



# MISSION REGIONAL CHAMBER OF COMMERCE

# BusinessTRACK

connect • influence • prosper JULY 2019

## BUSINESS WALK 2019



Our fourth annual Business Walk has now come to a close, as we rest our feet after walking across Mission to visit as many businesses as possible, we would like to extend our sincere thanks to those that participated.

The input that the Mission Regional Chamber of Commerce and partners receive during this walk is essential to identifying, what is

needed to help local business in our community. The 2019 walk was even more spectacular in that we collected a record number of surveys, which means more voices being heard!

The findings from these surveys are kept strictly confidential; however trends are used to create an overall report that will be presented to all partners and District of Mission Council. We are currently compiling data and creating the official report (we have only sorted through half of the surveys) but wanted to share with you our findings so far...

Out of the seventy-six businesses analyzed (we still have 70 surveys to go) we found that 34% of them showcased growth in sales revenue over the same time last year, 45% state that their business remained steady, and 21% noticed a decrease year over year.

There were 919 individuals employed by these seventy-six Mission businesses. They provided 584 full time, 311 part time and 21 temporary employment opportunities.

Despite this only being the beginning of the report building process, the Mission Chamber of Commerce has started to notice important trends in local business challenges.

Below are a few notable concerns brought forward so far:


- Knowledge on funding entry-level staff
- Keeping up with business growth
- The need for value proposition for businesses to come to and stay doing business in Mission
- Exporting requirements
- Finding skilled and/or dedicated workers
- Lack of applicants for vacant positions

As more information comes in, the report grows more astute in its overall findings. Our goal along with our partners is to find more ways that we can help business in Mission start-up, grow and succeed.

The final report will be available by August 2019 and will be showcased on the Mission Regional Chamber of Commerce social networks and website. Stay tuned!

**Thank you to our partners; Downtown Business Association, District of Mission Economic Development, Community Futures North Fraser, Work BC | Maximus, and the Mission Record.**



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# BusinessTRACK

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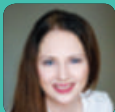
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## President's Report

The annual BC Chamber AGM and Conference was held in May and hosted in Burnaby this year. I wondered how Mission businesses would benefit from us attending this conference, a three-day marathon of reviewing and voting on policy. What I discovered was, this conference gave Mission businesses a voice on a provincial level to possibly change government policy, to support our businesses that struggle. We voted to create further opportunity for business to thrive and allow you to keep more money in your pocket.

One of the policies we voted for was...Worksafe BC. "Refund overfunded surplus to employers", point to note, did you know that Worksafe BC has over a billion dollar surplus in their coffers from businesses like yours? The Chambers in BC felt that it's time we assess the percentage paid to Worksafe BC and let's get some of that surplus back in our hands. This was a good policy that helps us on the ground when running our businesses. Here is a snapshot of some of the other policies that made sense to our business community: Making government environmental programs and incentives more open to small businesses, "Amending the property assessment process to protect businesses from unsustainable taxation", "foreign worker navigator for rural BC Communities to address labour shortages". To many, this work may not seem like it'll make a difference, however, this is how provincial policies by government are created.

Stakeholders like the Chamber, provide their collective voice and experience.

A special event occurred on June 13th, the Mission Regional Chamber of Commerce members were invited to access the Xá:ytem Longhouse Interpretive Centre, (also known as Hatzic Rock). This national historic treasure of Canada had been closed for years and the Mission Chamber membership received the only invitation to the longhouse for a sold-out event. There was a tour given by Sonny McHalsie, Cultural Advisor and Historian, the stories took us from the traditional longhouse grounds, provided us with knowledge and storytelling about the ancient Sto:lo transformer stone, and the beautifully made pithouses. Amy Robinson, Founder and Co-Executive Director of LOCO BC, with the support of Vancity, also gave a presentation on BC Buy Local campaign. The campaign is an annual initiative that celebrates local businesses to promote the contributions that BC Businesses make to our economy and our communities. We also had the privilege to watch Ivy Peers, Historical Preserver of Indigenous Culture, who performed a blend of Kwakwaka'wakw dance, and an oral history for us. To be in attendance for this event was so beautiful. The many stories that went along with that day made you wonder why the Longhouse was not open.



**Raj Patara**  
PRESIDENT

For those interested in supporting the Xá:ytem Longhouse stay open, connect with us and we'll connect you to the powers that be. This is a heritage site that needs to be shared with the public. I look forward to seeing where the future of the Xá:ytem Longhouse goes.

On that high note, I look forward to giving you my key takeaways in the next business track on the Business Walk 2019.

## 2020 BC Budget Written Submission

The BC Chamber of Commerce has just released their **2020 BC Budget Written Submission** that was presented to the provincial government. This written submission was built using a number of resolutions adopted at the BC Chamber AGM, data collected from the 120 local chambers of commerce and boards of trade and over 36,000 businesses from every corner of the province.

Collectively, Chambers of Commerce, focus on listening to member's concerns, many of these concerns are related to advocacy and this submission is a prime example of that work.

There are many topics addressed in this report, with the main focus being on providing a path forward for a more competitive tax environment and suggestions to fix some of the recent tax changes that are adding cost to businesses. The BC Chamber of Commerce further discusses the next big step forward for BC's tax competitiveness is a made-in-BC value-added tax similar to the federal Goods and Services Tax.

For the full BC Chamber of Commerce report please visit [missionchamber.bc.ca](http://missionchamber.bc.ca) or email [connect@missionchamber.bc.ca](mailto:connect@missionchamber.bc.ca).

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Manager Denise Fowle (centre) with staff from The Stage, recipient of 2018 Mission Regional Chamber of Commerce Business Excellence Big Bang Award sponsored by Bridgeview Dental Health Clinic.

## Spotlight on Business Excellence

### The Stage: Events-only venue embraces everyone, brings a little bit of big city excitement to Mission

by Rick Rake  
CLICK MEDIA WORKS

Historical pictures of what has become The Stage, showing separate male and female entrances to yesteryear’s lively Bellevue Hotel beer parlour on First Avenue in Mission, feature the same dark wood panels that now exist amid zebra-style cloth seats and dark, sturdy flooring.

The Stage has operated in the time-tested space for some five years, and its manager, Denise Fowle, a former preschool teacher who has lived in Mission most of her life, laughs as she tells the story of how she became its operator.

“I used to clean The Stage for a little extra cash and that led to founding Inspire Me Fitness with my partner, Candyce, there,” she said. “When the original Stage

manager, Cory Cassel, decided to leave, we started asking questions about who was going to be coming in. After talking with owners Brock Rodgers and Ken Brookes of The Springs Group about the topic, I found myself holding the keys to the bar and brandishing a new title,” said Denise.

In Denise’s first year as manager, The Stage was nominated and won the 2018 Mission Regional Chamber of Commerce Big Bang Award, an honour bestowed to an established business which continues to have a strong presence by developing or creating new business programs, platforms and opportunities while continuing to be a community contributor.

Denise admits her first year was literally “baptism by fire and flood,” but an interesting one indeed.

Today The Stage has five employees, runs

a volunteer-led concession as a fundraiser for Fraser Valley Youth Society, and offers an events-only venue with food supplied not by its own kitchen, but by nearby eateries on an order-in basis. “We have all their menus here,” said Denise, adding that their kitchen is dormant and “awaiting its moment” for a serious upgrade.

Denise, now a Mission Regional Chamber of Commerce director, is adamant The Stage is an inclusive space for everyone, from Mission Downtown Business Association meetings to community awards nights, theme nights, murder mysteries, drag shows, PRIDE events and burlesque entertainment focusing on Star Wars and Harry Potter.

“We bring unique entertainment here. We embrace people and bring a little bit of the city (Vancouver) to Mission,” she said.

## Chamber Events

July 12  
Tuesday, July 16, 2019 &  
Tuesday, August 20, 2019  
**CHAMBER TEAM HITS THE NIGHT MARKET**

Come see us at the Night Market! The team will be setting up a booth to answer all your business and Chamber related questions!

Place: Heritage Park on the Fraser River  
Time: 5:00pm-9:00pm

Saturday, September 7, 2019  
**GLOW GOLF**

Join the Mission Regional Chamber of Commerce for our Fourth & FINAL 9-hole nighttime Glow Golf tournament! This is not your traditional golf tournament, the lights are out, the glow is on, bright and creative costumes are encouraged!

Before you tee off, have some fun at the Tailgate Party. Win prizes at the Game Zone, get up close and personal with our local celebrity Sasquatch, snatch yourself some goodies at the silent auction, mix and mingle, and enjoy an incredible BBQ Chicken and Rib dinner.

Register a team of **FOUR** and receive a \$5.00 Per Player Discount

Place: **Cedar Ridge Golf Course & Driving Range**  
9500 Clay St, Mission, BC

Time: 5:00pm-10:30pm

Price: \$95+GST (MEMBER RATE)  
\$105+GST (NON-MEMBER RATE)  
\$35+GST Dinner ONLY (MEMBER & NON-MEMBER)

To REGISTER for these events, or for more information, please visit our website at [www.missionchamber.bc.ca](http://www.missionchamber.bc.ca) or call 604-826-6914 or email: [events@missionchamber.bc.ca](mailto:events@missionchamber.bc.ca)



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The Mission Regional Chamber of Commerce is a not-for-profit organization that is powered by you. With that in mind, we have created a variety of ways that we can strengthen our relationship and offer some exciting ways to help your business stand out from the crowd.

Every day, the Mission Chamber is actively making a difference in our communities through education, business development, advocacy and more. Our sponsors embody our core values at the Mission Regional Chamber of Commerce. As a benefactor to our events you are encouraging the economic and business development of your community, directly.

We are here to help you succeed. Join us in our focus to do better.

- Strengthening business relationships.
  - Community good-will
  - Brand recognition
  - Consumer confidence
- Credibility
  - Targeted marketing
  - All-around feeling of being connected with the bigger picture.

Build a valuable partnership with the Mission Regional Chamber of Commerce. Sponsoring through us offers branding opportunities for your business and exposure as part of our event marketing campaign. This is a unique way to make your mark on your community and deeper. When you support what we are doing, you are supporting the intricate network of businesses in Mission in a single motion. Be a part of something bigger. Build a partnership with us.



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