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## Napanee Business Connections

Your Local Business Referral Network

For more information:  
Contact Penny Smart @ 613.354.4811



Dale Morrisey

WJP Media Group  
Bath, Ontario  
613.352.8888

[www.wjpmedia.ca](http://www.wjpmedia.ca)

Free Business Information

Canada-Ontario  
Business Service Centre

[www.canadabusiness.ca/ontario](http://www.canadabusiness.ca/ontario)



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**CONGRATULATIONS  
FEDERAL EMPLOYEES  
CREDIT UNION  
(AMHERSTVIEW)  
CELEBRATING 5 YEARS  
MANAGER: MIKE FLEURIE**

**CONGRATULATIONS  
NAPANEE FLOORING  
CELEBRATING 25 YEARS  
OWNERS: CHRISTINE & ROY  
FORSYTHE**

### UPCOMING EVENTS

**BUSINESS AFTER FIVE  
APR 28  
HOST: CHAMBER OF COMMERCE**

**BOARD MEETING  
APR 29  
NAPANEE BUSINESS CENTRE**

**TRANSITION TO HST SEMINAR  
MAY 18  
NAPANEE BUSINESS CENTRE**

**MAYOR'S LUNCHEON  
MAY 21  
PALACE VILLAGE BALLROOM**

**BUSINESS AFTER FIVE  
MAY 26  
HOST: NAPANEE DISTRICT COMMUNITY FOUNDATION**

## Napanee & District Business News

2010 March/April

Newsletter of the Napanee & District Chamber of Commerce  
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

### ANNUAL GENERAL MEETING FEBRUARY BUSINESS AFTER FIVE



Once again, the Chamber combined its February Business After Five with the Annual General Meeting. The Board of Directors for 2010 includes: President Dan Atkinson of Welch & Co. LLP; Vice-President Brad Way of Marlin Financial; Secretary/Treasurer Peter Veltheer of Mainstay Foods/Buy the Grapevine; Janet Flynn of RBC and Jack Green of Century 21. Vice-President Brad Way (pictured above at left) presented President Dan Atkinson, an avid heritage buff, with a copy of the new Lennox & Addington book in recognition of his dedicated service. After serving 5 years on the board, retired radio executive Dave Lyman of Bath stepped down from the board and was presented with a floral arrangement by Director Janet



Flynn in appreciation for his valuable contributions to the organization. Also present at the event were John McGrath of PPL Legal Services (pictured here at left) and Dave Remington, Executive Director of the Napanee District Community Foundation. Congratulations to Janet Flynn for winning the wine draw and our sincere thanks to Dave Hogeboom of Mohawk Bay Park for donating the wine for the draw.

### MARCH BUSINESS AFTER FIVE

Eco-Alternative Energy, owned by Allan Proulx (pictured at right) hosted the March Business After Five in the Napanee Business Centre. Allan spoke about the use of solar panels to reduce energy costs and provincial incentives to encourage transition to the use of solar. The event was well attended and included



(pictured left from left to right): Desmond French of D&L Kitchen and Bath; Wayne Offer of CTS & Associates and the Chamber of Commerce; John Barrio of Waste Services Inc and Brad Way of Marlin Financial

and the Chambers Insurance Plan. Enjoying the hors d'oeuvres provided by Allan and his wife Sue are Eric Depoe of the Waterfall Tea Room and Michelle Dickerson of Mineral Pro (pictured at right). Also on hand for the



evening were (pictured at left from left to right): Nigel Higgs of The Great Piddlesbury; Byron Higgs of Bayshore Imports and Gary Romain of the Loyalist College Students in Free Enterprise Program (SIFE). John McGrath of PPL Legal Services (pictured at far left of page) was the winner of our regular wine draw.



**CHAMBER CONTACT INFORMATION**

Napanee & District Chamber of Commerce  
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 Napanee, ON K7R 1H7  
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 Fax: 613.354.6848  
 Email: [inquiry@napaneechamber.ca](mailto:inquiry@napaneechamber.ca)  
 Website: [www.napaneechamber.ca](http://www.napaneechamber.ca)

**Board of Directors**

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

**Directors**

Janet Flynn  
 RBC-Napanee • 613.354.2107  
 Jack Green  
 Century 21 • 613.354.4347

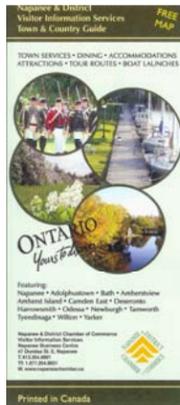
**Membership Sales/Office**  
 Wayne Offer • Kathy Medd

**Chambers of Commerce Insurance Program**

Brian Patterson / Brad Way  
[www.chambers.ca](http://www.chambers.ca)



**CHAMBER TOWN & COUNTRY GUIDES ARE IN**



Copies of the Chamber's new Town & Country Guide were included with the Jan/Feb newsletter.

The publication features a street map of Napanee including street listings; a Napanee directory featuring local services, dining and accommodation and a southern L&A area tourism map featuring attractions and touring routes. Contact our office if you'd like some copies on hand for your clients.

Sincere thanks to our many advertisers who made this project possible.

**CCC 2010 FEDERAL BUDGET COMMENTARY**

Prime Minister Harper prorogued Parliament for five weeks to recalibrate the government's strategy in order to complete Canada's transition through economic recovery and into long-term competitiveness. The results were delivered in the 2010 speech from the throne and federal budget at the beginning of March.

The Canadian Chamber of Commerce and its members called on the government to deliver concrete measures in three areas. The government heard the voice of Canadian business and both the throne speech and the budget aligned with the Chamber's call for action:

1. Stay the course on the recovery plan.
2. Lay out a strategy to return to balanced budgets over the medium term without raising taxes.
3. Focus on how to make Canada more competitive in the international marketplace.

*Canadian Chamber of Commerce*

**OCC 2010 PROVINCIAL BUDGET COMMENTARY**

The Ontario Chamber of Commerce gave the 2010 Provincial Budget high marks for holding firm on tax reforms announced a year ago, but low marks for failing to adequately address the mid to long-term affordability of government, leading to continuing economic uncertainty.

"The is government showed great vision last year by taking large steps towards modernizing our tax system and we're pleased they are holding the line on those reforms, however, the 2010 budget lacks the same level of rigour", says Len Crispino, President & CEO of the Ontario Chamber of Commerce. "This status quo budget fails to provide sufficient detail as to how the government will increase its affordability and fiscal efficiency, leaving our members wondering what lies ahead which could discourage business investment and job creation when it is most needed."

The plan to keep average annual expenditure growth to lower than the growth of revenues is an important step, but one of the fundamental issues is the continuing magnitude of healthcare costs. In the absence of substantial reforms, these costs will continue to crowd out other vital program priorities, and will put into question the ability to meet expenditure targets.

In advance of the budget, the OCC had urged the gov't to:

- Create a more competitive business climate through smarter regulation and less red tape
- Keep spending growth at or below the same rate as the economy
- Conduct an actuarial analysis of healthcare expenditures in order to facilitate long term planning and provide much needed predictability, transparency and accountability
- Develop a 30 year long-term transportation plan in order to plan ahead for a generation, not just five years
- Apply smarter and more efficient spending to all programs across the broader public sector with a mandated competitive bidding process which allow bids from both the public and private sectors

*Ontario Chamber of Commerce*

**EI BENEFITS FOR SELF-EMPLOYED PEOPLE**

The 2008 Speech from the Throne recognized the challenges facing self-employed Canadians as they deal with the dual pressure of being entrepreneurs and caring for their families. In the 2009 federal budget, the Government proposed to examine ways to best provide Self-Employed Canadians with access to Employment Insurance (EI) maternity and parental benefits. The Government has now introduced the Fairness for the Self-Employed Act (Bill C-56). This Act provides access for the self-employed to all EI special benefits: maternity, parental, sickness, and compassionate care. Offering special benefits will provide self-employed persons with the choice to receive insurance targeted at life-changing events such as starting a family, illness, and the necessity to care for seriously ill family members.

Self-Employed workers (SE) can voluntarily enter into an agreement with the Employment Insurance Commission as of January 31, 2010 by completing an on-line application found on the Service Canada website using My Service Canada Account at: <http://www.servicecanada.gc.ca/eng/online/mysca.shtml>

Agreements must be in place for one year before there is any eligibility to benefits. However, **as a transitional measure for the first year**, Self-Employed persons who register on or before April 1, 2010 may be eligible to file for benefits as early as January 1<sup>st</sup>, 2011. If registration takes place after April 1, 2010, they will have to wait 12 months to access any benefits. To support the implementation of these changes, a number of new and updated information products for self-employed

persons have been developed to assist them through the registration process. This information is available on the Service Canada website at:

[www.servicecanada.gc.ca/eng/sc/ei/self\\_employed\\_workers.shtml](http://www.servicecanada.gc.ca/eng/sc/ei/self_employed_workers.shtml) or by calling **1-800-206-7218**.

Also, please find attached the link to the frequently asked questions regarding the Employment Insurance Measure for Self-Employed People: [http://www.servicecanada.gc.ca/eng/sc/ei/faq\\_self\\_employed\\_workers.shtml](http://www.servicecanada.gc.ca/eng/sc/ei/faq_self_employed_workers.shtml).

Should you require further information or assistance, please contact your local Service Canada Centre. To locate you're nearest Service Canada Centre please visit the following link at: <http://www.servicecanada.gc.ca/cgi-bin/hr-search.cgi?app=hme&ln=eng>.

Service Canada



**MEMBERS ONLY  
 TRY THIS BUSINESS LEAD SERVICE FREE!!!**



*Get it. Bid it. Win it!*

The Napanee & District Chamber of Commerce, in conjunction with the Ontario Chamber of Commerce (OCC), is

providing our members with a special group discount to access Biddingo.com's business lead service.

Biddingo.com gives you easy access to a \$100 billion dollar industry that many businesses don't tap into — government contracts. The federal, provincial and municipal governments, along with other government organizations such as school boards, hospitals and academic institutions purchase virtually everything imaginable.

These organizations require management consulting services, legal counsel, food and beverage service, special events planning, uniforms, office supplies, automobiles, computers, cleaning services, security, translation...and the list goes on. Contrary to popular belief, construction is only one small part of what the government purchases. These contracts are available for you to bid on, and can be extremely lucrative. Biddingo.com offers an email notification service that informs you of bids matching your company profile. These opportunities would be very time-consuming for each company to source on their own, but you can get all the information you need and leave the searching to Biddingo.com.

When you sign up, you will also be making your company accessible to government purchasing managers (and soon private companies) to invite you to bid on contracts. The Napanee & District Chamber of Commerce and the OCC encourage you to consider this service as a viable, cost-effective way to expand your business. You can try it free for 30 days before subscribing, with no obligation. Contact the Chamber office for more information.