

Renfrew & Area Chamber of Commerce

E*NEWS

ABOUT US

February 2012 Edition

- Since 1908, the Renfrew & area Chamber of Commerce has been an active and progressive non-profit voluntary organization promoting the civic, commercial, industrial and tourist development progress of this great community.
- The Chamber is a catalyst and a volunteer organization where business and professional people work together for the common good.
- Year-round promotion of Renfrew and the area as a destination for tourist and business is a priority.

★★★★★★★★★★★★★★★★★★
 ★ Would you like
 ★ your business
 ★ featured?
 ★ Or do you know of
 ★ a business or person
 ★ who should be
 ★ recognized?
 ★ Do you or your
 ★ business have item
 ★ you would like to
 ★ share?
 ★ If so call or e-mail
 ★ the Chamber office
 ★ (613) 432-7015
 ★ info@
 ★ renfrewareachamber.ca
 ★★★★★★★★★★★★★★★★★★

SPOTLIGHT ON: Tax Season

Corporate taxes include taxes on corporate income in Canada and other taxes and levies paid by corporations to the various levels of government in Canada. These include capital and insurance premium taxes; payroll levies (e.g., employment insurance, Canada Pension Plan, Quebec Pension Plan and Workers' Compensation); property taxes; and indirect taxes, such as goods and services tax (GST), and sales and excise taxes, levied on business inputs.

Corporations are subject to tax in Canada on their worldwide income if they are resident in Canada for Canadian tax purposes.

For more info visit:

<http://www.cra-arc.gc.ca>

Ferguson & Kubisheski, Chartered Accountants
 Accounting/Bookkeeping & Tax Services
 (T) 613-432-8153
 (F) 613-432-9953
 Steve.fkcas@renfrew.net
 45 Renfrew Ave. E
 Renfrew, Ontario, K7V 4A3
 A professional services firm serving Renfrew and area since 1988. The cornerstone of our practice's success is providing timely services personalized to client's needs. We offer audit/accounting, estate and succession planning, corporate, personal and trust tax minimization strategies and filings.

The only things certain in LIFE...
 death and tax's
 Visit our Members First!

Horst Business Service
 Accounting/Bookkeeping & Tax Services
 (T) 613-281-1525
 obhorst@nrtco.net
 341 Zion Line, RR#1
 Cobden, Ontario, K0J 1K0
 Bookkeeping, Personal Income Tax, Quick Books, Simply Accounting and Ag Expert installation and support.

MacKillican & Associates,
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 Steve Dregas
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 Professional Services: Accountitng and Bookkeeping, Auditing, Financial Statement Preparation, Management Advisory Services.Taxation: Personal, Corporate, Farm, Estate.

York Tax Services
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 (T) 613-432-5237
 Marilyn York, PFPC
 tmyork@vianet.ca
 831 Eighth Street
 Renfrew, ON, K7V 4K9
 Tax Preparation & Planning for Individuals and Small Business.
 Accurate, Affordable, On Time
 Member: Canadian Federation of Tax Consultants (CFTC)
 Weekend/evening appointments available
 Pick-up/delivery service

Tax savings for individuals, families and business. Get tax savings working for you!

Policy updates

Canadian Chamber of Commerce outlines approach to sharpen Canada's competitive edge

The Canadian Chamber of Commerce launched a major policy agenda under the umbrella of the *Top 10 Barriers to Canadian Competitiveness*.

The Chamber's 10-point national plan aimed at helping Canada regain its competitive edge in the global economy. After extensive research and consultation with business leaders and member chambers of commerce across the country over the past year, the Canadian Chamber has singled out the top 10 barriers holding Canadian business back and diminishing Canada's ability to compete.

The Canadian Chamber of Commerce will leverage the power and voice of its national network of more than 420 local, regional and provincial/territorial chambers to press for action from all levels of government, businesses and other stakeholders to help sharpen the country's competitive edge. Over the next several months, the Canadian Chamber will tackle each of the top 10 barriers, with a specific focus on the issue of skills with the chamber network, in order to establish tangible, real solutions for Canadian business.

As iterated in the Top 10 document, the skills challenge facing Canada can be stated as:
Resolving Canada's skills crisis. A growing shortage of highly skilled labour is becoming desperate, threatening our ability to keep up in a global, knowledge-based economy.

Top 10 Barriers to Canadian Competitiveness

- Barrier I:** Canada's skills crisis
- Barrier II:** Keeping Canadians Working/Helping federally regulated businesses to compete
- Barrier III:** Improving the tax system
- Barrier IV:** Breaking down internal trade barriers
- Barrier V:** Making regulations work
- Barrier VI:** Making Canada a magnet for international investment
- Barrier VII:** Stimulating research and development and bringing it to market
- Barrier VIII:** Using information and communication technology to make Canada competitive
- Barrier IX:** Providing the Financing Businesses Need to Grow
- Barrier X:** Building a 21st Century Infrastructure

**COUNTRY ROCKS
RENFREW
DANCE & CONCERT**

Starring
Aaron Pritchett

Friday, April 20, 2012
Doors open 7 p.m.
AFAC Wing, Renfrew, Ont.

Tickets available through
ticketsource.ca
Renfrew: Finnigan's Road House
Renfrew & Area Chamber of Commerce
(161 Raglan St. S.)
Griffith: 613-333-2240

Opening party by
ROADHOUSE

Info and tickets 613-401-0856:
www.northernstarmanagement.ca

NORTHERN STAR
ENTERTAINMENT & PRODUCTIONS



**\$2 from every ticket sold
exclusively through the Cougars
goes to the
Digital Mammogram Fund
at RVH**

**Tickets available at the
Renfrew Chamber of Commerce
Or by calling RCWD@
(613) 432-9009**

What a Deal

The OVTA is partnering with the Ottawa Senators to host Ottawa Valley Night on Saturday, March 10 vs the Buffalo Sabres!

Ottawa Valley Night will consist of pre and post-game parties at four locations in the Ottawa Valley (Petawawa, Pembroke, Renfrew & Arnprior) for local residents. Specially priced packages will be offered, which will include: access to the pre and post-game parties, a ticket to the hockey game and return transportation from a party location to Scotiabank Place. At the game, the Ottawa Valley will be promoted as a destination to the Ottawa market via an insert in SCORE Magazine (distributed to all ticket holders at the game) featuring Ottawa Valley getaway packages, as well as targeted distribution of the Ottawa Valley travel guide and road map. This is an excellent opportunity to reach a targeted audience in the Ottawa market!

Two levels of sponsorship opportunities for this promotion are now available:

- **Gold Package: \$1,200**
- **Platinum Package: \$2,300** (co-operative opportunity with OVTA, maximum of 4 partners at \$575/each)

The OVTA is coordinating the sponsorship of a shared Platinum Package and is looking for four members to participate at a cost of \$575/each. In return, sponsors will receive:

- x5 Travel Inclusive Tickets - 300 level ticket and return transportation from the pre-game party location of choice to Scotiabank Place
- x1 100 Level Meal Inclusive Ticket - 100 level ticket including dinner in the Senate Club Lounge (parking pass included)
- Promotional offer included in the OVTA's 1/2 page ad in the SCORE magazine insert (overnight packages are encouraged as promotional offers)
- Promotional offer promoted on dedicated landing page of OVTA website (www.OttawaValley.travel/OttawaValleyNight)
- Logo included on the new Bell HD screen during the game
- Logo included on banners at each of the pre-game party locations

OTTAWA SENATORS® **OTTAWA VALLEY NIGHT**
 Please Fax this form to 613 599 0359 or Scan/Email to monychm@ottawasenators.com
 ATTN: MATTHEW MONYCH

NAME: _____ CONTACT PHONE: _____
 ADDRESS: _____ EMAIL: _____
 CITY: _____
 PROVINCE: _____
 POSTAL CODE: _____

Tickets are subject to availability. You will be contacted if tickets are not available in the price level you requested.
 The Ottawa Senators will send tickets to the address at the top of this page. Unless e-mail ticket distribution method selected below.
 Please indicate the number of tickets you would like to order by marking down the quantity in the appropriate price level box.

PLEASE SELECT YOUR LOCATION FOR PICK-UP - (mark the box of the desired location)

PETAWAWA		PEMBROKE	
Kelsey's Restaurant	<input type="checkbox"/>	Finnigan's Roadhouse	<input type="checkbox"/>
RENFREW		ARNPRIOR	
Finnigan's Roadhouse	<input type="checkbox"/>	The Prior	<input type="checkbox"/>

PLEASE SELECT YOUR TICKET PACKAGE -
 (mark the amount of tickets in the box of the desired package)
 All pricing includes all taxes and surcharges (final price is listed below)

PARTY TICKET	\$40.00	<input checked="" type="checkbox"/>	<input type="checkbox"/>
One 300 Level ticket One Seat on coach bus from desired pick-up location Access to Pre-Party of your choice from locations listed above Access to Post-Party of your choice from locations listed above (featuring specials on food and Molson bottles/draught)			
PREMIUM TICKET	\$100.00	<input checked="" type="checkbox"/>	<input type="checkbox"/>
One 100 Level ticket One Senate Club meal at pre-game One parking lot pass (per 2 tickets) (bus transp. not included) Access to the pre-party of your choice from locations listed above Access to the post-party of your choice from locations listed above (featuring specialson food and Molson bottles/draught)			



I'D LIKE TO RECEIVE MY TICKETS VIA: Mail
 Email

PAYMENT

VISA TOTAL AMOUNT: _____
 MASTERCARD CARD NUMBER: _____
 AMEX EXPIRY DATE: _____

NAME ON CARD: _____

SIGNATURE: _____

Growing Your Business Through Packaging Workshops

The Ontario's [Highlands Tourism Organization \(OHTO\)](#) and the Ottawa Valley Tourist Association (OVTA) are pleased to invite you to participate in an exciting, new, and **FREE** tourism packaging workshop!

Grow your Business through Tourism Packaging

- Do you have a unique packaging idea but aren't sure what to do next?
- Would you like to partner with other businesses but you aren't sure where to start?
- Do you need to attract new business in your off-season?
- Are you ready to put a package together and promote it online, but need some help?

If you answered YES to at least one of these questions, then this one-day workshop is for you!

This practical, hands-on workshop is designed to tackle some of the challenges associated with developing tourism packages, such as:

- Understanding how to create intriguing package offers that match the wants and needs of your 'ideal' customer;
- Identifying potential package partners and building a joint offer together;
- Consideration of operational details, pricing, marketing and promotion for successful packaging programs;
- A straight-forward approach to evaluating your success.

We have engaged facilitators who have tailored these workshops to the unique needs of your region, and will share their extensive, hands-on experience in the creation, implementation and promotion of successful tourism packages with you.

Don't miss this **FREE opportunity** to learn how to take advantage of this powerful marketing tool!

For more information and to find out if this workshop is right for you, read the

Workshop-Readiness Assessment

WORKSHOP LOCATIONS & DATES

(click on the appropriate date below to register)

March 20: Renfrew Industrial Commission, Renfrew

March 21: Ash Grove Inn, Barry's Bay

Advance registration is required by MARCH 5.

Space is limited. Don't delay!

Note: OVTA members who wish to attend must also be OHTO members. Membership with OHTO is free!

Tourism Growth in China

Canada's newly unveiled tourism marketing campaign in China will help to spur economic growth and create jobs across the country said the Tourism Industry Association of Canada (TIAC). Prime Minister Stephen Harper launched Canada's 2012 marketing campaign, as well as the opening of a Beijing office for the Canadian Tourism Commission, as part of his trade mission to China.

"China is Canada's fastest growing tourism market, and one of Canada's great economic opportunities," said David Goldstein, President and CEO of the Tourism Industry Association of Canada. "These strategic investments by the Harper government will help us to promote ourselves to this burgeoning outbound travel market, creating vital economic activity and job growth across the country."

"Tourism is the world's fourth fastest-growing export sector, and increasing travel between countries has been demonstrated to encourage more trade in other economic sectors," said Goldstein. "Increased travel from China to Canada will unquestionably help to open that market to many of our other exports."

TIAC is encouraged that the Prime Minister's announcement on promotion follows the introduction of new visa initiatives in 2011, further demonstrating the effectiveness of the whole-of-government approach set forth in the Federal Tourism Strategy. By increasing access to Canada through long-term multiple-entry visas and motivating demand through the CTC's Signature Experience Collection, an effective and coordinated approach to tourism growth can stimulate more visits from this key market.

The number of visitors to Canada from China has grown significantly since the 2009 signing of an Approved Destination Status agreement between the two countries. Over the past year, Canada has seen a 24% increase in visitors from China, rapidly making it one of Canada's most vital inbound tourism markets.

Statistics Canada data from last month revealed that China has surpassed Australia as Canada's fifth largest inbound tourism market, behind the United States, the United Kingdom, France and Germany.

Celebrating Women In Business

In Conjunction with International Women's Day

Enterprise Renfrew County cordially invites women entrepreneurs and managers to attend a FREE "Celebrating Women in Business Event" taking place at Ma-Se-Way Activity Centre in Renfrew on March 5th 2012, from 9:00 am - 3:15 pm.

You will have the opportunity to hear how Keynote Speaker: Canadian Champion Kayaker, Claudia Van Wijik, achieves victory on and off the water. Claudia is co-owner of Owl Rafting and Madawaska Kanu Centre.

Jennifer Layman, owner of Forward Thinking, will share how to "Capitalize on Your Strengths When Planning Your Marketing"

Participate in relaxation techniques guided by Dorothy Allemang, owner of Sonic Meditation for You.

Advanced Registration is required by March 5th, due to limited seating. Please feel free to share this invitation with other women in business and managers. To register visit: www.enterprise-renfrew.com or call Kim Fraser at: 613-735-5224. Please contact the office in advance if you have any food allergies.

Location: Ma-Se-Way Activity Centre,
1 Ma-Se-Way Park Drive, Renfrew
Networking: 8:30 - 9:00 am

Workshop: 9:00 - 3:15 pm (Lunch Provided)
Cost: FREE

A goodwill offering will be taken at the door, proceeds donated to Bernadette McCann House

Bring promotional materials for networking

Recent reports from the policy shop at the Chamber

Canada-India: The Way Forward, outlines a policy direction for Canada that is focused on: ensuring that the *Canada-India Comprehensive Economic Partnership Agreement (CEPA)* negotiations yield a high-quality and balanced result, and boosting Canada's visibility in India through political engagement and enhancing exchanges in the areas of investment, energy and mining, higher education, research and tourism.

Advancing Our Economic Ties With China: Three priorities for Canadian business, the Chamber presents three elements of a more profitable relationship with China: implementing a strategy of political engagement; removing barriers and irritants to more trade and better trade; and, improving our investment relationship with China. An especially interesting read in conjunction with the prime minister's recent trip to China.

Legislation Alert: An Act to Amend the Importation of Intoxicating Liquors Act:

Bill C-311, *An Act to Amend the Importation of Intoxicating Liquors Act*, sponsored by Dan Albas, M. P. Okanagan—Coquihalla, would allow Canadian wineries to ship wines directly to consumers across provincial/territorial boundaries for their personal consumption. Today, the *Importation of Intoxicating*

Liquors Act – passed in 1928 - makes it illegal to order, ship or otherwise transport Canadian wine across provincial/territorial borders without the involvement of a liquor control monopoly. While visitors to Canada can take and/or have our wines shipped home, this archaic legislation prevents Canadians for doing so if it involves direct shipment or transport to another province/ territory.



Heart disease and stroke take 1 in 3 Canadians before their time and is the #1 killer of women – taking more women's lives than all forms of cancer combined.

This February, more than 85,000 volunteers are canvassing door-to-door across the country to help change these statistics.