

**Serving Business Better Since
1948**



**Annual Report
2014/2015**

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Figure 1 : Downtown Whitehorse



Figure 2: Mayor Dan Curtis addressing a Whitehorse Chamber Of Commerce audience



Figure 3: Part of the Lunch Crowd at our Business Connect Conference



Figure 4: A few of the 34 booths at The Trade Show for the Business Connect Conference March 2015

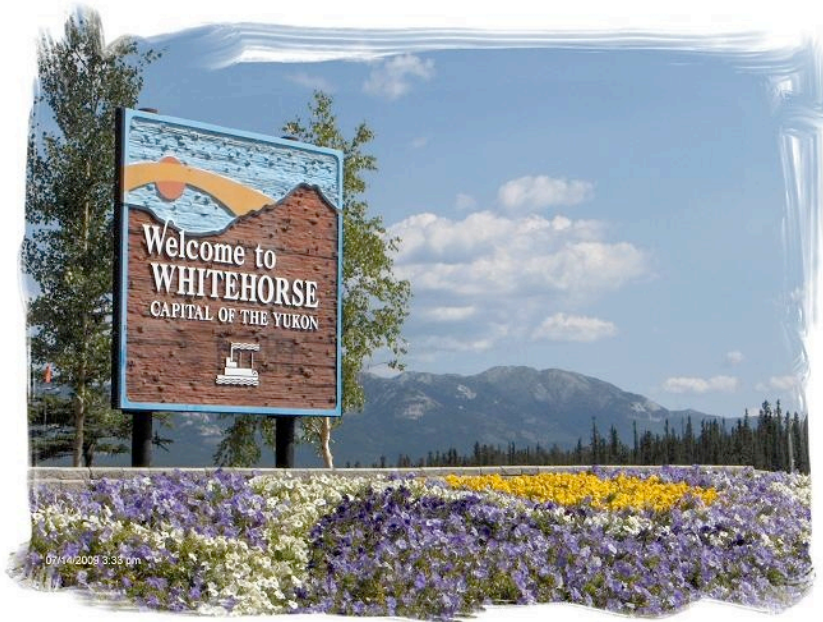


Figure 5: Here we are ... we're home!

Board of Directors and the Executive Committee
2014/2015
Executive Committee

Chair

Josh Clark
Total North Communications

1st Vice Chair

Lesley Cabott
Consultant

2nd Vice Chair

Justin Munro
Earl's Restaurant

Secretary

Stan Thompson
Northwestel

Treasurer

Martin Lehner
Orange Technologies

Past Chair

Philip Fitzgerald
Northern Vision Development

Directors

Dan Scarffe
CIBC

Pat Tobler
Environmental Dynamics

Donna Moore
Dana Naye Ventures

Sonny Gray
Serius Security

Mike Pemberton
Erik's AVU

Amanda Leslie
Mosaic Communications

Amer Shaheen
Northern

Lana Rae Lacroix
Great Canadian Dollar Store

Staff

President

Rick Karp

Executive Assistant

Brandon Kassbaum

Whitehorse Chamber of Commerce
101-302 Steele Street
Whitehorse, YT Y1A 2C5
business@whitehorsechamber.ca

What is a Chamber of Commerce?

A Chamber of Commerce is a member-based organization geared toward supporting local businesses and organizations in various ways, including promoting economic growth and positive business conditions, marketing, research, training, business exploration and development, facilitating commercial development and providing contacts and networking opportunities.

A Chamber and the levels of Government

A Chamber acts as a liaison between local businesses and levels of Government by:

- + Representing business interests;***
- + Managing some administrative tasks for governments;***
- + Striving to educate governing bodies on the needs of the business community as well as striving toward conflict resolution when these needs become threatened or overlooked;***

A Chamber of Commerce is made up of members from a diverse business community. By focusing on the needs of individual businesses, a Chamber will strive to promote a universal strength within the business community in its entirety; therefore an individual Chamber is only as strong as the number of members it represents.

A Chamber of Commerce is THE VOICE OF BUSINESS in its community.

The Whitehorse Chamber of Commerce

OUR MISSION:

The Whitehorse Chamber of Commerce (WCC) supports local businesses and organizations to contribute to the economic, civic and social well being of Whitehorse. We do this through a variety of programs and services including advocacy and partnerships.

OUR CORE VALUES:

At the WCC our decision-making and actions are guided by the following three core values:

Displaying Integrity / Being Forward Looking and Pro-active / Being Collaborative, Inclusive and Diverse

Benefits of Joining the Whitehorse Chamber of Commerce:

The Whitehorse Chamber of Commerce has been in the business of representing business in Whitehorse since 1948. The value of membership is measured by the return on that investment that the Chamber provides. For the Whitehorse Chamber of Commerce those fees are more than paid for in the benefits offered – in effect the benefits outweigh the cost to join the Chamber.

Many business people and entrepreneurs realize the value and benefits offered by the Chamber to their businesses and below is just a partial list of those benefits.

- Reduced Visa, MasterCard and Interac rates – First Data;
- Canadian Chamber of Commerce Group Insurance Plan – operated in Whitehorse by Sun Life Financial;
- Business After Hours and many networking opportunities;
- Professional Development Workshops;
- Lobbying on behalf of the business community;
- Representation on boards and committees to ensure the business perspective is included in the decision-making process;
- Presenting business perspectives on issues such as property development in Whitehorse, City of Whitehorse Waste Management and Building Consolidation Plans, economic development issues, the new Whitehorse Economic development strategy and parking;
- Developing partnerships to benefit business: The Whitehorse Chamber of Commerce has ongoing partnerships with the Department of Justice, Department of Highways, Department of Tourism, Department of Economic Development and has participated with other Yukon Government departments to represent the interest of the business community.
- Reduced rate advertising opportunities such as our Highway Signs program, Bi-weekly E-Bulletin advertising and our monthly full-page ad in What's Up Yukon. Our partnership with What's Up Yukon also has several benefits for Whitehorse Chamber members.
- Putting people in touch with your business;
- Assisting businesses communicating with YG Departments;

A Chamber of Commerce provides an avenue for business people in a community to create a positive business environment. We are here to help you, if and when you need it.

When a business joins the Chamber they can learn about issues that affect business, and add their voice to the Chamber's efforts to address them. Equally important is that the Chamber can support you on the issues that concern your business. When a business joins the Chamber, they help make their community – and their business - healthy and prosperous. We are much stronger if we stand together behind the Chamber.

We are asking you to join the Whitehorse Chamber of Commerce by calling 667-7545, if you have any questions ask for Rick or go on line to www.whitehorsechamber.ca, fill out the membership application and we'll get back to you.

Sincerely,

Josh Clark
Chair

Rick Karp
President



Figure 6: Whitehorse Chamber presenting to a group of Chinese Wholesale Tourism Operators with access to more than 100 million potential Chinese Tourists.

Chair's Report 2014 - 2015

Josh Clark

As the sun sets on my term as Whitehorse Chamber of Commerce Chair, I appreciate this opportunity to express my sincere gratitude to all the WCC board members for their dedication this past year, with a very special thank you to the Executive.

Working with such talented and professional individuals on behalf of our membership -as we pulled together to “row” in a common direction for the collective good of the Whitehorse business community - has been a truly rewarding experience.

I appreciate the commitment you continually demonstrate as we all work to strike a meaningful balance in our professional, family and volunteer lives. Thank you.

This past March, our efforts were celebrated with a very successful *Whitehorse Business Connect Conference*. As perfectionists, we know we can strive for greater results with the next conference, however this inaugural event was definitely an “on the mark” business *to* business *for* business conference! Congratulations to all involved.

We did not arrive at the conference, however, without trials and tribulations, as the past year was largely focused on internal growth, strengthening and strategic planning. We diligently pursued an organizational culture shift to help ensure efficiency, and therefore, sustainability, through program management improvements, the renegotiation of funding agreements and the pairing down of programs to a manageable level.

Moving forward, I strongly believe that with continued efforts, the Whitehorse Chamber of Commerce will be well positioned to attain true efficiency, effectiveness, sustainability and pro-activeness through strategic partnerships with the Yukon Chamber of Commerce and territorial, municipal and First Nation governments.

My hope is that over these past term, we have created a “road map” for an efficient and agile Whitehorse Chamber of Commerce that is able to realize its potential as an advocate for business because it *operates like a business* with the collective voice of our membership at the front and centre of everything we do.

If asked to recall one particular event that made me proud to be part of the chamber this past year, hands down, it would be the press conference which was the culmination of years of hard work by not only the Chamber office, current and past boards, but also the involvement of our members and key stakeholders. A true team effort that enabled the Supply Chain Management Association to form roots in the Yukon through the signing of an MOU with the Yukon College. A true achievement and a giant step in the right direction for Yukon Procurement practices!

In closing I want to mention some very special individuals by name. Phillip Fitzgerald, as outgoing Past Chair stepping into a role as 'Governor' (*if there was such a title*), your visionary leadership, commitment and talents have been nothing short of awesome. On behalf of the

membership thank you for the years you gave to the organization!

To Lesley Cabott, my friend and colleague, I have truly enjoyed working with you over the past few years. With your talent and under the guidance of your strategic mind, I look forward to being part of your team as Past Chair!

Finally, Rick and Brandon, it has been a dynamic year and I thank you both. Your passion for the Whitehorse Chamber of Commerce is contagious.

Looking forward to 2015/16!!

Sincerely,
Josh Clark
Whitehorse Chamber of Commerce, Outgoing Chair



Figure 7: Downtown Whitehorse and the Yukon River

President's Report 2014-2015

Rick Karp

The foundation of The Whitehorse Chamber of Commerce is our membership and our volunteer Board. We are here to serve our members and to provide the results you have come to expect. I am proud of our accomplishments this past year and the dedicated volunteers that occupy positions on our Board of Directors. This year has been an adventure to say the least.

During the 2014/2015-year we offered programs supported the Department of Economic Development and we thank them for their continued acknowledgement of the value we offer to our membership. We also partnered with other departments, agencies, and governments to add value to our membership: for example we have partnered with the City of Whitehorse, many businesses in Whitehorse, Challenge – Disability Resource Group, YuWIN, YTEC (Yukon Tourism Education Council), the Yukon Chamber of Commerce, the Department of Highways and Public Works, the Department of Justice, and the Department of Education, to name a few.

The value of the Chamber is often measured by answering the question – “What does the Chamber do for me”? The answer would take a lot more space than I have, but below is a partial answer to that question.

- We have intervened on behalf of business on policy issues such as Affordable Housing, the changes to the Liquor Act to allow for wholesale prices to hotels and restaurants, the Landlord Tenant Act, The Condominium Act, The Land Titles Modernization Program, the development of the 3 hectare property at 5th and Rogers, helping to organize business to business meetings to give Yukon Businesses a chance to benefit from the many projects such as the new Whitehorse Hospital Expansion project and the Extended Care Facility going into Whistle Bend, the process of contracting, procurement, RFP's in Government, Labour Market issues and making Whitehorse more business friendly.
- During the year we have assisted many businesses in dealing with Labour Standards issues, how to start a new business, CRA, immigration and other business issues.
- Our Business After Hours and networking opportunities
- Our Chamber Benefits Program for you and your employees
- Reduced Debit, Visa, and MasterCard rates
- Affordable, effective advertising for your business
- Training and Development seminars and workshops
- Bi-weekly Bulletin to keep you informed and up-to-date on what is happening
- E blasts to share business opportunities, notices and events
- Our Highway Signs Program
- The Planter Box Program (a partnership with Challenge and the City of Whitehorse)
- Acting as a Liaison between Business and all levels of Government
- Our referral programs and our Buy Local Policy
- And our Business Connect Conference

The programs that we offer our membership are making a significant contribution to business in Yukon. Partnering for Success Program has dealt with the new Procurement Office at YG and the issues around the writing of RFP's and contracting and investigating the need for a Trespass Act in Yukon. We have been successful in working with Yukon College to get the SCMA (Supply Chain Management Association) course to be offered at the College starting in the fall of 2015. This is a two-year course and offers accreditation in supply chain management, which opens a whole new window of opportunity in Yukon. During the past year we have hosted and participated in Round Tables for the CRA on Red Tape Reduction, the CMHC on Housing, monthly Community Policing Meetings, the City's Waste Management Initiatives, Building Consolidation and we came second to YG in the City's Cleanup Challenge beating the City handily. We partnered with YTEC on the Golden Host program and awards banquet. We hosted the Ambassador from the U.S and several Consul Generals.

We participated in the creation of the new Economic Development Strategy for the City. The Chamber continues to have representation on the Finance Committee, which was created by the City last year. We have made several presentations to City Council on behalf of Whitehorse businesses. We have worked with the City on issues such as Waste Management, Parking, Snow removal, their budgeting process and the new Building Consolidation Plans. Finally, we look forward to working closely with the City on projects in the coming year.

Every day we respond to questions about Whitehorse, questions and visits from government people at all levels of Government, and requests to have brochures sent to places all over North America. We refer clients to businesses and business-to-business as well as referring enquiries from outside of Yukon to local businesses.

Many times during a week or month we will have people just drop in, call or e-mail asking about starting a business, our economy, moving to Whitehorse, seeking information on labour standards or Human Rights issues and programs such as the Foreign Worker Program. We offer support and referral services to our members.

If you have any questions about this update please do not hesitate to contact me.

Rick Karp

President

There are many other benefits to be gained by joining the Chamber. If you would like to know more about the Chamber, please contact us at 667-7545 or by e-mail at business@whitehorsechamber.ca.

You can also check out our website: whitehorsechamber.ca

Whitehorse Chamber of Commerce

Financial Statements
(Unaudited - see Notice to Reader)

March 31, 2015

Whitehorse Chamber of Commerce

Financial Statements
(Unaudited - see Notice to Reader)

For the period from July 1, 2014 to March 31, 2015

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Notice to Reader

On the basis of information provided by the organization, we have compiled the statement of financial position of Whitehorse Chamber of Commerce as at March 31, 2015 and the statement of operations and changes in net assets for the period from July 1, 2014 to March 31, 2015.

We have not performed an audit or a review engagement in respect of these financial statements and, accordingly, we express no assurance thereon.

Readers are cautioned that these statements may not be appropriate for their purposes.

These financial statements were compiled solely for the use of Whitehorse Chamber of Commerce. Crowe MacKay LLP makes no representation of any kind to any other person in respect of these financial statements and accepts no responsibility for their use by any other person.

Whitehorse, Canada
June 11, 2015

Crowe MacKay LLP
Chartered Accountants

Whitehorse Chamber of Commerce

Statement of Operations and Changes in Net Assets (Unaudited - see Notice to Reader)

For the period from July 1, 2014 to March 31, 2015

Revenues

Memberships	\$ 70,277
Business connect	55,339
Special events & programs	45,132
Highway signs	43,933
Insurance	21,145
Donations	17,149
Business after hours revenue	7,978
Business training fund	5,687
Advertising	5,160
Other revenue	1,975
Special business meetings/networks	775
Planter box program	550

275,100

Expenditures

Advertising and promotion	2,876
Amortization	2,122
Bad debts	962
Business After Hours expense	2,060
Business Connect expenses	48,614
Business Training Fund expenses	12,101
Donations	518
Insurance	1,413
Interest and bank charges	1,397
Memberships	2,116
Office	16,063
Planter Box expense	3,539
Professional fees	15,228
Rent	2,250
Special business meetings/networks expense	1,039
Special events & programs	27,344
Telephone and utilities	4,269
Travel	7,365
Wages and benefits	108,311
Yukon Business Development expenses	26,698

286,285

Deficiency of revenues over expenditures

(11,185)

Surplus

As previously stated	53,460
Prior period adjustment	9,250

Surplus, as restated

62,710

Surplus, end of period

\$ 51,525

Whitehorse Chamber of Commerce

Statement of Financial Position (Unaudited - see Notice to Reader)

March 31, 2015

Assets

Current

Cash	\$ 66,165
Short term investment	21,073
Accounts receivable	51,291
Prepaid expenses	1,294

139,823

Property and equipment

5,441

\$ 145,264

Liabilities

Current

Accounts payable and accrued liabilities	\$ 61,997
Salaries payable	8,316
Deferred revenue	23,426

93,739

Fund balances

Surplus

51,525

\$ 145,264

Approved on behalf of the board:

_____ Member

_____ Member