

BOTTOM LINE

SIMPLY THE VERY BEST IN FLAMBOROUGH

Flamborough Chamber of Commerce (FCC) recognizes, honours and celebrates 'the very best in corporate excellence and community service' at Outstanding Business Achievement (OBA) Awards Gala



Flamborough's 'very best in corporate excellence and community service' were 'recognized, honoured and celebrated' at the sold-out *Outstanding Business Achievement (OBA)* awards gala organized and hosted by the Flamborough Chamber of Commerce (FCC) at the African Lion Safari on March 27. ABOVE, LEFT: Mary Lamb (centre) of Flamborough Animal Adoptions was presented the *Town of Flamborough Award* for her extraordinary leadership role for 18 years as the head of the annual Flamborough Santa Claus Parade. The presentation made was by Ward 15 (East Flamborough) Councillor Judi Partridge (left) and President Jason Small (Community Church) representing the FCC Board of Directors. ABOVE, RIGHT: The prestigious *Lifetime Achievement Award* was presented to Gord Forth (centre, holding award) of Copetown Woods Golf (and formerly of Gord Forth Farms). The award was presented by FCC President Jason Small (right), Ward 15 Councillor Judi Partridge (centre), Ancaster-Dundas-Flamborough-Westdale MP David Sweet (back row, left) and former Hamilton Mayor Bob Bratina (second from right). Past recipients of the awards also participated in the presentation. They include (from left) Bill Grisdale (Grisdale Enterprises), Margaret Robertson (Pause Awhile Tea Room), Maria Demkowich (representing her late husband Mike of JDJ Trailers), Ron Steepe (Kitching Steepe Ludwig Funeral Home), Tim Langford (Langford Pharmacy) and Frank Spiridoulias (Lord Byron Steak and Seafood House).



LEFT: Galer Farm Equipment was awarded the *Community Service by Company Award*. Accepting the award are cousins Andrew (second from right) and John Galer (centre). The presentation was made by (from left) Ancaster-Dundas-Flamborough-Westdale MP David Sweet, Grant Armstrong representing last year's recipient Staples and Tim Caddigan, Senior Director Programming and Community Relations at Cogeco – a major OBA sponsor. RIGHT: Former Hamilton Mayor Bob Bratina (joined by his wife Carol) was awarded a special FCC *Service Award* for his efforts on behalf of Flamborough businesses. Presenting the award were FCC Executive Director Arend Kersten (left) and President Jason Small of the FCC Board of Directors.

Photos courtesy of Wilf Arndt



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HUGE VICTORY FOR RURAL LANDSCAPERS

Partridge, Pasuta convince Council to 'exempt' landscapers from Rural Zoning Bylaw; industrial zoning challenges remain

At a special meeting of the Planning Committee held on March 31, a potential lifeline was thrown to rural landscapers in Flamborough whose futures were threatened by Hamilton's new Rural Zoning Bylaw.

For some seven hours (2 p.m. to 9 p.m.) almost 40 presentations were made to the Planning Committee, which is chaired by Ward 15 (East Flamborough) Councillor Judi Partridge. Among the delegations were Flamborough Chamber of Commerce (FCC) Executive Director Arend Kersten and President Jason Small of the FCC Board of Directors. For comprehensive background on the issues, please refer to page 3 of the March edition of the *Bottom Line*, which can be found at www.flamboroughchamber.ca.

At the end of the presentations, Councillors Partridge and Robert Pasuta (Ward 14 - West Flamborough) presented a motion that was eventually adopted. The motion was subsequently ratified by the entire Council when it met on Wednesday, April 8.

IMPORTANT DATES

The motion allows for rural landscapers in Flamborough who are not properly zoned (which is almost all of them) to apply for an exemption. But there are some crucial dates that come into play.

- It applies only to rural landscapers in rural Flamborough and Ancaster who had an established and existing rural landscaping

The FCC is 'baffled' (and that's the kindest word we could come up with) at an initiative that has the potential to chase hundreds of businesses out of the rural areas of the 'new' Hamilton.

business as of March 31, 2015.

- These landscapers **MUST** inform the city by May 15, 2015 of the address or property description of their business to be included in the exemptions.

FCC AT ITS BEST

It is a HUGE victory for rural landscapers. It also represents the very best of the FCC, as the 'Voice of Business' in Flamborough working together with our com-

munity champions in protecting the best interests of local businesses.

THANK YOU JUDI AND ROBERT

It is also clear that this would never have happened was it not

the Flamborough Chamber of Commerce (FCC). Thank you for the opportunity to address you, because to say today that the FCC is concerned about some aspects of the proposed Rural Zoning

enues double since the creation of the 'new' City of Hamilton.

- A major component to addressing Hamilton's fiscal challenges is new industrial and commercial economic development

rural Flamborough, Ancaster and Glanbrook that could be negatively impacted by the recommendations before you today. Frankly, we haven't had the time to digest all the proposals and what it could mean for all existing - and possible new - businesses. So, for the purposes of this presentation, I will focus on just two - landscapers and properties that are zoned 'industrial.'

RURAL LANDSCAPERS

There are almost 200 landscapers located in the 'new' Hamilton - most of them in rural Flamborough. These landscapers are in the business of beautification. However, only a handful - as few as 10 or so - are zoned properly. The proposed Rural Zoning Bylaw has significant implications for the remaining rural landscapers.

Will you force them to move ... or shut down?

Your Planning Department says its hands are tied. It argues the provincial regulations leave it no choice when it comes to rural landscapers in the Greenbelt. It argues that since the Greenbelt legislation is 'silent' on landscapers, such a use is prohibited.

PLANNING 'INTERPRETATION'

We then asked the Planning Department to provide 'chapter and verse' how the Greenbelt legislation prohibits rural landscapers. It instead provided a 2-page document justifying its opinion. entitled - ironically - 'Landscape

Frankly, it defies understanding that the provincial government would want to close down hundreds of local businesses. Perhaps it is an unintended consequence (of the Greenbelt legislation).

Contractors Greenbelt Interpretation.'

And that's precisely the point. 'Interpretation!'

So much of planning is all about interpretation. That's what keeps independent planning consultants in business. Just what constitutes the requirement that planning documents must 'be consistent with' or 'conform to'

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Photo courtesy of Wilf Arndt

The proposed 'Rural Zoning ByLaw' was a hot topic at a packed meeting held recently at the Harry Howell Arena at Clappison's Corners organized and hosted by Ward 15 (East Flamborough) Councillor Judi Partridge (speaking) and Ward 14 (West Flamborough) Robert Pasuta (left). The meeting was moderated by Flamborough Chamber of Commerce (FCC) Executive Director Arend Kersten (standing at right).

for the extraordinary behind-the-scenes efforts of Councillors Partridge and Pasuta. On behalf of the FCC and its members, we THANK them both.

INDUSTRIAL ZONING

The issue of properties that are zoned 'industrial' in rural Flamborough remains a challenge. In simple terms, the proposed Rural Zoning Bylaw would eliminate some of the uses that are permitted now. That affects property values and financing options.

For the most part, these challenges will need to be addressed

Bylaw would be the understatement of the year.

We want to begin my informing you that the FCC has been very pro-active on this file. We have organized and hosted two 'planning summits' in Flamborough to address the issue. I personally moderated a meeting organized by Councillors Partridge and Pasuta convened to listen and learn and then share concerns.

More recently, the FCC - along with representatives of Landscape Ontario - participated in a meeting here at City Hall with senior officials in the Planning Department.

OPEN LETTER TO COUNCIL

Almost immediately after you were elected late last year, we sent an 'Open Letter' to each of you congratulating you on your victory. In that letter, we argued the following:

- Hamilton is facing significant financial challenges, perhaps characterized best by an annual 'infrastructure deficit' of tens of millions of dollars.

- The residential property tax base - responsible for some 87 percent of the total tax pie - is 'maxed out.' As a matter of fact, many residential property owners have seen their property tax rev-

and the attendant property tax assessment and employment opportunities that accompany such development.

FCC 'BAFFLED'

Given the above, the FCC is 'baffled' (and that's the kindest word we could come up with) at an initiative that has the potential to chase hundreds of businesses out of the rural areas of the 'new' Hamilton.

Our initial reaction was: 'WHY?' What was it that prompted this initiative ... and why now?

PROVINCE DICTATES

Staff have been quick to argue that this is a provincial requirement facing a mid-March deadline. It also points out that whatever the city eventually adopts must 'be consistent with' or 'conform to' provincial policy statements, including the Greenbelt legislation and the Niagara Escarpment Commission.

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ABOVE, LEFT: Bill Bown (second from left) and Chris Pepitone (second from right) of Terra - Where Colour Lives accepted the *Flamborough Chamber of Commerce Service Award* from Past President Penny Gardiner (Economic Developers Association of Canada - EDAC) and President Jason Small (Community Church) of the FCC Board of Directors. The award was presented in recognition of Terra's extraordinary support of the annual *Flamborough Open*, co-sponsored by the FCC and the Rotary Club of Waterdown. ABOVE, RIGHT: Dylan McDonnell (centre) of the Pita Pit was presented with the *Young Entrepreneur of the Year Award*. The presentation was made by (from left) Teresa and Haley Luckanuck (Spoiled Rotten Pet Services), Dragica Lebo (Hamilton's Small Business Centre) and CHCH reporter Nicole Martin, who was the emcee for the gala. Teresa is a member of the FCC Board of Directors while Haley and Nicole are past recipients of the *Young Entrepreneur of the Year Award*.



ABOVE, LEFT: Dante DiFelice (son of Max and Patty of Waterdown Collision) – who is the youngest ever recipient of an OBA award – assisted in the presentation of the *Community Service by an Individual Award* to Maria Demkowich (formerly of JDJ Trailers). Dante was joined by last year's recipient Glen Smith (left) of Merit Insurance and lawyer Kyle Hampson (Miller Thomson) who is the Vice President of the FCC Board of Directors. Maria was recognized for her enormous contributions both locally and internationally – especially as a member of the Dundas-Ancaster-Flamborough chapter of Soroptimists International. ABOVE, RIGHT: Vice President Doug Harman and other members of his team accepted the *Business Growth and Development Award* (Large Company) on behalf of Coreslab Structures. The award was presented by (from left) Ancaster-Dundas-Flamborough-Westdale MP David Sweet, General Manager Jason Thorne of Hamilton's Planning and Economic Development Department, Carlos Midence of Lafarge Canada (a member of the FCC Board of Directors) and Neil Everson, Hamilton's Director of Economic Development.



ABOVE, LEFT: Gord Forth of the Copetown Woods Golf Club (and formerly of Forth Farms) is pictured with members of his family after receiving the *Lifetime Achievement Award* at the OBA gala. RIGHT: Chris Burling (second from left) of the Waterdown IDA was joined by his wife Cheryl Crocker as he accepted the award for *Business Growth and Development* (Small Business Category). The presentation was made (from left) by past recipient Christie MacKay (left) of Dancemakerz, Tim Langford (formely of Langford IDA) and FCC Treasurer Craig Sampson (Weeks Home Hardware).

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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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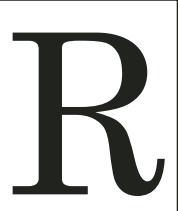


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Photos courtesy of Wilf Arndt

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: Former Flamborough Councillor Gerry Aggus (left), a lawyer with Lazier Hickey is a Past President of both the FCC Board of Directors and the Rotary Club of Waterdown. He golfed with David Campanaro (centre) and Brian Smith, the former Director of Planning for the Town of Flamborough. BELOW: Team Serve Media included Cal Bosveld (right), a former co-owner of the *Flamborough Review*, his sons Chris (left) and Mike who were joined by Beth Schilthuis.



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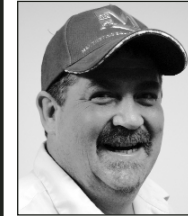
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- Tim Hortons - Waterdown
- The Keg Restaurant - Waterdown
- Wilf Arndt - Photographer

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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 Industrious 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
Pet Supplies	Ren's Pet Depot, 100 Dundas St. E.905-689-9611
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
Restaurant / Catering	
Restaurant - Quick Serve	
Retail	
Retirement Homes	
Roofing	

S

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

Self Storage	Connectall Communications, 7 Commerce Ct., SC905-383-2282 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
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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
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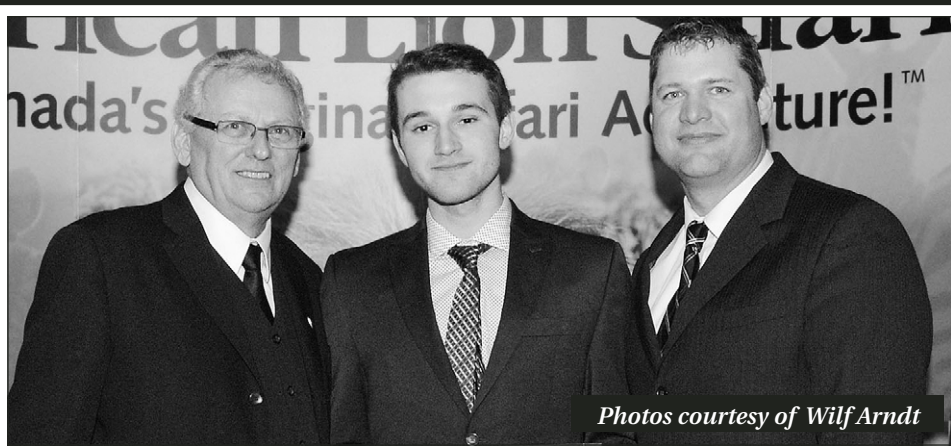


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Flamborough Chamber of Commerce MISSION STATEMENT

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!



Photos courtesy of Wilf Arndt

Waterdown District High School (WDHS) 2014 graduate Thomas (TJ) Butler – pictured above (centre) with Flamborough Chamber of Commerce (FCC) Executive Director Arend Kersten (left) and President Jason Small of the FCC Board of Directors and below with his parents and brothers – was recognized as the recipient of the *FCC Business Bursary* at this year's *Outstanding Business Achievement (OBA)* awards gala at the African Lion Safari.

THOMAS (TJ) BUTLER AWARDED 2014 FCC BUSINESS BURSARY

Each year, the Flamborough Chamber of Commerce (FCC) awards a Business Bursary to a member of the Waterdown District High School (WDHS) graduating class. The recipient at the 2014 WDHS convocation was Thomas (TJ) Butler who is now a student at Brock University in St. Catharines. What follows is a tribute to TJ prepared by WDHS Business Studies Teacher Peter Brent and shared at last month's *Outstanding Business Achievement (OBA)* awards gala at the African Lion Safari.

I have had the pleasure of teaching TJ (Thomas Butlet) in my Grade 12 Economics class. In this regard, I found him to be an excellent student, achieving a grade of "A."

Through my interaction with TJ, I have found him to be a hard worker who strives to do the best in all that he attempts. TJ maintains a caring, polite and positive attitude both at school and his extra-curricular activities.

TJ is a reliable and capable person. In my capacity as his teacher, he brought an excellent work ethic to class. His interactions and class participation were invaluable. He is a flexible person and open to suggestions. TJ is well organized and meets deadlines with minimal supervision. When TJ was away on field trips, he always made sure that his school work was always complete and done with extreme care. His communication skills are to be commended!

TJ is an exemplary student who demonstrates a high degree of comprehension and achievement in all his academic studies. He is an avid learner who constantly questions and challenges. He has already established the skills he needs for lifelong learning.

TJ is a dedicated student who sets high standards for himself. I am confident that TJ will excel in any endeavour he chooses.

TJ congratulations on your award, you were a pleasure to have in my class.



Rural Zoning ByLaw

FCC: THERE IS FAR MORE TO THE 'NEW' CITY OF HAMILTON THAN THE 'OLDE' CITY OF HAMILTON

Continued from Page 3

provincial policy statements? If the answer to that question was clear in all incidences and in all circumstances, there would be no need for the Ontario Municipal Board (OMB).

INDUSTRIAL ZONING

Then there is the matter of rural properties that are zoned 'industrial.'

If we are correct, the permitted uses will be significantly reduced. For instance, if a rural property is zoned industrial with numerous 'permitted' uses (up to two dozen in some cases) and is currently used as a farm implement dealership, the proposed legislation before you will severely restrict many currently-allowed uses. That - of course - will have a dramatic impact of the land value. And impact retirement and estate strategies.

Again, we ask the question: 'Why?'

RECIPE FOR SUCCESS

So, where do we go from here? Let me use the following example to make a point.

I hope you will agree that one of the most challenging aspects of amalgamation was the issue of area rating. It was on the front pages of supercity irritants for over a decade and consumed much of Council's time and energy.

The three chambers of commerce in the 'new' Hamilton - Flamborough, Hamilton and Stoney Creek - appointed a committee to address the issue. After nearly two years of deliberation, we came to Council and presented a unanimous recommendation. And, without belabouring the details, the Council of the day - under the leadership particularly of Councillors Collins and Powers - adopted the framework of our recommendations.

And today - save for the recent resurrection of the area rating and public transit - you don't hear about area rating anymore.

Why is that?

CITY BUILDING

Several things. As a joint 3-chamber committee, we were passionately committed to 'city building.' We respected each other, spoke thoughtfully and listened carefully. Perhaps most importantly, we parked our narrow parochial interests at the door.

And the results - however imperfect - speak for themselves.

As you consider the recommendations before you today, please consider the principles of 'city building' we used - and you

embraced. Please don't never forget that there is far more to the 'new' City of Hamilton than the 'olde' city of Hamilton.

STAND UP TO QUEEN'S PARK

As you know, technically local municipalities are the 'children' of the province. Well, sometimes the adult children have to tell the parents that they are wrong.

Frankly, it defies understanding that the provincial government would want to close down hundreds of local businesses. Perhaps it is an unintended consequence. But the reality is that is exactly what is happening here. With the greatest of respect, I would suggest to you that the province wants you to do its 'dirty work.'

Respectfully, it is time to 'stand up to the parents' in their cozy home at Queen's Park.

FCC PRESENTS OPTIONS

As 'The Voice of Business' in Flamborough, we would like to conclude by providing some specific suggestions for your consideration:

- As must be obvious by now, our preferred recommendation is for you to stand up to Queen's Park and simply defeat the recommendations in front of you.

- Alternatively, we suggest that you defer making any decision and instruct staff to lobby the province aggressively for changes as its undergoes its 10-year review of the Greenbelt legislation.

- Or, move forward by approving existing rural businesses on a 'grandfathering' basis.

As you may know, the FCC publishes a newspaper - the *Bottom Line* - that is distributed to over 15,000 Flamborough homes and businesses every month. In an article published in the March edition, we concluded this way:

"For the most part, these are 'salt of the earth' folk," 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 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."*

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