

CCC: A PATH FORWARD FOR CANADIAN ENTREPRENEURSHIP

Entrepreneurship is important to Canada's competitiveness. Productivity – and the innovation that is so closely linked to it – continues to lag behind our international competitors. Canada needs more entrepreneurs and it needs to help current entrepreneurs not only survive, but thrive.

The Canadian Chamber of Commerce (CCC) is committed to supporting a vibrant economy and contributing to growth, trade and prosperity for Canadian businesses. Released in late September, *A Path For Canadian Entrepreneurship* details a summary of roundtables convened to help identify the issues faced by high-growth entrepreneurs and the areas where the CCC can bring value to them.

It is clear from the consultations that there are many ways these remarkable entrepreneurs could be better supported. Some of that support will likely be provided by the CCC's focused advocacy towards the federal government.

Less than five percent of Canada's SMEs (small and medium enterprises) are 'high-growth' yet Industry Canada found they created 45 per cent of new jobs in 2012. These fast growing companies represent a distinct and important part of our economy.

In 2013 and 2014, the CCC conducted seven roundtables across Canada with leaders of entrepreneurial firms to identify the challenges they face and opportunities they anticipate to understand how the federal government and the CCC could support them most effectively. The report outlines what the CCC heard. Several themes emerged that the CCC believes warrant action or more examination:

- Streamlining/simplifying federal programs
- Access to capital/taxation
- Helping Canadian entrepreneurs expand into international markets
- Human capital
- Federal procurement

Entrepreneurs are a unique group of individuals. They are described as passionate, learners, and leaders. They are eager to work with the CCC and their local chambers and other organizations. There is no doubt that the current situation in Canada can be improved for them.

The CCC will take the information it has gathered, continue collecting data, and with its powers of research, advocacy and convening, will determine how to use it in a constructive way to enhance the capability for entrepreneurial success in Canada. The report's findings – along with an action plan – were presented in September during the CCC's Annual General Meeting (AGM) in Charlottetown.



REMEMBERING ...

Under bright sunshine and with moderate temperatures, the community came out in huge numbers for the annual Remembrance Day ceremonies at the Waterdown Legion on November 11. On behalf of the members of the Flamborough Chamber of Commerce (FCC), Jason Small (above, left and below, right) of the Community Church - and President of the FCC Board of Directors - along with FCC Executive Director Arend Kersten (above, right) laid a wreath honouring those who made the supreme sacrifice in the name of democracy and freedom.



Photos courtesy of the Flamborough Review



INSIST ON US!

It's YOUR RIGHT To Choose Where Your Vehicle Is Repaired

PROFESSIONAL COLLISION REPAIR

- ★ Customer Shuttle Service
- ★ Rental Cars On Site
- ★ Free Estimates & Lifetime Repair Guarantee
- ★ Preapproved by most Major Insurance Companies
- ★ Family Owned and Operated Since 1974

905.689.8262

24 Dundas E., Waterdown, ON
www.waterdowncollision.com

MEMBERS • FLAMBOROUGH CHAMBER OF COMMERCE

A

Accountants/Bookkeeping	Beckett Lowden Read, C.A. 20 Main St. N905-689-2052
	Janet Barnard Accounting Services, Greensville905-628-4340
	VanderVelde, J., C. A., 208-115 Hwy. #8, Stoney Creek905-664-1608
Advertising Services	YLM Your Local Marketplace, Peterborough705-741-5867
Airport Transportation	Airways Transit, 35 Highway #5 W.905-689-4460
Attractions	African Lion Safari, RR 1 Cambridge519-623-2620
Auctioneers	Jim McCartney Auction Services, Box 476, Waterdown ..905-689-8778
Auto-Repair	Bill's Auto, Unit 5, 383 Concession 6 East905-689-7131
	Dick's Transmission Service, 28 Dundas St. E.905-689-4882
	Jay's Auto Service, 19 Flamboro St.905-689-5428
	Waterdown Collision, 24 Dundas St. E.905-689-8262
	CT&G Automotive Specialists, 941 Centre Rd.905-690-6660
Auto-Tires	Grisdale Enterprises Inc., 400 Brock Rd. Dundas905-627-0224

B

Banks	Bank of Montreal, 95 Dundas St. E.905-690-8970
	CIBC, 9 Hamilton St. N.905-689-6685
	RBC, 304 Dundas St. E.905-689-6459
	Scotiabank, 76 Dundas St. E.905-689-6292
	TD Canada Trust, 255 Dundas St. E.905-689-8772
Business Development	Tyrone Matheson, 85 Pentland Rd905-220-7566

C

Cable/Internet/Telephone	Cogeco Cable, 950 Syscon Rd., Burlington905-333-5522
Casinos	OLG Slots at Flamboro Downs, 967 Hwy. #5 W.905-628-4275
Carwash	Red Hill Car Wash, 200 Pritchard Rd, Hamilton289-244-0033
Caulking	Beverly Caulking, 971 Conc. 5 W.905-659-3367
Charities	United Way, 177 Rebecca St. Hamilton905-527-4543
Chiropractors	Parkside Chiropractic, 115 Hamilton St. N.905-689-2777
Churches	Community Church, 271 Con. 6 E. P.O. Box 290905-689-3979
Commercial Leasing	Flamborough Power Centre, 2500 Appleby Line, BU905-335-5204
Community	Friends of Rural Communities and the Environment905-659-5417
	Judi Partridge, Ward 15 Councillor, 71 Main St. W.905-546-2713
	Waterdown BIA, Box 198, Waterdown L0R 2H0905-690-3744
Concrete-Precast	Coreslab Structure, 205 Coreslab Dr.905-689-3993
	Wilkinson Heavy Precast Ltd., 588 Hwy. #5 W.905-628-5611
Construction	Kev-Art Contracting, Rockton519-647-2267
	Shelterclad Construction, 1190 Westover Rd, Millgrove 905-659-3340
	Van Hoeve Homes, 1044 Garden Lane, Millgrove905-689-6733
Construction - Residential	J. Elsebroek Construction, 556 Conc. 10 E905-659-1018
Consultants-Business	City/Hamilton, Econ. Dev., 1 James St., S., Hamilton905-546-4222
	City/Hamilton Technology Centre, 7 Innovation Dr905-689-2400
	Maria Demkowich Consulting, 109 Wimberly Ave.>905-515-8778
Consultant-Bus. Marketing	Soilleirich Communications Group, 14 Shetland Dr.905-536-6123
Consultant IT	Birmingham Consulting Inc, 153-1235 Fairview905-921-2015

D

Dance Instruction	Dancemakerz, 12 Innovation Dr.905-690-4777
	Rising Star Performing Arts, 937 Centre Rd.905-689-3222
Dentists	The Firehall Dentist, 4 Barton St.905-689-9111
Dog Trainers	McCann Professional Dog Trainers, 929 Brock Rd.905-659-1888

E

Economic Development	Economic Developers Ass. of Canada, 7 Innovation Dr. 905-689-8771
Electrical	Enek Electrical, Box 132, Millgrove905-971-6267
Employment Services	YMCA Employment Services, 1-427 Dundas St. E.905-690-9927
Engravers	Sherwood Engraving, 32 Parkside Dr.905-689-4973
Equestrian	Vector Equestrian, 995 Concession 8 W.905-699-0420

F

Fairs & Exhibitions	Rockton Agricultural Society, Box 38, Rockton519-647-2502
Farm - Commodities	J. D. Smith Farms, 951 Safari Rd.905-659-7936
Farm Equipment	Galer Farm Equipment, Hwy. #5 W.905-628-0551
Festival	Burlington Beer Fest905-484-4359
Financial Services	Brown Financial Security, 50 Coreslab Dr.905-690-5035
	JSB Wealth Management, 5-20 Main Street N.905-689-2425
	Monteith Financial Grp, 678 Spring Gardens Rd., BUR. 905-572-7526
	TEN STAR Financial Services, 95 Hamilton. St. N.905-689-7911
	Al-Care Restoration Services, Box 1260905-689-5298
Flood Damage	Ridgeway Floral Design Inc., 291 Parkside Dr.905-689-8288
Florist	Kitching Steepe Ludwig, 146 Mill St. N.905-689-4852
Funeral Homes	

G

Garden Centre	Terra, 8 Conc. 5 E.905-689-1999
Gifts	Dutch Mill Country Market, 533 Millgrove Side Rd.905-689-7253
Glass & Mirror	Grainger Glass, 25 Franklin St.905-689-6653
Golf Courses	Carlisle Golf & Country Club, 523 Carlisle Rd.905-689-8820
	Copetown Woods Golf Club, 1430 Conc. 2 W.905-627-4653
	Flamborough Hills Golf Club, 71 Hwy # 52, Copetown .. 905-627-1743
	Pineland Greens Golf Course, 722 Safari Rd. Millgrove 905-659-1271
Gourmet Shops	Greensville Gourmet, 161 Hwy # 8, Dundas905-627-7775
	Rockton Berry Farm Country Market, 621 Hwy. 8905-627-9720
	Strategic Interchange, 27 Campbellville Rd.905-659-5617
Graphic Design	Harster Greenhouses, 250 Hwy #8, Greensville905-628-2430
Greenhouses	

H

Hardware-Retail	Canadian Tire Associate, 11 Clappison Ave.905-690-3961
	Weeks Home Hardware, 71 Hamilton St. N.905-689-6618
Health, Fitness & Education	HEAL4Life, 33 Mill St.,416-550-0497
Health & Wellness	Anytime Fitness, 1-115 Hamilton St. N.905-690-2400
	Herbal Magic, 11-419 Dundas St. E.905-689-7546
Heating & Air Conditioning	Excel Heating & A/C Systems, Box 1170, Waterdown905-689-3446
	Flamborough Air Systems, Waterdown905-689-0610
Home & Garden	Grasshopper Imports, 1134 Hwy. #6 N905-689-4079
Home Improvement	Custom Home Improvements, 304 Progreton Rd.905-689-1750
	Grindstone Home Improvement, Box 905, Waterdown ..905-689-8616
	Hickory Dickory Decks, 115 Dundas St. W.905-689-4774
Home	Riverin Wood Products, 321 Dundas St. E.905-689-8494
Homeopath	HealthKare Wellness Clinic, 323 Dundas St. E.905-601-5777
Home Theatre	Home Theatre Excellence, 257 Freelon Rd.905-690-1162

I

Ice Cream	Dairy Queen, 233 Dundas St. E.905-689-8514
Income Tax	Waterdown Income Tax, 245 Dundas St. E.,905-689-7823
Industrial Maintenance	Complete Industrial Maintenance., 3820 Beverly Rd.519-740-7878
Industrial Millwright	Flamboro Main. & Mechanical, 730 Middletown Rd.905-628-6243
Industrial Minerals	Opta Minerals, 407 Parkside Dr.905-689-6661
Insurance	Davis Insurance, 323 Dundas St. E., Box 500905-689-6608
	Mainway Hunter Creighton, 1-3305 Harvester Rd., Burl.289-288-3213
	Merit Insurance Brokers, 20 Main St. N.905-690-6888
	Skyway Life Insurance, 309 Main St. W., Hamilton905-525-7247
	TEN STAR Financial Services, 95 Hamilton. St. N.905-689-7911
	Jeff Gray, CFA - RBC Dominion Securities,905-546-5432
	Edward Jones, Caesar Boalgo, 1470 Centre Rd., Carlisle 905-690-3103
Investment Advisor	
Investment Brokers	

L

Landscaping	Beaudry Group, 4031 Fairview St., Burlington905-639-6502
	FloraTech Landscaping & Main., 1425 Alderson Rd905-689-5466
	Gelderman Landscaping, 831 Centre Rd.905-689-5433

CONTINUED ON PAGE 7

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!



Flamborough Chamber of Commerce Group Home and Auto Insurance Program

Experience the MHC Advantage

- Tailor made insurance solutions
- Claims counseling
- 24/7 Claims reporting
- Quotation guarantee
- Group discounts



"The exclusive MHC/FCC group insurance program saved our family over \$400 on our auto/home insurance policy. That's more than the average annual FCC membership fee. And member employees, retirees and families are also eligible to participate."



Arend Kersten

Executive Director, Flamborough Chamber of Commerce

Visit 1 - 3305 Harvester Rd., Burlington L7N 3T7

Call 1-800-263-5173

Email FCCGP@mainwayinsurance.com



ROTARY OCTOBERFEST GIVES BACK TO THE COMMUNITY

The Rotary Club of Flamborough AM hosted another successful Octoberfest at the Waterdown Legion earlier this month to raise support for a wide variety of worthy local, national and international projects. ABOVE: Rotarians Christina Birmingham (left) of Birmingham IT Consulting and Jim Files of the Canadian Tire outlet at Clappison's Corners received much help from Jim's daughters, Carly (second from left) and Katie. BELOW: Frank Spiridoulias (second from right) - the former owner of the Lord Byron Steak and Seafood House - came out of retirement to prepare the delicious meal. Pictured with Frank are Rotarians (from left) Ivan Laking (Flamborough Air), Flamborough Chamber of Commerce (FCC) Past President Margaret Robertson (formerly of Pause Awhile Tea Room) and Rick Ludwig (Kitching Steepe Ludwig Funeral Home).



WEEKS HOME HARDWARE SUPPORTS DRUMMOND HOUSE

Hundreds of women - and a few brave men - attended the 3rd annual 'Ladies Night' recently at Weeks of Waterdown Home Hardware in support of Flamborough's own Drummond House. ABOVE, LEFT: Sunni Genesco of K-Lite FM and store Manager Craig Sampson shared emcee duties. ABOVE, RIGHT: Executive Director Debra Tighelaar of Drummond House (providing hope and support to women in crisis and their children) with the owner of Weeks Home Hardware Ron Cicuttini.

Ontario Chamber of Commerce

BUSINESS SOUNDS ALARM ON ONTARIO'S DEBT AND DEFICIT

Ontarians should be very concerned about the province's fiscal situation, according to a new report from the Ontario Chamber of Commerce (OCC).

The report, *How Bad Is It? What Do We Do About It?*, provides a straightforward account of Ontario's current fiscal situation. It finds that while Ontario's fiscal situation is better than that of many other countries facing fiscal problems, the province is likely to reach a state of crisis unless it cuts spending and changes the ways it does business.

The report finds that Ontario's history of spending is unsustainable. In only seven of the past 25 years has the government balanced its books or achieved a surplus. As a result, the province has been digging itself deeper and deeper into the red. By 2016-17, interest payments to service the provincial debt are projected to consume ten cents of every dollar the government spends.

According to the authors, a tipping point may be closer than Ontarians think. With a slower growth future projected for the province, combined with the growing demands of a rapidly aging population, the need to deal with the fiscal situation now becomes all the more urgent.

A sustained state of poor fiscal health can hurt business confidence and makes the province a less attractive place to invest. According to a recent Ontario Chamber of Commerce survey, 93 percent of businesses in the province believe that eliminating the deficit should be a top priority for government.

"Ontario's business community is concerned with where the province is heading," says OCC President and CEO Allan O'Dette. "There are a number of impending challenges, including an aging population, that will increase pressure on Ontario's budget. Unless we act now to get our debt and deficit under control, these challenges will become much more difficult to deal with."

The report also offers six approaches that the government can take to reduce its spending and move along a more fiscally-sustainable path. These approaches, which include adopting asset recycling and seeking alternative service delivery (ASD) opportunities, have been successful in reducing government spending while achieving key outcomes both abroad and in Ontario.

"By adopting models of success from other jurisdictions, we can move the province toward fiscal sustainability, while preserving valuable government programs and services," adds O'Dette. "In doing so, we ensure that those critical institutions that we have benefitted from remain available for future generations."

The full report can be found on the OCC website.

FAST FACTS

- Over the previous fiscal year, the Government of Ontario spent \$10.5 billion more than it collected in revenue. This will increase to \$12.5 billion in 2014-15.
- To attain its deficit-elimination goal of 2017-18, the government must reduce the deficit by over \$4 billion per year for the next three years.
- For 18 of the past 25 years, governments in Ontario have run a budget deficit.
- Ninety-three percent of businesses in Ontario believe that eliminating the deficit is an important priority.
- Ontario's net debt in 2013-14 was \$267.2 billion. The cost of servicing this debt was \$10.6 billion, or \$29 million per day.

DISCOVER

Downtown





WATERDOWN

SHOP Locally

www.waterdownbia.ca

- Shop
- Stroll
- Dine

Check out our website ... www.waterdownbia.ca



OUTSTANDING BUSINESS ACHIEVEMENT AWARDS

Recognizing, Honouring and Celebrating the Very Best in Corporate Excellence and Community Service

LIFETIME

ACHIEVEMENT AWARD

James (Jim) Aitkin
Rankin Environmental
Col. Gordon Dailley
African Lion Safari
Mike Demkovich
J.D.J. Trailers
Domenic DiFelice
Waterdown Collision
Hank Gelderman
Jan Gelderman Landscaping
Sandy Gray
Weeks Home Hardware
Bill Grisdale
Grisdale Enterprises
Jay Hughes
Jay's Auto Service
Karen Hunt
Rockton Dinner Theatre
Charles & Margaret Juravinski
flamboro downs
Wilf, Tom & Tim Langford
Langford Pharmacy
Archie McCoy
McCoy Foundry
Jim and Margaret Robertson
Pause Awhile Tea Room
Frank Spiridoulis
Lord Byron Steak &
Seafood House

Ron Steepe
Kitching Steepe & Ludwig
Funeral Home
Ernie Weeks
Weeks Home Hardware

BUSINESS GROWTH AND ACHIEVEMENT AWARD

2006 - *Hickory Dickory Decks*
2006 - *DanceMakerz*
2007 - *CHOICES*
2007 - *Magnolia House Spa*
2008 - *Dufferin Aggregates*
2008 - *Aventix*
2009 - *Langford Pharmacy*
2009 - *Waterdown*
Optometric Clinic
2010 - *The Lock Hut*
2010 - *Millgrove Gardens*
2011 - *Greenville Gourmet*
2011 - *McCann Professional*
Dog Trainers
2012 - *Opta Minerals*
2103 - *Dancemakerz*

TOWN OF FLAMBOROUGH AWARD

2006 - *Sylvia Wray*
Flamborough Archives
2007 - *flamboro downs*
2008 - *Cpl. Chris Klodt*
2009 - *Gail Bosma*
Flamborough Food Bank
2010 - *Ryan Ellis*
Mark Visentin
Canadian Junior Hockey Team
2011 - *OH Canada Ribfest*
Rotary Club of Flamborough AM
Rotary Club of Waterdown
2012 - *Wilf Arndt*
Waterdown BIA
2013 - *Wild on Waterdown*
Community Church

SANDRA GRAY/ WEEKS HOME HARDWARE AWARD

Community Service
by an Individual Award
2006 - *Deb Tigchelaar*
Drummond House
2007 - *Tom Jacques*
Hickory Dickory Decks
2008 - *Heather Johnston*
and Ted Lindsay
Flamborough Review



Photo courtesy of Wilf Arndt

SEEN AT THE OBA

Hank and Jacoba Gelderman (formerly of Jan Gelderman Landscaping) are pictured at the *Outstanding Business Achievement (OBA)* head earlier this year at the African Lion Safari. Hank is a member of the very exclusive *Lifetime Achievement Award* club. Each year – on the last Saturday in February – the Flamborough Chamber of Commerce (FCC) 'celebrates and honours the very best in corporate excellence and community service' at what has become 'the social event of the year' in Flamborough. Nominations in the various categories listed on this page are now being accepted for the 2015 OBA gala which will be held on February 28.

2009 - *Peter Barnes*
Waterdown Youth Centre
2010 - *Marti Van Hoeve*
Van Hoeve Homes
2011 - *Dante DiFelice*
Waterdown Collision
2011 - *Norm Read*
Beckett Lowden Read
2012 - *Roger Wilson*
2013 - *Glen Smith*
Merit Insurance

COMMUNITY SERVICE
BY A COMPANY AWARD
2006 - *Flamboro Speedway*
2007 - *Jay's Auto*
2008 - *Terra Greenhouses*
2010 - *Waterdown Dairy Queen*
2011 - *Lafarge Canada*
2012 - *Boston Pizza*
2013 - *Staples*

CHAMBER OF COMMERCE
GREEN AWARD
2008 - *Waterdown Collision*
2009 - *Nathan Helder*
Gelderman Landscaping
2010 - *Sensible Life Products*
2012 - *Rothsay*

YOUNG ENTREPRENEUR OF THE YEAR AWARD

2009 - *Haley Luckanuck*
Spoiled Rotten Pet Services
2011 - *Nicole Martin*
Talent Search Summer Camp
2012 - *Sarah Powell*
Sarah Grace Photography

FCC SERVICE AWARD

2006 - *Arend Kersten*
Flamborough
Chamber of Commerce
2007 - *Lafarge (Dundas)*
2008 - *COGECO*
2009 - *Robert Pasuta*
Councillor - Ward 14
2010 - *Fred Eisenberger*
Mayor - City of Hamilton
2011 - *Dutch Mill Country Market*
2012 - *Janet Barnard*
J. Barnard Bookkeeping
2013 - *Penny Gardiner*
Hamilton Technology Centre

CIVIC RECOGNITION AWARD
2011 - *Flamborough Women's Resource*
Centre
2011 - *Soroptimists International*
Dundas-Ancaster-Flamborough

THANK YOU TO OUR SPONSORS



HAMILTON
ECONOMIC
DEVELOPMENT



ENBRIDGE

**WEST
JET**

GREAT CANADIAN
GAMING
CORPORATION

Are you a Technology Based Entrepreneur?

If so, HTC has the environment to assist your growth - space, advice, mentorship and more!

Call Facilities Directory Penny Gardiner, Ec.D. TODAY!



HAMILTON
technology
CENTRE

7 Innovation Drive, Suite 200, Flamborough, ON L9H 7H9

Telephone: (905) 689-2400 or (905) 689-8771 Fax: (905) 689-2200

Business Hours: Monday to Friday • 8:30 a.m. to 4:30 p.m.

AND THE SURVEY SAYS:

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.

FCC MEMBERS ONLY BUSINESS AND PROFESSIONAL DIRECTORY

15,000 ADDRESSES

FCC MEMBERS CAN LIST
THEIR BUSINESS IN THIS
DIRECTORY FOR

ONLY \$25

PER MONTH

24/7/365 ON FCC WEBSITE

ACCOUNTANT



**BECKETT
LOWDEN
READ, LLP**

4-20 Main St. N.
Waterdown

Shari Stolpmann
CPA, CA 905-689-2052

www.blrca.ca

EMPLOYMENT SERVICES



**YMCA
EMPLOYMENT
SERVICES**
1-427 Dundas St. E.
Waterdown
905-690-9927

Mike
Caudle

**EMPLOYMENT
ONTARIO**

www.mydreamjob.ca

FINANCIAL SERVICES



**BROWN
FINANCIAL
SECURITY**

50 Coreslab Drive
Waterdown

Nate
Brown 905-690-5035

www.brownfinancial.com

FINANCIAL SERVICES



**BROWN
FINANCIAL
SECURITY**

50 Coreslab Drive
Waterdown

Nick
Brown 905-690-5035

15,000 ADDRESSES

FCC MEMBERS CAN LIST
THEIR BUSINESS IN THIS
DIRECTORY FOR

ONLY \$25

PER MONTH

24/7/365 ON FCC WEBSITE

HARDWARE - RETAIL



**WEEKS
HOME
HARDWARE**

71 Hamilton St. N.
Waterdown

Craig
Sampson 905-689-6618

Facebook: Weeks Home Hardware

INVESTMENT ADVISOR

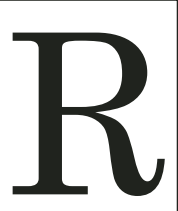


**JEFF
GRAY, CFA**
RBC Dominion Securities
FLAMBOROUGH
RESIDENT
Financial Planning
Custom-built portfolios
18 years experience

Jeff
Gray 905-546-5432

www.jeffgray.ca

KITCHENS - BATHROOMS



**RIVERIN
KITCHENS &
BATHROOMS**

321 Dundas St. E.
Waterdown

905-689-8494

www.riverin.ca

LAWYER



**KYLE
HAMPSON**
Miller Thompson
WATERDOWN
RESIDENT
Corporate/Commercial
Real Estate, Wills/Estates

Kyle
Hampson 289-983-1000

www.millerthomson.com

15,000 ADDRESSES

FCC MEMBERS CAN LIST
THEIR BUSINESS IN THIS
DIRECTORY FOR

ONLY \$25

PER MONTH

24/7/365 ON FCC WEBSITE

LAWYER



**JANSEN
PERSONAL
INJURY LAW**

3-20 Main St. N.
Waterdown

Annette
Jansen 905-690-2929

www.jansenlaw.ca

PET CARE



**SPOILED
ROTTEN**
Pet Sitting and
Dog Walking

796 Millgrove Side Rd.

Haley
Luckanuck 877-867-4616

www.spoiledrottenpetservices.ca

REAL ESTATE



**RE/MAX Garden
City Realty**
Waterdown

Richard
Denninger 289-260-6206

www.richarddenninger.com

REAL ESTATE



**WENDY
MARTIN**
Peak Realty Services

5 Hamilton St.
Waterdown

Wendy
Martin 905-689-7325

www.suttonabouttown.com

15,000 ADDRESSES

FCC MEMBERS CAN LIST
THEIR BUSINESS IN THIS
DIRECTORY FOR

ONLY \$25

PER MONTH

24/7/365 ON FCC WEBSITE

**2014 FLAMBOROUGH OPEN
CORPORATE SPONSOR**



**BROWN
LAW
OFFICE**

*50 Coreslab Drive
Flamborough*

**ANDREW
BROWN**

905-297-5614

**2014 FLAMBOROUGH OPEN
CORPORATE SPONSOR**



**BROWN
FINANCIAL
SECURITY**

*50 Coreslab Drive
Flamborough*

**NICK
BROWN**

905-690-5035

**2014 FLAMBOROUGH OPEN
CORPORATE SPONSOR**



**RBC
ROYAL BANK
FINANCIAL**

*304 Dundas St. E.
Waterdown*

**CHARLENE
OLDHAM**

905-689-6131



Photos courtesy of Wilf Arndt

FLAMBOROUGH OPEN - MAY 28, 2014

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. ABOVE: Joining FCC Vice President Greg Tremble (left) and President Jason Small (second from left) were Zenon Furman (second from right) and J. P. Landry (right) of the OLG Slots at Flamboro Downs. BELOW: Nate Brown of Brown Financial (second from right) is joined by (from left) Nalin Ahluwalia, Tim Miron and Mike Peters. The *Flamborough Open* is held on the last Wednesday every May (May 27, 2015).



**2014 FLAMBOROUGH OPEN
CORPORATE SPONSOR**



**KITCHING
STEEPE
LUDWIG**

*Funeral Home
146 Mill St. North
Waterdown*

**RICK
LUDWIG**

905-689-4852

**2014 FLAMBOROUGH OPEN
CORPORATE SPONSOR**



**LAFARGE
DUNDAS
QUARRY**

*628 Hwy #5 W.
Greenville*

**RON
GRAHAM**

905-627-3671

**2014 FLAMBOROUGH OPEN
CORPORATE SPONSOR**



**M&L
TESTING
EQUIPMENT**

*31 Dundas St. E
Clappison's
Corners*

**MIKE
MIZENER**

905-689-7327



Thank you to all who contributed to the success of the 2014 Flamborough Open

Proudly co-sponsored by the Flamborough Chamber of Commerce and the Rotary Club of Waterdown



CORPORATE SPONSORS

- Brown Financial Security
- Brown Law Office
- Kitching Steepe Ludwig Funeral Home
- Lafarge Canada
- M&L Testing
- RBC Financial

CONTEST SPONSORS

- Brant Arts Dispensary (Tim Langford)
- Dufferin Aggregates
- InterCounty Concrete
- Shademaster Landscaping

- Skyway Life Insurance /Chambers of Commerce Group Insurance

COMMUNITY PARTNERS

- Jim McCartney - Auctioneer
- Sherwood Engraving
- TERRA - Where Colour Lives
- Tim Hortons - Waterdown
- The Keg Restaurant - Waterdown
- Wilf Arndt - Photographer

HOLE SPONSORS

- Beckett Lowden Read - Chartered Accountants

- Canada Life

- Change of Pace Restaurant
- Councillor Judi Partridge
- Councillor Robert Pasuta
- Economic Developers Association of Canada
- Flamborough Construction
- Jeff Gray, CFA, Investment Advisor
- Grisdale Enterprises - Greenville
- Hoecht, Galvin & Kai - Chartered Accountants
- Merit Insurance

- MP David Sweet
- Pillar Retirement Group
- PV&V Insurance
- Red Hill Car Wash
- Royal Coachman
- Waleco Inc.
- Waterdown Collision

**A VERY SPECIAL
THANK YOU TO**

- Boston Pizza, Waterdown
- OLG Slots @ Flamboro Downs
- Kaneff Golf / Carlisle Golf & Country Club

Make your life a little greener, a little more stylish & a whole lot more fun!



**Watch us Saturday mornings
at 10:00 am on CHCH.**

www.terragreenhouses.com



MEMBERS • FLAMBOROUGH CHAMBER OF COMMERCE

L

Landscapers	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
Legal Services	Miller Thomson LLP289-983-1000
	Smits Grove LLP, #24C - 35 Main St. N.289-895-8162
Locksmiths	Dundas Lock & Key, 178 King St. W., Dundas905-627-7985
	The Lock Hut, 12 Glaceport Dr.905-689-0514

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
Marketing	Serve Media, 998 Courtland Dr., Ancaster905-304-3451
Marketing/Web Design	Market Mechanics, 50 Karsh Cres.289-635-1507
Meat	Millgrove Packers, 549 Conc. 5 W.905-689-6184
Metal Fabricators	Flamboro Technical Services, 383 Conc. 6 E.905-689-8815
Mill Equipment	Bev Brown Enterprises, 30 Maple Ave.905-628-9929
Millwright	Industrious Solutions, 1110 Con. 6 W.905-627-3600
Mobile Home Parks	John Bayus Park, 6501 S.S.#1, Cambridge519-623-2845
	Beverly Hills Estates, Box 52146 Oakville
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, Freelon905-659-3937
	Family Eye Care, 66 Mall Rd., Hamilton905-385-3661
	Waterdown Optometric Clinic, 301 Dundas St. E905-689-7234
Office Supplies	Staples, 88 Dundas St. E.905-689-0271

P

Paralegal	Geoff Ellis, The Ticket D.O.C.T.O.R., 1294 Hwy. #6905-659-1844
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
Property Management	The Enfield Group, 1 Hamilton St. S905-689-7341
Pumps	Flamborough Pumps, 797 Con. 8 W., Puslinch905-659-3337

Q

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

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
Rendering	Rothsay, P.O. Box 8270, Dundas905-628-9303
Restaurants	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
	Lord Byron Restaurant, 10 Main St. S.905-689-6648
	Tim Hortons Donuts, 255 Dundas St. E.905-689-3131
	The Royal Coachman, 1 Main St. N.905-689-5952
	Turtle Jack's Muskoka Bar & Grill, 255 Dundas St. E.905-690-1787
	Watermark Taphouse & Grill, 115 Hamilton St.905-690-0275
	Jitterbug Cafe, #3 - 35 Main St. N.905-690-7670
Restaurant / Catering	Pita Pit, 94 Dundas St. E.905-921-7289
Restaurant - Quick Serve	Walmart Canada, 90 Dundas St. E., R.R.#2905-689-9273
Retail	Village Manor Retirement Home, 57 John St. W.905-689-5440
Retirement Homes	Pacific Cedar Shake & Shingle, 2099 Hwy #6 N.905-659-1655
Roofing	

S

Security Systems	A.B. Wass Security, Box 390, Waterdown905-689-7931
------------------	--

S

Security Systems	Connectall Communications, 7 Commerce Ct., SC905-383-2282
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, Freelon905-659-2253
	L.P. Services, 100 Mead Ave., Hamilton905-312-9073

V

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

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

NOW ON SOCIAL MEDIA

For the latest news and views from the
Flamborough Chamber of Commerce



'follow' us on **TWITTER** @FlamboroughCofC



and 'like' us on **FACEBOOK**

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!

BEATTY, HARPER, MA DISCUSS ALIBABA IN CHINA

President and CEO Perrin Beatty of the Canadian Chamber of Commerce (CCC) recently moderated a panel discussion between Prime Minister Stephen Harper and Alibaba CEO Jack Ma in China.

Every Canadian has heard of Amazon, but not all have heard of Alibaba. Yet. It's an amazing story.

Alibaba's transactions last year totaled nearly \$250 billion, compared with \$116 billion for Amazon.

Alibaba's transactions last year totaled nearly \$250 billion, compared with \$116 billion for Amazon. Every second, Alibaba handles an average of 500 orders, worth more than \$9,000. Amazon's equivalent transaction value in 2013 would be less than \$3,700 per second. There are more than 300 million active users for Alipay; this makes it the third-largest payment system in the world, after Visa and MasterCard.

Alibaba is having a transformational impact on global commerce.

The CCC was pleased to participate in the discussion. China is an important market for Canadian businesses. On October 1, the Canada-China Foreign Investment Promotion and Protection Agreement (FIPA) came into force, a huge boost for an already impressive relationship. China's direct investment in Canada stood at almost \$16.7

billion in 2013, an increase of 36.6% since 2009, while Canada's direct investment in China totaled \$4.9 billion in 2013, a 38% increase over 2009. On the trade side, China is by far Canada's fastest growing trading partner, with imports from Canada quadrupling from \$5 billion to \$20 billion and exports nearly tripling from \$18.6 billion to \$52 billion.

CCC President and CEO Beatty was in China with a delegation of Canadian companies and participated in the APEC Summit in Beijing later in the week.

BACKGROUND ON ALIBABA

- E-commerce is expected to reach 10% of all retail in China by the end of 2014. (Compared to 5% in the U.S.)

- The domestic Chinese market is dominated by Alibaba through Taobao (consumer to consumer, like eBay) & Tmall (business to consumer, like Amazon) with payments facilitated by Alipay (like PayPal).

- During the beginning of the China domestic e-commerce boom in 2005, Alibaba received a \$1 billion investment from Yahoo in exchange for 40% of the company. This gave it a huge financial advantage over

everyone else. Included in this relationship was consumer marketing know-how and intellectual property

- Alipay's escrow-based payment platform solved the problem of consumer trust and adoption for Chinese consumers, many of which did not have credit cards and other modern forms of payment. This was a critical move.

- Alibaba has had aggressive and smart marketing, such as flash sales promotions. They transformed an obscure student-created holiday into an online holiday that became the largest e-commerce sales day in the world. November/11 or 11/11, now known as Singles Day in China, generated \$5.75B in single day sales in 2013. Many offline retailers also hold sales in their shops

during this period.

- E-commerce is growing fastest overall outside of major tier 1 cities in China. The highest mobile payment penetration rates in China are often found in "far off" locations as the demand for goods is even higher than the ability of the limited offline retailers to deliver.

- One more thing that's important to remember: unlike Amazon and other U.S./Canadian companies, China's e-commerce firms have relatively weak competition from traditional retail stores. There are no 100-year-old legacy retailers (like Sears, Macy's, The Bay) with strong nationwide networks and powerful local brands that command loyalty. This has benefited e-commerce tremendously.

Ontario Chamber of Commerce

PROVINCE ORDERS REVIEW OF COLLEGE OF TRADES

The Government of Ontario announced the appointment of Tony Dean, former Secretary of Cabinet and Head of Ontario Public Service, to lead an independent review of the Ontario College of Trades and other key areas of Ontario's skilled trades system.

Included under the purview of the review will be issues related to the scope of practice performed by a tradesperson, as well as the process for the classification of compulsory versus voluntary trades. Findings will be presented to both the Ontario Ministry of Training, Colleges, and Universities and the College of Trades in October 2015.

The Government of Ontario also announced that all trade classification reviews will be paused during the duration of Mr. Dean's review. Currently, the College is mandated to consider applications that seek to change the certification of trades from voluntary to compulsory. A compulsory trade is one in which workers must acquire a certificate of qualification from a government-accredited school in order to perform work in that trade. Workers in trades classified as compulsory must pay the College an annual membership fee of \$120.

In its current form, the College is poorly positioned to deliver on many of the core elements of its mandate

This review comes at a pivotal time. In its current form, the College is poorly positioned to deliver on many of the core elements of its mandate, which includes oversight of journeyman-to-apprentice ratios, ensuring industry compliance and certification, and addressing labour market shortages by promoting careers in the skilled trades.

The announcement is a first step towards supporting the success of the skilled trades in the province. Over the last year, concerns have mounted over the College's compulsory membership structure, as well as bias in the College's trade classification review process. However, the review does not touch upon other key areas of the College's mandate, including Ontario's high journeyman-to-apprentice ratios and low apprenticeship completion rates, as well as the low number of youth entering the skilled trades as a career.

Since the College's creation in 2009, the Ontario Chamber of Commerce (OCC) and the Chamber Network have led the conversation about reforming the College of Trades. In October of 2013, the OCC released the report, **Caution: Work Ahead**, which highlights several serious issues facing the College and provides six recommendations that will make the College more responsive to employers' needs.

The OCC will participate vigorously in the review and continue to advocate for changes in the ratio review process.



WATERDOWN BIA BOARD OF DIRECTORS 2014-2018

The Waterdown BIA celebrated another successful year - highlighted by the launch of the very popular Farmers' Market - at its Annual General Meeting (AGM) at the Waterdown Legion recently. At the meeting, the 2014-2018 Board of Directors was chosen. Pictured with Ward 15 Councillor Judi Partidge (seated second from left) and City of Hamilton BIA Co-ordinator Eileen Malony (seated right) are (front row, from left) Tammy O'Neill (Keekee & Rose) and Gary Campbell (Magnolia House Spa Salon Boutique) along with (back row, from left) WBIA Executive Director Wilf Arndt, Dr. Derrick Thornborrow (Waterdown Optometric), Paula Thompson (Edward Jones), Sherine Mansour (Waterdown Jupe) and Gary Titley (Complete Financial Services). The WBIA and the Flamborough Chamber of Commerce partner on a number of business issues and initiatives.

It's better together.



Call 1-866-261-4445 or visit Cogeco.ca

3 services. 1 bill. Big savings.

Bundle your Digital Cable, High Speed Internet and Home Phone, you'll save time and money with a Complete Connection:

- ONE bill to pay
- ONE call to a local customer service that can answer all your questions
- ONE installation date for all 3 services

COGECO
How can we help you?