

President's Message

The Power of The Brampton Board of Trade Network

Last month, I wrote about the The Power of the Chamber Network. This month, I would like to talk about how you can take advantage of your membership to find customers, suppliers and other business contacts. At the Board of Trade, we like to think that there are two pillars to the organization - Policy and Advocacy, which I covered in part in my last article and networking and membership services.

The Board of Trade provides unlimited opportunities for businesses to meet each other and exchange connections and commerce, through networking meetings, networking events, and committee participation. Here are some wonderful opportunities for you to get out and get growing! I would encourage you to try out any or all of these.

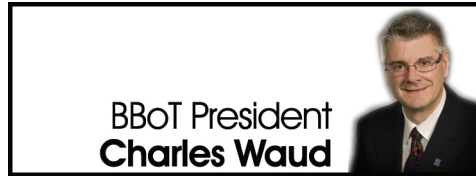
Networking Events:

After Business

Each month, we have a free After Business event, where member and non-member can come out and meet new people. It is held in a different location each month. Companies have the opportunity to host the event and show off their facility. Companies can also sponsor and/or have a table at these events to promote their businesses. And twice a year, we have a Trade show format, where multiple tables are available for a reasonable fee.

Brampton Business Network

As part of The Brampton Board of Trade's strategic objective to offer value-added programs and services to its members, an exciting breakfast networking program was launched in January 2003. The concept behind the initiative is that by meeting regularly with the same group of people, participants will build strong networking and referral relationships that will help grow their business. The Brampton Business Network is a formal network where groups of up to 20 business professionals meet on a bi-weekly basis to exchange ideas, trade referrals and promote their businesses.



BBoT President
Charles Waud

Each networking group consists of one BBoT member from a professional category, and is populated on a first come, first served basis. The groups meet generally from 8:00 a.m. to 9:30 a.m., in the same place, on the same day, every two weeks, and enjoy breakfast while networking. Currently there are six BBN networking groups operating and if you would like to participate call Anita at 905 451 1122.

Gigantic Networking Breakfast

Members of the Brampton Business Network organize an annual Gigantic Networking Breakfast. We have had to postpone the one which was planned for November due to low registration, but we will be planning to hold it in the new year. You're invited to come and find out about the Brampton Business Network meetings, meet current members, and discover how you can benefit!

Event Committees:

Brampton Business Network (BBN) Committee

This committee is predominantly comprised of the Chairs and Co-Chairs of the BBN, to help facilitate the ongoing growth and development of the program.

The President's Gala Committee

Work behind the scenes on one of the most prestigious events in Brampton: The Brampton Board of Trade's Annual President's Gala. The Gala committee oversees all facets of the event, including the silent auction, the dinner, location, set-up, and the live band. Each year a portion of the proceeds from the event is donated to organizations within our community.

Santa Claus Parade Committee

Every November - this year Nov. 21 - The Brampton Board of Trade hosts the Annual Santa Claus Parade, enjoyed by over 100,000 people. We have support

from our sponsors with the support of the Brampton Rotary Club and the Brampton Downtown Development Corporation, 407 ETR, the City of Brampton, Region of Peel and Peel Regional Police. Year round, this committee works closely with hundreds of businesses, community organizations and people to manage the logistics, finances, production, marketing, and safe running of the parade.

Golf Committee

The Board's Annual Golf Day is held each year in June. This committee organizes the tournament including prize tables, sponsors and the day's events.

After Business Committee

This committee organizes The Board's monthly After Business networking functions held 11 times throughout the year, selecting locations and sourcing sponsors. This is an incredible opportunity to regularly meet and network with fellow Board members and new businesses.

Ladies on the Links Committee

A golf day held in September for the ladies. The committee organizes the tournament, sponsors and silent and live auction.

Other Committees:

BBoT committees are open to all members. They are another great way to meet people, forge relationships, and have fun. Previous experience is not required.

Policy & Government Relations Committee

This committee identifies researches and formulates the Board's position on public policy and recommends an appropriate course of action to Governing Council. The scope of this group is extensive, covering issues affecting business: economic development, education, taxation, planning and transportation policies, to name a few.

Finance Committee

This committee oversees all financial aspects of the Board's activities, ensuring the fiscal health of the

organization, its liquidity and transparency. Empowered to review Board expenses, the Finance committee makes fiscal recommendations to Governing Council on all events and projects. It's also responsible for overseeing the Board's asset portfolio and developing the annual operating budget.

Multicultural Committee

As a community rich in multicultural diversity, connecting business people of all cultures to share business and build partnerships will have a positive impact on economic development and quality of life in our city. This committee is responsible for developing and implementing strategies targeting Brampton's various cultural communities to: raise awareness of The Brampton Board of Trade, its programs and services; to attract ethnic businesses and business people of all cultures to become involved in the Board; and, develop programs and services that meet the unique needs of Brampton's diverse business community.

Membership Value and Services Committee

The Membership Value and Services (MVS) Committee's function is to support the core business of the Brampton Board of Trade through initiatives that focus on The Board's primary income streams. Specifically, the MVS Committee focuses its efforts on New Memberships and Membership Retention issues in order to solidify the value of membership with The Brampton Board of Trade, thus securing the long-term viability of the Board.

So as I said, there are lots of opportunities to meet and work with others, which will lead to all sorts of opportunities for your business. All you need to do is get involved.

To learn more about BBoT opportunities visit our website at www.bramptonbot.com.

I am interested in your opinion. You can reach me by email at president@bramptonbot.com

BBoT Policy Update

Busy month in policy and government relations

Your Policy and Government Relations (PGR) committee was quite busy last month. We addressed and discussed issues dealing with all levels government. Federal, provincial, regional and city issues all made it to the committee room; as well as visits from ministers of both the federal and provincial governments. A very productive meeting and month I'd say.

We also had some good news from the Greater Toronto Airport Authority (GTAA) with respect to landing and terminal fees. The GTAA has announced that effective Jan. 1, 2010 there will be a 10% decrease to both fees.

As an example of the PGR committee working on behalf of members, we had a healthy discussion with respect to "holiday shopping". Square One received approval by Peel Regional Council on Oct. 8 to open on six statutory holidays. At present retailers in Ontario are required to follow the Retail Business Act (RBA), save Toronto retailers. Toronto has special privileges due to the provincial City of Toronto Act and has had the ability to address issues in its own council chambers.



VP Policy
Jim Schembri

Meanwhile, other shopping malls or retail locations must, among other RBA criteria, prove that 25% of its revenue comes from consumers not living in the local area in order to be granted special permission to open on statutory holidays. This gives Toronto retailers an unfair advantage. The BBoT will be looking at making it official policy that we advocate the provincial government to level the playing field by reviewing the RBA.

On Wednesday Oct. 21 the BBoT hosted a breakfast information session with John Wilkinson, Minister of Revenue for Ontario. Minister Wilkinson provided many BBoT members in attendance with some insight on Ontario's "Comprehensive Tax Reform Package". Highlights for businesses include; savings in paperwork duplication, an 18% cut in the small business corporate tax rate

and a cut to the general corporate income tax to 10% by 2013. The minister pointed out that many governments around the world have embraced this forward thinking tax reform and have implemented national consumption taxes.

On Friday Oct. 23 the BBoT was pleased to have Jim Flaherty, Federal Minister of Finance, as the keynote speaker at our Annual General meeting. The Minister provided members and visitors with an update on Canada's economic situation. The Minister believes that we are now showing "signs of the economy stabilizing" and that we're beginning to see some growth. The feds have already begun to move on infrastructure projects right here in Brampton, the new rapid transit system Zum among them. The Minister also pointed out that of the 7,500 infrastructure projects the government is already committed to, more than 4,000 are underway. Minister Flaherty informed the full room that the "job is not done" yet, but that we are on the way to recovery.

Members of the PGR committee are also working on the BBoT's Official

Policy Handbook. Once completed, BBoT's official policies will be made available to all members on our website.

As always, we look forward to seeing new members around the table. Feel free to contact me if you are interested in joining us. (905-361-7410, Ext.360 or jim@schembrigroup.com)

Have you referred a
member this
month!
Membership
applications can be
found at
www.bramptonbot.com