opportunities, they will increasingly be at a disadvantage, threatening jobs

and tax revenue. New climate policies, particular carbon taxes or trading systems, are being imposed at a time of anxiety for Canadian business community.

2020 is too late for governments to adopt a plan to address Canadian competitiveness in a new era of climate policies. We need a frank discussion of the possible competitiveness impacts today. On March 16, we are launching a project to develop recommendations for how governments can move forward with climate policies while protecting the competitiveness of Canadian businesses. In our first roundtable in Calgary, we will start the discussion by exploring five major themes.

### **Put the money towards the mission**

Higher costs for everyone can only be justified if these revenues are applied to the mission at hand: reducing greenhouse gas emission at the lowest cost to the economy. Revenues from carbon pricing must be used to ease the transition to a low carbon economy. Otherwise, governments are just using climate as an excuse to raise taxes.

### **Carbon pricing OR regulations, not carbon pricing AND regulation**

Economic analysis indicates that carbon pricing is the least costly way to reduce an economy's emissions. When choosing carbon pricing, governments should trust the market and ensure the regulatory regime is not adding undue costs to business.

### **Remember the goal is to reduce global emissions, not meet targets**

Focusing too narrowly on achieving national or provincial and territorial emissions targets may lead governments to miss opportunities to reduce global emissions through trade or other forms of international cooperation. Canada's relatively emissions-free electricity grid creates a unique opportunity for the production of low-carbon commodities and manufactured products and services. By supporting low-carbon projects in nations, governments or business can often reduce emissions at lower costs than what could be achieved within Canadian borders.

### **Invest in negative emissions technologies**

While in many sectors low-carbon alternatives are increasingly available, fossil fuels will continue to play an important role in the economy for years to come. Offsets and technologies that remove emissions from the atmosphere could play an important role in allowing Canadians the benefit of many goods and services supported by fossil fuels while making progress towards their emissions goals.

### **Consult with business**

Ultimately, businesses are the ones that will be leading the transition to a low-carbon economy. Governments must be transparent about the economic analysis behind their policy and program development, making sure that businesses of all sizes know what impact they will have on costs.

For more information, please contact Katrina Marsh, Director, Environment and Natural Resource Policy.

## Disability Benefits Don't Have to Be 'Taxing'

When your firm offers employee disability benefits, it's worth thinking about the tax consequences. The choices you make will determine whether employees will have to pay income tax on disability benefit payments they receive from your group plan. If you, the employer, pay any part of a disability premium, the employee will be required to pay tax on benefits received. It doesn't matter whether your firm pays 100% of the premium or splits the premium payment with employees; an employee who receives disability benefits will owe income tax on those benefits.

As a result, most firms arrange to have employees pay the entire disability premium. If your firm still decides to pay some, or all, of the premium, make sure your employees understand the tax consequences of any disability benefits they receive. Though insurance companies may deduct tax from disability payments, it may not cover the entire tax liability.

The Chambers Plan online administration utility includes an Employee Deduction Calculator that easily manages cost sharing arrangements with employees that can minimize any tax liability on disability payments.

Setting up your benefit plan doesn't have to be complicated, but it's definitely worthwhile to work with a competent group insurance advisor who's familiar with the possible pitfalls. And, once you've chosen your plan's benefits, a good employee communication program will ensure your staff know about the valuable coverages available to them.



Benefit Facts presents information to help you manage your employee benefits. Brought to you by your Chambers of Commerce Group Insurance Plan® advisor, representing Canada's premier group plan for small and medium sized business.

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## CHAMBER MEMBER DISCOUNT PROGRAM

The member discount program is designed to give Whitby Chamber members and their staff exclusive benefits by doing business with their fellow members. This program encourages local shopping, stimulating and encouraging networking and helping your bottom line by cutting down on your costs. Included with your membership, is the opportunity to take part in the Member 2 Member Discount Program. Every Whitby Chamber member, and their staff, have the opportunity to participate in, or take advantage of,

this program. Participating businesses provide value added benefits through means of their products and/or services.

This is a program where everyone benefits: you extend special benefits to other Whitby Chamber members for your business, and in return you receive advertising, recognition and referrals at many other businesses, and potentially receive business from more than 750 Chamber members purchasing your products or services. Interested in promoting your own products and services through our Member 2 Member Discount Program? Please contact [heather@whitbychamber.org](mailto:heather@whitbychamber.org)



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Registration: 10am  
Walk Starts: 11:30am  
Location: Oshawa Civic Field 1 - Terry Kelly Field  
Address: 99 Thornton Road South, Oshawa



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## RENEWING MEMBERS

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## FEATURED RENEWING MEMBER MINUTEMAN PRESS WHITBY

Minuteman Press Whitby is a full service Marketing and Print provider and has been a Whitby Chamber of Commerce member for about 4 years. Minuteman Press Whitby is a family owned and operated Business-to-Business full service print shop located at 1450 Hopkins Street near Consumers Drive. They are in the business of building businesses... from brochures to outdoor signs, they are here to help.

Their mission is to provide the highest-quality products and services possible in a timely fashion and at a competitive price. Minuteman Press Whitby provides pick-up and delivery in Whitby as well as surrounding areas including Oshawa, Courtice, Bowmanville, Brooklin, and Port Perry.

Minuteman Press Whitby is also very generous to the Whitby Chamber of Commerce by sponsoring events, and providing excellent service time and time again!

# Golf Tournament

★ 30th Anniversary ★



Reserve your foursome early for this annual sell-out event!

TUESDAY · JUNE 6 · 10 AM  
Royal Ashburn Golf Club  
995 Myrtle Rd, Ashburn

## Sponsorship Opportunities

Help us celebrate 30 years in style!

### TOURNAMENT SPONSOR (1 Available)

# \$3000

- Includes a foursome
- VIP seating at dinner
- Personal golf caddy and concierge
- Logo on foursome golf cart
- Complimentary wingspan of raffle tickets for each player
- Drink tickets for each player
- Logo in Golf Tournament email campaign
- Logo on WCC website
- Logos on multimedia presentation
- Opportunity to donate to gift bags
- Logo on marketing materials
- Repeat podium mentions
- Prominent registration signage

### DINNER SPONSOR (1 Available)

# \$2000

- Includes two golfers
- VIP seating at dinner
- Complimentary wingspan of raffle tickets for each player
- Mention in Golf Tournament email campaign
- Logo on WCC website
- Logos on multimedia presentation
- Opportunity to donate to gift bags
- Logo on marketing materials
- Podium mention
- Dinner signage

### LUNCH SPONSOR (1 Available)

# \$1500

- Includes two golfers
- VIP seating at dinner
- Complimentary wingspan of raffle tickets for each player
- Logo on WCC website
- Logos on multimedia presentation
- Opportunity to donate to gift bags
- Logo on marketing materials
- Podium mention

### CART SPONSOR (1 Available)

# \$1500

- Prominent signage on golf carts
- Logo on WCC website
- Logos on multimedia presentation
- Opportunity to donate to gift bags
- Registration signage
- Includes two dinner tickets

### PUTTING CONTEST SPONSOR (1 Available)

# \$500

- Logo on WCC website
- Logos on multimedia presentation
- Opportunity to donate to gift bags
- Sponsored hole signage
- Includes two lunch tickets

### PREMIUM HOLE SPONSOR (18 available)

# \$400

- Opportunity to host booth at the hole
- Opportunity to donate to gift bags
- Sponsored hole signage
- Signage at registration
- Includes one lunch ticket

### HOLE SPONSOR (18 available)

# \$250

- Opportunity to donate to gift bags
- Sponsored hole signage

**30 great prizes for 30 great years!**

Be a part of the 30th celebration by donating a prize for the tournament raffle! Your company name will be included on the prize table. Minimum prize value of \$200.