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NEW MEMBERS

Trade Your Treasures Consignment

Scepter Networks

West Coast Grill at the Prestige Rocky Mountain Resort

Cranbrook Flagstone Quarry Inc.

Cranbrook Mitsubishi

RENEWALS

Stone Cross Retreat Centre	Skookumchuck Motel & RV Park (Springbrook Motel Ltd.)
TerraLogic Exploration Inc.	Canadian Rockies International Airport
Shoppers Drug Mart #290	Cranbrook Denture Clinic Ltd.
King Edward Hotel & Licensed Liquor Store	Dean's Plumbing & Heating (2010) Ltd.
ABC Country Restaurant	School District No. 5 (Southeast Kootenay)
Home Hardware Building Centre	Key City Gymnastics
The BRICK Cranbrook	The Playpen Pet Boarding & Grooming
Toni Lepore Inc. Certified General Accountant	Dixon's Service Centre
Almo Court Motel	Mount Baker RV Park
Lakeshore Resort & Campground	College of the Rockies
Kootenay Country Inn	Dr. R.C. Spowart
East Kootenay Chamber of Mines	Kootenay Concrete Pumping
Affordable Floors	Cranbrook & District Community Foundations
CIBC Wood Gundy	Canadian 2 for 1 Pizza
Freedom Business & Tax Centre	Investors Group
Peak Security Services	Aspire 2B Fit Training
J.R. Drilling Ltd.	Cranbrook Daily Townsman
The Cottage Restaurant	Aqanttanam Housing Society
Wildstone Golf Course	McElhanney Consulting Services Ltd.
The Heid Out	Dr. Laurent Hochart Medical P.C.
Fisher Peak Brewing Co.	Culligan Water & Beachcomber Hot Tubs & Flaman Fitness
Carpet Superstores	Fitz Flooring Ltd.
Cranbrook Glass	Kootenay Trout Hatchery
Denham Ford BC Ltd.	Prestige Rocky Mountain Resort & Convention Centre
PELLA Windows/Overhead Door	
CBI Health Centre - Cranbrook	
Sidekick Stickers	
Key City Answering Service	

THANK you for your investment.
 We encourage you to support our Chamber of
 Commerce Members.

Spotlight on Member Business



Building up the reno business

Townsman Staff

After working in construction for most of his life, Dustin Willoughby decided he wanted to be his own boss.

So he struck out on his own.

To that end, he started Fisher Peak Renovations and Construction just under three years ago and business has been booming ever since.

"My first day, I had to borrow my mom's friend's truck to use it for work that day," he laughed.

Willoughby, originally from Golden, came to Cranbrook and has never left. Originally trained as a plumber, he transitioned into construction and—eventually—the management side of the business. However, he went into business for himself because he wanted to run things his own way.

"A really scary part of it was whether the work was going to come," Willoughby said. "You don't know. Who knows?"

But armed with his knowledge of the construction and renovation business, he started by himself and has since added five more employees.

"Being on the management side, I already had every sub-trade in my pocket, in the sense that I knew my electricians, I knew my plumbers, so when I went on my own, it was making the same phone calls, except for myself," said Willoughby.

A really scary part of it was whether the work was going to come,

Kitchens, bathrooms, decks and house additions are the bread and butter of the company. There have been other interesting projects as well.

"We cut off the roof of a house, reframed the entire roof with two dormers coming off of it for more room to make a loft," said Willoughby.

"...Last year, we literally knocked off the whole entire front of a building and

added 30 feet to it."

Typically, when he starts a job, he sits down with the clients to hash out a plan and cost estimate. The value of the materials will directly affect how quickly the job adds up.

"So you have a good conversation with how good they want to go, how expensive they want to go," Willoughby added.

The company is always busy and he owes it all to the small-town attitude of Cranbrook and Kimberley.

"One of the greatest things about a small town—I haven't spent a single penny on advertising. Word of mouth has gotten me every single job," Willoughby said.

"We take a lot of pride in our work, we do a good job."

To contact Willoughby, check out his Facebook page by searching for Fisher Peak Renovations and Construction. He can also be reached through his website at www.fisherpeakrenos.ca or by phone at 250-417-9576.

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3 FACTS

You Need to Know About...

Forest Fire Risk This Year



*With
MLA,
Bill
Bennett*

1 There have been twice as many forest fires in our Southeast region this year (25) as there were last year (12). It is warmer and drier in SE BC this spring than in the recent past and snow load is way down, so this fire season could be a bad one.

2 All 25 fires in the SE so far have been caused by humans. Unsafe camp-fire use and unsafe spring burning on properties are examples of how wildfires that threaten our communities are started by the people who live amongst us.

3 Before you start a fire on crown land or private property, be sure you know what restrictions are in place: <http://bcwildfire.ca/hprScripts/Wild-fireNews/Bans.asp>. And please report any unattended fire or wildfire to 1-800-663-555 or *5555 on your cell phone.



Bill Bennett, M.L.A.
(Kootenay East)
Province of British Columbia

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Cranbrook, B.C. V1C 3P9
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CHAMBER AMBASSADORS LAUNCHED

The Cranbrook Chamber of Commerce has formed an Ambassador Program as part of the Membership Development portion of the 2015 Strategic Plan

The purpose of the Ambassadors Program is to maintain a strong and vibrant Chamber.

The Ambassadors are group of Chamber members from various backgrounds who serve as liaisons with new and existing members.

The Goal of the program is to nurture quality, sustaining relationships between new and existing members and the Chamber of Commerce.

To forge meaningful member participation in Chamber programs and services, in an effort to build member commitment and increase retention.

Ambassadors will work to educate new and existing members about the services and benefits of their membership.

The objective is to maximize the effectiveness of the Ambassadors by capitalizing on a more focused commitment on the total membership as opposed to just new members.

Ambassadors will be recognized and identified in their activities and efforts to ensure the program is a success and meets its objectives.

What Ambassadors Do?

- Attending monthly Ambassador planning meetings to support Chamber initiatives
- Play a visible role at all Chamber functions
- Recruit new Chamber members
- Make welcome calls to new members
- Contact non-engaged members to encourage increased participation
- Call and/or visit existing members to ensure the Chamber is meeting their needs
- Attend grand openings, ribbon cutting events and other community events
- Welcome non-member guests to Chamber events
- Greet new members at Chamber events
- Help new members integrate into the Chamber community
- How the Chamber will Support the Ambassadors
- Offer monthly Ambassador meetings which will provide the training and scripts necessary for success as a Chamber Ambassador
- Ensure Ambassadors are provided with an current Chamber events calendar
- Provide a personalized badge, unique to the program, identifying Ambassadors
- Provide complimentary tickets for Luncheon and Chamber Business After Business events attended as a Chamber Ambassador.

The objective is to maximize the effectiveness of the Ambassadors

Why become a Chamber Ambassador?

Our Ambassadors have an insider's perspective on Cranbrook's business community and increased visibility for themselves and their business.

They are the first to meet new Chamber members and have structured contact with existing members providing the opportunity to put their company's name in the forefront.

Ambassadors are asked to serve for at least one year with most choosing to renew their Ambassadorship.

Become an Ambassador

If you're a Chamber member who wants to make new contacts, help others gain business exposure and share the benefits and excitement of Chamber membership, please contact Laura Haley at 250 426 5914 or membership@cranbrookchamber.com

B.C. Government Proclaims May Social Enterprise Month

Social Enterprises are a relatively new business model, and are quickly expanding throughout B.C. and around the world.

These are organizations committed to a social mission that direct their revenue to drive social change.

Based on a 2012 survey, B.C. social enterprises provided services to nearly 700,000 people and generated at least \$60 million in revenues.

To help raise awareness of the work social entrepreneurs are doing in B.C. and the contributions these businesses make to our communities and economy,

the Province of British Columbia has proclaimed May 2015 as Social Enterprise Month.



Cranbrook Chamber of Commerce

REMAINING RELEVANT – Our chamber brand

Higher member expectations, increased competition, diverse member market and a constantly changing business environment see your Chamber evolving.

What is a chamber's fundamental role?

How shall we be serving our members in the future?

These were questions posed by your Board of Directors at their annual strategic planning session.

The Cranbrook Chamber of Commerce is at the heart of our local economy.

We are the leading business organization in the community and partnered regionally, provincially, nationally, and globally work to protect and advance the interest of trade and commerce at all levels.

The Cranbrook Chamber are professional facilitators for the creation, growth, and sustainability of businesses.

Your Chamber creates an trade and commerce vision for the future of our community promoting economic development. We implement actions to promote and support entrepreneurship and job creation not only in Cranbrook but the entire East Kootenay economic zone.



David D. Hull

Executive Director's Soap Box

It drives me nuts to hear people bad mouthing successful businesses.

They see big corporations making tens or hundreds of millions of dollars in profit and they declare "the man" (whoever that might be) is cleaning up on the backs of the working and common folk.

They see a successful local businessperson with the trappings of success from a lifelong effort in business with all the inherent risks and rewards and they are somehow the poster child for capitalist evil.

Not one economist, of any political persuasion, in any jurisdiction, can be found that will not concur that a good economy in a modern western democracy is good for everyone.

Note they say everyone. Not big/medium/small business. Not pensioners or labour union members. Not teachers or executives. Everyone

Profitable successful businesses are a sign of

a good economy. A good economy is good for everyone in British Columbia. Bar none. A good economy funds social programs, hospitals, education, arts, culture and everything else we look to businesses or the government to fund.

The government does not have any money, all they have is our money. Personal income tax, royalties, corporate taxes, consumption taxes and the like, are the mainstay of government funding.

A competitive vibrant economy provides the funding for governments to do all the things we have come to expect. Unsuccessful businesses, idled or decimated economic sectors, contribute very little to the government coffers. Unemployed people or those on assistance contribute very little, if anything, to the treasury.

Successful businesses of all sizes employing people and paying corporate taxes drive our economy and provide for a high quality of life. The best thing for the personal finances

of every person of working age in B.C. is a job.

I start yelling at the TV when I see union leaders and others supposedly representing "the common man" who thump their chest and gnash their teeth and say that

Successful businesses of all sizes employing people and paying corporate taxes drive our economy

programs, tax cuts, incentives and the like creating a competitive investment environment is only good for business, and especially big business, and screws over the little guy, the question I have is; "Who is the little guy working for?"

Logic should dictate that the tens of thousands of employees of Telus, Teck

Resources, Jim Pattison Group, Best Buy, H.Y. Louie, Westcoast Energy, West Fraser Timber, HSBC Bank, Ledcor, Canfor, Finning, London Drugs, Terasen and the long list of other large successful B.C. along with the plethora of small and medium companies would be very happy with "the man" doing well.

Those who think "the man" should not be profitable and successful should look at the investment portfolio of all the major pension plans including the Canada Pension Plan. The retirement of tens of millions of Canadians would be looking rather bleak if their union, personal, or company pension plan portfolio company's blue chips turned to rust.

So the next time someone starts vociferously denouncing successful, profitable businesses please correct them. Our way of life depends on it. They either do not understand or are practicing willful ignorance.



Electricity

Aging energy infrastructure threatens to erode a long-time competitive advantage for B.C. businesses: low electricity prices.

The Issue:

B.C.'s economic growth and prosperity depends on our ability to remain competitive in an increasingly global marketplace. As B.C.'s energy needs rise and supply struggles to keep up, significant investment is needed to build greater generation capacity.

Adding that new capacity, however, is driving energy prices up. This is eroding the competitive advantage that B.C. has traditionally enjoyed through low electricity prices.

The increase in energy prices is presenting a significant challenge for business, particularly those in the export sector that are unable to pass these costs on to their customers.

BC Chamber Goal:

The BC Chamber's goal is to ensure an abundant, reliable, and affordable energy supply to support the province's continued economic development.

BC Chamber Recommends:

We recommend that the provincial government:

- develop a better balance between the need for new generation capacity and the increased cost of electricity

that will be required to pay for new facilities,

- review the BC Clean Energy Act, and
- examine the implications of adopting natural gas as a component of B.C.'s electricity mix.

The Cranbrook Chamber of Commerce is an active and engaged member of the BC Chamber of Commerce.

BC Chamber Advocacy

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CHAMBER SUPPORTS COAL ALLIANCE

The Board of Directors of the Cranbrook Chamber of Commerce unanimously passed the following resolution at their May 13, 2015 meeting:

That the Cranbrook Chamber of Commerce write a letter to the Coal Alliance supporting their efforts to development and disseminate information regarding the Coal Industry.

Member of the board had met previously with representatives of the Coal Alliance and subsequently reviewed a staff report prior to making their decision.

Chamber Executive Director, David D. Hull, commented, "The sentiment, prior to the vote was that given the importance of the coal industry to the BC and East Kootenay economy, and the contribution metallurgical grade coal makes to producing necessary and ancillary goods, it was imperative that a balanced, factual portrayal of the coal industry in its entirety was presented."

The Coal Alliance is a collective of representatives from the coal industry, including mines, marine terminals, railways, industry associations, organized labour and others who support the mining and shipping of coal in British Columbia. Their objective is to ensure British Columbians have the facts about the coal industry – how coal is safely moved and the benefits coal provides to the world around us.

"We encourage the Coal Alliance to continue their efforts to ensure that the general public, special interest groups, and the media understand and have a sound grasp of the entire spectrum of the coal industry as it relates to our economy and the production of steel component products," said Hull

BACKGROUND

COAL - 7,678 million metric tonnes of coal is produced each year around the world. Canada's production is approximately 67.1 million tonnes, or 0.87 percent of global production.

Canada is one of about 35 countries that produce coal. While Canada's production is relatively small, Canadian coal is highly sought after because of its low sulfur and ash properties and high caloric value which makes it a higher quality coal.

BC COAL - Coal has been mined in BC for more than a century. Today, ten of the 24 Canadian coal mines are located in BC. The coal mined in BC is primarily metallurgical grade coal, a key ingredient in the production of steel.

EAST KOOTENAY COAL - The East Kootenay Coalfields comprise three separate fields extending from the Montana border northward and known respectively as Flathead, Crowsnest, and Elk Valley coalfields. These are the most important coalfields in the province having produced over 500 million tonnes of mainly metallurgical coal since 1898.

All the coal mined in the East Kootenay coalfields is extracted in open pit operations and is destined for export. Canada's coal supply chain operates under strict environmental and safety regulations that are among the most stringent in the world.

The industry adheres to regulatory permits and requirements set by authorities, including Federal, Provincial, Regional and Municipal governments and Port Metro Vancouver. These provisions ensure that BC coal is produced, shipped, and managed in a safe manner. Coal is an inert mineral that is not considered a dangerous or hazardous material by Transport Canada and is safely handled by thousands of workers every day.

COAL ECONOMY - Coal generates over \$3.2 billion annually in economic activity in B.C. Coal creates over 26,000 B.C. jobs in mining, transport, equipment, and other related sectors.

Coal produces about \$715 million in public revenues for all levels of government that go to support critical services such as health care and education. Coal is Port Metro Vancouver's principal export and accounts for approximately 25% of the Port's total volume each year.

There are over 4,000 employees in the coal industry in the Elk Valley with the average wage of \$95,000 a year. Teck Resources alone infuses over \$1 billion annually into the B.C. and over \$470 million of that into the Metro Vancouver area per year.

COAL IS NECESSARY - Steelmaking coal, which comprises of approximately 65% of the coal mined in BC, is a key ingredient in the production of steel, which is critical to many of the things society relies on daily including but not limited to buildings, vehicles, rapid transit and everyday household items.

COAL IS GREEN - Steel plays a critical role in green energy production. Whether it is a wind turbine, solar panel, tidal power system or bio-energy infrastructure – it all requires steel. For example, 100 tonnes of steelmaking coal is required to produce the 185 tonnes of steel used in a typical wind turbine.

COAL POWERS THE WORLD - Worldwide, the use of coal as an energy source remains crucial to many developed and developing countries. 40 percent of the world's population still relies on coal for energy – for light, heat and other necessary daily needs.

Today, the world's electricity is created from the following sources:

- 42% coal
- 21% natural gas
- 15% hydroelectric
- 14% nuclear
- 5% oil
- 3% other renewables

POINTS from PARLIAMENT



Supporting Canadian Families

- Raising a family is hard work and, unlike the Liberals and NDP, we prefer to leave it to the experts: Mom and Dad.
- Our plan is making life more affordable for every single Canadian family with children across this country.
- Indeed, thanks to measures introduced by our government, the average Canadian family of four will receive average benefits of \$6,600 every year.
- **Economic Action Plan 2015** introduces several key measures to build on this record of support, including:
 - **Increasing the Tax-Free Savings Account (TFSA) Annual Contribution Limit** to help make it easier for Canadians to save for their future.
 - **Making our Healthcare System More Efficient** for families through support for the Canadian Foundation for Healthcare Improvement after the Liberals slashed health care transfers to epidemic levels.
 - **Tackling the Important Issue of Mental Health** by renewing the mandate of the Mental Health Commission of Canada for another 10 years.
 - **Supporting Canadians Caring for Gravely Ill and Dying Family Members** by extending the Employment Insurance (EI) Compassionate Care Benefits from 6 weeks to over 6 months (26 weeks).
 - **Enhancing Support for Child Advocacy Centers** across Canada, delivering community-based programs that help children and families recover from victimization
- These measures announced in the fall are benefiting every single Canadian family with children, including:
 - Introducing the Family Tax Cut, a federal tax credit that will allow a high-income spouse to transfer up to \$50,000 of taxable income to a spouse in a lower tax bracket. This credit will provide tax relief – capped at \$2,000 – for couples with children under the age of 18.
 - Increasing and expanding the Universal Child Care Benefit (UCCB) in order to provide every family in Canada with an additional \$720 per year per child under the age of 18.
 - Increasing the Child Care Expense Deduction Limits by \$1,000.
 - Doubling the Children's Fitness Tax Credit to \$1,000 and making it refundable.
 - **This builds on our Conservative Government's strong record of support for Canadian families. Indeed, since 2006 our record includes:**
 - Reducing the GST from 7% to 5%, putting more than \$1,000 back in the pocket of an average family each year.
 - Combatting Family Violence, by providing \$25 million to address violence against Aboriginal women and girls.
 - Introducing the Family Caregiver Tax Credit, a credit of up to \$2,000 for caregivers of all types of infirm dependent relatives, including spouses, common-law partners, and minor children.
 - Introducing the Children's Arts Tax Credit, promoting the arts among children through a credit of up to \$500 in eligible fees for programs associated with children's artistic, cultural, recreational, and developmental activities.
 - Home Buyers' Tax Credit, the expanded Home Buyers' Plan, and the Public Transit Tax Credit.
 - Expanding tax relief for home care services to include personal care services for those who, due to age, infirmity or disability, require assistance at home.
 - Enhancing Flexibility and Access to Employment Insurance (EI) Sickness Benefits, for those individuals that receive Parents of Critically Ill Children and the Compassionate Care EI benefits to ensure they get support when they need it most.
 - Increasing the Adoption Expense Tax Credit to further recognize the unique costs a family incurs when adopting a child.

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