



February 2011

2 - Groundhog Day

7 - Deadline for Job Fair Registration

9 - Winter Walk Day
@ CL Energy Centre

12 - Finger Eleven @ the Cold Lake Energy Centre

14 - Valentines Day

16 - Chamber Board Meeting

16 - 2011 Job Fair & Career Expo. @ Cold Lake Energy Centre
9:00 am - 7:00 pm

16 - Family Finance Workshop
Call MFRC @ 594-6006

18 - 21 Family Day
Festival of Arts 2011
Call : 780-639-6400

21 - Provincial Family Day

26 - 2010 Business of the Year Awards
Call the Chamber for tickets

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Cold Lake Regional Chamber of Commerce

Chamber Beat

February 2011

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www.coldlakechamber.ca

Director's Message

The 15th Annual 2010 Business of the Year Awards presented by the Cold Lake Regional Chamber of Commerce will be held on Saturday February 26, 2011, at the Cold Lake Energy center at 6:00 pm. "An Evening with the Stars Gala" will highlight all businesses and industries recognizing the wealth and prosperity brought to our community and province. It is all about honoring the Business Community in its entirety! Cold Lake has become a busy, bustling city because of Business –flourishing entrepreneurial abilities, dedication to getting the job done and building community spirit. Businesses have made it happen.



Ajaz Quraishi—Director

An event of this size and nature would not be possible without sponsorship and it is with great pleasure that we recognize them for their contribution. The Cold Lake Regional Chamber of Commerce is very grateful for support from local business and industry. Our corporate sponsorship program enables the Chamber to dramatically increase the level of service to the business community in Cold Lake and region.

Chamber Platinum Sponsors are: City of Cold Lake, Cenovus, and Imperial Oil

Chamber Gold Sponsors are: Lakeland Credit Union, MD of Bonnyville, Tri City Contracting Ltd.

Chamber Silver Sponsors are: Flint Field Services, Lake City Motor Products, Ross & Sylvestre LLP, Chambers of Commerce Group Insurance Plan, Cold Lake Ford.

A huge thank you goes out to our Specialty Sponsors as their generous contributions enable us to provide you with a spectacular evening

Our Specialty Sponsors are: Cenovus – Meal Sponsor and the City of Cold Lake for sponsoring our Venue

We would also like to thank our Award sponsors. Lakeland Credit Union, Scotia Bank, Community Futures Lakeland.

Again this year we will be presenting special certificates to recognize businesses that have reached a milestone year for length in operation. These milestones are measured in increments of 5 years, 10 years, 15 years, 20 years, 25 years, 30 years and 40 years.

Some of you may wonder how a business get nominates for one of these prestigious awards. Every September nomination forms are placed throughout the community asking community members to identify businesses of choice in the community. From there, nominated businesses complete a written business profile. There are five officials from a variety of organizations and the winner of the last year award that form the selection committee. The winners are selected by receiving highest marks is given by selection Committee. The first award for the evening is **Category 1 (9 employees and under)** and is sponsored by Scotiabank. The second award for the evening is **Category 2 (10 employees and over)** and is sponsored by Lakeland Credit Union. The third award for the evening is **Category 3 (New Business)** and is sponsored by Community Futures. Thank you to our award sponsors for their continued award sponsorship.

Selection Committee Members: Mayor Craig Copeland ,Andrew Serba from Cold Lake Sun, Carla Beaupre from K Rock 95.3FM , Denise Robinson from ATB Financial, Dr. Abbas Naqvi from the Cold Lake Dental Clinic.

Planning Committee: Ajaz Quraishi, Sherri Bohme, Nicole Mansfield

Province Wide.....

A message from Premier Ed Stelmach

As we work toward Budget 2011, Albertans can have faith that our province will leave the recession as Canada's economic leader.

Many things in our world have changed: natural gas prices are low, the Canadian dollar is high, and growth in our major market, the United States, is fragile at best. These are the realities of the economic times in which we live.

But some things have not changed. Alberta remains in strong fiscal shape. We are not raising taxes and have preserved and, in some cases, enhanced funding for our most important programs. And we can continue to build our province for the future, even during these difficult times, thanks to our savings in the Sustainability Fund.

In the upcoming provincial budget for 2011-12, Albertans will see a focus on controlling spending while continuing to support priority areas such as health care, education and public services.

We remain committed to being back in the black and saving again for the future. But we will not achieve this goal at the cost of our long-term prosperity. We will continue to invest in the infrastructure Albertans need to position our province for future growth. We will work to build competitiveness across all sectors of our economy. We will continue our strong commitment to health care. And we will develop new products and new markets, so that Alberta will remain a leader in the new world economy.

I am confident about our province's future and I look forward to continuing to work closely with Albertans as we build a better Alberta.

10 Secrets of Success

1. **How you think is everything.** Remember to "think positive" at every opportunity. Visualize success, not failure. Avoid negative environments and people. You are what you think. In fact, a study shows that positive thinking actually increases longevity.
2. **Decide on your dreams and goals.** Be specific about your goals. For example, say "I am taking a cooking class next month," rather than "I would like to take a cooking class sometime." Create a plan to reach your goals, and stick to it.
3. **Take action.** Goals alone have no meaning; you need to take action to make them real. Don't let fear hold you back. "Just do it."
4. **Never stop learning.** Take classes, go back to school, read books, join a discussion group. If you are interested in a subject, make time to learn about it. Keep acquiring new skills.
5. **Be persistent and work hard.** You've probably heard the expression, "success is a marathon, not a sprint." Keep your eye on the goal, and keep working toward it. Don't give up.
6. **Learn to analyze details.** Get all the facts, and ask for input. This will help you make wiser decisions. Acknowledge your mistakes, but don't beat yourself up. Learn from your mistakes.
7. **Focus your time and money.** When you believe in something, put your attention and energy there. Don't let people or things distract you.
8. **Don't be afraid to innovate; be different.** Be true to yourself, and have your own ideas. Following the crowd is a path to mediocrity.
9. **Communicate with people effectively.** Remember that no person is an island. Communicate your thoughts and desires honestly, and encourage others to communicate honestly with you. Practice understanding and motivating other people.
10. **Be honest and dependable; take responsibility for what you do.** Never cheat or lie. When you make a promise, keep it. When you screw up, admit it.

Without honesty, dependability and responsibility, the other nine secrets of success don't add up to much.

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Canada Wide

Canadian Youth Business Foundation (CYBF)

Driving Youth Entrepreneurship in Canada

Entrepreneurship is a powerful force that drives innovation, productivity, job creation and economic growth. At the same time, operating and owning a business can be a challenging endeavor, particularly for young entrepreneurs as they embark on their first venture and seek start-up financing. Recent research suggests that young entrepreneurs in Canada may have less access to financing due to factors such as lack of credit history, and fewer years of management experience.

The Canadian Youth Business Foundation (CYBF) is a national charity that seeks to address these challenges by investing in entrepreneurs, 18 - 34 years of age to help them start and build successful business in communities across Canada. Founded in 1996, the CYBF has supported more than 3300 young individuals, whose businesses have generated more than 16 600 jobs, \$93 million in tax revenue, and hundreds of millions of dollars in sales and export revenue.

Headquartered in Toronto, the CYBF delivers its program in collaboration with other entrepreneurship organizations across the country. To date, it has 157 partners reaching 1276 communities. The CYBF also has an established corps of 3152 volunteers who act as active mentors or participate on local loan review committees. A long-time supporter of the CYBF, the Government of Canada has provided almost \$38 million to the CYBF. The most recent support was announced in Budget 2010, which provided an additional \$10 million to support the CYBF until March 31, 2011.

Unlike other groups that provide financing to young entrepreneurs, the CYBF requires all of its successful loan recipients to be matched with an experienced business mentor for a period of two years. These mentors provide advice to help the young entrepreneurs overcome problems as they arise. To date, the CYBF's business model has achieved a repayment rate of more than 93 percent.

From services and retail to clean technology and e-business, the CYBF is playing a vital role in advancing the prospects of young entrepreneurs for the benefit of communities across Canada.

For more information on the CYBF, visit www.cybf.ca

[http://www.ic.gc.ca/eic/site/sbrp-rppe.nsf/vwapj/SBQ-BTPE_Nov2010_eng.pdf/\\$FILE/SBQ-BTPE_Nov2010_eng.pdf](http://www.ic.gc.ca/eic/site/sbrp-rppe.nsf/vwapj/SBQ-BTPE_Nov2010_eng.pdf/$FILE/SBQ-BTPE_Nov2010_eng.pdf)

Performance Trends

- ◆ From the second quarter of 2009 to the second quarter of 2010, the number of business insolvencies declined from 1837 to 1401, representing a decrease of almost 24 percent. However, the value of business insolvencies jumped from \$1.8 billion to \$3.6 billion.
- ◆ The number of payroll employees increased by 28 893 in the second quarter of 2010, corresponding to a year-over-year job gain of 0.2 percent. Small businesses created 35 549 jobs, while large firms contributed 728 jobs. In contrast, medium-sized firms experienced a loss of 7385 jobs.
- ◆ The greatest number of jobs created by small businesses in the second quarter of 2010 occurred in the construction sector (23 014 jobs gained), followed by health care and social assistance (9755 jobs gained).
- ◆ From 2001 to 2009, the number of self-employed workers in Canada grew by 2.2 percent on an annualized basis, reaching 2.7 million in 2009. During the same period, the number of employed workers rose from 12.7 million to 14.1 million, an annual growth rate of 1.4 percent
- ◆ Industries that saw the fastest annualized growth in self-employment from 2001 to 2009 were finance, insurance, real estate and leasing (5.6 percent) and construction (4.2 percent).

[http://www.ic.gc.ca/eic/site/sbrp-rppe.nsf/vwapj/SBQ-BTPE_Nov2010_eng.pdf/\\$FILE/SBQ-BTPE_Nov2010_eng.pdf](http://www.ic.gc.ca/eic/site/sbrp-rppe.nsf/vwapj/SBQ-BTPE_Nov2010_eng.pdf/$FILE/SBQ-BTPE_Nov2010_eng.pdf)

Chamber Happenings

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Chamber of Commerce
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Sherri Bohme
Executive Director

Sharon Martin
Coalition Coordinator -
Hearts for Healthcare

Jessica Lavoie
Administrative Assistant

Nicole Mansfield
Administrative Assistant



2011 COMING EVENTS

February 7, 2011

Deadline for Job Fair Registrations

February 16, 2011

2011 Job Fair & Career Expo

February 16, 2011

Chamber Board Meeting

February 26, 2011

2010 Business of the Year Awards

April 15 - 17, 2011

Home & Leisure Trade Show

VALUE ADDED PROGRAM

Featured Program of the Month

Payworks Payroll Service

Payworks would like to introduce to our Chambers and their members an easier way to handle their payroll. Payworks has created an innovative payroll service by rolling the best qualities of software packages, service bureaus and the power of the Internet into one system. Payworks has also integrated Chamber Group Insurance Administration through their partnership with the Johnsten Group.



For information on this or any other "Value Added Program" please contact the Chamber office @ 780-594-4747

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Email:

bpearman@assante.com

www.chamberplan.ca

Welcome New Members

Brandon Vik - Remax Cold Lake 2000

Phone: 780-573-5252

**Conseil de developpement economi-
que de l'Alberta**

Phone: 780-573-4516

Michel's Chinese Kitchen

Phone: 780-594-0388

2010 Business of the Year Awards

"Evening With the Stars Gala"

Tickets on sale now!

February 26, 2011

Cold Lake Energy Centre

For more information or to purchase tickets call
the Cold Lake Regional Chamber of Commerce @ 780-594-4747.

T4 Year-End Preparation Workshop

- ◆ What are the do's and don'ts for completing your slips?
- ◆ What do you do if you get a discrepancy notice or PIER report?
- ◆ How do you avoid penalty and interest?
- ◆ What are your filing options?



Find out the answers to these questions and many more !

February 17, 2011 @ 10:00am - 11:30am

Cold Lake Regional Chamber of Commerce Board Room

No Cost to Chamber Members but preregistration is required.
Please Register by calling the Chamber at 780-594-4747.
Minimum of 12 participants.

SHOW YOUR CARD AND SAVE.....MEMBER TO MEMBER BENEFITS

Action Plus Flooring - Contact: 780-594-0013

Andrea's Nails - Contact: 780-594-2230

Cold Lake Golf and Winter Club - Contact: 780-594-5341

Down Comfort - Contact: 780-594-2775

Furniture Galaxy - Contact: 780-594-3602

Kia Cold Lake/Budget Rent A Car - Contact: 780-594-6200

Marina Bowling Centre - Contact : 780-639-2950

Renegade Recreation - Contact: 306-236-3210

DJD YOU

KNOW.....

The Chamber has several items that you can rent for your next function.

Some of the items we currently have available include:

- 100 cup Coffee Pot
- 30 cup Coffee Pot
- Room Dividers
- Sandwich Board
- White Pedestals
- Aisle Markers
- Draw Barrels

Contact us for more details.....

NO SHOW/PAYMENT POLICY

Remember:
When registering for a Chamber event, payment should be received at the time of registration unless prior arrangement has been made. Members who sign up for, but do not show up for an event, will be billed. Please give 48 hrs notice of cancellation as meals are often purchased according to the number of attendees.

As a Chamber member, your business...

- ◆ Is a part of an organization that represents over 300 local businesses and over 22, 000 provincially.
- ◆ Benefits from business referrals that non-members do not receive.
- ◆ Develops instant credibility through the Chamber Seal of Trust.
- ◆ Is positioned to access and communicate with all levels of government on issues that affect business
- ◆ Will learn about rising government issues that affect business and your voice is heard on these issues.
- ◆ Benefits from great networking opportunities.
- ◆ Receives a monthly copy of the Chamber Beat newsletter, keeping you informed.
- ◆ Gains access to information on workshops and seminars that will keep you on the cutting edge of business.
- ◆ Can be showcased at a Grand Opening event.
- ◆ Reduces costs through Chamber discounts on all activities and events.
- ◆ Receive substantial savings by taking advantage of the Alberta Chambers of Commerce and Cold Lake Regional Chamber of Commerce's discounts available to you and your staff.
- ◆ Is eligible for Group Insurance - medical, dental, and disability.
- ◆ You can be a part of the Chamber member discount program when you offer discounts to local members in exchange for advertising.
- ◆ Can deduct membership fees on your income tax.

2011 Membership Investment

# of Employees	Membership Fee	GST	Total
1-5	\$165.00	\$8.25	\$173.25
6-15	\$275.00	\$13.75	\$288.75
16-50	\$400.00	\$20.00	\$420.00
Over 50	\$500.00	\$25.00	\$525.00
Non Profit	\$61.00	\$3.05	\$64.05
2 nd Business	\$30.00	\$1.50	\$31.50

Core Chamber Activities:

- ◆ Building a successful environment for a business
- ◆ Membership services
- ◆ Lobbying
- ◆ Economic development
- ◆ Member to member benefits
- ◆ Networking/Promotions
- ◆ Information services

Chamber of Commerce 2010 Board of Directors

President	Rob Brassard, Lakeland Credit Union
Vice President	Greg Sylvestre, Ross & Sylvestre LLP
Director	Chris Emerson, Canada Brokerlink Inc
Director	Bob Buckle, Original Joes Restaurant & Bar
Director	Dave Piche, J.F.D. Contracting
Director	Ajaz Quraishi, Accounting Plus
Director	Carla Beaupre, K-Rock 95.3FM
Director	Eva Urlacher, Ketron Construction Ltd.
Director	Brandon Vik, Remax 2000
Director	Lisa Borowitz, ATB Financial
Director	Brian Clark, ATB Securities Inc

Get the Chamber Working for Your Business!!!

www.coldlakechamber.ca
Your online business portal.

FREE JOB POSTINGS

If you are in a labor crunch, email the position details to;

admin@coldlakechamber.ca

Make sure to include:

- ◆ business name & contact information
- ◆ position title/work description
- ◆ wage & deadline to apply