

BOTTOM LINE

The President Reports:

GROWING PAINS

The other night as I was putting my son to bed he was complaining his legs were hurting. He is in the stage of life where he is rapidly growing and as a result occasionally experiences some growing pains. I remember back to when I was 11 or 12 and those moments of discomfort as I stretched into my full height. When there is significant growth there is usually some pain involved.

This is true of growth in all areas; whether it is our physical bodies, a business, an organization or even a city. There is often pain associated with the growth moments, but growth leads to better health and maximum efficiency.

Flamborough is currently experiencing some of these growing pains. It is great to see many new families, homes, and places of business move in. This community growth is welcomed and celebrated. But in the process, there can be some painful adjustments and tweaking that need to take place. As the new city of Hamilton takes shape, with the ever changing landscape of Flamborough, there are lots of adjustments that need to take place.



JASON SMALL
President, FCC

Some of these adjustments come in the form of new roads and transit, new zoning official plans and new systems of governance. It is hard for any single citizen or business to keep up with all these changes. In order to advocate for changes that affect you; you need to be aware of what is happening on the local level. To keep up to date and to give feedback to our municipal leaders is more important now than ever.

I believe this is where the FCC shines.

Over the last number of months I have really seen firsthand the benefits of belonging to the FCC. Our Executive Director Arend Kersten is doing a great job of monitoring what is happening at city hall and informing our membership so they can respond appropriately during this growth and change season. Business owners simply don't have the time to stay in the loop on governmental decisions that could seriously impact their businesses.

I welcome and celebrate this new growth to our community even if there are a few growing pains along the way. I also as president say a huge thanks to the Board of Directors and our executive director who are keeping on top of these changes so we can have the healthiest and more harmonious growth possible. These truly are exciting days to be in the Flamborough community.



Andrew Galer of Galer Farm Equipment is concerned how the proposed Rural Zoning Bylaw will impact the 3-generation family-owned business on Highway #5 near Greenville. The city is considering removed a number of existing permitted uses.

HIGHWAY ROBBERY?

Rural Zoning Bylaw proposes to take away existing uses for rural properties with commercial and industrial zonings

Landscapers in rural Flamborough and Ancaster are not the only businesses threatened by Hamilton's proposed Rural Zoning Bylaw (RZB). Owners of a number of rural properties zoned for commercial and industrial purposes have discovered the bylaw also proposes to remove a number of uses currently permitted – resulting in dramatic financial implications.

One of the properties affected by the proposed bylaw is Galer Farm Equipment located at 557 Highway #5 West just east of the Lafarge quarry.

For over 65 years and spanning three generations, Galer Farm Equipment – awarded the *Community Service by a Company Award* by the Flamborough Chamber of Commerce (FCC) earlier this year at the annual *Outstanding Business Achievement* (OBA) gala – has no intention of getting out of business of supporting area farmers.

At the suggestion of Pastor Jason Small of the Community Church – who is also the President of the FCC Board of Directors – Andrew Galer was shocked to discover that the proposed RZB would remove a number of uses currently permitted.

In a letter to Ward 14 Councillor Robert Pasuta, Galer said the proposed RZB would remove the following uses currently permitted: accessory open storage; agricultural equipment sales, rentals and service; any permitted use in an automotive commercial zone; automobile sales and service establishment and accessory open storage; convenience retail store; fruit and vegetable market; garden centre; hotel; motel; dwelling unit within a building containing a permitted use on the first floor; restaurant; and, retail establishment for the sale of antiques and crafts.

According to Galer, under the proposed the zoning, the permitted uses would be restricted to: agricultural processing; agricultural storage establishment; farm product supply dealer; and, kennel.

Eliminating a number of uses currently permitted has enormous financial implications for the owners of commercial and industrial properties.

First of all, it means the market value of the property will go down dramatically. Furthermore, many businesses finance their inventory and the ebb and flow of its cash

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Arend Kersten

Executive Director, Flamborough Chamber of Commerce

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REMOVING 'PERMITTED USES' SEVERELY IMPACTS BUSINESSES

Continued from Page 1

flow based on the value of their property. Accordingly, if some current uses are eliminated – reducing the value – it reduces the financing options a business may have. It also has major implications when it comes to retirement and estate planning.

This is the way Galer put it in his letter to Councillor Pasuta:

“As you can see, this clearly restricts the number of potential buyers for this property and instantly changes the value of this property – not by tens or hundreds of thousands, but by millions of dollars.

“Currently – under our highway commercial zoning – our property (with the close proximity to Waterdown and Highways #6 and #403 – could easily be marketed to BMW for example to set up an automobile dealership or to Hilton to build and operate a hotel.

‘There is something fundamentally wrong when city hall proposes to arbitrarily and unilaterally remove some permitted uses thereby reducing the value of a commercial property immensely.’

Executive Director Arend Kersten, Flamborough Chamber of Commerce

“These types of organizations will pay far more for a property with their required zoning than say a kennel would.”

STORM OF CONTROVERSY

Because of the implications for businesses, the proposed RZB has raised a storm of controversy. One of the most dramatic implications is that it would declare as illegal all landscapers – estimated as numbering about 150 – located in rural Flamborough and Ancaster who lack the proper zoning (for complete coverage, please see the April edition of the *Bottom Line*, available on the FCC website – www.flamboroughchamber.ca).

Senior staff in Hamilton's Planning Department claim their hands are tied – as the RZB must be compliant with provincial policy statements and the legislation governing the Greenbelt.

The FCC has spent a great deal of time partnering with Councillor Pasuta and Ward 15 (East Flamborough) Councillor Judi Partridge in addressing the concerns of those impacted by the proposed RZB. As a result, Council's Planning Committee (chaired by Councillor Partridge and includes Councillor Pasuta as a member) has developed a strategy that allowed landscapers to seek an exemption from the RZB that will allow them to remain at

their current locations. Councillor Pasuta has also convinced his colleagues on the Planning Committee to direct staff to look at the implications of the RZB and report back.

Councillor Pasuta, Shawn Brenn (Brenn-B-Farms – a member of the FCC Board of Directors) and FCC Executive Director Arend Kersten met recently with local MPP Ted McMeekin (the Minister of Municipal Affairs and Housing in the Premier Wynne Cabinet) urging him to remember any review of the Greenbelt legislation must take into account the impact on existing businesses.

Galer Farm Equipment isn't the only property facing a reduction in 'permitted uses.' Marsh Brothers at Peter's Corners is facing similar challenges.

“There is something fundamentally wrong when city hall proposes to arbitrarily and unilaterally remove some permit-

ted uses thereby reducing the value of commercial and industrial properties immensely,” Kersten said.

“While it is our hope, prayer and intent to continue this pattern for future generations, we also must be cognizant that we are not immune to economic downfalls and circumstances beyond our control which may have the potential to require the sale of our business and property,” said Andrew Galer, adding he is prepared to seek legal help if his pleas fall on deaf ears.

“What this proposal is doing is costing us millions of dollars and it is un-just. We will do everything in our power to protect our investment and our future.”

“We have repeatedly told Council and city staff that the residential taxpayer is 'maxed out,’” Kersten said. “The answer to Hamilton's significant fiscal challenges is new industrial and commercial investment. Proposing to run about 150 landscapers out of town and 'down-zoning' commercial and industrial properties in the Greenbelt sends exactly the wrong message to the job-creating, revenue-generating investment community.”

The FCC is committed to partnering with Councillors Partridge and Pasuta in continuing to address the issue.



ROTARY CLUB OF WATERDOWN HONOURS COMMUNITY CHAMPIONS

Two community champions with strong connections to the Flamborough Chamber of Commerce (FCC) were among six people who were presented the Paul Harris Award by the Rotary Club of Waterdown earlier this month. Named after the Founder of what is now Rotary International, the award, Rotary's highest, honours the very best - including both members and non-members alike - in communities for their contributions. ABOVE: Rotarian Rick Ludwig (left) of Kitching Steepe Ludwig Funeral Home presented the Paul Harris Award to Wilf Arndt (pictured above with his wife Doris). Wilf is the Executive Director of the Waterdown BIA and was honoured especially for his leadership role in Waterdown's beautification programs as well as bringing back the Waterdown Farmers' Market. Wilf is also the FCC volunteer photographer. BELOW: Lena Aggus - pictured with her husband Gerry (right) - was almost speechless when she was surprised with her Paul Harris Award for her many contributions to Rotary. The award was presented by Rotarian Nick Brown (left) of Brown Financial Security. Gerry - a lawyer with Lazier Hickey - is a Past President of both the Rotary Club of Waterdown and the Flamborough Chamber of Commerce. The Rotary Club of Waterdown and the FCC partner in organizing and hosting the annual Flamborough Open golf tournament held this past Wednesday at the Carlisle Golf and Country Club.



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DANTE'S 'PUDDLE JUMPERS' RAISE \$14,000+ FOR CYSTIC FIBROSIS RESEARCH



JUST THE FACTS: 4 hours, 375 vehicles, 146 volunteers and \$14,040. Those were the incredible results of Dante's Puddle Jumpers at the annual carwash at Waterdown Collision in support of cystic fibrosis research. For the DiFelice family (owners of Waterdown Collision), this is personal. Dante, 12, has cystic fibrosis. At the age of nine, Dante became the youngest ever recipient of an *Outstanding Business Achievement (OBA)* from the Flamborough Chamber of Commerce (FCC) when he was presented the *Community Service by an Individual Award*. FAR LEFT: This year's carwash started with a surprise donation (left) of \$2,000 by Glen Smith (left) and his team at Merit Insurance. Dante - pictured with his parents Max and Patty - also took time out (right) for a picture with grandmother Margaret.



As past recipients, Dante and Glen Smith (left) of Merit Insurance joined lawyer Kyle Hampson (Miller Thomson) in presenting the *Community Service by an Individual Award* at this year's OBA gala to Maria Demkowich (formerly of JDJ Trailers). Dante - pictured at right with his father Max (left), FCC Past President Sandy Gray and MP David Sweet - was only nine when he was presented with the award.



As they have in past years, representatives from the fire and police departments were at charity carwash to help Dante' Puddle Jumpers raise funds for cystic fibrosis research.

Canadian Chamber of Commerce

FEDERAL BUDGET 'BRINGS CANADA TO CROSSROADS'

Canadian Chamber of Commerce urges federal government to focus on competitiveness for the future

With the deficit finally eliminated, Canada's priority must be investments that will position us as a top-tier international competitor, according to Canadian Chamber of Commerce (CCC) President and CEO Perrin Beatty.

"As a nation, we have the potential to win internationally against strong, aggressive business rivals, but we need the right tools," Beatty said. "This budget is a good starting point, but more needs to be done."

"We salute the fact that the government presented a balanced budget. But this only serves to bring us to base camp; we still have a mountain to climb. To keep the budget balanced in the future and give us a fighting chance against international competitors, the government's priority must now shift to economic growth and global competitiveness. Our prosperity depends on Canadian business winning in the global marketplace," said Mr. Beatty.

The CCC particularly welcomes renewed investments in infrastructure. "Access to global markets starts at home," explained Mr. Beatty. "It's no use having the greatest resources in the world if we can't get them to market. Export infrastructure is critical. And basic public infrastructures - roads, water systems, transit - are also strongly linked to improved productivity across the economy."

"The measures to support Canada's manufacturing sector are timely," said Mr. Beatty. "This sector is evolving rapidly and set to seize new opportunities. The budget will have a positive impact in a sector poised for new growth."

"We also appreciate the fact that the government took the needs of small business into account in this budget," continued Mr. Beatty.

Mr. Beatty particularly welcomed initiatives to improve Canada's skilled workforce. "Measures to improve skills - such as better and more apprenticeship training - can create a new generation of capable workers. For many businesses, the skills gap is the number one barrier to growth, and the CCC has made skills a priority for the last four years.

"We salute the fact that the government presented a balanced budget. But this only serves to bring us to base camp; we still have a mountain to climb."

Perrin Beatty, CCC President & CEO

Access to reliable labour market information will also allow students, businesses and governments alike to focus their energies and resources on the right training programs and incentives. "Right now, Canadians are choosing career paths and investment opportunities in the dark. Having more and better information will paint a clear picture of different aspects of Canada's labour market, allowing people to make smarter, better-informed decisions."

Efforts to improve access to capital are also welcome. Access to capital is often the difference between life and death for start-ups and companies moving from innovation to commercialization, and Canada's venture capital industry is small and difficult to access.

The CCC also salutes the creation of a national Development Finance Initiative. This institution will help fund business projects in impoverished countries, turning them into tomorrow's business partners.

"By recognizing that Canadian businesses need improved access to skilled workers, international markets and capital, the government is setting the building blocks for a more competitive Canada. However, there are still many steps to take.

Access to game-changing technology must also be improved, and more can still be done to link skills training to the needs of the market. "This budget is an important starting point, but we still have a long way to go," concluded Mr. Beatty.

The CCC 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 - including the Flamborough Chamber of Commerce (FCC) - representing 200,000 businesses of all sizes in all sectors of the economy and in all regions. Follow the CCC on Twitter @CdnChamberofCom.

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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.

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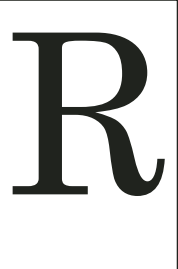


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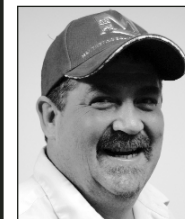
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'NO-SURPRISE, MIXED-BAG' ONTARIO BUDGET

Ontario Chamber of Commerce (OCC): On the whole, the Ontario Budget is a no-surprise, mixed-bag budget for Ontario businesses. The government is making much needed investments in transportation infrastructure across the province, but little is being done to address the growing burden on businesses and getting the province's fiscal house back in order.

THE DEFICIT HAS INCREASED

The 2014-15 deficit is projected to rise to \$10.9 billion, up from \$10.5 billion in 2013-14. The total debt is projected to grow to \$284 billion this year – equivalent to \$20,772 of debt for every Ontarian. Ontario now spends \$11.4 billion a year on interest payments to finance its debt.

The Government remains committed to eliminating the deficit by 2017-18 by managing compensation costs and continuing its comprehensive program review.

OCC ANALYSIS

Budget 2015 makes the right commitments but is vague on details when it comes to how the government will meet its deficit reduction targets.

We applaud the government for making difficult decisions in terms of wage restraint measures. Government has held average annual growth in program spending to 1.5 percent and they are making difficult spending cuts in education, health, and other vital areas.

However, the government of Ontario needs to win the confidence of employers by adopting a clear plan to achieve their deficit reduction targets. As a start, it should adopt new service delivery models in areas where these models can bring efficiencies.

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

PLOWING AHEAD WITH PENSION PLAN

The Government is plowing ahead with the Ontario Retirement Pension Plan.

The government is reiterating its commitment to establishing a standalone, mandatory Ontario pension plan by 2017. The Ontario Retirement Pension Plan (ORPP) will require employers and employees to contribute 1.9 percent of an employee's yearly earnings (up to a maximum of \$90,000) per year.

Budget 2015 commits government to establishing a body (the ORPP Administration Corporation) that will be responsible for administering the plan and investing contributions.

OCC ANALYSIS

The OCC remains concerned about the impact that the ORPP could have on the economy. According to our recent survey, only one in four businesses in Ontario can afford the costs associated with the new plan, while 44 percent of businesses will reduce payroll or hire fewer employees in response to the ORPP.

Budget 2015 provides little in the way of clarity for employers on the details of the ORPP. We continue to call on government to develop a comprehensive understanding of the impact of the ORPP and to re-exam-

The total provincial debt is projected to grow to \$284 billion this year – equivalent to \$20,772 of debt for every Ontarian. Ontario now spends \$11.4 billion a year on interest payments to finance its debt.

ine the narrow exemption rules it has in place. As it stands, only employers that offer defined-benefit pension plans are exempt from making contributions to the ORPP. These narrow parameters ignore the contributions that many employers are already making to their employees' retirement through defined-contribution plans, for example.

TRANSPORTATION INFRASTRUCTURE

The Government is making important investments in transportation infrastructure. Budget 2015 increases dedicated transportation infrastructure funds by \$2.6 billion to \$31.5 billion available over 10 years. These funds will be used for transit, transportation, and other priority infrastructure projects across Ontario. About \$16 billion of this will be invested in transit the Greater Toronto and Hamilton Area (GTHA) while \$15 billion will be invested in transportation and other priority infrastructure projects outside the GTHA.

OCC ANALYSIS

We welcome increased spending in areas of strategic, economic importance, including transportation infrastructure. The Province should continue to make use of its world-leading Alternative Financing and Procurement (AFP) expertise in order to ensure it is getting the best bang for its infrastructure buck.

ELECTRICITY RATES

Employers will continue to be shocked by rising electricity rates. Budget 2015 makes a few small tweaks to existing electricity programs. The Industrial Conservation Initiative (ICI), which provides a financial incentive to larger businesses to shift their electricity consumption from peak periods, is being expanded by lowering the threshold for qualifying industrial sectors from five megawatts to three. The Northern Industrial Electricity Rate (NIER) program is being extended beyond March 2016, with annual investments of up to \$120 million.

OCC ANALYSIS

Budget 2015 does little to address businesses' concerns over rising electricity rates. According to the OCC's most recent survey, rising electricity prices are the number one factor hurting business competitiveness.

While the expansion of the ICI and the extension of the NIER program is encouraging, we remain very concerned about

out-of-control electricity rates. Coupled with the announced sale of a portion of Hydro One, there is significant uncertainty in the business community in this respect.

'SAME OLD, SAME OLD' RING OF FIRE

Budget 2015 reiterates government's previous commitment of up to \$1 billion towards the development of transportation infrastructure in the Ring of Fire region. Since making this commitment, the government has established the Ring of Fire Infrastructure Development Corporation (ROFIDC) to facilitate investment decisions.

OCC ANALYSIS

Budget 2015 shows little in the way of progress on development of the Ring of Fire since this time last year. There is still no infrastructure plan in place, there remains little agreement between the most important players, and delays in issuing exploration permits have stalled any potential development. As we have noted previously, we are still years away from opening a mine in the Ring of Fire. Further, development timelines are increasingly characterized by uncertainty.

SELLING HYDRO ONE

The Government is aggressively pursuing an asset recycling strategy. The government has increased its asset optimization

target to \$5.7 billion, up from a \$2.6 billion target in 2014. The government reiterated its earlier announcement that it is selling 60 percent of Hydro One and will inject the profit into transportation infrastructure.

OCC ANALYSIS

The OCC supports the government's goal to maximize the value of its assets. As it undertakes its asset review, government must ensure that its actions do not hurt domestic industry and, as it relates to the sale of electricity infrastructure, do not put the rate payer at risk.

'CAP AND TRADE' CLIMATE CHANGE

The Government is implementing a Cap and Trade regime to combat climate change. The government has reiterated that it is introducing a cap and trade system, and will set an overall emissions limit (the cap) on those facilities included in the program. Businesses will have their own greenhouse gas quota and will then be able to sell (trade) their quota if they are under their emissions limit.

OCC ANALYSIS

The government has only recently announced its intention to move forward with a cap and trade system, and so questions about the parameters of the system remain. We do not yet know which sectors will be subject to the system, how emissions limits will be set, or the timelines for implementation.

We are concerned that this cap and trade system could add to the already onerous burden that government seems to be placing on the shoulders of employers.

AND IN OTHER NEWS ...

Good news for forestry: The government is enhancing the Jobs and Prosperity Fund by \$200 million and is extending eligibility to the province's forestry sector.

Innovation initiative: The government is investing \$20 million to establish a Health Technology Innovation Fund and appoint a Chief Innovation Strategist.

Cuts to the Apprenticeship Training Tax Credit: The government is returning ATTC funding levels to their pre-recession level, resulting in \$30 million in cost-savings.

Beer coming to a grocery store near you: The government is reiterating its commitment to permit the sale of beer in grocery stores for the first time in Ontario history.

Youth employment: The government is renewing the Ontario Youth Jobs Strategy to the tune of \$250 million in the next two years. The strategy provides incentives to employers to employ young Ontarians.

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