

2017 Annual General Meeting: Dufferin Board of Trade

2016 Annual Report to Members
For the period January 1st, 2016 to December 31, 2016

May 17th, 2017



AGENDA

Dufferin Board of Trade
Annual General Meeting
May 17th, 2017
Monora Park Pavillion

Call to order	Joe Andrews
Presentation of agenda ❖ Motion to approve agenda	Joe Andrews
Presentation of 2016 AGM Minutes ❖ Motion to approve 2016 AGM minutes	Joe Andrews
Annual Report on DBOT Activities ❖ Motion to approve the 2016 Annual report ❖ Motion to approve the 2016 committee and event reports	Diana Morris
Presentation of 2016 financial statements ❖ Motion to approve 2016 financial statements	Matthew McClure
Motion to approve actions of 2016 Board of Directors Be it resolved that all acts, contracts, by-laws, and proceedings made, done and enacted by the Board of Directors, officers and staff of the Dufferin Board of Trade during the period May 18, 2016 and May 17, 2017 be hereby ratified and confirmed	Joe Andrews
Statement from the 2015/2016 Board of Directors	John Telfer
Introduction of 2017 Board of Directors ❖ Motion to approve 2017 Board of Directors ❖ Motion to approve 2017 Executive Officers	Joe Andrews
Swearing-in of 2017/2018 Board of Directors	Pete Renshaw
Statement from the new Chair of the Board of Directors	Pete Renshaw
Presentation of 2017 Budget ❖ Motion to approve 2017 budget	Matthew McClure
Other business	Pete Renshaw
Motion to adjourn official meeting	Pete Renshaw

2016 ANNUAL REPORT ON DBOT ACTIVITIES

The year 2016 was a year of progress, growth, and evolution for the Dufferin Board of Trade (DBOT). In our first full year after rebranding as the Dufferin Board of Trade we continued to support our local business community and grow our membership and presence in the region.

In January 2016, the Board of Directors along with a number of invited guests, including Dufferin County's CAO Sonya Pritchard and a representative from the Dufferin Federation of Agriculture, gathered for a facilitated planning session to look at the business climate in the region and develop a strategic plan for the organization. Following the creation of the strategic plan, the Board created the strategic action plan which was implemented throughout the year to achieve the key priorities and objectives identified. The strategic action plan saw DBOT engage with business stakeholders and municipalities across Dufferin County to help sustain and grow a strong and viable business community across the region.

Throughout the year we welcomed 21 new member businesses into our organization. DBOT hosted four marquee events and several smaller networking events that saw a combined attendance of over 600 attendees. Our organization worked to build and solidify strong partnerships and working relationships with many local and province wide business and community organizations. DBOT supported various initiatives and worked in partnership to achieve their objectives. Some of this work included the Headwaters Food and Farming Alliance Food Charter, The Golden Horseshoe Food and Farming Alliance asset mapping project, and the SWIFT project, to name a few. In August our annual golf tournament raised over \$4,200 for the Headwaters Health Care Foundation and saw the community come together to donate dozens of items for the auction.

As part of our commitment to serving operators in this region, we advocated on behalf of our members and the Dufferin business community on a wide array of policy issues that affect your business and our community. As the local connection to 60,000 businesses across Ontario, we asked the tough questions about the Cap and Trade system, pushed the Province to expand its broadband strategy, advocated to achieve government commitment to small business at Advocacy Day 2016, supported findings in the Top 3 Obstacles to small business report, and supported the formation and implementation of the OCC advocacy agenda.

The year 2016 saw the launch of the Business in the County newsletter which helped to connect our organization with its members. Fourteen editions were published in 2016 with a readership of over 600 subscribers. The Dufferin Board of Trade website was redesigned both aesthetically and in terms of utilization to improve ease of navigation and provide more information to visitors. We increased our social media presence through various campaigns throughout the year and look forward to strengthening the social connection with our members and the business community throughout 2017.

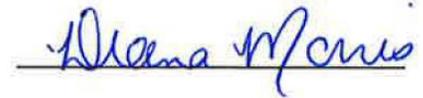
In 2016 we expanded and solidified our connections to the right organizations actively working in our community and sought to be involved in initiatives that benefit the business environment in our County.

In the present year 2017, we continue our charge; to help businesses navigate the challenges of the hyper-dynamic business environment, speaking with business owners and acting as a sounding board for the issues they face on a daily basis. Our commitment and steadfast dedication to being the voice of business in Dufferin county is unwavering. We see potential in every business that decides to call Dufferin County home and we represent the Dufferin business community around the Province and the Country believing that this truly is the best place to do business.

Sincerely,

A handwritten signature in blue ink, appearing to be 'Joe Andrews', written over a horizontal line.

Joe Andrews
2015/2016 Board Chair

A handwritten signature in blue ink, appearing to be 'Diana Morris', written over a horizontal line.

Diana Morris
General Manager

2016 COMMITTEE & EVENT REPORTS

2016 Industry Luncheon

Committee: Taunya Bailey (Chair), Bob Burnside, Henry Jansen, Margaret Janssen, Diana Morris

February 18, 2016 – We were proud to partner with The Greater Dufferin Area Home Builders association and the Rotary Club of Orangeville to present the 2016 Industry Luncheon with keynote speaker Allan Mallory. The event was held in the gorgeous Hills of Headwaters Ballroom at the Best Western Plus Orangeville Inn & Suites. Mr. Mallory spoke about leadership and living life to the absolute fullest. This exciting presentation was about embracing and working through challenges as well as exploring the skills and mindsets that allow great leaders and committed teams to achieve breakthrough performance. As always this annual event was very well received by the Dufferin business community and brought together 132 business and community leaders.

2016 Spring Member Function & AGM

May 18, 2016 – 2016 saw DBOT host its first ever spring member function in conjunction with the 2016 Annual General Meeting. Guests were treated to delicious hors d'oeuvres provided by Absolute Catering in the wonderful hall at Horizons Event Centre. Attendees had the opportunity network with fellow members and business leaders, as well as representatives from Dufferin's municipalities. Sheldon Leiba, VP Networking and Membership Relations with the Ontario Chamber of Commerce, gave the keynote address. Mr. Leiba spoke on the important role that chambers play in helping businesses to navigate the challenging business environment as well as the importance of having a strong voice on policy issues. Following Mr. Leiba's presentation was the AGM agenda motions as well as the swearing in of the Board of Directors by the Warden of the County of Dufferin, Laura Ryan. The event saw attendance of over 65 business and community leaders.

The 1st Annual Dufferin Board of Trade Golf Tournament

Committee: Sam Young (Chair), Chris Knechtel, Karen Armstrong, Matthew McClure, Nathalia Cordeau-Hilliard, Tish Saunders, Diana Morris

August 25, 2016 - the Dufferin Board of Trade (DBOT) held its first annual golf tournament continuing a proud tradition of GDACC golf tournaments over the past 25 years. The tournament was held at the Shelburne Golf & Country Club. The golf tournament, one of DBOT's four marquee networking events of the year, welcomed over seventy golfers and dinner guests who were invited to participate in the silent and live auction benefitting the Headwaters Health Care Foundation. The auctions raised \$4,207.25 for the Foundation which was presented at the Headwaters Health Care Centre. The auction items were generously donated by local businesses and businesspeople who operate in the greater Dufferin area. This event is a member favourite and provides an opportunity for networking and connection building in an informal and fun setting. The 1st Annual DBOT Golf Tournament was well received by those in attendance, and the generosity of the business community was shown in the many sponsorships and prizes donated to make the event an immense success.

2016 Dufferin Business Excellence Awards Gala

October 27, 2016 - The Dufferin Board of Trade (DBOT) hosted the Dufferin Business Excellence Awards at the Best Western Plus Orangeville Inn and Suites. The evening of celebration welcomed guests from every municipality in the County and showcased outstanding members of the Dufferin business community. A total of nine awards were presented throughout the evening; the usual eight distinguished awards were augmented this year by the presentation of the Chairman's Award. Each award was designed and handmade by Kathryn Thomson of The Art of Glass in Amaranth. Local businesses participated through many different sponsorship opportunities. Award sponsors were proud to have the opportunity to present their award to the deserving recipient. The Gala began with the Chairman's Reception featuring local hors d'oeuvres provided by the Rosemont General Store, Lavender Blue Catering, and Fromage. The guests were entertained by live music courtesy of the Humber College jazz trio of Augustine Yates, Agneya Chikte and David MacLean. The evening then moved into the Hills of Headwaters Ballroom where the guests were wined and dined with a local food inspired menu prepared by Gourmandissimo.

Business Excellence Award	Award Recipient
Sustainability	Millennium 1 Solutions
Local Economic Impact	Direct Plastics Ltd. Division of Novolex
Community Pillar	Lord Dufferin Chapter IODE
Employer of the Year	Family Transition Place
Business of the Year – under 10 employees	Hermosa Boutique
Business of the Year – 10 or more employees	Shelburne Home Hardware Centre
Young Entrepreneur of the Year	Jamie-Lee Higginson
Dufferin Business Citizen of the Year	Stacey Coupland
Chairman's Award	Ron Munro

Dufferin Women in Business

Committee: Liz Skorski (Chair), Nada St. Germain, Brenda Wartha, Elaine Traetto, Teena Avery, Tammy Schneider, Linda Amour Grant, Marilyn Jensen, Janet-Lynn Morrison, Nicole Beattie

DWIB offers opportunities on a monthly basis for women to “Build, Connect & Grow”. The DWIB committee is a group of amazing volunteers who coordinate all aspects of the events through monthly meetings. To ensure women have the opportunity to attend, events are varied between luncheons and after 5’s. This year DWIB held various events with speakers talking on business growth, stress, accounting, tips on networking and much more. This year’s topics included: Motivate Yourself and Attract New Customers, How Employer Services Can Benefit You, Business and Your Community, Value of Video for Your Business, How to Manage and Cope With Stress Naturally, Cocktails and Connect 4, Back to Business Networking Luncheon, and Powerful Communications. DWIB also hosted the 5th Annual Sparkle Awards to celebrate the sparkle in all Dufferin women in business. Four awards were presented: 2015 Woman of Influence, Mentor of the Year, Volunteer of the Year, and Networker of the Year. DWIB events in 2016 saw a combined attendance of over 300 registrants. Each event saw new faces as well as those who try their very best not to miss a single one.

Save the Dates

May 24, 2017 – Dufferin Women in Business - Decompressing the Sandwich Generation

May 25, 2017 – Dufferin Young Professionals – Building a Network

June 7, 2017 – Executing Excellence - Strategic Roundtable

June 14, 2017 – Dufferin Women in Business and Dufferin Young Professionals - Cocktails and Connect 5 Joint Event

August 24, 2017 – Dufferin Board of Trade Annual Golf Tournament

October 2017 – 2017 Business Excellence Awards

For more details on all events and to register please visit dufferinbot.ca/events

BOARD OF DIRECTORS 2017

Executive Committee	
Chair	Pete Renshaw
Past-Chair	Joe Andrews
Secretary/Treasurer	Matthew McClure
General Manager	Diana Morris (Ex-Officio)
Directors:	
Manufacturers	Tom Cunningham
Small Business	Tisha Saunders
Agri-Food	Bill McCutcheon
Tourism	Michele Harris
Creative Professionals	Matthew McClure
Construction Industry	Paul Janssen
Industry at Large	Joe Andrews
Industry at Large	Keith Lowry
Industry at Large	Pete Renshaw
Industry at Large	Nathan Hyde
Municipal Rep	John Telfer
Municipal Rep	Greg Lloyd
Municipal Rep	Ruth Phillips
County Representative	Jane Aultman
Standing Committees:	
Dufferin Women in Business	Liz Skorski
Dufferin Young Professionals	Arthur Jaworowski