



Markham Board of Trade Presentation to Town of Markham Economic Development Committee

Date: January 25, 2005

By: Drew Gerrard – MBT Board of Directors Chair
Keith Bray – MBT President & CEO



Agenda

- 1) Introduction
- 2) Overviews (CCC, OCC, MBT)
- 3) MBT Overview
- 4) MBT Commitment
- 5) Going Forward
- 6) Summary



Introductions

Drew Gerrard: Chairperson
Markham Board Of Trade

Keith Bray: President & CEO
Markham Board Of Trade



Overview (A)

Canadian Chamber Of Commerce (MBT is a Member)

- Member organization Canadian Chamber Of Commerce
- The CCC is "The Voice of Canadian Business"
- 170,000 + member firms
- Foster strong, competitive and profitable economic environment
- Only voluntary, non-political association that has an organized grass roots affiliate in every riding in Canada



Overview (B)

Ontario Chamber Of Commerce (MBT is a member)

- Member organization Ontario Chamber Of Commerce
- To foster sustained economic growth as
"The Voice of Business in Ontario"
- 171 community Board Of Trade and Chambers
- Provides leadership to Ontario's business community
as its premier advocate
- The OCC is ISO 9001 certified



Markham Board of Trade

- Governed by a volunteer board of 15 business leaders
- Represents 900 area businesses in Markham ranging from IBM to home-based single operators
- Active committees – 100 volunteers
- Staff of six, overseen by full-time President and CEO
- Committed to the "Character" initiatives
- Committed to Markham



Markham Board of Trade

Purpose:

- To be the voice of business in Markham – and to listen
- To be the premier networking and business development association in Markham
- To assist in the attraction of business to Markham and assist member businesses to grow

In many ways – our role overlaps and is complimentary to Markham's Economic Development Committee



MBT Commitments

- ❑ To work with “Character” in a consultative fashion with our members
- ❑ To work in a collaborative fashion with the Town of Markham, it’s elected officials and staff
- ❑ To help make Markham the “Location of Choice” for targeted business sectors
- ❑ To help make the “Climate” conducive to profitability
- ❑ To work with all our Town departments which touch business, with particular attention to the SBEC and ISCM
- ❑ Be an engaged partner in business related, mutually beneficial projects



Going Forward

- ❑ To understand and work toward the Carey Model
- ❑ To be more active participants in the economic development, budgeting and other business related processes
- ❑ To grow our membership to a size where we are the voice (conduit) of business to the Town and vice-versa
(We would like support and assistance from the Town)
- ❑ To jointly develop and co-market meaningful business and educational forums and venues
- ❑ Through our "Certification of Documents" assist area business in export initiatives *(we ask you to help market this service)*
- ❑ To involve Town designates in our committee structures and processes



Summary

- ✓ The local unit of Canada's largest business voice
- ✓ An organization respecting character values and in transition towards a new tomorrow
- ✓ Committed to adding value to our members
- ✓ Committed to growth
- ✓ Seeking to collaborate with and obtain assistance from the Town in meeting mutually agreed upon objectives



Thank You For The Opportunity

We look forward to:

"Going Forward"

Questions?