

84th ANNUAL GENERAL MEETING

Tuesday, June 16, 2015
Cascades Casino Resort Ballroom
20393 Fraser Highway, Langley

Pipeline Permission: Trans Mountain is Working Toward "Yes" One Handshake at a Time



Ian Anderson, President of Kinder Morgan Canada, will share his insights into the challenges and opportunities of building critical infrastructure for all Canadians, present his company's grassroots approach to "getting to yes" and talk about the role of Greater Langley businesses in pipeline permission.

Registration and Networking: 5:00 pm to 6:30 pm. Dinner and presentations to follow. The agenda will include the election and the induction of the 2015/2016 Board of Directors.

RESERVATIONS REQUIRED BEFORE 5:00 PM ON FRIDAY, JUNE 12

Members: \$35⁰⁰ + GST ~ Non Members: \$50⁰⁰ + GST
p: 604-530-6656 e: info@langleychamber.com
w: www.langleychamber.com

*Greater Langley Chamber of Commerce Cancellation Policy:
Event payment is due upon registration. No refunds or credits
after 12:00 pm on Monday, June 15, 2015.*

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Getting Prepared for Chamber AGM

I am happy to report that the improvements and furnishings are very near complete and our staff are now working in the new premises at 8047 199th Street. New owners have now taken possession of our former location and we wish them much success.

Please watch your email and our social media for announcement of a grand opening that we plan to host in the very near future. We also greatly appreciate the efforts of Dennis Martini of Martini Construction, and all of his tradespeople, to complete the construction in a very short period of time! The Board and staff look forward to welcoming you to view the larger and more suitable facilities, and we are all proud of the asset for the Chamber well into the future.

In preparation for the Annual General Meeting to be held next month, the Board has passed a preliminary budget for the coming year. I wish to advise that we will not, at this time, be requesting a dues increase. While the acquisition of the new property was possible without the need for mortgage financing it did diminish a considerable portion of our reserve funds and all of the proceeds of the sale of the Glover Road property. We will be unable to determine the actual increase in operating costs immediately and are very confident we have sufficient resources to continue into the next fiscal year at the current membership rate levels.

Also on the agenda for the AGM is the election of Officers and Directors to form the 2015-2016 Board of Directors. The Nominating Committee is seeking nominations for individuals to fill the following positions: Vice-President, Community Director for South Langley and 4 Directors-At-Large. Nomination Forms are available by calling Lynn at the Chamber Office and they must be received no later than 5:00 pm Monday June 8. Basic criteria for eligible candidates are:

- To be prepared to commit 10 to 15 hours per month for Chamber work including attendance at Board Meetings and other Chamber events
- To represent and have the ability to speak on behalf of a member-in-good-standing
- Free of heavy commitments in other organizations which could involve a conflict of interest, and
- Be self-motivated and have the ability to lead other people in challenging work projects



I certainly hope these requirements do not discourage any interested individuals, and wish to assure you that the Board is assisted very well by our well qualified staff who are responsible for ensuring the Board's work program is completed, and supporting our various committees and task forces.

We also ask that our members keep an eye out for the annual survey to be distributed shortly and that you take a few minutes to complete it. This is very important to assist the Board of Directors determine the program of work for the coming term and for identifying the types of programs, speakers and topics you would like us to try to line up.

Last week Secretary-Treasurer Paul van Koll and Director Tammy Rea joined Lynn Whitehouse and me at the BC Chamber AGM and Conference in Prince George. I am pleased to advise that we successfully achieved the support of Chambers from throughout the province for our resolutions on Changes to the Property Transfer Tax, Collection of Duty and Taxes at the Border, Expansion of the Inter-municipal Business License Program and Online Voting in Municipal Elections. These will now become part of the BC Chamber Lobby to the Provincial and Federal Governments. Complete copies of the approved resolutions will be posted on the Chamber website within the next few weeks once all amendments have been finalized and approved. I am happy to advise that I will be continuing to work on behalf of BC businesses at the provincial level as a member of the BC Chamber of Commerce Board of Directors.

Kristine Simpson, President



Reminder...


Chamber Office is in a New Location
Address: #207, 8047 199 Street,
Langley BC V2Y 0E2
Phone: 604-371-3370 • Fax: 604-371-3731
Email: info@langleychamber.com

As always, you can find the most up-to-date Chamber information on our website: langleychamber.com

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19th Annual Business Excellence Awards Recognizes the Growing U40 Business Community

The Greater Langley Chamber of Commerce's Celebration of Excellence Awards recognizes and honours business excellence in our community. The awards evening in October provides an opportunity to celebrate Langley businesses and individuals who have made a significant contribution to business, community spirit and service by demonstrating outstanding business leadership, innovation and success.



Rod Wainwright of Lantrax North America Logistics is our current George Preston Memorial Business Person of the Year. Who will be named in 2015? Nominations are now open.

"We look forward to the Celebration of Excellence each year because it is a great way to honour our local businesses and celebrate as a community," said President Kristine Simpson. "We encourage our Members and the public at large to nominate a local business, business person or not-for-profit organization

that they feel is deserving of recognition."

Nominations are now being accepted for the following Business Excellence Awards:

- George Preston Memorial Business Person of the Year
- Entrepreneur of the Year
- U40 Business Person of the Year – NEW FOR 2015!
- Service Excellence
- Business of the Year (Small/Medium/Large)
- Environmental Leadership
- Community Impact Award (For-Profit)
- Community Impact Award (Not-for-Profit)

"This year's planning committee wanted to include a U40 Business Person of the Year category to recognize an individual age 40 or under who has distinguished themselves by supporting business growth," said Simpson. "The recipient will be someone who inspires others with their business vision, leadership and achievement, and who contributes to community programs. We already know there are lots of worthy nominees in our community so now we need people to recognize them by filling out the nomination form."

To nominate a business or business person, or to purchase tickets (\$80.00 +GST) to the awards evening (Thursday, October 29 at Cascades Casino Resort), please visit www.langleychamber.com or call the Chamber office at 604-371-3770.



Ten Steps to a Successful Tech Investment

Courtesy of Business Development Bank of Canada

Before making a technology purchase, entrepreneurs should do their homework. Many major IT implementations such as introducing a new ERP system can go off the rails because the product isn't a good fit with a company's needs.

The risks are also increased by the large number of products competing for your dollars. Follow these 10 steps to help ensure your tech purchase turns into a profitable investment—not a money pit. If you lack the required expertise, hire an experienced independent consultant to advise you.

1. Prepare a strategic plan for your business if you haven't already done so. The plan should include a vision for the future and an action plan for achieving it.



2. Make a list of problems with your current operations and technology solutions. Identify perceived opportunities for improvement.

3. Create a "needs assessment" for new technology systems. Be sure to base it on your strategic plan and to include implementation needs, such as employee training and any needed re-engineering of business processes.

4. Assess potential costs and available resources, keeping in mind that you will have to maintain your systems and update them in the coming years.

5. Use your needs assessment to create a request for proposals to send to vendors. Be sure to

consider smaller players, not just major suppliers.

6. Score how well vendors meet each requirement, and determine the total cost of ownership of each proposal, including costs for licensing, professional services and maintenance. Get more information about the vendors by seeking references from other companies.

7. Invite your top picks to present their products. Provide them with a "demo script" covering the requirements they must address during their presentation.

8. Involve employees throughout the process to help ensure their needs are met and that they take ownership of the new system.

9. With employees' help, develop an action plan for implementing the technology you choose.

10. Monitor implementation and impacts.



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Get More from Your Chamber Membership with Member Deals!

Members now have the opportunity to post their sale, discount or one-time offering online for potential customers/clients. Using the Chamber's Member Portal, members can upload logos, photos, flyers and choose their start and end date. Members can also indicate whether the deal is for everyone or just fellow Chamber members. This is an exciting op-



portunity to encourage Member-to-Member transactions and the shop local movement. Sign up for the Member Deal Newsletter to be alerted when a new deal is posted. For more information or to obtain your username and password for the Member Portal, contact the Chamber office at 604-371-3770 or info@langleychamber.com

MARK YOUR CALENDAR! Upcoming Chamber Events

June 3	July 21
Monthly Mingle at Sammy J's Grill & Bar	Save the Date: Summer Dinner Meeting
June 11	July 21
Golf Tournament	Save the Date: Lunch & Learn
June 16	October 29
84th Annual General Meeting	Business Excellence Awards
June 17	For event and registration details: www.langleychamber.com
The "Magic Profit Formula" Every Business Owner Should Know	events@langleychamber.com
Lunch & Learn	604-530-6656
June 25	
Langley Rams Open Late for Business	

COMING SOON

Chamber of Commerce New Office Open House

Park'n Fly Discount at YVR

Canada's only national airport parking company, Park'n Fly offers Chamber Members exclusive, lower than web rates which can be used for both leisure and business travel. Chamber Members that travel frequently can register online to expedite their service and receive the discount automatically every time they park with Park'n Fly, additional services are included with rewards program. Valid at the Vancouver International Airport location only. Contact the Chamber office at 604-371-3770 for information on how to receive your first two days of parking for free!



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JANE FEE, Kwantlen Polytechnic University

TAMMY REA, TD Canada Trust

GARTH WHITE, Industrial Real Estate Broker

SHERRI-LEE WOYCIK, Social Media Minder

New Member Spotlight

Please Join us in welcoming the newest Chamber members!

Pictured with Membership Coordinator Aaron Blokzyl:

The Medicine Shoppe Pharmacy
Langley and Wild Wing Langley. Not pictured are Exell Power Services Ltd., Honeycomb Creative and Shred-it.



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

TEE TIME!



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One of the trickier decisions many entrepreneurs face is choosing between buying and leasing their place of business.

There are advantages and disadvantages to both options and, like much else in business, the decision requires lots of analysis and planning.

BDC area manager Jean-Philippe Ménard says a well-financed property purchase can free up working capital that can then be used to build the business.

"It's about balancing growth with cash flow," says Ménard, who is based in BDC's office in Longueuil, just south of Montreal. "At BDC, we often finance those kinds of purchases because we want to make sure our clients will have enough working capital to grow."

Because of low interest rates, many entrepreneurs have decided to buy in recent years and have seen considerable market appreciation. Besides making a good investment, they benefit from the freedom of not having to deal with a landlord when it comes to rent increases or leasehold improvements.

However, Ménard cautions that "there's a wake-up call coming" for some entrepreneurs, in the form of rising interest rates. He notes that many younger businesspeople have never experienced the costs that come with higher rates.

And the possibility of higher rates isn't the only reason to think twice before buying.

Real estate owner and manager Guy Lever recalls lending money to a client to buy a property that the entrepreneur thought was a great deal.

Unfortunately, he ran into a variety of cost overruns while trying to renovate the space to suit his purposes. "In the end, the company was almost on the verge of bankruptcy," says Lever, who has 30 years of real estate investment experience.

Lever, whose real estate holdings include an office building in the Montreal area for which BDC provided the first mortgage, offered



several examples of circumstances when it can make sense to buy. Among them are the following.

- You are generating ample cash flow and have a stable business.
- You need to make a lot of leasehold improvements. "If a manufacturer, for example, needs to invest \$1 million in leasehold improvements in a building they can buy for less, it makes sense to buy the property."
- You have real estate experience or are willing to hire someone to manage your property. "Real estate is a business in itself," Lever says. "There's a learning curve that you just can't acquire overnight."
- You're in an industry with specific technology or security needs.

On the other hand, Ménard offered examples of situations where it can make sense for entrepreneurs to lease. Among them are the following.

- You're running a start-up. "Start-ups are often unable to commit a lot of capital to a building, so they will most likely go for a lease."
- Your business does not have precise space needs and can thus use almost any leased premises.
- Your business is growing and you can't forecast short-term space needs. "If they buy a building that has already maximized its full potential, they will not be able to grow."
- You can move to new premises without much difficulty, if necessary. Ménard points out that some entrepreneurs don't want to make a long-term commitment to a location. But he cautions that flexibility can work both ways: A landlord can refuse to renew a lease once it expires. That forces businesses to relocate, with all the costs associated with doing so.
- You don't have enough working capital to both grow your business and buy a property.