

# WINDSOR-ESSEX REGIONAL Chamber of Commerce



## **ANNUAL REPORT 2007-2008**

**NOVEMBER 21, 2008**

**WINDSOR-ESSEX REGIONAL CHAMBER OF COMMERCE  
LEADERS' MESSAGE**

Thank you for being a member of the Windsor-Essex Regional Chamber of Commerce. Your ongoing support is something we never take for granted.

Your membership contribution is the working capital that keeps us going. It also expresses your confidence in the value we provide to all of our members, large and small.

We are working hard and are committed to continually improving the quality of our products and services to exceed your expectations. As well, we continue to make unique and significant contributions in shaping our regional economy and improving the quality of life in Windsor and Essex County.

The 2007-08 year was one of significant accomplishments for our Chamber. We focused on programs that you told us mattered most. Our discount rewards programs offered you a compelling value proposition whereby the benefits of your Chamber membership often exceed fees.

We are also particularly proud of the attention that our policy positions received, this past year, from governments; and the positive impact we have made in influencing decisions to help our economy.

You have our commitment that we will not rest on our laurels. As we look forward, we will continue to find ways to ensure Windsor and Essex County will continue to be all it can be. Our members are strong. Our volunteers are strong. Our Chamber is strong. Thank you for your support.

Linda Smith  
President

Peter Hrastovec  
Past Chair

Lindsay Boyd  
Chair 2007-2008

# WINDSOR-ESSEX REGIONAL CHAMBER OF COMMERCE POLICY COMMITTEE YEARLY REPORTS 2007-2008

## Environment and Energy Committee

- Supported the City of Windsor's Community Improvement Plan, a first step towards Windsor's first Brownfield Redevelopment program supported by the Ontario government. The Environment and Energy Committee has been an integral part of the consultation process that will have great influence on the results of this important initiative.
- Hosted the first Energy Fair. With over 130 participants this part workshop, part exhibition on energy preservation for small and medium sized businesses was a great success.
- Provided input on the proposed City of Windsor Draft Sewer Use By-law. Our concerns focused on the potential increase in costs to businesses related to any changes in the municipal rules if they become more stringent than the current regulations.

## Finance and Taxation Committee

- Created policy resolution titled Commercialization of R&D in Canada calling for the federal government to create a direct tax based incentive program for commercialization of the results of SR&ED in Canada.
- Addressed the City of Windsor's 2008 Tax Policy recommendations.
- Provided comment on the 2008 Province of Ontario Budget.
- Co-hosted a forum on the Federal Budget for 2008-2009 with Deloitte. The presentation clarified the taxation and business regulatory environment after the Ontario's Fall 2007 Economic Statement.
- Made a presentation to Windsor City Council on the 2008 Municipal Budget.
- Hosted Clement Gignac, Chief Economist & Strategist, National Bank Financial as our Annual Economic Outlook Luncheon address.
- Made a submission to the Honourable Dwight Duncan, Ontario Minister of Finance during the 2008-2009 Provincial Pre-Budget deliberations.

## Government Relations Committee

- Held numerous meetings with municipal elected officials, creating a forum to bring forward Chamber issues to municipal decision makers. This program was in its first year and will continue to address the need for more effective advocacy on a municipal level.
- Implemented the Chamber's Provincial Election Strategy, identifying Provincial business issues questioning all Ontario Election candidates. The Committee organized the Chamber strategy and informed members of the responses to the Chamber's unique Candidate Election Questionnaire.

# WINDSOR-ESSEX REGIONAL CHAMBER OF COMMERCE POLICY COMMITTEE YEARLY REPORTS 2007-2008

## Membership Services & Development Committee

- **Good Morning Windsor/Essex.** Due to dwindling attendance, this program was placed on hiatus in December 2007.
- **Member Retention Strategy.** This program continued in 2007/2008, with calls from the Board of Directors going to new members. Pre-authorized payment (EFT) payments are still under consideration as a strategy offering to members with the following benefits. Payments are received faster than with cheques, are more convenient for the customer, offer enhanced cash flow forecasting, and result in fewer cancellations.
- **New Member Welcome.** The revamped New Member Welcome event was revamped in 2008 and received Board approval. The new program will be re-launched soon. It is modeled after programs at other Chambers and is a more intimate welcome at the Chamber offices, featuring interaction with key Chamber staff and a one-on-one explanation of key benefits of Chamber membership.
- **Network Navigators.** This program continues to provide a personal touch to new members by providing an ongoing relationship benefit. Network Navigators contact fellow members to encourage attendance at events and have a role as Chamber ambassadors throughout the year.

## Transportation Committee

- Approved a High Speed Rail Infrastructure policy calling on the federal government to implement a major rail infrastructure project connecting Windsor Essex region to communities on the Windsor-Quebec City corridor with high speed and efficiency within ten years.
- Monitored DRIC proposals throughout the year establishing the Chamber's positions, including the technically and environmentally preferred location of the new inspection plazas and bridge crossing between Windsor and Detroit.
- Endorsed the "Windsor Essex Parkway" solution put forward by the DRIC Study Group. The announced plan is the preferred access road for a new border crossing to be completed by 2013.
- Opposed the Olde Sandwich Towne Interim Control By-Law at Windsor City Council. We opposed this By-Law as it is deemed restrictive for new development in the area.
- Supported construction of a high clearance rail tunnel between Windsor and Detroit representing a significant investment of \$350 million by the Detroit River Rail Tunnel (DRRT).
- Endorsed the initial proposal for a Parkway solution connecting the 401 with a new border crossing.
- Made a presentation for the Mayor's Western Hemisphere Travel Initiative (WHTI) Summit, highlighting our business principles addressing WHTI.

## WINDSOR-ESSEX REGIONAL CHAMBER OF COMMERCE EVENTS SUMMARY 2007-2008

### ***AFTER BUSINESS TRADESHOW - September 13, 2007***

Hosted & Sponsored by Viewpointe Estate Winery.

### ***BUILDING CONNECTIONS BREAKFAST – October 2, 2007***

Featuring Bruce Graham, President and CEO of Calgary Economic Development who spoke about seeking greater opportunities for Canadian businesses through developing and fostering East-West relations. Sponsored by Windsor Essex Development Commission at the Caboto Club.

### ***FRAUD PREVENTION BREAKFAST – October 16, 2007***

Featuring Tom Sheluk, Fraud Expert, Manager Investigators, VISA Corporate Office Security. Sponsored by TD Canada Trust Small Business Banking at the Teutonia Club.

### ***BAGELS 'N BANTER BREAKFAST SERIES – October 23, 2007***

The Honorable Sandra Pupatello, MPP Windsor West and Minister of Economic Development and Trade hosted this brand new breakfast series. Roger Martin, Dean, Joseph L. Rotman School of Management, University of Toronto was the keynote speaker at this event. Sponsored by Bell Canada and CMA Ontario at the Caboto Club.

### ***8<sup>th</sup> ANNUAL ATHENA SCHOLARSHIP LUNCHEON – October 16, 2007***

Topic: Women - Uniquely Qualified to Lead featuring guest speaker Paula Blanchard Stone - Public Relations Expert and Former First Lady of Michigan at St. Clair Centre for the Arts.

### ***CHAMBER'S 131<sup>st</sup> ANNUAL GENERAL MEETING & LUNCHEON – November 21, 2007***

Presented at the Serbian Centre with distinguished speaker Frank McKenna, Deputy Chair, TD Bank Financial Group. Sponsored by TD Bank Financial Group.

### ***BAGELS 'N BANTER BREAKFAST SERIES – November 30, 2007***

Real (Ray) Tanguay, President, Toyota Motor Manufacturing Canada spoke about 'The Toyota Way'. Sponsored by Bell Canada and CMA Ontario at the Caboto Club.

### ***JINGLE BELL AFTER BUSINESS – CHRISTMAS SEASON TRADESHOW – December 6, 2007***

Hosted & Sponsored by Willistead Manor & Metro Executive Class Catering. The Chamber's largest exhibitor tradeshow and networking event.

### ***INAUGURAL WARDEN'S LUNCHEON – January 9, 2008***

County Warden Nelson Santos delivered his inaugural State of the County Address at this new event. Sponsored by Woodslee Credit Union and held at the Kingsville Lakeside Park Pavilion.

### ***BAGELS 'N BANTER BREAKFAST SERIES – January 31, 2008***

Minister of Municipal Affairs & Housing Jim Watson was the keynote speaker at this event. Sponsored by Bell Canada at the Caboto Club.

### ***BEA FINALIST PRESS CONFERENCE & RECEPTION – February 5, 2008***

Finalists for the Business Excellence Awards were announced at a news conference sponsored and hosted by the St. Clair College.

### ***AFTER BUSINESS - CARD EXCHANGE & VOLUNEER APPRECIATION – February 7, 2008***

Hosted & Sponsored by The Keg Steakhouse & Bar Downtown. This event combined our annual networking only with the Chamber's volunteer appreciation for our committees.

## WINDSOR-ESSEX REGIONAL CHAMBER OF COMMERCE EVENTS SUMMARY 2007-2008

### ***ANNUAL ECONOMIC LUNCHEON – February 12, 2008***

Sponsored by National Bank with distinguished speaker Featuring Clément Gignac, Chief Economist & Strategist, National Bank Financial. Sponsored by the National Bank and held at the Caboto Club.

### ***ANNUAL AUTOMOTIVE LUNCHEON - March 19, 2008***

Sponsored by Miller Canfield and Chrysler Canada with guest speaker John McElroy, Autoline Television Host and WWJ News Radio 950 Commentator at the Caboto Club.

### ***BAGELS 'N BANTER BREAKFAST SERIES – March 28, 2008***

David Johnston, President, University of Waterloo spoke on "What's in the Water in Waterloo". Sponsored by Bell Canada at the Caboto Club.

### ***18<sup>th</sup> ANNUAL BUSINESS EXCELLENCE AWARDS – April 9, 2008***

Sponsored by The Windsor Star, RBC Financial Group, TV Cogeco, along with many other award and event sponsors. This event, which has become the premier business event of the year, recognizes business individuals and companies who have set standards and demonstrated achievement that have contributed to prosperity and business development in Windsor and Essex County. This year's theme was Believe Windsor Essex. Held at Caboto Club.

### ***WINDSOR ESSEX ENERGY FAIR – April 25, 2008***

The Environment & Energy Committee worked hard to put on this first annual event with guest speaker David Love, Ontario's Chief Energy Conservation Officer. Held at the Caboto Club.

### ***AFTER BUSINESS TRADE SHOW – May 8, 2008***

Hosted & Sponsored Windsor Crossing Premium Outlets.

### ***13<sup>th</sup> ANNUAL MAYOR'S LUNCHEON – May 28, 2008***

Sponsored by Bell Canada & OLG with his worship Mayor Eddie Francis at the Caboto Club.

### ***BAGELS 'N BANTER BREAKFAST SERIES – May 30, 2008***

The Honorable George Smitherman, Minister of Health and Long Term Care discussed his Second Term Vision of Health Care. Sponsored by Hotel Dieu Grace Hospital and Howard Avenue Walk-in Clinic at the Caboto Club.

### ***AFTER BUSINESS TRADESHOW – June 5, 2008***

Hosted & Sponsored by Canadian Club Brand Centre.

### ***72<sup>nd</sup> ANNUAL MEMBER'S GOLF TOURNAMENT – June 12, 2008***

Sponsored by RBC Financial Group, Kelly Services, Johnson Insurance and other sponsors at Pointe West Golf Club.

### ***CHAIRMAN'S BALL – June 20, 2008***

Sponsored by Valiant Corp., Toldo Corporation, The Windsor Star, Union Gas, Ambassador Bridge and other sponsors in the new Caesars Windsor Augustus Ballroom. Outgoing Chair, Peter Hrastovec was acknowledged. Lifetime Achievement Award recipients, Vince and Olivia Rosati were honoured.