



MILTON CHAMBER OF COMMERCE

SUPPORTING LOCAL BUSINESS SINCE 1888

NOTICE TO ALL MEMBERS OF THE MILTON CHAMBER OF COMMERCE

The 2020 Annual General Meeting of the Milton Chamber of Commerce

will be held on

Tuesday, December 8, 2020

4:00 PM

The AGM will be delivered virtually this year,
a meeting link will be sent by email after registration.

Please register through the Milton Chamber website:

REGISTER NOW

or email info@miltonchamber.ca

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

The AGM package is attached including linked 2020 Financial Statements.

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 2020 ANNUAL GENERAL MEETING PROXY FORM

The undersigned member of the Milton Chamber of Commerce hereby appoints Board Chair Kim Majetic 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 8, 2020 (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 _____ 2020.

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 8, 2020

1. Call to Order - Chair - Kim Majetic
2. Remarks of the Chair - Kim Majetic
3. Adoption of the Minutes of the 2019 Annual General Meeting - Kim Majetic
4. Confirmation of the Directors' Actions - Kim Majetic
5. Report of the Treasurer - Nathan Porter
6. Report of the Nominating Committee - Walter Heyden
7. Appointment of the Auditor for the 2020/2021 fiscal year - Kim Majetic
8. New Business - Kim Majetic
 - Your Influence Never Sleeps presented by Neil Thornton, The Thornton Group
9. Adjournment - Kim Majetic



MILTON CHAMBER OF COMMERCE

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MILTON CHAMBER OF COMMERCE 2019 ANNUAL GENERAL MEETING MINUTES

Tuesday, December 10, 2019

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

Meeting called to order by Board Chair Walter Heyden at 5:12 PM.

1. Overview of Meeting Procedures – Walter Heyden

Thank-you for attending. I can confirm that we have the quorum as required by our by-laws. Therefore, I officially call to order this Annual General Meeting of the Milton Chamber of Commerce.

As per the Bylaws, all information discussed at this meeting was circulated to the membership 10 of days in advance of today's meeting.

Since we will be voting on a number of items this evening, a few by-law ground rules:

- I) Only Chamber members in good standing can vote.
- II) Only one representative per member firm is allowed to vote either in person or by proxy.

2. Adoption of the Agenda of the 2019 Annual General Meeting

It was moved by Rob Duvall and seconded by Wilfred (Buddy) Edge that the agenda of the 2019 Annual General Meeting be adopted as presented. Motion carried.

3. Remarks of the Board Chair – Walter Heyden

It's been a pleasure to serve as Board Chair for this past year. In fact, Teresa and I both did victory laps and had two years as Board Chair.

As Board Chair, you certainly get the chance to be involved in the community and to gain a new appreciation for how busy our Chamber is. Just as important, you get to see how respected our Chamber is in Ontario and Canada and how important the Chamber network is across Canada.

Milton is a mid-sized Chamber with about 700 companies as members. Larger Chambers in Canada range from 1,800 to 10,000 members. I'm proud to tell you, though, that our Chamber tends to "punch above our weight", even with fewer resources and staff than the bigger Chambers.

We are one of the founders of Canada's Innovation Corridor Business Council, which works on issues such as transportation gridlock and the Advanced Manufacturing Supercluster. Our President & CEO, Scott, is on the Executive of this Council as the lead for Halton Region.

We were also one of four Chambers involved on the Ontario Chamber's Strategic Planning committee, plus many other initiatives.

We have also become a popular destination for many federal and provincial politicians wanting to talk with our local businesspeople.

In the past year, we hosted Premier Doug Ford, Federal Finance Minister Bill Morneau, Provincial Finance Minister Vic Fedeli, and the Minister of Innovation, Science and Economic development, Navdeep Bains.

As Chair, I've had the pleasure now of attending two Canadian Chamber conventions and two Ontario conventions. This year, we were in Saint John and Muskoka.

In fact, we were in Muskoka during some of their worst spring flooding. Some people wondered why the convention wasn't cancelled. But, it was important for us to proceed and bring the economic benefit to the area, which the local Chambers and businesses appreciated.

One of the main objectives at these conventions is to debate policies the Canadian and Ontario Chambers will use to lobby the government. This year, we debated 105 resolutions, including tax issues, infrastructure and skilled trades.

It's always interesting for me to see how policy is developed by Chambers across the country. It's also fascinating to see the debates and learn about issues facing businesses in other provinces and territories.

There are 450 chambers of commerce and boards of trade in Canada, representing 200,000 Canadian businesses. In fact, there is a Chamber in every electoral riding across our country.

No other business association has the grassroots perspective and influence of the Chamber network.

As I said earlier, as Board Chair you get a new appreciation for our Chamber staff. They do a lot of work behind the scenes on issues and events. So, to the current Chamber staff.....Scott, Joanne, Krista, Ashley and Sam....and to our past staff members Melissa and Kaitlin.....many thanks for all your hard work!

Thanks also to our Board members for your dedication and expertise.

With today's AGM, we say goodbye to:

- Stacey Halliday.....a newer Board member but added as a valuable resource.
- Buddy Edge who has been our Treasurer for almost six years and has done a tremendous job reporting on our monthly finances and our annual audits.
- And, our two term Board Chair, and two term Past Chair, who is also an incredible Chamber supporter, Teresa Fularczuk, who joined the Board in late 2012.

Teresa, Buddy and I have been on the Board together for a long time. It's going to seem strange now for me to be at Board meetings without them!

To our new Directors: Mihaela (Mickey), Stephanie and Tanya, we appreciate your willingness to help and look forward to your involvement on the Board.

And, finally thanks to all of you, our members, for your commitment to the Milton Chamber. We are nothing without our members. We appreciate your support and look forward to another great year!

4. Adoption of the Minutes of the 2018 Annual General Meeting

It was moved by Richard Bolton and seconded by Lesley Mansfield that the minutes of the 2018 Annual General Meeting be adopted as presented. Motion carried.

5. Confirmation of the Directors' Actions

Walter Heyden 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 Rob Duvall and seconded by Astrid Lakats that the actions of the Board of Directors since the previous Annual General Meeting for the year 2018 be confirmed. Motion carried.

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

The audit took place in October/November and final audit report was passed at the November 2019 board meeting. Copies of the audited financial statements were circulated with the AGM notifications and are also available here tonight.

I would like to share with you highlights of our year from a financial perspective.

The Milton Chamber is a not for profit organization and we provide various services for the benefit of our members and the community.

Once a year the financial records of the Milton Chamber are audited in late October. Included in your package is a copy of the audited financial statements for the year ending September 30, 2019.

In 2019 we hosted 50 events, excluding the farmers market, and raised \$343,000 by way of event fees and sponsorships which is \$67,000 higher than the previous year.

In 2019 total revenue was \$710,658 which is up 7% or \$45,815 over the previous year. An increase in events sponsorship revenue is attributed to this positive variance.

Total operating expenses in 2019 was \$708,226 which is \$56,363 higher than the previous year. This variance is attributed to an increase in our costs to hold the events.

This leaves us with a small surplus of \$2,432 for 2019 versus a surplus for the previous year of \$12,980.

Depending on the surplus at the end of the year we will make allocations to a reserve fund for future items. Last year we reserved \$4,000 to the capital fund reserve and in 2019 we incurred the capital costs so now we are pulling these funds out of the reserve to cover the cost of the upgrades.

In addition, we are also allocating \$20,000 from the scholarship fund reserve. These funds are to cover additional costs for the Sports Celebrity Event which were planned. This leaves us with a Net Surplus of \$26,432 for the year.

The Chamber grew the cash position by \$21,371 and cash on hand sits at a comfortable \$152,978.

It was motioned by John Lobraico and seconded by Nathan Porter that the audited financial statements for the fiscal year ending September 30, 2019 be accepted and approved as given. Motion carried.

8. Report of the Nominating Committee - Walter Heyden

The nominating process began earlier this year and will conclude with your voting at this Annual General Meeting. The Report of Nominating Committee was circulated in advance in the AGM meeting package. Copies were also made available at the AGM.

A number of incumbents or current Board members are returning for their second year of a two-year term or are starting another two-year term. This group is shown for information only.

When the Nominating Committee met, they reviewed the list of possible candidates to fill the Board vacancies and have put forward the following people, all of whom have agreed to serve:

- Mihaela (Mickey) Dinis
- Stephanie Carruth
- Tanya Vakil-Fernandes

Our bylaws require that any further nominations from the membership be submitted at least 10 business days prior to the AGM. As no further nominations were received, the report of the Nominating Committee stands as is.

It was motioned by Rob Duvall and seconded by Tanya Vakil Fernandes that the final Nominating Committee Report, as circulated, be accepted. Motion carried.

The Officers of the Chamber are voted in by the new Board, which will be done at their meeting on December 18, 2019.

It is confirmed that Kim Majetic of Gordon Food Service has agreed to be the new Board Chair and Walter Heyden will serve as Past Chair.

9. Appointment of the Auditors for the 2019/2020 fiscal year

It was moved by Kim Majetic and seconded by Matthew Rees that the Board of Directors is authorized to appoint Astrid Lakats as the Auditor for the 2019/2020 fiscal year. Motion carried.

Walter Heyden asked for a motion from the floor to adjourn the meeting at 5:25PM. It was moved by Stephanie Carruth and seconded by Dion Farentino that the meeting be adjourned. Motion carried.



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2021 NOMINATING COMMITTEE REPORT Milton Chamber of Commerce Board of Directors December 2020 to December 2021

DIRECTORS SERVING BALANCE OF TWO YEAR TERM (ending December 2021)

Maria Artuso	RBC Royal Bank	(Finance)
Stephanie Carruth	ONE for Freight	(Transportation)
Mihaela (Mickey) Dinis	Grant Thornton LLP	(Accounting)
John Lobraico	Chudleigh's Ltd.	(Industry/Agriculture)
Kim Majetic	Gordon Food Service	(Industry)
Matt Rees	ROCKWOOL Inc.	(Industry)
Fred Scheuer	Intrigue Milton Halton Region	(Marketing)
Tanya Vakil Fernandes	Forest Hill Real Estate Inc. Brokerage Keystone	(Real Estate)

INCUMBENTS SEEKING ANOTHER TWO YEAR TERM (two-year term ending December 2022)

Nathan Porter	4Sight Search Solutions	(Recruitment)
Robert Duvall	RDC Networks Inc	(Technology)

PAST-CHAIR (automatic term)

Walter Heyden	Dufferin Aggregates	(Industry)
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TOWN OF MILTON COUNCIL REPRESENTATIVE (no action required)

Kristina Tesser-Derksen	(appointed by Milton Town Council)
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MILTON CHAMBER OF COMMERCE STAFF (Ex-officio; no action required)

Scott McCammon, ACE, CCE	President & CEO
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MILTON CHAMBER OF COMMERCE FINANCIAL STATEMENTS

FOR THE YEAR ENDED SEPTEMBER 30, 2021

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