

Chamber Members Treated to Doubleheader at Mayor's Dinner!

The Annual Mayor's Dinner was a huge success selling out for the second year in a row! Attendees energetically networked over cocktails and hot/cold hors d'oeuvres prior to dinner. Mayor Justin Altmann took us inside the Town's Economic Development Plans with the promise of two exciting announcements imminently forthcoming. Minister of Health, Jane Philpott delivered an outstanding, heartfelt presentation which included Budget highlights and some of her experiences since being appointed Minister of Health, she said "good health is the mother of everything" and went on to explain her points. Sleepy Hollow Golf Club once again pulled out all the stops to provide an exquisite venue and meal.



2nd Edition of Business News

When I started with the Chamber one year ago, I had no idea there would be so much interesting news to share with Members. In fact, what is difficult is to edit what news not to share to keep this newsletter in reasonable format for you to read quickly.

We are working very hard to provide you with relevant information about issues that have a direct bearing on your business. Please take advantage of the e-mail communications we send, as well as posts on our website and facebook page. We are not selling but informing and we fully respect your privacy and time commitment. I think you will find our communications noteworthy.

Lastly, the CHAMBER is growing but may I remind you of the lucrative promotion we are offering to you if you introduce a new Member to the Chamber. For every new member you introduce, we will pay you \$25. See the promotion details on page 3.

Harry Renaud- Executive Director
harry@stouffvillechamber.ca

(AGM) Elects New Board

The 38th Annual General Meeting was held on March 30 and 3 new Directors were elected to fill vacancies. Paul Simpson (Norton McMullen LLP) Michelle McBeth (Birkett-Hassard Insurance) and Zorina Kir (Get Computer Savvy) are the new Directors.



The Full Board Includes:

Danny Huang (TD Canada Trust)	Chairman
Matthew Roncadin (Edward Jones Investments)	Vice Chair
David Barthau (Barthau Jewellers)	Treasurer
Patrick Straw (Ness Security)	Secretary
Graydon Card (Card Alliances & TV)	Past Chairman
Rick Upton (R World)	Council Rep
Paul Simpson (Norton McMullen LLP)	Director
Michelle McBeth (Birkett-Hassard Insurance)	Director
Zorina Kir (Get Computer Savvy)	Director

Welcome New Members

- The Tipsy Cow
- RONIN Group
- Websdepot Technology Partners Inc.
- The Coach House Pub
- Adore II
- Sun Life Financial - Angela Paulo
- Canadian Enerdata Ltd.

Thank you to our Corporate Sponsors:





Main Street Reconstruction

The Town will be embarking on a major downtown \$10M MAIN STREET RECONSTRUCTION project in 2016. This is a huge project for Stouffville and will have its issues with business interruptions etc. for more than a year. This will be immediate pain for long term gain. A Steering Committee, including the Chamber will be formed to advise on this development.

New Joint Health & Safety Standards Now In Effect

New training standards have come into force for certifying Joint Health and Safety Committee (JHSC) members in Ontario. The new standards contain specific criteria that must be met to obtain approval by Ontario's Chief Prevention Officer for JHSC certification training programs and training providers who want to deliver those programs. An updated list of training providers is also now available.

To learn more visit:

<http://www.labour.gov.on.ca/english/hs/topics/certification.php>

Federal Budget 2016

The federal budget goes long on its commitments but short on small business tax reductions. The Federal Budget was released on March 22, 2016 and includes a Deficit of \$30 Billion in 2016-17 and no plan to return to a balanced budget anytime soon. While there are several features to help the middle class and indigenous communities there is not much involving business.

The Debt to GDP ratio is unchanged, the Budget deals with infrastructure investments for maintenance projects, improved existing transit and innovation. We will have to wait until the Fall to learn about more details on infrastructure spending.

For a quick synopsis of the new Budget visit <http://www.chamber.ca/media/blog/160322-a-budget-spread-too-thin/>

The economic stimulation that was proposed is dubious in the short term and the government is promising more stimulation is coming even beyond their first 4 year mandate. This was a people budget with high hopes for economic recovery forthcoming.

Ontario Budget 2016

The Ontario Budget provides for welcomed terms on the carbon emissions cap and trade system. The announcement includes provisions that the funds raised through cap and trade Greenhouse Gas Reductions Account will be spent to help business and not returned to general revenues.

The government is pursuing the implementation of the ORPP but more needs to be done to ensure that the introduction does not have short and medium term negative impact on GDP and consumer spending.

The average employer will face significant cost increases in 2022, the year when both EI and the first wave of WSIB reductions are in full effect.

The government has not engaged yet in any wholesale reform of any major programs or services over the past two years so there is concern that deficit reduction targets will not be achieved.



Stouffville Economic Development Strategy

Stouffville Town Council received an updated Economic Development Strategy Report at the Council meeting on March 22.

Council wants to see more input from stakeholders on the articulation of the strategy and results before endorsing the Plan.

The Chamber will be invited to participate in this review which is so important for the immediate economic development, growth and stability of our community.



\$25

The Stouffville Chamber of Commerce will give \$25. to any Member that helps to bring a new Member on board. Some conditions do apply, contact the office at 904-642-4227 for details.

*Our strength is in our numbers,
let's grow the Chamber together!*

New Member Introduction Reward

Did you know you can now earn \$25 for each new company you introduce to the Chamber? For every new Member who joins the Chamber, we will pay \$25 to whomever introduced that new Member to us!

E-Commerce Introduced at Chamber



Registering for an event or renewing your membership has never been easier. The Chambers new online ordering system is secure and easy to use. Simply fill in the information required, enter your credit card number (AMEX, Mastercard, Visa) and CVV (Security code on the back of the card) then click register! If you are registering for an event look for the Member's Only Promo Code on promotional material to receive your Member discount. If you can't locate the promo code, simply call our office and we will provide you with one! We hope that Members will take advantage of this new website feature as it is intended to better serve the convenience of Members, add efficiency to the administration and save costs.

Net Working Events

Not everyone knows how to network. It is a skillset not taught in our early life and with internet connections using mobile devices so popular now it is no wonder the art of networking is suffering. Your business requires networking. Your career requires networking.

The Chamber is hosting two events to promote the attributes and benefits of networking.

These events are not to be missed because they will provide participants with immediate and practical payback and for the long-term useful strategies to grow your business.



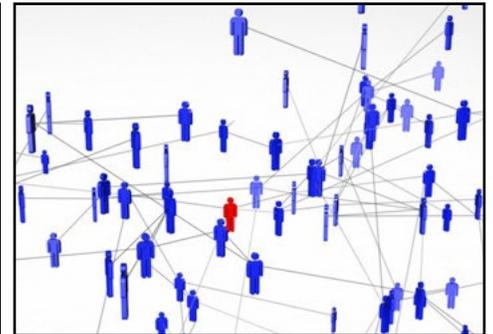
Generate Leads/Boost Revenue with E-mail & Social Media

Wednesday, April 20th (4:00 to 6:00 p.m.) at Willow Springs Winery, we will host an event where professional expert Javed Khan will lead the attendees through an entertaining and educational exercise about how Social Media and Email marketing can help grow your business.

This session will include the following:

- How to make the most of the combination of email and social media for your business.
- How to set strategic goals and objectives that will increase your bottom line.
- How to build a targeted, measurable marketing "campaign" and what to write about and offer in that campaign.

Register online [click here](#)



Networking In Motion

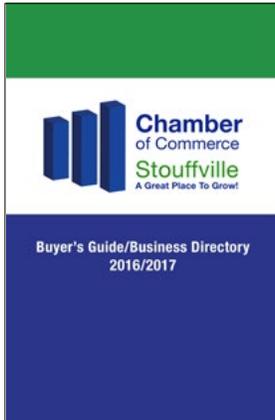
Wednesday, May 18th (4:00 to 6:00 p.m.) at Willow Springs Winery, Javed Khan will team up with Jill Schoenhofer of Well Connected and conduct a lively interactive exercise on Effective Networking and Referrals.

You will learn:

- Best Practices to enhance their networking skills.
- How to make the best impression when meeting new connections.
- How to qualify your networking groups.

This session will lead to being efficient with your time. You'll learn to make a great impression and meet the right people at the right events.

Register online [click here](#)



Buyer's Guide/Business Directory 2016/2017

The first edition, Buyer's Guide/Business Directory is coming this spring! We are very excited to add this to the growing list of benefits that we offer our Members.

This handy guide will be distributed annually to every business in the Stouffville area and will serve as a valuable reference tool for anyone wanting to purchase products or services.

The Buyers' Guide/Business Directory will be created in a convenient digest size format, with a target delivery date of May/June 2016.

Every Chamber Member will automatically be included in the directory with a business listing, which will be organized alphabetically by industry group just as you are listed on our website. This listing is FREE to Members.

In addition there are a limited number of advertising opportunities in this Directory. Advertising is available as either full page or half page. Call Harry Renaud for rates and details at: (905) 642-4227

Don't miss out on this opportunity! Deadline for advertising materials is April 29th, 2016.

M2M Promotions & Discounts

In March we introduced our Member to Member Promotion & Discounts, an electronic (pdf) publication which will be distributed to Members quarterly. This vehicle was developed to provide Members with the opportunity to promote their business to other Members through coupon offers. If you are interested in being included in the next issue the deadline for material is May 17th. With a target delivery date of June 7th.

York Small Business



Enterprise Centre

The Chamber works very closely with the YRSBC as they are an agency well funded by the provincial and regional government to promote small business and entrepreneurial initiatives. We like to think we are a catalyst to bring entrepreneurial enterprise to the door step of funding and training that is not otherwise available.

YRSBC is embarking on their Summer Opportunity programs for young entrepreneurs that are outlined in detail at the Resource link below. This is an excellent resource that the Chamber is proud to introduce to our Members.

FREE Information Session

MON, 4 APR Session 1: 4:30 - 5:30 p.m.

Session 2: 6:00 - 7:00 p.m.

WED, 6 APR Session 1: 4:30 - 5:30 p.m.

Session 2: 6:00 - 7:00 p.m.

For More details [Click Here](#)



ventureLAB™
Mentoring | Partnering | Connecting

ventureLAB

Innovation is the key buzz word in business today. Governments, industry, academia and business are all featuring the need for innovation.

ventureLAB is the incubator for innovation serving the York and Muskoka regions. This well funded agency is designed to identify, promote and encourage innovation. From start ups to established enterprises, ventureLAB is the best resource to research and explore innovation.

The Chamber supports ventureLAB and consequently promotes its operations. Any Chamber Member dealing with innovation should be connected with ventureLAB. They are located as a Resource on the Links page of our web site. [Click Here](#)



"Being a member of the Town of Whitchurch-Stouffville Chamber of Commerce is very important for SCS Consulting Group Ltd. as a medium sized business operating in York Region. Through the meetings and networking events offered by the Chamber, it allows us to be part of an active business community and keeps our finger on the pulse as far as current issues and any topics relevant to our industry and development."

Member Only Benefits

One of the strong features of the Chamber are the Member only benefits. These benefits are provided by suppliers on a national basis with Chambers across Canada, so that there is a better opportunity to present a cost effective advantage compared to a local provider. Members should check these offerings and compare to what you are currently paying for to ensure that you are not missing an advantage.



Esso/Chamber of Commerce Employee Fuel Program

Esso and the Chamber of Commerce are pleased to offer the Esso/Chamber of Commerce Employee Fuel Program.

The Esso/Chamber of Commerce Fuel Program offers each employee a fuel discount and the convenience of the Esso branded retail network throughout Canada.

The program will enable each employee to enjoy a 3.5 cent per litre (cpl) fuel discount on gasoline & diesel fuel purchases at all Esso branded retail locations in Canada. The fuel discount is provided on your Esso Business Card Account monthly billing, not at the point of sale. There is no fee to be on this program.

Each employee must complete the attached Esso/Chamber of Commerce Employee Business Card Account Application and submit it by email fax or mail to the program coordinator noted below. Upon credit approval, each employee will be issued as many Esso Business Cards as they require, billed directly to the address stated on the application and all payments are the direct responsibility of each employee. Application processing takes approximately 2 weeks.

All existing Esso cardholders must still complete and submit the attached Esso/Chamber of Commerce Business Card Account application to enrol onto this fuel program.

Other available Esso options upon receiving your new Esso Business Card(s) are Esso Speedpass, Esso Extra Points, Aeroplan Points and Esso On-line Services, which are all free of charge.

Should you have any questions, please contact the program coordinator noted below.

Submit application to:

Tim Jones
Regional Sales Manager
Esso Business Fuel Cards
PO Box 1870
Uxbridge, ON L9P 1N9

Phone: 905.852.6425
Fax: 905.852.5964
E-mail: tim.jones@sympatico.ca

For more information visit our Members-Only Benefits Page [Click Here](#)

Long Form Census

The Federal Government has now revived the Long Form Census in 2016. This was an issue promoted by the Canadian Chambers because the data collected in the Census is incredibly valuable for planning purposes for so many users in many sectors.

The next Census of Population will take place in May 2016. Starting May 2, 2016, Statistics Canada will send census letters and packages to all Canadian households. You can complete your census questionnaire online or on paper.



June Golf Day

The Stouffville Chamber is partnering with the Markham Board of Trade and hosting a Golf Day on Monday June 6 at Sleepy Hollow Golf Club. This will be a wonderful networking event with a wider audience from both Chambers. It is intended as a Golf Day and not a Golf Tournament.

Sleepy Hollow is a beautiful course and will provide interesting challenges for all levels of golfers. It will be a shotgun start at 1PM followed by a Reception with hot and cold food together with awarding prizes.

For all the details and to register online visit: <http://stouffvillechamber.ca/golf-day-apres-golf-reception-registration-form/>

Events Coming Up

You should mark your calendar for these upcoming events that you will not want to miss! You may even want to invite some colleagues as guests are always welcome.

April 20 (4:00 to 6:00 p.m.)

Networking event, Email & Social Media presentation at the Willow Springs Winery 5572 Bethesda Rd. Stouffville. Registration is available online.

May 18 (4:00 to 6:00 p.m.)

Networking In Motion presentation at the Willow Springs Winery 5572 Bethesda Rd. Stouffville. Registration is available online.

June 6

Golf Day -Stouffville Chamber of Commerce & Markham Board of Trade at Sleepy Hollow Golf Club & Country Club, 13242 Tenth Line, Stouffville. Registration is available online for:

- Golf & Reception
- Reception Only

October 19

Business Recognition Awards (more details to follow)

December 9

Annual Christmas Luncheon (more details to follow)

For the latest, most up to date information on any of our events, visit the events page of our website: <http://stouffvillechamber.ca/events-2/>

Thank you to our Corporate Sponsors:



Travel to China

For several years, many Chambers across Canada have worked with Citilinc Tours to promote travel to Beijing Shanghai and other cities in China. China is now a key destination for business and tourists. The Stouffville Chamber is proud to be promoting this experience to Members. The next departure is in October and it is not to be missed. All the travel details are organized for you from Toronto airport and return. This is an inexpensive opportunity to complete a lifetime bucket list item. A FREE information session will be held on Tuesday, April 26th, check out all the first class details on our web site. <http://stouffvillechamber.ca/china-trip-2016/>

Join us for an adventure to...



China

Beijing • Shanghai • Suzhou • Hangzhou

October 1-12, 2016
\$2,299*

Including:

- Round-trip International airfare from Toronto Pearson International Airport.
- 4 & 5 star hotels.
- 3 full meals per day.
- English speaking tour guide.
- Deluxe tour bus.
- Entrance fees for attractions.

*Per person based on twin sharing.
Single supplement: \$500. Non-Members add \$200.

Free Information session will be held on Tuesday, April 26, 2016 (5:30 PM - 7:00 PM)
Holiday Inn Express & Suites Newmarket,
100 Pony Drive, Newmarket, ON (Register to attend)
www.newmarketchamber.ca/china
or contact 905-898-5900

Registration Deadline for this trip is July 4, 2016



GEARGINA
Chamber of Commerce

Markham
Board of Trade
MARKHAM'S PREMIER BUSINESS ASSOCIATION



Richmond Hill
Chamber of Commerce





First Data Merchant Services for Chamber Members

Credit Card Processing to Help Drive Business

A New Year, A New Change

Start processing using any First Data Product or Solution before
April 30, 2016 WITHOUT OBLIGATION¹.

Are you familiar with the First Data Merchant Services Program? Are you aware of the exclusive rates and the value added benefits that apply to you as a member of your local chamber? Are you afraid of contracts?

WHY SHOULD YOU CONSIDER FIRST DATA? HERE ARE 5 SIMPLE REASONS:

- ✓ Our **Exclusive Rates** were negotiated by the **Canadian Chamber of Commerce** to provide you considerable savings.
- ✓ Our Merchant Services Program is supported and vetted by the Ontario Chamber of Commerce offering both **transparency and price certainty**.
- ✓ Our **customerperks**SM program provides **exclusive discounts** on over 1000 + retailers nationwide.
- ✓ Our **Business Mobile Track** Reporting app provides daily access to your sales and revenue directly from your smart phone.
- ✓ Our knowledgeable Business Consultants are ready to provide answers to any questions you may have about First Data or the Merchant Services Industry.

¹You will not be charged a cancellation fee if you are not satisfied and decide to cancel after you begin processing anytime between January 1st – April 30th 2016.

Call us at 1-888-265-4117 or email chambermember@firstdata.com
Our Business Consultants are looking forward to speaking with you.