



## Dufferin Board of Trade

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connecting business in

*Dufferin County*



# 2019 IN REVIEW

2019 was another busy year at the Dufferin Board of Trade full of exciting new projects and well attended events. Our first event of the year was the New Years Levee, which featured many of the newly elected mayors and councillors to the Dufferin area. The event was very well attended with over 110 local business owners registering. In February, we co-hosted a successful Industry luncheon which featured speaker Kory Jarvis, a former Olympian. In May, we hosted the 2019 version of AGM & Think Local Showcase, our Golf Tournament in August, and celebrated small business week with the Business Excellence Awards in October. The Dufferin Women in Business had another successful year of lunch and dinner events and the end of the gala awards and finished off with their ever-popular Sparkle Awards gala.

Finding a need to update our outdated CRM system, we upgraded to Chamber Master which would provide our members with access to their own online directory listings, access to register events, the ability to post jobs, and the ability to pay their invoices online. This new platform has given our members more visibility and freedom to change their own information as needed.

In 2019, in partnership with the Town of Orangeville we created the Dufferin Film & Television Office and started the Trades in Dufferin project to help encourage parents, youth, and second career-seekers to consider careers in skilled trades, while helping our local employers access the skilled workforce they need.

Diana Morris  
Executive Director

Liz Skorski  
Board of Directors Chair-Elect

# ACTIVITY HIGHLIGHTS

## Think Local Campaign

In 2019 we continued our successful #ThinkLocal campaign. This year the Dufferin Board of Trade added to the Think Local video series in which businesses in the County were spotlighted with walkthroughs of their offices and stores.

## Maximize your Membership

In 2019 the Dufferin Board of Trade continued quarterly meetings where all existing, new and potential members were invited to learn more about the Dufferin Board of Trade membership. These meetings went over key benefits that members received from their annual membership and included talks from Affinity Program Partners on the savings and benefits that could be received. Average attendance was between 6 and 10 new and potential members, who took valuable insights away from this in-depth discussion.

## 2019 New Year's Levee

On January 17<sup>th</sup>, 2019 the Dufferin Board of Trade held the annual New Year's Levee to ring in the new year. This year's Levee was held at Monora Park and was attended by over 110 guests and featured a panel of newly elected Mayors, and councillors from across Dufferin County.

## 2019 Industry Luncheon

On February 21, 2019 the Dufferin Board of Trade, Greater Dufferin Area Home Builders Association, and Rotary Club of Orangeville hosted the 2019 Industry Luncheon at the Best Western Plus Orangeville Inn and Suites. The afternoon event welcomed business leaders and community stakeholders from across Dufferin County.

The Industry Luncheon committee welcomed the event's keynote speaker, Kory Jarvis. Kory was a former Olympic wrestler and gold medal winner in the Commonwealth games. Kory shared his story of discipline and dedication in becoming a successful olympian.

## **Think Local Showcase and AGM**

On May 15th, 2019, members of the Dufferin Board of Trade and business & community leaders from across the County gathered for the Think Local Showcase & Annual General Meeting (AGM) held at Adamo Estate Winery. Local food had the spotlight as some of Dufferin's best eateries and caterers served dishes inspired by locally sourced ingredients. Guests were able to enjoy a beautiful tour of the facility and grounds at Adamo Estate Winery with Adamo staff throughout the evening. During the evening, the guests enjoyed a delicious meal which was provided by Lavender Blue Catering, Ecology Retreat Centre, Fromage, Gourmandissimo, Reid's Potatoes, Beyond the Gate and Shelburne Golf/Robins Catering. In addition to our food sponsors, we also had general sponsors who helped put on the event which included; JDC Homes, Dufferin Federation of Agriculture, Gourmandissimo, CAA, Skorski Web Design Inc., SMART Organizing & Property Management, Wicked Shortbread, and Reid's Potatoes.

## **Play Local Golf Tournament Benefitting Headwaters Healthcare Foundation**

On August 22nd the Dufferin Board of Trade hosted the Think Local Golf Tournament. A continuation of a highly anticipated tournament, the event welcomed over ninety golfers and additional dinner guests. All who were invited to participate in the silent auction and a wine wall game benefitting the Headwaters Healthcare Foundation. The silent auction items were generously donated by local businesses and business leaders. In mid-November of 2019, the Dufferin Board of Trade presented a cheque for \$3755 to the Headwaters Healthcare Foundation.

In order to create the successful tournament, we had many sponsors for each aspect of the event that made the day possible. Our sponsors included; our Event Sponsors - Marlin Travel, RJ Burnside, CCV Insurance & Financial, Avertex Utility Solutions Inc., and Orangeville Hydro. Our Wine Sponsor - Winemakers. The Hole-In-One Sponsors - Shelburne Home Hardware Building Centre and Mac Master. The Hole Sponsors - Mochaberry Coffee, Pirie & Burgess, Shawn Long, Matthew McClure, Georgian Career & Employment, Sandy Brown, Tony's Garage, Lord Dufferin Centre, Humber College, Meridian, 21 Main, GFL, and Trillium Ford. Prize sponsors - Mount Alverno, Giant Tiger, Skorski Web Design, Headwaters

Raquet Club. Our Think Local Sponsors - Country 105, MY FM 101.5, SNAPD Dufferin. Finally, our General Sponsors - Mono Arts & Graphics, ALAS Dufferin, Kaarina Dillabough, Neo Life, Nada St. Germain, RLB LLP, Karen Armstrong, and Goodison Insurance.

## Small Business Week

On October 21st 2019, The Dufferin Board of Trade received the proclamation from Warden Darren White of the County of Dufferin, proclaiming the week of October 21 – 25, 2019 as Small Business Week in Dufferin. Small Business Week is an opportunity to highlight the important contributions small businesses make to Ontario’s economy and local communities but also to bring to light the challenges faced by our small business community.

“Small business is the backbone of the Ontario economy and vital to the continued growth, success, and prosperity of Dufferin County,” Pete Renshaw, Chair of the Dufferin Board of Trade said. Over the course of Small Business Week, The Dufferin Board of Trade highlighted the contributions that local small businesses make to the community.

The celebration of Small Business Week culminated at the 2019 Business Excellence Awards Gala on October 24th emceed by Joe Andrews. The Awards recognized eight highly esteemed local businesses for their work and achievements within the County. The Business Excellence Awards celebrated the accomplishments of local businesses, business leaders, and organizations. The Business Excellence Award Ceremony was supported by many great local sponsors including; RBC Royal Bank, Carter’s Professional Corporation, Meridian Credit Union, Town of Orangeville, Georgian Career and Employment Community Services, Orangeville Hydro, and Humber College - Orangeville.

Small businesses are fundamental to Dufferin’s economy making up 98 per cent of Dufferin’s businesses. Small businesses employ over 3 million Ontarians and account for over two-thirds of all private sector workers. Over 41% of Canadas GDP is contributed by small and medium-sized enterprises.

## 2019 Business Excellence Award Winners

Business Excellence Award	Award Recipient
Business Citizen of the Year	Amie Zukowski
Business of the Year – 10 or more Employees	Hi-Quality Carbide Tooling Inc
Association of the Year	Community Living Dufferin

Business of the Year – Under 10 Employees	Shelburne Family Chiropractic
Young Professional of the Year	Alexandra Georgakopoulos & Richard Magder
Innovator Award	21 Main
Community Builder	Lavender Blue Catering
Emerging Business Award	Artsploration

## Women in Business

The Dufferin Women in Business completed their 17<sup>th</sup> year in 2019. DWIB facilitates monthly networking events for women to "Build, Connect & Grow". The committee focuses on the importance of networking and "connecting" to other business women. The DWIB committee plans and promotes up to 9 events a year that are appealing and interesting for attendees culminating each year with the November Sparkle Award Gala. Recent event topics include: Round table discussions on business support, customer service, as well as having local speakers Norah Kennedy, and franchise owner Janet-Lynn Morrison share personal stories of success.

## ADVOCACY IN ACTION



### Advocacy Day 2019

On Monday March 25th, Dufferin Board of Trade staff traveled to Toronto to take part in the Ontario Chamber of Commerce Advocacy Day at Queen's Park. The day began with

Question Period, followed by Town Hall discussions including members of the PC Government and the NDP Official Opposition.

Following the Town Hall discussions, DBOT staff met with Deputy Ministers at the Ministry of Training, Colleges and Universities, and Economic Development, Job Creation and Trade.

Topics included skilled trades, housing, budget priorities, access to talent, and transit.

After very productive meetings with the Deputy Ministers, the representatives from Chambers and Boards of Trade from across the Province were addressed at the evening reception by Premier Doug Ford, NDP Leader, Andrea Horwath; Interim Liberal Leader, John Fraser; and Green Party Leader, Mike Schreiner.

## **Federal Elections 2019**

The Dufferin Board of Trade facilitated a local all candidates forum for the local federal candidates in the Dufferin-Caledon riding. Questions for the forum were requested from the local business community. Local candidates from the Christian Heritage Party, the Conservative party of Canada, Liberal Party of Canada, The Green Party, and The NDP attended.



# PROPOSED 2020 BOARD OF DIRECTORS

## Directors

Sandy Brown  
County of Dufferin

Lucy Gallagher  
Dufferin Women In Business Representative

Doug Harkness  
Orangeville Precast Concrete Ltd.

Paul Janssen  
JDC Custom Homes

Keith Lowry  
The Lowry Group

Rob Mise  
My Broadcasting Corp.

Janet-Lynn Morrison  
9Round Orangeville

Brandi Neil  
Evans and Adams  
Liz Skorski  
Skorski Web Design Inc.

Melissa Vinden  
RLB Chartered Professional Accountants

## **EDC Liaisons**

Ruth Phillips  
Town of Orangeville

Carol Maitland  
Town of Shelburne

TBD  
Dufferin County

## **Executive**

Liz Skorski  
Chair

Melissa Vinden  
Treasurer