

WELCOME

Introducing Your 2016/2017 Chamber Board of Directors



PRESIDENT
Scott Johnston

Campbell Burton & McMullan LLP

Scott is a Partner of Campbell, Burton & McMullan LLP and a business lawyer serving the Langley community. Scott has over 16 years' experience as a solicitor advising clients in corporate/commercial, commercial real estate, banking and secured lending, leasing, residential purchase and sale, and mortgage matters. A resident of Murrayville, he has served the Greater Langley Chamber of Commerce as a Director (2011 to 2012), Community Director for Langley City (2012 to 2014), Chair of the U40 Young Professionals Committee (2013 to 2015), and as Vice-President (2014 to 2015). Scott has also volunteered as Legal Counsel to the Langley 2014 BC Seniors Games Society.



VICE-PRESIDENT
Jack Nicholson

Otter Co-op

Jack has spent 26 years in retail. He is the general manager of a diverse and growing \$200 million per year retail store and an active member of the Greater Langley Chamber of Commerce. He is also on the executive of the Aldergrove Rotary and is President Elect for 2015/2016. He is a past member of the Board of Directors for Meals on Wheels Langley.



SECRETARY-TREASURER
Paul van Koll

Deloitte LLP

Paul is a Manager in Assurance & Advisory at Deloitte. Over the past seven years, he has developed an expertise in financial reporting for various types of organizations. Paul obtained a Bachelor of Commerce degree in August 2009 and became a designated Chartered Accountant in January 2012. Paul is currently the Treasurer for posAbilities Association of British Columbia, and is the co-chair of the Greater Langley Chamber of Commerce U40 Committee.



PAST PRESIDENT
Kristine Simpson

BDO Canada LLP

Kristine Simpson is Partner with BDO Canada. She received her CA designation in 1999 and wrote her Uniform Final Examination in 1996. Kristine was born and raised in Surrey, BC and has lived in the Township of Langley for the past 18 years with her husband and two children. Kristine is an assurance Partner assisting non-profits, private businesses and public sector organisations. She has been involved with many of the region's major transportation and health care public-private partnerships. Kristine has been a Board Member since 2009 and served as the Treasurer from 2010 to 2012. Kristine is a member of the BC Chamber Board of Directors.



COMMUNITY DIRECTORS

ALDERGROVE

Scott Waddle, *Precision Auto Service Ltd.*

LANGLEY CITY

Mike Morrison, *Envision Financial*

NORTH LANGLEY

Frank Bucholtz, *Freelance Writer*

SOUTH LANGLEY

Brad Kiendl, *HSBC Bank of Canada*

DIRECTORS AT LARGE

Jane Fee, *KPU*

Jenny Hinch, *Lucid Water Co. Ltd.*

Duncan Magnus, *Magnus Law*

Janis Ryder, *Trinity Western University*

Vivian Smith, *Langley Memorial Hospital Foundation*

Garth White, *Avison Young Commercial Estate*





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President's Report

A Rising Tide Lifts All Boats

save the date!

Upcoming Chamber Events

Thursday, July 7

Langley Rams
Open Late For Business

Wednesday, July 20

Futurpreneur Canada
Lunch & Learn

Thursday, October 27

20th Annual Celebration of
Excellence Awards Gala

For event and registration details:
langleychamber.com or
events@langleychamber.com
or 604-371-3770

Thank you to those members that recently attended our 2016 Annual General Meeting. It was an inspiring evening with our new Executive Director, Colleen Clark, giving her welcoming speech and a riveting election for our 2016 Board of Directors. We appreciate all of our members that put their names forward and are anticipating a very focused and prolific year at the Chamber. The newly elected 2016 Board of Directors and several members of our Staff recently participated in our two day Planning retreat session on Board governance and review of our Strategic Plan. We are proud to say we came away from the retreat with a refreshed Strategic Plan, Committee structure, and great enthusiasm for the coming year. We will be rolling out our 2016 business plan at the end of the Summer. Please watch for



opportunities to be involved in your Chamber by joining and having your voice heard on one of our several Committees.

Remember, 90% of life is just showing up.

This September, the Greater Langley Cham-

ber of Commerce in partnership with the City and the Township of Langley will work with BC Business Magazine on a special feature article to promote investment in the Langleys, to highlight the quality goods and services available to residents and businesses alike, and to celebrate the 85th Anniversary of the Chamber. We urge our membership to support this initiative to spotlight Langley as the place to invest, work, live, and play. This Fall, the Chamber will celebrate the 20th Annual Business Excellence Awards to recognize outstanding businesses in our community. Please consider

submitting a nomination for a local business or businessperson who has provided you with outstanding goods or services and deserves recognition. Please visit the Chamber website at www.langleychamber.com to submit a simple online nomination.

Save the date for our August Dinner Meeting on Tuesday, August 16th, featuring our new member, the Vancouver Giants hockey team. We are looking forward to the upcoming Giants season and encourage our membership to attend home games right here in Langley at the Langley Events Centre.

We acknowledge our current members for your continued support and if you are not yet a member, please contact our office to discover the benefits of membership with the Greater Langley Chamber of Commerce.

A rising tide lifts all boats.

Scott Johnston, President

SAVE WITH YOUR CHAMBER MEMBERSHIP!

Merchant Service Packages to Fit Every Need Through both the Canadian and BC Chambers of Commerce!



The Greater Langley Chamber of Commerce is pleased to be able to offer our members preferred merchant rates and services from FirstData and VersaPay. One of the most important aspects of doing local business is the ability to take payments wherever you handle transactions (at the office, at home, online, or on the go), quickly and securely. With access to FirstData and VersaPay, members are able to use a number of services not

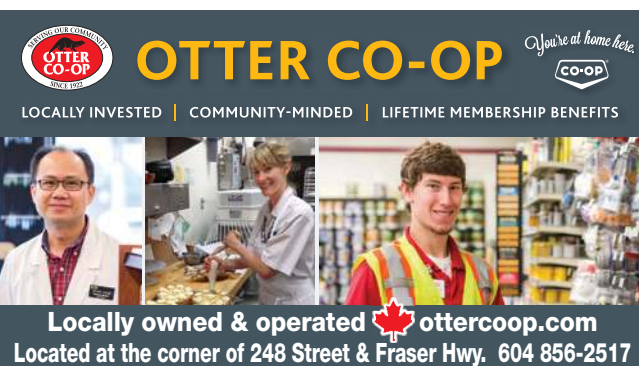
limited to standard point of sale terminals. Depending on the type of business you run, it can give your company a competitive edge to offer e-commerce to your customers. Both FirstData and VersaPay have online shopping cart and payment options to add to your website! Mobile terminals are available through either provider as well. Make sure to choose the right provider for your businesses particular needs. While with VersaPay, merchants

that have an average transaction size of over \$100.00 can get their transaction fees waived, FirstData provides access to secure gift cards and customer loyalty cards for businesses of any size.

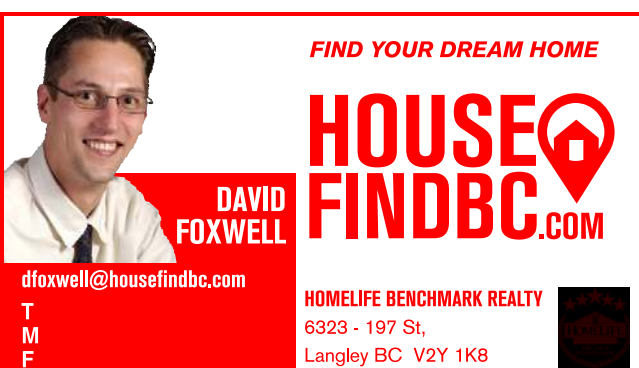
For more information on these services, please contact Chantelle at the Chamber office: 604-371-3770 or info@langleychamber.com.



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The Rotary Club of Langley Central



Congratulations to the 2016 Membership Survey Draw Winner



Langley's three women of distinction and visiting politicians to International Women's day

The Rotary Club of Langley Central is well known for The Fraser Valley Wine Festival, an event the club has organized for the past 26 years. Money raised from the event (\$1,000,000. to date) is used to support the community of Langley's many worthy causes. Over the years the club has established a number of ongoing events to raise funds and the most recent is a program that was launched in one of the local schools called 'Too Hungry to Learn'. It was brought to the attention of the Club that students were arriving for class without breakfast and lacking energy to concentrate. A side benefit of this successful program was reduced absenteeism.

Another popular event that has taken on a life of its own is 'International Women's Day' which is held in March each year. The event is now in its sixth year and Tamara Taggart was 2016's keynote speaker. The event drew a sizable crowd as we honored three women of distinction for the work they have done as volunteers in the community. Being a Rotarian has the benefit of supporting both

local and international projects. From the construction of local playgrounds to water wells in distant countries, the Club has championed a number of local and worldwide endeavors. In addition,



Dorothy McKim current president of Langley Central

the club has supported a village in Liberia with a truck to enable them to get their product to market and has sent wheelchairs to Mexico. Indeed, the list is endless! Langley has four Rotary Clubs. There are two morning clubs, one evening club and one afternoon club. Each club is autonomous in that each have their own causes they wish to support.

Since our first project to vaccinate children in the Philippines in 1979, Rotary along with our partners have reduced polio cases by 99.9 percent

worldwide. We are now close to eradicating polio altogether and according to figures released by the World Health Organization, for the second week in a row there have been no reported cases of polio anywhere in the world. This positive news gives strength to the hard work our Rotarians have carried out to make this a reality in polio stricken countries. Areas that have reported no new cases include Nigeria, Pakistan, Somalia, Kenya, Ethiopia, Cameroon, Equatorial Guinea, Syria and Iraq. Besides the knowledge of doing good in the world, of making a difference in the



Tamara Taggart and John Peters

community and developing friendships with like-minded business people, Rotary is a huge family. Wherever you go in the world there is a club close at hand.

I was once asked "What is a Rotarian?" To which I replied. "You are a Rotarian, you just haven't found a club yet."

Michael R Brown

Mark Your Calendars!

The GLCC is happy to have the Vancouver Giants as our special guest presenters at the Summer Dinner Meeting on Tuesday, August 16th!



2016 BUSINESS EXCELLENCE AWARDS

It's Easier Than Ever to Say Thank You!



Nominations are now being accepted for the **20th annual Business Excellence Awards** which help the Chamber recognize businesses and business people who demonstrate outstanding contributions to the community, customer service, innovation, growth and ethics.

This year's categories include:

- George Preston Memorial Business Person of the Year
- Entrepreneur of the Year
- U40 Business Person of the Year
- Service Excellence
- Business of the Year (Small/Medium/Large)
- Environmental Leadership
- Community Impact (For Profit)
- Community Impact (Not-for-Profit)

Nominators can go to www.langleychamber.com and fill out an online nomination form - *it's that easy!*

For more information regarding Celebration of Excellence nominations, sponsorship opportunities or tickets, please call 604-371-3770 or email events@langleychamber.com.

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

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LANGLEY CITY – Mike Morrison, Envision Financial

NORTH LANGLEY – Frank Bucholtz, Freelance Writer

SOUTH LANGLEY – Brad Kiendl, HSBC Bank of Canada

DIRECTORS AT LARGE

Jane Fee, KPU

Jenny Hinch, Lucid Water Co, Ltd.

Duncan Magnus, Magnus Law

Janis Ryder, Trinity Western University

Vivian Smith, Langley Memorial Hospital Foundation

Garth White, Avison Young Commercial Real Estate



NEW MEMBER SPOTLIGHT

Welcome to the Newest Chamber Members!

Please help us in welcoming the newest Langley Chamber Members:

Pictured L-R (Back Row): Uptown Business Machines Inc. and MotionSAFE, Inc. (Front Row) Langley Business Networking, Magnus law, HUB International Insurance Brokers BC, Mysfit Fitness, Brand Fitness Langley and S. Balducci Blueberry Farm.

Not pictured: Aldergrove Carwash, AMC Insurance, Bevron Integrated Health, Forus Property Services, Langley Sports & Rehabilitation (Dr. Irving), Levys Source For Sports, NewColville Sales & Service and Signature Catering.

For a complete Membership Directory, please visit www.langleychamber.com.



July 2015

- Dinner Meeting Guest Speaker: Nicole Donnelly re: Be Happier – Learn How to Handle Conflict with Grace
- Introduced 15 new members
- Hosted a successful Open House to introduce the Chamber's new office to the membership and community
- Lunch & Learn: Putting the Pieces Together – How to Protect Your Langley Business
- U40 Monthly Mingle at Earls Kitchen + Bar – Langley
- Board Planning Session to develop the Strategic Plan and current term work program

August 2015

- Lunch & Learn: Small Business Strategies for USA Marketing
- Open Late for Business: Langley Community Farmers Market
- Co-hosted "Networking on the Fraser", an up-close view of Port Metro Vancouver's major marine terminals operating in Fraser River, with other Chambers and Port Metro
- U40 Monthly Mingle at Town-hall Public House

September 2015

- Dinner Meeting Guest Speakers: Honorable Mary Polak, Honorable Rich Coleman and Canadian LNG President, Doug Bloom re: BC's Liquefied Natural Gas Opportunity – Taking a "Team BC" Approach to Getting it Right
- Introduced 19 new members
- Lunch & Learn: 5 Simple Steps to Grow Your Email List Using Facebook
- Open Late for Business: Storage for Your Life

- U40 Monthly Mingle at Earls Kitchen + Bar – Langley
- Surveyed Membership re: transport of oil – 84% of respondents support pipeline as the preferred mode
- Provided Township comment re: 264th Street corridor at 29th Avenue recommending an analysis be conducted to determine if a signal is warranted for safety reasons
- Began process for succession of the Executive Director position

October 2015

- Hosted the Cloverdale-Langley City and Langley-Aldergrove Federal All Candidates Meetings
- Dinner Meeting Guest Speaker: BC Chamber CEO, Jon Garson re: A New Chamber of a New Economy
- Introduced 11 new members
- Hosted the 19th Annual Celebration of Excellence to recognize 59 outstanding businesses, organizations and business people in Langley
- Participated in the Fraser Valley Small Business Information Expo
- Lunch & Learn: Grow Your Power Base
- Open Late for Business: Mercedes Benz Langley
- U40 Monthly Mingle at Earls Kitchen + Bar – Langley
- Met with Minister Fassbender in Victoria re: Metro Vancouver Regional Transportation
- Attended the Canadian Chamber of Commerce in Ottawa and gained support of the delegates re: Collection of Duty and Taxes at the border
- Began research to expand the U40 program to include mentorship and educational sessions

November 2015

- Dinner Meeting Guest Speakers: Abbotsford Airport Manager, Parm Sidhu, and WestJet Director of Cargo and Charter Operations, Heidi Crigg re: YXX International is Open for Business
- Introduced 9 new members
- Lunch & Learn: The Secret to Getting More Referrals
- Open Late for Business: Envision Financial
- U40 Monthly Mingle at Earls Kitchen + Bar – Langley
- Participated in the Brookwood Business Walk with Township Council
- Met with Mayors Froese and Schaffer re: regional transportation
- Hosted the Fraser Valley Business Expo at LEC in partnership with Public Works and Government Services Canada
- Attended Township of Langley Economic Forum at LEC
- Began the regional lobby for expansion of the Inter-Municipal Business License program to cover the entire region from Hope to West Vancouver

December 2015

- Dinner Meeting Entertainment: Steve "Elvis" Elliot
- Presented the HD Stafford Good Citizen of the Year Award to Milt Kruger
- Introduced 6 new members
- Lunch & Learn: Advertising Psychology – Words with Results
- U40 Monthly Mingle at Earls Kitchen + Bar Langley
- Surveyed the Membership re incidents of business crime

January 2016

- Dinner Meeting Guest Speakers: Metro Vancouver Board Chair, Greg Moore re: Planning for Prosperity – Regional Planning

- and the Economy
- Introduced 13 new members
- Co-hosted a multi-Chamber Networking Reception, "New Year, New Connections" at the Hard Rock Casino Vancouver
- Lunch & Learn: How to Maximize Your Business Relationship with CRM Software
- U40 Monthly Mingle at Earls Kitchen + Bar Langley
- Co-ordinated a Crime Prevention Roundtable with BIA's, Business Associations and Chamber to release findings of the crime survey and improve communications between the business community and RCMP
- Participated in a consultation with the Ministry of Small Business & Red Tape Reduction

February 2016

- Dinner Meeting Guest Speaker: RCMP Staff Sergeant, Dave Carr re: Business Crime – Crime Reduction Through Intelligence-Led Policing
- Introduced 11 new members
- Hosted Langley Volunteer Bureau/Volinspire information session
- Lunch & Learn: A Modern Approach to Wealth Management
- Open Late for Business: Gold's Gym, Langley
- U40 Monthly Mingle at Earls Kitchen + Bar Langley
- Met with CASA, a citizens group concerning 16th Avenue improvements
- Supported Abbotsford Chamber re: implementation of a rebate program to encourage US visitors
- Attended Premier's post-budget luncheon

March 2016

- Dinner Meeting Guest Speakers: John Aldag, Mark Warawa, Jack Froese and Ted Schaffer re: Langley Leadership Panel

- Introduced 11 new members
- Hosted a South Langley Networking Open House to introduce the community to the Chamber and their Community Director
- Lunch & Learn: Are You Bankable? How to get Financing for Small Businesses
- U40 KPU Brewing Lab Tasting Event
- Appeared before City and Township Councils to present a business case in support of the Inter-Municipal Business License program

April 2016

- Dinner Meeting Guest Speaker: Peter Legge re: "We Become What We Think About"
- Introduced 9 new members
- Co-hosted "(Unconventional) Women in the Business" with the Greater Vancouver Board of Trade featuring: Leah Garrad-Cole, Tamara Vrooman, Sue Paish and Anne Giardini
- Hosted New BC Societies Act Workshop
- Hosted a Langley City Networking Open House to introduce the community to the Chamber and their Community Director
- Participated in the 9th Annual Fraser Valley Chambers of Commerce Business Showcase in Abbotsford
- Lunch & Learn: Strategic Planning – Setting up Your Company for a Successful 2016
- U40 Monthly Mingle at Earls Kitchen + Bar Langley
- Interviewed candidates for the Executive Director position
- Launched the 'Membership Mania' drive to promote Chamber membership
- Supported regulated Ride Sharing for the Metro Region

May 2016

- Dinner Meeting Guest Speakers:

- Honourable Peter Fassbender, TransLink CEO, Kevin Desmond, and BC Truck Association President and CEO, Louise Yako re: Langley Transportation Update
- Introduced 5 new members
- Hosted Grant Writing Workshop
- Lunch & Learn: How to Triple Your Income Through Speaking
- Open Late for Business: Liberty Wine Merchants
- U40 Monthly Mingle at Earls Kitchen + Bar Langley
- Participated in a Fraser Valley Policy Review dinner meeting in Abbotsford
- Attended the BC Chamber AGM in Kelowna and gained support for a resolution concerning transportation funding and regional mobility pricing
- Promoted support for the Fort McMurray Chamber and business community re: wildfire damage
- Launched the promotion of a BC Business Magazine Langley Special Feature

June 2016

- Annual Chamber Golf Tournament at Redwoods Golf Course
- 85th Annual General Meeting to elect and swear in the 2016/2017 Officers and Board of Directors
- Introduced 9 new members
- Lunch & Learn: 5 Things You Need to Know to Retire Early
- Open Late for Business: The Langley Rams
- U40 Lawn Bowling En Blanc
- Said farewell to long serving Executive Director, Lynn Whitehouse
- Introduced the new Executive Director, Colleen Clark