

NORTH BAY & DISTRICT Chamber of Commerce



October 12, 2016
Chamber News
Update

Business After Hours 2016 Mark your calendar!

**Wednesday,
October 19, 2016**
Mini-Trade Show
(during Business Week)
Commerce Court Campus
60 Commerce Court



4:00 pm to 7:30 pm

**Thursday,
November 24, 2016**
4:30 pm to 7:00 pm
hosted by



425 Fraser Street
4:30 pm to 7:00 pm

Please visit the [Events Calendar](#)
for more events
throughout the year

**Advocacy
Connections
Growth
& Value**



BUSINESS WEEK 2016



MONDAY, OCTOBER 17, 2016 • 12 noon to 1:30 pm • Luncheon

LOCATION: Best Western cost: \$20 plus HST
RSVP: Call the Chamber, 705.472.8480 or email sue@nbdcc.ca

CHANCE TO WIN TWO TICKETS
ANYWHERE AIR CANADA FLIES.



Air Canada: Becoming a Global Champion

Air Canada has undergone a significant transformation over the last 6 years. Canada's flag carrier is among the 20 largest airlines in the world – this incredible considering its relatively small population base in Canada. Hear what Air Canada's goal to be a Global Champion for Canada means for our country and Ontario.

TUESDAY, OCTOBER 18, 2016 • 7:30 am to 9:00 am • Breakfast included

RBC and partners LOCATION: Best Western
RSVP: Call the Chamber 705.472.8480 or email sue@nbdcc.ca



- Two thirds of every business owners are over the age of 50.
- Only 10 percent of business has a plan to sell or wind down their business.
- A projected 1 trillion dollars of business assets are to be transitioned to new ownership by the year 2020.

Join RBC Royal Bank and our panel of experts to discuss how to plan, sell or purchase a business. Our panel will include: Guido Verrillo from KPMG, Gord Prisco from Valin Partners, Dan Girard of BDC, and Lane Eyre Investment Specialists at RBC Royal Bank. The panel will discuss commonly asked questions such as: Should I purchase shares of a company or only purchase the name? Should I include a none compete clause in the purchase agreements? What type of tax implication are there to sell my business, how does the capital gains tax exemption for small business work? How much is my business worth? How does financing work for these types of transactions? How do I manage cash flow after the transactions has occurred?

WEDNESDAY, OCTOBER 19, 2016 • 8:00 am to 12 noon

LOCATION: The Grande cost: \$10 per person
RSVP: Hannah at 705.474.0400 ext 2443 or email Hannah.conroy@thebusinesscentre-nps.com



"The Economic Case for Inclusion" – special guest Mark Wafer, owner of six Tim Hortons restaurants in Toronto, has hired 120 people with disabilities to fill meaningful and competitively-paid positions from entry-level to logistics production and management. Mark believes there is a clear business case for inclusive employment. Along with Mark, Louie DiPalma of the Ontario Chamber of Commerce will discuss the Employment Standards and Accessibility Requirements for business. A networking trade show and service sector training will also be included in this morning event.

WEDNESDAY, OCTOBER 19, 2016 • 4:00 pm to 7:30 pm

LOCATION: Canadore College – Commerce Court Campus (ICAMP)
No registration required



Business After Hours Mini-Trade Show

A networking event to showcase members in a mini-trade show style experience. Special guest speaker, courtesy of Canadore College, Kelsey Ramsden, an award-winning entrepreneur and business powerhouse. Ms. Ramsden is currently Canada's #1 Female Entrepreneur as ranked by Profit Magazine. She's her own dynamic duo of westcoast gal and eastern business powerhouse who has started and run successful multimillion dollar companies in fields as diverse as road construction and kids toys. Her businesses consistently rank among Canada's Top 100 fastest growing and most profitable.

THURSDAY, OCTOBER 20, 2016

Reception 6:00 pm • Dinner 7:00 pm • Awards 8:00 pm
LOCATION: The Grande cost: \$60 plus HST, tables of 10
RSVP: Call the Chamber at 705.472.8480 or email sue@nbdcc.ca



Bell Evening of Excellence

Celebrating business in North Bay and area, a record number of nominations have been vetted and the top three in each of the following categories will be highlighted at this year's event: Success Story, New Business of the Year, Small Business of the Year (1 to 5 employees), Small Business of the Year (6 to 15 employees), Business of the Year (16+ employees), Young Professional of the Year, and Innovation/Environment Business of the Year. The Chamber's Volunteer of the Year, Director of the Year for 2016, along with a special President's Award, will also be presented.

FRIDAY, OCTOBER 21, 2016 • 9:00 am to 12:00 pm



LOCATION: Ste Bernadette Parish Hall, Bonfield
RSVP: Hannah at 705.474.0400 ext 2443 or email Hannah.conroy@thebusinesscentre-nps.com

Inbound Marketing: Strategic Marketing in the Internet Era – Presented by Thomas Brown of CurveFront Digital Marketing, learn how to optimize your online marketing by setting goals, portraying a consistent brand image, choosing the right online initiatives, crafting a content strategy and using a content calendar.

AWARD SPONSOR



TITLE SPONSOR



DIAMOND



GOLD



SILVER



BRONZE



MEDIA



MONEY and RESOURCES for employers*

BEFORE YOU HIRE check out the following:

The Apprenticeship Job Creation Tax Credit (AJCTC)

- A non-refundable federal tax credit of up to \$2,000 per apprentice, per year, in the first two years of apprenticeship in a Red Seal trade
- Find more information on the Canada Revenue Agency website at cra-arc.gc.ca (enter AJCTC in the Search bar)
- Find more information on Red Seal Trades at red-seal.ca

The Apprenticeship Training Tax Credit (ATTC)

- A refundable provincial tax credit of up to \$5,000 per apprentice, per year, to a maximum of three years or \$15,000
- Find more information on the Ontario Ministry of Finance website at fin.gov.on.ca/en/credit/atcc

The Apprenticeship Completion Employer Bonus

- A taxable provincial cash grant of \$1,000 for each apprentice you employ. To qualify, the apprentice must complete the training and pass the Certificate of Qualification
- Find more information at tcu.gov.on.ca/eng/employmentontario/employers/appr_completion

*All tax credits, subsidies and grants are subject to change and availability. Other wage subsidies and employer incentives may also be available. Contact the Employment Ontario - Employment Services provider in your area for the most up-to-date information. Your local service provider can be found by calling the Employment Ontario Hotline at 1-800-387-5656.

Hiring an APPRENTICE made easy



What are employers SAYING?

"We have a long history of hiring apprentices and have always found them hardworking and eager to learn. They are an invaluable part of our team and an important part of building for the future."

— Lori White, Owner, Bouffard Plumbing & Heating Inc.

"I strongly believe that apprentices trained by us are the key to keeping this company moving forward."

— Larry Therrien, President/General Manager, LaRo Construction

"Sponsoring apprentices is an opportunity to positively impact the future of the workforce and industry. Participation is an investment well returned, don't miss out."

— Cora DelMarco, Human Resources, Technica Group Inc.

"We have two apprentices right now that are definitely an asset to our business. It is so important to pass on the skills that have taken you a lifetime to acquire."

— Eva Edwards, Franchisee/Owner, Trade Secrets

Our PARTNERS

- Cambrian College
- Collège Boréal
- Employment Options Emploi
- Greater Sudbury Chamber of Commerce
- Northeastern Ontario Construction Association
- The Mid North Network
- Rainbow District School Board
- Workforce Planning for Sudbury & Manitoulin
- YMCA Sudbury Employment Services



Last modified 1/2016

Shop Local! Support your colleagues in business.

laurentian APRÈS SKI Party 1926 2016

FRIDAY | OCTOBER 14 | 2016

\$125 per ticket

Location
7 PM: The Grande

LIVE MUSIC
Stone The Radio
Featuring Mykul Abdallah

Chalet Delicacies

Come and Celebrate 90 YEARS

Wear your APRÈS SKI APPAREL from any decade!

PURCHASE A TICKET AND YOU ARE ENTERED FOR A CHANCE TO WIN

2017 JEEP WRANGLER • 2 YEAR LEASE

Courtesy of: **NORTH BAY**
North Bay Chrysler

CONTACT: Katharine Strang 705.499.7191 | Brad Gavan 705.840.3473 | Jake Lacourse 705.493.1751



Biomass North Development Centre

Biomass North AGM and Forum

Growing the Bioeconomy - Combatting Climate Change

October 24 - 26, 2016

Clarion Resort Pinewood Park
North Bay, Ontario

Climate Action Forum

2016 AGM

Gala Awards Dinner

Community Seminars

Skills & Training Workshop

Policy & Regulatory Workshop

Trade Show

Research Symposium

Job Fair

www.biomassnorth.org/forum16.html

Register Today!

Biomass North AGM and Forum

Growing the Bioeconomy - Combatting Climate Change

Gala Awards Dinner

October 25, 2016

6:00-11:00pm

Clarion Resort
Pinewood Park

North Bay,
Ontario



The **Biomass North AGM and Forum** is focused on moving the Canadian Bioeconomy further along the value chain through knowledge sharing, technology demonstrations, workshops and building strategic partnerships.

Our **Gala Awards Dinner**, an event stream within the Forum, will recognize and congratulate leaders in Canada's bioeconomy relating to industry, community and academic achievements.

Industry Awards

Community Awards

Academic Awards

Purchase Tickets:

Tickets can be purchased independently or as part of the Forum bundle.

Trade Show and Job Fair are open to the general public (no charge) on October 26.

#BiomassNorthForum

Visit our website for full details:
biomassnorth.org/forum16.html



www.nbdcc.ca

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Mercedes-Benz CLA, draw date is April 7, 2017.
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You're eligible for exclusive group discounts on car and home insurance through your organization. Call for a quote and be entered for a chance to win a \$250 gas card or 1 of 6 new cars!

Call today.

705-472-5950

kennedyinsurance.ca

Visit selectsweepstakes.com.



The Economical brand includes the following property and casualty insurance companies: Economical Mutual Insurance Company, Perth Insurance Company, Waterloo Insurance Company, The Mutual Insurance Company. Economical Select™ is underwritten by Waterloo Insurance Company. Due to government insurance plans, Economical Select does not offer auto insurance in British Columbia, Saskatchewan or Manitoba. Economical Select does not offer insurance in Newfoundland and Labrador, Northwest Territories, Nunavut or Yukon. The agreement between Economical Select and your group sponsor may be terminated in accordance with its terms. Upon such termination, Economical Select will continue to provide the program to existing policyholders until their respective renewal dates. Discount rating is based on a standard auto and home insurance policy underwritten by Waterloo Insurance Company with no previous discounts applied and does not take into consideration other insurance provided policy rates. No purchase required. Contest closes March 31, 2017 at 11:59 pm ET. (Contest closing dates for some prizes). 2016 prizes available to be won: 2012-2015 gas card prizes and 6 vehicle prizes (Ford Fusion (ARV \$22,499), Jeep® Wrangler Sport 5 (ARV \$30,290), MINI® Cooper 3 Door (ARV \$24,056), Buick® Verano Base 4 Door Sedan FWD 1.8 (ARV \$25,900), Toyota® Tacoma 4x4 Access Cab 4.0 (ARV \$30,290), and Mercedes-Benz® CLA (ARV \$35,100). Regional allocation of gas card prizes. Prizes will decrease as awarded. Still testing question required. Odds of winning depend on number of eligible entries before Contest closing dates. Limit 1 entry / 1 vehicle prize per person. Entrants' information may be used for marketing. For Sponsor's privacy policy see economicalselect.com/privacy. For full rules visit: selectsweepstakes.com/rules. Word has no affiliation with the contest, printing, allocation or promotion. TCA Canada Inc. is not a sponsor of this contest. BMW Canada Inc., including its parent company, subsidiaries, divisions and other operating entities, has neither authorized, sponsored, nor endorsed this contest. General Motors Canada has neither authorized, sponsored, nor endorsed this contest. Trademark of Toyota. Toyota is not a sponsor or co-sponsor of this promotion. Mercedes-Benz Canada is not a sponsor of this contest. ©2016 Economical Insurance. All rights reserved. All Economical intellectual property, including but not limited to Economical® and related trademarks, names and logos are the property of Economical Mutual Insurance Company and/or its subsidiaries and/or affiliates and are registered and/or used in Canada. All other intellectual property is the property of their respective owners.

Members Only - Shop Local Holiday Specials Starting in November

If there is enough interest from our members, the Chamber would like to renew our Shop Local emails in November as we gear up for the holiday season. Please send your logo and holiday special (you can send more than one and if space allows, we can do them on a rotational basis during November and early December). Ad or info should fit a 1/8th ad space (almost the size of a business card). The Shop Local editions will go out each Friday to highlight great shopping ideas.

Send the info to patricia@nbdcc.ca

Business After Hours 2017 is booking up quickly.

If you have never hosted one before, but would like to, check with the Chamber office to see what is available or what is involved as being a host. Call 705.472.8480 or email sue@nbdcc.ca



HOME STYLE CHRISTMAS BAKING



**Monday to Friday
8:00am to 4:00pm**

*Let Santa's Elves
take care of all your
Holiday Baking
Needs!*

DESSERTS

ASSORTED COOKIES - \$8.00 CONTAINS 2 DOZ/BOX

- ♦ Shortbread
- ♦ Peanut Butter
- ♦ Oatmeal Raisin
- ♦ Chewy Ginger
- ♦ Chocolate Chip
- ♦ Raspberry Delight

ASSORTED SQUARES - \$14.00 CONTAINS 2 DOZ/BOX

- ♦ Nanaimo Bar
- ♦ Shortbread
- ♦ Date Square
- ♦ Princess Marina
- ♦ Marshmallow Heaven
- ♦ Chocolate Macaroon

\$16.00/Packed 2 Doz

- ♦ Small Buttermints
- ♦ Peanut Butter Balls

****Quantities May Be Limited****

CATERING

SANDWICHES - \$25.00/Loaf (Feeds 10 People)

- ♦ Egg Salad
- ♦ Ham Salad
- ♦ Salmon Salad
- ♦ Turkey Salad

ASSORTED TRAYS - \$30 - \$45

- ♦ Fruit & Dip
- ♦ Vegetable & Dip
- ♦ Assorted Cold Cuts
- ♦ Cheese & Pickle or Cracker
- ♦ Dessert Trays Of All Sizes

SALADS - \$2.00 - 2.50/Serving

**All Veggie - Coleslaw - Potato
Macaroni - Tossed - Bean
Potato & Egg - Caesar - Executive**

Contact Us

F-J Dellandrea Place
741 Wallace Road
North Bay, ON P1A 0E6
Tel: 705-476-3280 ext. 223
Fax: 705-476-6918
homestylecafe@communitylivingnorthbay.org
Place Orders Online @ www.homestylecafe.ca





INBOUND MARKETING: STRATEGIC MARKETING IN THE INTERNET ERA

CURVEFRONT

Presented by:
Thomas Brown
CurveFront Digital Marketing



Learn how to optimize your online marketing by:

- Setting goals
- Portraying a consistent brand image
- Choosing the right online initiatives
- Crafting a content strategy
- Using a Content Calendar

Friday, October 21st from 9:00 am to 12:00 pm
Ste Bernadette Parish Hall, Bonfield

REGISTER BY OCTOBER 19TH

Call 705-474-0400 x2443 or email

hannah.conroy@thebusinesscentre-nps.com

FREE EVENT

Event provided by
The Business Centre Nipissing Parry Sound
in partnership with



Employers... send us
your current
employment
opportunities and
we will post them
on the **North Bay
and District
Ontario Jobs**

facebook page.

[CLICK HERE](#) to send us your
information.



Add @nbdcc to your "tweet"
and we will
"re-tweet" to all of our
followers.



ONTARIO'S #1
HEALTH CARE BENEFITS
UP TO 50 EMPLOYEES



Chambers of Commerce
Group Insurance Plan®

REQUEST A QUOTE

Business Week 2016 is quickly approaching!

Join us on October 19th from 8 am to 12 pm
at the Grande for

"The Economic Case for Inclusion Event"
featuring Louie Di Palma from the
Ontario Chamber of Commerce
and keynote speaker Mark Wafer.

Mark Wafer is the owner of six
Tim Hortons restaurants in Toronto.

Over the past 20 years Mark and his wife Valarie
have hired 120 people with disabilities to fill
meaningful and competitively-paid positions in
all areas of the operations, from entry-level
to logistics, production, and management.

They currently employ 46 people with
disabilities in a workforce of 250.

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The Economic Case for Inclusion



Wednesday, October 19th

8:00 a.m. - 12:00 p.m.

Tickets \$10 per person

THE GRANDE (300 Wyld St)

Mark Wafer is the owner of six Tim Hortons restaurants in Toronto. Over the past 20 years Mark and his wife Valarie have hired 120 people with disabilities to fill meaningful and competitively-paid positions in all areas of the operations, from entry-level to logistics, production, and management. They currently employ 46 people with disabilities in a workforce of 250.

Mark believes there is a clear business case for inclusive employment.

Mark is a member of the federal government's Panel on Labour Market Opportunities for Persons with Disabilities; co-founder of Canadian Business SenseAbility, Canada's national corporate strategy for hiring people with disabilities; a member of Ontario's Economic Development Partnership Council; and an inaugural member of Ontario's Champions League. He was recently inducted into the Canadian Disability Hall of Fame.

Mark is also a motorsports enthusiast, race car driver and amateur sports car champion.

KEYNOTE SPEAKER MARK WAFER

INCLUSIVE EMPLOYMENT

LOUIE DI PALMA, OCC

EMPLOYMENT STANDARDS &

ACCESSIBILITY REQUIREMENTS

NETWORKING TRADESHOW

SERVICE SECTOR TRAINING

Please RSVP by October 17

Hannah.conroy@thebusinesscentre-nps.com

705-474-0400 ext.2443



2016



www.nbdcc.ca

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Evening of Excellence Awards Thursday, October 20, 2016

Celebrating businesses and entrepreneurs in North Bay and area, with eight awards in the following categories: Success Story, Not-for-Profit of the Year, Young Professional of the Year, New Business of the Year, Innovation/Environment Business of the Year, Small Business of the Year (1 to 5 employees), Small Business of the Year (6 to 15 employees), and Business of the Year (16+ employees). Also presented during this event is the Director of the Year and Volunteer of the Year for the Chamber.

Reserve your tickets now:

Contact: _____ Company: _____

Phone: _____ E-mail: _____

of tickets: _____ (please note, there are no physical tickets, your names will be at registration at the door).

Members will be invoiced for their tickets.

(indicate # of vegetarian meals required _____)

Menu: Grande caprese salad
Chicken Supreme with champagne reduction
Thyme and garlic scalloped stackers
Corn maque Choux with andouille, problemo peppers and tomato
Crème brûlée cheesecake

Tickets \$60 + HST
Tables of 10

Call 705.472.8480 to reserve or fax this form to 705.472.8027 or email sue@nbdcc.ca

Vegetarian option: Butternut squash and goat cheese cannelloni

The Grande Event Centre
6:00 pm Reception
7:00 pm Dinner
8:00 pm Awards

AWARD SPONSOR

Bell

TITLE SPONSOR

CANADORE college

DIAMOND	GOLD	SILVER	BRONZE	MEDIA



Do You Know a Peacemaker?

We are now accepting nominations for the YMCA Peace Medal.

Each year, YMCAs across Canada celebrate acts of peace by recognizing individuals and groups who, without any special resources, status, wealth or position, have demonstrated a commitment to building peace within their community or communities elsewhere in the world.

During YMCA Peace Week, local peacemakers will receive special recognition at Peace Medal ceremonies across Canada.

Peacemaker Selection Criteria

Recipients should demonstrate the values of PEACE:

P = Participation – getting involved and encouraging others to get involved in community-building activities
E = Empathy – listening and understanding diverse perspectives to create a sense of belonging for all
A = Advocacy – making the case for positive change in the community
C = Community – building and strengthening community connections and capacity
E = Empowerment – inspiring others to foster peace and helping them gain the skills and tools to succeed

For more information, or to nominate an individual or group for the YMCA Peace Medal, speak to a YMCA staff member or download the nomination form by visiting our website at www.ymcanorthbay.com/peaceweek.

Join us for YMCA Peace Week November 19-26.

YMCA Peace Week
November 19-26

#ymcapeaceweek
#actforpeace



Build community. Act for peace.



RBC Royal Bank

October is Small Business Month!

Join us at an Advice Event that we think your small business could benefit from.

Small Business Succession Planning

Join RBC Royal Bank and our panel of experts to discuss how to plan, sell or purchase a business. Our panel will include Guido Verrillo from KPMG, Gord Prisco from Valin Partners, Dan Girard of BDC, Steve Liddle former owner of Liddle's Fishing Adventures and Liane Eyre Investment Specialists at RBC Royal Bank. The panel will discuss commonly asked questions such as:

- Should I purchase shares of a company or purchase the assets of the business?
- Should I include a none compete clause in the purchase and sale agreement?
- What are the tax implications of selling my business, how does the capital gains tax exemption for small business work?
- How much is my business worth??
- How does financing work for these types of transactions?
- How do I manage cash flow after the transactions has occurred?

Date: October 18th 2016 8:30 am to 10:00am

Location: Best Western Lakeshore Drive

Please RSVP by: October 14th 2016

Contact: Sue Adams, North Bay & District Chamber of Commerce, 705-472-8480, sue@nbdcc.ca
Paul Daigle, RBC Royal Bank, 705-472-5702, paul.daigle@rbc.com
Kathy Boissonneault, RBC Royal Bank, 705-494-7131, kathy.boissonneault@rbc.com



Help us reach our goal of obtaining
a Yamaha C3 Grand Piano
for student recitals, workshops and examinations
as well as community musical organizations.

We will be monitoring our progress toward our goal using a "Keyboard Thermometer" posted on our FaceBook page and our website which will be updated regularly. Each key covered by the ascending red rectangle represents approximately \$350.00

Cheques payable to: North Bay Branch ORMTA may be mailed to:
31 Marshall Park Dr., North Bay
ON P1A 2N8

Ontario Registered Music Teachers' Association
ORMTA
L'Association des professeur(e)s de musique de l'Ontario