

BOTTOM LINE

The President Reports:

SHOP LOCALLY FOR CHRISTMAS

I love this time of year with the anticipation of Christmas. Shops and houses are beginning to glow with twinkle lights. The Santa Clause parade, and Candle and Coral Walk are about to happen in town. It really is an exciting time of year, but it is also a busy time of the year. For most retailers, this is the, "make it or break it" season for their business.

I love to do business in Flamborough. I know there are a fleet of cars that fight their way through the border crossing each week, but I choose Flamborough with my wallet. There are many reasons why local shopping is a good idea, but let me remind you of just a few.

• **Customer Service Is Better.** I love that in many Flamborough businesses, I have become a regular. I know the merchants and sales people. And they know me. I guarantee they care about me much more than a one-off retailer in a community where I have no investment. They sell me the right product because they know I will be back the next time.

• **Local Economic Stimulus.** I want Flamborough to prosper. I want my taxes lower and social programs to increase; therefore I need to invest where I want things to grow.

• **Most New Jobs Are Provided By Local Businesses.** Small businesses are the largest employers in Flamborough. The more local jobs, the fewer are going to have to commute, which means more time and less traffic and pollution.

• **Local Business Owners Invest In Community.** I love walking into stores in town with plaques of the sports teams they sponsor. Flamborough businesses are more likely to invest in the community's welfare and future.

• **It's Easy.** I am busy enough without having to spend hours driving to and fro, or hours looking for gifts online. I love that in Flamborough there is great parking and great selection. Choose to de-stress your life this Christmas, and shop around town.

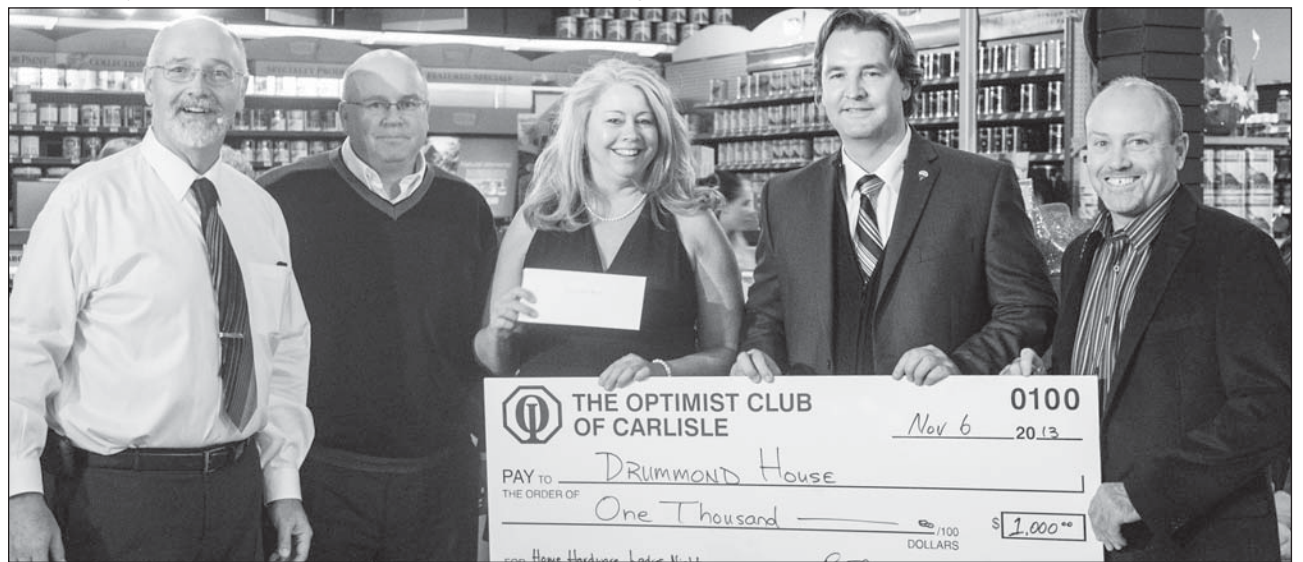


JASON SMALL
President, FCC



LADIES NIGHT AT WEEKS HOME HARDWARE RAISES \$5,000+ FOR DRUMMOND HOUSE

Despite a driving rainstorm, hundreds of women (and a sprinkling of men) crowded into Weeks Home Hardware recently for its second annual Ladies Night. The event offered gift bags for the first 200 guests (gone in less than 10 minutes), special discounts on merchandise, a wine tasting station and opportunities (through raffles, donations and the purchase of certain products) to support Flamborough's very own Drummond House, a sanctuary for women and children in crisis. The event raised an incredible \$5,000 for Drummond House, topped off by a special – and surprise – donation of an additional \$1,000 from the Optimist Club of Carlisle. ABOVE, LEFT: Weeks owner Ron Cicuttini with Deb Tigchelaar of Drummond House. ABOVE, RIGHT: Weeks Manager Craig Sampson – a member of the Board of Directors of the Flamborough Chamber of Commerce (FCC) – with emcee Sunni Genesco of K-Lite FM. BELOW: With Weeks Manager Craig Sampson (left) looking on, a surprised Deb Tigchelaar (center) accepts a cheque for \$1,000 presented by (from left) President Rob O'Brien, Richard Denninger and James Aitken of the Carlisle Optimists Club.



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Continued on Page 7

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Arend Kersten

Executive Director, Flamborough Chamber of Commerce

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HOT NIGHT AT CHILI FEST

Inaugural event receives strong support from members of the Flamborough Chamber of Commerce



As reported in last month's *Bottom Line*, the inaugural Chili Fest in support of the Flamborough Women's Resource Centre in Waterdown (a division of Interval House) was an outstanding success. Flamborough Chamber of Commerce (FCC) Executive Director Arend Kersten – one of the 'celebrity' judges – personally thanked those FCC members who participated (including - clockwise from top left) Boston Pizza, The Royal Coachman, Flamboro Downs, Pita Pit and the Dutch Mill.



Photos courtesy of Wilf Arndt



SANDEE CELEBRATES 30 YEARS AT CHOICES

Ancaster-Dundas-Flamborough-Westdale MPP Ted McMeekin – the Minister of Community and Social Services in the Premier Kathleen Wynne Cabinet – was a guest of CHOICES at its Westfield facility on Ofield Road South at a barbecue after its annual walkathon in September. CHOICES is a Flamborough-based agency that supports over 100 people (children and adults) with developmental disabilities through a variety of residential, day and community support programs. ABOVE: MPP Ted – a former staff member of CHOICES – chats with Sandee Green, who was honoured at the CHOICES Annual General Meeting (AGM) earlier in the year for 30 years of service. BELOW: MPP Ted joins some members of the CHOICES family – including Executive Director Heather Bruce (third from right) – for a group picture. CHOICES receives the bulk of its funding from the Ministry of Community and Social Services.



FCC SUPPORTS OCC ON MINIMUM WAGE REVIEW

At its most recent meeting, the Board of Directors (BOD) of the Flamborough Chamber of Commerce (FCC) decided to add its signature to a letter the Ontario Chamber of Commerce (OCC) will send to the Advisory Panel reviewing the province's minimum wage. There are very influential voices suggesting that the minimum wage be increased by \$4-\$5 per hour to address poverty issues. While commendable, such an increase would ultimately be passed to consumers and have a devastatingly impact on Ontario's economy – especially in the context of a global economy. What follows is the OCC letter:

The Ontario Chamber of Commerce (OCC) is a network of 160 local chambers of commerce and boards of trade in the province of Ontario, representing 60,000 businesses of all sizes, in all economic sectors and from every region of the province. Collectively, our shared mandate is to advocate strong policies on issues that promote business competitive-

ness in Ontario.

Throughout the summer, this network consulted extensively with employers from across Ontario. Ontario employers are adamant that the process for setting the minimum wage must be:

- **Predictable:** Employers want a process that provides predictability so that they can plan, grow, and invest with confidence
- **Transparent:** Employers need a process that is open and de-politicized
- **Fair:** Employers want a process that considers the impact on employees and employers
- **Not detrimental to Ontario's competitiveness:** Employers are job creators. Decisions around the minimum wage should not discourage investment, job creation and growth.

Over the past few months you have met with many Chamber leaders and their members at your regional consultation sessions, and heard their per-

spectives on the process by which the minimum wage should be set. You may have also seen our report *Predictable, Transparent and Fair: The Business Perspective on How to Set Ontario's Minimum Wage*, which calls on government to introduce a new process that would link changes in the minimum wage rate to the Consumer Price Index (CPI), an economic indicator that captures changes in the cost of living. We have attached the original report for your further review.

As you finish your regional consultations and begin forming your recommendations, we urge you to consider the impact that significant and one time hikes in the minimum wage will have on businesses and employment. For all employers – but particularly those in the retail, hospitality, and leisure sectors – a decision to 'make up for lost time' would exacerbate the challenges they face and hinder Ontario's economic recovery.

DISCOVER

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- Stroll
- Dine



OBA HEADED BACK TO THE AFRICAN LION SAFARI

Guests to the February 22, 2014 *Outstanding Business Achievement* (OBA) awards gala will be greeted by a variety of exotic animals as the Flamborough Chamber of Commerce (FCC) will honour the very best in corporate excellence and community service at the African Lion Safari. Just as this year, one lucky person will go home with two Westjet tickets and a voucher for a 3-night stay at the River Rock Casino Resort in Vancouver. Earlier this year, the OBA gala was honoured to welcome Ontario Premier Kathleen, greeted at left by FCC Executive Director Arend Kersten and local MPP Ted McMeekin.



Photo courtesy of Wilf Arndt

THANK YOU TO OUR OBA SPONSORS



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Rankin Environmental

OBA AWARDS CELEBRATE THE VERY BEST IN CORPORATE EXCELLENCE AND COMMUNITY SERVICE

LIFETIME ACHIEVEMENT AWARD

James (Jim) Aitkin
Rankin Environmental
Col. Gordon Dailley
African Lion Safari
Mike Demkowich
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
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 - *Greensville Gourmet*
2011 - *McCann Professional
Dog Trainers*
2012 - *Opta Minerals*

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

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
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*

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

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*

CHAMBER OF COMMERCE GREEN AWARD

2008 - *Waterdown Collision*
2009 - *Nathan Helder*
Gelderman Landscaping
2010 - *Sensible Life Products*
2012 - *Rothsay*

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

CIVIC RECOGNITION AWARD

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

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Ontario Chamber of Commerce

15 TAKEAWAYS FROM ONTARIO ECONOMIC SUMMIT

The Ontario Chamber of Commerce (OCC) recently hosted its 10th annual Ontario Economic Summit (OES) in Niagara-on-the-Lake. Among the guests were Ontario Premier Kathleen Wynne, Progressive Conservative Leader Tim Hudak, NDP Leader Andrea Horwath along with federal Minister Jim Flaherty (Finance) and Jason Kenny (Immigration). What follows are the 15 main 'takeaways' from the OES.



Ontario Premier Kathleen Wynne

1. If Ontario is going to grow, it needs to become a "province of traders."

Right now, 98 percent of Ontario's trade is with the US and Europe – slow growth regions. If Ontario wants to grow faster, its businesses, specifically its SMEs, need to trade with booming economies. Experts say that those sectors most ripe for export growth include agri-food, as well as financial, education, and health services.

2. Ontario does a poor job attracting tourists from emerging economies.

Chinese tourists are the highest spending tourists in the world. Canada is 14th in the world in attracting them. Targeted tourism campaigns would boost Ontario's tourism sector.

Progressive Conservative Leader
Tim Hudak

3. When it comes to job growth, startups aren't everything. They're the only thing.

Recent studies are arriving at the same conclusion: net job growth is coming from startup firms. Established

firms, meanwhile, have experienced net job losses in Ontario since the downturn.

4. Public data is a treasure trove for small businesses. But it's not easy to access.

Data mining, due to its complex and time-consuming nature, is a difficult task for many SMEs and start ups. Government can help by 1) opening up public data, and 2) providing SMEs with information management support.

5. The Ring of Fire is not the silver bullet for what ails Northern Ontario First Nations... but it's a good start.

The development of the Ring of Fire, the massive mineral deposit in Northern Ontario, will bring billions of GDP to the province. However, experts agree that the project is losing momentum – to the detriment of Northern First Nations communities who stand to benefit the most in terms of jobs and potential revenue sharing.



NDP Leader Andrea Horwath

6. Collaboration is the key to Ontario's commercialization problem.

Ontario isn't struggling with basic R&D. Rather, it's our failure to commercialize our research that is hurting us. To build on our competitive advantages in various sectors, including advanced manufacturing, we need more collaboration between businesses and post-secondary institutions to improve commercialization outcomes.

7. How can businesses solve Ontario's youth unemployment problem? Mentor a young professional.

More and more young people are graduating with postsecondary credentials. Yet, Ontario's youth unemployment rate sits stubbornly at 14.7 percent. What young professionals need is role models and mentors that can provide leadership and guidance to help transition them successfully into the workforce.

8. Employers need to be partners in making the Expression of Interest (EOI) model work.

Immigrants who arrive to Canada and Ontario with pre-arranged jobs are more likely to succeed than those who



Finance Minister Jim Flaherty and OCC President and CEO Allan Odette

don't. The federal immigration system is changing to allow for a greater employer role in the selection of immigrants through the Expression of Interest model, which ties prospective immigrants with job offers. In order to make this system work, Ontario employers need to have their say in what works, what doesn't work, and how it can work for SMEs.

9. On-the-job training works...but only with employer buy-in.

Canada's employers invest much less than their peers in on-the-job training. The Canada Job Grant attempts to fill this gap, requiring employers to match federal and provincial investments. The details are to be worked out tomorrow at a meeting of federal and provincial labour market

ministers. Will the provinces sign on? Will there be employer uptake? Big questions remain.

10. Skills shortages are real. But we need to do a better job of getting robust, detailed, and sector specific labour market information.

Aggregate labour market information says that skills shortages in Canada don't exist. But employers say otherwise. The problem is that public policies in the skills space are built in a data vacuum. Employers applauded Minister Kenney's commitment to generate better and more data.

11. We need to change how people view the skilled trades. Youth need to be exposed earlier to the possibilities these professions offer.

Continued on Page 8



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2013 FLAMBOROUGH OPEN



Photos courtesy of Wilf Arndt

THE FLAMBOROUGH OPEN

The annual *Flamborough Open* - co-hosted by the Flamborough Chamber of Commerce (FCC) and the Rotary Club of Waterdown - represents the very best in a community partnership. The Sutton - About Town Realty Team included (above, from left) Paul Kelly, Eric Knebel, Brad Smith and Dave Schutz. Rotarian Brad Smith is a member of the organizing committee of the *Flamborough Open*. The 2014 *Flamborough Open* will be hosted by the Carlisle Golf & Country Club on Wednesday, May 28.

2013 FLAMBOROUGH OPEN

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J	
Jewellery	Vicky Harrison Designs, 10 Culotta289-431-6026

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 Shademaister Landscaping, 764 Robson Rd.905-689-4297
Lawn & Garden Equipment	Briggs & Stratton Yard Tools, 1 Trillium Way, Brantford 519-751-1685
Lawyers	Agro Zaffiro LLP, 4-1 James St. N., Hamilton905-527-6877 Christopher C. Breen, 3400 Fairview St., Burlington905-689-5559 Jansen Personal Injury Law, 3-20 Main St. N.905-690-2929 K. Cowan Law, 34-35 Main St. N.289-895-7777 Lazier Hickey LLP, 25 Main St. W., Hamilton905-525-3652 Miller Thomson LLP, 301-100 Stone Rd. W., Guelph.....519-780-4635 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
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
Movers	TWO MEN AND A TRUCK, 50 Dundas St. E.....905-981-5000

N	
Newspapers	Flamborough Review, 30 Main St. N905-689-2003
Nursing Home	Alexander Place, 329 Parkside Dr.905-689-2662
Nuts-Edible	Picard Food Partnership, 447 Dundas St. E.905-690-1000

O	
Optometrists	Dr. Janice Van Wyngaarden, 835 Hwy #97, Freulton905-659-3937 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

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 Road....905-541-6450
Pest Control	OHN Pest Management, Con. 12 E., Freulton289-237-1062
Photography	Sarah Grace Photography, www.sarahgrace.ca905-659-4927
Pipeline Operator	Enbridge Pipelines, 801 Upper Canada Dr., Sarnia519-330-9048
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	
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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 Line905-633-4614 R. Denninger, Re/Max Garden City, 427 Dundas St. E. ..905-689-1717 Angela Donato, Apex Results Realty, 5 Riley St.905-630-1659 Re/Max Condos Plus, 45 Harbour Sq., Toronto416-203-6636 Wendy Martin, Sutton Group About Town905-681-7900 Michael Domenichetti, Sutton Group About Town905-681-7900

R	
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Retail	
Retirement Homes	
Roofing	

S	
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Septic Tank Services	CHOICES, 59 Kirby Ave., Greensville905-628-6147
Service Clubs	Medtel Software, 7 Innovation Dr.905-389-2996
Social Services	Magnolia House Spa Boutique Salon, 20 main St. N.905-690-9759
Software Development	A.T. McLaren Ltd., 69 John St. S., S. Hamilton905-527-8559
Spa	
Surveyors	

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, Waterdown905-690-6094
Topsoil	Millgrove Garden Supplies, 682 Concession 5 W.905-689-5527
Tourism	City of Hamilton Tourism, 34 James St. S., Hamilton905-546-2424
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
Trucking	Jimmy D Coverdale, 955 Highway #97, Freulton905-659-2253 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
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ONTARIO BUSINESSES NEED TO BE BOLD - FINALLY

Continued from Page 5

Only 30 percent of students are satisfied with the information they receive about possible career paths after secondary school. Skilled trades are very respected professions in Switzerland and Germany. In Canada and Ontario, attitudes are different. Education institutions need to do more to expose youth to various career paths, with a renewed focus on the skilled trades.

12. *The Ontario government is cash-strapped. It should leverage the private sector's capital and expertise to deliver services.*



Immigration Minister Jason Kenney

Canadian Chamber of Commerce

FEDERAL GOVERNMENT PREDICTS

A SMALL SURPLUS IN 2015-2016

Federal Finance Minister Jim Flaherty unequivocally stated in recent weeks that the government would balance its books by fiscal 2015-16 and that the size of the surplus that year would not be "tiny."

Minister Flaherty unveiled the government's fall *Update of Economic and Fiscal Projections* at a luncheon speech to the Edmonton Chamber of Commerce on November 12. He noted that the government remains on track to balance the budget in 2015 and highlighted smaller deficits in the short term.

Specifically, the government projects a deficit of \$17.9 billion for the current fiscal year, \$5.5 billion for fiscal 2014-15 and a surplus of \$3.7 a year later. In the March 2013 federal budget, the government projected a deficit of \$18.7 billion for fiscal 2013-14, \$6.6 billion for 2014-15 and a modest surplus of \$800 million in 2015-16.

The government's fiscal projections are based on an average of private sector economic forecasts. Private sector economists anticipate Canada's economy will grow by 1.6 percent in 2013 and 2.4 percent in 2014. Real GDP growth is expected to average 2.4 percent from 2015 to 2018.

The key risks to the outlook remain external to the Canadian economy, stemming from ongoing uncertainty over U.S. fiscal policy and the potential

for a flare-up in the euro area sovereign debt and banking crisis.

The government continues to incorporate prudence into the budget plan in light of global economic uncertainty, a position the Canadian Chamber of Commerce (CCC) fully supports. It has included a \$20 billion downward adjustment to the private sector forecast for nominal GDP – the broadest single measure of the tax base – in each year from 2014 to 2018.

The government's success in beating its deficit targets rests largely on spending restraint. As announced in the Speech from the Throne, the government is reintroducing a freeze on operating spending. The freeze will be in effect for the 2014-15 and 2015-16 fiscal years. Additionally, the government is undertaking a systematic review of Crown assets and indicated assets will be sold when it is in the best interest of Canadians.

The update did not include any new policy announcements, but added: "The commitment to return to balanced budgets results from the government's fundamental belief that the private sector is the engine of growth and wealth creation. The role of government is to provide the framework policies, programs and services for a prosperous economy and society at levels of taxation that are competitive and sustainable for the long term."

Ontario's deficit is \$10B and its debt is approaching \$300B. Governments from around the world are turning to the private and not-for-profit sectors to deliver services. Experts agree that Ontario is a laggard in shifting to alternative service delivery models.

13. *The Agri-food sector is ripe for growth.*

Ontario's agri-food industry contributes \$33 billion to the Ontario economy and employs roughly 745,000 people. With booming food demand in China, Ontario's agri-food sector is set for massive growth – but it is in need of an export strategy and, like many other sectors, skilled workers.

14. *Premier Wynne is prepared to establish an Ontario Pension Plan – but*

it's not her first choice.

Premier Wynne told the OES audience that a boost to the CPP is greatly needed in order to provide a much needed supplement to Canada's income retirement system. The Premier noted that the province is prepared to launch its own pension if the CPP is not enhanced.

15. *Ontario businesses needs to be bold – finally.*

Ontario has a lot going for it: it is resource rich, it has a highly educated workforce, and it has highly competitive tax regime. However, we remain risk averse relative to our American peers. Ontario and Ontario businesses need to take more risks in order to achieve greater gains.

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