



## Business After Hours 2017 Mark your calendar!

Thursday,  
November 23, 2017

hosted by

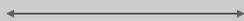


Chartwell Barclay House  
Retirement Residence

600 Chippewa Street West  
North Bay, ON  
4:30 pm to 7:00 pm



The Chamber office will be closed  
between Saturday, December 23, 2017  
to Monday, January 1, 2018 inclusive.



Thursday,  
January 25, 2018

co-hosted by



United Way  
Centraide  
Sudbury and/et  
Nipissing Districts

and

The Kennedy Building

222 McIntyre Steet West  
North Bay, ON  
4:30 pm to 7:00 pm

**Advocacy  
Connections  
Growth  
& Value**



## The Power of the Network

Canadore's Business Week 2017 wrapped up last week and to all the nominees and winners from last Thursday's Bell Evening of Excellence, huge congratulations. The entire group represent a cross section of business owners and individuals who continue to make a difference in our area and contribute a tremendous amount to our economy in both employment and direct spending.

Of worthy note and not perhaps by coincidence, we were also pleased to see several announcements made by the Federal Government, regarding the much published and discussed, proposed tax reforms. Since the July announcement by the Federal Finance Minister on these proposed changes, we have seen a ground swell of opposition from all sectors of our business community. They were vocal and the North Bay & District Chamber of Commerce was proud to act as an advocate for these businesses at both the local level and on the Federal scene as well, as a member of the Canadian Chamber of Commerce.

In speaking with our local MP Anthony Rota, he thanked the Chamber for the letters and messages that were sent to his office by members and business owners from across our district and he listened. The messages were simple and quite concise. The proposed legislation would hurt their business and stifle growth and investment in sectors that employ many Canadians, the small and medium sized businesses from coast to coast. Our MP informed us that he brought these concerns back to Ottawa and to his caucus colleagues who as well were being urged to change the proposed reforms.

It appears the message has gotten through and with a number of announcements made last week, although it is not perfect, it is a more balanced approach and addresses a number of the concerns raised by Canadian businesses. The Hon. Perrin Beatty, CEO and President of the Canadian Chamber of Commerce stated "By providing a voice for businesses in communities across Canada, the Canadian Chamber and its network of local Chamber's helped prevent devastating damage. But the hard work has only started." As we all know, the devil is in the details.

In the coming weeks and months, we will await the legislation and with the support of our Chamber network, will hold the Federal Government accountable to ensure the revisions are implemented. Going backwards is not an option for our business community and we must remain competitive in a truly global market

All Chamber's across this country, together with the Ontario and Canadian Chamber's of Commerce, represent a powerful voice at all levels of government. When it comes to tax reforms, we will be reaching out to our members to suggest reforms that will assist small and medium enterprises and not hinder them.

Peter Chirico is the President & CEO of the North Bay & District Chamber of Commerce.

## Call for Nominations for the 2018/2019 Board of Directors

The Board of Directors of the North Bay & District Chamber of Commerce (NBDCC) is made up of twelve (12) Directors and one (1) Young Professional Director.

Chamber members elect six (6) Director Positions and one Young Professional Director on a yearly basis. Regular director positions are for a two (2) year term.

Here are the guidelines for your nominations:

- Nominations close at 4:00pm Thursday, November 9, 2017.
- Nominees must be in good standing with membership dues/fees

- Nominees must be the voting member of the member business/organization

If you are interested in being nominated or if you know someone in the membership that you would like to nominate, please [CLICK HERE](#) to send Patti a message and we will ensure that your name or the name of your nominee goes forward for ratification at the November 9<sup>th</sup> board meeting. Following the board meeting, on the Friday, nominees will receive a qualification notice that they can agree/or not to let their name stand on the election ballot.



# NORTH BAY PITCH

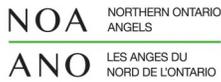
WEDNESDAY NOVEMBER 1, 2017

3 Innovative Entrepreneurs will be pitching their business to angel investors in North Bay  
Your vote counts for 1st Place Winner



### Partners & Sponsors

Click [HERE](#) to register!



192 Main Street East  
North Bay, ON  
NOA Event Contact:  
Kimberley Wahamaa  
705-207-2658

5:00 pm  
5:45 - 6:45 pm  
6:45 - 7:15 pm  
Register on Eventbrite. Free Admission.  
Snacks Provided. Cash Bar. All Welcome.

Registration  
3 Pitches - Vote for 1st Place  
Networking . Door Prizes.

## Congratulations Award Winners

Below: Nathan and John Serran of Sugar Daddy Cupcakes & Catering accept the New Business of the Year award from Jennifer Nickerson, Manager of the Business Centre Nipissing Parry Sound.



Right: Carol Porter, Nipissing Coordinator, GetTrainedWorkers.com presents the Not-For-Profit of the Year award to Kate Merritt-Dupelle, Executive Director of the North Bay Area Community Foundation.

Below Right: Sherry Bessette (left) and Andrea Silveri (right), of Grant Thornton present the Young Professional of the Year award to Thomas Brown of CurveFront Digital Marketing.



## Canada's #1 Plan for Employee Benefits

The Chambers of Commerce Group Insurance Plan® gives you affordable, flexible insurance options, unbeatable guarantees, and value-added benefits.  
See why 30,000 business owners selected this plan!



THE CANADIAN  
CHAMBER  
OF COMMERCE

LA CHAMBRE  
DE COMMERCE  
DU CANADA

The Canadian  
Chamber of  
Commerce would

like to deliver a response to government about businesses and other organizations' experience of this legislation three years in; a statutory review of Canada's Anti-spam Legislation (CASL) is underway.

Please help them provide information by filling out the [survey](#), all responses are anonymous. The link will be open until Oct. 27, 2017



**GIANT TIGER**  
INVITES YOU & A GUEST  
TO ATTEND OUR

**Friends & Family  
event!**

PRESENT THIS INVITE AND  
**GET 25% OFF\***

NOVEMBER 19, 2017

**6PM-8PM NORTH BAY**

GUEST: \_\_\_\_\_

EMAIL: \_\_\_\_\_

\*Excluding grocery, candy, pet food, health & beauty, cleaning supplies, tobacco, lottery and gift cards



**FALL POLICY SURVEY**

Ontario Chamber of Commerce has launched their Fall Policy Survey: [survey link](#)

This questionnaire includes the [Business Confidence Survey](#), which attracted considerable attention from both [media](#) and [government](#) at its release in February.

Given how government policy has continued to negatively impact the Ontario business community, it is even more important that Queen's Park hears from our membership in an impactful, quantitative manner.

**This survey is our members' opportunity to have their voice heard on the issues that matter most:** the impact of government policy on their business, their views on specific policy changes, and their overall feeling about the state of the Ontario economy.

The survey will be open until October 31, 2017, so please participate now!

**Steering Through Change:**  
*A Handbook to Help Ontario Businesses Understand and Manage Bill 148*

Click on this ad to see the handbook



**SELECT SWEEPSTAKES**

**INSURANCE MEETS ADVENTURE**

*Exclusively for North Bay Chamber of Commerce members.*

Find out how much you can save on car or home insurance and you could win a new SUV or a \$5,000 travel certificate.

Prizes may not be exactly as shown.

**Call for a quote today!**  
**705-472-5901 | [kennedyinsurance.ca](http://kennedyinsurance.ca)**  
For details, visit [selectsweepstakes.com](http://selectsweepstakes.com) and enter group discount code **K1200**.



Economical Insurance includes the following companies: Economical Mutual Insurance Company, The Missisquoi Insurance Company, Perth Insurance Company, Waterloo Insurance Company, Family Insurance Solutions Inc., Sonnet Insurance Company, Petline Insurance Company. Economical Select® is underwritten by Waterloo Insurance Company (underwritten by The Missisquoi Insurance Company in Quebec). 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 Economical Select auto and/or home insurance policy with no previous discounts applied and does not take into consideration other insurance provider policy rates. No purchase required. Open to legal residents of Canada, excluding residents of Quebec, the Northwest Territories, Nunavut, Yukon, Newfoundland and Labrador. Contest closes March 31, 2018 at 11:59 p.m. ET (earlier closing dates for some prizes). Limit 1 entry / 1 prize per group member. Entrants' information may be used for marketing. For Sponsor's privacy policy see: [economicalselect.com/privacy](http://economicalselect.com/privacy). For full rules visit: [selectsweepstakes.com/rules](http://selectsweepstakes.com/rules). ©2017 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.

# SEE YOUR BUSINESS IN A NEW LIGHT



## SMALL BUSINESS LIGHTING PROGRAM

Get up to \$2000 in rebates for state of the art lighting  
Open to past participants

## ENERGY SAVING

Reduce electricity and cooling costs to improve your bottom line



## SAFETY FIRST

Upgrade your lighting and improve overall safety with greater visibility

## BRIGHTER SPACES

Make your workplace more inviting



## LASTS 50,000 HRS

Spend less time replacing bulbs and more time on your business

## THREE SIMPLE STEPS

- 1 Call 705-474-8100 x 267 or visit [northbayhydro.com](http://northbayhydro.com) for an appointment
- 2 We'll assess your options
- 3 A licensed contractor will install your new lights



Subject to additional terms and conditions found at [saveonenergy.ca](http://saveonenergy.ca) Save on Energy is powered by the Independent Electricity System Operator and offered by North Bay Hydro  
Official Mark of the Independent Electricity System Operator.



**Blue Sky PSWs Ltd**  
Professional • Caring • Compassionate

Would you like to be your own boss? Are you a compassionate caring person who wants to ensure quality of life for others in the community? **Well established business for sale.**

- Non-medical incorporated home care business
- 9 years of success
- business of the year 2015
- solid community reputation and client base
- good managerial skills would be an asset
- still many areas in which service can be developed
- turn key operation with administrative procedures, policies, and manuals all in place
- be your own boss while providing a valuable service to people in need
- plenty of room for continued growth due to aging population and the increased need for services
- current owner moving out of city but willing to assist in transition process

For more information, please email Frances at [frances@blueskypsws.com](mailto:frances@blueskypsws.com) to set up an appropriate time to meet and discuss this opportunity.



# Congratulations Award Winners



Above: Peter Rooney, partner with Kennedy Insurance Brokers presented the Business of the Year (1 to 5 employees) to Dr. Hailey Bertrand of Parkside Animal Hospital.

Below: Business of the Year (6 to 15 employees). President George Burton of Canadore College presented the award to Burrows Country Store. Staff and owners Bob and Debbie Hudson (3rd and 2nd from right) were pleased to accept the award.



Above: Sandy McDonald, Regional Director, Community Affairs with Bell presented the Business of the Year (16+ employees) to Dennis Higgs, VP of Rail Mechanical and Remanufacturing and Corina Moore, President and CEO of Ontario Northland.






## Our Chamber colleagues in Sudbury invite you to....



**PEP**  
PROCUREMENT  
EMPLOYMENT  
PARTNERSHIPS  
CONFERENCE & TRADESHOW

PRESENTED BY



SNC-LAVALIN

PEP is a two-day conference and tradeshow, being held in Sudbury on February 6th & 7th, 2018, that will bring together professionals from all over Ontario to discuss important challenges that businesses are facing today.

### 3 reasons why you should attend this conference:

#### 1 PROCUREMENT

Traditional approaches to procurement will tend to reinforce traditional patterns of purchasing. More responsive and innovative approaches to growing local and regional supply chains are required to provide cost and technological efficiencies and economic stimulus. This conference will bring together industry's leading experts on supply change management, and will help us learn about improving our distribution networks, harnessing the potential of information conduits and producing more effective, standardized procedures to facilitate the flow of supplies within our regional economy.

#### 2 EMPLOYMENT

As mining projects such as the Ring of Fire continue to move forward, employing local indigenous and non-indigenous workers is crucial to the success of Northern Ontario's economic development. What training is the most effective and when do we start? How best do we train recruits to provide them with the skills employers need to address our skilled labour shortages? How do we compete globally for the best and brightest? Join our discussion on best practices for training and recruiting local workers; how to overcome the challenges associated with hiring in the North; and how best to turn challenges into opportunities for northerners.

#### 3 PARTNERSHIPS

Partnerships between Northern and Southern Ontario, and indigenous and non-indigenous businesses, have the potential to reduce many of the burdens of doing business in the North and to provide opportunities that are often difficult to develop at the last minute. Join us as we elaborate on the advantages of partnerships, provide helpful tips for initializing them, and discuss best practices learned from experience.

Learn more about the speakers, tradeshow, gala, and facilitated networking at [WWW.PEPCONFERENCE.CA](http://WWW.PEPCONFERENCE.CA)

- GOLD SPONSOR  SILVER SPONSOR  BRONZE SPONSOR  VIP GOLD SPONSOR 