



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 <u>Ontario Chamber Of Commerce</u>
- 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

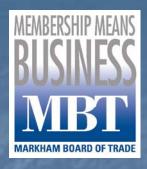
- To understand and work toward the Carey Model
- □ To be more active participants in the economic development, budgeting and other business related processes
- □ To grow our membership to a size where we are the voice (conduit) of business to the Town and <u>vice-versa</u> (We would like support and 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?