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A TIMMINS CHAMBER OF COMMERCE PUBLICATION

Chamber prepares to celebrate best of local biz at 15th annual Nova Awards

Recipients to be honoured across 16 categories

As the judges review the nominations, anticipation continues to build for the Timmins Chamber of Commerce's 2017 Nova Business Excellence Awards, the region's biggest celebration of entrepreneurial achievement.

As Timmins' biggest celebration of entrepreneurial achievement, the Nova Awards help to recognize business achievements across 16 categories. This year's event will again be held at the McIntyre Arena on Thursday, May 11, and it promises to uphold its reputation as a spectacular way of celebrating business success, according to Timmins Chamber President Christine Bender.

"As the 700 or so attendees of last year's event can tell you, the Nova Awards are a great way to recognize the best and brightest entrepreneurs in our community as the Chamber shines a light on those who make Timmins a great place to do business," said Bender.

"We're fully confident this display of local excellence will continue at this year's event, given the stellar nominations for some truly worthy businesses that we've received this year. Our panel of independent community judges has the difficult task of choosing the recipients, though it's clear from our nominees that every one of them is worth celebrating."

Finalists will be personally notified on March 7 at their place of business by Chamber volunteers and staff, who will also present a small gift to commemorate the special occasion.

Photographs of these visits will be taken throughout the day and presented online at the Chamber's Facebook page, at www.facebook.com/TimmisChamber. Video



The Nova Business Excellence Awards will once again celebrate the best of Timmins business at the McIntyre Arena on May 11. The 2016 event drew more than 700 attendees.

will also be taken wherever possible and displayed as part of the Nova Awards' opening segment during the May 11 gala.

As in recent years, Eastlink news personalities will interview the event's finalists, organizers and community champions on the Nova Awards' own version of the red carpet. These segments will be broadcast live throughout the many flat-screen televisions on display at the event, which serve to promote further conversation among attendees during the celebration.

Other examples of Timmins talent will be on hand throughout the venue, in the form of

locally produced hors d'oeuvres, snacks, and décor – all of which will be supplemented by the hard work of countless volunteers who donate their time to make it happen.

This year's Nova Awards will feature a theme of "Where Business Fits Together," with puzzle pieces as a visual motif. This is appropriate, said Bender, as the Nova Awards help to show how the individuals and organizations of our business community are working together to make Timmins a better place to live, work and play.

"Every business in our community, big and

small, is an important part of our economy. We're proud that this is something we can help to highlight for our 15th consecutive year."

Tickets for the Nova Awards will go on sale March 21, 2017 at \$125 plus HST, or a discounted price of \$100 plus HST for Chamber members. Tickets can be ordered by emailing the Chamber at info@timminschamber.on.ca

Nominees for the 15th annual Nova Business Excellence Awards will be announced March 9 for the following categories:

- BMT Insurance & Financial Services Business Contribution to the Community Award (1-5 Employees)
- The Venture Centre Business Contribution to the Community Award (6-10 Employees)
- NorthernTel Business Contribution to the Community Award (11+ Employees)
- FNETB Best Place to Work Award
- Collège Boréal Young Professional Award (Under 40)
- RBC Marketing Award
- PIC Productivity, Innovation & Diversification Award
- Northern College Service Excellence Award
- Caisse Populaire de Timmins New Business Award (Under 2 Years)
- TD Bank Group Business of the Year Award (1-5 Employees)
- Scotiabank Business of the Year Award (6-10 Employees)
- Kidd Operations Business of the Year Award (11+ Employees)
- De Beers Canada Indigenous Partnership Award
- City of Timmins Non-Profit Organization Award
- Lifetime Business Achievement Award

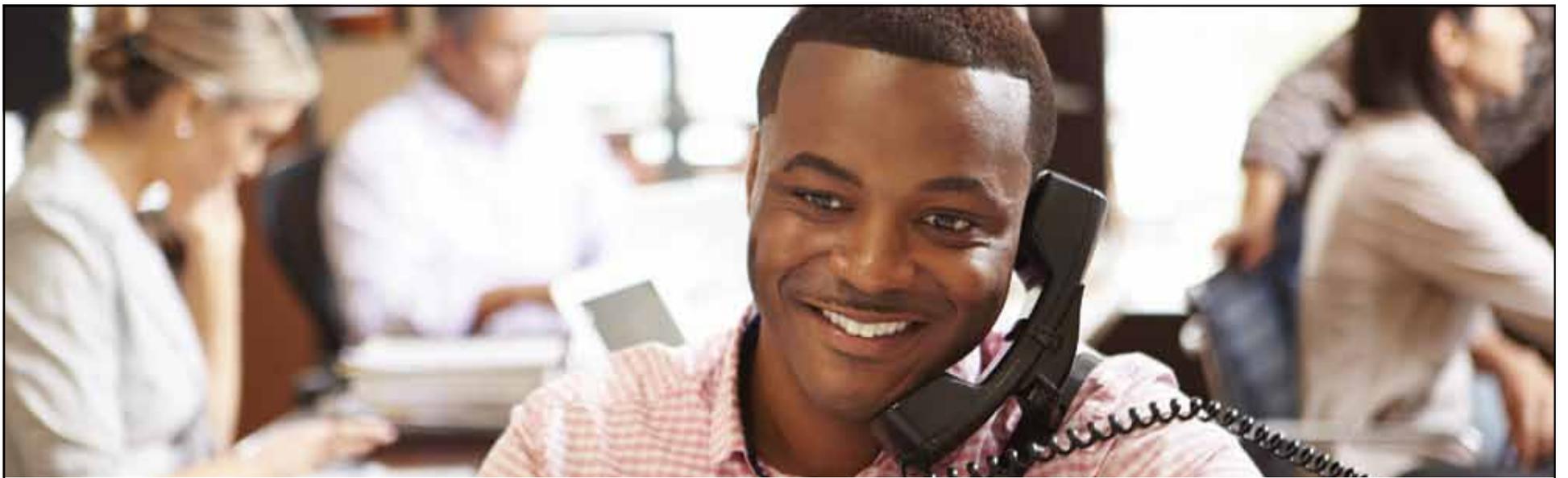
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Twenty chambers of commerce across Ontario continue to push province to defer cap and trade program

Following more than a year of repeated requests, 20 chambers of commerce across Ontario – including the Timmins Chamber – have issued yet another call for the provincial government to re-examine its cap and trade program, which was implemented January 1, 2017.

The joint coalition of business organizations, which also includes chambers from across northern Ontario, again pointed to the high costs of the program that will be layered onto skyrocketing electricity prices. As well, the lack of any provincial analysis of how cap and trade costs will affect individual business sectors prior to implementation leaves Ontario firms at great risk, according to Timmins Chamber President Chris Bender.

“We have consistently expressed our grave concerns of the potential economic impact that cap and trade will have on businesses big and small throughout our region, but we still are left with few answers and little clarity,” said Bender.

“We are still left with many of these concerns, and no real sense of what this will mean for our economy in the long term.”

In Ontario, since 2004, electricity prices have increased by 383%, from a flat rate of 4.7 cents a kilowatt hour to 18 cents a kilowatt hour at peak times. The introduction of the cap and trade system will add further charges on natural gas, gasoline and diesel fuel that will be keenly felt by every individual and business in Ontario. For example, fuel costs will increase by 4.3 cents per litre, and initial estimates indicate that a typical



business' natural gas bills will likely rise \$6,700 per year. Similarly, some large mining firms in northeastern Ontario are expecting cap and trade will add upwards of \$10 million to their annual costs. These cumulative costs will apply across countless and as-yet-unknown Ontario businesses and sectors, and will have ripple effects across the entire economy, said Bender.

This pressing call by the joint coalition of chambers is in keeping with the advocacy work they have undertaken throughout the year in pressing for a deferral of the cap and trade program, as well as more transparency around pricing. This includes working together to pass a resolution at the Ontario Chamber of Commerce Annual General Meeting in May 2016, where the Timmins Chamber was one of

several to push for the program be deferred until 2018 as it was developed in too short a timeframe and with too little information regarding its impact on the provincial economy.

With an anticipated change in environmental policy direction in the United States under the incoming Trump administration, it remains uncertain as to how many individual states would opt into a cap and trade regime. Combined with the Canadian government's looming plans to develop its own federal cap and trade initiative, it is important that Ontario take a step back and analyze how best to position itself so as to be appropriately competitive with its largest trading partner, and with its neighboring provinces, said Bender.

“Now is not the time to pass sweeping changes without being aware of what this will mean for our businesses, particularly given the equally significant changes set to happen both in the U.S. and across Canada. We must analyze the impact and do everything we can to ensure Ontario businesses are competitive.”

This concern is mirrored within a recent report by Ontario's Auditor General, who argued that the cap-and-trade system will result in only a small portion of the required greenhouse-gas reductions needed to meet Ontario's 2020 target.

That report also identified concerns about government estimates. For instance, between 2017 and 2020, the Ministry of Environment and Climate Change plans to spend up to \$1.32 billion of cap-and-trade revenues to address this issue.

The Action Plan indicates that this will result in three megatonnes of reductions. However, neither the Ministry nor the provincial agency that oversees Ontario's electricity system could show how they arrived at this estimate.

In addition, the \$1.32 billion is expected to have only a small impact on reducing the expected electricity price increases. In particular, electricity prices are projected to increase by 14 percent for businesses and 25 percent for households; after applying the \$1.32 billion, businesses will still face a 13 percent increase, and households will face a 23 percent jump.

There also has yet to be a declared plan for achieving the province's goals around renewable natural gas. While the Climate Change Action Plan includes funding targets for related initiatives, \$1 billion of these are for initiatives that were approved years before the Action Plan was created. By including these projects in the Action Plan, the province has found an alternative way to fund their costs, though it will not achieve any additional emissions reductions.

Under the linked system, Ontario's cap does not actually control the amount of greenhouse gases that can be emitted in Ontario. Because Ontario has chosen to link with California and Quebec, Ontario may exceed its own emissions cap if Ontario emitters decide to purchase allowances from Quebec or California. The cap on emissions set by the Ontario government consequently does not actually control Ontario emissions.

Northern chambers demand more affordability, transparency in Ontario's energy system

In partnership with business leaders from across Northern Ontario, the Timmins Chamber of Commerce is urging the province to address the regional challenges posed by the lack of affordability and transparency in energy pricing as it builds its Long-Term Energy Plan 2017 (LTEP).

In a joint submission to the Ontario government's LTEP review process, which will help form the basis of Ontario's energy strategy over the next 20 years, the Timmins Chamber called on the province to ensure its approach reflects the realities of doing business in the North. Soaring electricity costs have been felt more acutely in the North due to harsher seasonal climates, greater transportation costs, and a larger number of natural-resource-sector firms who are counted among the province's largest users of energy.

It is crucial that the province consider the growing impact this sector is having on the North's ability to attract and retain businesses, according to the submission, which was issued in partnership with the Greater Sudbury Chamber of Commerce, Thunder Bay Chamber of Commerce, Sault Ste. Marie Chamber of Commerce, and North Bay and District Chamber of Commerce.

“The geographic and economic realities of Northern Ontario mean that energy costs make up a greater portion of a business' expenses here than elsewhere in the province,” says Timmins Chamber President Christine Bender.

“It's no surprise that our member businesses have routinely identified the rising cost of energy as their largest challenge, as these prices have continued to climb at an unsustainable rate.



The province has taken some commendable steps in recent years, such as the establishment of the Northern Industrial Electricity Rate program, but much more needs to be done, which is what we have tried to identify with our LTEP submission.”

In order to address these concerns, the northern Chambers' joint submission proposes 12 recommendations, a few of which include the following:

- Include economic development among the principles governing the province's approach to energy within the LTEP. Economic development should be the first and over-riding principle.
- Increase transparency and offer greater detail on how government will achieve targeted greenhouse gas (GHG) reductions, including what support government will offer to businesses so they can remain prosperous while finding innovative solutions to reduce their emissions.

- Clarify the global adjustment (GA) so that ratepayers can better understand their electricity bills. Take steps to reduce the GA as a portion of electricity bills so that businesses are able to see real savings from their conservation efforts.

- Expand access to natural gas pipelines and improve the electricity transmission grid to ensure communities can develop and businesses can afford to invest in Northern Ontario.

- Increase transparency and accountability by publishing additional details about cap and trade; this should include specifying how proceeds from cap and trade will be spent to help transitioning businesses, and publishing regular economic impact assessments on how cap and trade is affecting local businesses and supply chains.

- Bolster investments in the areas of renewable energy, micro-grids and smart technologies for remote and Indigenous communities to ensure a clean and sustainable supply of power to these regions.

A recent report issued by the Ontario Chamber of Commerce, Top 3 Obstacles to Small Business Success, indicated that one in 20 Ontario businesses expect to close their doors in the next five years due to rising electricity prices. In addition, 38 percent will see their bottom line shrink, with the cost of electricity delaying or canceling investment in the years to come.

These concerns are only exacerbated by the considerable uncertainties around the implementation of Ontario's pending cap and

trade program, which took effect Jan. 1, 2017. Despite repeated requests by business, many questions still remain about the full impact of cap and trade, and how proceeds from the program will be spent.

“Given the looming impact of Ontario's cap and trade system on our region's businesses, and the many unanswered questions surrounding its design, we will continue to work together with chambers across the North to address this issue,” said Bender.

Working with local communities will help identify priorities that have otherwise been overlooked. For example, the economy of Northern Ontario needs investment in electricity transmission lines and natural gas pipelines. Access to electricity and natural gas ensures that communities are able to develop economically and industries can afford to invest in mines, mills and other facilities. Right now, many businesses are discouraged from investing in Northern Ontario because the LTEP's 'cost effectiveness' principle means that proponents of new connections to the grid are responsible for all of the costs associated with the new construction.

Such costs are prohibitive and make investment financially unfeasible. In spite of this, however, there is no mention in the LTEP discussion guide of expanding access to natural gas pipelines or of upgrading electricity transmission lines.

You can find the complete submission and the full list of recommendations put forward by the Northern Ontario chambers of commerce at www.tinyurl.com/LTEP2017

City budget should focus on cost control, transparency: Timmins Chamber

Chamber offers members' suggestions for municipal planning priorities



Timmins Chamber President Christine Bender (right) and the Chamber's Municipal Affairs Committee Chair Jamie Clarke (left) spoke to City Council on Nov. 3 on behalf of the organization's members as part of its annual input into the municipal budget process.

Council should focus its efforts on reducing costs, enhancing spending transparency, and making the most of those dollars being spent within the upcoming municipal budget, according to the Timmins Chamber of Commerce.

These ideas formed the core of the organization's annual presentation, made by Chamber President Chris Bender and the Chamber's Municipal Affairs Committee Chair Jamie Clarke, as part of the City's efforts to gather public feedback as it develops the 2017 municipal budget.

In particular, the Chamber hailed council for its commitments to reduce the overall budget by two percent, and commended its push to identify

internal efficiencies that would reduce duplication and help to achieve this target. However, Bender also pointed out that Chamber members are urging council to also consider making difficult decisions in order to review the range of services it offers so as to identify potential items which do not offer sufficient public value.

"It's important to point out that any decision to enhance existing services will ultimately add to the city's tax rates at a time where Timmins has already been identified as having the fastest-rising property taxes in Ontario over the last 10 years," said Bender.

"Moreover, these rates are increasingly complicating businesses' ability to attract staff to the region, and departmental efficiencies alone cannot address the issue; as such, a careful but judicious look must also be taken at services. As pointed out in the core services review, Timmins already enjoys levels of service far above what is expected for a community of our size, and while we certainly prize the quality of life attributed with them, council must also acknowledge their very real impact on taxes."

However, this approach also means that council should continue to focus spending on initiatives that improve Timmins' infrastructure so as to encourage business attraction and expansion, said Bender. This means Chamber members support City efforts to address municipal roads, and to advocate for enhanced Connecting Link funding. The ongoing efforts by the Timmins Economic Development Corporation to attract tenants to the new industrial park are equally welcome, and

should be supported, said Bender.

Investment must be done carefully, however, and that means conducting appropriate amounts of due diligence on potential financial decisions, according to the Chamber. To that end, the Chamber urged the City to find ways to reduce its growing reliance on sole-sourced RFPs so that council – and therefore taxpayers – have the ability to know whether it is getting the best bang for its buck.

To that same end, the Chamber is urging council to seek greater transparency, including on projects that have already seen considerable spending. This includes two reports completed two years ago as part of the Timmins 2020 community readiness plan: the Housing Report and the Culture, Tourism and Recreation Master Plans, which have yet to be examined by council. Given that they cost a combined \$400,000, it would be in the best interest of the city to at least review their recommendations. This would also assist the Chamber as it seeks to determine which items its members would best be able to support, because without a thorough examination by council and a subsequent identification of costs, it continues to be impossible for the business community to ascertain the financial and departmental impact of supporting individual items.

That same level of clarity is something which should also ideally apply to all financial decisions to be made by council; unfortunately, there has been less consistency on this front of late, complicating the business community's ability to gauge decisions made on its behalf.

Some issues, such as the smoking bylaw, have seen six months of consultation; conversely, the public remained unaware of months of in-camera debate on the Canada 150 celebrations until the same day of their approval.

"Again, we fully recognize and respect that, in the case of the fireworks festival, delicate negotiations prevented council from discussing much of the finer details in advance of the Oct. 3 council decision to commit to the \$3.5 million cost," said Bender. "However, even a vague announcement as to the general pursuit of the project in advance of the decision would have helped to provide more confidence in council spending, and it's something we hope council keeps in mind going forward."

Every year, the Chamber's presentation to council is assembled through an extensive process of consultation, with member input being provided through a wide variety of venues. This includes surveys, roundtable discussions, several Chamber committees, and numerous one-on-one interviews conducted by Chamber staff. The finished presentation represents the majority view as expressed by members throughout that consultation process.

The Chamber makes every effort to be as inclusive as possible of its members' views so as best to represent their interests at all levels of government. Members who have business issues – municipal, provincial, or federal – that they would like to see addressed are encouraged to contact the Chamber.

Small businesses face big problems, says Ontario Chamber report



Obstacles and Opportunities: The Importance of Small Business in Ontario

Small businesses are key to Ontario's economy but face significant challenges in the form of energy rates, workforce gaps, and infrastructure funding, according to a recent report released by the Ontario Chamber of Commerce (OCC) in partnership with the Timmins Chamber of Commerce.

The release of *Obstacles and Opportunities for Small Business in Ontario* highlights the contributions of small businesses to the provincial economy, while also offering 16 solutions to the most pressing challenges that small business owners face.

"The rising cost of doing business in Ontario and the struggle to find qualified workers continue to be

major obstacles to small business growth in Timmins," says Timmins Chamber President Chris Bender.

"Our members have increasingly identified these as their most pressing concerns, and this report makes it clear that these issues are shared throughout the province. As such, it is crucial for government to work with business to reduce operational costs and support growth in our region."

Addressing these issues is crucial, says Bender, given that the report also highlights that businesses with fewer than 100 employees make up 98 percent of total Ontario businesses and two-thirds of private sector employment in Ontario. They contribute approximately 28 percent to the provincial GDP and created 87.7 percent of the new jobs nationally from 2005 to 2012.

Energy rates continue to be identified as a major obstacle in the report, with 33 percent of small businesses in Ontario saying that rising prices will have a large impact on their organization, causing them to delay or cancel planned investments. To help address the issue, the report urges the province to ensure affordable energy use by allowing more small businesses to participate in conservation and savings programs, expediting the elimination of the Debt Retirement charge, and providing more transparency around the Global Adjustment portion of bills.

Workforce issues are also identified in the report as having a major impact on small business: 39 percent of employers have been unable to fill a job in the last year and a half because they were unable to find someone with the appropriate

qualifications -- up 11 percentage points since 2014. Among others, the report recommends implementing competitive apprenticeship ratios, ensuring small businesses have access to funding for training programs, and developing a single access point for all government-funded workforce, training, and employment services.

Improve access to talent by working with the federal government to create a scale-up visa that accelerates access to qualified international candidates. As discussed in the OCC's *Breaking Barriers* report, small businesses seeking to grow often require individuals with specific skill sets that can take them successfully through periods of rapid expansion. These types of individuals are currently scarce in Canada's labour market.

Government could help facilitate the growth of scale-ups by making the process by which companies are able to bring on international talent quicker and less cumbersome. We recommend the creation of a scale-up visa to facilitate the international talent recruitment process. This visa could be offered by creating a scale-up designation via Canada's International Mobility Program—an element of the Temporary Foreign Worker program that exempts foreign nationals from completing a labour market impact assessment before being able to work in Canada.

Throughout consultations for the report, small business owners expressed that they find it incredibly difficult to navigate the regulatory framework. Small business would appreciate better customer service in its dealings with government.

As economic drivers of their communities, they should be able to access supports and get their questions answered in a speedy fashion.

As such, the report also recommends that the provincial government work with its federal and municipal counterparts to develop a 'concierge service' that is easily accessible and positioned to disseminate knowledge of all regulatory requirements.

An example of such a service includes the Government of Canada Concierge program that connects businesses to innovation funding, expertise, facilities and opportunities free of charge.

The report's recommendations are the result of detailed consultations that 25 chambers of commerce and boards of trade held with hundreds of small business owners over the course of six months as part of the OCC's Small Business Too Big To Ignore campaign.

"Small businesses in Ontario are being held back by a diverse set of challenges that need to be addressed by all three levels of government," said Allan O'Dette, President and CEO of the OCC. "We are encouraging the provincial government to implement our report's recommendations so that we can ensure that our economy will have sustained economic growth for many years to come."

The OCC is urging the provincial government to work closely with the employer community to implement the report's recommendations, which will feature prominently in the OCC's work leading up to the 2018 provincial election.

To view the report, visit <http://tinyurl.com/SBW2016>



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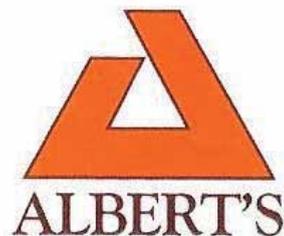
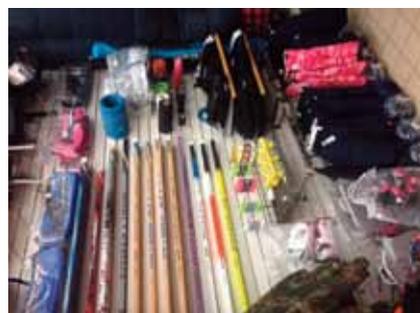
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Member Milestones

If your business is celebrating a milestone between February 1, 2017 and December 31, 2017, let us know by sending an email to policy@timminschamber.on.ca

Dubé Designs: 10-year anniversary

Dubé Designs celebrated its 10th anniversary in Dubé Designs celebrated its 10th anniversary in October 2016. Owners Marc and Jacqueline Dubé took a few moments recently to talk about their business.

Q: Provide a brief description of your business.

We are a unique jewellery store that carry distinctive fine jewellery collections that are often exclusive to our store. From Canadian diamonds, one of a kind pieces in silver, gold and platinum, steel and titanium collections. Brands including Maple Leaf Diamonds, Bulova and Bering watches, Kameleon, Ice 925, Secrid wallets and Harley Davidson watches and jewellery.

Our service is second to none in the North; we create one-of-a-kind pieces,

repair all jewellery, eyeglass frames and string pearls. We can take your heirloom pieces for repair, clean or redesign into a new piece. Everything is done on site.

Q: How many employees do you have?

There are two of us here at Dubé Designs.

Q: What factors have helped you to successfully reach this particular milestone?

Working and listening to what our clients want. Involvement and giving back to the community. Hard work and treating the smallest repair with the same care as a one of a kind custom piece.

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

When we are able to repair something that is so precious to people. For instance, a year ago, Marc was called out after hours

to go to a lady's home to cut her wedding rings off as her finger had swollen; she was quite upset to have to take them off as she was widowed and felt it was disloyal to her husband to remove them. Marc comforted her and told her when her finger was better, he would repair them. A year later, she came to the store telling us that Remembrance Day is hard for her as her late husband was a veteran, and that the upcoming Christmas season is equally tough as he passed in December after they had been married for 70 years. She said it would help her if we could get the ring back on her finger, but it wasn't meant to be as her finger was extremely swollen. We convinced her he would forgive her if we were at least able to put it on her left hand, which was much less swollen. She left the shop a few Kleenexes

later, and -- I think -- with a happier heart.

Q: What's one interesting thing about your business that people might not be aware of?

Jackie and Marc are both certified goldsmiths.

Q: What is the biggest challenge you have overcome as a business to reach this milestone?

Time, i.e. balancing family and owning a business.

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

Timmins is truly the city with the heart of gold. We have an amazing clientele, and we work alongside and learn from some remarkable business owners.

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

We started with some skills, hand

tools and handshakes.

Q: What can we expect from your business in the future? Are there any plans on the horizon you would like people to know about?

Much of the same good honest service with a bit of an edge.



Marc and Jacqueline Dubé, owners, Dubé Designs

Canadian Imperial Bank of Commerce (CIBC): 100-year anniversary

Advisor Jessica Hardy took a few moments to answer some questions about this stunning milestone.

Q: Provide a brief description of your business.

CIBC is financial institution specializing in a variety of banking services and financial planning services. Our advisors support clients in attaining their financial goals through every stage of their life.

Q: How many employees do you have?

Twenty-seven.

Q: What factors have helped you to successfully reach this particular milestone?

Adaptability in an ever-changing economy and providing a client-centric

focus in all we do through the creation of new programs and procedures that make it easy to do business with CIBC.

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

Our most memorable moment in business is when we are able to help our clients achieve their goals and provide them with sound financial advice they can feel confident in.

Q: What's one interesting thing about your business that people might not be aware of?

CIBC is heavily invested in the community, as we and our staff actively participate in the Run for the Cure, United Way and various fundraising efforts throughout the year.

As a banking centre, CIBC has made its primary focus on planning with our clients and working together with them to attain their goals.

Q: What is the biggest challenge you have overcome as a business to reach this milestone?

The biggest challenge that we have had to overcome is maintaining adaptability in an ever changing economy, from new regulations, government legislation while ensuring our clients are on plan to meet their goals.

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

The City of Timmins is a relationship-driven community and doing business in a

city that values quality relationships based on trust has been very rewarding.

Q: What can we expect from your business in the future? Are there any plans on the horizon you would like people to know about?

CIBC began as a transactional institution servicing their clients day to day banking needs. Since this time CIBC has evolved into a full service planning and advice banking centre with numerous options and a team designed to work with clients to attain their goals.

Q: What can we expect from your business in the future? Are there any plans on the horizon you would like people to know about?

CIBC will continue to grow and evolve with the changing needs of our clients helping them plan effectively to attain their goals.



Andrew Jessup, district vice-president of CIBC Northeastern Ontario district; Diane Mitron, branch manager; Christine Bender, president, Timmins Chamber of Commerce; and Timmins Mayor Steve Black

Timmins Chamber brings business community's concerns to Queen's Park

Five Northern Chambers approach provincial government on joint issues

The provincial issues faced by Timmins Chamber of Commerce members were front and centre with government leaders in Toronto on Nov. 29-30, when Timmins Chamber representatives joined other chambers from across Northern Ontario at Queen's Park for two days of advocacy and discussion on northern issues.

Joining the Timmins Chamber were the chambers from Sault Ste. Marie and Sudbury, as well as representatives from the Sault's Innovation Centre, the Sault Ste. Marie Economic Development Corporation, the Port of Algoma, and the Centre for Excellence in Mining Innovation (CEMI). Representatives from the Thunder Bay and North Bay chambers were not able to attend due to other conflicts, though their views were communicated as part of the Northern mission.

"Many of the problems that our businesses face in Northern Ontario are specific to our region or tend to have a far greater impact than firms in Southern Ontario," said Chris Bender, president of the Timmins Chamber.

"We felt it was important to work with our colleagues across the North to speak out as a collective voice on these problems, and to travel to Queen's Park to speak directly to all key decision-makers about the recommendations and solutions that make sense for our region. One size does not fit all, and what may work for Southern Ontario may not for the North; as such, we felt it was important to directly approach government on important issues such as energy prices, labour issues, cap and trade concerns, transportation costs, and more."

The Queen's Park mission included meetings and discussions with:

- The Honourable Deborah Mathews, Minister of Advanced Education and Skills Development, Minister Responsible for Digital Government & Deputy Premier
- Ted Arnott, Critic, Labour
- The Office of the Honourable Charles Sousa, Minister of Finance
- The Honourable Glenn Thibeault, Minister of Energy and senior staff from the Office of the Honourable Michael Gravelle, Minister of Northern Development and Mines
- Patrick Brown, Leader of the Progressive Conservative Party of Ontario & Critic, Education
- Cristina Martins, Parliamentary Assistant to the Minister of Economic

Development and Growth

- The Honourable Jeff Leal, Minister of Agriculture, Food and Rural Affairs
- John Vanthof, Commissioner of the Board of Internal Economy & Critic, Agriculture, Food and Rural Affairs
- Lisa Thompson, Critic, Environment and Cap-and-Trade
- Vic Fedeli, Critic, Finance
- Wayne Gates, Critic, Transportation
- The Office of the Honourable Bill Mauro, Minister of Municipal Affairs
- The Office of the Honourable Bob Chiarelli, Minister of Infrastructure
- The Office of the Honourable Glen Murray, Minister of the Environment and Climate Change
- The Office of the Honourable Michael Chan, Minister of International Trade
- Ernie Hardeman, Critic, Municipal

Affairs and Housing

- Andrea Horwath, Leader of the New Democratic Party of Ontario and Critic, Intergovernmental Affairs



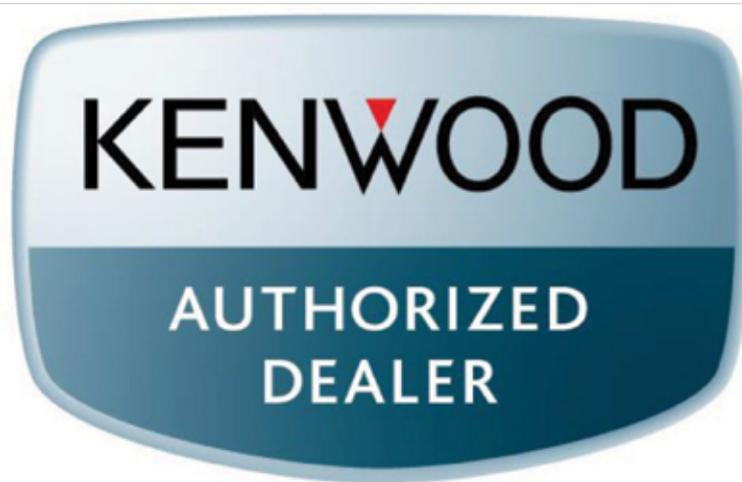
Representatives from five Chambers of Commerce from across northern Ontario – including Timmins – were on hand at Queen's Park Nov. 29-30 to advocate for members' concerns. The 17 meetings included Cristina Martins (center, front), parliamentary assistant to the Minister of Economic Development and Growth.



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inside business

New member profiles

WINTER 2017 - 9

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www.climbnfun.com

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Cochrane District Social Planning Council

(705) 360-5800 | Associations and Community

www.cdspc.org

Coordinating efforts to improve the social circumstances and lived experiences of residents within the regional district of Northeastern Ontario. Our independent, membership-driven, not-for-profit corporation is dedicated to collaborating for the purpose of advancing the Cochrane District's individual and collective social well-being through action-oriented projects, leadership, research, awareness-building and innovation. We are working toward establishing a supportive and inclusive environment that enables all residents to reach their full social potential. The Council offers a number of free and fee-based services for the development of the not-for-profit sector.

Coffee News

(705) 262-7127 | Communications

www.coffeenewscanada.com/timmins/

Looking to grow your business? Coffee News offers exclusive, effective and affordable advertising. Coffee News is the most widely distributed restaurant publication in the world and has been hugely successful in helping small- and medium-sized businesses nationwide create a strong presence in their community for over 27 years. Fresh weekly issues of Coffee News can now be found in over 50 locations throughout the Timmins, Ontario area. We're very excited to bring this free, weekly publication to local restaurants, coffee shops, hair salons, professional offices, community

buildings and other local businesses where people have a few minutes to read good news and fun features while waiting. Our goal is to be "everywhere" within the community to maximize enjoyment for our readers and exposure for our local advertisers. Learn more about Coffee News, its popular appeal and what it can do for your business! Be a part of Coffee News and grow your business!

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danchasseinc.ca

Dan Chasse Inc. is a full-service live events provider that caters to and creates events of all types and sizes. We apply over 25 years of experience to help our clients ensure their productions operate smoothly and safely. We also provide an extensive supply of name brand sound, lighting and video equipment for sale and rent to meet the varying needs of our customers. Our team is privileged to be apart of the Timmins Chamber of Commerce. We are excited to be working with the City in creating memorable events for its community. Some of what we've had the pleasure of assisting with include FONOM and the Great Canadian Kayak Challenge and Festival. We have also produced two events for young adolescents: Paint the Park and Timmins Foam Party. Follow us on Facebook to see what new and exciting events we are creating for Northern Ontario, and feel free to visit our website at www.danchasseinc.ca for more information.

Full Beard Brewing Company

(705) 266-8344 | Food and Drink

www.fullbeardbrewing.com

Our passion for brewing good beer came from years of "researching" what good beers are out there. This took a whole lot of drinking but we were up for the challenge and had miraculously spent our entire adult lifetime researching (we keep telling each other we deserve a doctorate in beer sampling but are unsure who'd bestow this honour upon us).

Our goal is to make the best beers possible. With a steady core of our regular beers and an ever-changing choice of seasonal beers, Full Beard Brewing will use the best ingredients we can get our hands on. With a great team of brewers who love to see where they can take beer, we look forward to introducing some creative recipes that will leave you talking and wanting more. Full Beard Brewing Co. is Timmins' first craft brewery and we couldn't be prouder to share our passion for brewing and our delicious beers with great friends and great friends-to-be.

Heart and Stroke Foundation of Canada

(705) 267-4645 | Associations and Community

www.heartandstroke.ca

For more than 60 years, Heart & Stroke has been dedicated to fighting heart disease and stroke. Our work has saved thousands of lives and improved the lives of millions of others. Our progress is real. The death rate from heart disease and stroke has declined more than 75% over the past six decades. Heart & Stroke is a leading funder of life-saving research, which has led to breakthroughs such as heart transplant surgery and a revolutionary stroke treatment that cuts the death rate by 50%. We empower Canadians to live healthier lives, from preventing and controlling high blood pressure to getting more physical activity. And we fight for change that will create better health for all, such as reducing salt in the food supply and improving access to stroke rehabilitation. Heart & Stroke does this with the help of over 100,000 volunteers through a number of national and local fundraising initiatives and health promotion activities.

Insurance Hero

(705) 586-3630 | Financial and Insurance

www.insurancehero.ca

Insurance Hero is an independent Ontario insurance brokerage representing several leading Canadian insurance companies. This means you get the best value for your insurance, year after year. We shop your

insurance for you, saving you time and energy. With one easy step you get access to the best insurance rates, coverages and service, every time! Visit us online at insurancehero.ca for all of your commercial and personal insurance needs.

MAG Trucking

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O'Reilly Sports

(705) 268-0864 | Recreation

www.oreillysports.com

Owner and founder Reilly Heffernan played local minor hockey, lacrosse and soccer in Timmins, Ontario. When raising a family of his own, he realized the need for local retail options to compete against the big chains that don't prioritize customer service. O'Reilly Sports is also proud to introduce a trade-in option. Should you or your child outgrow their equipment, they can trade it in for credit towards brand new equipment. This will also allow us to offer previously owned equipment to all of those kids that grow like bean sprouts! We have skate sharpening, and a loyalty program. After 10 sharpens you get one free. We also have baseball and ringette equipment.

Plan A Timmins Health Care Staffing

(705) 221-0132 | Services

Plan A Timmins Health Care Staffing is Timmins' leading health care staffing agency providing professional assistance to the long-term care sector, seniors and their health care providers. Our team shares a common vision of excellence. At Plan A, we know how difficult it is to maintain high levels of attentive care across a sector that is in constant need of qualified staffing. Our reliable and experienced team of RNs, RPNs and PSWs fill that need with high-quality care and professionalism. We believe that all residents of our northern communities have the right to quality and personalized nursing care. Our team is ready to work with you to ensure delivery of the highest levels of compassionate care.

Primero Mining Corp.

(705) 273-1077

Industrial, Trade and Manufacturing

www.primeromining.com

Primero is a Canadian-based gold mining company with operating mines in Canada and Mexico, and a strong portfolio of development-stage and exploration projects. After a year of production increases, exploration success and management renewal, we look forward to continuing to deliver disciplined growth and long-term shareholder value.

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www.strategyfirstmarketing.ca

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Tech/Pro Heavy Industrial Inc.

(705) 273-3114

Industrial, Trade and Manufacturing

www.techproinc.ca

Tech/Pro Heavy Industrial Inc. is the exclusive representative for all Pentair/Clarkson Valve products for Eastern Canada. Our territory expands from the Saskatchewan border to the Maritimes and up to Nunavut. Clarkson slurry valves are installed in a broad range of applications such as mining, power, steel, pulp and paper.

Tech/Pro Heavy Industrial Inc. also warehouses the largest inventory of Clarkson products in Canada at the Matheson, ON location. The Matheson locations is a 16,000-square-foot assembly shop/warehouse that currently employs 10 full-time employees.

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News from the Chamber network



Ontario Chamber of Commerce urges province to examine health-related spending

In December, the Ontario Chamber of Commerce (OCC) released *Care in Our Control: Managing Innovation in Ontario's Multi-Payer Health Care System*, a report that examines why Ontario struggles to capture value for money spent, particularly on health innovations like pharmaceuticals and medical devices. The report recommends a new approach to this challenge by calling on the provincial government to create a Health Cabinet, to break down silos between Ministries in order to improve the way Ontario is investing in health care.

As medical devices and pharmaceuticals become more sophisticated, patient quality of life has the opportunity to greatly improve. However, government continues to struggle to afford new innovations that are entering the market with increasing rapidity. In order to adopt innovation while ensuring the province's system is fiscally sustainable, the government must better understand the value that innovation can bring across the system, to other public services, and to the health and wellness of Ontarians.

"Innovation is not being materialized. Across Canada, there are over 4,000 new medical devices licensed every year and not enough of them are getting to Ontario patients," said Allan O'Dette,

President and CEO of the OCC. "Government needs to reform how the value of innovation is being assessed so that the lowest cost option is not the default, in doing so, we're not putting patients first."

Effectively integrating innovative treatments into the current health care system requires collaborative budget decision-making, and an understanding that spending in one area could result in savings in another. In Ontario, being able to measure the value of health care spending in this way means breaking down budget "silos" that exist between government Ministries. Currently, the system lacks structures that allow for the value of innovative treatments to be considered across multiple budgets.

Ontario Chamber of Commerce, Timmins Chamber urge province to make broadband a priority

The Ontario Chamber of Commerce (OCC) is calling on the provincial government to take bold steps to address the affordability challenge of energy pricing in Ontario. In its submission to the Long-Term Energy Plan (LTEP), the organization is calling on government to ensure that future policies regarding energy pricing are affordable, transparent and flexible. One of the submission's top recommendations includes a call for the adoption of a capacity market system.

Under the new Climate Change Action Plan (CCAP), businesses are already facing additional costs. Since the 2013 LTEP, industrial rates in the province have increased by 16 percent, while the rate for households and small businesses have climbed by 25 percent. The OCC and its members

have consistently reported that the price of electricity is undermining business' capacity to grow, hire new workers, and ultimately remain competitive.

"The province is at a pivotal point in its planning process regarding the future energy needs of Ontario and it is imperative that future policies respect the concerns of businesses and support future economic growth," said Allan O'Dette, President and CEO of the OCC.

Ontario's energy system would benefit from the implementation of a capacity market. Under this structure there would be significant cost-savings for Ontario's energy consumers through procuring shorter term supply on a cost-efficient basis. For a capacity market to be successful in Ontario, the system would feature an auction style process where resources, such as wind, solar, natural gas and demand side resources such as efficiency are compensated for the potential energy they could produce.



THE CANADIAN CHAMBER OF COMMERCE
LA CHAMBRE DE COMMERCE DU CANADA

Canadian Chamber welcomes new federal cabinet

At this delicate time in Canada's relationships with its main trading partners, the Canadian Chamber of Commerce welcomes the Jan. 10 appointment of new cabinet ministers who will help secure and further develop international commercial relations.

"The nomination of the duo made up of Chrystia Freeland as Minister of Foreign Affairs and François-Philippe Champagne as Minister of International Trade, two of the cabinet's most prominent international roles, sends a clear message to our neighbours and economic partners that Canada is ready and willing to take on a leadership role in international issues, especially trade," said the Hon. Perrin Beatty, President and CEO of the Canadian Chamber of Commerce. "As a former international business lawyer, Mr. Champagne will have the necessary experience to take the important projects advanced by Ms. Freeland and bring them to the finish line, especially in the case of Comprehensive Economic and Trade Agreement, CETA, between Canada and the European Union," continued Mr. Beatty.

Ms. Freeland has already proven herself to be a distinguished representative of Canada, and her vast experience means that she won't be intimidated by any foreign government. "It is a tall order, but we've seen how capable Chrystia Freeland is with all that she accomplished in International Trade, so I have every reason to believe she'll be excellent in this role," said Mr. Beatty.

The Canadian Chamber of Commerce also welcomes the nomination of Ahmed Hussen as Minister of Immigration, Refugees and Citizenship and of Patty Hajdu as Minister of Labour, and looks forward to working closely with them on the many files that will affect Canadian business.

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Businesses come out to Meet the Purchasers



On Jan. 17, the Timmins Chamber of Commerce hosted business representatives and purchasing agents alike at its annual Meet the Purchasers, a trade show-style event. Held at the McIntyre Community Building auditorium, the event allowed participating purchasers to discuss with participants what they buy locally, how their buying process works, and how businesses can be a part of it.

Porter Airlines celebrates five years in Timmins



Porter Airlines is celebrating its five-year anniversary of operating in Timmins, which was discussed by president and CEO Robert Deluce (right) at a special Inside Their Business event on Jan. 12. To honour Porter's achievement, Chamber President Christine Bender (left) presented Deluce a Member Milestone plaque at the event.



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DJB Mining Products celebrates its grand opening...



Chamber member DJB Mining Products & Services Ltd. celebrated the grand opening of its new 11,000-square-foot facility at its 3820 Hwy 101 West location on Dec. 16 with a ribbon-cutting by owner Daniel J. Brunet (center) and Timmins Mayor Steve Black (second from right). The company specializes in portable align boring, welding and fabrication.

...as does Handy Hydrant



Chamber member Handy Hydrant recently held its official grand opening at a special ceremony at Northern College's Productivity & Innovation Centre. On hand for the ribbon-cutting was owner Brian Nankervis (third from right) and Timmins Mayor Steve Black (third from left). The company specializes in a new product that allows firefighters access to water even when out of reach of conventional hydrants.

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The winning staff team will be announced March 3.

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