



Markham Board of Trade

Presentation to:

25

years

Town of Markham

Economic Development Committee

Date: January 24, 2006

By: Glenn Crosby – Chair MBT Board of Directors
Keith Bray – MBT President & CEO



Agenda



- 1) Purpose**
- 2) Our 2005 Commitment**
- 3) Economic Development**
- 4) Other Areas**
- 5) Looking Forward (our hopes)**
- 6) Summary**



Purpose



On January 25th, 2005, Drew Gerrard and Keith Bray made a presentation to EDC.

During that presentation, we made commitments.

Our purpose today:

To scorecard and look forward



Commitment 2005



To work in a collaborative fashion with the Town

- **Trade missions to Laval, Cary**
- **Support of RFID Conference, CPAC, Bloom, Cool Shops, business data base and many other initiatives**
- **Town staff/elected on our Transportation, Diversity, Sales & Marketing and Youth committees as well as our Board of Directors**
- **Support on several projects – NRC, sign by-laws and others**
- **joint programs with SBEC**



Commitment 2005



- On sewer, pandemic, tourism, CPAC, Markham Centre and knowledge community committees
- Dialogue on all issues when asked
- Implementing “404 – 7 Smart Commute” project
- Dialogued with Cary Chamber, action plan to be presented to do more towards “Cary” model
- Actively took part in budget process, more active in 2007
- Have made major progress in forming a true collaborative relationship



“We committed - we delivered - and then some”

Mutually Beneficial

“A hallmark of a great city is a strong central business organization”

S.Forbes



Economic Development



- As part of Director Chait's 2006 plan, there is a detailed role for the MBT
- We are prepared to fulfill our role
- We will be putting together an MBT Economic Development support group our "Markham Leaders Committee"
- While details are being finalized, we envision this committee to be comprised of senior leaders from industry sectors
- A support group to Economic Development
- To give industry input to Markham's Competitive Strategy



Economic Development



We will continue to dialogue with Chair Virgilio, CAO Livey, Commissioner Baird and Director Chait to look for opportunities to help build an even brighter future for businesses in Markham

We are enthused by the role proposed for us to play in Economic Development and hope Mr. Chait's recommendations are accepted



Other Areas



Will continue to support Town Initiatives which build a better Markham

Outside of Economic Development, these include, but are not limited to:

- Communities in Bloom**
- Cool Shops (conservation)**
- Accessibility**
- Immigrant initiatives**
- Character in business**
- Productivity / Benchmarking**



Other Areas



- **All Candidates Meeting and support for November 13th**
- **Mayor's Luncheon - build on linking Town to community**
- **Provide outbound venues to present message (Town)**
- **Mission Green – expand business**
- **Cycling / Pedestrian (CPAC)**
- **Markham Libraries**



Looking forward

(our hopes)



- **To be the strong central business organization Markham needs**
 - *We need your overt support, input, openness*
- **To make our 25th year a memorable one**
 - *Declare May MBT month, event support*
- **To create a true “Celebration of Markham Business Excellence”**
 - *Your total commitment to making this a true celebration of all that is good in Markham business, recognize, promote and co-sponsor (brand) the event*



Looking forward **(our hopes)**



- **Strong support for an engaged “Leaders Committee”**
- **Consideration of amendments to Town’s Purchasing Policy**
- **Continued strong support for “Smart Commute 404 / 7”**



Summary



Last year we committed to a “collaborative” working relationship

Together we made major progress

Together we benefited

We welcome the opportunity to expand our role in the Economic Development Process

We desire to help create a shared vision for Markham

We want to help with implementation



Summary



**We want to earn your recognition as
“The Voice of all Business” in Markham**

➤ To do it, we need your strong support and input

**We are prepared to work with you and the Town staff to
build a more vibrant community embracing the full
multi-cultural assets we have**



Summary



To continue to grow and strengthen, we ask for your consideration on a number of items put forth – and look forward to further discussions.

We thank you for your support in 2005, we met our January 2005 commitments to you, and look forward to an more mutually beneficial relationship in 2006

Thank you for your support



25

years

Questions

MARKHAM
BOARD OF TRADE