

SEPTEMBER DINNER MEETING

Tuesday, September 15, 2015

Cascades Casino Resort Ballroom
20393 Fraser Highway, Langley

BC's Liquefied Natural Gas Opportunity – Taking a “Team BC” Approach to Getting it Right



Join the Honourable Mary Polak, Minister of Environment, MLA Langley, and the Honourable Rich Coleman, Deputy Premier, Minister of Natural Gas Development, Minister Responsible for Housing, MLA Fort-Langley-Aldergrove together with Doug Bloom, Canadian LNG President with Spectra Energy, for a discussion about environmentally and socially responsible LNG development.

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

**RESERVATIONS REQUIRED BEFORE
5:00 PM ON FRIDAY, SEPTEMBER 11**

Members: \$35⁰⁰ + GST ~ Non Members: \$50⁰⁰ + GST
p: 604-371-3770 e: info@langleychamber.com
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*Greater Langley Chamber of Commerce Cancellation Policy:
Event payment is due upon registration. No cancellations,
refunds or credits after 12:00 pm on Monday, Sept. 14, 2015.*

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MARK YOUR CALENDAR!... Upcoming Chamber Events

September 2
Monthly Mingle at Earls Kitchen + Bar Langley
September 16
Lunch & Learn:
5 Simple Steps to Grow Your Email List Using Facebook
September 15
BC's LNG Opportunity Dinner Meeting
September 23
Open Late for Business at Storage for Your Life

October 7
Cloverdale-Langley City Riding
Federal All Candidates Meeting
October 8
Langley-Aldergrove Riding
Federal All Candidates Meeting

October 29
Celebration of Excellence

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



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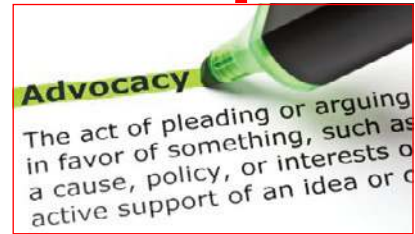
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GLCC ADVOCACY UPDATE

Enhanced Push for Intermunicipal Mobile Business Licence



The mission of the Greater Langley Chamber of Commerce is to foster a positive business environment by providing members with leadership, advocacy and services of value. Executive Director, Lynn Whitehouse, and select Board members recently submitted four resolutions at the BC Chamber Annual General Meeting in Prince George and all were successful at received support of the majority. Over the next few issues of The Chamber Voice newsletter, we will be sharing these resolutions so you can learn more about how the GLCC supports our community, and advocates on behalf of our members. If you have any questions about the Chamber's advocacy efforts, please feel free to call Lynn at 604-371-3770.

and cost-effective way for municipal governments in all of BC to operate in the short-term, and pave the way for the eventual goal a one province wide MBL.

While the Chamber has expressed concern over the lack of focus regarding a single business licence for all of BC, we recognize the fact that regional MBLs still mark a significant improvement. The benefits to local governments, business, and residents of a regional MBL model have been supported by the feedback and financial success of the Okanagan-Similkameen, Fraser Valley, and other MBL programs already in place. The Chamber believes that the benefits of these programs have been demonstrated and early concerns over loss of revenue and autonomy have been negated. The Chamber encourages the provincial government to continue the expansion of this initiative across the province, with the goal of eventually establishing a single, province wide licensing program for all businesses.



At the 2006 Union of British Columbia Municipalities Convention, then Premier Gordon Campbell challenged local governments to develop a single business licence framework, to become the first jurisdiction in Canada where businesses could operate freely anywhere in their province. The Ministry of Small Business and Revenue was charged with leading the Single Business Licence Initiative, working closely with UBCM, the Ministry of Community Services, and key stakeholders, to develop a model that streamlined business licensing processes while retaining municipalities' powers to set local standards for businesses operating within their jurisdictions.

Following initial concerns expressed by some local governments over loss of revenue and autonomy, the province moved away from the introduction of a single business licence, and began to promote regional Mobile Business License (MBL) programs. Resistance has diminished overtime as MBL programs have demonstrated value and an increase in compliance.

There are currently ten MBLs Programs, including pilot projects, in the province, encompassing 751 local governments:

- Central Vancouver Island (12)
- Cowichan Lake Area (4)
- Greater Victoria Area (13)
- Courtenay/Comox Area (2)
- Metro West Region (6)
- Fraser Valley Area (9)
- Tri-Cities Area (3)
- North /West Vancouver Area (3)
- Okanagan-Similkameen Area (19)
- Trail Area (5)

To date, the established MBL projects/pilots have been positively received by participating municipalities and several local municipalities bordering existing programs have adopted the MBL model as well, thereby increasing the boundaries within which businesses can operate under one licence.

In the absence of a single provincial business licence, implementing regional programs is a more streamlined

THE CHAMBER RECOMMENDS

That the Provincial Government works with municipalities to:

1. proactively conduct data/revenue analysis's for municipalities in defined regions to assist with implementation and creation of new Mobile Business License programs, as well as analysis of existing programs;
2. merge existing Mobile Business License programs, such as the four current programs in the Lower Mainland region, into expanded regional Mobile Business License programs; and
3. explore an expanded list of eligible mobile businesses to provide access to a broader range of sectors.

[1] The City of Surrey is part of both Metro West and the Fraser Valley MBL Program

MEMBER BENEFIT: SHAW SABEY

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As Summer Winds Down, the GLCC Gears Up for a Very Busy Fall Season

Once again, the Chamber of Commerce will focus on the federal election and try to emphasize the importance of citizens participating in the process to elect our local Members of Parliament.

For Election 2015 we will host All-Candidates Meetings for the Langley-Aldergrove Riding as well as the new Cloverdale-Langley City Riding. We will promote our "Your Vote – Your Voice" campaign and encourage our business members to become familiar with the local issues, engage their employees in the discussions, and encourage everyone to cast their vote.

Business does not have a direct vote, however business can certainly influence the process by encouraging employees and colleagues to be informed regarding the candidates' platforms and learning about issues that support a healthy business climate.

The Board of Directors wants your input regarding questions or issues to be addressed in the debates, specifically considering where it impacts business success in the City and Township of Langley. Please send your suggestions for candidates questions or advocacy issues to Executive Director Lynn Whitehouse at lynn@langleychamber.com or at 604-371-3770. You can also send us a note on Facebook or Twitter (#GLCC).



Earlier this week the Board of Directors sent a brief survey to our members seeking input with regards to the proposed twinning of the pipeline as opposed to other modes of transporting oil. Please be sure to respond to this request to ensure we have a good representation from our members on this important issue.

Next month, Vice-President Jack Nicholson, Executive Director Lynn Whitehouse and I will represent Langley at the Canadian Chamber of Commerce AGM in Ottawa, Ontario. We will present a resolution for consideration by the delegates calling for consistent collection of duties and taxes at the border. If successful, this will then form part of the Canadian Chamber of Commerce lobby to the Federal Government.

We are in the process of finalizing plans for the 2015 Business Excellence Awards Gala. This is our opportunity to celebrate outstanding businesses and business people in the Langley Trade Area at a special event on Thursday October 29 in the ballroom at the Cascades Casino Resort. This program provides an opportunity to show your appreciation to your customers, clients, suppliers or colleagues by nominating them for one of the prestigious awards! The gourmet dinner and entertainment evening is held during Small Business Month so it is a great opportunity to recognize your staff by inviting them to attend and help support our great business community. For nomination, sponsorship or ticket information please contact the Chamber office at 604-371-3770 and our staff will be happy to assist you!

*Scott Johnston,
President*



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Federal All-Candidates Meetings

Presented by the Greater Langley Chamber of Commerce and the Fraser Valley Real Estate Board
The Greater Langley Chamber of Commerce and the Fraser Valley Real Estate Board are pleased to be able to host these valuable opportunities for Langley residents and business people to meet the candidates in their riding prior to the Federal Election on October 19, 2015. These non-partisan All Candidates Meetings are free to attend.

CLOVERDALE-LANGLEY CITY

Date: Wednesday, October 7, 2015
Time: 7:00 pm to 9:00 pm
Location: Kwantlen Polytechnic University
Auditorium – Langley Campus
(20901 Langley Bypass, Langley)

LANGLEY-ALDERGROVE

Date: Thursday, October 8, 2015
Time: 7:00 pm to 9:00 pm
Location: Fraser River Presentation Theatre –
4th Floor, Township of Langley Civic
Facility (20338 65 Avenue, Langley)

Questions? Please contact the Chamber office at 604-371-3770.

How to Take Advantage of a Small Business Loan

Courtesy the Business Development Bank of Canada

You'd like to buy a new truck, redesign your website or hire an external consultant for your business. If you're thinking about using your everyday cash instead of seeking a

loan, think again. Using everyday cash for projects that aren't every day is a common mistake entrepreneurs make. This can put a lot of stress on your cash flow, especially if your business hits an unexpected bump. A better strategy is to

use a small business loan for your growth projects. Here are eight projects you can finance using a business loan.
1. Upgrade your website
Your website is your business's storefront on the Internet. Use a

small loan to optimize its design and usability to attract more visitors and convert them into customers.

2. Attend trade shows
Thinking about attending that international trade show that's become the place to be in your industry? You can use financing to make it part of your annual marketing plan. Attending trade shows can help you generate sales leads, learn about the latest market trends and build awareness for your company.

3. Upgrade your computers or purchase software
Investing in technology can boost a business's sales, productivity and profits. Making the



right investment ensures you make the most of your opportunities and run a more competitive company.

4. Initiate a marketing campaign
The business environment is more competitive than ever. That's why it's a good idea to launch a marketing campaign that will let customers know about how your unique product or

service can address their needs.
5. Develop a prototype
You have an exciting idea for a new product and your research indicates prospective customers love it. Now it's time to build a prototype. But how to pay for it? You could get a small business loan.

6. Hire a sales representative
Your company is taking off but you seem to be caught in daily firefighting and your sales are suffering. Hiring a sales pro can help your business reach its sales targets on a regular basis.

7. Buy a new piece of equipment
Equipment purchases, whether it's a piece of

machinery or a second delivery truck, can make your company more productive and profitable.

8. Hire a consultant
Research shows that the most successful companies get impartial, professional advice. An external adviser can help you get a fresh perspective on your company and competition and – ultimately – make better business decisions.

Whatever your business project, plan your financing need, shop around and compare available loan terms. When considering a small business loan, remember to look beyond just the interest rate. Flexible terms can be just as important.



2015 BUSINESS EXCELLENCE AWARDS



Nominations are now being accepted for the **19th 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 - NEW CATEGORY!
- 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!*

The deadline for nominations is September 15

The awards will be presented on Thursday, October 29 at a dinner and awards celebration in the Cascades Casino Resort Ballroom. Tickets are \$80.00 + GST each and can be purchased directly from the Greater Langley Chamber of Commerce office.

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

Is your business experiencing problems with homelessness camps, panhandling, loitering or break ins? Help is available.

The Langley RCMP is offering a tool to address such concerns – Crime Prevention Through Environmental Design (CPTED).
Upon request, an assessment of your property is conducted to identify and provide strategies to prevent crime and/or nuisance behaviours. Some of these problems may include such situations as homeless camps, panhandling, suspicious activities, break and enters, etc.
Every situation and business is different. A report will be provided to your business with suggestions concerning:
Natural Access Control – physical guidance of people coming and going from a space by the judicious placement of real

and psychological barriers. The resulting environmental cue is a perception of risk to potential offenders.
Natural Surveillance – placement of physical features, land uses, amenities, activities and people in such a way as to maximize visibility during hours of operation or 24/7 where possible. The projected environment cue of observation creates a perception of risk to offenders that they could be observed, identified and apprehended.
Territoriality – physical design projects a sense of 'territory'. Resulting environment cue is a perception of risk to offenders that this space is owned, controlled and defended.

Maintenance & Management – "Pride of Place". Projects a sense of ownership, access control and surveillance – someone cares what happens and is watching out.
A number of years ago the Greater Langley Chamber of Commerce had our office facilities assessed and we were provided with a number of simple cost-free steps we could take to make our premises less attractive to offenders. I highly recommend that all local businesses that are experiencing crime or nuisance behaviour to take advantage of the CPTED program.
For more information or to book your CPTED assessment please call 604-532-3200 and request to speak with someone in the Community Police Office.