

OCC Pre-Budget Consultations ELIMINATE DEFICIT AND REDUCE DEBT

An 'Open Letter' to Ontario Finance Minister Charles Sousa with Budget recommendations

By ALLAN O'DETTE

President & CEO, Ontario Chamber of Commerce

The Ontario Chamber of Commerce (OCC) is pleased to have this opportunity to present our recommendations to you as you craft the 2015 Ontario Budget.

Your government must take steps to improve the business climate in the province. We are increasingly concerned with how new provincial programs and policies are impacting Ontario's competitiveness and job creation. Over the past year, the Government of Ontario has implemented or announced several new initiatives that have a direct impact on business, including increases to minimum wage, a new *Waste Diversion Act*, a review of the *Labour Relations Act*, the *Ontario Retirement Pension Plan (ORPP)*, and a potential carbon pricing regime. Government needs to seriously consider the cumulative impact of these initiatives on business.

Addressing the fiscal situation should also continue to be top priority for government. Eliminating the deficit is an important step your government can take to improve Ontario's competitiveness and create jobs in the province.

As it stands, the province spends \$10.6 billion on interest charges to service its debt. That's money that could be invested in infrastructure, education, or other productivity-enhancing measures. Worryingly, the amount Ontario spends on interest charges will increase as our debt grows over the coming years and as interest rates inevitably rise.

This document outlines seven key recommendations that we believe the Government of Ontario must adopt in order to return to fiscal balance and spur growth in our economy.

SEVEN SPECIFIC BUDGET RECOMMENDATIONS

1. Conduct a Comprehensive Audit of Ontario's Regulatory Burden
2. Eliminate the Deficit and Reduce the Debt
3. Leverage the Power of Alternative Financing and Procurement (AFP)
4. Mitigate the Impacts of the new Ontario Retirement Pension Plan (ORPP) on Business
5. Ensure Ontario's Electricity Rates are Competitive
6. Create the Frameworks Necessary to Accommodate Disruptive Innovation
7. Address Rising Municipal Costs



A recipient of the *Town of Flamborough Award* presented at the 2009 *Outstanding Business Achievement (OBA)* awards gala hosted by the Flamborough Chamber of Commerce (FCC) at the African Lion Safari, Corporal Chris Klodt of Westover has been selected as a torchbearer for the Toronto 2015 Torch Relay for the Pan Am Games which will be held later this summer. A true hero, Cpl. Klodt was gravely wounded during combat in Afghanistan is now confined to a wheelchair. Pictured with Cpl. Klodt after he was presented with the *Town of Flamborough Award* are Ancaster-Dundas-Flamborough-Westdale MP David Sweet (left) and MP Peter MacKay (Central Nova), who as the time the Minister of National Defense.

FCC/OLG NAME CPL. CHRIS KLODT AS LOCAL PAN AM TORCHBEARER

Flamborough Chamber of Commerce and Ontario Lottery Corporation name Westover soldier as torchbearer in the Pan Am Games Torch Relay

Representing a unique collaboration between the Flamborough Chamber of Commerce (FCC and the Ontario Lottery and Gaming Corporation (OLG), Cpl. Chris Klodt of Westover has been selected as a torchbearer in the Torch Relay for the 2015 Pan Am Games.

A member of the Canadian Armed Forces, Corporal Klodt was gravely wounded while serving in Afghanistan and is now confined to a wheelchair. Recognizing his extraordinary, life-changing contributions, the FCC honoured Corporal Klodt by presenting him with the *Town of Flamborough Award* at the 2009 *Outstanding Business Achievement (OBA)* awards gala at the African Lion Safari. MP Peter MacKay, who was then the Minister of National Defense, participated in the award presentation.

As Presenting Partner of the TORONTO 2015 torch relay for the Pan Am Games and as part of its *Pass It ONtario program*, the OLG invited the FCC to nominate an "exceptional individual who truly reflects the spirit of Pan Am torchbearers - community, celebration, participation and pride."

"A member of the Canadian Armed Forces, Corporal Klodt is a champion in our community signifying the spirit of the Pan Am torchbearer," said FCC President Jason Small. "He was gravely wounded while serving in Afghanistan and has since been active across the country promoting the military and addressing disability issues. By carrying the torch, Chris will share the excitement and spirit of the Pan Am Games with all of us."



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Executive Director, Flamborough Chamber of Commerce

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Planning Department: Provincial Greenbelt dictates that over 90 percent of rural landscapers are illegal



Photos courtesy of Wilf Arndt

Members of the Flamborough Chamber of Commerce (FCC) had the opportunity to meet with newly (re)elected Mayor Fred Eisenberger at the most recent *Business Roundtable* at the Harry Howell Arena. It provided an opportunity to discuss a wide range of issues in a comfortable setting. ABOVE, LEFT: Ward 14 (West Flamborough) Councillor Robert Pasuta (left) and Mayor Eisenberger (centre) listen as FCC Executive Director tries to make a point. ABOVE, RIGHT: FCC Executive Director Arend Kersten (left) welcomed Team Flamboro Downs - which included (from left) Bruce Barbour, Wendy Wasylowich and John Stolte - to the meeting.

The 'new' Hamilton has approximately 180 landscaping businesses - most of them located in rural Flamborough. But according to the city's Planning Department, only about 10 have the required 'site specific' zoning. So

what will that mean for the other 170 landscaping businesses?

The Planning Department is developing a 'Rural Zoning ByLaw' which - if adopted - will confirm that these rural landscape businesses are not zoned properly.

The Planning Department argues that it's hands are tied as local zoning bylaws must 'conform with' or 'be consistent with' provincial policies and legislation. Specifically, staff claims the Greenbelt leaves the city no choice.

The Greenbelt legislation is currently under review - and Ward 14 (West Flamborough) Councillor Robert Pasuta has arranged an urgent meeting with Ancaster-Dundas-Flamborough-Westdale MPP Ted McMeekin, the Minister of Municipal Affairs and Housing in Premier Kathleen Wynne's Liberal Cabinet.

The new proposals will be considered by the city's Planning Committee at two special sessions on Tuesday, March 31. Those impacted by the proposals are urged to not only attend but also to present their concerns. The FCC has already registered with the city to share its thoughts.

Any decision made by the Planning Committee (chaired by Ward 15 - East Flamborough - Councillor Judi Partridge) must subsequently be ratified by the entire Hamilton Council.

"For the most part, these are 'salt of the earth' folks," argues Flamborough Chamber of Commerce (FCC) Executive Director Arend Kersten. "They work hard, they pay their taxes, they provide local employment opportunities, they are committed to their families and communities. And they are not a drain on the city's social services or police budgets.

"Why the city wants to drive these businesses out of Hamilton baffles me," Kersten added. "Especially when there is such a dire need for new commercial and industrial tax assessment in Hamilton to address the significant fiscal challenges the city is facing."

HAVE YOUR SAY

Rural Zoning Public Meeting Hamilton City Hall

Tuesday, March 31
2 p.m. - 5 p.m.
6 p.m. - 8 p.m.

Pre-register to speak
Ida.Bedioui@hamilton.ca



Proposed changes regarding property zoning in rural Flamborough was the focus at a recent meeting organized by Councillors Judi Partridge (below, speaking) of Ward 15 (East Flamborough) and Robert Pasuta (below, left) of Ward 14 (West Flamborough) at the Harry Howell Arena at Clappison's Corners. Flamborough Chamber of Commerce (FCC) Executive Director Arend Kersten (below, right) moderated the discussion. General Manager Jason Thorne of Hamilton's Planning and Economic Development Department (above, speaking) brought along senior members of his team (above, seated at right) to provide an explanation of the proposed changes and answer questions. Particularly disconcerting are the impacts the changes will have especially on landscapers and the owners of 'industrial' properties in rural Flamborough.



Mayor Fred Eisenberger with Penny Deathe - the newly elected Hamilton-Wentworth District School Board trustee for East Flamborough at the *Business Roundtable*.



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IT'S GOOD FOR BUSINESS TO JOIN THE CHAMBER OF COMMERCE

Advocates of chambers of commerce have long believed that when a company is active in its local chamber, it is doing the right thing not only for the community but for its own success as well. While there is plenty of evidence to show the impact of chambers of commerce on their communities, it is much harder to find data that quantify the impact of belonging to a chamber.

A recent study, commissioned by the American Chamber of Commerce Executives, is designed to do just that: determine the real value to companies in terms of consumer outcomes of joining and being active in their local chamber of commerce. Do consumers really support businesses because they are chamber members?

Data for the study come from a scientific web-based survey of 2,000 adults nationwide. What makes the study unlike most, however, is that almost every question on it

is part of one of several imbedded experiments.

This means that respondents were randomly assigned to different groups at several points during the survey. Each group reads something slightly different – like a

When consumers know that a small business is a member of the chamber of commerce, they are 44% more likely to think favorably of it and 63% more likely to purchase goods or services from the company in the future.

description of a company that changes only a little for each group – but then everyone is asked the same questions thereafter, regardless of which company description they just read. Therefore, when there are statistically significant differences in how different

groups answered the same questions, we know exactly why it happened.

This approach yields powerful results because it bypasses the subjectivity of most opinion polls. A sampling of some of these results proves this to be the case.

• Most consumers (59%) think that being active in the local chamber of commerce is an effective business strategy overall. It is 29% more effective, however, for communicating to consumers that a company uses good business practices and 26%

more effective for communicating that a business is reputable.

• If a company shows that it is highly involved in its local chamber (e.g., sits on the chamber board), consumers are 12% more likely to think that its products stack up better against its competition.

• When a consumer thinks that a company's products stack up better against the competition because the company is highly involved in its local chamber of commerce, it is because he or she infers that the company is trustworthy, involved in the community, and is an industry leader.

• When consumers know that a restaurant franchise is a member of the chamber of commerce, they are 40% more likely to eat at the franchise in the next few months.

• When consumers know that an insurance company is a member of the chamber of commerce, they are 43% more likely to consider buying insurance from it.

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Photos courtesy of Wilf Arndt

FLAMBOROUGH OPEN - MAY 27, 2015

The annual *Flamborough Open* - co-hosted by the Flamborough Chamber of Commerce (FCC) and the Rotary Club of Waterdown (RCW) - represents the very best in a community partnership. The 2014 tournament was held at the Carlisle Golf and Country Club in May. The *Flamborough Open* is held on the last Wednesday every May (May 27, 2015). ABOVE: Team TV COGECO included (from left) Brad Scott, Ron McVinnie, Bryce Leggatt and Bob Stacey. BELOW: Kyle Hampson (second from left) - a lawyer with Miller Thomson and the Vice President of the FCC Board of Directors - was joined on the golf course by (from left) Joe Malec, Andy Burnside and Ryan Kinsella.



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L

Landscapers	Gelderman Landscaping, 831 Centre Rd.905-689-5433 Shademaster Landscaping, 764 Robson Rd.905-689-4297
Lawn & Garden Equipment	Briggs & Stratton Yard Tools, 1 Trillium Way, Brantford 519-751-1685
Lawyers	Christopher C. Breen, 3400 Fairview St., Burlington905-689-5559 Jansen Personal Injury Law, 3-20 Main St. N.905-690-2929 Lazier Hickey LLP, 25 Main St. W., Hamilton905-525-3652 Miller Thomson LLP289-983-1000 Smits Grove LLP, #24C - 35 Main St. N.289-895-8162 Dundas Lock & Key, 178 King St. W., Dundas905-627-7985 The Lock Hut, 12 Glaceport Dr.905-689-0514
Legal Services	
Locksmiths	

M

Manufacturing	Flamboro Machine Shop, 952 Brock Rd.905-659-0404 Heron Instruments, 447 Moxley Rd.905-628-4999 SFS Intec Inc., 40 Innovation Dr.905-689-7026 Serve Media, 998 Courtland Dr., Ancaster905-304-3451 Market Mechanics, 50 Karsh Cres.289-635-1507 Millgrove Packers, 549 Conc. 5 W.905-689-6184 Bennett Mechanical, 524 Concession 6 W.905-689-7242 Flamboro Technical Services, 383 Conc. 6 E.905-689-8815 Bev Brown Enterprises, 30 Maple Ave.905-628-9929 Industrial Solutions, 1110 Con. 6 W.905-627-3600 John Bayus Park, 6501 S.S #1, Cambridge519-623-2845 Beverly Hills Estates, Box 52146 Oakville
Marketing	
Marketing/Web Design	
Meat	
Mechanical Installations	
Metal Fabricators	
Mill Equipment	
Millwright	
Mobile Home Parks	
Mortgage Financing	Dominion Lending Centres, 9 Franklin St.,905-690-6834

N

Newspapers	Flamborough Review, 30 Main St. N905-689-2003
Nuts-Edible	Picard Food Partnership, 447 Dundas St. E.905-690-1000

O

Optometrists	Dr. Janice Van Wyngaarden, 835 Hwy #97, Freleton905-659-3937 Family Eye Care, 66 Mall Rd., Hamilton905-385-3661 Waterdown Optometric Clinic, 301 Dundas St. E905-689-7234 Staples, 88 Dundas St. E.905-689-0271
Office Supplies	

P

Pet Care	Spoiled Rotten Pet Services, 796 Millgrove Side Road905-541-6450
Pharmacy	Waterdown IDA, 15A- 115 Hamilton St. N.905-689-0999
Pipeline Operator	Enbridge Pipelines, 1086 Modeland Rd., Sarnia.....519-330-9048
Pipe Welder	Industrious Solutions, 1110 Con. 6 W.905-627-3600
Plumbing Contractors	Taylor's Plumbing, 300 Dundas St. E905-689-4777
Printer	Staples, 88 Dundas St. E.905-689-0271
Produce-Fresh	Brenn-B Farms Ltd., 1252 Conc. 5 W905-659-7419 Earth Fresh, 131 Browns Line, Toronto416-201-4391 Piccioni Bros. Mushroom Farms, 355 Rock Chapel Rd.905-628-3090 Ubbelea Mushroom Farm, 1160 Edgewood Rd.905-689-8610 The Enfield Group, 1 Hamilton St. S905-689-7341 Flamborough Pumps, 797 Con. 8 W., Puslinch905-659-3337
Property Management	
Pumps	

Q

Quarries	Dufferin Aggregates, 685 Brock Rd.905-627-7711 Lafarge Canada, 628 Hwy. #5905-527-2744
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R

Race Track	Flamboro Downs, 967 Hwy. #5 W.905-627-3561
Real Estate	Dean Martin, Re/Max Garden City, 720 Guelph Line905-802-1056 R. Denninger, Re/Max Garden City, 427 Dundas St. E.905-689-1717 Re/Max Condos Plus, 45 Harbour Sq., Toronto416-203-6636 Wendy Martin, Peak Realty Services905-689-7325 Rothsay, P.O. Box 8270, Dundas905-628-9303 Boston Pizza, Flamborough Power Centre905-690-1500 Dairy Queen, 233 Dundas St. E.905,689-8514 Harvey's Serving Swiss Chalet, 255 Dundas St. E.905-689-3140 Tim Hortons Donuts, 255 Dundas St. E.905-689-3131 The Royal Coachman, 1 Main St. N.905-689-5952 Watermark Taphouse & Grill, 115 Hamilton St.905-690-0275 Jitterbug Cafe, #3 - 35 Main St. N.905-690-7670 Pita Pit, 94 Dundas St. E.905-921-7289 Walmart Canada, 90 Dundas St. E., R.R.#2905-689-9273 Village Manor Retirement Home, 57 John St. W.905-689-5440 Pacific Cedar Shake & Shingle, 2099 Hwy #6 N.905-659-1655
Rendering	
Restaurants	
Restaurant / Catering	
Restaurant - Quick Serve	
Retail	
Retirement Homes	
Roofing	

S

Security Systems	A.B. Wass Security, Box 390, Waterdown905-689-7931 Connectall Communications, 7 Commerce Ct., SC905-383-2282
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S

Self Storage	Waterdown Self Storage, 921 Centre Rd., Waterdown905-689-9505
Septic Tank Services	Rankin's Septic Tank Pumping, Box 12, Waterdown905-689-5585
Service Clubs	DAF Soroptimistssoroptimistdaf@gmail.com
Social Services	CHOICES, 59 Kirby Ave., Greensville905-628-6147
Software Development	Medtel Software, 7 Innovation Dr.905-389-2996
Spa	Magnolia House Spa Boutique Salon, 20 main St. N.905-690-9759
Surveyors	A.T. McLaren Ltd., 69 John St. S., S. Hamilton905-527-8559

T

Testing Equipment	M & L Testing Equipment, 31 Dundas St. E.905-689-7327
Toilets-Portable	Room To Go Inc., Box 76, Millgrove905-689-6389
Tools	Flamborough Technical Mgmt., Box 1282, Waterdown ..905-690-6094
Topsoil	Millgrove Garden Supplies, 682 Concession 5 W.905-689-5527
Trailer Sales/Manufacturing	J.D.J. Trailer Mfg. & Miska Trailers, 1056 Hwy. #6905-689-7100
Trailers	Wheeling World, 140 King St. E., Hamilton905-522-1368
Trans/Freight Forwarding	(ABH) Oversize Direct, 1 Waterwheel Cr.905-690-3193
Travel - Full service	Expedia CruiseShipCenters, #6, 255 Dundas St. E.289-895-7638
Trucking	Jimmy D Coverdale, 955 Highway #97, Freleton905-659-2253 L.P. Services, 100 Mead Ave., Hamilton905-312-9073

V

Veterinary	Clappison Animal Hospital, 780 Highway # 6 N.905-689-8005
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W

Weighing Systems	Trouble-Shooting Services, Box 185, Carlisle905-659-1323
Welding	Parsons Welding Service, 25 Dundas St. E.905-689-5144
Wine & Beer	Polar Bay Wines, 254 Dundas St. E905-690-1868
Women's Services	Drummond House, 67 Conc. 5 E905-689-1484 Interval House, 630 Sanatorium Rd., Hamilton905-387-9959

Y

Yoga & Fitness	Yogashala, 312 Dundas St. E.905-689-9642
Youth Development	Healthy Community-Healthy Youth905-630-4649

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Flamborough Chamber of Commerce MISSION STATEMENT

The Flamborough Chamber of Commerce is dedicated to leadership in recognizing and encouraging good corporate citizenship, defending and promoting private enterprise, contributing toward the growth of a healthy local economy and continual improvement to the quality of life in Flamborough.

Join the Flamborough Chamber of Commerce today for less than \$1 per day and have your business listed in this directory which is distributed to over 14,000 Flamborough homes and businesses every month by the Flamborough Review!

Canadian Chamber of Commerce

CCC IDENTIFIES 'TOP 10 BARRIERS' TO 2015 COMPETITIVENESS

Either Canada acts urgently to improve its competitiveness or the country will pay a high price in lost jobs and prosperity.

Three years ago, the Canadian Chamber of Commerce (CCC) launched its *Top 10 Barriers to Competitiveness*. In collaboration with its network of chambers of commerce and boards of trade (including the Flamborough Chamber of Commerce), the CCC has been drawing attention to the barriers that are holding back Canada's progress and has been urging all levels of government to act more swiftly to improve our country's ability to compete globally.

Earlier this month, the CCC unveiled its *Top 10 Barriers to Competitiveness for 2015*. Some of the issues (see below) are new while others have been on the list since the beginning.

"Since launching this initiative, we have made great progress in furthering our competitiveness agenda on a number of issues. However, the barrier our members continue to identify as being the greatest impediment to the success of Canadian business is the skills gap," said CCC President and CEO Perrin Beatty. "There is a lot of work ahead. The federal government and several provincial and territorial governments have also

named this issue as the country's biggest challenge. We need to work together and make real progress in 2015."

Addressing the *Top 10 Barriers to Competitiveness* will go a long way towards restoring Canada's competitiveness. The CCC is calling on its own membership, on governments, on educators, on labour organizations and others to tackle and overcome these barriers. Effectively addressing these 10 barriers will sharpen Canada's competitive edge and allow us to prosper in the global economy.

"Tolerating these barriers, or self-inflicted wounds as we call them, is not an option," concluded Beatty. "The challenge for 2015 is to build on this progress and start closing the gap between Canadian businesses and our international competitors.

The Canadian Chamber of Commerce is the vital connection between business and the federal government. It helps shape public policy and decision-making to the benefit of businesses, communities and families across Canada with a network of over 450 chambers of commerce and boards of trade, representing 200,000 businesses of all sizes in all sectors of the economy and in all regions.

2015 TOP 10 BARRIERS TO COMPETITIVENESS

- Silos in skills development
- Entrepreneurs lack capital for Canada's fastest growing companies
- Lack of clarity regarding duty to consult with Aboriginal peoples
 - Internal barriers to trade
- Canada's tax system is too costly and complex
- Canada's export infrastructure is not meeting our needs
- Canada is uncompetitive in the world's tourism sector
 - Innovation rate is not sufficient to help manufacturing rebound
- Territorial businesses don't have the tools they need
- Canada is missing out on foreign trade opportunities

It's better together.



LUNCH 'N LEARN LUNCHEON TACKLES EMPLOYMENT LAW

On an intermittent basis – shared with *Business Roundtables* – the Flamborough Chamber of Commerce (FCC) organizes and hosts *Lunch N Learn* session, providing useful information to the members. The meetings are usually held at the Harry Howell Arena at Clappison's Corners. The most recent *Lunch N Learn* featured lawyer Lindsay Doyle of the Miller Thomson office in Guelph who provided valuable information on employment law. RIGHT: Pictured at the meeting with FCC Executive Director Arend Kersten (right), and Lindsay is her Thomson Miller colleague Kyle Hampson of Waterdown. Kyle is the Vice President of the FCC Board of Directors.



Ontario Chamber of Commerce

SURVEY: PENSION PLAN = FEWER EMPLOYEES

A new survey of businesses from the Ontario Chamber of Commerce (OCC) shows that the implementation of the Ontario Retirement Pension Plan (ORPP) could have negative consequences for employment.

The OCC survey was conducted in late January and early February 2015 and had 1,136 participants.

The survey indicates that only 26 percent of businesses in the province believe they can shoulder the financial burden associated with the ORPP. If faced with mandatory increased contributions under the ORPP, 44 percent of surveyed businesses indicate that they would reduce their current payroll or hire fewer employees in the future.

In light of these findings, the CCC is calling on the Ontario Liberal government of Premier Kathleen Wynne to reconsider its proposed approach to boosting Ontarians' retirement savings and assess the extent to which the implementation of the ORPP will negatively impact Ontario's economy.

"Businesses consistently tell us that they cannot afford this new, mandatory cost on top of rising electricity prices and other cost pressures," says OCC President and CEO Allan O'Dette.

"To provide clarity to the business community and the public around the potential impact on jobs, investment, and the broader economy, the government must conduct a comprehensive and publicly available economic analysis of the new pension plan before it moves forward with implementation."

The ORPP, which aims to boost Ontarians'

retirement savings, will require employers to match employee contributions to the new plan. Employers that provide defined benefit pension plans will be exempt from these contributions, but the majority of employers in Ontario will have to pay into the ORPP, regardless of the retirement savings plans they currently provide to their employees.

In a recent submission to the Government of Ontario, the OCC points to evidence that the vast majority of Canadians are on-track to maintain their standard of living in retirement and that the ORPP will punish employers and employees who are already contributing to their secure retirement future through non-defined benefit workplace retirement savings plans.

"The ORPP is a blanket solution to a problem that requires a targeted approach," adds O'Dette. "A better approach would be to target the minority of households that are undersaving, like Pooled Registered Pension Plans."

The OCC is concerned that the ORPP could cause employers to reduce their contributions to offset the new cost, or scrap their existing plans altogether.

"Employers that already offer viable workplace retirement savings plans, like defined contribution pension plans and group RRSPs, should not have to pay into the new pension plan," O'Dette added.

"Let's focus the solution on the group of people who really need a boost in their future retirement income."



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