

WINDSOR-ESSEX REGIONAL

Chamber of Commerce

ANNUAL REPORT
2012-2013



WINDSOR-ESSEX REGIONAL CHAMBER OF COMMERCE LEADERS' MESSAGE

Thank you for being a member of the two-time award-winning Windsor-Essex Regional Chamber of Commerce. Your ongoing support is something we never take for granted.

Our valued Chamber volunteers are also an integral and vital part of our organization. Your tireless work, support, and efforts are greatly appreciated.

We are working hard, and are committed to continually improving the quality of our services to exceed your expectations. As well, we continue to make unique and significant contributions in shaping our regional economy and improving the quality of life, in our community of Windsor and Essex County.

The 2012-2013 year was one of big accomplishments for our Chamber. For the first time in Windsor-Essex Regional Chamber of Commerce history, we won back-to-back awards from the Ontario Chamber of Commerce. Our first award for Policy/Advocacy was in 2011-2012. Our second award in 2012-2013 was for our Gold Circle Membership Program.

We are proud of the attention our advocacy efforts have received this past year, and the positive impact we have made in influencing decisions that help your businesses and organizations succeed and thrive.

We tirelessly advocated for and supported Bill C-290, the Single Sports Betting bill. This Bill, if passed by the Senate, would provide our region with an economic and job boost. The Windsor-Essex Regional Chamber received coast-to-coast support from Chambers across the country for this Bill. We advocated for a New International Trade Crossing and led a successful Get the Facts campaign on Proposition 6. The Chamber also implemented our first-ever Agriculture Committee and represented the region at Ontario's Agri-Food Sector Economic Summit.

This year also saw our first three policy papers released on Transportation, Energy, and Municipal Finance & Taxation. These papers were well-received in the community and garnered considerable media attention. The Chamber is now more prepared than ever on the policy front.

We are continuing to forge ahead with our Immigrant Investor Project to keep the Chamber front and centre. We have also joined forces with the Labour Community on key issues such as identifying opportunities for sustainable jobs and economic growth for the region.

Our affinity rewards programs continue to offer a compelling value proposition. Membership fees continue to be fully competitive, whereby the many benefits of your Chamber membership exceed fees.

We continued to serve and speak on your behalf. As we look forward, we will continue to find more ways to ensure Windsor-Essex continues to show further growth and prosperity. We thank you for your support.

Matt Marchand
President & CEO

Carolyn Brown
Chair

Ed Miles
Past Chair

WINDSOR-ESSEX REGIONAL CHAMBER OF COMMERCE 2012 – 2013 BOARD OF DIRECTORS

Mr. Ed Miles
Chair**
Tax Partner, Miles & Co. Chartered Accountants

Ms. Carolyn Brown
Chair-Elect**
Vice President, Detroit-Windsor Tunnel LLC

Mr. Marty Beneteau
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Editor-in-Chief, The Windsor Star

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Manager - Technical Engineering, BASF Canada

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Chair, Environment & Energy Committee
Environmental Engineer, Dillon Consulting Ltd.

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University of Windsor

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President, Media Street Productions

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Professor, Political Science, University of Windsor

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Chair, Membership Services Committee
Operations Manager, Habitat for Humanity Windsor-Essex

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District Manager, Windsor/Chatham Union Gas Ltd

Mr. Jason Ilijanic
Chair, Finance & Taxation Committee
Relationship Manager, TD Commercial Banking
Southwestern Ontario Region

Mr. Jeffrey MacKinnon
Director
Partner, McTague Law Firm LLP

Ms. Ann-Marie Athavale
Chair, ATHENA Committee
VP - Sales/Marketing, Empire Communications Inc.

** Denotes member of Executive Committee

WINDSOR-ESSEX REGIONAL CHAMBER OF COMMERCE STAFF

Matt Marchand
President & CEO

Holly Connelly
Assistant to the President & CEO

Kerri Day
Membership Service Coordinator

Sherri Dulcamaro
Director of Sales and Marketing

Igor Siljanoski
Policy Manager

Barbara Malmberg
Event Coordinator

Marianne Burke
Director of Events

Crystal Van Aspert
Finance & Office Coordinator

Lindsey Rivait
Communications Coordinator

WINDSOR-ESSEX REGIONAL CHAMBER OF COMMERCE POLICY COMMITTEE YEARLY REPORTS 2012-2013

Policy/Advocacy

For the first time ever, this chamber has proactively identified and released three comprehensive policy papers focusing on the key issues in our business community. The Chamber is now prepared going forward to advocate on half of our members in key regional issues.

As a member of the Windsor-Essex Regional Chamber of Commerce, the Ontario Chamber and Canadian Chamber of Commerce you have the advocacy power of a much larger business community and network at your disposal. Together, we can make significant impact on the policy agenda of all levels of governments.

With boundless energy from members through our volunteer policy committees, the Chamber develops positions, papers, advocacy letters and presentations that are then used by the Chair and the President addressing municipal, provincial and federal government officials.

The Chamber's Board of Directors approves all Chamber policies and presentations before their release to the public, and assists in engaging government officials through regular meetings with elected officials and other specialized policy forums.

Transportation Committee – Chair, Dr. Bill Anderson

The Windsor-Essex Regional Chamber of Commerce has released a comprehensive Regional Transportation Paper (RTP). The RTP is first in a series of three proactive policy papers focused on Windsor-Essex business priorities released in 2012-2013.

The RTP was developed by the Chamber's Transportation Committee chaired by Dr. Bill Anderson who is also the Ontario Research Chair in Cross-Border Transportation Policy at the University of Windsor.

This paper was developed as a result of a Chamber Priorities survey as well as an extensive consultation process ending in the fall 2012.

Transportation is especially important to the economy of the Windsor-Essex region because our economy is driven by freight-dependent industries, including manufacturing and agri-food and our border location puts us at the nexus of road, rail and marine transportation networks. These facts create both challenges and opportunities for the Windsor-Essex region.

WINDSOR-ESSEX REGIONAL CHAMBER OF COMMERCE POLICY COMMITTEE YEARLY REPORTS 2012-2013 (continued)

Environment & Energy – Chair, David Diemer

The comprehensive Regional Energy Paper was developed by the Chamber's Environment and Energy Committee chaired by David Diemer from Dillon Consulting Limited and vice-chaired by Natalie Byczynski, Chrysler Canada.

The Environment and Energy Committee is comprised of Chamber members with expertise in the areas of environment or energy.

The Chamber's Energy paper calls for an energy system in Ontario that ensures reliable, modern and efficient supply of energy to its customers at reasonable rates to enable business and industry to be competitive in a global market. The Chamber recommendations also call for:

- More transparency in the actual breakdown of the Global Adjustment fees associated with energy bills in Ontario and reporting out to electricity users on regular basis
- More transparency in re-examining the costs, benefits and sustainability of the current energy supply mix, including renewables in the Province of Ontario
- Keeping commitments made to participants in the renewable energy sector by making adequate and timely upgrades to accommodate planned power grid connections
- Supporting the shift from Coal to Natural Gas in the supply mix for electricity generation

Finance & Taxation – Chair, Jason Ilijanic

The Municipal Finance and Taxation Paper was created by the Chamber's Finance and Taxation Committee chaired by Jason Ilijanic and approved by the Chamber's Board of Directors. The Finance & Taxation Committee is comprised of Chamber members with expertise in the areas of finance and taxation.

The FTP identifies the challenges and the opportunities facing the region over the medium to long-term and it provides recommendations.

One of the key findings is that some parts of the region have been experiencing declining property values and assessments while other areas are more stable.

WINDSOR-ESSEX REGIONAL CHAMBER OF COMMERCE POLICY COMMITTEE YEARLY REPORTS 2012-2013 (continued)

(Finance & Taxation continued)

Another finding is that while the residential tax rates are trending below the provincial average, some commercial and industrial rates are trending materially higher than the provincial average. As the region moves forward over the medium to longer-term this could lead to noticeable pressure on local government tax revenue.

Reconciling a challenging environment for generating revenue with the need for a competitive business environment over the medium to longer-term is a key challenge.

The Chamber paper also contains the following key recommendations:

- The Windsor-Essex municipalities should establish a goal to reach and surpass provincial averages for all business property tax classes in order to create a more competitive business environment. The Chamber of Commerce is prepared to assist in this regard.
- The Chamber supports the City of Windsor, the Town of Tecumseh, other local municipalities and AMO in calling for reform to the outdated Ontario interest arbitration system. To this end the Windsor-Essex Regional Chamber of Commerce co-sponsored a resolution supporting reform of the Ontario interest arbitration system. The resolution was approved by the Ontario Chamber of Commerce membership in May 2013.
- The local governments in the Windsor-Essex region should continue to deploy additional economic development initiatives such as continuing support for small business, continuing to encourage a robust start-up and innovation culture and collaboration among stakeholders. The Chamber is also encouraging the development of more mentorship and access to capital mechanisms.
- The Chamber should take the leadership role in creating a regional economic solutions forum within the next 6-12 months.

To access the Transportation, Regional Environment & Energy, or Finance & Taxation Policy Papers you can visit the Chamber's website at: www.windsorchamber.org/about-us/policy-advocacy/

WINDSOR-ESSEX REGIONAL CHAMBER OF COMMERCE POLICY COMMITTEE YEARLY REPORTS 2012-2013 (continued)

Membership Services & Development Committee – Chair, Bill Sivell

As a group our efforts have been focusing on generating value for our membership and membership retention. The committee has developed a team of successful, and highly energetic and skilled individuals who have added tremendous value.

The committee executed the following successful events in 2012-2013:

1) **Wake-Up Windsor Essex**

This is a breakfast networking event where members had an opportunity to present their business to a captive audience, plus an opportunity for open networking. Events were held in January and September. January's event at Amica was sold out!

2) **Maximize Your Membership**

This information session allows new members the opportunity to gain early entrance to the After Business events and receive additional information and assistance from the Chamber staff in order to maximize their membership with the Chamber. Members are also encouraged to meet with the Chamber President face to face.

3) **Lunch and Learn**

This lunch presentation is designed to provide members with business tips and advice from other local Chamber members who are experts in their field. A Request For Proposal (RFP) was created and distributed to the membership asking for speakers and topics. There was a significant response. With over 30 interesting topics and speakers, the committee has already planned and executed two successful events.

With the success the committee has enjoyed with the various events, the group has reinvented the way they function in order to expedite work and decisions, encourage full participation, and eliminate duplications. New formats such as an Event Planning Checklist, Committee Meeting Formats and Agendas and an Annual Planning Matrix have gone a long way to utilizing and maximizing the skills of the committee members.

Finally, with respect to retention, the committee has developed and finalized an Exit Interview for lapsed members and non-renewing members. The design of the questionnaire carefully draws out current and relevant data that will assist the Chamber and the Membership Committee to continue to generate value with the membership.

WINDSOR-ESSEX REGIONAL CHAMBER OF COMMERCE EVENTS SUMMARY 2012-2013

JOHNSON INSURANCE AFTER BUSINESS – September 13, 2012

Hosted and sponsored by



DISTINGUISHED SPEAKER LUNCHEON – September 21, 2012

Featured guest speaker Minister of Finance, Dwight Duncan.

Sponsored by



JOHNSON INSURANCE AFTER BUSINESS – October 18, 2012

Hosted and sponsored by



WINDSOR-ESSEX LEADERS IN INNOVATION TECHNOLOGY FORUM & TRADESHOW – October 30, 2012

Sponsors:



13th ANNUAL ATHENA SCHOLARSHIP LUNCHEON – November 2, 2012

Featuring guest speaker Dr. Andrea Steen, a Windsor Family Physician and former Olympian.

Sponsored by



LUNCH & LEARN, MAKING ONTARIO ACCESSIBLE – November 7, 2012

Featuring guest speaker Anne Mullen, Manager, Accessibility & Human Rights University of Windsor.



R & D ROUND TABLE – November 13, 2012
Featuring guest speaker Jody Wipp, Research & Technology Officer,
Canada Revenue Agency SR & ED

Sponsored by



136th ANNUAL GENERAL MEETING & LUNCHEON – November 15, 2012
Featuring guest speaker Tim Hudak, Leader, Progressive Conservative Party
of Ontario.

Sponsored by



**GREAT LAKES, GREAT CHALLENGES ENVIRONMENTAL BREAKFAST –
November 27, 2012**
Featuring guest speaker Lana Pollack, Chair, US Section International Joint
Commission.

Sponsored by



NOVEMBER AFTER BUSINESS – November 28, 2012

Hosted and sponsored by



CONFERENCE BOARD OF CANADA BREAKFAST – December 7, 2012
Featuring guest speaker Diana MacKay, Director, Education, Health &
Immigration Programs.

Sponsored by



HOLIDAY PARTY – December 7, 2012
Guests enjoyed a festive meal and live entertainment at this annual event
for small and medium sized companies.

Sponsored by



DISTINGUISHED SPEAKER LUNCHEON – January 14, 2013
Featuring guest speaker Steve Baker, President, Union Gas Ltd.

Sponsored by



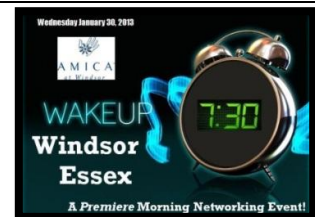
BEA 2013 NEWS CONFERENCE & RECEPTION – January 23, 2013
Finalists including ATHENA Winner, Dr. Michelle Prince announced for the 23rd Annual Business Excellence Awards.

Sponsored by



WAKE UP WINDSOR ESSEX – January 30, 2013

Hosted and sponsored by



JOHNSON INSURANCE AFTER BUSINESS – February 2, 2013

Hosted and sponsored by



INVESTING IN ORGANIZATIONAL CULTURE LUNCHEON- February 20, 2013
Featuring guest speaker, Vancho Cirovski, President Peak Consulting.

Sponsored by



HOW TO DO BUSINESS WITH THE FEDERAL GOVERNMENT - March 7, 2013

Sponsored by  Canada 



UNDERSTANDING THE 2013 FEDERAL BUDGET SEMINAR - March 22, 2013

Sponsored by



ANNUAL ECONOMIC OUTLOOK LUNCHEON - March 27, 2013

Featuring guest speaker Craig Wright, Vice President & Chief Economist RBC Royal Bank.

Sponsored by



REGIONAL AFTER BUSINESS & VOLUNTEER APPRECIATION – April 3, 2013

Hosted with Leamington and Amherstburg Chambers.

Sponsored by



6th ANNUAL WARDEN'S LUNCH – April 5, 2013

Featuring guest speaker Warden Tom Bain.

Sponsored by



BUSINESS EXCELLENCE AWARDS – April 24, 2013

The 23rd annual event announced the winners in nine award categories and recognized the Annual Believe Windsor Essex and ATHENA Award recipients.

Sponsored by



MAY AFTER BUSINESS – May 2, 2013

Hosted and sponsored by



DISTINGUISHED SPEAKER LUNCHEON – May 10, 2013

Featuring guest speaker Teresa Piruzza, Minister of Children and Youth Services.



JUNE AFTER BUSINESS GO FOR HEALTH EXPO – June 6, 2013

Hosted and sponsored by



CHAMBER BALL – June 23, 2013

Honouring Ed Miles, outgoing Chair of the Board. A Lifetime Achievement Award was presented to Bill and Rochelle Tepperman.

Sponsored by



77th ANNUAL GOLF TOURNAMENT – June 27, 2013

This popular and high profile tournament was held at Pointe West Golf Club.



**Special thanks to our many members, volunteers,
and staff for making the Windsor-Essex
Regional Chamber of Commerce
2012-2013 a success!**