



# Reflect on Business

January 2024

## President's Message

The past year marked the Clarington Board of Trade's 25th year of service to the business community. This milestone has been marked by a year of growing member engagement. Networking, learning, and community events have brought us back together in 2023, allowing us to reconnect fully with our members, and for our members to reconnect with one another. We had the opportunity to welcome 81 new member businesses, an incredible rate of growth that speaks to the impact that the organization has in supporting the business community.

As a pillar of our work, CBOT hosted more than 40 events in 2023, allowing for collaboration, engagement, learning, and sharing across our network. *(Continued on Next Page)*



*Ben Earle, President of CBOT*

I am particularly proud of the organization's continued work to support employers, while engaging the next generation of workers and business owners through our partnerships with local education institutions. Through our student membership program with Durham College, and events such as our first annual "Tapping into Talent," event, and annual "Clarington Employer Summit," CBOT has provided opportunities for talented youth to connect with local businesses to learn and build career opportunities at home in Clarington. This work is so important, as our community continues to grow and build a thriving economy.

For 25 years, the Clarington Board of Trade has been a pillar of service in Clarington and the foundation of our business community. Over this time, Clarington has become one of the fastest growing communities in Ontario, as more families have made this community home. With this growth, has come the development of a dynamic and strong local economy, supported by diverse businesses across various sectors. CBOT remains committed to supporting local businesses as they settle, grow, and thrive in Clarington. I look forward to continuing the work in the next year as together we face new challenges and take advantage of new opportunities to make Clarington the best place to live and conduct business in Durham.

Thank you all for your continued engagement and support for the Clarington Board of Trade.

**Ben Earle**  
**President, Clarington Board of Trade**  
**CEO, Feed the Need in Durham**

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# Welcoming 81 New Members in 2023!

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Aecon	Michael Durham Landscaping Inc.
AMA Financial Services	Mind Matters Psychotherapy & Creative Education
AMJ Campbell - Oshawa Movers	Nish Security
Anchor Point Fusion Bar & Grill	Oh Canada Creative
Around the Board	Oshawa Convention Centre
Ashhar Zia Choudhary, Life Insurance & A&S Insurance Agent	Oshawa Generals Hockey Inc.
Asset Renew IT Lifecycle Services	Pink Lemon Decor
Billyard Insurance Group Inc.	Domino's Pizza Newcastle
Blue Harbour Organics	Precision Denture Care Bowmanville
Booster Juice Bowmanville	Premiere Mortgage Centre
Bowmanville WP Creations	Pound & Pestle Culinary Company
Brewer's Pantry	Push Tactical Group Inc.
Burk Digital Factory	Red Minstrel Marketing & Broker SEO
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CBRE	ReidWrite Consulting
CIBC - Mortgage Advisor Kasey Fanara	Rising Spirit Bed, Breakfast & Beyond
Core Cleaning Inc.	Rod Macleod Real Estate
Country Bakery & Market	SafeHope Home
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Diamond Paralegal	Scugog Sportsware
DNA Angels	Simply Organized with Sandra and Amanda
Durham Children's Aid Foundation	SLG Farm- Equestrian Facility
Durham Ultimate Fitness Club	Soul Transition
Dy-Tech Inc.	Stacked Pancake and Breakfast House
E.S. Fox Limited	Sugar Dust Sweets & Cafe
EYES Child Care Bowmanville	Sunrock Canada
Final Bell Canada	Taunton Country Variety
Flossophie Dental Hygiene	The Cleaning Concern
Forest City Films	The Cozy Shack
Gauthier + Co. Interiors	The Lawson Group
Guston Quon	The Pink Coach
iforMarketing	The Water Tap
Irving Heating and Cooling Inc.	Three Tulips Properties Inc.
It's in the Details Home Improvement	Twin Peaks Property Inspections
J. Noble Crane Services & Rentals Ltd.	VizPulse Inc.
Jury Lands Foundation	Winchester Glen Retirement Community
Kawartha Pine Ridge District School Board	Woodbridge Pallet
King Village Dental	

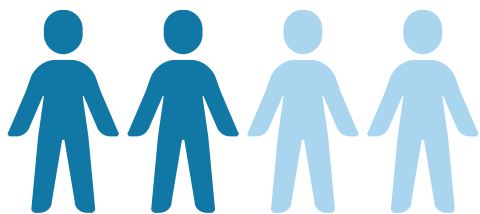




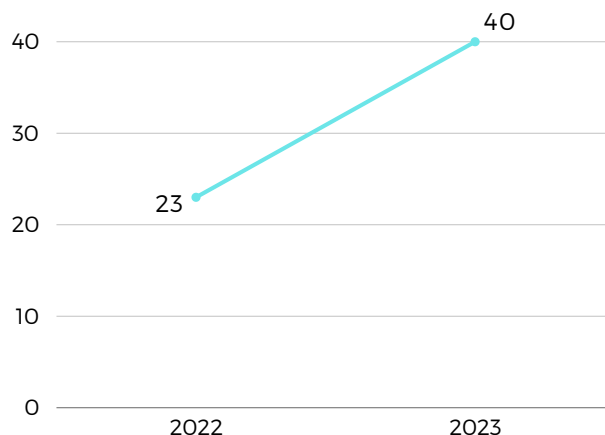
# 2023: A Year of Engagement

Looking back just a few years ago, where the method of staying connected was at more of a distance than we were used to, maintaining connections with our friends, family and members of the community has always remained important. 2023 has proven to be a year of resurgence in engagement, with noticeable participation in community development, collaboration, businesses investing in their growth, participation in events hosted by CBOT, and businesses maximizing their membership – this year more than any other year in our 25 years! We are amazed to see efforts of businesses and their employees supporting each other, and continuing to build connections that fuel the success of our community, as well as your business!

## Compared to 2022...



**53% increase** in  
event registrations



**+17** more events held this year

## Businesses Making Clarington Home

We are honoured to have taken part in many grand opening celebrations in 2023. Over **25 businesses** opened their doors in Clarington, creating **over 325 jobs!** We thank you for choosing Clarington as a home for your business, and for your commitment to supporting your employees and the community.

[Click here](#) to view a list of new storefront businesses. This list is not conclusive, rather representing the businesses the Clarington Board of Trade is aware have opened.





# The Value of Building Connections

CBOT experienced a dynamic year filled with a total of 40 events, from memorable networking experiences to engaging students and leaders within the community. Thank you to our members for helping us shape events and programming that deliver value and create opportunities to learn and connect!




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## A Peek at 2024 Upcoming Events:

- Jan 15** Blue Monday Mental Wellness Event
- Jan 18** AODA Live Webinar
- Jan 31** Morning Motivator
- Feb 8** Regional Chair Luncheon
- Feb 20** Pizza & Paint @ Visual Arts Centre
- Mar 20** Artificial Intelligence Event
- Mar 28** Breakfast with Clarington Mayor Foster

Visit [cbot.ca/events](http://cbot.ca/events) to view all upcoming events!





# Raising Awareness. Making a Difference.

Thank you to all the not-for-profits and charities for all you do to support people in need and community development, and to the members of our community who give back – which only makes Clarington stronger.

Through our CBOT Cares initiative, we are honoured to raise awareness and participate in many causes, projects and fundraising activities, while also encouraging businesses and their employees to give back in any way they can. Thank you!



*Bethesda House: Cold Plunge for Resilience*



*Big Brothers Big Sisters of Clarington: 'The Big Gig' Concert*

## Our Members Give Back

We are proud to have members who prioritize giving back to their community. A sincere thank you to those who contribute not just financially, but also with their time and effort. Your dedication plays a vital role in shaping our community.

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*Greg Lewis Insurance Team Donates to the Bowmanville Hospital Foundation*



*LIVE WELL Exercise Clinic Donates to the Bowmanville Hospital Foundation*



# ➔ Maximizing Your Membership

Unlock the full potential of your Clarington Board of Trade membership. Explore your toolkit, connect with resources, and gain insights to enhance your success. Reach out to [rhonda@cbot.ca](mailto:rhonda@cbot.ca) anytime to explore how you can maximize your membership benefits!



-  Member2Member Discount Program
-  Affiliation Discounts
-  Your Resource for Everything Business
-  Advocacy for Business-Critical Issues
-  Collaborative and Educational Events
-  Advertising & Promotional Opportunities
-  Sponsorship Opportunities
-  Chamber Group Employee Benefits Plan


Visit [cbot.ca/membership-benefits](https://cbot.ca/membership-benefits) to learn more about your CBOT membership benefits!

## Making it easy to renew for 2024!


We are making it easy for you to renew your membership! It's all about choice, and we invite you to explore your membership with tiered levels, providing a custom fit, rather than one-size-fits all.

[Click here](#) to learn more about what's included in each of our membership tiers, including our brand new **Premier Member Tier**.





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# AGM and Business Awards Recap

The evening of June 15th was one to remember! Our sold-out AGM & Business Awards event, hosted at Canadian Tire Motorsport Park Event Centre, brought together 150 guests who celebrated business, and the relationships built over the 25 years of CBOT providing opportunities to unite the voice of business.

Congratulations to all Business Excellence Award winners, longevity certificate recipients and thank you for sharing passion in your business and our community.

[Click here](#) to view photos!

**Save the date for our 2024 AGM:  
April 18th, 2024**



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# ➔ 3 Strategies to Protect your Profits

**Michelle Feder, Director, Advisory Services, BDC**

Rising energy costs, talent shortages, geopolitical conflicts and supply chain disruptions have driven up the cost of doing business. And while general inflation may be slowing down, the prices of many products and services are continuing to rise at a faster pace. As a result, business costs are likely to remain volatile in the foreseeable future.

With the right strategies, however, entrepreneurs can not only protect their profits but also foster sustainable, long-term growth. Indeed, despite cost-related headwinds, the current economic environment is rich in opportunities for business owners who are up for a challenge. The key to survive and thrive lies in striking the right balance between cost-consciousness and investing in growth.

To find out the key three strategies you need to protect your profits, [\*\*\*click here.\*\*\*](#)



 A business card for IBW Surveyors. The card features a blue and yellow logo on the left, a QR code on the right, and contact information in the center. The text includes "info@ibwsurveyors.com", "ibwsurveyors.com", and "905-623-2205". A list of services is provided on the right side, and the tagline "When *Where* Matters, We Can Help" is at the bottom.
 


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 An advertisement for OntarioTech Leadership Development Training. It features a group photo of diverse professionals in business attire. The text includes the slogan "Take the lead, inspire, and achieve success.", the title "Leadership Development Training", a "REGISTER NOW" button, and the OntarioTech Continuous Learning logo.
 

Take the lead, inspire, and achieve success.

**Leadership Development Training**

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# ➔ Raising your Forks to Clarington Food Week

From August 14th to August 20th, CBOT hosted a week-long celebration honouring Clarington's local food scene. This annual event aimed to recognize the hard work and dedication of those involved in growing, producing, and preparing our local flavours.

Check out the video below to see some of the farms & restaurants that serve our community, and beyond!



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# Youth Engagement & Shaping Future Workforce


CBOT is thankful for the opportunity to partner with incredible organizations and resources in Durham to help bridge talent and promote hiring opportunities. Youth engagement is key, and CBOT helps to connect youth to industry, while introducing them to the diversity of business. This creates opportunities to meet, learn and build relationships with local business and future employers, as well as strengthen employability skills.

Through our **Student Membership Partnership with Durham College**, students continue to enjoy opportunities to engage with leaders in the business community and learn skills that help jumpstart their career. We also held our first **'Tapping into Talent: Bridging Placement Co-op and Workforce Gaps'** event in September. Partnering with Durham College, Kawartha Pineridge District, Peterborough Victoria Northumberland and Clarington Catholic School Boards, Ontario Tech University and Trent University, allowed the engagement of over 30 businesses to help bring solutions to hiring challenges by exploring co-op and placement opportunities. In October, we held our annual **'Clarington Employer Student Summit'** where 300 students from five high schools in Clarington visited 23 businesses to learn about the skills businesses are looking for and had the opportunity to explore summer jobs.

Interested in learning more about co-op and placement? Contact [rhonda@cbot.ca](mailto:rhonda@cbot.ca).



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# The Voice of Business

What matters to business, matters to the Clarington Board of Trade. We are honoured to advocate on behalf of members of the community on topics that impact your business, raising your voice to the levels of government and organizations that need to hear it. Your partners at the Ontario Chamber of Commerce also do very important work to advance the interests of Ontario businesses through policy work and engagement to drive growth.

## Connecting You to Your Political Leaders

Every year, CBOT hosts breakfasts with government leaders, giving you the opportunity to connect to leaders who value your voice. Thank you to Clarington Mayor Adrian Foster, Regional Chair John Henry, Former MP Erin O'Toole, MP Philip Lawrence, Minister David Piccini and Minister Todd McCarthy for sharing your time and being accessible to members of your community. Watch for upcoming dates in 2024 for breakfasts with your local leaders.

## A Community Dialogue about Navigating Homelessness

On November 17th, CBOT, Clarington businesses, Durham Regional Police Service, Durham Social Services, and representatives from all levels of government, including Clarington Mayor Adrian Foster, had an open discussion about how we can work together with compassion, to identify tools and resources to help address situations surrounding homelessness.



## Round Table Discussion with David Piccini, Minister of Labour, Immigration, Training and Skills Development

CBOT recently hosted a productive discussion with Minister Piccini with fellow businesses, expressing their challenges, questions, and opportunities surrounding, and factors impacting, workforce. The goal is to help inform the Province, and shape support moving forward – together.

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# Your **CBOT** Team

We at the Clarington Board of Trade are passionate about business. We want to ensure that every business has access to resources and people who can help them achieve their goals and we are here for you as YOUR resource for everything business. If you have questions about your membership, how we can help, or ideas on how we can improve our services, please reach out to us!



**Erika Mask**  
(Currently on Maternity Leave)  
 Marketing &  
 Communications Lead  
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**Rhonda Armour**  
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[Upcoming Events 2024](#)

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## CONTACT INFORMATION

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