



## Our Mission

*To nurture, support  
and sustain  
the business  
community of  
Trent Hills.*



### BOARD OF DIRECTORS

Doreen Sharpe, *President*  
653-0551

Karen Gainor, *Vice-President*  
632-1435

Charlie Thompson, *Treasurer*  
653-3194

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Neil Graham

George Gordon

Sue Locke

Tanya Orr

Brian Redden

Mimi Silk

Sarah Wellman

#### *Municipal Representatives:*

Rosemary Kelleher-MacLennan

Camille Edwards



### Trent Hills & District Chamber of Commerce

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[www.trenthillschamber.ca](http://www.trenthillschamber.ca)

## President's message

YOU'RE THE POWER behind the Canadian economy, let's share the energy! Is the theme of this year's Small Business Week running from October 17 to October 21. On page 2 we've listed some interesting facts along with website links that you may find of interest. The newest membership directory will be distributed during small business week. We have increased the size of the directory to allow for businesses to be listed by category as well as alphabetical. We hope you will refer to the directory when making purchases for your business or personal use. It is also a handy guide if you have customers or clients looking for services or products your business does not provide.

Welcome to two new members of the board of directors. George Gordon is a resident of Hastings and is active in several community organizations. He joined the chamber last January and has participated in many of the chamber's events over the past few months. Councillor Camille Edwards has been appointed by the municipality as their representative. Camille is also a resident of Hastings, and operates Hi-Lo Lodge. We appreciate the time and effort that George and Camille have already contributed to the Chamber and look forward to working with them to achieve our goals and objectives.

The Chamber is hosting a breakfast seminar this month, on Thursday, October 27, at the Hastings Civic Centre. Last spring I attended the Home-Based Business seminar organized by Chambers Northumberland. One of the sessions was about e-commerce. A local resident, Sue Wilkins, was in attendance as a participant and very soon after held an audience captive with her experience in websites. Sue has agreed to provide a seminar for us "Straight Talk on Websites: Demystifying the Process". Websites are an important tool for all businesses and I encourage you to join us on the 27th.

*Doreen Sharpe – President*

## Small and medium-sized businesses make up 99% of Ontario's businesses

### *What is a small business?*

The definition of small business varies, and can include annual sales, number of employees and size of assets. Many institutions classify small businesses according to their own needs. A common definition is based on the number of employees. Companies producing goods are defined as "small" if they have fewer than 100 employees, while service firms are small businesses if they have fewer than 50 employees. Companies above that size, with up to 500 employees, are considered medium-sized. Small and medium sized enterprises make up 99 per cent of Ontario's businesses and account for more than 50 per cent of Ontario's jobs.

### *What's the typical Ontario small business?*

Most businesses in Ontario are very small, with close to three-quarters of them employing fewer than five people. More than 9th percent of Ontario businesses have fewer than 50 employees.

### *How do these businesses get started?*

More than half start from scratch, and about one-quarter start with the purchase of an existing business. One-fifth of firms start with the takeover of a family business, while another five per cent begin as a spin-off.

### *How many people are self-employed?*

In 2004, self-employed workers represented about 15 per cent of the total labour force in Canada, about 2.5 million people.

*Source:* Small Business Agency of Ontario, an advisory agency to the Minister of Economic Development and Trade providing advice on how best to help small business succeed. Their website address is: [www.ontariocanada.com/ontcan/en](http://www.ontariocanada.com/ontcan/en)

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## Breakfast Seminar

### ***Straight Talk on Websites: Demystifying the Process By Sue Wilkins***

**Thursday, October 27**

**7 am—9 am**

**Hastings Civic Centre, 6 Albert St. E.**

*"For those interested in having a web site and learning what is required to make it happen. Whether you wish to build and maintain a website yourself, or hire someone to perform the jobs necessary, being informed will help you make good choices."*

### **What will be covered:**

- Why have a website? Determining the need and type. Questions to ask of yourself or organization.

### **The 4 things required for starting a website:**

- Domain Name—What is it and how does it work?
- Hostings—What is it and how do you choose?
- Building the Site—What are the options and who does the work?
- Content Management—What are the options and who does the work.
- Your website is now up and running—What happens now?

**Tickets:      \$16.05 for members  
                  \$26.75 for non-members**

**Breakfast buffet included, served by the Lions Club**

*Please contact Carolyn Stocker at the chamber office 653-1551 or [tourism@trenthillschamber.ca](mailto:trenthillschamber.ca) to reserve your tickets.*

*(We've included a seminar flyer with your newsletter if you would like to display it at your business.)*

## Workplace Health and Safety: What Businesses in Ontario Need to Know

The Ontario Chamber of Commerce (OCC) believes it is timely to provide its members with a brief guide to ensure that workplaces are safe for workers, and that they are in compliance with the Occupational Health and Safety Act and regulations.

As a result, the OCC and Hicks Morley have compiled the Workplace Health and Safety: What Businesses in Ontario Need to Know Brochure with information about managing WSIB and health and safety issues in the workplace. The brochure is in a PDF that can be downloaded from: [www.occ.on.ca/2publications/brochures/workplace/docs/brochure.pdf](http://www.occ.on.ca/2publications/brochures/workplace/docs/brochure.pdf)

### **The spotlight is on you!**

**February 4, 2005—mark your calendar!**



The chamber is hosting the business awards at Island Park Retirement Suites—full details in the November newsletter!

## MEMBERSHIP BENEFITS

### *Did you know...*

*The Chamber has a business card display in the office—a busy location as it is the Visitor Information Centre and the Driver and Vehicle Licensing office.*

*We have recently given the display a fresh coat of paint, updated the business categories, and it is situated in a location easily seen.*

*Please drop by and provide us with your business cards to distribute. Often, the chamber office is the first place a new resident, or potential new resident visits to learn about the products and services available. You don't want to miss out on this marketing tool.*

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### **2006 Trent Hills Visitor Guide**

Plans for the next issue of the Trent Hills Visitor Guide will be underway in early September. This past year, 25,000 copies were printed and distributed throughout Ontario tourism outlets, local businesses and the visitor information centre. If you are interested in advertising contact Nancy Allanson at the Chamber office, 653-1551 or [info@trenthillschamber.ca](mailto:info@trenthillschamber.ca).

**Chamber Office & Visitor Information Centre**  
**51 Grand Road, Box 376**  
**Campbellford, ON K0L 1L0**  
**Phone: 653-1551**  
**Fax: 653-1629**

Monday to Friday—9 a.m. to 5 p.m.  
 Weekends—9 a.m. to 3 p.m.  
**Vehicle and Driver Licensing Office**  
**653-1579**

Monday to Friday—9 a.m. to 5 p.m.  
 Saturday—9 a.m. to 1 p.m.

All members are welcome to attend Chamber  
 Committee and Board Meetings.

Time to starting thinking about the holiday season—  
 Window decorating, Santa Claus parade floats.  
 (Tip from the visual merchandising workshop—  
 keeping it traditional always works.)

***Campbellford Santa Claus Parade***  
*Nov. 26, 3 p.m.*

***Warkworth Santa Claus Parade***  
*December 2, 7 p.m.*

***Hastings Santa Claus Parade***  
*December 4, 1 p.m.*

October 2005						
Sun	Mon	Tue	Wed	Thu	Fri	Sat
						1
2	3	4	5	6	7	8
9	10 	11	12	13	14	15
16 SMALL BUSINESS WEEK BEGINS	17 Membership/ Business Awards Meeting 6:30 pm. Chamber Office	18	19	20 Renewable Energy Meeting Sheila Church's home 7 p.m.	21	22
23	24	25	26	27 Breakfast Seminar 7am Hastings Civic Centre  Board meeting 7 p.m. Chamber Office	28	29
30 	31 					