



Game Changer

2019 Annual Report

2018 - 2019 Board of Directors



Sarah Mackenzie
- President



Tracy Noullett
- First Vice President



Marcus Campbell
- Second Vice President



Brett Pudwell
- Treasurer



Perry Deering
- Past President



Sarah Koch
- Director



Sarah Franchetto
- Director



Guy Schotanus
- Director



Tammy Sweeney
- Director



Reagan Weeks
- Director

Mission Statement

The Medicine Hat & District Chamber of Commerce stimulates a strengthened and vibrant economy in our region through our connections, support and influence.

Our History

The Medicine Hat & District Chamber of Commerce was founded on May 28, 1900 under the Boards of Trades Act. Since that time, this voice of the business community and has always stood for promoting business, monitoring government and championing managed growth in the local economy. We are proud to represent over 800 businesses in our region and continue to expand our network.

Vision Statement

The Medicine Hat & District Chamber of Commerce is the most unified, valued and influential business network in our district.

We are aligned with both the Alberta Chamber of Commerce (ACC), representing over 25,000 businesses and the Canadian Chamber of Commerce (CCC), representing 200,000 businesses. With the largest and most influential business organizations locally, provincially, and federally the Chamber network can work together to shape policy that will make a difference to businesses in our region.

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THE CANADIAN
CHAMBER
OF COMMERCE

LA CHAMBRE
DE COMMERCE
DU CANADA



Making Change Business As Usual

As an organization we are committed to a culture of constant improvement, in other words, we want to be “Game Changers”. A game changer, in the context of business, is a person or idea that transforms the accepted rules, processes, strategies and management of business functions and leads businesses in the same direction. This definition is the mindset embraced by the Medicine Hat & District Chamber of Commerce and the extended chamber network as a whole.

As an organization we are always looking to evolve by being efficient, responsive, and providing our members value on their investment in our chamber. During 2018-2019, we wholeheartedly embraced the challenges and opportunities presented to us and found ways to anticipate and get ahead of the curve.

The physical manifestation of this commitment to improvement was a top to bottom renovation of the space we occupy. Knowing that we needed to accommodate future growth, and wanting to create a more versatile space, renovations started upstairs at the end of 2017 and were completed with our lower level being revamped in June 2019. Our new office and meeting space configuration will allow us to meet the needs of our board, staff and most importantly our members for years to come.

During this same period we examined our membership model and decided that it was time to re-structure. Traditionally, membership had been based on employee count but we wanted to ensure that our members were getting the most out of their investment in our organization. So, as a result we've created six investment opportunities for our members based on their business needs. The Starter, Stabilizer, Connector, Influencer, Promoter and Community Builder allow our members to choose what they need and we, in turn, can support them in achieving their business goals.

Over the last year we've taken the opportunity to ensure our events allow members to feel connected and supported. Our events have stayed true to their goal of creating occasions for our members to network, learn and celebrate, but we enhanced these moments by finding new partners to deliver these quality opportunities to our membership. Throughout the year we capitalized on new relationships with government, industry organizations, and community partners to deliver our events at a standard that our members have come to expect.

Twice yearly we organize the longest running and largest trade shows in our region. These two shows are anchors in our chamber calendar, but as consumer habits change, and the retail industry adjusts to new technologies, we've found that our trade shows also need to be adaptable. Knowing that we need to keep our trade shows relevant and exciting, we've brought in different themed areas to highlight current trends that appeal to both businesses and consumers. We know trade shows work and look forward to keeping ahead of the curve by providing exciting new experiences for our vendors and the public.

Policy and advocacy is a foundational activity of our chamber and we've realized many “wins” throughout the years. However, we decided that we could improve our efforts by adopting a process that would allow experts in our community the opportunity to engage with us to build effective policy. As a result, we changed our Business Advocacy Committee and created a Policy Council. This new model allows us to be more responsive to emerging issues and members can engage on issues that are of importance to them. Our advocacy remains grassroots and reflects the concerns of our members, while effectively responding to current issues that affect business.

Provincially, the Alberta Chamber network shares our local commitment to voicing the concerns of business to government. This past year the Alberta Chambers of Commerce launched a new initiative in the lead up to the provincial election. Vote Prosperity concisely summarized the priorities of the business community in Alberta. With four pillars and seventeen recommendations the network came together with one voice to articulate what business priorities political parties and candidates needed to address during this election cycle. This new, concerted, and coordinated campaign brought the power of the provincial network to an election that saw the largest voter participation in recent memory.

Using the same coordinated strategy the most recent national effort has been our Vote Prosperity campaign launched by the Canadian Chamber of Commerce in the months leading up to the federal election focusing on taxation, regulation, trade, small business, connectivity, skills development and pharmacare. Not only are we representing business but we are educating the public with strong, reasonable and grounded recommendations. This campaign follows a year of challenging legislative issues which required the national chamber network to mobilize as never before with presentations to Senate Committees, letters to government, a social media awareness campaign, and press coverage across the country.

Change is the only constant. At times it can become overwhelming and disorienting when we look at the world around us and try to absorb how fast things evolve. Every industry, business, association and organization has to work hard in order to stay current with the latest advancements in technology. The way we do business today is unrecognizable from 50, 20 or even 10 years ago, and while some may long for the days of letter writing and rotary dial, this new business landscape opens up many exciting opportunities to be more responsive, efficient and innovative.

As we look back at all we've accomplished this year there is a stronger urge to look forward and anticipate the challenges and opportunities that lie ahead. The chamber network is committed to adapting and becoming more responsive to an ever changing economic, regulatory and political landscape. Our focus will remain on calling the shots and not trailing the play, as we set the trend, lead the way, and embrace opportunities where we continue to be “game changers”.



Advocacy

"The Chamber pushes to advocate on related issues and shed light on topics of concern, bringing together the parties involved and come to an amicable resolution for all...I feel the Chambers voice is a valued asset to the community and encourage all to get involved and support your local Chamber of Commerce."

- G.W. Buck Smith

#mhdcPoli



Local

- Off-Site Levies
- Property Assessments
- Tax Equity
- Economic Development Strategy
- Municipal Development Plan
- Municipal Engagement
- Downtown Revitalization
- Business Incentives
- Size of Government
- Workforce Development
- City Purchasing
- Municipal Finances
- Air Service
- Child Advocacy

Provincial

- Minimum Wage
- Employment Standards
- Removing Provincial Excise Tax on Medical Cannabis
- Twinning Highway 3
- Port of Wild Horse
- Modernizing Alberta Registry Agents
- Red Tape Reduction
- Layered Legislation
- Creation of School Micro-Societies
- Agriculture in Education
- Irrigation
- Market Access



INFLUENCE

Federal

- Interprovincial Trade Barriers
- Taxation
- Animal Welfare
- Removing Excise Tax and GST on Medicinal Cannabis
- National Day of Action – Bill C-48 & Bill C-69
- Regulate Smarter
- National Cannabis Working Group



Membership

132

New Members



"We have found a direct connection to the Medicine Hat Business Community through the chamber. Not to mention how accepted we felt since the very beginning. Thank you for everything you have done for us."

- Francisco Amaya,
Bee-Clean Building Maintenance

127

Shop Local Offers



20

Grand Openings



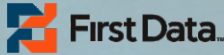
#mhdcsupport



Value Added Partners



The UPS Store



8 Events

"At Pritchard & Co., we find our involvement in Chamber events like the Business Awards and the Networking (both before 9 or after 5) to be valuable to our business. These events have provided the opportunity for our lawyers to make introductions with local business owners and to build connections with the people "behind the business."

-Les Scholly,
Pritchard & Co. Law Firm LLP

32
EVENTS

2170
ATTENDEES



BUSINESS
after 5

#BusinessAfter5

Network
b4Nine

#NetworkB4Nine



M₃

H₄

D₂

C₃

E



AIR CANADA



WOOD GUNDY
COMMERCIAL BANKING



2018 Business Awards

The Elements of Business

#mhBizAwards

Innovation:

Kinetisense Inc.

Customer Service:

Anytime Fitness

Marketing Excellence:

Safety Buzz ETC Ltd.

Export:

Parrish & Heimbecker Limited

Employer of

Persons with Disabilities:

Boston Pizza - Box Springs

Southeast Alberta Shines:

Medicine Hat Exhibition &

Stampede

Community Involvement:

Pritchard & Co. Law Firm LLP

Business Ethics:

Hiebert Cabinets

Employer of Youth:

Medicine Hat Mavericks

Young Entrepreneur:

Kinetisense Inc.

New Business of the Year:

Adapt Mobility

Franchise Business of the Year:

Anytime Fitness

Small Business of the Year:

Safety Buzz ETC Ltd.

Large Business of the Year:

South Country Co-op Limited

Award of Excellence:

Pritchard & Co. Law Firm LLP





Major



Sponsors



Food Alley

- Booster Juice
- Fantasy Pretzels
- Fresh Squeezed Lemonade
- Gypsy-Girl Woodfire Pizza

Back Alley

- Panago Pizza
- Poppa's Pretzels
- Redcliff Bakery
- Sinful and Sweet
- Skinny's Smokehouse Swirls



CHANGE



SHORT LINE



Trade Shows

#mhdTradeShow

Trade Show Attendance

16,989 consumers

Major



Sponsors



sunshine & **HOME** garden show

275 exhibitors

great west & **HOME** Leisure show

61% exhibitors from Medicine Hat & District

90% exhibitors from Alberta



Communications

Online Community

The Medicine Hat & District regular contributors to Business Beat columns in the Medicine Hat News, we supply article content for the Construction Association magazine, regularly engage with our local media through our press releases, promote our events and advocacy with local radio appearances and regularly present to various clubs and organizations.



Website Sessions:
77,574



Newsletter Subscribers:
4,330



Facebook Followers:
1,604



Facebook Page Likes:
1,386



Twitter Followers:
3,330

Membership Milestones

10
YEARS

All About Backup Inc.
Allynne G. Bileski Professional Corporation
Auto Spa Towing Ltd.
Carefree Recycling
Design Air Ltd.
Dynamic Industrial Solutions
Flaman Group of Companies
Hat Millwright & Mechanical Services Ltd.
Medicine Hat Refrigeration and Air Conditioning Ltd.
Partek IT Solutions Inc.
Pearson Ranching Co Ltd.
Pepper's ProGrass Services
Porter & MacLean Livestock Management Inc.
PWM Loss Prevention Services
Ramada Limited
Richardson's Jewlery
Royal Liquor Store
Waybest Tower Inc.
WellTraxx Ltd.

40
YEARS

Aecon Transportation West Ltd.
Cancarb Limited
CF Industries Ltd.
I-XL Ltd.
JMH & Co. Chartered Professional Accountants
LMT Enterprises Ltd.
Medicine Hat Exhibition & Stampede
Medicine Hat Public School Division
MNP LLP
Plato's Superior Roofing Ltd.
Quick Way Electrical (1999) Ltd.
REDI Enterprises
Starks Plumbing & Heating Ltd.
Vision Travel

20
YEARS

Atron Refridgeration
Bill Dearborn
Crossroads Liquor Store
IG Wealth Management
J & L Shuttle Service Ltd.
Merle Norman Cosmetics Studio
Moritz Masonry & Tile Ltd.
Powers and Jans Professional Corporation
Rosenau Transport
Spa-Tacular Hot Tubs, Billiards & Pools
Wolseley Mechanical Group

50
YEARS

A & B Steel 1996 Ltd.
Farmland Supply Centre Inc.
Kruise Glass
Servus Credit Union - Business Banking

30
YEARS

20/20 Vision Care
Alberta Physical Therapy Clinics

60
YEARS

Canadian Pacific Railway

Honourable
MENTIONS

TD Canada Trust Downtown - 96 years
Royal Bank Main Branch - 99 years
Bank of Montreal - 96 years
Medicine Hat News - 117 years

Past Presidents

1900–02	E.J. Fewings	1946	R.C. Tennant	1983	W.J. Morrison
1903	T. Tweed	1947	T.A. Burwash	1984	B. Bauman
1904	D. Mine	1948–49	T.R. Osborn	1985	D. Wilkins
1905	W. Cousins	1950	J.H. Boylan	1986	J. Welling
1906	F.L. Crawford	1951	D.S. Hawthorne	1987	R. Lehr
1907–08	C.S. Pringle	1952	H.R. Hutchings	1988	C. Sissons
1909	H. Stewart	1953	R.C. Gardner	1989	M. Melham
1910–11	H.L. Tweed	1954	R.E. Keating	1990	L. Martin
1912	D. Mine	1955	W.D. Lutes	1991	R. Smythe
1913	L.Y. Birnie	1956	R.J. Buss	1992	R. Derbyshire
1914	L.N. Laidlaw	1957–58	J.C. Miller	1993	A. Mcleod
1915	R.P. Stewart	1959	R.S. McBride	1994	T. Brekki
1916	W. Rutherford	1960	F.C. McGuinness	1995	B. Shank
1917–18	H.L. Tweed	1961	W.J. Selhorn	1996	B. Miskuski
1919–22	E.L. Chudleigh	1962	G.H. Sissons	1997	L. Smythe
1923	A.F. Andrews	1963	W.H. Hayne	1998	H. English
1924–25	F.W. Gershaw	1964	J.H. Cocks	1999	D. Franko
1926–27	N.M. Waldo	1965	J.M. Pritchard	2000	K. Smith
1928	R.C. Black	1966	A.H. Wiggins	2001	D. Fisher
1929	C. Pratt	1967	O.F. Weiss	2002	R. Pillman
1930	W.A. Church	1968	T. Dutton	2003	J. Close
1931	H.N. Davis	1969	R. Reidy	2004	K. Featherstonhauh
1932	A.P. Burns	1970	R.E. Ashburner		
1933	C.J.F. Beny	1971	T.A. Sissons	2005	C. Stolz
1934	G.A. Hover	1972	J.D. Horsman	2006	K. Taylor
1935	R.G. Butchart	1973	O. Kope	2007	J. Mutschler
1936	G.M. Blackstock	1974	R.D. Skidmore	2008	J. Penner
1937	F.W. Gershaw	1975	C.A. Taylor	2009	J. Melhoff
1938	R.S. Boyd	1976	L.H. Baisley	2010	D. Stroh
1939	J. Mitchell	1977	R. Lehr	2011–12	M. Bauman
1940	D.W. Hays	1978	J. Warsimaga	2013	J. Melhoff
1941	J. H. Yuill	1979	D. Weiss	2014	C. Hellman
1942	J. Galbraith	1980	Dr. J. Edwards	2015–16	K. Vogt
1943	A. Atkins	1981	G. Adams	2017	A. Fleming
1944–45	R.H.A. Lacey	1982	E. Eaton	2018	P. Deering
				2019	S. Mackenzie

Chamber of the Year



"I was extremely honoured and proud to accept this award on behalf of our organization and to recognize all those who have contributed to our success. This award represents our ability to thrive and grow as a Chamber and as a community, because of our ability to adapt and become stronger through the adversity and challenges we have faced."

Sarah MacKenzie,
President of the Medicine Hat & District Chamber of Commerce

2018 - 2019 Chamber of Commerce Staff



Lisa Kowalchuk
- Executive Director



Katalin Lang
- Policy & Communications
Coordinator



Chantel Fischer
- Membership Services
Coordinator



Katherine Tingley
- Administrative
Coordinator



Chantelle Legault
- Trade Show Manager



QUALITY COVERAGE BUILT FOR YOU

Health & Dental Plans for Local Chamber Members



GET A QUOTE

MAGNA-FLIP™ FLIP WHEN BALL IS IN RED ZONE



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