



Annual Report

2023





Meeting Agenda



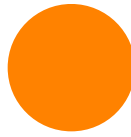
Welcome from the
Chair



Confirmation of
quorum



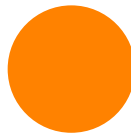
Motion to approve minutes
of June 12, 2023



Presentation to outgoing
Directors



Motion to ratify the
actions of the board for
2023



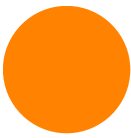
CEO's Report



Motion to receive the
Audited Financial
Statements



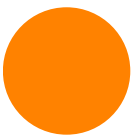
Chair's Report



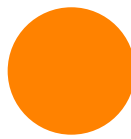
Motion to appoint the
Auditors for 2024



New Business



Motion to receive the
Nomination report and
elect directors



Closing Remarks &
Adjournment



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ABOUT US

The Ottawa Board of Trade is a non-partisan, non-profit, organization independent from government, which supports the private sector in the greater Ottawa area. As one of the first Board of Trade's in Canada, OBOT has represented the interests of businesses from all sectors at all levels of government for 167 years. By working with and listening to our members, we advocate for effective policy making with a mission to create prosperity in Ottawa, Ontario, and Canada. The OBOT staff and volunteer team focuses on business interests, issues that reduce barriers to growth and create new opportunities for their region. We are building a thriving world class business community. One that drives affordable, inclusive and sustainable city building and quality of life for all.



Ottawa Board of Trade



ottawabot



Ottawa Board of Trade



ottawabot

Our Impact

2

Issues of CAPITAL released

128,000+

Combined member directory page views

24,000+

Social Media Followers

55,000+

Views on event broadcasts

32

Events hosted

5000+

Connections made at OBOT events

37

Publications (Letters, Media Releases, Blogs, etc)

60+

Council + Committee members

900

Proud Members

13

Pillar Partners



Call for action on downtown transformation, June 2023

In 2023 the Ottawa Board of Trade...

Issued a call to action to all levels of government, residents, and businesses to join OBOT as we declare downtown Ottawa transformation a top priority and to work with stakeholders to Build Up Downtown Ottawa and create a roadmap to transformation for downtown core.

Hosted a Downtown Summit that brought key stakeholders together to discuss how we can transform and build a downtown core that will serve the next generation.

Ongoing engagement with key partners, including Gatineau Chamber of Commerce, RGA, Invest Ottawa, Ottawa Tourism, OCCBIA, United Way of Eastern Ontario, Ottawa & District Labour Council and political leaders at all levels of government.

Hosted a housing affordability roundtable discussion for Eastern Ontario, in partnership with the Ontario Chamber of Commerce (OCC). The outcomes of those discussions contributed to the policy brief Home Stretched: Tackling Ontario's Housing Affordability Crisis Through Innovative Solutions and Partnerships.

Continued work with the Canadian Global Cities Council along with Chambers and Boards of Trade in the largest cities across Canada with a focus on economic growth, downtown revitalization, and internal trade barriers.

Worked with the OCC and Ontario Chamber Network to release six policy briefs including but not limited to, Mind the Gap: Addressing the Mental Health and Addictions “Echo Pandemic” in Ontario, Sharing Prosperity: An Introduction to Building Relationships for Economic Reconciliation in Ontario, and Unlocking the Potential of Public Procurement in Ontario.

Ongoing meetings with volunteer business leaders serving our board of directors as well several committees and councils, including the Advocacy, Economic Development, CEO, SME, EDI and Ambassadors Corps.



Annual Highlights

CAPITAL Magazine Launch June 2023

Annual Highlights (Continued)

Supported the Mayor's Economic Partners Council along with key stakeholders including Invest Ottawa, Ottawa Tourism, and RGA.

Hosted several events designed to inform, inspire, and recognize business leadership including, City Building Summit, Talent Summit, Post-Budget Breakfast, Ottawa's Economic Outlook, CEO Talk, Ottawa Business Growth Survey, Women, Wit & Wisdom, and monthly Mayor's Breakfasts.

Celebrated Ottawa's business community through the Forty Under 40 awards which recognizes the top young business leaders in the region and the Best Ottawa Business awards, our city's biggest celebration of local businesses.

Raised over \$26,000 for our next generation of leaders through the Ottawa Network for Education's JA program at our Forty Under 40 Gala and annual Networking Golf Tournament.

Helped to raise \$18,000 for the Shepherds of Good Hope through the Ottawa is Open for Business event hosted by Constitution Square and Canderel in partnership with OBOT, Ottawa Tourism, Invest Ottawa, and the Shepherds of Good Hope.

Shared information, resources and promoted member businesses through our website, newsletters and on social media platforms.

Published two Capital Magazine editions in partnership with TAAG to promote Ottawa's unique value proposition, to highlight local business and leadership, and to drive opportunities for alignment and create synergies.

Joined the Canadian Chamber of Commerce (CCC) and over 280 industry associations across Canada in sending an open letter addressed to Minister Freeland urging the government to extend the Canada Emergency Business Account (CEBA) repayment deadline.

Contributed to the OCC and CCC's agendas through advocacy campaigns, events, and conferences, including policy debates, annual meetings, and Advocacy Day series.

Presented and participated in meetings, events, interviews, and roundtables, including but not limited to the Downtown Revitalization Taskforce, City of Ottawa Economic Development Plan, and discussions led by elected officials.

Continued to promote and encourage members and Ottawa residents to support local businesses through initiatives such as the #BuyLocalOttawa campaign and Fansaves, our member-to-member marketplace.

Ongoing support for key local initiatives, including Hire Local, a consortium of four local post-secondary institutions and stakeholders.



Message from the Chair & CEO

Last year marked our first whole year out of the pandemic, and the turning of our full attention to building business confidence, economic recovery, and the transformation of our community in the face of changing consumer, workforce and social trends. OBOT started the year by presenting budget priorities to all levels of government, establishing downtown Ottawa as a top priority and co-hosting an economic summit with the Mayor's Office, Ottawa Tourism, Invest Ottawa and RGA.

Throughout the year we further leveraged our partnerships to advance the voice of business on key topics including business supports, housing, mental health, innovative infrastructure and downtown transformation. We contributed to the the downtown revitalization report led by MP Naqvi. Then declared downtown a top priority and called on every level of government, business and residents to do the same. We began developing a community action plan, convened an advisory group with key partners and engaged experts at the Canadian Urban Institute. We hosted the downtown summit to validate early findings and launched the plan in spring 2024. We are working on the next steps to maintain momentum and execute the action agenda with the aim to make our city core more diverse, resilient and vibrant than ever before.

Over the last three years we have been building the OBOT brand, elevating our advocacy work and growing our capacity through membership. Moving forward we will advance and refine our advocacy, deepen our partnerships to achieve shared objectives and increase our value proposition to all members - every size and sector of business. Thank you to our members and pillar partners for ensuring Ottawa has a strong voice of business and represents the private sector as an economic partner.

Today, we are focused on calibrating and sharing the Ottawa story, our investments and opportunities through communications, event agendas and radical collaboration. We invite all business and community leaders, executives, entrepreneurs and employees to be Ottawa ambassadors and invite the world to live, work, play, visit, study and invest in the capital city of Canada. Together, we will.



Brendan McGuinty
Chair, Board of Directors
Ottawa Board of Trade



SUELING CHING
President & CEO
Ottawa Board of Trade

Nominations Report

TO: OTTAWA BOARD OF TRADE MEMBERS

FROM: MEGAN WALLACE, CHAIR, NOMINATIONS COMMITTEE

SUBJECT: OTTAWA BOARD OF TRADE – BOARD NOMINATIONS 2024

DATE: JUNE 19, 2024

Below is the slate of candidates for the Board to be ratified at the AGM on June 19, 2024.

Directors for Re-Election

- **Brendan McGuinty**, Strategies 360
- **Devinder Chaudhary**, Aiana Restaurant Collective
- **David Coletto**, Abacus Data
- **Hugh Gorman**, Colonnade BridgePort
- **John Proctor**, OIAA
- **Julie Lupinacci**, Hydro Ottawa
- **Kayla Isabelle**, Startup Canada
- **Megan Wallace**, Mann Lawyers
- **Melissa Reeves**, Linebox Studio
- **Robert Rhéaume**, CCSR Advisory Services Inc.
- **Ruby Williams**, Deloitte
- **Sacha Gera**, JSI Telecom

Outgoing Directors

- **Andrew Arnott**, RBC
- **Erin Benjamin**, Canadian Live Music Association
- **Karla Briones**, Karla Briones Consulting
- **Ian Sherman**, Relationship Capital, Past-Chair

Incumbents

- **Priya Bhaloo**, TAG HR
- **Kimberly Stone**, Giatec Scientific
- **Riaz Sidi**, sidi.io
- **Rick Chase**, Gifford Carr
- **Yasser Ghazi**, Meridian Credit Union



2023 AGM Meeting Minutes

Ottawa Board of Trade
June 12, 2023 at the Westin Ottawa

1. Call to Order and Welcome from 2023 Chair, Ian Sherman

- Ian Sherman welcomed participants and called the 166th Annual General Meeting to order at 4:15 pm.
- Ian Sherman provided opening comments and thanked everyone for attending.

2. Confirmation of Quorum

- Ian Sherman called for quorum. Ruby Williams, Deloitte, confirmed that the required minimum 25 members in good standing were in attendance.

3. Approval of Minutes from the Annual General Meeting held on June 23, 2022

- Motion by Rick Chase, Canada Life and seconded by Kayla Isabelle, Startup Canada. Motion carried.

4. Motion to ratify the actions of the Board of Directors and its officers for the year of 2022

- Moved by Erin Benjamin, Canadian Live Music Association and seconded by Andrew Arnott, RBC. Motion carried.

5. Motion to approve the Audited Financial Statements for the period ending December 31, 2022 by the Chair of the Audit and Finance committee

- Moved by Robert Rhéaume, CCSR Advisory Services Inc. and Ruby Williams, Deloitte seconded. Motion carried.



Networking Workshop for Members

6. Motion to appoint Hendry Warren LLP as the auditors for the year ending December 31, 2023.

- Robert Rhéaume, CCSR Advisory Services Inc. moved and Yasser Ghazi, Meridian Credit Union, seconded that Hendry Warren be appointed as auditors for the year ending December 31, 2024. Motion carried.

7. Motion to receive the nomination report and elect the directors for the Ottawa Board of Trade.

- Moved by Megan Wallace, Perley-Robertson Hill McDougall LLP and seconded by Devinder Chaudhary, Aiana Restaurant Collective. Motion carried.

8. New Business

- Ian Sherman called for the presentation of any new business. No new business was discussed.

9. Adjournment of the AGM

- Ian Sherman called for a motion to adjourn. Moved by Sacha Gera, Jatom Systems Inc. Ian Sherman declared that the meeting was adjourned at 4:52 pm.



OBOT Executive Committee meets Minister Anand, President of the Treasury Board

2023 Financial Statements

STATEMENT OF FINANCIAL POSITION

December 31, 2023, with comparative figures for 2022

Assets	2023		2022	
Current Assets				
Cash	\$	227,340	\$	319,053
Term deposits		254,698		151,840
Accounts receivables		123,400		36,356
Prepaid expenses		54,124		3,985
Due from limited partnership		-		5,423
		659,562		516,957
Long-term investments		100		100
Capital assets		8,187		-
	\$	667,849	\$	517,057
Liabilities and Net Assets				
Current Liabilities				
Accounts payable and accrued liabilities	\$	90,419	\$	51,487
Due to limited partnership		863		-
Deferred revenue		272,625		178,274
Current portion of long-term debt		-		40,000
		363,907		269,761
Net Assets				
Unrestricted		153,942		97,296
Internally restricted		150,000		150,000
		303,942		247,296
	\$	667,849	\$	517,057



STATEMENT OF OPERATIONS AND CHANGES IN NET ASSETS

December 31, 2023, with comparative figures for 2022

Revenue	2023	2022
Member fees	\$ 536,620	\$ 400,821
Insurance administration fees	105,296	103,070
Pillar Partnership revenue	101,667	-
Income from limited partnership	73,878	76,126
Program contributions	50,000	189,497
Membership development	32,046	24,157
Interest revenue	12,863	1,891
Advertising commissions	3,811	13,234
Government assistance	-	18,369
	916,181	827,165
Expenses		
Salaries and employee benefits	\$ 494,058	\$ 512,108
Advocacy and economic development	119,552	105,397
Professional fees	59,301	42,747
Member events and development	39,759	17,894
Technological maintenance	34,065	26,021
Communications	25,000	79,531
Travel	23,762	28,175
Bank fees and credit card charges	18,010	15,218
Office	14,873	10,261
Rent and occupancy costs	11,422	19,754
Postage and telephone	9,896	4,213
Insurance	5,707	7,347
Hospitality	2,080	2,962
Amortization	1,030	3,655
Promotion and publications	1,020	-
	-	4,083
	859,535	879,366
Excess (deficiency) of revenues over expenses	56,646	(52,201)
Net assets, beginning of year	247,296	299,497
Net assets, end of year	\$ 303,942	\$ 247,296



PILLAR PARTNERS

Building up Ottawa as a world class capital city.



The Ottawa Board of Trade advocacy and economic development work is supported by the premier commitment and investment of the Pillar Partners. Thank you to our Pillar Partners and all the businesses and organizations that work with us to ensure Canada's Capital region is an affordable, diverse, healthy, and sustainable community for all.

Today, and for the future.

