

**BAKER'S BAITS**  
LIVE BAIT & TACKLE  
We make em - Fish eat 'em

Manufacture - Distributors of Quality Tackle  
The Sports Fishing Centre of the Platinum Triangle  
Since 1954

309 Dundas St. W. (613) 354-9280  
Napanee, Ont. K7R 2B3

TOTAL AQUATICS INC.  
**The Fish & Reptile Store**

Phone: 613 354-9191  
Email: totalaquaticsync@bellnet.ca  
7 Dundas St West  
Napanee, On K7R 1Z3

*Pheylonian Production Kofir*

Mindin' Our Beeswax

P.O. Box 56, Marlbank, ON  
Canada K0K 2L0  
Phone 613-478-6070 Fax 613-478-5410  
Toll Free 1-877-PHILOXIA www.philoxia.com

**AGM NOTICE**

**FEBRUARY 24, 2010 @ 6:30PM**  
**NAPANEE BUSINESS CENTRE**  
**FOLLOWING BUSINESS AFTER FIVE**

**SNAPPY PRINT**

Making you look good is a snap!

**613-354-7955**

**CONGRATULATIONS**  
**SPA ON ADELPHI**  
**CELEBRATING 5 YEARS**  
**OWNERS: KAREN DIXON**

**CONGRATULATIONS**  
**MEGLAN**  
**TECHNOLOGIES**  
**CELEBRATING 5 YEARS**  
**PRESIDENT: ROGER FRASER**

**UPCOMING EVENTS**

**BUSINESS AFTER FIVE**  
**AGM**  
**FEB 24**  
**NAPANEE BUSINESS CENTRE**

**BOARD MEETING**  
**MAR 18**  
**NAPANEE BUSINESS CENTRE**

**BUSINESS AFTER FIVE**  
**MAR 31**  
**HOST: ECO ALTERNATIVE ENERGY**

**BOARD MEETING**  
**APR 22**  
**NAPANEE BUSINESS CENTRE**

**BUSINESS AFTER FIVE**  
**APR 28**  
**HOST: SPOT AVAILABLE**

**10% Discount for**  
**Chamber of Commerce Members**  
Not in conjunction with any other offers

**Servicing all your printing needs!**



**Napanee & District Chamber of Commerce**  
**2010 January/February Newsletter**  
*Serving Napanee & Area Since 1995*



**AT WORK FOR**  
**SMALL BUSINESS**  
SINCE 1970  
Chambers of Commerce  
Group Insurance Plan®

THE CANADIAN CHAMBER OF COMMERCE  
LA CHAMBRE DE COMMERCE DU CANADA



**ONTARIO**  
**CHAMBER of**  
**COMMERCE**

**JANUARY BUSINESS AFTER FIVE**

Our thanks to the [Land O' Lakes Tourist Association](#) for hosting the January Business After Five. General Manager Ken Hook (pictured below at left) highlighted information about the association which serves Hastings, Frontenac and Lennox & Addington. Also pictured with Ken are Jo-Anne Cuddy, LOLTA Office Administrator and Brad Way, Chamber of Commerce Vice-President and Chambers Insurance Rep.



Other attendees included: Hans Schell, owner of Loyalist Music & Used Sound of Bath (pictured below at left); Karen McKenzie of the Bath Museum (pictured in middle) and Tawlia Chicklo of Pheylonian Products located in Marlbank (pictured at far right).



Pictured below (clockwise) are Brian Murphy of Allen Insurance; Angie Smith of Epilepsy Kingston, Lisa Price and Patty Storrington of the Quinte/Hastings/Prince Edward/Lennox & Addington Small Business Centre.

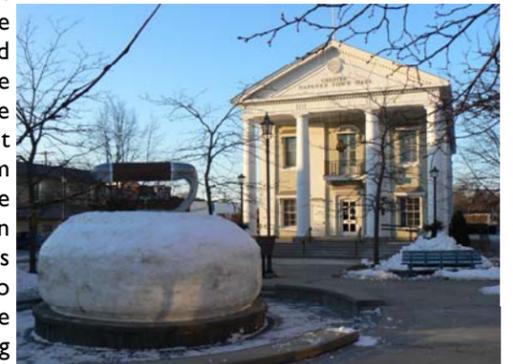
Pictured below from left to right are Jack Green of Century 21, Wayne Offer, membership and ad sales rep for the Chamber of Commerce and Dale Morrissey of Wandering Journalist Productions. Congratulations to Jack Green for winning the wine draw...heh, didn't he win the November draw at Unity Savings too?



**2010 TANKARD**

The Chamber of Commerce was pleased to partner with the downtown BIA and the Land O' Lakes Tourist Association to host a visitor booth at the recent Tankard event. The tournament was very well organized and provided our organizations a great opportunity to distribute promotional literature for Greater Napanee and Lennox & Addington County.

The Chamber also partnered with the BIA through funding from PELA CFDC to construct a giant snow sculpture in the Market Square (pictured above). The sculpture was a big hit receiving lots of interest. The Chamber and BIA would like to acknowledge the great support from sculpture designer Dean Baker and his son Jeff who own The Woodworking Shop in Odessa, Steve Roantree and the technical class at NDSS, staff from the Town of Greater Napanee's Public Works Dept., Napanee Home Hardware and Ontario Power Generation in Bath.





**CHAMBER CONTACT INFORMATION**

Napanee & District Chamber of Commerce  
 Napanee Business Centre  
 47 Dundas St. E.  
 Napanee, ON K7R 1H7  
 Phone: 613.354.6601  
 Fax: 613.354.6848  
 Email: inquiry@napaneechamber.ca  
 Website: www.napaneechamber.ca

**Board of Directors**

**President** - Dan Atkinson  
 Welch & Co. • 613.354.2169  
**Vice-President** - Brad Way  
 Marlin Financial • 613.354.9678  
**Treasurer** - Janet Flynn  
 RBC-Napanee • 613.354.2107  
**Secretary** - Peter Veltheer  
 Mainstay Foods • 613.354.4769

**Directors**

Dave Lyman  
 613.352.1185  
 Neil DeChamplain • NDC Computer Solutions  
 613.354.5777

**Membership Sales/Office**  
 Wayne Offer • Kathy Medd

**Chambers of Commerce Insurance Program**  
 Brian Patterson / Brad Way  
 www.chambers.ca



**2010 TANKARD CONTINUED**

Also produced for the event was a discount coupon brochure featuring discount coupons from local businesses (see enclosed). The coupons are valid until the end of the year and will be distributed through various events and local outlets. If you would like some brochures for your clients please contact the Chamber office.

**CHAMBER TOURISM REPORT TO COUNCIL**

President Dan Atkinson presented the annual report on tourism activities to Greater Napanee Town Council in late January. Highlights for 2009 included:

- Website update
- Reprint/Update to the Napanee Historic Walking Tour (with support from the County Museum)
- Coordination of Music by the River
- Town & Country Guide Project (map)
- Update to Rural Directory (local foods/artists/artisans)
- Promotional Activity Associated with 2010 Tankard

Primary Goals for 2010 include:

- Strategic Planning for Chamber of Commerce
- Boardwalk Trail Signage Project
- Music by the River
- Legacy Project

**CHAMBER MERCHANT SERVICES PLAN**

In Dec 2009 TD Merchant Services, provider of the Chamber discounted plan, announced it would discontinue its relationship with First Data. For our members, this means:

- A single point of contact for support services
- Consolidated reporting - one monthly statement
- Faster account set up through a streamlined process

If your business accepts credit cards as a form of payment, now more than ever, you need to look at the Chamber of Commerce offering. As a member of the Chamber you have access to discounted VISA/MASTERCARD and debit fees. This benefit program has more than 20,000 members across Canada all enjoying:

- Low rates & The lowest fees for reward/corporate/keyed transactions
- No application fees & No monthly statement fees
- No installation or training fees
- A four hour repair or replace policy plus 24/7 telephone support; and excellent web-based solutions at great rates.

For more information please contact our area's new regional rep Karen L. Mann at 705-313-4851 or e-mail karen.l.mann@td.com.



**MINISTRY OF GOVERNMENT SERVICES**

Is your business interested in doing business with the government? Supply Ontario is a Reverse Trade Show hosted by the Ministry of Government Services where public sector purchasers and suppliers network and suppliers can learn about how to do business with the Ontario government. Details of the upcoming event are outlined below.



**Supply Ontario Reverse Trade Show**  
**April 7, 2010**  
**3pm to 7pm**  
**Hampton Inn & Convention Centre**  
**200 Coventry Rd, Ottawa**

**How To Do Business with the Ontario Gov't Seminar**  
**Reverse Trade Show with key gov't speakers**  
**Limited seating VENDOR FORUM with senior officials of the Ministry of Gov't Services**

**Advance Registration is Required**  
**Contact: doingbusiness@ontario.ca**

**ONTARIO WORKPLACE HARASSMENT POLICIES**

Employers with more than five employees will soon be required to prepare workplace violence and harassment policies. Bill 168, which amends Ontario's Occupational Health and Safety Act in respect to workplace violence and harassment, received third and final reading in the Ontario legislature on Dec. 9th.

This legislation will require all employers with more than five employees to develop:

- Violence and harassment policies and programs,
- Employee reporting procedure (incidents, threats and complaints)
- Incident investigation procedure
- Emergency response procedure (violence only)
- Process to deal with complaints, incidents and threats

Employers will need to conduct risk assessment of workplace violence, and report the results of the assessment to its health and safety committee, or a health and safety representative. For workplaces that do not have a health and safety committee, employers will be required to report the results of the assessment directly to the workers. Employers will also be required to respond when made aware of domestic violence that may expose a worker to physical injury in the workplace.

The Ontario Chamber of Commerce responded to the legislation, and had identified several concerns relating to the

proposed obligations to employers. A few of the key concerns and recommendations raised in the submission are:

- The legislation will create unrealistic expectations and liabilities toward employers and the business community.
- With the exception of business with less than five employees, employers regardless of size or industry will be bound by the same requirements to institute workplace violence and harassment policies and programs.
- Several definitions and timelines in the legislation are very broad and unclear.
- Bearing in mind that there are already laws in place to prevent workplace violence, the OCC believes government should exempt small business as well as those businesses that do not have a history of complaints of violence in the workplace.

With few changes made to the final legislation, the government has promised to provide business with tools to help them comply with the new law.

The OCC will continue to lobby and work with government to ensure businesses are provided with the tools and information they require. The OCC will continue to update its membership on this issue.

Mary Hogarth  
 Ontario Chamber of Commerce

**ONTARIO INVESTMENT ATTRACTION DATABASE**

Ontario is now the first province in Canada to implement a state-of-the-art geographic information system (GIS) tool for the purposes of investment attraction. SelectOntario is a flexible and dynamic online search tool that showcases investment properties, infrastructure and location advantages and workforce skills for site selectors to help make investment decision-making faster and easier.

Using a Geographic Information System (GIS), the online site has data for over 500 Ontario communities on its database and provides information on items including:

- Available commercial real estate
- Region-specific wage data
- Lists of businesses with 10 or more employees
- Satellite imagery
- Up-to-date demographic information on education levels and workforce skills, and
- Detailed overviews of Ontario's diverse industry clusters.

Searches can be done using Site Search (industrial, commercial, investment, agricultural, vacant land, and business), Community Search (name or demographic and labour force), Industry Search (NAICS or SIC code), and Skills Search (university, college, apprenticeship, and community).

Lesley Cole  
 Ontario Chamber of Commerce