



MILTON CHAMBER OF COMMERCE

SUPPORTING LOCAL BUSINESS SINCE 1888

NOTICE TO ALL MEMBERS OF THE MILTON CHAMBER OF COMMERCE

The 2018 Annual General Meeting of the Milton Chamber of Commerce

will be held on

Tuesday, December 11, 2018

5:15 pm to 6:00 pm

at

Granite Ridge Golf Club

9503 Dublin Line, Milton, ON

Please RSVP to info@miltonchamber.ca

For more information, contact the Chamber at 905-878-0581.

The AGM package including financial statements is attached.

If you are unable to attend, **please complete your proxy form** and send it back to the Milton Chamber of Commerce by:
email info@miltonchamber.ca or fax 905-878-4972.



MILTON CHAMBER OF COMMERCE

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MILTON CHAMBER OF COMMERCE 2018 ANNUAL GENERAL MEETING PROXY FORM

The undersigned member of the Milton Chamber of Commerce hereby appoints Board Chair Walter Heyden or _____, a member in good standing, attending the Annual General Meeting, as proxy holder of the undersigned to attend, act and vote for on behalf of the undersigned at the meeting of members to be held on Tuesday, December 11, 2018 (including adjournments thereof) in respect of all matters which may come before the meetings the same manner as the undersigned could do if personally present there at, and hereby revokes all proxies previously given.

DATED this _____ day of _____ 2018.

Member's Signature

Member's Name (Printed)

Company Name

Please email to info@miltonchamber.ca or fax to 905-878-4972.

Note: As staff, Scott McCammon is ineligible to stand as proxy holder.



MILTON CHAMBER OF COMMERCE

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MILTON CHAMBER OF COMMERCE ANNUAL GENERAL MEETING AGENDA

Tuesday, December 11, 2018
Granite Ridge Golf Club
9503 Dublin Line, Milton, ON

1. Call to Order – Chair - Walter Heyden
2. Remarks of the Chair – Walter Heyden
3. Adoption of the Minutes of the 2017 Annual General Meeting - Walter Heyden
4. Confirmation of the Directors’ Actions - Walter Heyden
5. By-law Amendments - Walter Heyden
6. Report of the Treasurer - Wilfred (Buddy) Edge
7. Report of the Nominating Committee - Teresa Fularczuk
8. Election (if required) - Scott McCammon
9. Appointment of the Auditor for the 2018/2019 fiscal year - Walter Heyden
10. Results of the Election - Walter Heyden
11. New Business - Walter Heyden
12. Adjournment - Walter Heyden



MILTON CHAMBER OF COMMERCE

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MILTON CHAMBER OF COMMERCE 2017 ANNUAL GENERAL MEETING MINUTES

Wednesday, December 6, 2017

Granite Ridge Golf Club, 9503 Dublin Line, Milton, ON

1. Meeting called to order by Board Chair Teresa Fujarczuk at 5:26 PM.

2. Adoption of the Agenda of the 2017 Annual General Meeting

It was moved by Lesley Mansfield and seconded by Keith Hesse that the agenda of the 2017 Annual General Meeting be adopted as presented. Motion carried.

3. Remarks of the Board Chair – Teresa Fujarczuk

As you know, all good things must come to an end, and so does my tenure as Board Chair of your Milton Chamber of Commerce.

These last two years have been filled with events and activities too numerous to mention but I will say that the opportunities that have crossed my path have been wonderful. I have been able to travel and meet others in the Chamber community across the country. I have met with leaders of all three of our major political parties on a federal and provincial level and of course, being able to spend time with our esteemed Mayor Gord Krantz is good for anyone's ego. Promoting small, medium and large businesses in our community and advocating on their behalf has been an honour.

Our staff at the Chamber continues to work effectively as a team. Under Scott's leadership there was not one occasion that I can think of when we were not properly organized or prepared. And a special personal thank you for preparing my speeches in bold, 24 font so that I could present properly.

Walter Heyden, has agreed to take on the role of our next Board Chair and he will do a great job in leading the Directors to represent and be the voice of business in the Milton area. He brings a wealth of experience to the position and I know that he will have the support of our President, Scott McCammon and the staff to make the transition and to take this new Board to even greater achievements.

We will have some new faces on the Board as we say good bye to long time director and former Chair, Richard Bolton. David O'Connell and Keith Hesse. I thank them for their dedication to the Board and I know that they will continue to be an integral part of the Chamber network.

I will not be using this opportunity to sing the "So Long, Farewell" song from The Sound of Music but I will say that my time as Chair has been a terrific and educational experience and I would encourage all of you to continue to be a vital part of the Chamber world.

Thank you.

4. Adoption of the Minutes of the 2016 Annual General Meeting

It was moved by Leslie Fitch and seconded by Walter Heyden that the minutes of the 2016 Annual General Meeting be adopted as presented. Motion carried.

5. Confirmation of the Directors' Actions

Teresa Fujarczuk read the following statement to confirm the actions of the Directors' during the previous year.

RESOLVED that all purchases, contracts, membership approvals, contributions, compensations, acts, decisions and appointments by the Board of Directors and Officers since the last meeting of the corporation to the present date, be and the same hereby are ratified and approved.

It was moved by Walter Heyden and seconded by Lesley Mansfield that the actions of the Board of Directors since the previous Annual General Meeting for the year 2017 be confirmed. Motion carried.

6. Report of the Treasurer – Wilfred (Buddy) Edge

Welcome everyone.

I would like to take a few minutes and talk about our fiscal year from a financial perspective.

Our fiscal year ended on September 30 so the audited financial statements included in the AGM report covers the 12 month period Oct 1, 2016 to Sept 30, 2017.

Revenue for the Chamber comes from several sources with the primary sources being memberships, sponsorships, advertising and events. We finished the year with revenue of \$682,147 which is an increase of 9% over the prior year and we saw growth in each of our primary revenue sources.

Of course, in order to generate this revenue we have to incur expenses. Some expenses are fixed, such as rent, and other expenses will vary with the type of event.

Total expenses for the year came in at \$675,051 which is an increase of 5.4% over the prior year expenses.

If we take all of the revenue and subtract the expenses we end up with a net surplus of \$7,096 this year compared to a deficit of \$15,096 for the prior year.

We had budgeted a breakeven year for 2017 and we managed to achieve modestly better for a couple of reasons. We saw an improvement in the amount of sponsorship revenue and in the earnings generated on the scholarship fund.

For fiscal 2018 we are budgeting another breakeven year with comparable revenue and expenses to fiscal 2017.

It was motioned by Walter Heyden and seconded by John Barrett that the report of the Treasurer be accepted and approved as given. Motion carried.

7. Report of the Nominating Committee – Scott McCammon

The Nominating process began earlier this year and will conclude with your voting at this Annual General Meeting.

The incumbents group is for information only. It includes those persons returning for the second year of a two-year term.

Additional nominations may be submitted by any member in good standing provided such nomination is endorsed by another member and the nominee has consented in writing to stand for election.

According to the provisions of our Constitution and Bylaws, I would like to outline a few ground rules.

1. Only Chamber members in good standing can vote.
2. Only one representative per member firm is allowed to vote either in person or by proxy.

“I now like to ask for any further nominations from the floor for a position on the Board of Directors of the Chamber.”

Repeated two (2) more times for a total of three (3).

There being no further nominations:

It was moved by Lesley Mansfield and seconded by Walter Heyden that the 2017/2018 Report of the Nominating Committee be accepted as circulated and that the proposed slate of officers be accepted. Motion carried.

8. Appointment of the Auditors for the 2017/2018 fiscal year

It was moved by John Barrett and seconded by Wilfred (Buddy) Edge that The Board of Directors is authorized to appoint Astrid Lakats as the Auditor for the 2017/2018 fiscal year. Motion carried.

9. Results of the Election

The candidates presented by the nominating committee won uncontested election to the Board.

Walter Heyden will be confirmed as Chair at the December Board of Director’s meeting (next week). Teresa Fularczuk will be the Past Chair.

The Board welcomes Karen Galasso, Kim Majetic, and Amanda Moss as new Directors and is pleased to have Walter Heyden, Leslie McLaren, and Fred Scheuer return for a new two year term.

The Board thanks Richard Bolton, Keith Hesse, and David O’Connell for their service.

Teresa Fularczuk asked for a motion from the floor to adjourn the meeting at 5:38 PM. It was moved by Chrissy Callery and seconded by David O’Connell that the meeting be adjourned. Motion carried.



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2018 NOMINATING COMMITTEE REPORT Milton Chamber of Commerce Board of Directors December 2018 to December 2019

RETIRING DIRECTOR

Leslie Fitch

DIRECTORS SERVING BALANCE OF TWO YEAR TERM (ending December 2019)

Dion Farentino	RBC Royal Bank	(Finance)
John Lobraico	Chudleigh's Ltd.	(Industry/Agriculture)
Kim Majetic	Gordon Food Service	(Industry)
Matt Rees	ROCKWOOL Inc.	(Industry)
Fred Scheuer	Intrigue Media Halton Region	(Marketing)

INCUMBENTS SEEKING ANOTHER TWO YEAR TERM (two-year term ending December 2020)

Wilfred Edge	Manulife Securities	(Investments)
Nathan Porter	4Sight Search Solutions	(Recruitment)
Stacey Halliday	myFM - My Broadcasting Corp	(Media)
Walter Heyden	Dufferin Aggregates	(Industry)

PAST-CHAIR (automatic term)

Teresa Fujarczuk	Granite Ridge Golf Club	(Entertainment)
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PROPOSED 2019 DIRECTOR (two-year term ending December 2020)

Robert Duvall	RDC Networks Inc.	(Technology)
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TOWN OF MILTON COUNCIL REPRESENTATIVE (no action required)

To be appointed by Town of Milton Council

MILTON CHAMBER OF COMMERCE STAFF (Ex-officio; no action required)

Scott McCammon	President & CEO
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INCUMBENTS SEEKING ANOTHER TWO YEAR TERM

Walter Heyden Dufferin Aggregates

Walter Heyden has worked for Dufferin Aggregates a division of CRH Canada for 31 years. His career has included maintenance, engineering, project management and most recently as a manager of Dufferin's largest operation the Milton Quarry. The Milton Quarry has operated in the Town of Milton since 1962 and is a proud long time member and supporter of the Chamber Of Commerce. Walter is an alumni of both York University's Schulich School of Business and University of Leicester's continuing education programs.



He has been the manager of the Milton Quarry since 2010 and on the Chamber Board as a director since 2010. He is the current chair of the Milton Chamber of Commerce and also sits as the chair of the Government Relations Committee. He is married and has 2 children.

Wilfred (Buddy) Edge Manulife Securities

Buddy brings over 30 years of business experience in finance to the Milton Chamber of Commerce Board. He has served in various senior finance positions in his career, both in the manufacturing and services sectors, as well as volunteering in the not for profit sector as Director and Treasurer. Buddy runs a successful wealth management practice under Manulife Securities Inc. serving the needs of clients in the Halton and GTA area.



Buddy has earned several professional designations over his career. Buddy is a Chartered Professional Accountant in good standing. He holds an Executive MBA from Athabasca University and earned the Chartered Investment Manager designation (CIM) in 2012. The CIM designation is a portfolio manager designation granted by the Canadian Securities Institute.

Buddy is also certified coaching instructor and has enjoyed many years coaching kids amateur hockey. Lately, In his spare time he enjoys spending time up north building their dream cottage.



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INCUMBENTS SEEKING ANOTHER TWO YEAR TERM

Stacey Halliday

myFM - My Broadcasting Corporation

Stacey Halliday, is a strategy and branding expert with 25 years of B2B and B2C executive sales and marketing experience. She has worked with the largest companies in Canada helping create and execute award-winning advertising campaigns and product launches.



She currently proudly holds the role of General Manager of Milton's radio station 101.3 myFM where she concentrates her efforts on giving back to the community she's called home for 17 years by using her skills to help local businesses meet their business needs through the radio platform as well as ensure that the station provides its community service through on-air, on-line and on-site coverage of all events and news happening locally, nationally and internationally.

She enjoys being an active member of the Milton Chamber of Commerce where she sits on several committees as well as their Board of Directors.

Nathan Porter

4Sight Search Solutions

Nathan Porter is the Owner of 4Sight Search Solutions, based in Milton, ON, but serving the Greater Toronto Area. Using his strong management and recruitment background, his passion is to provide solutions that consistently deliver top-talent and service excellence for small to medium organizations (SMOs).



As a proven leader, Nathan has led several award-winning teams. As a public speaker, Nathan has delivered workshops on industry topics to both job seekers and organizational leaders. As a community supporter, Nathan has served on multiple boards and committees across Halton.

When he is not stirring up trouble with his competitive nature or his witty sense of humour, he enjoys community involvement, reading, sports, or spending time with his 2 boys.



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PROPOSED 2018-2019 DIRECTORS SEEKING A TWO YEAR TERM

Robert Duvall RDC Networks

As a business owner and entrepreneur, Rob is CEO of Robert Duvall Consulting Inc. (“RDC Networks”), an I.T. consulting business also located in Milton and have been Milton Chamber of Commerce members since 2009. Rob started his business in 2004 after working for over a decade, teaching technology across North America for Compumaster/Skillpath Seminars. Rob is often called upon by his peers in the Tech community for technology speaking engagements and has been featured in several magazine articles.



Rob was nominated as Business Person of the Year 2010 by the Milton Chamber of Commerce and won Business of the Year in 2014! Rob was nominated as one of the People You Should Know in Milton for 2012 by DiscoverMilton as well as being featured in Businesses Who Give Back to Milton in 2013.



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MILTON CHAMBER OF COMMERCE FINANCIAL STATEMENTS

FOR THE YEAR ENDED SEPTEMBER 30, 2018

[CLICK HERE TO READ THE FINANCIAL STATEMENTS](#)

MILTON CHAMBER OF COMMERCE BY-LAW AMENDMENTS

[CLICK HERE TO READ THE BY-LAW AMENDMENTS](#)