



2018 KEY ACCOMPLISHMENTS **BURLINGTON CHAMBER OF COMMERCE**



ADVOCACY

- Intensification guidelines issued to city.
- Workplace Mental Health resolution adopted by OCC.
- Addressing The Skills Gap resolution co-sponsored with Kingston adopted by OCC.
- Fair Tax Resolution adopted by CCC.
- Hosted four roundtable meetings (Bill 148, Milton Hub, Appleby Go, USMCA).
- Participated in four politician hosted roundtables (manufacturing [2], cannabis, small business).
- Participated in Queen's Park Day with GTHA caucus.
- Very active on Bill 148 file. Successfully lobbied new government to repeal.
- Active on Ontario Caucus Advisory Council.
- Held meetings with local politicians and staff: Mayor Goldring, Mayor's Chief of Staff, City Manager, City Councillors, Halton Region CAO, MPP Eleanor McMahon, MPP Jane McKenna, MP Wagantall (Office of Official Opposition), MP Karina Gould, MP Pam Damoff.

EVENTS & NETWORKING

- Hosted 91 events.
- Cohosted Innovation Corridor Summit with 340 attendees (\$10k surplus).
- Cohosted Doug Ford Luncheon with 450 attendees (\$7k surplus).
- Cohosted Navdeep Bains luncheon with 150 attendees (\$1k surplus).
- Hosted Chamber Executives of Ontario conference (\$2k surplus)
- Hosted second largest Business Awards Gala in Burlington Chamber history.
- Increased attendance at AGM.
- Total tradeshow exhibitor tables = 87. Tradeshow surplus = \$13k.
- Hosted four education seminars (Social Media, Marijuana, Power Pitching, Networking Basics).
- Hosted Provincial Candidates Meeting with 90 attendees.
- Hosted Mayoral Candidates meeting with 150 attendees.
- Hosted Mayor's State of the City Address with 425 attendees (second largest).
- Hosted Mayor's Luncheon with President of Samuel Steel.
- Hosted Distinguished Entrepreneur Dinner with 240 attendees. Surplus of \$55k (\$36k over budget).
- Hosted sold out Curling Bonspiel.
- Golf After 5: average attendance 14.
- Hosted Chamber trip to Rhine with 24 travellers (\$6k surplus).
- YPN hosted 10 events.
- Small Business Week Breakfast had 101 attendees.
- WIL Network launch event was sold out with 150 attendees.

MEMBERSHIP

- Completed 60 company meetings including 33 formal Business Information Visits.
- Expanded President's member drop-in program.
- Launched President's new member drop-in program.
- Five companies joined the Chamber as a result of President visits.
- Hosted four politician plant tours.
- Women in Leadership Network created.
- Launched Peninsula HR affinity program.

FINANCIAL & OPERATIONS

- Projected year end surplus of \$40,000 (versus budgeted deficit of \$55,000).
- Projected events surplus \$197,000 (versus budgeted surplus of \$126,000).
- Projected G&A expenses under budget by \$35,000.
- Successfully re-accredited with distinction.
- President on Board of Directors and Conference Committee of Chamber of Commerce Executives of Canada.
- President on OCC Network Advisory Committee.
- New Event Manager successfully on-boarded.
- New VP Operations successfully on-boarded.
- New Communications Coordinator successfully on-boarded.
- First year of three-year strategic plan successfully implemented
- Implemented new monthly strategic plan scorecard reporting to Board.
- CEO succession plan submitted to HR Committee.

COMMUNICATIONS & COMMUNITY

- 74 print instances.
- Chamber represented at 34 community events.
- Launched new brand.
- Launched new eNews format.
- 10 new video testimonials added to library for use in eNews and YouTube.
- Growth in Twitter (7,050 followers, up 5% despite robot follower purge).
- Growth in Facebook (1,229 followers, up 12%).
- Launched Instagram account. (We now have 751 followers).
- Regular posting on social media of President member and new member visits get very high engagement.
- Held meetings with community leaders: BCF (Mulholland), HR (Davidson), AGB (Steven), HIEC (Hoey), Carpenter Hospice (Candy), Angel One (Grant), BEDC (Cassidy), HLF (Mansfield)