

MAY DINNER MEETING

Tuesday, May 19, 2015
Cascades Casino Resort Ballroom
20393 Fraser Highway, Langley

Policing in Langley



Officer in Charge, RCMP Superintendent Murray Power will address changes that Langley RCMP has made to be more cost efficient, the positive things that are happening due to community engagement and how citizens need to remember that mental illness is not a crime.

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

RESERVATIONS REQUIRED BEFORE 5:00 PM ON THURSDAY, MAY 14

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 Friday, May 15, 2015.*

TO ADVERTISE IN THE CHAMBER VOICE, PLEASE CONTACT:



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PRESIDENT'S REPORT

Chamber move wrapping up – busy time ahead

It was 19 years ago that then President Howard Reisch of BDO Dunwoody gave a brief welcome speech at the grand opening of the Chamber facilities on Glover Road. At that time, he congratulated the Chamber and its members for the “finishing, perfecting and forging of the appropriate and state of the art Langley Chamber of Commerce Headquarters.”

That location has certainly served the Chamber and the community well, however over the years the Langleys' demographics have changed and increased development has resulted in the business and financial centre relocating to other areas.

As I reported last month, the Board of Directors has been successful at selling our facilities and purchasing larger and more suitable space in the RDG Centre located at 8047 199th Street. We were able to complete the purchase with the proceeds of the sale of the Glover Road facilities and reserves that have accumulated for this purpose which will help to keep any required dues increase to a minimum. Our contractor, Dennis Martini of Martini Construction, has had his crew working diligently to complete the improvements at our new location in time for relocation on May 1. We look forward to inviting our members to celebrate with us at a grand opening.

Next month we have a delegation of Board representatives and staff registered to attend the BC Chamber AGM in Prince George where we will introduce and seek support of the delegates for policy resolutions to be lobbied to the provincial and federal government.

We will renew our policy calling for changes to the Property Transfer Tax to increase the 1% threshold consistent with current average house prices and make annual adjustments to the 1% threshold and First Time Home Buyers Exemptions using Stats Canada New Housing Price Index.

For the past number of years a focus of the Greater Langley Chamber of Commerce has been to increase the voter turnout. The most recent provincial and municipal elections and the polling information so far in the transportation plebiscite indicate a very poor rate of participation. We are certain that the introduction of Online Voting would provide greatly improved access for voters. Our resolution recommends implementation of electronic ballots for the 2018 municipal elections.



A consistent pattern of non-collection of taxes and duties at the Canada/US Border creates a further incentive for residents to choose cross border shopping. This puts Canadian retailers at an unfair disadvantage and results in significant economic loss to border communities. We are therefore introducing a resolution recommending that the Federal government provide the appropriate resources to allow for the consistent collection of taxes and duties at all border crossings in accordance with enacted duty-free limits without unduly impacting the commercial traffic flow.

In partnership with other lower mainland Chambers of Commerce, we are creating a lobby kit to encourage Municipal Councils to consider expanding the Inter-Municipal Business License programs to include all municipalities within the Metro Vancouver/Lower Fraser Valley Region and explore options to broaden the scope of the licenses to provide access for a wider variety of mobile businesses.

Finally, the Board of Directors is studying the recent proposal to change provincial electoral boundaries and potential impacts. The proposal for Langley would be for introduction of a third riding and realignment of existing ridings that would cross municipal boundaries and include various sections of Abbotsford. We are examining the proposal to determine whether it would pose challenges for our MLAs who would be required to work with two different regional districts, multiple municipal Councils, school districts, policing and First Nations. We will advise our members if there are concerns and of any presentations we feel should be made to the Boundaries Commission in this regard.

Kristine Simpson, President

Greater Langley Chamber of Commerce

Notice of 84th

ANNUAL GENERAL MEETING

Tuesday, June 16, 2015

Networking from 5:00 pm to 6:30 pm

Dinner, presentations and voting to follow

Cascades Casino Resort Ballroom (20393 Fraser Hwy, Langley)

Cost: Members: \$35.00 + GST / Non-Members: \$50.00 + GST

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Call for Nominations: Chamber 2015/2014 Board of Directors

In June the term of office for the 2014/2015 Board of Directors will be complete. The nominating committee has begun the search for individuals who are interested in letting their name stand for election to the Board.

The strength and effectiveness of the Greater Langley Chamber of Commerce is due to the effort and dedication of our members. Together we have grown to be one of the largest and most active Chambers in the Province, and through our advocacy efforts we will continue to be the Voice of Business in our community, in the Province and across Canada.

Nominations for the offices of Vice-President, Aldergrove Community Director and 4 Directors-At-Large will be accepted from members in good standing, and must be delivered in writing to the office no later than 5:00 pm Monday, June 8, 2015. Only members in good standing are eligible for nomination, and the nominee must consent to the nomination.

Candidates for election to the Board of Directors should:

- Be prepared to commit 10 to 15 hours per month for Chamber work, including attendance at Board Meetings

(2nd Tuesday of the month from 4:30 pm – 6:00 pm), monthly Dinner Meetings (3rd Tuesday of the month from 5:00 pm – 8:30 pm), Chamber events and Committee Meetings.

- Be aware of the financial commitment that a Board Member has. The expenses incurred for the annual retreat, board and executive meetings, dinner and luncheon meetings are all the responsibility of the individual member.
- Be able to speak and vote on behalf of the business member they represent.
- Be available to attend the 2015/2016 Planning Retreat Friday, June 26, 2015.
- Be free of heavy commitments in other organizations which could possibly involve a conflict of interest.
- Be self-motivated and have the ability to lead other people in challenging work projects.

For more information or a for a nomination form, please contact Executive Director Lynn Whitehouse at the Chamber office at 604-530-6656.



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TEE TIME!
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Tee Off: 11:00 a.m. • Format: Texas Scramble
Price Per Golfer: \$199 + GST
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For more information on participating or sponsorship opportunities, please contact the Chamber office at
604.530.6656
or email events@langleychamber.com
WWW.LANGLEYCHAMBER.COM

MARK YOUR CALENDAR! Upcoming Chamber of Commerce Events

April 9
Aldergrove Networking
Open House

May 19
Policing in Langley with
RCMP Superintendent
Murray Power
Dinner Meeting

May 20
How to Sell to the 4
Personality Styles of
Buyers Lunch & Learn

May 27
Risk Management:
Protecting Your Volunteers
& Organization Workshop

May 28
Open Late at
Deloitte LLP

June 3
Monthly Mingle at
Sammy J's Grill & Bar

June 11
Golf Tournament

October 29
Business Excellence
Awards

For event and
registration details:
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Canada-BC Job Grant helps with training costs

The Canada-BC Job Grant (CJG) is an innovative cost-sharing program that helps employers offset the cost of training for new or current employees by sharing the cost of employee training with BC employers.

Employers can receive up to two-thirds of the cost of training for current and future employees, up to a maximum government contribution of \$10,000 per year for each employee. For example, if an employer is seeking training valued at \$1,500, the grant will reimburse \$1,000 of the cost of training.

Who Can Apply?

Both private businesses and non-profit organizations can apply to the CJG. Your organization must be legally allowed to operate in BC and be in good standing with the provincial government.

Employers can send themselves and/or their staff for training directly related to their business or for general business skills training (ie. accounting, marketing, etc.). All participants must either be a Canadian Citizen or a

Permanent Resident.

How to Apply

To begin your application, please visit <http://chamberlearningnetwork.com/canada-bc-job-grant> to complete the Preliminary Employer Information Form.

Why Apply for the CJG?

Training and professional development are invaluable to a successful business. Keeping up to date on both business skills and industry specific training is a great way to keep your business, and your employees, performing at their best.

Questions?

If you have any questions regarding the CJG or the application process, please feel free to contact the BC Chamber of Commerce at 1-778-410-2324 and they'll be happy to help.



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To set up new services for your office, please Contact Chantelle Bowles at the Chamber office (604-530-6656 or info@langleychamber.com) to request an application form.



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WHO'S WHO at the Chamber

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PRESIDENT ~ Kristine Simpson, BDO Canada LLP
VICE-PRESIDENT ~ Scott T. Johnston,
Campbell Burton & McMullan LLP
SECRETARY-TREASURER ~ Paul van Koll, Deloitte LLP

COMMUNITY DIRECTORS

LANGLEY CITY ~ Mike Morrison, Envision Financial
NORTH LANGLEY ~ Rick Barnett, Valley First Aid Ltd.
ALDERGROVE ~ Scott Waddle, Precision Auto Service Ltd.
SOUTH LANGLEY ~ Kris Mohammed, Sun Life Financial

DIRECTORS AT LARGE

CLAUDE CHOQUETTE, Audacious Living Inc.
BRIAN DOUGHERTY, Horizon Landscape Contractors
JANE FEE, Kwantlen Polytechnic University
TAMMY REA, TD Canada Trust
GARTH WHITE, Industrial Real Estate Broker
SHERRI-LEE WOYCIK, Social Media Minder

THE VOICE OF BUSINESS

New Member Spotlight

Please Join us in welcoming the newest Chamber members!

Pictured: (Left to Right):
ITO Solutions Inc., GAP Communications Ltd., Paradise Building Maintenance, and Optimal Roofing Systems Inc.

Not pictured: Artful Dodger Pub, Entertainment Publications, HUB Surface Systems, Moody Ales, NDM Logistics, Norlang Auto Repair, Odin Xavier, Pacific Coast Interiors and V A R Industries Ltd.



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

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Get Healthy in Langley, Township urges

The Township of Langley would like to give back to you for doing business in our community. If you are employed within, or have a business within the Township of Langley, you are eligible for a reduced rate Corpfit pass to the Township of Langley community recreation centres. With this contract free pass, you will have access to five fitness

centers with a full range of cardio and strength equipment, two aquatic facilities, along with 90+ drop-in fitness classes every week and 35+ drop-in aquatic fitness classes!

Complete and submit an application form, available at any Township of Langley recreation centre, and once approved, you will be eligible for a

discount of up to 45% off a three month or one year pass. A minimum of three employees from the same business must register in order to receive the Corpfit discount.

For more information, visit any of our recreation centres, or contact our Community Health and Fitness Programmer, at 604-533-6012.



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7 Top Tips for Reducing Expenses in Your Business

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

Maintaining tight control over both fixed and variable expenses is an essential part of maximizing cash flow and profits in your business.

There are a variety of tactics entrepreneurs can employ to rein in expenses and prepare for unforeseen costs that crop up over the course of the year. BDC Consulting Partner John Brison offers several suggestions to better control expenses.

1. Make a plan

You need to evaluate where your business is now and where you want to take it in the future. A well thought-out road map is essential to properly forecast expenses and provide for contingencies.

“For instance, if you intend to pursue a new market next year, you have to build the related expenses into your forecast,” Brison says.

2. Track expenses diligently

You have to understand your historic costs before planning for the future. This requires gathering data in an effective and efficient way.

“Tracking your costs shouldn’t be an afterthought, it needs to be

an integral part of your ongoing operations,” Brison says.

3. Benchmark against your industry

Establish metrics that are meaningful to your business and comparable to those used by other companies in your industry. “If you see you’re spending more in certain categories, then drill down, investigate why and take appropriate action to reduce those costs to industry norms.”

4. Manage variable costs

Look at your company’s past variable expenses and calculate what percentage of sales they represent. Historic percentages provide both a good indicator of potential future costs and a benchmark to use in keeping those costs in line with selling activity.

5. Get tough on fixed costs

People tend to become complacent about fixed costs because they are generally recurrent and often reflect long-standing relationships with suppliers. But you should periodically test the market to see if you can get a better deal from competing suppliers.

“It’s good practice to get two or three quotes regularly,” Brison says. “Whether it’s by putting out a request for proposal

(RFP) or a less formal method, it’s important to send out the message that you are always watching your costs.”

6. Invest in technology

Explore new technologies that may help your business improve efficiency, increase productivity and reduce costs. For example, many companies are now using cloud computing systems as opposed to in-house hardware that can be relatively expensive to buy and maintain.

7. Offer incentives to staff

Make people accountable for costs and establish appropriate rewards for employees who find ways to reduce expenses. This helps to create a zero waste culture within your organization. It also helps motivate staff members charged with implementing expense-reduction initiatives to stay on task and be creative.

“I like to explain overall expense management in three Rs: Research, review and respond,” Brison says. “It basically boils down to careful planning (research), making tweaks and adjustments as they’re needed (review) and rolling up your sleeves to do the necessary and ongoing hard work to achieve the plan (respond).”