



# BusinessNews

THE MILTON CHAMBER OF COMMERCE BUSINESS TO BUSINESS NEWS PUBLICATION

## Milton Winter Farmers' Market

### MILTON WINTER FARMERS' MARKET

OPERATED BY THE  
MILTON CHAMBER OF COMMERCE



### MILTON WINTER FARMERS' MARKET

January 8 – April 30, 2022  
Saturdays from 10:00 am – 3:00 pm  
Milton Mall, 55 Ontario St. S., Unit A5  
Please enter at RBC mall entrance.

Mark your calendars and be sure to shop the Milton Winter Farmers' Market. You'll be able to chat with and support some of your favourite summertime vendors!

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## Business News

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## CHAIR'S REPORT

Happy 2022 everyone, it is with great pleasure that I begin my term as Chair of your Milton Chamber of Commerce. The Milton Chamber is the local voice of business for our over 700 members.

To say we are living in unprecedented times is an understatement. Entrepreneurs not only face the stresses of living through a global pandemic, they also are grappling with ever-changing health and safety standards, managing customers' expectations and spending money to restructure their physical businesses to be Covid-compliant. Amid the uncertainty, it is important for us to maintain perspective, and to take heed in the strength of our businesses and community.

Advocacy has always been a significant component of the Milton Chamber and that has certainly been the case since the pandemic started, with the Chamber urging government at all levels to take concrete action to allow businesses to not only survive but succeed. The Chamber consistently advocates on behalf of Milton businesses, as they relate to our municipal government. The Milton Chamber also advocates at the provincial and federal level through the Ontario Chamber of Commerce and the Canadian Chamber of Commerce regarding proposed and existing laws and regulations.

The Milton Chamber offers a variety



**John Lobraico**  
Chair

of benefits to our members, ranging from the distribution of free rapid test kits to keep businesses safe, events that create opportunities to connect members both virtually and in-person, to affinity programs that help businesses save money on gasoline, office supplies and Visa/MasterCard merchant fees. Chamber members are also eligible to participate in the Chambers Group Insurance Plan, which has been protecting Canadian firms for over 40 years.

Local businesses are the backbone of our Milton community. Now, it is more important than ever to buy, think, stay and eat local. I encourage you to use this Business Directory to find Milton businesses, whether it's ordering take-out, buying gifts cards or purchasing online or in-store, let's #ShopLocalMilton.

**Shop Local**  
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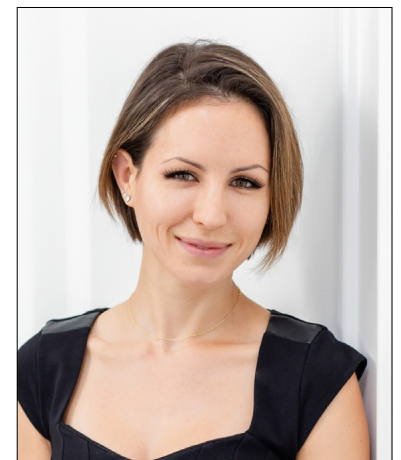
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# Upcoming events

To register for any of the following Chamber events please visit [www.miltonchamber.ca](http://www.miltonchamber.ca).

## #EATLOCALMILTON CONTEST

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Until January 28, 2022

Support a local, participating restaurant for a chance to win, a weekly \$200 restaurant gift card, including the top prize of a \$1,000 restaurant gift card.

For a list of participating restaurants and contest rules please visit: [miltonchamber.ca/eatlocalmilton](http://miltonchamber.ca/eatlocalmilton)

## MILTON WINTER FARMERS' MARKET

SPONSORED BY TERRA GREENHOUSES

January 8 – April 30, 2022

Saturdays from 10:00 am – 3:00 pm

Milton Mall, 55 Ontario St. S., Unit A5 | Please enter at RBC mall entrance

See page 8 for more information or visit [miltonfarmersmarket.ca](http://miltonfarmersmarket.ca)

## MILTON BREAKFAST CLUB

PRESENTED IN PARTNERSHIP WITH BENSOL CONSULTING

Wednesday, January 12

8:30 AM - 9:30 AM

Virtual Event

## MILTON YOUNG PROFESSIONALS & BUSINESS AFTER HOURS LEARNING SERIES

Tuesday, January 25

4:00 PM - 6:00 PM

Watch your email for updates.

## TUSCANY INFORMATION SESSION WITH INDUS TRAVEL

Thursday, January 27

12:00 PM

Virtual Event

Harish from Indus Travel will provide details and answer any questions about the Explore Tuscany trip. [Click here to see the Explore Tuscany flyer for more information.](#)

## BREAKFAST WITH THE MAYOR

Thursday, February 17

Milton Banquet Centre, 3090 Steeles Ave. W.

Registration & Breakfast: 8:00 AM

Keynote Presentation: 8:30 AM

Members: \$50 +HST | General Public: \$65 +HST

# Milton Chamber Rapid Test Kit Deployment Temporarily Suspended

Due to a province-wide shortage of the Rapid Antigen Test Kits, the Milton Chamber no longer has kits available for pick-up. The timeline for restocking Chambers and Boards of Trade with test kits is unclear. But, it is expected to be late January at the earliest. We truly apologize for the inconvenience, especially given the current surge in Omicron and the desire to test employees. We will advise as soon as new rapid test kits arrive.

The program, launched in May of 2021 has significantly helped our Milton businesses. To date, we have given away approximately 65,000 tests valued at \$1.3-million.



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## PRESIDENT & CEO'S REPORT

Last week, we had announcements by the provincial and federal governments that gave hope....and confusion.

The Chamber and the business community welcomed the new \$10,000 grant supports announced by the Ontario government. The Ontario Chamber network had advocated for more immediate relief beyond the electricity rate relief and other programs announced previously. And, while we appreciate the government's responsiveness to our feedback, Chambers are still deeply concerned about those businesses that will be left behind and the confusion over qualifications.

As noted by the Ontario Chamber, "...the grant is too narrow as it only applies to businesses that were required to fully close. It misses those that are at limited capacity or those losing revenue as a result of restrictions affecting their clients (such as food service suppliers). On the other hand, the electricity subsidy is too broad as it will largely benefit ratepayers that are not impacted by current restrictions."

We continue to lobby for improvements.

The Canadian Chamber Network has played a key role in getting rapid antigen test kits into the hands of local businesses across Canada. Over 175 local chambers of commerce and boards of trade have been working diligently to help protect workers in local businesses. In Milton, we have distributed approximately 65,000 tests valued at \$1.3 million.



**Scott McCammon, ACE, CCE**  
President & CEO

But that is not enough. Unfortunately, our supply of rapid test kits was depleted just before the holidays. The surge of Omicron created a surge in demand for test kits.

The Prime Minister recently announced that more rapid test kits are on their way – 140 million tests, in fact. That is welcome news. Now, we need the kits to get to the provincial government so they can continue to utilize our valuable and efficient Chamber distribution channel.

In Milton alone, we have a wait list for about 55,000 tests. We're told the kits will be sent to us in late January/early February. Hopefully, the supply we're given will exceed demand so we can operate into the months ahead.

## SHIFT BACK TO VIRTUAL

All January events for our Chamber have shifted back to virtual.

Our Sports Celebrity Dinner & Auction, which supports our Chamber Scholarship program, has also been postponed. With the uncertainty of hosting live events in the upcoming weeks, the event has been moved to Tuesday, April 5th. Watch your e-news for updates.

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# OCC Reacts to Further Restrictions

Rocco Rossi, President & CEO, Ontario Chamber of Commerce, released the following statement:

"We recognize that public health and a healthy economy are intrinsically linked, however, sweeping new restrictions – impacting employers, workers, and families – unaccompanied by immediate and commensurate supports is unacceptable nearly two years into the pandemic. We need a comprehensive plan that ties restrictions to clear, data-based metrics so that employers, workers, and families can

plan ahead.

"We are all are doing our part. Now, government needs to do their part. What additional steps does the government plan to take to over the next 21 days and beyond?"

"Newly imposed public health measures intended to control the spread of the Omicron variant should always be met with immediate, commensurate and targeted relief, particularly for small businesses, many of whom cannot afford any further reduction in revenue."

## CANADIAN CHAMBER OF COMMERCE

# Canada 360° Economic Summit

FEBRUARY 9, 2022 | VIRTUAL

Tiff Macklem, Governor of the Bank of Canada, will take part in our annual Canada 360° Economic Summit. Mr. Macklem will sit down with our President and CEO, the Hon. Perrin Beatty, for a special fireside chat to discuss the current state of the economy and how the Canadian business community has contributed to our shared prosperity.

### PROGRAM INFORMATION

Get a front-row seat for a pivotal day of thought leadership as we convene some of the brightest minds in the Canadian business community to discuss what comes next for our country and our communities. Canada still faces several long-standing challenges that are holding back its

economic growth, and our Canada 360° Economic Summit will highlight the bold strategies needed to transition our economy from recovery to strong and sustainable growth that will attract investment.

Canadian public opinion pollster Nik Nanos will also join us for a closer look at what Canadians think about the future of our economy.

The day will also feature four special panel discussions on The Future of the Digital Economy, Canada's Future Infrastructure Needs, The Future of Inclusive Economic Growth and Canada's Net-Zero Future.

Click here for more details on our panels, panelists and how to register.



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# Host a Booster Clinic at Your Workplace

The Ontario government is calling on businesses to run vaccination clinics as a way to reach more individuals quickly as the province accelerates the rollout of booster doses.

Clinics are set up, operated and funded by participating employers to vaccinate employees aged 18 and over, their families, retirees, as well as members of the local and neighbouring communities.

Employers are encouraged to contact the province to discuss eligibility to operate a workplace or community clinic. An information line has been set up to answer questions and assess a company's capability to implement workplace and community clinics. To know whether your business is eligible, please call the Ontario Together Contact Centre at 1-888-777-0554.

## Employers must:

- provide health human resources (onsite or contracted nurses, doctors or other regulated health professionals who can administer vaccines);
- have a facility, or can arrange for an alternative facility in the community, such as a community hall or warehouse, to run a vaccine clinic safely; and
- offer vaccination to eligible workers and community members.

The Province thanks the Ontario Chamber of Commerce and members for your continued support and interest in setting up employer vaccine clinics.

## FREQUENTLY ASKED QUESTIONS

### What is involved in running a clinic?

The employer is responsible for planning, implementation, and funding. The type of work involved in running a clinic includes:

- Pre-planning, such as creating an operational playbook.
- Communications, for instance, ensuring the community is aware of the opportunity, developing written materials and signage, and connecting with community stakeholders.
- All logistics and oversight of the clinic, for example, ensuring infection prevention and control, hiring, scheduling and managing health care workers to administer vaccines, implementing vaccine consent processes, managing volunteers and parking management.
- Vaccine receiving, storage and movement, for example, inventory management, planning and receiving shipments and onsite storage.
- I.T., data and reporting, including the ability to run the provincial data management system and manage process for data collection/data entry.
- site and clinic security, for example, consulting with the OPP and/or local police; implementing required security measures and establishing protocols for emergency situations.

### How much does it cost to run a clinic?

- The actual costs for employers will vary

depending on various factors such as infrastructure, human resources, and local needs.

- The clinics will provide capacity to help vaccinate more people quickly as the province accelerates the rollout of booster doses.

### What happens if I meet most of the criteria but am not able to cover the cost? Will the government provide me funding?

- To host an employer-led clinic you must be able to set-up, operate and fund the clinic. There is no government funding available for these clinics.
- Vaccines supply will be provided by the province, as well as access and training to the provincial data management system.
- The clinics will provide capacity to help vaccinate more people quickly as the province accelerates the rollout of booster doses.

### Do employers need to purchase vaccines?

- There is no cost to the employer for the actual vaccine doses. Vaccines will be provided by the Province.

### What is the process to obtain vaccines?

- If your organization qualifies for the program, a program representative from the Ministry of Economic Development, Job Creation and Trade will contact you to discuss next steps, including the process to request vaccine supply.

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# Milton Winter Farmers' Market

The Milton Chamber of Commerce is thrilled to announce the Milton Winter Farmers' Market will be running at the Milton Mall every Saturday from 10:00 am to 3:00 pm starting January 8 until April 30. Our friends at Terra

Greenhouses are proud sponsors.

Mark your calendars and be sure to shop the Milton Winter Farmers' Market. You'll be able to chat with and support some of your favourite summertime vendors!



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### NON-PROFIT SPOTS AVAILABLE AT THE WINTER FARMERS' MARKET


Each week there will be one designated non-profit booth, free of charge. If you are interested in a booth at the Milton Winter Farmers' Market please contact [Krista Lancaster](mailto:info@miltonchamber.ca) at [info@miltonchamber.ca](mailto:info@miltonchamber.ca) with your preferred date.

### FOLLOW THE MILTON FARMERS' MARKET:

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# Protecting your Assets: Addressing Workplace Mental Health in 2022

With most of us considering the mind the greatest asset in business, it's only natural that we're nurturing it in every capacity. Workplace mental health has become more than just words on a page in an employee manual – it's become a fundamental pillar in an organization's presence – and ultimately, its sustainable success.

Collectively, we've all been through a lot (to say the least) over the past two years. A global pandemic, racial and political injustice, environmental catastrophes, and economic uncertainty weigh heavily on many of us. When you pile all that on top of what people go through in their own daily and personal lives, it's safe to assume that there are some days that we're all just hanging on by a metaphorical thread.

Companies that not only acknowledge, but prioritize employee mental health, are leading the way to a brighter future. As we emerge from the pandemic and define "new normal" together, mental health awareness and providing actionable benefits are a necessity in business and must be communicated and encouraged to its workers.

First and foremost, businesses need to nurture an environment for open communication between upper management and their employees. Company-wide changes and decisions that affect everyone should be communicated up front rather than relying on the old grapevine. Employers should be checking in on employees beyond asking when that report will be in their inbox, or lobbing out an insincere "you're ok, right?". Fostering communication in the workplace opens the door to honesty, so when someone isn't feeling their best, they're not afraid to say so.

A comprehensive mental health-friendly benefits plan that stretches beyond basic coverage for counselling is also a must. Take Starbucks, for example. In 2016, the company implemented a new program to all partners (employees), offering \$5,000 a year in mental health coverage to those who work 20 hours a week or more.

"We do not believe the current level of support for mental health benefits provided by Canadian employers is sufficient and we encourage all companies in Canada to step up and join this important effort," said Sara Presutto, Vice President of Human Resources for Starbucks Coffee, back when the policy was announced. "The most important thing we can do is offer a safe and welcoming work environment that supports our [employees] every day, and especially in times of need." The company must have had a crystal ball: imagine how useful the benefit is today.

The truth is, comprehensive mental health benefits support a healthy, sustainable workplace. Just from a business standpoint, lost productivity due to mental health illness costs Canadian businesses an estimated \$6 billion annually. And that was before the pandemic. With the recent exponential increase in anxiety and depression, that cost for businesses has surely risen.

Happy, healthy employees contribute to lower disability usage and employee retention, which ultimately costs your company less. Consider mental health



days (or even weeks), meditation and mindfulness training, or Employee Assistance Programs (EAPs) to provide a sense of security and stability in tough times. This resource from the Canadian Mental Health Association is a great place to start.

As employers approaching a new year and new beginnings after the pandemic, it's our responsibility to make sure no individual is suffering in or outside of the workplace. Yes, our employees are our greatest asset, but ultimately, they are humans first. This is an important age where early intervention can help ensure a healthy future, and workplace mental health support is the best and most important step you can take to help.

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# Inclusive Growth: A Canada for all Canadians

The Canadian Chamber of Commerce's mission is to foster business competitiveness and a strong economic environment that benefits all Canadians. To deliver on this mission, we are committed to inclusive growth and enhancing support for members to fill their talent and skills gaps, and in doing so, increase opportunities for underrepresented segments of the Canadian population to participate fully in the economy and ensuring an inclusive recovery.

Our prosperity depends on a strong business community that is able to innovate, attract talent and capital and expand into new markets. Ensuring all Canadians—from all sectors, regions and backgrounds—have the opportunity to participate in, and rise up through, the workforce is one way to address this issue. During the recovery from COVID-19, this is truer than ever.

Diversity and inclusion in the workplace fosters creative thinking, innovation and problem solving, providing organizations—and the country—a competitive advantage. Research shows the most successful organizations are creating diversified and inclusive workplaces in which individual differences and the contributions of all employees are recognized and valued.

Inclusion also makes financial sense. Improved participation rates could add 2.2 million workers to the labour force by 2040, including more women, Indigenous peoples and persons with disabilities. Not to mention grow our economy by \$101 billion.

Our inclusive growth work builds on our efforts in the area of fostering diverse and inclusive workplaces and will support businesses looking to fill their talent and skills gaps, expanding their workforce base. In doing so, we will enhance opportunities for underrepresented segments of the Canadian population to participate in the economy and foster stronger communities across the country, resulting in a more prosperous Canada that benefits all Canadians.

## COUNCIL FOR WOMEN'S ADVOCACY

The Council for Women's Advocacy (CWA) is a cornerstone of the Canadian Chamber's inclusive growth and recovery efforts. It has been established in order to bring the voice and perspectives of women to national policies, inform the Canadian Chamber's initiatives in advancing the gender equality agenda, and drive meaningful action to address the identified issues and barriers.

With the onset of the COVID-19 pandemic, CWA members agreed to focus on recommendations for a gender-inclusive recovery.

Right now, women everywhere in Canada are facing many pandemic-related unknowns about their working lives. How do they keep working if their child is home from school amid an outbreak? How do they afford childcare when many jobs are in a precarious state? For those who are business owners, how do they keep their businesses open?

Ensuring women have opportunities to fully participate in the recovery is essential for widespread job creation and sustained economic growth.

Canada is entering a period of cautious recovery and employment may not return to pre-crisis levels at any point soon. Available jobs and the skills required will shift. Employers might increasingly look to automation to maintain operations during future crises and reduce risk. Canadians will need reskilling, upskilling and skills training programs to get them back to work. Education and training will also change, including a greater need for online learning and durable skills, with a focus on both work-integrated and lifelong learning. A new normal based on the realities of a potential second wave and long-term impacts to businesses, communities and every aspect of the economy must be considered.

Success will not happen in a vacuum; there must be strong efforts and supports from all levels of government and various stakeholders, including male leadership and colleagues. There will be no inclusive recovery – or recovery period – without the participation of women in the workforce. Ensuring women have opportunities to fully participate in the recovery is essential for widespread job creation and sustained economic growth.

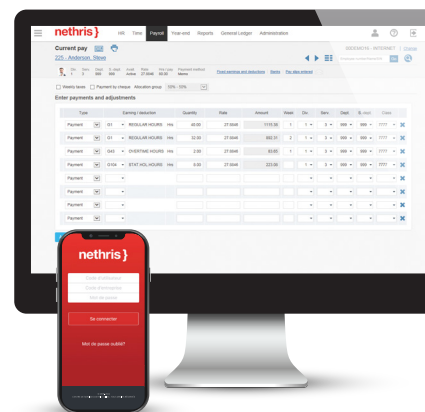
[Click here to explore more from the CWA](#)

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# Stayin Alive First Aid CPR & AED

## FEATURED RENEWING MEMBER

### THE STORY BEHIND THIS AMAZING COMPANY

My boyfriend suddenly started having difficulty breathing. It looked like he was having an asthma attack. I didn't know what to do. Sadly, he did not survive. That was the moment I decided to take a first aid course.

After that, over many years at work, I was responsible for investigating injuries—some minor and others more serious. One of the injuries was fatal. After a few grueling investigations, I realized that I want and need to make a difference in people's lives by helping them prevent and care for injuries. The idea to start my own company was born.

Stayin Alive with First Aid, CPR & AED works to empower adults and children with the knowledge and tools to help others in times of crisis. Whether it's a first aid class in a workplace, the basic life support (BLS/HCP) course for nurses in long-term care, or a babysitting class with students, we're working tirelessly to teach important, life-saving information to as many people as possible.

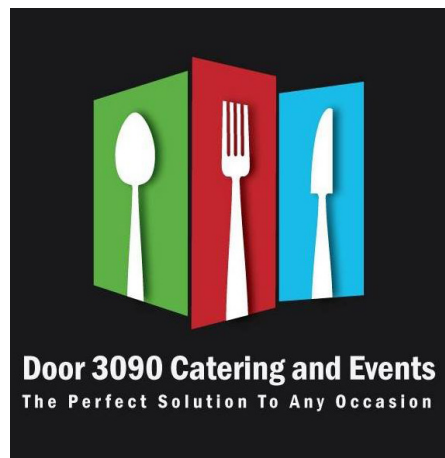
I do believe my training courses offer a bit more than your average companies because I make them discussion based and interactive instead of lecture based.

I draw from my own life experiences and encourage others to share theirs.



# Door 3090 Catering & Events

## FEATURED NEW MEMBER



### MAKE YOUR VISION HAPPEN

Our passion for serving your event brings out the magic and elevates the occasion to new levels. Whether you're

hosting a casual company luncheon or a massive fundraiser, the chefs at Door 3090 Catering & Events will cater your event with uniquely crafted menu.

Our team of experts brings passion to every special event in Halton region. Birthdays, graduations, anniversaries, holidays, reunions, showers, cultural celebrations and more—we create a wondrous experience that surpasses your expectations. From elaborate parties to subtle backyard family gatherings, our chefs are here to design a menu that meets your needs.

### EXPLORE TASTE. EXPLORE US.

We believe in the power of great food to bring people together.

We have put together the most popular

homemade recipes that have been served here at Milton Banquet & Conference Centre as well as shared with you in your own locations for many successful years and continuing.

With our experience, we pull your ideas right from your imagination to create modern menus based on your tastes and preferences. Every menu customized to your tastes and your event. From passed hors d'oeuvres to decadent desserts, we work with you to create a one-of-a-kind experience in your meal.

We specialize in vegan, vegetarian, gluten-free, and dairy-free alternative dishes. Contact us to inquire about our delicious recipes, so everyone at your table will be pleased!

## MARKETPLACE MILTON

Marketplace Milton is a voice query directory, which means that you can search for information about Milton businesses listed on Milton Marketplace using your existing smart home devices like Google Assistant and Amazon Alexa. Doing so will give you instant access to all the information you need about participating Milton businesses and organizations.

Visit [marketplacemilton.com](http://marketplacemilton.com) for more information.



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