

**WINDSOR & DISTRICT CHAMBER OF COMMERCE**



**Annual Report  
2004-2005**

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# LEADERS' MESSAGE

Thank you for being a member of the Windsor & District Chamber of Commerce. Your ongoing support is this Chamber's greatest asset.

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

We will continue to provide more tools, more events, more staff expertise, more peer contact, and more individual support to you than we have before. As your job of running a successful business becomes increasingly complex, you can rely on this Chamber - a community of businesses and professionals sharing similar experiences. We're a trusted resource, a friend, and a place where you belong.

We continue to make a unique and significant contribution in shaping our regional economy and improving the quality of life in Windsor and Essex County.

The 2004-05 year was one of significant accomplishment for our Chamber. Our advocacy and networking programs made a difference in the prosperity of our community.

We focused on programs that you told us mattered most - a "Small Business" focus designed to help you make money, save money and grow your business. Our discount programs offer you a compelling value proposition whereby the benefits of your Chamber membership exceed fees.

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

The results of our 2004-05 advocacy initiatives in the areas of border management, economic development, regional transportation, the natural environment, and finance and taxation are a testament to the effectiveness of our staff and volunteer champions.

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

Don Marsh  
Past Chair

Gina Leslie  
Chair 2005 - 2006

# BOARD OF DIRECTORS SHARING THE VISION

As the voice of business, the Windsor & District Chamber of Commerce is a strong advocate for continued development of our community and a partner for prosperity.

By working together and focusing on initiatives that support growth, members use the services of the Chamber as an important catalyst for their business success.

## MEET THE BOARD OF DIRECTORS 2005 - 2006



**Gina Leslie**  
Chair  
Vice President,  
General Counsel  
Windsor Casino Limited



**Lindsey Boyd**  
Treasurer  
District Manager,  
Union Gas Limited



**Dean Clevett**  
Plant Engineer  
BASF Canada



**Dan Connelly**  
Manager Small  
Business  
Workplace Safety &  
Insurance Board



**Leo Deluca**  
Owner  
Koolini Italian Eatery



**Guy DiPonio**  
Vice Chair  
Vice President,  
Valiant Tool & Mold



**James Drummond**  
Senior Environmental  
Specialist  
Golder Associates Ltd.



**Peter B. Edmonson**  
Vice Chair  
President,  
Peter B. Edmonson  
Enterprises Canadian  
Tire Store #199



**Tim Fuerth**  
Vice President  
Finance  
Omstead Foods  
Limited



**Dave Harrison**  
Senior Manager  
Credit Scotiabank



**Gary Hillier**  
Director/Partner  
Ambassador  
Brokerage Limited



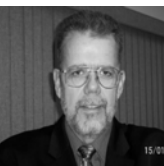
**Peter K. Hrstovec**  
Chair-Elect  
Partner,  
Raphael Partners  
Barristers and  
Solicitors



**Jennifer Jones**  
Partner  
Media Street  
Productions Inc.



**Donald J. Marsh**  
Past Chair  
Financial Consultant,  
Collins Barrow  
Windsor LLP



**Paul Innes**  
K-Scrap Resources



**Frank Mocerì**  
Vice Chair  
President,  
Windsor Waste  
Management Inc.  
(WDS)



**Dan Orman**  
Owner  
Freed's of Windsor



**Dr. Ross Paul**  
President  
University of Windsor



**Linda Smith**  
President  
Windsor & District  
Chamber of  
Commerce



**Sue Zanin**  
Chair, Athena  
Committee  
Superintendent of  
Education (Retired)

# CHAMBER HIGHLIGHTS

The Chamber assembled a high-impact program of advocacy, events and programs in 2004-05. By working together, Chamber members invested time, money and expertise to make a positive difference in Windsor and Essex County.

Our Environment, Finance & Taxation, Government Relations, Membership Services and Development and Transportation Policy Committees worked together to craft policy positions, and designed a series of meetings, forums and pre-budget submissions to represent the interest of our members.

Highlights of where government has listened to our Chamber's voice include:

## **Transportation and Border Infrastructure**

- In April 2005 the Chamber approved an updated Border Management Policy addressing border technological improvements, enhanced security, infrastructure, and environmental assessment.
- We lobbied political leaders from all levels of government, urging allocation of funds necessary to implement immediate improvements to the Windsor-Detroit Corridor. Government invested \$129 million in infrastructure and other border related projects in Windsor & Essex County.
- We supported the Schwartz Report as the best available solution to the traffic congestion problem at the Border. We successfully engaged the Ontario Chamber of Commerce to do the same and our position was ratified by the Ontario Chamber membership at their Annual General Meeting on May 2<sup>nd</sup>, 2005.

## **Economic Development**

- Working together with our municipal governments the Chamber was a strong advocate for a regional approach to economic development.
- We lobbied for private sector leadership in any future economic development structure and continue to emphasize the urgency of this strategic initiative. As a result the City and County would deliver their first regional economic development strategy on October 3, 2005.
- In May 2005 the Chamber joined a delegation by General Motors to urge City of Windsor Council to improve its competitiveness with other similar jurisdictions in Ontario.

## **Finance & Taxation**

- We lobbied the City of Windsor to achieve superior fiscal discipline in its operating and capital budgets. The City of Windsor Budget for 2005 was the most fiscally sound budget in a long time.

# CHAMBER HIGHLIGHTS CONTINUED

- The Chamber urged the City of Windsor to reduce its debt. As a result, the City commenced a Debt reducing program with a commitment to reduce the City Debt by \$10 million.
- We called for holding the line on property taxes. The careful budgetary cuts across many City of Windsor departments and other fiscal discipline measures led to the one of the lowest taxation rate increases in Ontario.
- The Chamber was an active advocate for strengthening our education and health sectors, meeting with a Postsecondary Education review panel led by former Ontario Premier Bob Rae. The 2005 Ontario Budget provided significant spending increases in the area of Postsecondary Education and an increase in health care spending worth \$32.9 billion.
- This Chamber supported the Federal Government's Budget plan to share \$5 billion of federal gas tax revenues with communities across Canada over the next five years for investment in sustainable infrastructure.
- In our federal pre-budget submission we stated that the corporate surtax discouraged companies from relocating to Canada, and Windsor in particular in the case of automotive assembly plants and parts suppliers. The Federal government eliminated the corporate surtax and cut the general corporate income tax rate to 19 from 21 per cent.

## Environment and Energy

- Our Chamber passed its second resolution at the Ontario Chamber of Commerce AGM on May 2<sup>nd</sup>, 2005 titled *Conservation of Energy in Ontario*. The Government of Ontario adopted a strategy to diversify our sources of electrical power in favor of environmentally friendly solutions and it has embraced the value of conservation initiatives.

## Government Relations

- The Chamber has been critical of any By-Laws that send a negative message to the investment community. We were pleased to see the City of Windsor removed the Interim Control By-Law that was restrictive of free enterprise in establishing new businesses.
- In the spring of 2005 the Chamber provided its support for a future medical school at the University of Windsor. The Chamber was key to this important community initiative from its inception. The initiative carries great potential for attracting top-quality medical care for our communities and significant economic development benefits.
- We have representatives on the Physician Recruitment Steering Committee and the University Medical initiative.

# WINDSOR & DISTRICT CHAMBER OF COMMERCE EVENTS SUMMARY 2004-2005

## **LATE SUMMER AFTER BUSINESS**

Sponsored by Hiram Walker Brand Centre, food sponsored by Koolinis, this event featured music on the back terrace and tours of Hiram Walker Brand Centre.

## **25<sup>TH</sup> ANNUAL CHALLENGE CUP**

The Toga Party theme attract over 100 companies to a day of fun-filled athletic games while raising much need support for the Hospice of Windsor, Windsor Regional Cancer Centre, Canadian Blood Services, Colasanti's Wheel Chair Fund, and the Windsor Goodfellows.

## **SWING FOR THE FUN OF IT**

Our second annual 9-hole golf networking event held at Seven Lakes Golf course was designed for the recreational golfer.

## **SMALL BUSINESS LUNCHEON**

"Tips for Success" from Award Winning Entrepreneurs

**GOOD MORNING WINDSOR-ESSEX** sponsored by Applebee's Restaurant and Windsor Crossing Premium Outlets. This popular "speed networking" event attracts 60 –80 attendees at each session.

**OCTOBER'S AFTER BUSINESS TRADESHOW AND HALLOWEEN SOCIAL** was hosted by 29 Park and food sponsored by Aroma Catering by Spago.

**4<sup>TH</sup> ANNUAL BEA AWARDS NOMINEE RECEPTIONS** sponsored by the University of Windsor and hosted by the Art Gallery of Windsor. All nominees, nominators, sponsors and volunteers celebrated "It's an honour to be nominated."

**CHAMBER'S 128<sup>TH</sup> ANNUAL GENERAL MEETING** featured guest speaker Wayne Sales, President and CEO, Canadian Tire Corporation Ltd and attracted a large audience.

**ATHENA SCHOLARSHIP LUNCHEON** featured guest speaker Gwen Boniface, Ontario Provincial Police Commissioner speaking on cultivating the Leader Within.

**AFTER BUSINESS CHRISTMAS TRADE SHOW AND NETWORKING EVENT** hosted at the Cleary International Centre featuring great Christmas ideas and gifts.

## **SMALL BUSINESS HOLIDAY PARTY**

Multiple Businesses gathered for one big party at the Ciociaro Club.

**GOOD MORNING WINDSOR-ESSEX** sponsored by the Essex and Kent Scottish Regiment.

**ANNUAL ENVIRONMENT BREAKFAST** featuring guest speaker the Honorable Herb Gray, Chair of the Canadian Section of the International Joint Commission. The topic was the protection of the waters of the great lakes. Sponsored by Union Gas and AMEC.

# WINDSOR & DISTRICT CHAMBER OF COMMERCE EVENTS SUMMARY 2004-2005 continued

**15<sup>TH</sup> ANNUAL BUSINESS EXCELLENCE AWARDS GALA** with platinum sponsor The Windsor Star and numerous others. Ten award recipients were honoured at the Cleary International Centre with a Theatre presentation and After Glow following the Awards ceremony.

**FEBRUARY AFTER BUSINESS NETWORKING AND BUSINESS CARD EXCHANGE** sponsored and hosted by the Honest Lawyer Restaurant attracted a very large audience. **NEW MEMBER WELCOME** was sponsored by the Ramada Plaza and Hotel Suites

**ENVIRONMENTAL LUNCHEON** sponsored by TV Cogeco featured the Honourable Dwight Duncan, M.P.P. as the keynote speaker.

**ECONOMIC LUNCHEON** featuring Dr. Sherry Cooper, Chief Economist, BMO Nesbitt Burns and Vice President BMO Financial Group. Sponsored by BMO.

**GOOD MORNING WINDSOR-ESSEX** at JB's Mongolian Grill.

**GOOD EVENING WINDSOR-ESSEX** hosted by Spago Ristorante.

**SPRING AFTER BUSINESS SOCIAL** sponsored by the Bloomin' Gardener.

**MAYOR'S LUNCHEON** sponsored by Bell Canada featured his worship Mayor Eddie Francis.

**69<sup>TH</sup> ANNUAL MEMBERS GOLF TOURNAMENT** major sponsor Maxess Networx a division of ENWIN Utilities was held at Pointe West Golf Club.

**AFTER BUSINESS TRADE SHOW** hosted by the Art Gallery of Windsor and sponsored by University of Windsor Catering Services.

**TRANSPORTATION LUNCHEON** featuring guest speaker Sam Schwartz.

# CHAMBER'S ACTION COMMITTEES (2004-2005)

The Board of Directors is indebted to the hundreds of volunteers who comprise the Chamber's Action Committees. It is because of their dedication and commitment that the mandate of the Chamber and its program of action can be realized.

## **ENVIRONMENT**

Chair Kirk Walstedt

Promotes awareness of environmental issues within the business community and the community at large through their research and recommendation in matters of environment-related legislation at the municipal, provincial and national level. The Committee encourages ethical and environmentally responsible business decision-making amongst Chamber members with respect to the purchasing, manufacturing, recycling, resource conservation aspects of business.

## **FINANCE & TAXATION**

Chair Ed Kanters

Responsible for assisting members through their research and recommendation in matters of taxation and finance-related legislation at the municipal, provincial and national level.

## **GOVERNMENT RELATIONS**

Chair Taras Rohatyn

This Committee will provide leadership in the establishment of two task forces, one addressing Health Care, the other Education and Apprenticeship Training. Both of these areas were identified as priorities by the Board of Directors at a recent policy setting session.

## **MEMBERSHIP SERVICES & DEVELOPMENT**

Chair Kim Teron

Working in partnership with the Windsor and District business community and related organizations and agencies to enhance the effectiveness of the Chamber in the development and delivery of value-added services to the membership and significantly expand the membership in the Windsor and Essex County.

## **TRANSPORTATION**

Chair Paul Innes

Works regularly on matters related to transportation in Windsor, Essex County, Ontario, Canada and the United States.

# CHAMBER'S EVENT COMMITTEES (2004-2005)

## **AFTER BUSINESS**

Chair Hani Yacoub, Union Gas Ltd.

The Committee plans and executes six successful networking and mini trade show forums. The venues allow member locations and sponsors the opportunity to highlight their facility, services and programs.

## **BUSINESS EXCELLENCE AWARDS GALA**

Chair Heather Mazzotta, Bell Canada

The Committee works to ensure this annual gala event continues to recognize and honour businesses and individuals who achieve "excellence" for themselves and our community.

## **CHALLENGE CUP**

Chair Rob Weir, Festival Tent & Party Rentals  
Co-Chair Darlene Vandenbrand

This annual event focuses on encouraging employer/employee groups to take part in a day of recreational activity. The Committee develops new and innovative ways to challenge the participants and always encourages support for the designated charities that benefit from the pre-event activities. The Event is opened to the community to support.

## **GOLF TOURNAMENT**

Co-Chair Maria Hamilton  
Co-Chair Ann Ulman

The Committee begins planning this event in January and works eagerly to the mid June date. The fact that it is a sold out event each year proves how hard the volunteers work at ensuring its success.

## **PARTNERSHIPS/ALLIANCES**

### **ATHENA**

Chair Sue Zanin

The ATHENA Foundation's purpose is to encourage the opening of leadership opportunities for women. ATHENA's programs of action include an award, luncheon and scholarship.