



**THE VOICE
OF BUSINESS
IN
MISSISSAUGA**

*Established in
1976*

*“Your Network for
Success”*

1447 Burnhamthorpe
Road West
Mississauga, Ontario
L5C 2S7

TEL (905) 273-6151
FAX (905) 273-4937

E-MAIL
info@mbot.com

INTERNET
www.mbot.com

MISSISSAUGA BOARD OF TRADE

In Review ***JANUARY - JULY*** ***2005***

MEMBERSHIP NETWORK

- Monthly **Volunteer Board Committees:**
 MBOT volunteer members run 10 committees covering a broad range of business topics and interests including independent business, transportation, environment, education, human resources, international trade and networking (the Ambassadors Club).
- Monthly **Good Morning Mississauga (GMM): 2nd Wednesday of the Month (Except July & August)**
 GMM is a breakfast business-networking event, organized by the Ambassadors Club, which goes on the road each month. A Board member hosts the event at their place of business. Each GMM accommodates 75 to 100 registered attendees.
- ◆ January 2005 – Mississauga Convention Centre
 - ◆ February 2005 – Four Points by Sheraton
 - ◆ March 2005 – Pearson Convention Centre
 - ◆ April 2005 – Glenerin Inn
 - ◆ May 2005 – The Garden Banquet & Convention Centre
 - ◆ June 2005 – Stage West All Suite Hotel & Theatre Restaurant
- Monthly **Business After Hours (BAH): Last Monday of the Month (Except July & December)**
 BAH is an after hours networking opportunity held in a mini-trade show format and organized by the Ambassadors Club. Member companies and individuals purchase display tables for BAH. Each BAH is hosted by a Board member at its place of business. Complimentary admission for members.
- ◆ January 2005 – Mississauga Club
 - ◆ February 2005 – Brunswick Zone Mississauga Bowl
 - ◆ March 2005 – Valhalla Inn
 - ◆ April 2005 – Delta Toronto West
 - ◆ May 2005 – Verdi Hospitality Centre
 - ◆ June 2005 – BBQ Bash at Mississauga Board of Trade
- 4 Times/Year **Members Appreciation Breakfast (MAB):**
 MAB, organized by the Ambassadors Club, welcomes new members and provides opportunities for business networking. New and renewing members are invited. 5, 10 15 & 20-year members of the Board are also recognized.
- ◆ March 2, 2005 - MBOT hosted a Members Appreciation Breakfast at the Mississauga Ram Mandir. The guest speaker for this event was Leigh Mechem, Prime Directive Inc.
 - ◆ June 1, 2005 – The Burlington Convention Centre was the venue for the Members Appreciation Breakfast with guest speaker, Holly Benson, Chief Development Officer, Riverwood Campaign.
- 3-4 Times/Year **Speed Networking:**
 Based (loosely) on the concept of “speed dating,” MBOT’s Speed Networking events are structured networking evenings where each attendee is guaranteed to have a minimum of twenty face-to-face introductions with other members. Each introduction session lasts five minutes. These events continue to sell out.
- ◆ February 2005 - East Side Mario’s
 - ◆ April 2005 - Tucker’s Marketplace
 - ◆ June 2005 - Michael’s Back Door Restaurant
- Annually **MBOT Annual General Meeting (AGM):**
 December 2005 - Board Office – The AGM consists of volunteer acknowledgements, review of audited financial statements, report of the Nominating Committee, election of Directors and introduction of the incoming President and Executive. All members are welcome to attend.

COMMUNITY DEVELOPMENT/OUTREACH

- Ongoing **Mississauga Economic Development Office & Mississauga Business Enterprise Centre:**
 Strategic alliance with City of Mississauga to achieve a thriving business sector in a healthy and secure community.
- Ongoing **Post-Secondary Education:**
 MBOT active on the Principal’s Advisory Group - established in 1996 - for the University of Toronto at Mississauga (Erindale College).

- Ongoing **Mississauga Crime Prevention Association & Inter-Cultural Neighbourhood Social Services (Mississauga):**
The MBOT is actively involved in the important community initiatives of the Mississauga Crime Prevention Association & Inter-Cultural Neighbourhood Social Services (Mississauga).
- Ongoing **Mississauga Board of Trade Scholarship in Commerce at the University of Toronto at Mississauga (Erindale College):**
In 2000, the Board of Trade completed its commitment in supporting the Scholarship Commerce Endowment Fund for the University of Toronto at Mississauga (UTM). In total, the MBOT contributed more than \$185,000.00 to the Endowment Fund and has currently embarked upon another three-year commitment in support of the UTM Student Centre.
- 1996 recipients – Catherine Sotto, Michael Clifford, Sachin Somaja and Amir Gorgi
1997 recipient – Michelle C.S. Aguilar
1998 recipient – Michael De Lellis
1999 recipients – Abid Rehman Chaudry and Shesha Miranda
2000 recipients – Claris Chan and Ruth Reyes
2001 recipients – Graziella Spagnolo & Ian Howe
2002 recipient – Dawid Górski
2003 recipient – Anubha Prashad
2004 recipient – Vinesha Ramafamy
2005 recipient – Barbara Katter
- Ongoing **Mississauga Board of Trade Healthcare Issues Committee:**
The Mississauga Board of Trade initiated the formation of a new committee dedicated to examining current health care issues. The first meeting was held on December 3, 2002. Participants include representatives from Trillium Health Centre, Credit Valley Hospital, the pharmaceutical sector, the City of Mississauga and the Mississauga Board of Trade.
- Ongoing **Choices Program:**
The Mississauga Board of Trade is supporting a new youth program, Choices, to promote healthy relationships and prevent bullying in this community. Through a federal grant and a matching financial commitment, the MBOT is partnering with Operation Springboard to deliver this program. This initiative began December 2002.

SPECIAL EVENTS

- April 2004 **Riverwood Capital Campaign:**
In late August 2001, Riverwood became the new home for the Mississauga Board of Trade (1447 Burnhamthorpe Road West). Riverwood is a historic estate built in 1919 and surrounded by 150-acres of forest and meadow. The Board has been instrumental in providing leadership in promoting and furthering the \$6.4 million Riverwood Campaign, and has been working with the City of Mississauga, the Mississauga Garden Council and Visual Arts Mississauga to develop the Mississauga Garden Park. The basic park is scheduled to open September 24, 2005, with beautiful, sustainable gardens and attractive visitors amenities (funded with your help) to follow.
All members are welcome to call (905-361-0300) and schedule a personal site tour.
- Annually **29th Annual President's Dinner:**
The 29th Annual President's Dinner was held at Delta Meadowvale Resort & Conference Center on **March 4, 2005**. Presentations included the Chairman's Award, President's Awards, along with 25-Year Membership Certificates. Last year's President, Russ McCall, decided to pay tribute to the City of Mississauga celebrating 30 years of Incorporation. The keynote address was delivered by Media Personality Garth Turner
- Annually **MBOT Membership Drive:**
The Mississauga Board of Trade held the second half of its annual Membership Drive, February 21st – 25th 2005 at the Board office. Approximately 26 Board volunteers were involved in the drive, which resulted in the addition of 62 new members. This event was sponsored in part by Bell Mobility.
- Winter 2004 **Executive Luncheon Series:**
Over a bite of lunch, enjoy the engaging discussion only a world-class speaker or business leader can generate. The **Mississauga Board of Trade** hosts high profile presenters on topics of relevance to you and your business. At only a nominal cost to members, the **Executive Luncheon Series** is a sure fire hit for you, your clients and your sales prospects.

MBOT January – July 2005 In Review

In January, The Honourable David Caplan, Minister of Public Infrastructure Renewal, delivered a keynote address discussing the proposal outlining the infrastructure renewal plan for Ontario. "Places o Grow: Better Choices. Brighter Future." This event was held at the Delta Meadowvale Resort & Conference Centre.

In May, Ms. Jessica LeCroy, The United States Consul General in Toronto, spoke on US / Mississauga relations at the Mississauga Convention Centre.

Annually

MBOT Golf Classic (July 7, 2005):

This year's golf classic was held at Kleinburg Golf & Country Club, where golfers enjoyed 18 holes of golf, lunch, dinner & a silent auction. Proceeds from this event support the Mississauga Board of Trade Scholarship in Commerce Endowment Fund and Student Centre at the University of Toronto at Mississauga.

Annually

Awards of Excellence:

The Awards of Excellence are presented to both individuals and corporations displaying excellence in the Mississauga business community. Awards, such as the Large Business, Small Business, Business Person of the Year, Exporter of the Year, Business and the Arts, Environmental Excellence and Nurturing Business: Education and Business Working Together are presented to exceptional members of the business community. The 2005 Awards of Excellence Dinner will be held **October 13, 2005** at Mississauga Convention Centre.

RESPONSIBLE GOVERNMENT

Ongoing

Golden Horseshoe Transportation Task Force:

We have hosted three meetings of the Golden Horseshoe Transportation Task Force. This special ad-hoc committee, comprised of Transportation Committee Chairs and Senior Managers from Boards of Trade and Chambers of Commerce in the Golden Horseshoe, addresses transportation issues, including cross border security, the Mid-peninsula Corridor and gridlock from the perspective of the business community.

Ongoing

Lester B. Pearson International Airport:

MBOT is active on the Greater Toronto Airports Authority (GTAA) Community Consultative Committee and participates in the Noise Management Committee. In July 2005, members of the Transportation Committee held their monthly meeting in the GTAA Boardroom, which was followed by a presentation from Steve Shaw, V.P. Corporate Affairs and Communications and a tour of the air traffic control tower.

May 2004

Ontario Chamber of Commerce AGM:

The Ontario Chamber of Commerce is the provincial organization having as members Chambers of Commerce and Boards of Trade from across Ontario. Each year, the Ontario Chamber accepts proposed resolutions from affiliated community Chambers and Boards. The mandate of the Policy Committee is to ensure that all matters to be discussed are provincial in scope, timely in importance, of high quality, and include a call for action.

The following resolutions were submitted to the OCC at the 93rd Annual General Meeting & Convention April 28 – May 1, 2005, Sarnia, Ontario:

The first policy, "Leave No One Behind: Certification for Workers with Intellectual Disabilities," was proposed by Prakash Bransod, project manager of MITE Inc. and active member of the Board's Education and Training Committee. The policy is designed to give individuals with intellectual disabilities an opportunity to gain valuable specialized training sought after by the corporate community. By having access to more training opportunities individuals with intellectual disabilities have a chance of becoming more self sustainable as well as be able to increase their contributions to the overall economic wellbeing of Ontario.

The second policy resolution was submitted by the Board's Human Resource Committee and is aimed to further promote workplace and workforce health in Ontario. The policy challenges the Ontario government to provide more incentives for businesses to create a healthy work environment that would lead to a more productive workforce.

Finally, the Transportation committee submitted the third policy in response to the gas tax funding allocated to Cities. Although the Board is encouraged with the promised 2% gas tax money cited in the provincial 2004 budget, supplementary money is needed to improve infrastructure in the City. Dedicating money solely for public transportation does not meet the needs of all city sizes. Other projects within Mississauga are greatly needed to improve the flow of goods, services and people throughout the GTA.

Sept 2005 **Canadian Chamber of Commerce AGM:**
 The Canadian Chamber of Commerce (CCC) is the largest, most influential advocate for business in Canada. Founded with the aim of creating a strong, unified voice for Canadian business and a set of values from which policies encouraging prosperity would emerge, the CCC continues to be the only voluntary, non-political association that has an organized grassroots affiliate in every federal riding. The CCC AGM will be in PEI from September 24 – 26, 2005.

BUSINESS MANAGEMENT/DEVELOPMENT

Ongoing **e-Bulletin:**
 MBOT members will continue to have access to the most up-to-date information provided by the Board, including all events and projects. The e-Bulletin is sent weekly by e-mail and is available on the MBOT website: www.mbot.com

Ongoing **Business Bulletin Articles:**
 Informational articles covering a wide range of business issues written by Committee members and other members of the Mississauga Board of Trade.

Ongoing **Business Support Service:**
 MBOT Independent Business Committee coordinates *Business Support Services*, which provides two hours of free professional advice for business members on a variety of business management issues. The service was initiated in 1991.

PROFESSIONAL DEVELOPMENT SEMINARS:

Ongoing **Industrial Accident Prevention Association (IAPA) Seminar Series:**
 In partnership with the IAPA, MBOT began a series of seminars aimed at understanding the regulations and responsibilities under the Occupational Health & Safety Act. A seminar was held in February 2005 at the Board Office.

Ongoing **President's Circle Events**
 Aimed at the CEOs and senior executives at Mississauga's larger businesses, the President's Circle events began in October 2003 with a special Mayor's Reception held at the Board Office. In June 2004, the Board hosted several CEOs at a special information session on corporate governance led by Bernie Wilson, Chair, Institute of Corporate Directors.

January **"The Art of Cold Calling" Seminar:**
 The Independent Business Committee organized a Cold Calling seminar, held the fourth week in January from 8 – 10 a.m. This is a series **for** Mississauga business, presented **by** Mississauga business. These seminars feature local speakers and center around a theme important to business owners in Mississauga. Topics included: marketing, client fulfillment and legislation.

May **What's New in Cross Border Trade**
 The International Trade Committee partnered with the Region of Halton to present a half-day seminar on new issues that affect Canadian exporters to the United States as a result of the C-TPAT. The six speaker session was informative and educational.

Ongoing **The Human Resources Manual**
 A creation of the Human Resources Committee, this multi-purpose manual was launched in late 2003 as an addition to any small and medium-sized business HR department. Topics include Owners of the manual receive e-mail updates. Included are general guidelines for Recruitment and Selection, Orientation, Training and Development, Compensation, Performance Management, Health and Safety, and Succession Management. Manuals can be picked up from the Board for \$50 (Members) and \$60 (Non-Members). If you are attending a HR Seminar, you can purchase a Manual for half price - \$25.

Ongoing **International Trade Information Session**
 The International Trade Committee holds a short series of information sessions focusing on a wide variety of topics, which have included export insurance from the Export Development Corporation and exporting opportunities in Pakistan. In May 2004, the ITC welcomed special guest, Stephen Poloz, Senior Vice-President and Chief Economist, Export Development Canada, to offer an in-depth analysis of the world economy by sector and by country, drawing out the implications for Canada's economy, exports, interest rates and the dollar. This seminar was held at the Delta Meadowvale Conference & Resort Centre.

In October 2004, the ITC will be working alongside the Canada-Ontario Export Forum, the Mississauga Business Enterprise Centre, the Economic Development Office of the City of Mississauga and Ontario Exports Inc. in marking Small Business Week with a special Q & A session on Successfully Exporting your Goods and Services.