

JANUARY DINNER MEETING

Tuesday, January 19, 2016
Cascades Casino Resort Ballroom
20393 Fraser Highway, Langley

Planning for Prosperity: Regional Planning and the Economy



In a region physically constrained by geography and international borders, thoughtful land use and transportation planning is key to ensuring the ongoing prosperity of the Metro Vancouver region. Metro Vancouver Board Chair, Greg Moore, will speak about the link between Metro 2040 – the region's long-term growth management strategy – and its impact on helping maintain the economic capacity of the Metro Vancouver region.

Registration and Networking: 5:00 pm to 6:30 pm.
Dinner and presentations to follow.

**RESERVATIONS REQUIRED BEFORE
5:00 PM ON FRIDAY, JANUARY 15**

Members: \$35⁰⁰ + GST ~ Non Members: \$50⁰⁰ + GST
p: 604-371-3770 e: info@langleychamber.com
w: www.langleychamber.com

*Greater Langley Chamber of Commerce Cancellation Policy:
Event payment is due upon registration. No cancellations,
refunds or credits after 12:00 pm on Monday, Jan. 18, 2016.*

TO ADVERTISE IN THE CHAMBER VOICE, PLEASE CONTACT:



Barb Sytko

Langley Times, Advertising Sales Coordinator

604-514-6761

barb@langleytimes.com

SPONSOR OF THE MONTH

P.L.A.Y. (Professional Live Arts for Youth) helps kids grow, play and have fun

P.L.A.Y. (Professional Live Arts for Youth) is a non-profit company that was created to ensure that every family had accessible and affordable options in the arts. There are too many families that choose not to enroll their kids in the arts because it's not affordable and this is unacceptable.

The arts are pivotal in expanding the imaginations of youth and technology is consuming their attention. The arts (drama, dance, song, musical theatre, art and writing) are slowly becoming the last class children are choosing to enroll in and we fear that imagination and creativity will be lost soon; our goal is help kids grow, play and have fun through these classes.

P.L.A.Y.'s mandate is to connect with communities and together find arts programming that local families will enjoy. We research each city and assess the programming they each currently offer and hopefully we can work together to provide arts classes in one way or another. Some communities prefer after school programming, while others enjoy evening and camp style classes. The goal is to ensure every child has access to arts programming regardless of their financial situation.

We do this through scholarships and subsidy that require no proof of income at all. Parents are not required to provide any documentation that states they are in need. We feel there is no need for families to prove themselves, asking for help can be hard enough. The only requirement for scholarship of subsidy is that they contact us and either ask or have a friend ask for them, that's it. We are able to do this because of funding.

The Barbara Howard Student Arts Program is our main funder. Barbara Howard was the first person



of colour to compete for Canada on an International stage and was the first minority hired as a teacher

by the Vancouver School Board. She currently lives in Burnaby and loves the arts; this fund is held in her name.

Currently we provide classes in Langley, Maple Ridge,

Port Coquitlam, Coquitlam, Burnaby and North Vancouver and we have plans to continue to expand. P.L.A.Y. will continue to provide drama, dance, movement, comic book and musical theatre classes as long as there are children who want to take them.





DAVID FOXWELL
dfoxwell@housefindbc.com

FIND YOUR DREAM HOME

HOUSE FINDBC.COM

HOMELIFE BENCHMARK REALTY
6323 - 197 St,
Langley BC V2Y 1K8



DARNELL & COMPANY
Lawyers

**Protecting You
& Your Future**

- Family Law
- Wills
- Separation
- Estates
- Divorce
- Real Estate

202-6351 197 Street, Langley, B.C. • 604-532-9119

How do you improve excellence?

Double it.



Audit • Tax • Advisory

We're thrilled to announce that the highly respected accounting firm Malish & Clark has joined forces with our Grant Thornton LLP office in Langley. It's an ideal partnership. Both teams are passionate about helping owner-managed businesses grow, and both are committed to providing the highest level of service.

By combining the extensive local expertise of Malish & Clark with the vast range of Grant Thornton national resources, we can offer even better services—with the same familiar faces.

To learn more about Grant Thornton, visit www.GrantThornton.ca

Steve Malish
T +1 604 530 7374
E Steve.Malish@ca.gt.com

Colin Yakashiro
T +1 604 455 2610
E Colin.Yakashiro@ca.gt.com



Grant Thornton
An instinct for growth™

© Grant Thornton LLP. A Canadian Member of Grant Thornton International Ltd

President's Report

New year will see Chamber continue objectives set at July's planning session



Andrea Hammond
Sales Representative
(604) 530-0231

Serving Royal LePage Customers Since 1982



Happy Hogmanay! I hope that everyone enjoyed the Holiday Season. It is astonishing that the first half of this term is complete!

The Board of Directors has been working diligently on the strategic objectives identified at the Planning Session last July with a focus on support for local business, transportation, business attraction and retention, succession planning, and member engagement.

First of all, we began this term with the purchase and relocation of the Chamber operations to our new facilities. This was accomplished through the indefatigable commitment of time and expertise of the Office Facilities Task Force.

On the Member Engagement front, we made some upgrades and improvements to the Sponsor of the Month Program. I am happy to report the changes instituted were very well received by the membership and we have sponsors confirmed up to June, 2016. We express our gratitude to our past, present, and future sponsors for your support and allowing us to keep the costs of our programs as affordable as possible!

The "Open Late For Business" networking sessions have also been well received and host businesses are confirmed through to October, 2016. For these events, member



businesses open their doors to invite Chamber Members to participate in a complimentary networking session. Our host businesses provide refreshments, door prizes, and have a unique opportunity to showcase their enterprises. If you have not attended an

Open Late For Business in the past, I strongly encourage you to make a point of attending to meet your fellow members, make valuable connections, and shop Langley first!

Our U-40 Committee is working on expansion of the program to introduce components to help develop young entrepreneurs and promising executives to be the leaders of tomorrow. Their goal is to introduce the new program package before this term is completed.

The recently announced "Meet The Member Selfie Campaign" is intended to encourage member engagement and to highlight and support local businesses. We hope you will join us in participating in this innovative program. I also recognize the efforts of the Ambassadors Team to help welcome new members and introduce them to others at the monthly meetings.

Our Transportation Task Force has had a number of meetings with municipal and provincial representatives to discuss the

movement of goods and services throughout the region, and we have expressed our desire to participate in the process to identify solutions with regards to public transportation planning and funding.

Later this month the Chamber is collaborating with our local government, RCMP, and other area business organizations in a round table discussion concerning business crime in our communities, in an effort to identify solutions to the growing concern.

All the best in 2016!

Scott Johnston, President

 **OTTER CO-OP** *You're at home here.* 
LOCALLY INVESTED | COMMUNITY-MINDED | LIFETIME MEMBERSHIP BENEFITS



Locally owned & operated  ottercoop.com
Located at the corner of 248 Street & Fraser Hwy. 604 856-2517



604.525.4465

YOUR NEAREST & BEST TOUR & CHARTER VENUE

With 26 years of Experience on BC's Famous Fraser River

- Scheduled Cruises • Weddings • Corporate Events
- Wilderness and Sightseeing Cruises.

Great Food, Great Fun, Great Memories. Located in New Westminster, BC

www.vancouverpaddlewheeler.com
info@vancouverpaddlewheeler.com

 **Country Meadows**
3070 264th St., Aldergrove, BC
604-856-9880 toll free 1-800-834-0833
www.bestwesterncountry.com
Completely Renovated
Ask about our Business Class and Jacuzzi Suites where comfort and luxury awaits you.
Call us now to book your accommodation and Best Rates in the Valley!
Special Wedding Group Rates available
Centrally located between Langley & Abbotsford on 264th St & Fraser Hwy intersection.

Now featuring our
Luxury Style Pillow Top
Mattresses, Duvets,
HD TVs in Guest Rooms
and with our Deluxe Hot
Continental Breakfast
along with Indoor Pool
& Hot Tub.

 Bank Trust Wealth Management

There when you need it,
growing when you don't.

1.15%
Business Savings Account

Langley branch
19915 - 64 Avenue / T. 604.539.5088
cwbank.com

 **CANADIAN WESTERN BANK**
The Working Bank®

*Rate is subject to change without notice. Interest is calculated on the daily closing balance based on the portion within each tier and paid monthly. Interest is paid as follows: 1.10% on deposits up to \$250,000, 1.15% on deposits between \$250,000.01 to \$15 million and 0.25% on deposits above \$15 million. Available in-branch only.

MEMBER BENEFIT...

Save on payroll with Payworks

The Payworks payroll solution includes the following: pay employees through direct deposit or cheques, remittances to CRA, T4 slips and records of employment, as well as a robust reporting feature.

Members of the Langley Chamber of Commerce are entitled to exclusive discounted pricing of \$16.50 per payroll run, \$1.40 per payment, and a one-time setup fee of \$250.00. Choose their Go-Green paperless payroll option to get an



additional discount per payroll run and per employee charge when there is no delivery of reports or pay statements from Payworks.

For more details on all Member Benefits, please call Chantelle Bowles at 604-371-3770 or email info@langleychamber.com.



 **VALLEY TRAFFIC SYSTEMS**

Safety & First Aid Supplies - Equipment Rentals & Sales
Traffic & Custom Signs - Decals - Installations
AutoCAD - Engineered Traffic Management Plans

9770 - 199A Street
Langley, BC V1M 2X7
email: info@valleytraffic.ca
www.valleytrafficsystems.ca

Tel: 604-513-0210
Fax: 604-513-3661
Toll Free: 1-888-448-8886

**CHECK US OUT
ONLINE**

www.langleytimes.com  

MARK YOUR CALENDAR!...

Upcoming Chamber events

January 14
New Year New Connections
Multi-Chamber Member Only
Networking Event

January 19
Dinner Meeting:
Metro Vancouver Board Chair
Greg Moore

January 27
Lunch & Learn:
Helping Small Businesses
Succeed with CRM

January 28
Open Late for Business at Pacific
Riding For Developing Abilities

April 27
Fraser Valley
Chambers of Commerce
Business Showcase in Abbotsford

June 9
Annual
GLCC Golf
Tournament at
Redwoods

*For event and
registration details:
langleychamber.com or
events@langleychamber.com or
604-530-6656*



Business owners often overlook protecting their most valuable asset

Courtesy of First West Credit Union

As a business owner, have you considered what could happen to your business if something tragic happened to an indispensable employee?

Take the example of Sandra, the owner of a small marketing firm. Sandra has worked tirelessly to build her business and has two employees, an executive assistant and a sales manager. Unfortunately disaster strikes and Sandra's sales manager is killed in an accident.

"Unfortunately, if Sandra isn't prepared, there's a good chance her company will suffer significant financial losses as a result of the void left by the key employee," says Eddy Kapenda, a life insurance specialist at Envision Financial, a division of First West Credit Union. "The good news is, business owners can

avoid losing what they've worked so hard for by having insurance solutions in place before disaster strikes."

Key person insurance is a life insurance policy placed on a "key" employee of the business, someone deemed crucial to the running of the operation, such as a plant manager or director of sales.

"This insurance provides needed funds in the event of sudden death or incapacitation and gives the business time to react to the essential employee's absence," says Kapenda.

These funds can be used to pay off debts, provide cashflow during a period of sales decline or finance the cost of hiring and training a replacement.

The policy insurance amount will depend on how much money the

business would need to survive until it could replace the key person and get the business back on track. In addition,



lifestyle factors such as age, gender, pre-existing health conditions and smoker status are also considered.

"The type of insurance required also

influences cost," says Kapenda.

Generally speaking, there are two types of life insurance in Canada: term and permanent. Term insurance is for a specific time period and permanent is exactly that—coverage for life. The premiums on term life insurance are more cost effective because the term might run out before the insurance company has to pay the policy out.

"If the plan is to maintain the coverage until the key person retires or exits the business, then term life insurance is adequate. If the plan is to offer the insurance to the key person when they exit the business – perhaps as part of the benefit package – then permanent life insurance could be an option to consider," says Kapenda.

THE 5S METHOD:

Why a cleaner workplace leads to higher productivity

Courtesy of Business Development Bank of Canada

When Jean-Pierre Goulet visits clients for the first time, he can often tell at a glance if they have opportunities to improve their productivity.

Goulet, a BDC Business Consultant and engineer, finds the evidence in a disorganized and untidy workplace.

"When I see supplies, equipment and papers that are not put away properly and an unclean work environment where scrap or old inventory is lying around, it's almost always a sign of deeper productivity issues," Goulet says. "Telling a new client to clean up work areas is not easy. But often it is one of the first things that needs to be done."

To do efficient, high-quality work you need to be in a clean, safe environment, with easily accessible tools, Goulet says. This enables workers to concentrate on the task at hand rather than getting sidetracked on organizational issues, whether it be in a factory, office or a store.

One of Goulet's favourite tools to help clients create lean, functional work environments is the renowned Japanese management philosophy known as 5S. As the name implies, 5S consists of five practices; Sort, Straighten, Shine, Systemize and Sustain. (The Japanese equivalents are Seiri, Seiton, Seiso, Seiketsu and Shitsuke).

Sort: According to Goulet, companies that don't properly classify their materials and tools suffer enormous productivity losses. Goulet advises companies to sort the things they use daily, monthly and yearly, and to keep handy only what is immediately needed. The rest should be labeled and relocated.

Straighten: Objects should be stored in a functional way even if this means investing in new organizers, shelving or cabinets. Visual aids such as labels, or painted outlines, should also be used to show staff where



particular items should be placed.

Shine: A clean work environment is an effective one. Dirt, waste and scrap should be systematically eliminated, using daily, weekly, monthly and annual cleaning schedules.

Systemize: Teams should get together periodically to establish rules and define work standards ranging from the type and description of materials and tools used, to how information is communicated among group members.

Sustain: Once key 5S elements have been introduced, an internal audit system should be implemented to ensure that work processes function properly and are continued. Inspections should be conducted regularly and feedback regarding suggested process improvements should be passed along to the appropriate parties.

One major challenge that companies face is that not all messes are visible; particularly those related to information and communications technology systems. In today's highly automated workflows, an office can easily have a surface "spic and span" look, yet mask major system disorder. If staff members can't find their data files, computer tools aren't managed and kept up to date and online functionality is sub-standard, then productivity will suffer.

Client reaction to Goulet's 5S suggestions is almost unanimously positive. However he admits that he sometimes gets initial scepticism from highly successful companies. "Many managers assume that just because their factories are clean and their productivity numbers are good that they can rest

easy," says Goulet. "However some of the biggest gains we have helped achieve were in already-profitable clients, who managed to boost productivity even further."

WINNING DRAW FOR A TRIP TO SUPERBOWL 50!

JOIN US SUNDAY JANUARY 24TH WHEN THE WINNER WILL BE DRAWN DURING THE NFC & AFC CHAMPIONSHIP GAMES - IT COULD BE YOU!

\$4 BUD & BUD LIGHT | \$4 CAPTAIN & COKE | FOOD SPECIALS

BEVERAGE SAMPLING AND PRIZE GIVEAWAYS!
BALLOT WINNER MUST BE ON SITE TO WIN

GATEWAY
FOOTBALL CLUB

MATCH
EATERY & PUBLIC HOUSE
EST. 2013

Captain Morgan **BUD LIGHT** **TSN.ca**

MATCHPUB.COM

Must be 21 years of age and have a valid passport. Must be present at host site to win. Odds of winning are dependent upon the total contest entries received. Must be legal drinking age. NO PURCHASE NECESSARY to participate in Bud Light contests. For contests, ask server or see contest card / display for details. Noted prices are subject to change. The National Football League, its member clubs and affiliates (the "NFL Entities") have not offered or sponsored this contest in any way. The NFL Entities will have no liability or responsibility for any claim arising in connection with participation in this contest or any prize awarded. ©/MD Anheuser-Busch, LLC

EXECUTIVE COMMITTEE

PRESIDENT ~ Scott Johnston,
Campbell Burton & McMullan LLP
VICE-PRESIDENT ~ Jack Nicholson, Otter Co-op
SECRETARY-TREASURER ~ Paul van Koll, Deloitte LLP
PAST PRESIDENT ~ Kristine Simpson, BDO Canada LLP

COMMUNITY DIRECTORS

ALDERGROVE ~ Scott Waddle, Precision Auto Service Ltd.
LANGLEY CITY ~ Mike Morrison, Envision Financial
NORTH LANGLEY ~ Rick Barnett, Valley First Aid Ltd.
SOUTH LANGLEY ~ Brad Kiendl, HSBC Bank of Canada

DIRECTORS AT LARGE

CLAUDE CHOQUETTE, Audacious Living Inc.
JANE FEE, Kwantlen Polytechnic University
TAMMY REA, TD Canada Trust
JANIS RYDER, Trinity Western University
GARTH WHITE, Avison Young Commercial Real Estate
SHERRI-LEE WOYCIK, Social Media Minder

New member spotlight

Please join us in welcoming the newest Chamber members!

Pictured (L-R): The Range Indoor Shooting Inc., Laurica Farm and National Bank Financial - Wealth Management.

Not Pictured: Fraser Valley Employment & Disability Law, JV Wholesale and Sugar'd Eco-Sweet.



For more details about all Chamber members please visit www.langleychamber.com for a complete Membership Directory.

2016 Canada Summer Jobs available to businesses with fewer than 50 employees



Canada Summer Jobs provides funding to help employers create summer job opportunities

for students. It is designed to focus on local priorities, while helping both students and their communities.

Canada Summer Jobs:

- provides work experiences for students;
- supports organizations, including those that provide

important community services; and

- recognizes that local circumstances, community needs and priorities vary widely.

Canada Summer Jobs provides funding to not-for-profit organizations, public-sector

employers and small businesses with 50 or fewer employees to create summer job opportunities for young people aged 15 to 30 years who are full-time students intending to return to their studies in the next school year.

The application deadline for CSJ 2016 is February 26, 2016.

For further information: www.servicecanada.gc.ca/csj

Employers need to register a profile and sign up for the Grants and Contributions Online System (GCOS) as soon as possible to allow time to receive an activation code for the online system.

OTTER CO-OP

BOGO

2 DAY SALE!

FRIDAY & SATURDAY
JANUARY 15 & 16



ottercoop.com

3650 248TH STREET, ALDERGROVE 604.856.2517

bogo
clearance

Save an extra
50%
on 2nd purchase

ESPECIALLY ON ALREADY SALE
MERCHANDISE WITH DISCOUNTS
OF UP TO 50% OFF

Men's, Ladies & Children's Clothing
Footwear • Linens • Jewellery

MONDAY-SUNDAY 8AM-8PM | HOLIDAYS 9AM-6PM