

MARCH DINNER MEETING

Tuesday, March 17, 2015

Cascades Casino Resort Ballroom
20393 Fraser Highway, Langley

Langley Leadership Panel



Come learn what your elected officials are doing to improve the Langleys! With special guests:

Mark Warawa, M.P., Langley

Honourable Rich Coleman, Deputy Premier, Minister of Natural Gas Development, Minister Responsible for Housing, MLA Fort-Langley – Aldergrove /

Honourable Mary Polak, Minister of Environment, MLA Langley

Jack Froese, Mayor of the Township of Langley

Ted Schaffer, Mayor of the City of Langley

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

ATTENTION ALL NOT-FOR-PROFIT ORGANIZATIONS

Register for this Dinner Meeting and get a complimentary ticket to the Chamber's Not-for-Profit Networking Hour! Contact Jaclyn Van Den Berg at 604-530-6635 or events@langleychamber.com for more details!

RESERVATIONS REQUIRED BEFORE 5:00 PM ON FRIDAY, MARCH 13th

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, March 16, 2015.*

TO ADVERTISE IN THE CHAMBER VOICE, PLEASE CONTACT:



Barb Sytko

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Chamber office moving to larger facility

On behalf of the Board of Directors I wish to advise the membership that we have sold our Chamber office on Glover Road in Langley City, and that we are in the process of purchasing a larger, more suitable space in new facilities at 80th Avenue and 199th Street.

This is part of our long range plan for the succession of our organization. The new space will allow for expansion of our staffing levels in the future, provide better meeting space for our committees, the Board of Directors, other events, and improve safety for our staff. The Board considered alternative options of purchasing versus leasing space and agreed that it was preferable to reinvest its resources in real estate.

The Board has issued a Request for Proposal to members for the construction of leasehold improvements right away to ensure occupancy in early May. We look forward to inviting all members to view the new facilities at a special open house to be planned in the Spring. I would especially like to recognize the contribution of time and expertise of our Board and task force members to expedite both the sale and purchase of the properties.

I also am pleased to announce that the Board has exercised its authority to appoint a member to the Board to fill the vacated Director's position. We welcome the assistance of Garth White, Industrial Real Estate Broker, to assist us through the property sale and purchase processes. Garth has joined as a Director-At-Large until the next AGM to be held in June 2015.

During the recent election campaigns and transportation debate, the Chamber has expressed our preference for mobility pricing as an efficient way of funding transportation and transit throughout the lower mainland region. There have been questions about "what is mobility pricing and how does it work?" The Chamber is promoting mobility pricing as the most appropriate funding model and we believe the government, along with transportation planners, should develop the specific implementation plan. A regional mobility pricing strategy would break the region into



zones similar to the transit system. The users of the major road network would be charged a reasonable fee or toll to travel through the zones as opposed to tolling specific pieces of infrastructure. This would be a true 'user pay' method whereby the cost would be attributed to the use of the full network, not an inconsistent tolling of specific bridges or tunnels. This system would also provide other benefits. It would not penalize residents travelling within their zone of residency to/from school, appointments, family activity and therefore would encourage more local shopping. It would provide a mechanism for traffic demand management by allowing fees to be modified to encourage travel in non-peak hours. For instance, trucks could be permitted to travel through the later evening or night hours for reduced rates thereby decreasing the congestion on the roads and infrastructure. Casual drivers could opt to travel in non-peak hours to avoid a rush hour premium. Mobility pricing has been used in other major centers throughout the world with great efficiency, and we are pleased that the mayors' council has indicated their commitment this option. The explanation I have given is simplistic but hopefully provides you with a better understanding of the process. We continue to urge the Mayors' Council to work with the Province to take concrete steps to commence the plan for implementation to ensure this commitment is a reality in the near future.

On the advocacy front, the Board will focus our efforts for the remainder of this term on some key issues:

- We will work with other lower mainland Chambers to encourage our municipalities to expand the Inter-Municipal Business Licenses to cover the entire region and broaden the scope beyond construction related businesses.
- Through the BC Chamber we are working on policies to change the Property Transfer Tax, improve safety measures concerning shipment of oil by rail, implement online voting in provincial and municipal elections, and ensure enforcement of duty collection at the Canada/US Border Crossings to maintain competitiveness.
- As our draft resolutions are completed they will be posted on the Chamber website and highlighted in the newsletter.

continued on next page



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Get Ready to Take a Swing with the Greater Langley Chamber of Commerce Golf Tournament!

Sponsorship opportunities are now available and golfer registration is open



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The Greater Langley Chamber of Commerce will be hosting its hugely popular Golf Tournament on Thursday, June 11, 2015 at the beautiful Pagoda Ridge Golf Course in Langley. This is a fantastic opportunity for your business to be a part of one of Langley's premier golf tournaments.

This tournament is professionally organized, caters to the wants and needs of golfers of all skill levels, and it is a terrific way to meet the men and women of our business community.

"We are excited to host the Chamber tournament once again at Pagoda Golf Course. Golfers are guaranteed to have a wonderful time at the tournament," said Chamber President, Kristine Simpson, "Also, being an event sponsor is a fantastic opportunity for quality Langley businesses to showcase their services to other local business men and women."



The cost to golf is \$199.00 + GST per golfer and includes a tailgate brunch, shared power golf cart, 18 holes, gourmet BBQ dinner and prizes!

Available Sponsorship Opportunities ...

- Power Cart Sponsor
- Tailgate Brunch Sponsor
- Dinner Sponsor
- Golfer Goody Bag Sponsor
- Heads or Tails Sponsor
- Birdie Sponsor
- Hole Activity Sponsor
- Hole Contest Sponsor

To register as a golfer or for more information on the sponsorship opportunities please visit www.langleychamber.com or contact:

Jaclyn Van Den Berg, Events & Communications Coordinator

p: 604-530-6656 / e: info@langleychamber.com

See you on the course!

The Group Retirement Solution



As a business owner you understand the importance of attracting and retaining valuable employees. Knowing your

employees are your key competitive advantage, a group retirement savings plan helps businesses like yours be competitive and take care of your employees' future financial needs.

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Key Benefits to Your Employees:

1. Award winning enrolment education material and industry leading segments.
2. Secure website featuring education and support tools.
3. Direct payroll deduction – immediate tax relief.
4. Low investment management fees.

For more information please call Schmidt & Funk Financial Services, the Greater Langley Chamber of Commerce's Group Insurance Partner, at 604-514-3347.

President's Report – continued

from previous page

In March, the Chamber is proud to work with the Franklin Covey Institute to bring a high quality 5 Choices to Extraordinary Productivity Workshop to Langley. I have had the opportunity to participate in this program in January and can attest to the value of the information provided to assist with managing business more effectively and efficiently. I know we all have busy days, but this program truly helps you to

assess your habits, rethink how you plan your priorities, and consciously be more effective in your execution.

The future improvement in productivity will exceed your time and money invested in this workshop. For information on workshop sponsorship opportunities or to register, please contact the Chamber Office 604-530-6656.

*Kristine Simpson
President*



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Put the Spotlight on Your Business with the Chamber!

The Greater Langley Chamber of Commerce offers a variety of event sponsorship opportunities throughout the year to showcase your company's brand and strengthen your reputation in the business community.

From our high-profile speaker luncheons, to our annual Golf Tournament, to our monthly networking events, there are a multitude of sponsorships available to our members to increase their exposure. Chamber sponsorships are offered at various price points and provide a host of benefits for your business.

Here are 3 great upcoming sponsorship opportunities with the Chamber:

Thursday, March 19, 2015

1. Franklin Covey Workshop Sponsor - "The 5 Choices to Extraordinary Productivity"

The 5 Choices helps increase the productivity of individuals, teams and organizations. Participants understand how to make more selective, high-impact choices about where to invest their valuable attention, energy and time.

Sponsor Investment: \$1,000.00 ~ 4 Opportunities

Tuesday, April 21, 2015

2. Peter Legge Presents at the April Chamber Dinner Meeting Sponsor

Back by popular demand! Internationally acclaimed professional speaker, bestselling author, motivational speaker, community leader and Chairman & CEO



of Canada Wide Media Limited, Peter Legge will be presenting at the April Chamber Dinner Meeting on his latest book, "Lunch With Joe", which chronicles the life of the legendary Joe Segal. Each Dinner Meeting guest will receive a copy of the book.

Sponsor Investment: \$1,000.00 ~ 2 Opportunities

Thursday, June 11, 2015

3. Langley Chamber Annual Golf Tournament Sponsorship Invitation

The Greater Langley Chamber of Commerce Golf Tournament is a fantastic opportunity for your business to be a part of one of Langley's premier golf tournaments. This tournament is professionally organized, caters to the wants and needs of golfers of all skill levels, and it is a terrific way to meet the men and women of our business community.

Sponsor Investment:

Power Cart Sponsor - \$2,300.00

Tailgate Brunch Sponsor - \$1,900.00

Dinner Sponsor - \$1,600.00

Golfer Goody Bag Sponsor - \$1,200.00

Heads or Tails Sponsor - \$800.00

Birdie Sponsor - \$750.00

Hole Activity Sponsor - \$500.00

Hole Contest Sponsor - \$150.00

For more information on the above opportunities, or to explore other options, please contact Jaclyn Van Den Berg, Events & Communications Coordinator, at 604-530-6656 or events@langleychamber.com. Or visit www.langleychamber.com for a complete list of promotional opportunities and events.



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MARK YOUR CALENDAR! Upcoming Chamber Events

March 4
U40 Monthly Mingle

March 17
Langley Leadership Panel
Dinner Meeting

March 17
Not-for-Profit
Networking Hour

March 18
How to Protect
Your Langley Business
Lunch & Learn

March 19
FranklinCovey Workshop:
The 5 Choices to
Extraordinary Productivity

March 24
Networking Open House:
North Langley

March 26
Open Late for Business

April 9
Networking Open House:
Aldergrove

April 15
Abbotsford
Business Showcase

May 6
Volunteer Recruitment,
Recognition and
Retention

May 27
Risk Management:
Protecting Your Volunteers
& Organization

June 11
Golf Tournament

October 29
Business Excellence
Awards

**For event and
registration details:**
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New Member Spotlight

Please Join us in welcoming the newest Chamber members!

Pictured: (Back row) Jeremy Bergen Inc., Canadian Horizon Land Investments Corp., Pharmasave Langley City, The Garry Reimer Group, Arbutus Funeral Service Inc. (Front row) The Passionate Home, Kilimanjaro Bookkeeping Services, Liberty Wine Merchants Langley, Pharmasave Langley City, Diamond Bar Equipment and Garth White - Industrial Real Estate Broker



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

Five Tools to Keep Up-to-Date on Industry News

Courtesy of Small Business Accelerator Blog ~ www.sba-bc.calblog

If you are an aspiring small business owner or entrepreneur, you probably are diving in head first into secondary market research. The time you spend finding

quality resources is very valuable, but with all of the resources consulted and the time devoted to the research, it is easy for keeping up-to-date to fall off the radar once you have a business plan in place.

After you have done your research, don't lose out on the value you have just created – organize the resources that are important to your new business venture to stay up to date even after your business has been launched. By continuing to stay informed with ongoing market research, you can understand what bumps may be ahead, or a new consumer trend to incorporate in your marketing strategy. There are many helpful applications available that allow you to quickly scan headlines from various sources so you can be informed and mind your busy schedule. Here are some great tools to organize your information:

Flipboard

www.aboutflipboard.com

This application focuses on graphics and



visuals with the goal of allowing you to create a personalized magazine. You have the option of following other users who curate content relevant to you, and you can alternatively make your own magazine as public or private as desired, with functionality to sync with your social networking accounts.

Feedly

www.feedly.com

This application is visually appealing with a balance of text. The interface allows you to deliberately move from one resource to another, or view a summary of all feeds. It also helps you to find content based on your current library, so you can continue to seamlessly develop your list of quality industry resources.

Pocket

www.getpocket.com

If you find yourself wanting to read something later while offline, particularly if you are in a rural area with unreliable data service, Pocket is a fantastic way to save it for later. It works with any online content that you find, so it works well if you consume lots of different media types, including podcasts, videos and articles.

Watchup

www.watchup.com

If you prefer to consume video content,

this app brings together video sources of news content and plays them seamlessly. If you are a multi-tasker (who isn't nowadays?), it is a great way to absorb the news while still focusing on the other aspects that are necessary to running your small business.

NewsBlur

www.newsblur.com

Newsblur aggregates your selected RSS feeds and allows you to organize them however you'd like. A unique feature of NewsBlur is the ability to train it on your

preferences, letting the app know what aspects of the article you like and don't like, so you don't get overloaded with content when you log in.

All of these providers offer a tutorial video or demo to play around with, so find one that feels right and start organizing the great resources you've compiled on your industry. By staying connected to industry publications, make your initial endeavor into secondary market research a source of lasting value for your new small business.

Langley RCMP Business Link Program

A proactive approach to crime prevention for the business community

The primary focus of the Langley RCMP Business Link Program is to educate business owners about crime prevention strategies that can result in decreased criminal activity. Three elements make a crime occur: criminal, victim and opportunity. By removing just one of these elements, a crime cannot occur. A criminal looks for opportunities that require the least amount of effort, the lowest risk, and highest gain.

What does the Business Link Program offer? Free information sessions on loss prevention, counterfeit currency, fraud, robbery prevention and personal safety. Free doorway height strips to help you determine a person's approximate height. And a free security assessment of your business.

If you are interested in joining this program or have questions, please contact Dianne Robinson, Business Link Coordinator, at 604-532-3210.



THE **5 CHOICES**
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Thursday, March 19, 2015

The 5 Choices helps increase the productivity of individuals, teams and organizations. Participants understand how to make more selective, high-impact choices about where to invest their valuable attention, energy and time.

Registration: 7:30 am ~ Workshop: 8:00 am to 4:00 pm
Cascades Casino Resort (20393 Fraser Highway, Langley)

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