

BMT Insurance &
Financial Services

705-268-9988
www.bmtinsurance.ca

inside QUARTERLY SUMMER 2018 business

A TIMMINS CHAMBER OF COMMERCE PUBLICATION

Rock stars of Timmins business celebrated at 2018 Nova Awards

The rock stars of local business took center stage at the McIntyre Arena on May 10, joined by a crowd of more than 700 people in celebration of the 2018 Nova Business Excellence Awards.

Hosted by the Timmins Chamber of Commerce, the sold-out gala once again cemented its status as the largest business awards event in northern Ontario, with 16 local firms and entrepreneurs honoured across a range of categories.

The concert theme of "Business Takes the Stage" was used throughout the evening to help showcase the many ways that entrepreneurs are Timmins' unsung rock stars, said Jamie Clarke, president of the Timmins Chamber of Commerce.

"The Nova Awards are an important reminder of the many ways that our businesses work in harmony to make Timmins truly great," said Clarke.

"All of the entrepreneurs featured this evening, from the finalists to the recipients, truly deserve our applause, and it's clear from tonight's packed house that Timmins clearly agrees."

Chamber past president Art Pultz once again served as the event's emcee and front man, marking the 15th time in the event's 16-year history he has overseen the awards ceremony. Pultz helped to highlight the slate of more than 40 finalists who were

honoured throughout the evening.

The Nova Awards recipients were carefully selected from a record-breaking 160 nominations by a committee of six independent community judges. These judges determine the award recipients based on the quality of the submissions; to ensure the validity of the results, this is done without any input or influence from the Chamber Board of Directors or staff. This independence also helps to make the event one that truly belongs to the community, said Clarke.

"They might not be putting out Top 40 hits or selling out cross-Canada tours, but we can clearly see from these honourees that Timmins' business owners and entrepreneurs deserve just as much recognition, given the incredible things they do in our community. Each one helps make Timmins a better place to work, live, and play, and we're thrilled to help shine a spotlight on their performance."

See pages 6 and 7 for a complete list of winners and event photos. To view a full photo gallery of the 2018 Nova Awards, spanning the finalists' reception to the awards ceremony and post-event celebration, visit the Chamber's Facebook page at www.facebook.com/TimminsChamber



The 2018 Nova Business Excellence Awards were handed out to 16 recipients from throughout Timmins' business community at a gala held at the McIntyre Arena on May 10. Photo by D. Fong Photography.

Trusted advice

From a team
you can count on

Looking for business advice? Grant Thornton LLP can tackle any challenge. We're dedicated to helping local businesses succeed and grow.

Come see us! Together we can achieve your business goals.
When businesses thrive in Timmins, everybody wins.



Grant Thornton | An instinct for growth™

© 2018 Grant Thornton LLP. A Canadian Member of Grant Thornton International Ltd. All rights reserved.

In This Issue:

P2-3: BOARD CANDIDATES

P4: POLICY SUCCESS

P6-7: NOVA RECIPIENTS

Elections heating up for Timmins Chamber board of directors

Voting is now officially open for the Timmins Chamber of Commerce's 2018-2019 Board of Directors election, and there's still plenty of time for members to ensure their voices are heard.

Fifteen members have been nominated to fill six open slots for the coming Chamber year. They are running for the right to represent the Chamber membership and the greater business community on the 21-member board.

Each of the Chamber's voting members still has the opportunity to cast their ballot, with the elections due to close on July 10 at 5 p.m.

Board members also chair each of the Chamber committees, matching their expertise with those of the participating committee members to help determine ways to improve the business climate through action plans.

To help strengthen the members' collective voice on these subjects, the Timmins Chamber also works collaboratively with countless partners – government representatives, community organizations, industry stakeholders – on building consensus and support.

Voting for your 2018-2019 board

Once again this year, voting members of the Timmins Chamber are offered electronic means to cast their ballot. Each voting member who has registered an email address with the Chamber has received an email with voting instructions from the Chamber's election software. This includes a unique link that takes the voting member to a secure site where they can review nominees' biographies and place a vote in confidence.

Members without an email address on file, or whose emails could not receive their digital ballot – approximately five percent of the total membership – have been sent a print ballot.

For a full list of the nominees for the Timmins Chamber of Commerce's 2018-2019 Board of Directors, complete with bios and photographs, see pages 2 and 3.

Tom Gannon
T +1705 264 9486
E Tom.Gannon@ca.gt.com

Timmins
119 Pine Street South
Unit 322

grantthornton.ca

Audit | Tax | Advisory

inside business

Timmins Chamber of Commerce's 2018 - 2019 Board of Directors nominees



Joel Ahrens, senior manager, MNP LLP

Joel Ahrens is a senior manager at MNP LLP and has worked there for the past 11 years. Joel is a CPA CA who has experience in taxation, payroll, HST, auditing and financial reporting guidelines. He is married and has two wonderful children, aged three and five. He has been the treasurer or president of the Multiple Sclerosis Society of Timmins for the past seven years, working on many different fundraising activities and programs to help people affected by MS. In his spare time, he enjoys competing in triathlons, reading, and playing baseball.



Scott Armstrong, regional manager, Vista Radio (Moose FM)

I currently manage five radio stations and three community information portals across the northeast. My background in leadership and broadcasting covers 35+ years in communities across Canada. Our work consistently involves creating partnerships focussed on community development. On a volunteer basis, I have served on multiple Boards including social, economic and educational sectors.

This includes serving as Chamber president in Cornwall, Ontario; United Way campaign chair; and Communications Studies at Red River College in Winnipeg.

I hope to have the opportunity to participate.



Brigitte Beaupre, store manager, S tarbucks Timmins

Brigitte was born and raised in Timmins. After spending four years in Sudbury for post-secondary and one year in Montreal, she returned to Timmins to raise her two children as a single mother. Being part of the opening team of Teletech as a Quality Assurance Specialist allowed her to support her family. This endeavour, coupled with her work in opening the Holiday Inn Express, provided her with the experience to create and maintain a team environment. Recently, Brigitte became certified STAMP assessment consultant through NEOnet. After spending five-plus years in the Ambassador program with the Chamber of Commerce, Brigitte is ready for a bigger challenge. As the Store Manager for the new Starbucks, she is excited to bring this brand, its culture and its amazing team together in the heart of Timmins.



Paul Brunet, chief executive officer, Great White North

Paul Brunet, a co-founder of Great White North Technology, was born and raised in Northern Ontario. He has graduated from the Computer System Technology program at Cambrian College in 2003 and has worked in the technology field ever since. Having started Great White North Technology Consulting in late 2012, Paul understands the challenges and obstacles in running a business in Northern Ontario. Paul's goal is to bring valuable technical and business knowledge to the Chamber in order to allow Chamber members to grow and nurture their businesses.



Tammy Farrell, small business advisor, Scotiabank

I have worked with Scotiabank for the last 12 years in various roles, and most recently joined the Small Business Department in 2017. Working with business owners every day provides me with a different perspective on the challenges they face from a financial point of view but also insight on the kind of support from which they may benefit. I have served in various capacities on numerous committees within Scotiabank. Also, being involved with the Cancer Society Timmins Committee for three years allowed me the opportunity to meet and work collaboratively with the community.



Tom Faught, associate advisor, RBC Wealth Management

Being raised in Timmins, I have been fortunate enough to witness both the expansion and contraction of the economy, and the effects this has on the morale and livelihood of our great city. However, through all of this, I have never seen such optimism and teamwork of local business and individuals expressed in hard times as I've seen in Timmins. In the early stages of my career, I was away from home - Toronto, Hamilton, and Thunder Bay - but Timmins is where I have settled to establish my family.

I began my professional career in the retained engineering field working for many well-known large companies. However, I'd always had a great deal of interest in the investment management field, and decided to enroll in licensing and management courses to become involved in my father's business.

Today, I am proud to say that I have completed and obtained my Chartered Investment Managers designation and am working alongside my father for Faught Wealth Management of RBC Dominion Securities. I would like to become more involved in the business community in Timmins by becoming a member of the Timmins Chamber of Commerce Board of Directors. I know Timmins has a strong, local business community and I am proud to say that we are part of it, and I am in it for the long term.



Kraymr Grenke, accountant, Collins Barrow - Sudbury, Nipissing, Timmins LLP

Mr. Grenke is an accountant for Collins Barrow. Kraymr currently serves as the Treasurer of the Timmins and District Hospital and as an audit committee member for Laurentian University. Through the Timmins Chamber, Kraymr has been a member of the Governance Regulation and Policy Review and Municipal Affairs committees. Kraymr was previously elected as President of the Laurentian University Students' General Association, and has served as a Board Governor, Academic Senator and as a Strategic Planning Steering Committee member at Laurentian University. He was also a post-secondary education sector advocate in the role as Vice-President of Finance for the Ontario Undergraduate Student Alliance.



Jessica Hardy, agency manager, Allstate Insurance

Jessica Hardy is the agency manager for Allstate Insurance, with 15 years of experience in the insurance and financial services industry. She was responsible for opening the doors of the Allstate Insurance Agency in Timmins for the first time in 2014. Jessica was born, raised and educated in the North, holding a degree in psychology from Laurentian University. She has found success in the areas of business growth and development, team building, and leadership. She is a current member of the Timmins Chamber Municipal Affairs Committee, prior member of the Timmins Chamber Board, and has been active with various organizations throughout our community.

Timmins Chamber of Commerce's 2018 - 2019 Board of Directors nominees



Robert Knox, president, Knox Logistics

I'm the owner/president of Knox Logistics, a supply chain and risk management company. I am also a Tim Hortons restaurant franchisee with my wife Linda Venneri.

Prior to entering the business world, I was a member of the Ontario Provincial Police for 20 years, retiring as the Detachment Commander in South Porcupine in 2008.

I am a former member of the Chamber Board of Directors and its executive, and I currently volunteer as a piper with the Timmins Police Piper and Drums. I am also the president of the Schumacher Arts, Culture and Heritage Association (SACHA).



Monique Koski, co-president, Millson Forestry Service

- Born and raised in Timmins. I love the North and all it has to offer.
- HBS in Forestry, graduated with first-class standing.
- Have officially been in business since 2017 as a full-service forestry contractor.
- Volunteer work:
- Director, Kamiskotia Ski Resort (2014-2016): Brought motocross to Timmins and helped generate revenue for more than one season.
- Director, NEOnet Board (2015-present)
- Steering Committee Member for the Productivity and Innovation Centre (2014-present)
- Director, Timmins Chamber (2016-present)
- Volunteer coach for my daughter's basketball team
- Business rocks!



Amy McKillip, manager of applied research, entrepreneurship, and innova- tion, Northern College

Amy is a Timmins native with years of involvement in the community. At Northern College, Amy creates partnerships with local businesses, many of whom are Chamber members, to deliver business improvement results while providing students with experiential learning opportunities. Prior to commencing at Northern, she worked in the mining industry for over 12 years. She is the recipient of the Women in the Workforce award, which is awarded to a female who has successfully broken barriers in a non-traditional role. Amy has volunteered with the Timmins and Porcupine Search and Rescue Team, the Timmins Humane Society, as well as several funding events.



Renee Palmateer, business development manager, NorthernTel

Since moving to Timmins and becoming a business development manager with NorthernTel/Bell, I have wanted to be more involved in the community and feel the Chamber Board is the right fit for me. I have over 26 years of experience with NorthernTel/Bell; my prior roles have included administrative assistant, regulatory, and customer service. I have previously served on municipal council, as well as recreation and hospital boards.

I am aware of the importance of a strong community and a local presence. The Chamber provides an excellent opportunity to become more involved and contribute to the growth and success of the business community and Timmins as a whole, and I would like to be part of that. My overall experience would be an asset to the Chamber Board.



Lucia Mendonca, proprietor, director, and senior counsel, Mendonca Law Office, Professional Corporation

Ms. Lucia Mendonca was called to the Ontario Bar 15 years ago. Since that time, she has been providing legal services in Timmins, Cochrane, Hearst, Kirkland Lake, Moosonee, Attawapiskat, and other far-flung communities in Northern Ontario. Lucia works in Real Estate law, Wills and Estates law, Family law, and does a great deal of work for Legal Aid Ontario in Child Protection matters. She is extremely generous with her time and care, even though she is the matriarch of her own little family.

Lucia is the proprietor, director, and senior counsel of a successful practice, employing dedicated teams in both Cochrane and Timmins.



Melanie Verreault, president, Trimeda Consulting Inc. / Esso Truck Stop / Kreb Inc.

Melanie was elected to the Timmins Chamber of Commerce Board of Directors in 2016. Throughout these two years, Melanie has engaged in various Chamber meetings and activities, and became a member of the Chamber's Board Executive in 2017. She continues to be very passionate about her work with the Chamber, and being one of the voices of the region's business community.

Since 1998, Melanie has excelled in management positions within the private and public sectors, and has been a part-time faculty member with Laurentian University since 2000, and from 2004 to 2012 with Northern College. As president of her management consulting company, Trimeda Consulting Inc., Melanie has worked with various professionals in the areas of strategic planning and development, policy development, and business coaching. One of her main portfolios is corporate training, specializing in many areas. Her philosophy about training is to "make the new seem familiar and the familiar seem new", all while provoking self-awareness and growth via theory and application. Melanie possesses an honors BA in Psychologie and Native Studies, a MA in Humanities and an MBA. Melanie is finalizing her certification in being a corporate coach and performance motivator. Melanie is also the co-owner and operator of a number of restaurant and service stations.



Mark Rogers, owner/operator, Near North Video Productions

As owner/operator of Near North Video Productions for 30 years in Timmins, I have a profound appreciation for local businesses and the importance of support services, networking opportunities and community growth.

Near North Video Productions provides a variety of affordable and professional video services including mobile, multi-camera production facilities, industrial, corporate and event video productions, rental equipment and transfer services. Near North has been successful with staying current and meeting the ever-changing technology demands of the industry.

As well, I have been an employee of Northern College for the past 11 years, serving as the maintenance electrician for the Timmins Campus and residence.

As a Chamber member for well over 20 years, I have been actively involved in Chamber events such as the yearly NOVA Awards and have held a position on the "buy local" committee.

Volunteer work where I have offered in-kind services and assistance have included:

- Promotional videos for the South Porcupine Arena.
- Promotional videos for the Porcupine United Way.
- Production of the annual Timmins Santa Claus parade telecast.
- Production of the Northern Ontario Angels Investors Pitch.

In addition, I served on the Executive committee for the 1993 and 2010 Roland Michener Homecoming Reunions and have been a member of the Timmins Rotary Club. I am also a proud supporter of the Porcupine Minor Hockey Association, and sponsor a youth each year.

Business leaders call for Ontario natural resources strategy

Days before Ontarians headed to the polls, representatives from Aboriginal business, mining, prospectors, forestry, local government, and the broader business community called for the creation of a provincial natural resource strategy with specific actions, following a roundtable discussion hosted by the Timmins Chamber of Commerce on May 28.

"The natural resource sector represents an integral component of our economy, and the Timmins Chamber has long stood as a strong advocate for the removal of barriers to its competitiveness," said Jamie Clarke, president of the Timmins Chamber of Commerce.

"We're extremely pleased to be able to work alongside these important partners from throughout the province to address these issues collaboratively, and we look forward to advancing these priorities with the next provincial government."

The need to develop this strategy was the primary recommendation that emerged from the landmark meeting, which was convened at the Timmins Chamber to stimulate thinking on priorities and opportunities for growth in Ontario's resource sector. It included the following participants:

- Mayor Steve Black, Timmins
- Rocco Rossi, President & CEO, Ontario Chamber of Commerce
- Paul-Emile McNab, Director, Business Development & Strategy Initiative, Canadian Council of Aboriginal Business
- Chris Hodgson, President & CEO, Ontario Mining Association
- Bill MacRae, Vice-President Operations, Ontario Prospectors Association
- Tom Laughren, Director Corporate



First row, left to right : Derek Nighbor, President & CEO, Forest Products Association of Canada; Rocco Rossi, President & CEO, Ontario Chamber of Commerce; Mayor Steve Black, City of Timmins; Paul-Emile McNab, Director, Business Development & Strategy Initiative, Canadian Council of Aboriginal Business.
Back row, left to right : Chris Hodgson, President & CEO, Ontario Mining Association; Cameron Grant, Administration and Projects Coordination at Timmins Chamber of Commerce, Bill MacRae, Vice-President Operations, Ontario Prospectors Association; Tom Laughren, Director Corporate Responsibility, Tahoe Resources Canada; Kevin Edgson, President & CEO, EACOM Timber Corporation; Nick Stewart, Manager of Policy, Research & Communications, Timmins Chamber of Commerce.

Responsibility, Tahoe Resources Canada

- Derek Nighbor, President & CEO, Forest Products Association of Canada
- Kevin Edgson, President & CEO, EACOM Timber Corporation
- Nick Stewart, Manager of Policy, Research & Communications, Timmins Chamber of Commerce

These cross-sector roundtable participants concurred that Ontario businesses face many challenges that need to be addressed to support economic growth and stability for the province. Resource industries are the backbone of Ontario's

economy, representing an important source of greater living standards and well-being for all; however, the cumulative regulatory and financial burden associated with this sector is threatening its competitiveness.

"A strong natural resources sector in Ontario provides skilled jobs for northern communities, including Aboriginal communities, and helps to ensure a prosperous economy," said Rocco Rossi, Ontario Chamber of Commerce President and CEO. "At a time when Ontario is facing a skills mismatch, our next government must take bold action, working with the natural resource

and northern communities, to address current challenges and provide a pathway forward for industry leadership in the global marketplace."

With the resources sector keen to engage with government on solutions to address some of the unique challenges facing Northern Ontario, the scope and breadth of the issues will require collaboration from several provincial ministries. By developing a natural resource strategy, government would ensure coordination of efforts across ministries, stakeholders and communities.

To that end, the group is recommending that the incoming government consider the following as part of a broader natural resource strategy:

- Reduce Energy Costs
- Address Regulatory and Administrative Burden
- Improve Skills Training and Talent Availability
- Build Capacity in Aboriginal Communities
- Support Northern Ontario Infrastructure

"A strong resource sector can help Ontario deliver on key priorities, including securing and diversifying procurement opportunities, enhancing investments in innovation and strengthening relations with the Province's Indigenous Peoples," said JP Gladu, President and CEO of the Canadian Council of Aboriginal Business.

Resource companies are well-positioned to work with the government to build the capacity that will support Aboriginal entrepreneurship and community participation in the resource economy.

A government ready for bold action can strengthen Ontario's position in the global economy. Today's participants encourage all parties to consider the role a strong resources sector can play in a prosperous Ontario and will work with the next provincial government to develop a resource strategy for the benefit of all Ontarians.

Timmins Chamber secures provincial partner in fight for regional business issues

The Timmins Chamber of Commerce has secured the support of the province's largest business advocacy group to assist in pushing for change on three key regional issues, including mining and hotel taxes, and interprovincial trade.

At the Ontario Chamber of Commerce's (OCC) annual general meeting in Hamilton on April 26-29, Timmins Chamber representatives successfully urged more than 100 conference attendees to support made-in-Timmins policies designed to take action on these local priorities:

- Making it easier for Ontario businesses to operate in Quebec,
- Protecting local tourism industries from potential harm under the new Municipal Accommodation Tax, and
- Maintaining current mining tax rates.

This success means that the Timmins Chamber policies are now official policy positions of the OCC. As such, the OCC will actively use these positions to push the government for change, supported by the full weight of the 60,000 businesses represented by the organization.

"The Ontario Chamber of Commerce is an incredibly influential voice for policy at the provincial level, so their adoption of Timmins' three resolutions is a significant victory for our members and our economy," said Jamie Clarke, president of the Timmins Chamber of Commerce.

"Having these resolutions on the OCC's books

means that the organization will actively lobby for these positions with the provincial government over the next three years, allowing our members to be heard at the highest levels. These kinds of partnerships with the chamber network are crucial to protecting our business competitiveness."

This success is also significant as these resolutions were driven by the concerns and feedback of local members, said Clarke. For instance, many local businesses who attempt to diversify into nearby Quebec markets face unique regulatory barriers across a broad range of sectors. To address the issue, the Timmins Chamber resolution as adopted by the OCC asks the province of Ontario to work with Quebec officials to identify and remove those barriers, while building programs that help to foster relationship building between regional business communities.

Similar local concerns arose around the new Municipal Accommodation Tax, which the province allowed cities to levy locally as of December 2017, and which has been briefly discussed at Timmins City Council. Already having been passed by numerous municipalities across Ontario, this new "hotel tax" is applicable to local facilities that provide stays under 30 days, and it differs from the Destination Marketing Program (DMP), which it will effectively replace: whereas the DMP is a voluntary model that allows participating

businesses to help oversee how its tourism dollars

are spent, the new tax can be applied unilaterally, with no cap and no hotel oversight, and where half the revenues can go into general municipal revenues. In response, the Timmins Chamber resolution urges the province to cap the amount of tax that can be levied, and allow affected businesses to help oversee how those tax revenues are spent.

This desire to preserve the North's competitive advantage is also mirrored in the Timmins Chamber's third resolution, which simply states that Ontario should maintain mining taxes at their current rate, despite calls from various advocacy groups. With a provincial election looming, it's crucial to be able to ensure that Ontario continues to offer a stable and reliable environment in which mining companies can invest, said Clarke.

The Timmins Chamber developed these resolutions based on input from its members as well as its Government Regulation and Policy Committee. As a sign of their broader impact on Northern Ontario, the policies were also co-sponsored at the event by the Greater Sudbury Chamber of Commerce, Thunder Bay Chamber of Commerce, and the Sault Ste. Marie Chamber of Commerce.

"Given the importance that each of these issues has for our members, we're very pleased to be able to advance them at the provincial level," said Clarke. "With the Ontario Chamber network now in full support of Timmins' priorities, we look forward to

working with our partners across the province to push for meaningful change."

To view the full versions of the policies that will now be championed by the OCC, please visit the Chamber's website at www.timminschamber.on.ca, or view them directly at www.tinyurl.com/OCCAGM-2018



Timmins Chamber of Commerce policy manager Nick Stewart presented and defended locally driven resolutions on the debate floor at the Ontario Chamber AGM on April 28.



Let the certified professionals at Northern Windows take care of your spring upgrades on windows and insulation with these great rebates from the Green Ontario Fund

up to \$5,000 rebate

for changing your windows
(\$500 per window)

up to \$3,800 rebate

to insulate the exterior or your walls
(\$2/sq.ft.)

**Call us today and
save on energy costs!**



**NORTHERN
WINDOWS & DOORS**

A family-run company.

88 Father Costello Dr. Schumacher
(former St. Alphonsus Parish)

705-268-2111

www.northernwindows.ca

inside business




*Celebrating the
rock stars of
Timmins business*

With more than 700 attendees, the 2018 Nova Awards marked another spectacular evening for this important annual celebration, as another sold-out crowd came out to the McIntyre Arena on May 10 to celebrate the best of Timmins business.

Here are a handful of snapshots of this special evening. For a more complete view of the many memories, please visit the Timmins Chamber's Facebook page at www.facebook.com/TimminsChamber

The complete list of award recipients is available on Page 7.





Congratulations to this year's recipients!

Applause to this year's recipients from



The Sandbox



Business Contribution to the Community Award (1-5 Employees)

Awarded to a business with up to five employees and which chooses to make Timmins a better place by committing financial and human resources to support community goals.



Vets Taxi & Dispatch Services Inc.



Business Contribution to the Community Award (6-10 Employees)

Awarded to a business with 6-10 employees and which chooses to make Timmins a better place by committing financial and human resources to support community goals.



Discover Fitness with Kate Durst Inc. / Crossfit Timmins



Business Contribution to the Community Award (11+ Employees)

Awarded to a business with 11+ employees and which chooses to make Timmins a better place by committing financial and human resources to support community goals.



Great White North Technology Consulting Inc.



Best Place to Work Award

Awarded to a business that has demonstrated a commitment to fostering a positive work environment and has a high level of employee satisfaction and retention.



Johny & Justin Bonney, Timmins Wake Park



Young Professional Award (Under 40)

Awarded to a young professional 40 years of age or younger who has demonstrated leadership and ability in operating a business in a management or ownership position.



Holy Cow Indian Cuisine



Marketing Award

Awarded to a business that has successfully raised awareness of their products and/or services with a creative, unique marketing campaign in traditional or social media.



EACOM Timber Corporation



Innovation Award

Awarded to a business that has improved productivity through the use of an innovative product, technology or system, or has increased sales either by introducing new products and/or services, or by expanding into new markets.



Miron-Wilson Funeral Home



Service Excellence Award

Awarded to a business that has demonstrated a commitment to providing top-quality customer service.



INEOS Calabrian



New Business Award (Under 2 Years)

Awarded to a business that has been in operation (or with new ownership) for up to two years and has demonstrated growth and success.



Restore Physiotherapy Timmins



Business of the Year Award (1-5 Employees)

Awarded to a "best in class" business with up to five employees and which had noteworthy milestones, growth and/or other significant achievements in 2017.



Radical Gardens



Business of the Year Award (6-10 Employees)

Awarded to a "best in class" business with 6-10 employees and which had noteworthy milestones, growth and/or other significant achievements in 2017.



JTR & Custom Works Inc.



Business of the Year Award (11+ Employees)

Awarded to a "best in class" business with 11 or more employees and which had noteworthy milestones, growth and/or significant achievements in 2017.



NORCAT



Indigenous Partnership Award

Awarded to a business and Indigenous partners that have demonstrated excellence in innovation, employment and relationship building, while driving the sustainability of Indigenous businesses and communities.



Anti-Hunger Coalition Timmins



Non-Profit Organization Award

Awarded to a non-profit organization which is committed to sustainability and which exemplifies entrepreneurial spirit.



Congratulations to all of this year's recipients



Photos by: David Fong Photography



Gorf Manufacturing/Contracting Inc.

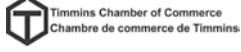


Lifetime Business Achievement Award

Awarded to a private-sector business that has been in operation for over 20 years and which has contributed positively to Timmins' economic landscape.



Full Beard Brewing Co.



President's Award

Awarded to a business that displays excellence in all Nova Awards categories.

Friends of the Novas

Adrienne Hart Esthetics
Andy Goddard, Rogers Communications Inc.

Art Pultz
City of Timmins
Elegant Awards

Emilie Deschêne, la Caisse Populaire Alliance

Gold Miner's Daughters (Roller Derby Team)

Gord's Rentals

Hunter's Frozen Treats

Kia of Timmins

Krys Saudino

L. Richards Moving & Cartage Limited

Love Bug Flowers
McIntyre Coffee Shop
Morandin's Dry Cleaners

Porcupine Springs

Radical Gardens

Shaun Melanson

Steinberg & Mahn Ltd.

Super City Cleaning

Tap It! Draught Services and Supplies

The UPS Store

Timmins Festivals & Events Committee

Tisdale Plumbing Heating & Electrical

Proud Event Sponsors



SUZANNE DESROSIERS

PROFESSIONAL CORPORATION



- **Workplace Investigation
(Harassment/Sexual Harassment)**
- **HR Training for Upper Management
(grants available)**
- **Drafting, Reviewing and Amending HR Policies**

Services Disponibles en Français

New member profiles

Bayshore Home Health

Health and Wellness
(705) 269-0289
www.bayshore.ca

The Timmins Home Health branch provides home care services in northern Ontario including Sudbury, Thunder Bay, Timmins and Sault Ste. Marie. Bayshore Home Health has been providing personalized home care solutions to Canadians in the comfort of their home for more than 50 years. Our services range from companionship, meal preparation, housekeeping and personal care to nursing, 24-hour care and more. Our caregivers and nurses are passionate, caring and go the extra mile to tailor our services so clients feel special, comfortable and safe. We make the process of arranging home care simple. Contact us for our free in-home consultation or to learn more about our in-home care services.

Gorilla Property Services

Services
(705) 269-1488
<https://gorillapropertyservices.com/contact-us/>
Gorilla Property Services offer a wide range of commercial and residential property management services. These include: pressure washing, graffiti removal, roof cleaning and moss removal, gutter cleaning, snow removal and salting, and window cleaning.

Kiwanis Club of Timmins Inc.

Associations and Community
(705) 266-5589
<http://timminskiwanis.org>
The Kiwanis Club of Timmins is a service club that has been raising funds for the children of Timmins since 1923. Our objectives are to support child and youth activities, support children with special needs, and provide community service. Membership in a Kiwanis club connects a person with the community and other individuals he or she wouldn't otherwise know.

Mendonca Law Office

Professional Services - Legal Services
(705) 531-3272
Founder Lucia Mendonca has been providing legal services for over 15 years. Together with her dynamic team of lawyers, clerks, and law students, Mendonca Law provides effective and friendly legal services to clients in Timmins, Cochrane, Hearst, Kirkland Lake, Moosonee, North Bay, and other communities throughout Northern Ontario.

Mid-Town Bowl

Fitness, Recreation and Entertainment-
Amusement and Entertainment
(705) 267-3500

Portraits by Sherry

Services - Photography & Videography
(705) 363-0074
www.portraitbysherry.ca
We specialize in newborn, children, and family photography.

Timmins-Temiskaming Community Legal Clinic

(705) 265-1119
Professional Services - Legal Services
We are a non-profit providing legal services.

Zents Mobile Truck & Heavy Equipment Repair

Industrial, Trade, Manufacturing -
Manufacturing and Equipment Repair
(705) 465-9157

Just Windows

Services - Janitorial
(705) 235-2118
At Just Windows, we offer a variety of professional cleaning services such as residential, cottage and commercial internal/external window cleaning, along with eavestrough, wheelie bin washes and interlock weed removal. Call today for your free quote!

Carole Marchand, P.Eng. Process Engineering Consultant

Professional Services - Consultant
(705) 365-0477
This bilingual business has one proficient and detail-oriented process engineer at the helm, with 20 years of experience working in the mining and metallurgical industry, predominantly in open pits, ore mills, smelters and metal refineries. The company either works directly for industrial plants on short-term projects, and/or as an external associate to some of the regional engineering firms needing to fill the gap for some of their projects requiring process engineering skills. We serve both northeastern Ontario and part of northwestern Québec (Abitibi region). Let our technical skills complement your business efforts!

M.O.E. COMMERCIAL ACCOUNTING NETWORK INC.

- Professional Bookkeeping
- Personal & Business Tax Returns

M.O.E. = Profits

204-670 Airport Road, Timmins

Phone **705-268-4474** • Fax: 705-264-0011

Maurice E. Proulx email: moe@moeaccounting.com

Published by:
Timmins Chamber of Commerce
P.O. Box 985, Timmins, Ontario, P4N 7H6
(705) 360-1900
Fax: (705) 360-1193
www.timminschamber.on.ca



Managing Editor: Keitha Robson
Email: krobson@timminschamber.on.ca
Editor: Nick Stewart
Email: policy@timminschamber.on.ca
Advertising Opportunities: Cameron Grant
Email: admin@timminschamber.on.ca

Inside Business is an information package provided to members of the Timmins Chamber of Commerce and businesses at large. The positions expressed in by-lined columns are the opinion of the subject editor and do not reflect the position of the Timmins Chamber of Commerce unless specifically stated. The Timmins Chamber of Commerce assumes no responsibility for statements or claims made by advertisers. "Inside Business" is published 6 times per year by the Timmins Chamber of Commerce. Issues are published quarterly. Closing date is the second Friday of the previous month. No part of this publication may be reproduced without the publisher's written permission.

STAY UP-TO-DATE ON ALL CHAMBER NEWS AND EVENTS

FIND US ON

facebook



FACEBOOK.COM/TIMMINSCHAMBER

Growing number of international students looking to work, live and learn in Timmins

By the Northern College International Department

Deciding where to pursue post-secondary education is one of the most important decisions a student will ever make. For international students, it's also about choosing a new community to live, learn and work.

International students make up a vital part of the Northern College community. Close to 200 international students started studying at the College in the 2017-18 academic year, with most at the Timmins Campus.

With increased international recruitment efforts, a growing number of registered students are expected each year. As international student participation continues to increase, there are new opportunities to attract students to study and to stay permanently in Timmins and the surrounding area.

Most international students find it useful and necessary to work part-time while they study. Many arrive in Canada looking for accommodations throughout the summer and during the academic year.

Facilitating the process for international students to find employment and accommodations in Timmins during their studies and after graduation will contribute to our local economic, social and cultural development.

Employment Opportunities

International students with full-time registration status and a valid Study Permit are eligible to work off campus. Students may work up to 20 hours per week during the regular academic year and full-time during scheduled breaks, such as winter and summer holidays or March Break.

After graduation, students may choose to work temporarily or live permanently in Canada.

The post-graduation employment program provides graduating students with opportunities to acquire Canadian work experience. Most international students who graduate from Northern College are eligible to apply for a post-graduation work permit with a validity period of up to three years, though this depends on the length of the student's program of study.

Northern College's Employment Options Emploi office in Timmins provides employment services to help job seekers find sustainable employment and employers find suitable employees. If your business currently has vacancies or will have opportunities available this fall, connect with an Employment Consultant by contacting (705) 268-3033 or Ti.EmploymentServices@northern.on.ca

Off-Campus Student Housing

For students looking for a place to live off-campus, Northern's Online Housing site is the first point of contact between students and potential

renters and landlords. The search for off-campus housing increases in the months leading up to the start of the Fall Semester in September, as well as the start of the Winter Semester in January. To connect with future tenants, post your ads for September 2018 now at northernc.on.ca/housing

Northern College also works with community members to provide a unique housing service that matches students with a host or host family. This arrangement can provide international students with a sense of home and security as they start their new life in Canada, with an opportunity to enjoy cultural, social, and recreational activities.

Community Impact

Northern College aims to make Timmins a great place to study by providing every opportunity for students to excel in their education and future careers and develop life-long connections with our city and region.

The forecasted decline in post-secondary domestic enrolment in Ontario continues to drive Northern to recruit additional students from new markets outside the traditional geographic catchment area with the goal of increasing overall enrolment.

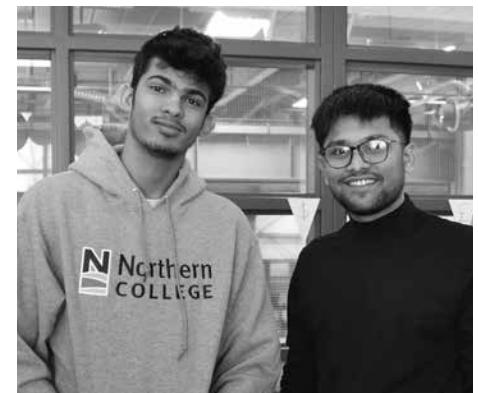
There are significant positive impacts associated with international students studying in Timmins.

The main reason for welcoming international students to our community are the demographics

of an aging workforce. Key labour market data from Statistics Canada shows that this changing demographic, along with outmigration, will create shortages of highly skilled workers in the region.

The economic benefits of international students studying in Canada are significant. Global Affairs Canada (GAC) estimated that in 2016, international students in Canada spent around \$15.5 billion on tuition, accommodation and other expenses.

For more information on Northern College's International Programs and Services, please contact international@northern.on.ca or visit northernc.on.ca/international



Timmins Chamber of Commerce



Chambre de commerce de Timmins

WHY JOIN THE CHAMBER?

NETWORKING

It's not just who you know, it's who others know. **Networking is powerful.**

INFORMATION

We share **timely and relevant** information that matters to you.

LEARNING

Get a competitive edge over non-members with **exclusive training opportunities**.

DISCOUNTS

Increase your purchasing power through **members-only discounts and savings**.

VISIBILITY

Stand out and **get noticed** in your community.

HAVE A VOICE

Gain a say in what happens when government through the **Chamber's advocacy efforts**.



Member Milestones

If your business is celebrating a major milestone between September 1, 2017 and August 31, 2018, let us know at policy@timminschamber.on.ca

Bermuda Tan: 30th Anniversary



Bermuda Tan' Gail Mills (center) and Larry Gagnon (right) accept their Member Milestone plaque from Cameron Grant, the Timmins Chamber's administration and projects coordinator.

Gail Mills, owner, answered some questions about her 30 years of success.

Q: Provide a brief description of your business.

Serving our community under present ownership since 1988, Bermuda Tan is a tanning

salon committed to creating an exceptional customer experience through education, customer service and quality of product. Proud members of the Smart Tan network, Joint Canadian Tanning Association, Chamber of Commerce and BIA, we strive to uphold the utmost in professionalism and respect for our industry and clients. Our salon has a full retail component specializing in men's and women's swimwear, clothing, products, lotions, accessories and gifts and we have a great smoothie bar with a full line up of supplements. We are a community-minded business, family-owned and operated, and are proud to be providing the service we do in our great city for 30 years.

Q: Describe how your business started, and how it's changed over the years.

My mother Georgia purchased Bermuda Tan in March 1988 from Gary Scripnick, who had opened the business in the mid 80s. My sister Lisa had been working for Gary as a student, and managed the business after it was purchased until she left for school. I was hired in late 1989 to originally work with and train staff, and quickly became manager. My passion for the

sun industry was born. In the beginning, we had tanning beds, a small selection of lotion and swimwear. Georgia always instilled the importance of education, exceptional customer service and instilled an excitement in me that has followed me through my 29-year career at Bermuda tan. She was my mentor, and an exceptional business woman.

Through the years, we have grown, expanded, changed locations, upgraded equipment and offered new and innovative products and services, but the business principles have not changed. Our business was built on the platform of hard work, integrity, a dedication to customer service, education a consideration of others needs and a passion for what we do. That philosophy and commitment still exists 30 years later.

Q: What has been your most memorable moment in business?

That is a difficult question to answer because over the last 29 years that I have been managing Bermuda Tan there have been so many special and proud moments. Following in my father's footsteps and being the recipient of the Lewis

P. Currie award was one of them. I would have to say though, that my proudest and memorable moments are always when our creative and successful events succeed in bringing the community together to help others. There is nothing more rewarding for me, then to know I was instrumental in creating avenues that help our community "give back" to our less fortunate.

Q: What has your experience doing business in Timmins been like thus far?

The city of Timmins has always been good to us. I feel that you get back what you give. We have always had the support of the people, and the politicians, many are or have been customers. I have seen generations of families enjoy our services and support us in all our endeavours. Fundraising campaigns have always been supported by the people, which has allowed us to raise money and awareness throughout the years, to help many individuals and many different charities. Our community minded spirit and support continues to be a focus, as it is and always has been a passion of mine -- helping people help people, so to speak. We truly are a city with a heart of gold!



ADVANCED SECURITY

We conduct our Business with Pride, Commitment, and Integrity.

Serving Northern Ontario for over 30 years. We are licensed with the Ministry of Community Safety and Correctional Services in full compliance.

We are locally operated and available around the clock. Management is always available and willing to meet at your convenience to discuss your Security needs.

Security Guards are well trained and have many years experience. They take great pride in their work and always go the extra mile.

Advanced Security provides a unique service in our community "Loss & Prevention". We are highly successful at providing organizations with surveillance, and security services that focus on eliminating the types of losses that impact profitability.

Guards are certified graduates of the Use Of Force and Handcuffing Training along with Baton Training.

741 Algonquin Blvd. East, P.O. Box 26002. Timmins, ON P4N 8S6

Phone: 705-267-5547

Email: advancedsecurity@advsecur.com

De Beers outlines its future plans



At a Chamber-hosted Inside Their Business with De Beers on May 24, De Beers Victor Mine's manager of operations Alistair Skinner (right) told a packed crowd about what has been achieved since the mine's opening in 2008 and what's in store for its future, given plans to cease operations in 2019. The discussion was also led by Tom Ormsby (left), head of external and corporate affairs for De Beers Canada. The event was emceed by Dan Ayotte (centre), of PAIB Insurance Inc., and a board member of the Timmins Chamber of Commerce.

Uniglass / Ziebart celebrates grand opening



Chamber member Uniglass Plus / Ziebart celebrated the grand opening of its new location at its 340 Algonquin Blvd. East location on May 4 with a special ribbon-cutting event. Co-owned by Dan Lavoie (centre) and Jeannette Lavoie (far right), Uniglass Plus / Ziebart is dedicated to automotive protection, including auto glass, rust protection, and detailing.

From left to right: Doug McLennan (Director, Retail Operations, Unibon Canada), Jamie Clarke (President, Chamber of Commerce), Dan Lavoie (Store President and Co-owner), Michael J.J. Doody (Ward 5 Councillor, City of Timmins), Jennifer Schmidt (store's lead hand), and Jeannette Lavoie (Store VP and co-owner).

A lawyer, accountant, and banker walk into a bar



Attendees of the Chamber's inaugural Pints and Pointers event on April 25 were able to enjoy a beer at Full Beard Brewing while getting helpful tips from business professionals on tangible ways to improve their business. This social, interactive event culminated in a tour of the Full Beard Brewmaster's room. From left to right: Benji Potvin, co-owner, Full Beard Brewing; Cameron Grant, administration and projects coordinator, Timmins Chamber; Tracey Potvin, partner, MNP LLP; Nancy Mageau, commercial account manager, RBC Royal Bank; Jonathan St-Pierre, co-owner, Full Beard Brewing; and Eleanor Baccega, lawyer, Riopelle Group Professional Corporation.

Bayshore Home Health cuts the ribbon



On May 31, Chamber member Bayshore Home Health celebrated the grand opening of its newest branch, serving Timmins and the surrounding area. The event was hosted at Compass Brewing, and highlighted Bayshore's home care services, including companion, meal prep, nursing, respite and transition from hospital to home. The event also featured tours of Compass, as well as samples of their signature products. From left to right: Nancy Mageau, first vice-president, Timmins Chamber of Commerce; Heidi Marchand, manager of clinical practice, Bayshore Home Health; Manon Dixon, and Timmins Mayor Steve Black.