# Membership Guide 

## 2023

## Includes 2022

## Annual Report

and message
from President

## 2023 Board of Directors



Dale Hoard President
MicroAge Technologies


Chris Auger
Trent Valley Distributors


Rakesh Parmar Export Grill/Linguine's


Christina Wallis Vice-President

Wallis Law


Mike Callaghan
Belleville Police Services


Brian Pennell Kennametal Stellite


Sandra Leslie 2nd Vice President Meta Employment Services


Heather Candler City of Belleville


Sandi Ramsay Hospice Quinte


Jeanette Cyr-Guerreiro
Treasurer
Wilkinson \& Company


Lisa Comerford
Quinte \& District Assoc. of Realtors


Susan Rowe Quinte Health Care


Anthony Callaghan Past President


Mark Kirkpatrick Loyalist College


Dean Tindale Bel-Con Design-Builders

We have proudly served the business community since 1864 and are dedicated to helping your business prosper.
We CONNECT you to other businesses and organizations and provide you with relevant information.
We REPRESENT you at all levels of government and to the community. Your story is our story, and through our Chamber resources, we SHARE and celebrate it, making sure it is heard.

## CONNECT•REPRESENT•SHARE

## Message from...

## DALE HOARD President 2023

I am humbled to be called the President of the Belleville


## CONNECT

The Mingles, Breakfasts, Dinners and any other events that we may come up with are a great way to meet and network with others in our business community. Take advantage of the discoverbelleville.com website for amazing content or Member2Member offers for all staff at your organization. Our events are fun so please come out and join us. We, as the Belleville Chamber have strong ties to our neighboring Chambers and no better example is the Quinte Business Awards which are held every year. We celebrate many of the great businesses and supporting organizations that allow commerce to thrive.

## REPRESENT

Our membership is strong in both numbers and support. Attending conferences and sponsoring resolutions and maintaining strong relationships with all elected representatives will continue to ensure your voice is present at the table. We will continue to work closely with City of Belleville staff and council to ensure that our concerns are heard.

## SHARE

Through the Canadian and Ontario Chambers of Commerce, we share the status of impending legislation as well as programs that are available to assist our members. The Chamber Chat is a very succinct way to get this information as well as future events. The Cornerstone Awards will be presented again this year. Please put forward any person, business or organization that is worthy of recognition. These stories are inspiring. Attending or sponsoring the many events that we coordinate; Waterfront, Family FunFests, Canada Day Celebrations, Holiday Parades, Festivals; are a great way to celebrate with the community we call home.

The staff of the Chamber continue to amaze me in the events we plan and host on behalf of the City for all residents to enjoy. The Maestra of these events for many years has been Susan Walsh. Susan will be greatly missed as she retires from the Cabin but she has set the foundation for the Waterfront and Multicultural Festival to continue to be recognized as on the Top Festivals in Ontario.

I owe a debt of thanks to all the Presidents and Board Members before me, in particular Anthony and Peter who had to steer the ship through the pandemic and ensured that the Chamber continued to be fiscally responsible and in the great position it is now. I am also very fortunate to have Board members with such a vast breadth of talents and experience with me and 2023 is going be another great year and I am excited to be part of it.

## YEAR IN REVIEW...

## ANTHONY CALLAGHAN Past-President

Thank you to everyone who made 2022 such a great year! After what we have gone through during 2020 and 2021, we were finally able to have a "normal" year again. People came out in droves to the City events as we had record setting attendance at both Canada Day and Waterfront. Santa Claus parade on Nov. 20th was also one of the largest we have had with 75 plus floats.


It was a very busy year for everyone at the Chamber, especially our staff. We had two successful debates for both Provincial and Municipal elections at the Empire Theatre. We also hosted and helped with many events this year including Diwali which was an unbelievable success. The amount of people at Zwick's park for Diwali may have also set a record for number of people dancing under the Lions' Pavilion. Some numbers I'm hearing are 5,000 plus!! Unbelievable!!

Advocacy on behalf of you, our member businesses, is one of our main roles at the Chamber. This year was very busy for our government affairs committee with the two elections and with the numerous meetings we have had with our elected officials at all three levels of Government. Your voice has been heard and will continue to be heard with the open channel we have with our elected officials. Please remember to bring any issues your businesses are facing we can help with to our attention.

My goal this year was to get people back together which I believe was a success. The number of people who came out to our events is proof. I also wanted to leave our Board in a stronger position then I inherited it. This I believe was also a success; look no further than the faces around our horseshoe to see how strong our current slate of Directors is. We have representation from some of our most important institutions and businesses in Belleville. I've never seen our Board or our Committees as strong and well represented as they are today. The conversations we are having and the lobbying we are doing on behalf of our Members has never been stronger.

I would be remiss if I didn't mention the upcoming retirement of Susan Walsh, our long time Special Events Coordinator. Susan has been the backbone of executing City events through the Chamber since 2006. Her event management and fundraising skills are unparalleled and her retirement will leave a big hole at the Log Cabin. Stepping into the Events Coordinator role will be Tiffany Young who started in July. She is doing great and has the best mentor possible. We have been lucky to have Susan Walsh for 15 years and we wish her all the best in a well-deserved retirement.

I have officially passed the torch over to Dale Hoard. He will make a great President and I very much appreciate all he did for our Board as VP this year.

I will still be around as Past President this year and look forward to another great year of events and celebrating our Members. .

## CONNECT • REPRESENT•SHARE

Connect to resources through community leaders, elected officials, and experts in a variety of subject matter, and information critical to the success of your business.

Your story is our story.
Your issue is our issue. We celebrate and share your success!

DID YOU KNOW?
In 2022, we celebrated
Connect to the most significant Rapid Test Distribution network in Ontario. We have provided more than 69,000 test kits to 577 local businesses.

Through you, the Chamber represents 'The Voice of Business', advocating on your behalf at all levels of government - municipally, provincially and federally.

Through feedback gathered across the Chamber network, through analysis, research and lobbying, Chambers across the country work to ensure your business has the support you need to survive and to succeed.

Your Voice is Our Voice.

Luck is preparation meeting opportunity. Oprah Winfrey

Past-President Anthony Callaghan vote on policy at the OCC AGM \& Conference.!


The Visionary, Founder, Mentor and Citizenship Cornerstone Awards, the Commuity Partner Award, as well as the Legacy and Lifetime Achievement Awards recognize the people behind the business for their contributions. We tell the story of what people like you have done and are doing to achieve success. We celebrate the wins, the risks, the teams you build, and the positive impact on the region and community.

Through events like the President's Dinner, the golf tournament and other Chamber functions, we connect you to others in this amazing network.


Be a port of the cella ration! **.

## How do we help your business prosper?

Although many thought COVID-19 would be behind us at some point during 2022, the effects of the pandemic continued to present challenges to the success of local business.

The Chamber staff, the board and committee members work
towards discovering ways to assist your business.

Breakfasts resumed in February 2022 with almost 600 people attending 7 events
We were thrilled to once again welcome members at Mingles in 2022.

## More than 570 people attended 5 events hosted by:

- Belleville Senators
- The Belleville Club
- Bell Tower Marketplace Members
- Chilangos
- Dr. Weido / Dr. Fitzpatrick
- Pet Valu
- Quinte Paint \& Wallpaper
- Quinte Business Accounting
- Shoeless Joes
- Sugar Mama's Bake Shoppe
- Shannonville Motorsport Park

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Porter Gale
featuring these guest speakers:

- MPP Todd Smith
- MP Ryan Williams Mayor Mitch Panciuk
- State of the City
- Provincial Candidates
- Mayoral Candidates
- Chief Mike Callaghan

Belleville Police Service Quinte Business Achievement

Award Winners

## Our committees strive to provide recommendations to

 the Board that consistently move the Chamber towards accountability, transparency and growth.
## FINANCE:

This committee is involved with the oversight of financial statements and ensuring the Chamber is behaving in accordance with its policies and procedures, as well as strategic discussion and policy development.

## GOVERNANCE:

This committee is involved with the documentation of the organizational operation of the Chamber through the Board. Tasks for 2023 include a full bylaw review and the preparation for reaccreditation in 2024 with an extensive checklist of activities the Chamber needs to undertake.

## GOVERNMENT AFFAIRS:

Monthly meetings are held virtually at 7:30 am, although face-to-face meetings may be warranted from time to time.

If you have any questions about the work of the committees or want to be involved, let us know.

If a monthly commitment is difficult, let us know what you are interested in, and we will work it out.

## Advocacy Wins!

## The Voice of Business!

The advocacy work of the Canadian and Ontario Chambers, backed by the strength of the Chamber network across the country, influences government decisions and policies.

Advocacy has always been the foundation of the Chamber for the purpose of representing the "Voice of Business

2022 was a year of real growth for the Chamber and with the added representation on the Board with agencies supporting solutions for change in
housing, health care and community safety, we are looking forward to extending our influence in these areas to positively impact the prosperity and economic development of our community.

In 2021, Council approved the recommendation of the committee to keep commercial development fees competitive with our neighbouring communities. In 2022 the committee also received concerns from a commercial contractor concerned about inflationary impact; the provincial hold on gas tax was directed towards this concern, among others identified by industry affected by shipping costs.

The Chamber also participated in Round Table sessions with MP Ryan Williams and MPP Todd Smith for the purpose of connecting issues to existing work and identifying gaps to solutions. Through both the provincial and municipal elections, the BCC held public debates and private breakfast events where members could meet candidates in a less formal setting.

> Your Voice is Our Voice. We advocate for you and your success.

Early in 2022, Loyalist College representative, Dr. Ann Marie Vaughan engaged the Chamber to assist with some of their government relations work and the BCC has been recognized national as a supporter of the community college system.

The BCC submitted letters of support on behalf of Loyalist College for . The Remote Worker Hub - Centre for Skilled Enterprise - Anaerobic Digestor

The BCC submitted or co-sponsored the following policy resolutions to the Ontario Chamber -Strengthen connectivity between businesses and post-secondary institutions -Supporting international student job seekers to connect to local labour markets -Addressing the carbon footprint of Ontario's post-secondary institutions

The BCC also submitted the following resolutions to the Canadian Chamber -Attracting and Retaining More International Students through Canadian Work Experience (one of the recommendations included the increase in eligible hours for international students to at least 24, which was passed through December 2022)

The BCC submitted letters of support on behalf of Shorelines Casino - Response to iGaming initiatives and negative impact on casinos

Letters of support were also submitted on behalf of the Centre for Workforce Development and Career Edge Skills Development Fund

Together with the Ontario and Canadian Chamber network we are the indispensable resource to the business community.

Other active issues we continue to support include - Incorporation of roundabouts

- Sidewalks in the industrial park
- Additional exit to Industrial park - Widening of the 401


## 2023 Membership Rates

Your investment in the Chamber of Commerce provides opportunities for programming, events, and advocacy that helps your business or organization to prosper. Pay one-time or monthly. Ask us about payment options.

| $1-5$ employees | $\$ 269$ | $126-200$ employees | $\$ 749$ |
| :--- | :--- | :--- | :--- |
| $6-10$ employees | $\$ 294$ | $201-350$ employees | $\$ 1019$ |
| $11-25$ employees | $\$ 319$ | $351-600$ employees | $\$ 1389$ |
| $26-50$ employees | $\$ 369$ | $601+$ employees | $\$ 2039$ |
| $51-75$ employees | $\$ 484$ | Retired Individual | $\$ 60$ |
| $76-125$ employees | $\$ 597$ | Not-For-Profit | $\$ 180$ |



CONNECT • REPRESENT • SHARE


## TAG US ON SOCIALS!!

The Voice of Business We are dedicated to cultivating strong connections for the business community.


5 Moira St. East P.O. Box 726 Belleville K8N 5B3 613-962-4597 Check out the 'Business Corner' at bellevillechamber.ca

