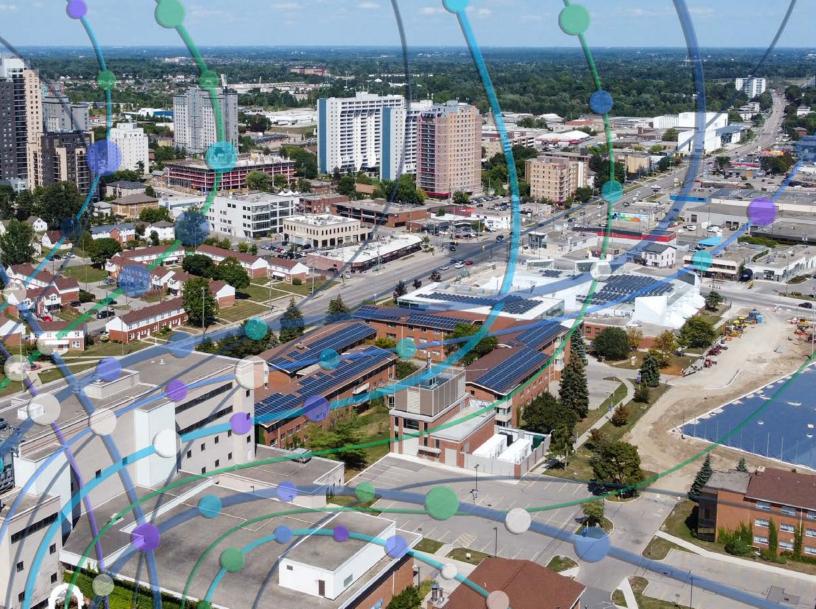


# CCVOCCTE

September | October 2023

# Prioritizing Infrastructure to Support Population Growth in Waterloo Region







Invest in your employees with retirement and savings plans for KW Chamber Members.

Contact us today to get started.

1-888-333-6337 | chamber@cowangroup.ca | cowangroup.ca/chamber





#### features

20 COVER STORY Infrastructure is Everything Jeff MacIntyre

23 FEATURE

The Growing Need for Connected Regional Transit

Jen Smith

24 FEATURE
2023 Election of Directors
Nominating Committee's
Slate of Candidates Nominee Profiles

27 FEATURE

New Hospital Critical to Community's Growth Ron Gagnon, Mark Fam

#### departments

4 Message from the Chair Investing in Infrastructure for our Fast-Growing Region Scott Gilfillan

- 5 Message from the President Infrastructure Expansion to Support Economic Growth Ian McLean
- 7 ADVOCACY The Endless Debate Around Municipal Governance Reform Art Sinclair

- 8 PERSPECTIVE ON HEALTH CARE
  25th Annual Family/Emergency Medicine
  Resident Weekend Showcases KitchenerWaterloo
  Jenna Petker
- 11 New Members April 1, 2023 to July 31, 2023
- 14 NETWORKING
  Spring-Summer Networking
- 16 EVENTS

  Mark Your Calendar
- 36 MEMBER NOTABLES
  Chamber Members Achieving Success

EDITOR-IN-CHIEF: Art Sinclair

EDITOR:

Heather Hutchings

DESIGN AND PRODUCTION M&T Printing Group

ADVERTISING AND SALES:

Bonnie Frank - bfrank@greaterkwchamber.com Dana Walton - dwalton@greaterkwchamber.com Lisa McDonald - Imcdonald@greaterkwchamber.com

CONTRIBUTING WRITERS:

Mark Fam, Ron Gagnon, Scott Gilfillan, Jeff MacIntyre, Ian McLean, Jenna Petker, Art Sinclair, Jen Smith

ADVERTISING AND COPY DEADLINES: September 18, 2023 for November-December 2023 November 13, 2023 for January-February 2024 January 19, 2024 for March-April 2024 March 15, 2024 for May-June 2024 SUBSCRIPTION AND BACK ISSUE INQUIRIES: Darlene Jones djones@greaterkwchamber.com

SUBMISSION POLICY:

Proposals and articles are accepted via mail or email c/o Editor - Advocate. Please do not send originals.

All contributors articles must be accompanied by a head shot in a jpg file and a 40 word author's bio.

publications permit: #40026716

FOR PERMISSIONS AND REPRINT REQUESTS Heather Hutchings hhutchings@greaterkwchamber.com

PRINTED IN CANADA BY:

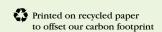


PUBLICATION OF:



POSTMASTER ADDRESS CHANGES c/o Advocate - Publications Office 80 Queen Street North, PO Box 2367 Kitchener, Ontario N2H 6L4 519.576.5000

The Advocate is a bi-monthly membership benefit publication of the Greater Kitchener Waterloo Chamber of Commerce. Advertising content and the views expressed herein are those of the contributors and do not constitute endorsement by the Chamber. The Advocate follows the Canadian Code of Advertising Standards (1990), copies are available through the Publisher. The Chamber cannot be held responsible for any errors or omissions that may occur and has the right to edit material submitted. The Chamber will not accept advertising with competitor comparison claims and has the right to refuse advertising that is deemed to be false, misleading, or inappropriate.



# Investing in Infrastructure for our Fast-Growing Region

Waterloo Region is one of the fastest growing communities in Canada and this trend is expected to continue for the foreseeable future. This growth is driven by many of the great attributes that our population enjoys: a diverse and dynamic economy with great job opportunities, a world-class post-secondary education sector with UW, Laurier and Conestoga, and the benefit of being a medium-sized city. Personally, I enjoy living in the Region of Waterloo because of the great things it offers as a region of its size, with great restaurants, arts and entertainment, and sports, without the big city issues of traffic, pollution, crime, and high costs of living.

As our Region grows, it will become increasingly important that government continues to invest in our infrastructure to maintain the high standards of living we currently enjoy. If we look back on some of the key infrastructure investments that were made in our Region in the past, we can imagine how different our cities, townships and economy would look if those investments weren't made. The expressway was a major investment that other similar sized municipalities didn't make — and living here we can all see the benefit this investment has made to connecting the municipalities in the Region and giving our people better access to employers, businesses, and educational institutions. Similarly, light rail transit has allowed the Region to build up rather than out, while controlling traffic congestion and pollution. Past investments in our post-secondary and healthcare institutions have enabled our community to grow into what it is today.

This issue of the Advocate focuses on some of the key infrastructure investments that will be needed in our Region to continue to allow it to grow and prosper. These include All Day Two-Way GO Transit, a new Kitchener-Waterloo innovation hospital, Phase 2 of light rail transit in Cambridge, and other improvements to our community. I have taken the GO train to

Toronto on a few occasions, but still rely heavily on driving in and out of the city when I need to go, because the current schedule lacks flexibility and options. I personally look forward to a time when we can take the train to and from Kitchener for an evening event, or to have a weekend in the city, or to return in the morning rather than afternoon. I'm sure others that need to go into Toronto from time to time feel the same.

The Chamber advocates heavily for all these initiatives, not just because they benefit current residents and members, but because they are key investments to allow the Region to grow and meet our full potential. For businesses to attract and retain top talent, the places where people live and work need to be attractive with excellent access to transportation, education, and healthcare while maintaining an affordable cost of living.



ABOUT THE AUTHOR

Scott Gilfillan

Scott Gilfillan is a chartered professional accountant and a partner with PwC in assurance, as well as their Waterloo Market Leader. Scott focuses on providing clients with audit and accounting advice while acting as a trusted business advisor.

# Infrastructure Expansion to Support Economic Growth

As I noted in my May-June 2023 column for the Chamber Advocate, population and economic growth will be significant across Waterloo Region during the next thirty years. The focus will increasingly be centred on planning and building the infrastructure to support unprecedented levels of people and businesses moving into our community.

Our Chamber and local partners will be concentrating our advocacy activities around the delivery of healthcare, transportation, transit and other critical public services to support this growth. Also, the Ontario government has indicated municipal governance reform is a provincial priority and the local business sector will be active in discussions connected to the Region of Waterloo.

Our Chamber has been leading for twenty-five years in the recruitment of family doctors and other healthcare professionals. For many years, our community has experienced on-going shortages. And the local businesses have led to narrow the gap between residents seeking consistent primary care and our practicing physicians. Since 2006, we have maintained a full-time staff position as the issue has become more prominent in relation to business attraction and retention.

A December 2022 report in The Globe and Mail indicated that nearly one in six family doctors across Canada are 65 or older and nearing retirement, leaving millions of Canadians potentially losing access to this critical component of the system. Our local healthcare challenges are also increasing with practitioners departing from the profession as the population increases.

The opening of a medical school in downtown Kitchener has significantly enhanced our physician recruitment efforts, but there is so much more to do-as physicians retire in greater numbers and our population continues to grow. A planned hospital utilizing new and innovative technologies will provide an enhanced environment for both attracting and retaining talent.

Many employers across our community, in partnership with our municipal governments, have maintained an intense interest in improved GO Transit services.

We continue to lead on this front and continue to work with Metrolinx CEO Phil Verster, the provincial government and local politicians like Chair Redman and MPP's Harris and Fife. The steady progress was slowed by pandemic disruptions that continue to impact transit ridership, but the provincial government remains committed to the announced expansion plans.

In 2011, the Chamber supported Light Rail Transit (LRT) through Kitchener and Waterloo with an additional provision that the system be extended into Cambridge. After an analysis of all available options we determined that LRT was the most appropriate technology for meeting the transit and transportation demands of a growing business sector and population.

At that time, we also requested the release of a detailed plan related to the cost and timing of completion into Cambridge. There was agreement across our organization that since all residents and businesses in the Region of Waterloo are paying for the service then all taxpayers should equally derive the benefits. The Chamber continues to support phase 2 of the transit construction proceeding to ensure that the prior commitment is delivered on for our growing region. Businesses need dependable and reasonable services for the retention of their employees and to sustain the huge population coming to Waterloo Region.

Our community has had one voice asking the government to follow through on the commitment to fully fund and build LRT Phase 2. The Region of Waterloo is a large municipality and should expect this major infrastructure project to be a priority for both the federal and provincial governments.

Local decisions and public investments are urgently required for balanced and efficient growth. All levels of government must allocate the resources to ensure we can meet expanding expectations for a growing population base and economy.



ABOUT THE AUTHOR Ian McLean

Ian is President and CEO of the Greater Kitchener Waterloo Chamber of Commerce.



This is where the power of real estate is unleashed on your behalf.

# WE ARE A FORCE FOR ACTION.

Cushman & Wakefield is a leading global real estate firm that delivers exceptional value and services for our clients in Waterloo Region and surrounding area.

# **OUR SERVICES**



Business Brokerage & Advisory Services



Commercial Brokerage Services



Integrated UAV/ Drone Services



Investment Sales & Property Acquisitions



Retail Services



Valuation &
Appraisal Services



Virtual 3D Property Tours



Sale-Lease Back for owner occupier

# The Endless Debate Around Municipal Governance Reform

Discussions around municipal governance reform are again prominent on provincial and local agendas. As the Ontario economy recovers from the pandemic with a significant population increase forecasted, senior officials at Queen's Park have commenced and will continue with major changes around the operations and structures of provincial municipalities.

In many areas of Ontario, including Waterloo Region, the history of this debate is extensive and often complex. For impacted stakeholders the reform process, like on-going changes to the education and healthcare systems, is constant and necessary.

The issue of municipal governance reform was not visible during the 2022 provincial campaign and emerged shortly after the Ford administration commenced their second term of government. Contentious and controversial policy debates are often avoided and as former Prime Minister Kim Campbell observed thirty years ago election campaigns are not the time to discuss serious issues.

The first indication of major change was apparent In November of last year when the Better Municipal Governance Act was tabled and subsequently passed. Minister of Municipal Affairs and Housing Steve Clark promised that facilitators would be appointed to examine regional governments in Durham, Halton, Niagara, Peel, York and Waterloo.

A provincial media release noted this legislation would provide decisive action to address the housing crisis by assessing the extension of strong mayor powers and reducing municipal duplication. The proposed facilitators will determine the best mix of roles and responsibilities between upper and lower-tier municipalities across these designated regions and ensure the most effective structures are implemented where required.

The first major signal the Ford administration is pursuing a serious agenda of reform occurred on May 18, 2023, when legislation was tabled to essentially disband the Region of Peel and allow Mississauga, Brampton and Caledon to operate as independent municipalities. A transition board will provide recommendations to the Minister of Municipal Affairs and Housing on a range of restructuring matters for dissolution by January 1, 2025. An agreement acceptable to all governments and stakeholders is a significant challenge and the status quo is no longer an option.

No timeline has been provided for facilitators in other Regions however Minister Clark is emphasizing that action is urgently required. The initial response from Waterloo Region elected officials to the series of announcements from Queen's Park is generally cautious. While support for the current system and the services provided appears stable, a commitment to examining new options is also apparent.

North Dumfries Mayor Sue Foxton, in a May 18, 2023, CBC News report, noted that provincial actions to dissolve Peel Region are specific to circumstances presenting themselves across that municipality. Her township shares the provincial objective to build more homes faster and they look forward to working with an appointed facilitator on moving forward.

Kitchener Mayor Berry Vrbanovic, in the same article, noted that a strong local history is prevalent in relation to collaboration between the cities, townships and region. He is also committed to working with the province and local officials on examining options for better municipal government. Woolwich Mayor Sandy Shantz observed that local municipalities have worked together for 50 years, however she will assist the facilitator on identifying potential efficiencies.

Consistent with local municipal officials, our Chamber and the business sector are also committed to working with the provincial government on ensuring cost-effective and efficient service delivery. Employers cannot absorb any additional cost as they emerge from the pandemic and any restructuring initiatives must recognize these challenges.

Numerous media reports have noted that former Region of Waterloo Chair Ken Seiling and Michael Fenn conducted an extensive review of regional municipalities in 2019. However a report delivered to Minister Clark has never been released, which has initiated significant questions around the current review and the capacity of the same minister and government to deliver on commitments for change.

Based on recent announcements related to the Region of Peel, significant reform is occurring and likely to continue. It is the responsibility of all stakeholders – in the public and private sectors - to ensure they participate in this historic process.



ABOUT THE AUTHOR Art Sinclair

Art is Vice President Policy and Advocacy for the Greater Kitchener Waterloo Chamber of Commerce.

## 25th Annual Family/Emergency Medicine Resident Weekend Showcases Kitchener-Waterloo

Having access to health care professionals, specifically primary care is critical to the well-being of the residents living in our community. Unfortunately, many families, locally and across the province do not have the benefit of being under the care of a primary care provider. As a result of population growth and retirements, we are in a healthcare crisis, with more residents than ever without a family physician. Though, the current shortage of physicians is an issue nationally, we are facing the impacts of this crisis locally. For a number of reasons, recruiting physicians has become increasingly challenging and we are competing globally to recruit physicians locally.

The objective of the Healthcare & Physician Recruitment Program is to recruit family physicians to Kitchener-Waterloo & Woolwich to meet the primary care needs of residents living and working here. One of our key initiatives is the Annual Family/ Emergency Physician Resident Weekend.

This weekend, held the first weekend in November annually brings first, second and third year family and emergency medicine residents from across Ontario along with their partners, allowing us to showcase Kitchener-Waterloo as a great place to live and work. This weekend is planned, organized and hosted by the dedicated members of the Chamber's Family Physician Liaison Task Force.

This eventful weekend includes touring the family medicine residents through Grand River Hospital and the Medical Centre at The Boardwalk as well as showcasing a couple well known community organizations. Residents will also be introduced to local family physicians and other health care professionals, learning more about the different range of practice opportunities available here in Kitchener-Waterloo.

Emergency medicine residents will be taken on private tours through Grand River Hospital and St. Mary's Hospital. These residents will participate in the rest of the weekend's activities, in hopes of recruiting and retaining new emergency physicians to our hospitals.

Partners/spouses will have the opportunity to explore employment opportunities in their respective fields. Throughout this weekend, our visitors will discover the region's diverse, strong innovative and entrepreneurial spirit.

This weekend has been well received in previous years by the visiting family medicine residents and their partners and it has been our best recruitment tool over the last 24 years. We know from past Resident Weekends that this event is a key driver to the success we have had in recruiting family physicians to our community. Many of the residents that will be participating in this year's weekend will be ready to begin practice in summer 2024-2025.

Our efforts continue throughout the year to recruit new and established family physicians through personal community visits. These tours allow us to explore what the physician is looking for and find a practice opportunity that meets their needs.

Our successes and efforts would not be possible if it wasn't for our generous corporate, municipal and personal sponsors and volunteers of this program. We extend our sincere thanks to our partners for their generous and continued support as we continue to strive to eliminate the physician shortage in Kitchener-Waterloo.



ABOUT THE AUTHOR

Jenna Petker

Jenna is Physician Recruitment Lead for the Greater Kitchener Waterloo Chamber of Commerce.



Thank you to our dedicated sponsors for helping the Chamber continue its goal of eliminating the doctor shortage in Waterloo Region.

**PLATINUM** 









GOLD





















**SILVER** 







































#### **BRONZE**



























#### **COMMUNITY**













McLean & Associates

## **Scotiabank**®

# FEMALE FOUNDERS

# Celebrating our inspiring Female Founders



FF DECEMBER

Jennifer Seberras

President & CEO,
Simplify Supply Chain Solutions



FF APRIL

Irene Vassalo

Principal,
Vassalo & Associates

Private Wealth Management



FF JANUARY
Chloe Hamilton
Founder,
Warm Embrace Elder Care



Melissa Durrell
CEO & Communications Strategist,
Durrell Communications



FF FEBRUARY
Tracy Valko
Founder,
Valko Financial



FF JUNE
Shelby Plaskett
Founder & Owner,
Clean & Tidy



FF MARCH
Julianne Costigan
CEO & Lead Stylist,
Julianne Costigan
Executive Styling Firm



FF JULY
Wendy Stahley
Founder &Owner,
Porchlite Relocations and
Porchlite Property Management

Interested in becoming a featured Female Founder?

Please call 519.749.6047 or email DWalton@greaterkwchamber.com to learn more.



# April 1, 2023 to July 31, 2023

#### 100 Men Who Give a Damn

Charitable, NFP & Community Services Willam Wallace, Director info@100menwhogiveadamn.org 100menwhogiveadamn.org Phone: (519) 504-1720

#### Adventure4Change

Charity

Oluseun Olayinka, Executive Director 465 Phillip Street, Suite 206 Waterloo, ON N2L 6C7 info@adventure4change.org adventure4change.org Phone: (519) 884-1839

#### Aesthetics by Dr. Mallhi

Spas - Beauty & Health Harkiaran Mallhi, Doctor 1241 Strasburg Road, Unit 10, 2nd floor Kitchener, ON N2R 1S6 aestheticsbydr.mallhi@yahoo.com aestheticsbydrmallhi.ca Phone: (519) 741-6780

#### **AJF Studio**

Fitness & Exercise Service Amanda Voisin, Owner/ Personal Trainer 570 University Avenue East, Unit 3 Waterloo, ON N2K 4K8 info@amandajeanfit.com amandajeanfit.com Phone: (519) 575-8616

#### **Andersen LLP**

Accountants, CPA-CA Kenneth Patingo, Tax Manager 117 West Hastings Street, Unit 1230 Vancouver, BC V6E 2K3 kenneth.patingo@ca.andersen.com ca.andersen.com Phone: (403) 829-7120

#### **Ballantyne Coaching**

Coaching

Amy Ballantyne, Executive Wellness & Life Coach/Workplace Wellness Coach amy.e.ballantyne@gmail.com amyballantyne.com Phone: (519) 497-1909

#### **Better Bedtime, Sleep Solutions** & Corporate Workshops

Health & Wellness Bridget Jensen, Sleep Consultant bridget@betterbedtime.ca betterbedtime.ca Phone: (519) 221-7338

#### Caldwell and Co. Premier Realty Group

Real Estate Brokers & Agents Vickie Caldwell, Realtor 180 Northfield Drive West, Unit 7A, Waterloo, ON N2L 0C7 info@caldwellandco.ca caldwellandco.ca Phone: (519) 210-1008

#### **Canadian Arab Women's Association** (CAWA)

Charitable, NFP & Community Services Yolande Lansing, Project Director 65 Hanson Road Kitchener, ON N2C 2H6 asmaalwahsh@cawakw.ca

cawakw.ca

Phone: (519) 781-5455

#### **Comvert Marketing**

Marketing Consultants Steve Shearer, Owner/Operator steve@comvertmarketing.com comvertmarketing.com Phone: (519) 505-4165

#### **Cruising for a Cause - Small World** Travel Co.

Travel Agencies

Melissa McMahon, Owner/Travel Advisor melissa@smallworldtravelco.com smallworldtravelco.com

Phone: (519) 503-2901

#### **CXK Environmental Consulting**

**Environmental Consultants** Colin Kelly, Lead Geoscientist ckelly@cxkenvironmental.com cxkenvironmental.com Phone: (226) 929-1454

#### **David's Precision Painting Inc.**

Painting Contractors David Kulas, Owner david@davidsprecisionpainting.com DavidsPrecisionPainting.com Phone: (226) 600-8089

#### **Estee Lauder Companies Ltd.**

Cosmetics & Perfumes - Retail Shawn Hlowatzki, Commercial Portfolio Executive 130 Bloor Street West Toronto, ON M5S 1N5 shlowatz@estee.ca elcompanies.com Phone: (519) 404-2998

#### **Freedom for Founders**

**Business Brokers** Simon Fallows, M&A Strategic Advisor & Business Broker 508 Riverbend Drive Kitchener, ON N2K 3S2 simonf@freedomforfounders.com freedomforfounders.com Phone: (226) 988-3434

#### Fresh Look Design

**Event Planning** Ainsley Poirier, Owner/Lead Designer 175 Borden Avenue South Kitchener, ON N2G 2Z3 hello@freshlookdesign.ca freshlookdesign.ca Phone: (519) 743-3531

#### GD & Sullivan Inc.

Management Consultants Geoff Day, Owner geoff@gdsullivan.com gdsullivan.com Phone: (289) 795-7843

#### Gizaagi'in Healing

Charitable, NFP & Community Services Sheena Merling, CEO/Executive Director of Operations

gizaagiinhealingspace@gmail.com gizaagiinhealing.org

Phone: (548) 577-5554

#### **HALEO Clinic**

Sleep Clinic Erin Rudland, Director of Business Development Erin.rudland@haleoclinic.com haleoclinic.com Phone: (519) 501-0609

#### HearCanada

**Hearing Centres** Pamela Vezina, Regional Director 94 Bridgeport Road East, Unit 3 Waterloo, ON N2J 2J9 Pamela.vezina@hearcanada.com HearCANADA.com Phone: (519) 340-3622

#### **Hickey Electrical Services Inc**

**Electrical Contractors** Mitch Slade, Owner mitch@hickeyelectrical.ca hickeyelectrical.ca Phone: (519) 404-0774

#### **HopeSpring Cancer Support Centre**

Charitable, NFP & Community Services Shawn Hlowatzki, President, BOD 475 King Street North Waterloo, ON N2J 2Z5 president@hopespring.ca hopespring.ca Phone: (519) 742-4673

#### Human-Centric Leadership/Coaching & Consulting

**Business Consultants** Michelle Nicole Martin, Founder michelle@michellenicolemartin.com michellenicolemartin.com Phone: (548) 255-0388

#### **Ingold Fence & Deck**

**Fences** Shelby Ingold, Founder 1022 Christner Road New Hamburg, ON N3A 3K6 ingoldfencedeck@gmail.com Phone: (226) 988-2700

#### John Spaulding Photography

**Photographers** John Spaulding, Owner/Photographer 44 Gaukel Street, Studio 104 Kitchener, ON N2G 4P3 john@johnspauldingphotography.com johnspauldingphotography.com Phone: (226) 220-2453

# April 1, 2023 to July 31, 2023

#### Laleta's Alterations Design & Custom

Clothing Alterations Laleta Anghad, Owner/Operator 900 Erinbrook Court Kitchener, ON N2E 3M2 laletaanghad@rogers.com laletasalterations.weebly.com Phone: (519) 807-6730

#### **LandPro Planning Solutions Inc**

Land Development Consultants Mitch Baker, Planner mitchell@landproplan.ca landproplan.ca Phone: (289) 680-6134

#### **Lennard Commercial Realty, Brokerage**

Real Estate - Commercial Darren Shaw, Partner 137 Glasgow Street, Unit 210 Kitchener, ON N2G 4X8 info@lennard.com lennard.com

Phone: (519) 340-5900 / Fax: (519) 340-5920

#### **LMI Canada**

Leadership Development Linda Braga, Business & Executive **Development Specialist** Ibraga@Imicanada.ca Imicanada.ca Phone: (519) 651-7972

#### **Masini Insurance Solutions**

Insurance Agents & Brokers Brandon Masini, Broker 58 Edenoak Trail Kitchener, ON N2A 0G3 brandon@brandonmasini.ca brandonmasini.ca

Phone: (519) 362-7172

#### Meta IT Ltd

IT Consultants Marcos Machado International Business Director 50 Queen Street North, Suite 902 Kitchener, ON N2H 6P4 info@metait.ca metait.ca

Phone: (226) 647-0890

#### **Mia Creative Studio**

**Marketing Consultants** Mahya Gharibi, Co-Founder & COO mahya.gharibi@gmail.com mia-studio.co

Phone: (647) 885-9596

Information Technology Gilroy Ponniah, Managing Director 200 Mostar Street, Unit 104 Stouffville, ON L4A 4T7 info@microsvsinc.ca microsysinc.ca Phone: (416) 425-0444

#### **MoreauGrant Consulting Inc**

Recruitment Octavian Constantinescu **Recruiting Consultant** octavian@moreaugrant.com moreaugrant.com Phone: (226) 339-4894

#### My Social Media Group Inc.

**Business Consultants** Evan Woods, CEO 100 Conestoga College Boulevard, Unit 1116 Kitchener, ON N2P 2N6 info@mysocialmg.com mysocialmediagroup.com Phone: (855) 422-2263

#### **Neuron Mobility Canada**

**Transportation** Nisarg Patel, Operations Manager (Waterloo) 35 Trillium Drive Kitchener, ON N2E 0H2 regionofwaterloosupport@neuron.sg rideneuron.com/canada

#### Noble Wealth Financial Inc.

Phone: (519) 626-0347

Financial Planning Consultants Sue Lee, Financial Planner 675 Queen Street South, Unit 200 Kitchener, ON N2M 1A2 team@noblewealthfinancial.com noblewealthfinancial.com Phone: (519) 885-8786

#### odd duck | wine & provisions

Restaurants

Wes Klassen, Founder/Somelier 93 Ontario Street South Kitchener, ON N2G 1X5 hello@oddduckwp.com oddduckwp.com Phone: (519) 503-3651

#### **Ontario BX**

**Business Brokers** Shireen Khan, Business Broker info@ontariobx.ca ontariobx.ca

Phone: (647) 473-6629

#### Parker Media Inc.

Media Production Jess & Brady Parker Co-Founder & Creative Director info@parkermedia.ca parkermedia.ca Phone: (519) 691-5927

#### Pizza Pizza

Michael Olajide, Owner 496 Albert Street Waterloo, ON N2L 3V4 doolajide@hotmail.com pizzapizza.ca

Phone: (519) 746-1111

#### **Platters Catering & Events**

Caterina John Trevor, Sales & Events Manager 340 Woodlawn Road West, Unit 25 Guelph, ON N1H 7K6 info@platterscatering.ca platterscatering.ca

#### PPLSI - LegalShield & IDShield

Phone: (519) 836-3190 / Fax: (519) 836-3715

Leaal Services Sheryl Scott, Independent Associate sherylscott15@gmail.com sherylscott.WeAreLegalShield.ca Phone: (519) 590-1115

#### re;zilyent digital + design

**Graphic Designers** Carly Burt, Owner/Creative Lead carly@rezilyentdigitaldesign.ca rezilyentdigitaldesign.ca Phone: (519) 379-7788

#### **Regal Insurance Brokers**

Insurance Agents & Brokers Marla Singh, Manager 428 Gage Avenue, Unit 2 Kitchener, ON N2M 5C9 mail@regalinsurance.com regalinsurance.com/location/insurance-

broker-kitchener

Phone: (519) 578-7170 / Fax: (519) 744-4440

#### **Regroup Beyond Benefits**

Employee Benefit Plans Brett Brohman, Group Benefits & Retirement Consultant 1575 Bishop Street North, Suite 300 Cambridge, ON N1R 7J4 servicenow@regroupbenefits.com regroupbenefits.com Phone: (888) 824-0010

#### Sarah Mumtaz Law Offices

Lawyers

Sarah Mumtaz, Lawyer/Partner 180 Northfield Drive West, Unit 4, First Floor Waterloo, ON N2L 0C7 sarah@sarahmumtazlaw.com sarahmumtazlaw.com Phone: (519) 421-6002

#### Schnarr Legacy Craftsmen Inc

Home Improvements & Renovations Mark Conrad. Owner 215 Bathurst Drive, Unit 2 Waterloo, ON N2V 2B2 Mark@schnarrlegacycraftsmen.com schnarrcraftsmen.com

Phone: (519) 725-0411 / Fax: (519) 725-0537

#### SleepX Studio

Retail - Mattress Store Prithviraj Patil, Director 600 Fairway Road South Kitchener, ON N2C 1X3 reachpisquare@gmail.com sleepxstudio.ca

Phone: (647) 530-1029

#### **Smile Tiger Coffee Roasters**

Brynn McIntyre, Director of Operations 100 Ahrens Street West Kitchener, ON N2H 4C3 info@smiletigercoffee.com smiletigercoffee.com Phone: (519) 208-0227

#### SNG Electrical Services

**Electrical Contractors** Adrian Loates, Owner Adrian@sngelectrical.ca sngelectrical.ca Phone: (519) 841-1709

#### Soi Thaifoon

Restaurants FouZan Beg, CEO 345 King Street West, Suite 102 Kitchener, ON N2G 0C5 info@soithaifoon.com soithaifoon.com

#### **Specsavers Conestoga**

**Optometrists** Raj Sidhu, Retail Partner 550 King Street North, Unit C4A, Conestoga Mall Waterloo, ON N2L 5W6 store.conestogamall.ca@specsavers.com specsavers.com Phone: (226) 686-1931

#### **Specsavers Fairview Park Mall**

Callum Gunn, Retail Director 2960 Kingsway Drive, Unit M025A Kitchener, ON N2C 1X1 store.fairviewpark.ca@specsavers.com

specsavers.ca Phone: (226) 772-3310

Optometrists

#### STC Global Impex Canada Ltd.

Manufacturers Alastair D'Souza, Vice President 22 King Street South, Unit 300 Waterloo, ON N2J 1N8 info@stcfilms.com stcfilms.com Phone: (226) 240-9031

#### **Stellar Connexions Inc**

**Internet Consultants** Kaitlyn Navarro, Owner kaitlyn@stellarconnexions.com stellarconnexions.com Phone: (226) 796-5750

#### **TDG Marketing Inc.**

Marketing Consultants Mandy English-Parry, President 42 Locks Road Brantford, ON N3S 6Y9 mandy@tdgmarketing.com tdgmarketing.com Phone: (519) 753-2240

#### The Cindy Cody Team - ReMax

Real Estate Brokers & Agents Linda Cooper, Managing Partner/Sales Representative 901 Victoria Street North Kitchener, ON N2B 3C3 sold@cindycody.ca thecindycodyteam.com Phone: (519) 746-5136

#### The Delton Glebe Counselling Centre

Charitable, NFP & Community Services Neta Deonarain-Gear, Executive Director 470 Weber Street North, Unit 201 Waterloo, ON N2L 6J2 glebecentre@wlu.ca glebecounselling.ca Phone: (519) 884-3305

#### The Mortgage Group

Mortgages

Melissa Henderson, Mortgage Agent L2 melissa.henderson@mortgagegroup.com grandriverhomeloans.ca Phone: (519) 616-0548

#### The Poop Valet Pet Waste Removal Service

Pet Waste Removal Rick Couchman, Owner Rick@thepoopvalet.ca ThePoopValet.ca Phone: (519) 835-7667

#### The Ramautor Real Estate Team

Real Estate Shawn Ramautor, Broker 71 Weber Street East Kitchener, ON N2H 1C6 info@ramautor.com ramautor.com Phone: (519) 741-4621

#### **TLC Kitchener Nursing** & Home Care Services

**Employment Agencies** Abhilash Sankar, Director asankar@tlckitchener.ca tlckitchener.ca Phone: (519) 722-4221

#### **Toute La Nation Staffing Services**

**Employment Agencies** Okeremute Okoro, Owner Chayil1020@outlook.com Phone: (647) 262-0102

#### **Transworld Business Advisors of Ontario**

**Business Brokers** Bashar Sabbah, Business Broker bsabbah@tworld.com tworld.com/agent/basharsabbah/bio Phone: (647) 946-2601 / Fax: (226) 336-7520

#### Virtualn Sys Engineers

Computer Consultants Phillip Williams, Owner 550 Silvermeadow Place Waterloo, ON N2T 2P9 phillip\_williams@williamss.com virtualn.com

Phone: (519) 572-8179

#### Vista Global Business Services

IT Consultants Robby Shergill, Director 439 University Avenue, 5th Floor Toronto, ON M5G 1Y8 sohrab@vistagbs.com vistagbs.com Phone: (437) 771-3528

#### VueReal Inc

Technology Laura Tarrant, Talent & Cultural Manager 440 Phillip Street, Unit 100 Waterloo, ON N2L 5R9 info@vuereal.com vuereal.com Phone: (226) 476-1153

#### Waterloo Public Library

Libraries Kelly Kipfer, CEO 35 Albert Street Waterloo, ON N2L 5E2 k.kipfer@wpl.ca wpl.ca

Phone: (519) 886-1310

#### **Westminster Security Services**

Security Guards & Patrol Services Abdul Khan, Security Consultant 501 Krug Street, Suite 203 Kitchener, ON N2B 1L3 hr@wss519.ca wss519.ca

Phone: (519) 616-9050

#### Willow Hall HR

**Human Resource Consultants** Julie Newman, Founder & Principal willowhallhr@gmail.com Phone: (519) 994-4314

#### Wineology Bar & Restaurant

Restaurants Adam Sulemani, Owner 87 King Street West Kitchener, ON N2G 1A7 kitchener@wineologybar.ca wineologybar.ca/kitchener Phone: (519) 954-4440

#### Wise on Words

Marketina Consultants Dennis Lewis, Content Writer & Voice Over dennis@wiseonwords.com wiseonwords.com Phone: (647) 915-1780

#### Women's Trucking Federation of Canada

Charitable, NFP & Community Services Shelley Walker, Founder/CEO 900 Guelph Street, Unit 303 Kitchener, ON N2H 5Z6 inquiries@wtfc.ca wtfc.ca

Phone: (548) 288-4322

#### **Working Wolf Dog Training**

Dog Training Chantelle Mazik, Owner 200 Spring Valley Drive Kitchener, ON N2H 5X8 workingwolfdogtraining@gmail.com workingwolfdogtraining.ca Phone: (519) 504-0084

#### You Move Me

Moving & Storage Harold Mosos, Ontario West 55 Spencer Crescent Guelph, ON N1L 1M2 harold.mosos@youmoveme.com youmoveme.com/location/professional-

Phone: (226) 790-0640

# **Spring-Summer Networking**



CEO & President of Waterloo EDC, Tony LaMantia moderates a conversation with the CEO of PWO Canada, Andreas Haas at this year's Manufacturing Summit.



Mike Farwell is at work at our Libro Business After 5, to raise money for his Farwell4Hire fundraising campaign in support of cystic fibrosis.



Guests enjoy lunch catered by Little Mushroom Catering at this year's Energy & Environment Forum at evolv1.



Attendees of the 36th Annual Energy & Environment Forum get a tour of the evolv1 building, Canada's first zero carbon building.



One of our featured Female Founders, Chloe Hamilton from Warm Embrace Elder Care enjoys breakfast at Crowne Plaza for our Inspiring Women Event Presents, In Conversation with Isabelle Hudon.



The Honorable Doug Ford, Premier of Ontario sits down to talk with local leaders in manufacturing at the 2023 Manufacturing Summit.



Attendees hear from Monte McNaughton, Ontario Minister of Labour, Immigration, Training, & Skills Development at Part 2 of the Immigration series.

Connecting & building community at The Boardwalk







Court at Laurelwood Retirement Residence joined us as a Hole Sponsor for the 31st Annual Chamber Golf Scramble in support of KW Healthcare & Physician Recruitment initiatives. Photo Credit: Andrew Garel



News Anchor from CTV News Kitchener, Alexandra Pinto, moderates an intimate fireside chat with Isabelle Hudon, CEO & President of BDC.



Tara Bedard from Immigration Partnership moderates a panel including Massi Basiri from ApplyBoard, Vivek Goel from the University of Waterloo, and Charlene Hofbauer from Workplace Planning Board WR.



Attendees and exhibitors connecting at the 2023 Business Expo.



Guests network at SDG Idea Factory during the Libro Business After 5: Farwell for Hire event.



A full tournament of 144 golfers teed off on August 15th for a great day of networking and camaraderie at Rebel Creek Golf Course. Photo Credit: Andrew Garel

Photo Credits: Tomasz Adamski (excluding golf photos)

Home | Auto | Business

## **LMI Canada Insurance** has joined BrokerLink

The same team remains and will continue to provide the expert advice and service that you've come to expect.

1.800.265.2625

818 Victoria St N, Kitchener, ON

BrokerLink.ca f @ in □ J





## Mark Your Calendar

#### September 20th

#### **Annual General Meeting (State of the Economy)**

3:00 pm - 6:00 pm

Location: Maxwell's Music & Events

Member: complimentary
Future Member: complimentary

Join us as we hear from Scotiabank's Chief Economist, Jean-Francois Perrault on the State of the Economy. Plus, the 2023-2024 Board of Directors will be inducted and hear how your chamber has been performing for you and your business.

Speaker Sponsor:



Volunteer Appreciation Sponsor:



#### September 21st

#### Libro Business After 5

5:00 pm - 7:00 pm

Location: Westmount Signs & Printing

Member: complimentary, recommended \$10 donation

Future Member: \$40 donated to our Feature Charity: Oktoberfest Cares

Don't miss our season kick-off of the Business After 5 series and get a first look at the Westmount Signs & Printing new state-of-the-art 21,000 square foot facility. Come out to network with local business professionals and connect with exhibitors all while enjoying some Oktoberfest inspired festivities.

Title Sponsor:



Gold Sponsor:





Sign & Print Sponsor + Host Venue:



#### October 4th

#### Fireside Chat with Mark Crowell

8:30 am - 10:30 am

Location: Ken Seiling Waterloo Region Museum / Virtual on HopIn

In-Person (Member): \$45 In-Person (Future Member): \$90 Virtual (Member): \$15 Virtual (Future Member): \$30

Hear from our Chief of Police, Mark Crowell as he discusses the first year in his role with the WRPS and his plans for the future. We'll cover a variety of areas, including some discussion around: advocacy and allyship efforts, reconciliation, talent recruitment, cyber security, community building, and more.

**Community Partners:** 







#### October 12th

#### Chamberfest

6:00 pm – 9:00 pm Location: Concordia Club

Member: \$80

Future Member: \$135

Celebrate Oktoberfest at Concordia Club with world-class networking, alongside keg-tapping, schnitzel, and traditional dancing. Each ticket includes a German-style dinner, a drink ticket, and entertainment.



**Event Sponsor:** 

HOTELS MARRIOTT WATERLOO



#### October 23rd

#### Vine & Dine

6:00 pm - 10:00 pm Location: Delta Waterloo

Member: \$185 Future Member: \$235

Vine & Dine is an annual event to celebrate our local culinary talent, while raising funds for KW Healthcare & Physician Recruitment initiatives. This year's theme promises to offer a unique and delightful experience by taking popular food truck favourites and transforming them into a fine dining affair. It's a feast you won't want to miss, as local chefs prepare a multicourse menu elevating the delicious street food we love.

Platinum Sponsor:





Gold Sponsor:



**GOWLING WLG** 

Silver Sponsor:



#### November 23rd

#### Libro Business After 5: Holiday Edition

5:00 pm - 7:00 pm Location: AMJ Campbell

Member: complimentary, recommended \$10 donation to our Feature

Charity

Future Member: \$40 donated to our Feature Charity

Close out your year with some great networking opportunities in a festive atmosphere. Connect with local businesses at their booths, enjoy themed drinks and treats, and celebrate the start of the holiday season with other professionals. Holiday attire is encouraged!

Title Sponsor:



Gold Sponsor:





Sign & Print Sponsor:



Host Venue:









## It's our business to understand your business

We offer businesses a range of banking products and services to help meet your needs. Our Business Banking Specialists are committed to helping you by:

- taking the time to understand your business
- providing banking advice to help meet the needs of your
- delivering a comfortable banking experience



Robin Gienow Area Manager Small Business 519-497-3665 robin.gienow@td.com







® The TD logo and other trade-marks are the property of The Toronto-Dominion Bank.

M05302 (1118)





# FACTORY FLOORING

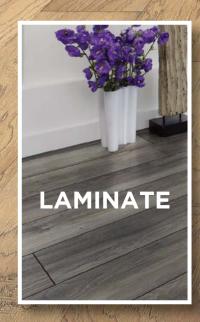


HERE TO FLOOR YOU.











MONDAY TO WED 9 TO 5 • THURSDAY & FRIDAY 9 TO 5:30 • SATURDAY 9 TO 5 • SUNDAY 11:30 TO 4:30



We promise you'll love the way your new floor looks, or we'll replace it FREE - including installation. Applies to carpet one products only and professionally installed by Carpet One Floor & Home.



990 VICTORIA ST. N. KITCHENER 519.571.0550 ffcarpetone.com (BESIDE TIM HORTONS)

## Infrastructure is Everything

Communities are made up of individuals working together to build something better. The same goes for the infrastructure within our towns and cities. These individual systems — roads, sewers, hydro, transit, and others — work together to deliver the critical services we need to live, work, and play.

As Waterloo Region moves towards a projected population of 923,000 residents by 2051, the needs of our community are outgrowing our ability to deliver these services. I couldn't help thinking about this as I attended the inaugural Joy Summit at the recently opened Gaslight District in Cambridge.

The Joy Summit brought together local leaders, changemakers, and community builders to discuss prioritizing joy in city building. You can see joy in design firsthand at the Gaslight District. It's now Waterloo Region's largest public gathering space and the region's largest outdoor video screen. The new district brings retail, art, and living together where you can feel the effort put into every inch of the space.

#### the needs of our community are outgrowing our ability to deliver these services

After two days of talks and workshops, my key takeaway was that everything around us was designed — and there is always a better design. Things are designed to be changed, including the processes and policies that exist to bring new infrastructure projects to life.

The processes we used to get to where we are today are not the same processes that will get us to where we're going.

But we can look to things like our community approach to building the ION light rail transit system as an example. Provincial, regional, and municipal governments worked to create a consortium to design, build, and operate the system that has generated more than \$3.5 billion worth of investment in the central transit corridor. It was a unique approach that helped Waterloo Region succeed where other cities have fallen short (sorry, Ottawa).

Today, the challenge that needs a new approach is housing. In a 2022 report from the Smart Prosperity Institute at the University of Ottawa, our community will need an estimated 70,800 new homes by 2031 to address our population growth and the existing shortage we already have.

It's not only new homes that we're lacking — there is also a shortage of affordable apartments. In a recent article in The

Record, data showed that Waterloo Region residents need to earn \$28 an hour working 40 hours a week to afford a two-bedroom apartment.

The traditional approaches to building new housing aren't working anymore. All the approvals, zoning, and everything else that gets new projects delayed at city hall must be rethought. Tackling the housing infrastructure crisis in Waterloo Region and across Canada needs a new solution.

That's what inspired HIP Development, Habitat for Humanity, the Grand Valley Construction Association, and other groups to start BUILD NOW: Waterloo Region. On July 20, the new organization announced its launch and plan to build 10,000 new affordable and attainable homes in seven years.

# There are two roadblocks locally in changing the way we approach infrastructure changes.

HIP Developments president Scott Higgins told the crowd that local developers realized that while they were part of the problem driving out-of-reach housing prices, they could also be part of the solution.

We need this same approach in taking action with all our infrastructure projects. Whether that's expanding transit or building livable cities that prioritize walking and cycling in addition to making sure we can drive to where we need to go.

There are two roadblocks locally in changing the way we approach infrastructure changes. First, we're being too reactive to the community's needs instead of addressing them as they're identified. One reason is that our municipal budgets are restricted based on this fictitious idea that we need to keep taxes low, otherwise people won't vote for elected leaders in the future. By doing this, we're pushing our current problems down the road to future generations.

Saying mowing the lawn is "tomorrow's problem" is one thing. Saying building affordable housing is "tomorrow's problem" does not work.

The other challenge is the potential of reform in regional government. No one knows what the change will be or when it will come, but the idea of it is being used to put off needed changes. We can't delay critical infrastructure projects and process changes until we know what the new structure will be. We must be flexible and innovative today to build the infrastructure we need tomorrow.

Talent is another issue affecting infrastructure across Waterloo Region. Last month, the federal government's new program to attract H1B visa holders from the U.S. generated 10,000 applications in under 48 hours. We need this talent and other workers to drive our manufacturing, agricultural, tech, and other industries — but where are they going to live?

#### We also need to look at changing how we build.

Building the infrastructure we need tomorrow takes skilled trades people, but they're a group we are struggling to hire and retain. Labour Minister Monte McNaughton recently said Ontario needs 72,000 new workers by 2027 to compensate for the gap created by skilled trades people retiring. That's not to mention the thousands of new skilled trades people we need to meet our residential, commercial, and industrial needs.

Brenda Gilmore and Rosie Hessian are changing the approach to how we train and hire skilled trades people with the Jill of All Trades program at Conestoga College. Women only make up 4% of skilled trades people today. The innovative Jill of All Trades program brings hundreds of young women together with construction and trades leaders to see the potential of a career in a skilled trade.

We also need to look at changing how we build. There are innovative products in HVAC, systems controls, and construction processes — but consumer wariness and supply chain concerns often keep us from adopting them. We keep going back to the tried and true because we know we can manage it.

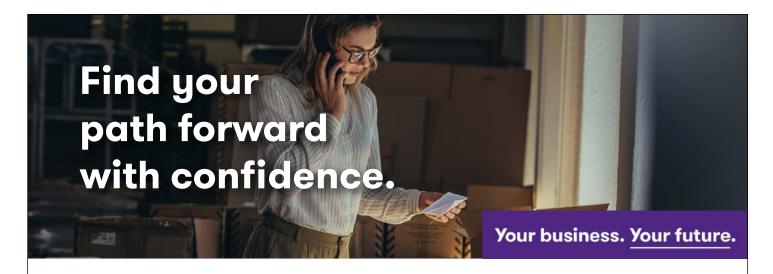
But looking at projects like evolv1 and the upcoming Bright Building, we can see that new technologies can generate profits while building something better at the same time. Located in the David Johnston Research & Technology Park, evolv1 is the first zero-carbon building in Canada. The nearly complete Bright Building on King Street in Kitchener is the first multi-tenant building in the region to be completely electric.

If we know one thing in Waterloo Region, it's how to disrupt an industry and do something new. Disruption is designing differently and doing it with our future needs in mind. Let's not let what today looks like dictate what Waterloo Region will look like tomorrow.



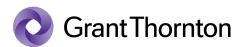
ABOUT THE AUTHOR Jeff MacIntyre

Jeff MacIntyre is the president of the Grand Valley Construction Association. He is a community builder with decades of experience supporting businesses with a focus on continued growth through innovation. He has held leadership roles in the private and nonprofit sectors.



We understand the issues that affect your business. Our advisors can help you make the right decisions to manage today's issues and take advantage of tomorrow's opportunities.

To learn more, visit grantthornton.ca



Audit | Tax | Advisory

© 2021 Grant Thornton LLP. A Canadian Member of Grant Thornton International Ltd. All rights reserved.







# Garages aren't just for cars

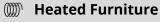
They're where we live and play

We offer the following garage customizations:









Waterloo Garage Doors Inc.

255 Bathurst Drive Waterloo ON N2V 2E4

519-888-9111

www.waterloogaragedoors.com

# The Growing Need for Connected Regional Transit

The success of the Toronto-Waterloo corridor has long-been something for Canadians to be proud of. Outside of Silicon Valley, this area represents the largest tech cluster on the planet<sup>1</sup>, brimming with startups, research labs, incubators, large-scale tech businesses, and world-renowned universities.

While the Innovation Corridor has been growing for more than 35 years, Google Waterloo's story began in 2005, with the opening of our first engineering hub in Canada. What started with four employees has grown to thousands of world-class engineers, working on products that billions of people use every day.

In our Toronto office, our global business organizations including ads, sales and marketing teams work to support Canadian businesses and the economy. Google employees travel through the corridor daily, to meet with teammates and customers, attend events, and to engage in the communities where they live and work.

We love being anchored on both ends of this incredible, thriving tech ecosystem, but one piece that remains elusive in achieving its full potential is efficient and convenient public transit between Waterloo Region and Toronto.

The current train service is few and far between, leaving both workers and residents to rely on cars and buses, forcing more vehicles on the road, clogging major highways, and adding to the carbon footprint of our communities.

The Province's proposal of an all day, two-way GO train service in 2013 was the solution we needed. But a decade later, the timeline for this critical infrastructure project remains unclear.

Meanwhile, the need for this service has only amplified. Census data shows that more Ontarians are choosing Kitchener-Waterloo, making it one of the fastest growing communities in the country.<sup>2</sup> During the pandemic, we saw increased migration away from

major urban centers to other parts of the province. But now, with increased adoption of hybrid work, and more people returning to the office, seamless mobility of workers across the corridor has never been more necessary.

This also rings true for the over 400,000 students enrolled in the 16 post-secondary institutions across the Toronto-Waterloo corridor, including Canada's largest engineering schools, with prominent computer science programs. The next generation of tech talent are seizing opportunities and are traveling through the corridor for classes, internships and co-op programs daily.

It's inspiring to see the talent and energy bustling within our tech communities. But we need greater investments in our public transit services to sustain this momentum. This will no doubt have a lasting impact on our economy, our communities, and on the quality-of-life for those within them.



ABOUT THE AUTHOR

# Jen Smith Engineering Director, Google Labs; Co-Site Lead, Google Waterloo

Jennifer is an engaging executive with deep expertise in bringing technology products and services to market. Her career spans technologies from satellites to laser projectors to AdTech software and markets from entertainment to military. She builds

high-performing teams in rapidly changing environments and is a passionate advocate for women in STEM.

# 2023 Election of Directors Nominating Committee's Slate of Candidates Nominee Profiles



#### Everton Wilmot, President Wilmot Technologies

Everton is President of Wilmot Technologies, a leading technology consulting company in the Region of Waterloo, with expertise in IT infrastructure in both commercial and retail sectors. His entrepreneurial drive has seen the successful development and growth of multiple start-up companies that have had an impact on the economic development of Waterloo Region. Since coming to Canada at the age of four, Everton has resided in Kitchener. As a soccer, hockey, and basketball coach, he has always found ways to support the community. A current member of the Kitchener Westmount Rotary club, a director on the Drayton Entertainment and Unwrap Theatre board of directors, he continues to make time for organizations that can benefit from his experiences. He is also an arts and culture enthusiast, with a passion for the development and advancement of youth.



#### Chloe Hamilton, Founder of Warm Embrace Elder Care Ltd.

Chloe is an entrepreneur and local business owner who founded Warm Embrace Elder Care in 2007. She continues to manage and grow the business, ensuring that local elderly residents receive the care they deserve.

Chloe believes strongly in volunteering and is a passionate community member. She has served on numerous committees and councils. Most notably, she chaired the Elder Abuse Prevention Council of Waterloo Region from 2015 to 2022, during a time of transition with strategic planning and rebranding, as well as navigating the challenges of volunteer engagement during the pandemic.

As an active business owner for over 16 years, Chloe is abundantly aware of the needs and challenges faced by small businesses, and the important role the Chamber plays in their success. She mentors other small business owners and is excited about the growth and development of the Region's startups.



#### Christopher M. Andree, Partner Gowling WLG

Christopher M. Andree is a partner in Gowling WLG's Waterloo Region office. He is a former National Practice Group Leader – Employment and Labour Law, and former Advocacy Department Leader. Chris focuses his practice in the area of employment law and represents employers in all aspects of their relationships with their employees. He advises both owner-managed businesses and multinational organizations in many sectors at the heart of the Waterloo Region economy, including technology, manufacturing, financial services, retail, food, beverage and recreation, and transportation. Chris represents clients before courts and administrative tribunals, as well and in the context of the financing and sale of businesses.

Chris has held many volunteer positions including as a Director of Chicopee Ski and Summer Resort, Member of the Board of the Conestoga College Annual Golf Tournament, and Member of the United Way Campaign Cabinet. He has also coached local children's sports teams.

With his wife Leanne and their three children, Chris has lived in Waterloo Region for more than 15 years.

#### Geraldine Stafford, Manager of Equity, Diversity and Inclusion with the Waterloo Regional Police Service

As the first civilian Equity, Diversity and Inclusion Manager at Waterloo Regional Police Services, Geraldine Stafford is used to blazing trails, literally. A native of Kitchener, she first made her mark in the region as a standout student and track athlete, attending (the then all-girls school) St. Mary's High School. She spent the past 30 years living outside the Region having an accomplished career working for City of Brampton, The Ministry of the Attorney General, and most recently Bell Canada. As an entrepreneur, Geraldine founded her own record suspension (criminal pardon) business and for the past 20 years has worked with young people, facilitating applications to set aside their criminal record. Specializing in equity, social and criminal justice, Geraldine has assisted young people get a fresh start in life and has facilitated and tailored workshops and pro-bono clinics to educate young people about their rights within the legal and criminal justice system.



Empowerment of young people is her passion, particularly young women, where she has coached girls travel basketball for over 10 years, offering her unique mentorship opportunities in terms of leveraging sport to finance education, finding one's own passion and strategies for bringing forth your whole and authentic self whether to social or professional settings.

A sought-after speaker, in 2022, she was named as one of the Top 100 Black Women to Watch in Canada for her dedication in promoting diversity and inclusion for all. Geraldine is an accomplished professional who brings stories of resilience, hope and making it against all odds, where her mandate for every speaking engagement is to inform, inspire, surprise and delight.

#### Mohsan Abdullah, CEO & Co-Founder, Token Creative Services

Mohsan is a serial entrepreneur with deep roots in the community and a core value of connecting people by creating thriving environments. He is a strong team player with a collaborative approach specializing in marketing and media services. Being a co-founder and CEO of Token Creative Services since 2014 has given him the opportunity to connect with a variety of community members in the Waterloo Region.

As a member of the chamber since 2016, voted volunteer of the year in 2020, Mohsan has been part of multiple committees. He has been a BEA Gala Judge, as well as part of the Marketing Advisory Board. He is currently on the diversity, equity, and inclusion committee, has facilitated the Marketing P2P event, was Chair for the CYP, and served as a mentor for multiple other community events. He has been a board member for Oktoberfest for the past two years and is currently working with Activa as a Sales Specialist selling new construction homes and spreading awareness in the community regarding the importance of Net Zero homes in providing a greener future for the next generation — especially his two children..









Take charge of your water costs and invest in efficiency.

The Region of Waterloo offers funding to help landlords and property managers cut water waste.

#### You can benefit from:

- \$15 rebate for each toilet flapper replaced
- free showerheads and aerator upgrades
- funding for building-wide upgrades to toilets, showerheads and aerators
- funding for audits or sub-metering to bill fairly and encourage conservation
- water softening and water conditioning solutions

Do you manage an apartment building? Townhouses? A duplex or triplex? Contact us to learn more.







www.regionofwaterloo.ca/conservation | 519-575-4400, TTY: 519-575-4608

# New Hospital Critical to Community's Growth

Grand River Hospital and St. Mary's General Hospital are making meaningful progress on our joint project to strengthen health care delivery across Waterloo Region and enable our community to continue to thrive.

Our economy is flourishing. Our population is growing at a remarkable pace. Nearly one million people are expected to live in our region in the next three decades. It's a significant challenge for our aging, outdated hospital buildings to keep up with demand and deliver the world-class care our patients deserve.

But together, as hospitals and as a community, we are up for the challenge.

We are partnering on an ambitious plan to build a new state-ofthe-art hospital, renew and repurpose the midtown Kitchener-Waterloo Campus into an ambulatory and urgent care centre, and expand the Freeport Campus in Kitchener to increase our rehabilitation capacity. Grand River Hospital and St. Mary's General Hospital will deliver services across all three sites, together.

We have an opportunity to build a truly innovative hospital that reflects our community's standing as Canada's largest technology innovation hub. If we want to continue to be a hotbed for major international employers, we need to be able to deliver on the health care promise that Canada provides.

With our business community's strong support, we will create a bright and healthy future for Waterloo Region.

We are already making great headway. Among recent milestones, we've begun the process to find a location for the new acute care hospital. Featuring nearly 1,000 beds, the hospital will be the future home of our regional cancer, cardiac, eye care and renal programs. It will provide patients access to emergency services, obstetrics, pediatrics, neurology, trauma, surgery and other regional services. Our incredible teams at Grand River Hospital and St. Mary's General Hospital will work side by side together to deliver exceptional care.

We have begun the important task of determining where to locate the new hospital. We have assembled a five-member Site Selection Panel of skilled professionals, including long-time community leaders with deep roots in Waterloo Region, to lead

A project steering committee of the hospitals' boards – the Building the Future of Care Together (BFCT) Committee - is overseeing the site selection project and the Panel. This steering committee reports into the boards of both Grand River and St. Mary's Hospital as well as St. Joseph's Health System. In all, more than 30 local community leaders are involved in the decisionmaking process, including site selection criteria and, ultimately, a decision on a preferred site for the new hospital.

But our communities - our patients, community members, municipal partners and business leaders – also have a significant voice in the process.

Over the summer we hosted focus groups and launched a public survey to receive input on what is important when identifying a location for the new hospital. A groundswell of excitement is building for this project. We've received thousands of survey responses and have seen active participation in our focus groups.

The signs of support we've received this summer stretch beyond our region's borders all the way to Ontario's government. During a recent announcement in Ayr, Ontario Premier Doug Ford referenced the importance of three major infrastructure projects for Waterloo Region, including the completion of a new hospital.

It was encouraging to hear the Premier underscore the need to build a new hospital to care for our growing population. But we need to continue to ramp up support and advocacy across our community to ensure our proposal remains a top priority for the provincial government. We need to leverage the same spirit of support our community has demonstrated on projects such as the Two-Way All-Day GO campaign.

A new innovation hospital is the next legacy infrastructure project that will help Waterloo Region continue to grow and prosper. Your support is critically important as we continue to build a case for the project. To get involved, please visit https:// futureofcaretogether.ca.



ABOUT THE AUTHOR Mark Fam

Mark Fam is President of St. Mary's General Hospital



ABOUT THE AUTHOR

#### Ron Gagnon

Ron Gagnon is the CEO and President of Grand River Hospital

## COLLABORATION IS KEY TO REDUCING CANADA'S EMISSIONS

## A perspective from the Canadian Association of Petroleum Producers (CAPP)

Canadians are concerned about climate change and Canada's oil and natural gas industry shares the view that reducing emissions is good for society and the planet. As an industry, oil and natural gas producers stand ready to work shoulder-to-shoulder with the federal and provincial governments to achieve emissions reduction goals.



#### The upstream industry is a constructive, solutions-oriented partner in addressing emissions reduction.

The upstream industry is a constructive, solutions-oriented partner in addressing emissions reduction. Canada is already a global leader in emissions-reducing innovations and technologies and as significant investors in clean technology, Canadian energy producers are an important part of that leadership.

#### Creativity + collaboration = lower emissions

Natural gas and oil producers have a long tradition of finding creative ways to address environmental issues including emissions. With the help of innovators across the country, including here in Ontario, oil and natural gas producers have been developing carbon-lowering processes and technologies with positive results: since 2012, conventional (non-oil sands) producers have driven down direct emissions by 24% while growing total production by 21%.

Total Scope 1
Emissions decreased

2496

Total Conventional Oil Production increased

2196

## Since 2012, conventional producers have driven down direct emissions by 24% while growing total production by 21%.

From region to region, the conventional side of the industry is extremely varied and complex. While that complexity raises some issues, it also presents opportunities for constructive collaboration and synergies.

For example, electrification of drilling, production, and processing (replacing equipment such as pumps and valves fuelled by diesel or natural gas with electrical equipment) presents significant opportunities to reduce emissions, especially when that electricity is derived from hydro or renewable sources. But oil and natural gas producers depend on electrical utilities to 'green' their grids and build transmission and distribution lines close to oil and natural gas fields and facilities. This is a clear opportunity for co-operation between industries

Canada's energy producers are eager to collaborate across industries, even beyond supply chain and innovative technologies. Delivering emission reductions must be a focus for the entire Canadian economy. Different industries have unique opportunities to reduce emissions that allow them to move faster or slower depending on cost and technology.

Ongoing environmental performance improvement has always been critical to maintaining a responsible, vibrant and competitive energy sector. Canada's oil and natural gas industry can help provide global energy security, while finding solutions for a low-carbon future through innovation.

#### **About CAPP**

CAPP is the trusted voice for companies large and small, that explore for, develop and produce natural gas and oil throughout Canada. CAPP's member companies produce about 80 per cent of Canada's natural gas and oil. CAPP's associate members provide a wide range of services that support the upstream oil and natural gas industry. CAPP supports industry efforts to continue reducing emissions and to support Indigenous participation and prosperity. As a non-partisan organization, CAPP works with all governments and all parties





# EXCITING TRAVEL DESTINATIONS!



IRELAND

CHINA PRAGUE VIENNA KW Chamber Travel is a great way to visit fabulous destinations at unbeatable prices.

Many more destinations are coming! Check our website regularly for locations, expanded itineraries and our amazing rates.

www.greaterkwchamber.com



When it comes to collecting business debt, we Get It.

Canada's Top-Performing Collection Agency

WE TREAT YOUR CUSTOMERS WITH RESPECT.

MetCredit collects quickly & ethically. It's what we've been known for since 1973.

IF WE DON'T COLLECT, YOU DON'T PAY.

MetCredit covers all the costs.

Unless we collect, you pay nothing.
There is no risk to you.





MetCredit.com/Chamber

to get our Special Chamber Rate of 22.5%

# Shop and save.





#### **SWANSON'S HOME HARDWARE BUILDING CENTRE**

166 Park Street Kitchener, Ontario N2G 1M8

Phone: (519) 743-1404 Fax: (519) 743-0784



#### **GLENBRIAR HOME HARDWARE**

262 Weber Street North Waterloo, Ontario N2J3H6

Phone: (519) 886-2950 Fax: (519) 886-3968



We're here to fill every need, everyday, compassionately and reliably! Westmount Place Pharmacy, where community matters and smiles are FREE!



PHARMASAVE Health Care

Westmount Place Pharmacy

satish@westmountplacepharmacy.com 519-886-7670 www.westmountplacepharmacy.ca

**KW's Community** Pharmacy since 1970

OFFERING FULL PRESCRIPTION SERVICES, HOME HEALTH CARE AND FREE DELIVERY

Walk-In Clinic next to pharmacy with availability for physicians, please contact us for more details!



#### Asked and Answered

# DO I HAVE TO DISCLOSE MY MEDICINAL CANNABIS USE TO MY BOSS?



Employees often wonder if they must disclose their medicinal cannabis use to their employers. Some may worry about employer judgment, while others may believe all medication usage should be private. The short answer is...it's tricky.

While there is no official overarching legal requirement that employees disclose their use of medicinal cannabis to their employers, they do have a duty to report hazards in the workplace under the Occupational Health and Safety Act.

On the other side, although employers have a duty to accommodate workers\* who consume medicinal cannabis under the *Human Rights Code*, they are also legally obligated to keep their employees safe under the OHSA.

This includes situations where impairment induced by employees' medication may endanger their safety, the safety of their coworkers, or others - mainly when being fit for duty is an occupational requirement.

For example, Jessie uses medicinal cannabis every day. They work at a clothing retail shop, where they interact with customers but have no interaction with dangerous machinery. Jessie does not need to disclose their medicinal cannabis use under OHSA.

Whereas Jayden uses medicinal cannabis periodically and works on the factory floor of a manufacturing company. They do need to disclose their medicinal cannabis because, due to the nature of their work, their use of cannabis could reasonably be expected to create a hazard to their co-workers.

Based on the parameters above, while employees and employers have duties to each other under the OHSA, it is ultimately up to the employee to decide whether or not they tell their employer about their medicinal cannabis usage from a safety and accommodation perspective. Although, failure to disclose the use of medicinal cannabis where required may be grounds for disciplining the employee.

\*If an employee needs an accommodation to use medicinal cannabis, they must first request it - a lack of awareness of a disability and corresponding need to consume medical cannabis may relieve an employer of any duty to accommodate.

Contact us today for advice on everything from corporate governance to incorporation and trademark protection.

Our business law group offers a depth of experience and range of expertise few other firms can match. As one of Southwestern Ontario's largest firms, we've handled some of the region's biggest and most complex business transactions.



Your **Business** is our **Priority.** 

519.778.8585 | LERNERS.CA







## **Engineered Performance**





Strassburger Windows and Doors is the only manufacturer to offer a complete engineered designed - window and door series including Multi-Track patio doors, Tilt 'n' Turn, DoubleNature, and our premium entrance door systems.

All of our products feature superior energy efficiency, unparalleled performance and the best industry warranty. To see our complete line of windows and doors and find a dealer near you, please visit **strassburger.net** today.





Manufacturers of vinyl windows, patio and entry door systems for the replacement, renovation and new-construction markets.

strassburger.net







# Helping Us Make Our Vision Possible

A special Thank You to each of these Chamber Sponsors.























































CHAMBER PATRON













**TITLE SPONSOR** 











**CHAMBER TRUSTEE** 









**MEDIA PARTNERS** 

If your organization would like to support the Chamber through a partnership program, please contact Heather at hhutchings@greaterkwchamber.com



# Looking for a fulfilling career in wealth management?

RBC Dominion Securities in Waterloo is seeking motivated individuals for a fulfilling career in the wealth management industry.

As a premier choice for investment professionals, RBC Dominion Securities offers several benefits to those looking to build a successful career:

- · The opportunity to work for Canada's leading wealth management firm
- Flexibility to be your own boss with the support of a large organization
- · Powerful tools and technology
- · High-calibre training

For more details, please contact Branch Director Mark Hodson at 519-747-7790 or mark.hodson@rbc.com



Wealth Management
Dominion Securities

We value diversity in the workplace, are committed to Employment Equity and will provide reasonable workplace accommodation to applicants with disabilities. RBC Dominion Securities Inc. and Royal Bank of Canada are separate corporate entities which are affiliated. \*Member-Canadian Investor Protection Fund. RBC Dominion Securities Inc. is a member company of RBC Wealth Management, a business segment of Royal Bank of Canada. @Registered trademarks of Royal Bank of Canada. Used under licence. @2023 RBC Dominion Securities Inc. All rights reserved



We Believe
a good sign...is the sign of a good business

We Know
a good sign is good for business

# Your Corporate Sign Partner

Reception Signs • Exterior Building Identity • Cutout Logos • Wayfinding

Specializing in Landmark Signage



samples of our work www.sign-depot.on.ca



sales@sign-depot.on.ca

## Member Notables



#### Ellen Graf-Martin Inducted into 2023 Canadian **Marketing Hall of Fame**

Ellen Graf-Martin, Founder and President of Graf-Martin Communications, was inducted into the 2023 Canada Marketing, Advertising, PR and Communication Hall of Fame presented by Marketing News Canada. The announcement was made on June 8, 2023, at the Social West Marketing Conference in Calgary, Alberta.

The Marketing, Advertising, PR and Communication Hall of Fame is one of the Canadian industry's most prestigious awards. Marketing News Canada recognizes individuals who have played a meaningful, longstanding (10+ years) role in contributing to one or various businesses' success. Inductees have also led a career that's involved breakthroughs, firsts and contributions to the marketing, advertising, PR and communications industry.



#### Rocco Rossi Announces Departure from Ontario **Chamber of Commerce**

The Ontario Chamber of Commerce (OCC) formally announced that Rocco Rossi will step down from the role of President and CEO effective January 2024 following six remarkable years of advancing the goals and objectives of the organization.

An OCC media release from July 5, 2023, noted that Rossi's dynamic approach, unwavering enthusiasm, and ability to drive impactful initiatives have significantly contributed to the organization's success. He bolstered the Ontario chamber network, forged strong relationships with government bodies, and led the team producing influential policy and advocacy work while developing impactful programs and services.

An executive search team has been formed, and Odgers Berndtson will initiate a comprehensive process to identify a suitable successor to lead the organization, advance the interest of its members, and drive competitiveness and economic growth in the province.



#### **New President and Chief Executive Officer at Toronto Region Board of Trade**

On May 3, 2023, Yung Wu, Chair of the Toronto Region Board of Trade, formally announced that Jan De Silva will step down as President & Chief Executive Officer effective August 31, 2023.

Ms. De Silva has been with the organization for eight and a half impactful and dynamic years. Giles Gherson, currently Toronto Region Board of Trade's Executive Vice President and Chair of the Economic Blueprint Institute, will be appointed the next President & Chief Executive Officer effective September 1, 2023. Jan will remain at the organization as an advisor until the end of this year, working closely with the Executive Leadership Team to ensure a smooth transition.

The Greater Kitchener Waterloo Chamber of Commerce extends our best wishes to Ms. De Silva on her future endeavours and recognizes many significant efforts to expand GO train services into Waterloo Region.

#### **Kitchener-Waterloo Oktoberfest Appoints New Executive Director**

Tracy Van Kalsbeek has been appointed as the new Executive Director of Kitchener-Waterloo Oktoberfest, replacing the retiring Alfred Lowrick.

Board President Allan Cayenne noted Ms. Van Kalsbeek brings a wealth of knowledge and experience that will allow her to move Kitchener-Waterloo Oktoberfest forward. Her love for and connection with the community is a great fit and ties well to the values of the festival.

She joins Oktoberfest after five years at the Uptown Waterloo Business Improvement Area (BIA), guiding businesses through challenging times including construction, pandemic planning and economic recovery. A May 30, 2023, Waterloo Region Record article indicates she has many ideas for taking the festival to the next level.



#### New President at Enova

On June 27, 2023, the Board of Directors of Enova Power Corp. and Enova Energy Corporation formally announced the appointment of Greig Cameron as the new President and Chief Executive Officer of the Enova Group of Companies effective July 17, 2023. Greig replaces Co-CEOs Rene Gatien and Jerry Van Ooteghem who retired after long careers with Enova's legacy utilities Waterloo North Hydro Inc. (WNH) and Kitchener-Wilmot Hydro Inc. (KWH) respectively.

Greig was previously Vice President of Innovation and Business Transformation at Enova with overall responsibility for the organization's people and culture, innovation, business development, post-merger integration, corporate communications, and meter-to-cash operations. He was also Vice President of Engineering and Information Technology at Kitchener-Wilmot Hydro.

Mr. Cameron is a Professional Engineer with over 25 years of progressive leadership experience across the electric utility sector. He holds a Master of Engineering degree in Electrical and Computer Engineering, a Master of Science in Management Information Systems, and a Masters Certificate in Energy Sector Leadership.



#### **Lisa Drew Retiring from CityNews 570**

On Friday, July 28, 2023, Lisa Drew anchored her final morning newscast before retiring from broadcasting.

She joined the news and traffic team at 570 CHYM in 1990 and became morning co-anchor with Glenn Pelletier in 2004 when the station switched formats. Lisa guided the morning team to three national Edward R. Murrow Awards for excellence in broadcasting during 2004, 2007 and 2020.

Lisa has been recognized by multiple organizations across Waterloo Region accompanying the Arnold Devlin Community Award for Media from the Ontario Association for Suicide Prevention for her series "Hope and Help" to raise awareness around teen suicide. In 2014, she received a YWCA Women of Distinction Award from the YWCA Cambridge.





# NOMINATIONS ARE NOW OPEN

**NOMINATE A BUSINESS NOW AT BEAGALA.CA** 



CHAMBER OF COMMERCE

BUSINESS BUILDING COMMUNITY



At The GrandWay, we have a philosophy that every event we hold is an experience, your experience, and we work hard to bring your vision to life.

We are part of The Grand Family which also includes Grand River Raceway and Grand River Agricultural Society (GRAS). The GrandWay strives to provide the highest quality of food, made in-house, using fresh local produce, and flavours of the season.



## **Corporate Meeting Rooms**

**Irvine Boardroom** 16 people, Starting at \$250

**River Room** 45 people, \$500

**GrandWay Hall**200 people, Dividable Room, Starting at \$750

Each room is equipped with a brand new audio and visual system that is perfect for either in-person meetings, video conferences, or hybrid events.

### Our Events Team

Located in Elora, our award winning Events & Experiences Team is dedicated to making your meeting or event a success. We are professional, yet approachable and look forward to assisting you with planning your next corporate gathering at The







Jenna, Danielle, and Brittany, The GrandWay Events & Experiences Team.



# SEEK THE





# UNIQUE

#### THE ALL-NEW LEXUS RX

Time to bring the colour of nature inside. While the ever-ephemeral Aurora Borealis ignites the senses, so too does the all-new Lexus RX. The striking finishes are immersive, including customizable interior ambient illumination on hybrid models and available panoramic moonroof. When you make time for possibilities, you'll discover that even the most fleeting moments are everlasting in the 2023 Lexus RX.



