



MISSION REGIONAL CHAMBER OF COMMERCE BusinessTRACK

connect • influence • prosper

MAY 2020

LOOKING BACK SIX MONTHS, WHO COULD HAVE GUESSED THAT WE WOULD BE USING WORDS SUCH AS, PANDEMIC, PHYSICALLY DISTANCING, AND CORONAVIRUS IN OUR DAILY COMMUNICATIONS.

Two things we now know to be true.

- 1) These are challenging and unprecedented times
- 2) We are in this together.

The Mission Regional Chamber of Commerce is a part of the BC Chamber and the Canadian Chamber of Commerce, which makes your business a part of these larger organizations.

Federally, the Canadian Chamber meets with Government Ministers weekly and they deliver the membership's feedback as well as ask the tough questions on behalf of businesses.

Provincially, the BC Chamber has created a COVID-19 Task Force and also sits on the "Premiers Economic Recovery Task Force". This means BC businesses'

voices are a part of the weekly conversations that help shape policies as they develop.

At the municipal level, we are locking arms with the District of Mission, the Downtown Business Association, and Community Futures to share the most up-to-date information available to assist businesses in navigating this storm.

We are a network. We are a community.

Please know that the resources we have are not reserved for members. We are here to receive phone calls, emails, or inquiries from all local businesses and

organizations. We are working hard to keep up-to-date with the massive amount of information that we receive every day. The Mission Chamber understands the challenges very well because we are an organization that has also been deeply impacted by this pandemic.

We are thankful for your ongoing support and remember distance socially while you support locally.

The Mission Chamber's resource page can be found at <https://www.missionchamber.bc.ca/covid19-your-biz/>
The Chamber Team.

E: connect@missionchamber.bc.ca T: 604-826-6914

MAKE SURE TO CHECK OUT ALL OF THE OPPORTUNITIES AVAILABLE THROUGH THE "I LOVE MISSION" CAMPAIGN at www.mission.ca/ilovemission/



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BUT TOGETHER
IN THIS CHALLENGE



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BusinessTRACK

President's Report MAY 2020

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COMMUNITY FUTURES

As I reflect on the past year, I have to say it's been an exciting one. We have seen a whole community come together and support the District's work with local development. We've seen businesses re-look at what this could mean for the future of their business, and we've watched new businesses want to be a part of the future in Mission. We are a proud and mighty business community.

In my tenure as the President of Mission Regional Chamber of Commerce, I have had the most valued and humbling experience in my business-life thus far. I've increased the knowledge from my fellow

directors and our board has worked together to achieve many successful objectives as set out in our strategic plan.

By advocating for a liaison position for a representative from the Leq'a:mel Nation, we've started a deeper communication with the local community for future business collaboration. There is a lot we can learn from the original inhabitants of this beautiful land.

As I move into my role as outgoing President, I'm looking forward to the new board that is coming into a time of change and look forward to watching them embrace their roles.



Ellen Nguyen
PRESIDENT

Thank you for allowing me to represent you as your President of the Mission Regional Chamber of Commerce.

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Spotlight on Business

The Fitness Lab: Substantial growth in five years

By RICK RAKE *Click Media Works*

Vik Gill, owner of The Fitness Lab in Mission, said the support from the community for his business is amazing. Expanding substantially from one to three units in the past five years at Heritage Park Marketplace on Stave Lake Street, he attributes the special moment as recipient of the 2019 Mission Regional Chamber of Commerce Business Excellence Small Business of the Year Award “to the way we’ve grown.”

The Fitness Lab, before COVID-19 hit, was a drop-in and membership studio-style operation serving some 140 people a week, offering personal training, team training, youth fitness groups for “everyone, not just extreme athletes.”

“Everyone gets their own space, own time to self-pace and there is no judgement. We enjoy getting people results.”

Now Gill is offering an online platform for his clients, and the personal training continues through special apps as social-distancing continues. Nutrition lab manager is Jeremy Longpre.

“We serve all levels, all ages, from 8 to 74” said Gill, adding that he is passionate about teaching classes and training.

Gill worked at Mission Leisure Centre for six years before he decided to do something different, offering his own style of fitness training by launching The Fitness Lab business.

“We’re not just a gym. We go beyond it, offering personal and professional instruction from fitness to nutrition. We use education, expertise and nutrition to motivate our clients to get into the best possible shape. Our clients are committed to this lifestyle choice and we at The Fitness Lab are here to ensure our clients reach their goals,” said Gill.

To connect with Gill, text 1 604 832 6132 or email Vik@thefitnesslab.ca. To learn more click on thefitnesslab.ca.

After receiving the Small Business of the Year Award sponsored by Jelly Digital Marketing, Gill said it was “a total surprise. The Chamber did a good job keeping it under wraps.”



The Fitness Lab owner Vik Gill, with his wife Lana, accepts 2019 Mission Regional Chamber of Commerce Business Excellence Small Business of the Year Award.

Giving back makes Folk Music Festival shine

By RICK RAKE *Click Media Works*



Mission Folk Music Festival is 2019 recipient of Mission Regional Chamber of Commerce Business Excellence Non-profit Organization of the Year Award, sponsored by Chances Casino.

Bringing the world’s music and culture to Mission since 1988 made Mission’s Folk Music Festival special, attracting thousands of people to Fraser River Heritage Park.

During the event’s transition in 2016, Michelle Demers Shaevitz became general manager and artistic director. Shaevitz and her team of an engaged board and crew of 20 volunteer coordinators weathered its own set of bad-weather and funding storms and decided to take a new direction.

If they were going to ask the community for support, they would also give back, embracing and engaging those who stood behind the 33-year-old event, and inviting people who always wanted to attend a show, but were experiencing barriers.

Thus Friday pay-what-you-can nights, youth open mike programs, refugee ticket programs, artist in residence programs were initiated, and Shaevitz began to see new people at the shows, understanding what the Folk Music Festival does, with its diverse and professional musicians, plus offerings of delicious food.

“It was important that they were there, enjoying the gift of music we have in Mission,” said Shaevitz who grew up in Mission and experienced “lean times and good times.”

For this reason, the Folk Music Festival is 2019 Mission Regional Chamber of Commerce Business Excellence Non-profit Organization of the Year.

Because community is the first priority of the festival, Sheavitz last month announced the 2020 show won’t be happening because of COVID-19. “This would have been my 30th show. The safety of our audience, volunteers, coordinators, staff and performers is paramount.”

“We will use this experience to make us stronger, to creatively build community, reflect on and refine the event and look for new connections,” said Shaevitz. “We will let the field rest this year, and we will offer support where we can, learn and grow, and ensure the financial stability of the show for next year.”

Dates for the 2021 show are already selected: July 23-25.

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Upcoming Events

As events have taken on a different meaning, we have adjusted to provide a jam-packed calendar of "Virtual Events" for businesses and community members FREE of charge.

Every Wednesday we have Virtual Coffee & Networking at 10 AM, guests have included MP Brad Vis, Mayor Pam Alexis, Representatives from Service Canada, and Business Professionals.

In addition, with the "I Love Mission" Campaign, we are hosting free webinar workshops for businesses with professional speakers. This has included Katt Stearns to discuss "Google my Business 101" and Jason Wong on "Re-invention of Work", and will include many more sessions for budgeting, marketing, personal development etc.



May 13th
Virtual Coffee & Networking with MLA Simon Gibson

March 19th
Webinar - Readjustment to Relationship during COVID-19
Session 2 of the "Winds of Change" Series.
Workshop Facilitator Jason Wong of Changewerxs

March 20th
Virtual Coffee & Networking with MLA Bob D'eith

May 27th
Virtual Coffee & Networking with Peninsula - Human Resource Experts

June 2nd
Webinar - I worked from home this year, how does that affect my 2020 tax filing?
With Donna King of Beyond Balanced Books

June 16th
Webinar - Realignment with Life
Session 2 of the "Winds of Change" Series.
Workshop Facilitator Jason Wong of Changewerxs

June 30th
Webinar - Developing a Digital Marketing Strategy with Katt Stearns

Time for your Business to Save...

During this time a lot of businesses are doing "HouseKeeping" of their records, suppliers, programs etc. That is why we would like to remind you of all the savings that you receive as a Mission Chamber of Commerce Member, because now is the time to make sure that you are saving where you can.

Rogers *LIMITED TIME OFFER

One of our priorities throughout the COVID-19 outbreak is to ensure Canadian businesses have access to the support and services they need to prosper. We've partnered up with Rogers to do just that. From now until June 30, 2020, you can access Microsoft Teams completely free (6-month period) and get 50% off Rogers Unison (3-month period). Terms and conditions apply.

Insurance Services

Our suite of insurance services - including group home, auto and travel insurance - has you covered. Our Canadian Chamber Insurance Specialist is on-call Monday to Friday from 8:00 a.m. to 4:00 p.m. Eastern to assist you with any of your insurance needs.

We offer the following insurance services for members:

Business Protection Program through TruShield (for businesses)

We've teamed up with TruShield Insurance to offer a comprehensive business insurance package designed for small- and medium-sized enterprises. Chamber members automatically receive \$5 million liability for the price of \$2 million.

Home and Auto Insurance through Johnson Inc.

We've partnered with Johnson Insurance to bring you one of the most comprehensive and cost-effective group home and auto insurance programs in Canada. Our Johnson Insurance program is only for members residing outside of Ontario.

Chamber Plan Employee Benefits

Chamber members enjoy exclusive employee benefits customized to fit your businesses budget and needs. The Chambers of Commerce Group Insurance Plan has been protecting Canadian firms for over 40 years. More than 30,000 small to midsize businesses choose the Chambers Plan to protect their employees with comprehensive group benefits, including Health and Dental insurance, making it Canada's #1 employee benefits plan for small business.

The Chambers Plan is the simple, stable, smart choice for business, combining accessibility, flexibility and the stability of pooled benefits. Firms choose the Chambers Plan year after year because it offers unsurpassed value and customer service.

Fuel Discounts

Esso Canada

Our members enjoy 3.5 cents off each liter of fuel purchased at any ESSO or Mobil-branded station in Canada.

Shell Canada

Chamber members can earn up to 6 cents off per litre at Shell retail locations

Petro-Canada

Petro Canada provides members with 3 cents off per litre at the pump

Human Resources

Payworks

Workforce management solutions, including real-time integrations of payroll and benefits for members on the Chambers Plan

ADP

ADP is the all in one tool for HR, with solutions for payroll services with time allocations, time and attendance, human capital management and more. Chamber members receive discounts on all services at highly competitive prices.

Transportation

FreightCom

Members enjoy discounted rates on shipping within North America and worldwide.

Urban Valley Transport

Members receive an automatic 10% discount off of the regular rates for your choice of Routed, Rush or Same Day Delivery throughout the Lower Mainland and Fraser Valley.

Purolator

As a member you are entitled to even greater value when you choose the Purolator network; with volume discounts starting at 25% on Purolator Express and Purolator Ground services

Office Supply Discounts

Staples

Reduced cost on business supplies with no minimum order requirements

Grand & Toy

Take advantage of the wide selection of office, technology, furniture, cleaning, breakroom, and promotional products with discounts over 25% off competitor pricing

Mills Office

Mills offered members local representation, personalized services and special pricing packed for all of their printing and promotional needs

Marketing and Content

BC Business Magazine

Chamber members can access a one-year subscription to BC's Premiere business magazine for \$12

What's On - Mission

Members receive an additional 10% off 6-issue rate card prices, as well as a free home page ad with link for 2 months (with 6-issue commitment)

Mission Record - Marketing and Advertisement

Members receive 25% off their first advertising campaign. Purchase an online campaign at the MissionCityRecord.com and receive a free quarter page ad

98.3 Star FM & 107.1 Country FM - Marketing and Advertisement

As a member, you receive special offers that change monthly. Please email connect@missionchamber.bc.ca to be connected with a representative

Kubera - Merchant Processing Systems

Pre-negotiated preferential rate package for credit and debit processing and dedicated relationship managers

Pragmatic Conferencing

Members enjoy savings up to 30% on audio and video conferencing services.

Park'N Fly - Airport Parking

Members receive up to 40% off Park'N Fly at select airports

Constant Contact - Online Marketing

From email marketing to event management to social sharing, surveys and more, members save up to 25% on these easy to use marketing tools

Riipen - Project Support

Riipen helps employers engage with top-post secondary students across British Columbia and chamber members can get up to 80% off this great platform!

Legal Shield - Legal Assistance

For a small monthly fee, Legal Shield drops high hourly rates to offer legal plans that get you 24/7 access to advice and counsel on an unlimited number of legal issues. From wills and estate planning to small business protection and identify theft, members receive an exclusive discount to make legal solutions for your business needs that much more affordable

WHEN YOU ARE READY, WE CAN HELP!

As your communication partner, we have created a comprehensive messaging program to assist you in informing your customers of your business continuity plan. When you are ready to launch your plan our team will be here for you. The ability to communicate information anywhere, at any time, on any device makes it an effortless connection. #WereInThisTogether

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