



Canadian Chamber of Commerce & Yukon Chamber of Commerce Delegates - Carcross/Fraser - June 2017.

ANNUAL REPORT 2017-2018

Yukon Chamber of Commerce

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PERFORMANCE HIGHLIGHTS

Increased Organizational Capacity: The hiring of a full-time Research Analyst strengthened the ability of YCC to better understand and represent the interests of the business community in a timely manner and brought significant capacity in terms of research and policy development. The Research Analyst now coordinates all activities and special projects undertaken by the six committees.

Increased Productivity: As a result of having one more full-time employee, YCC was able to establish two new committees: The Food and Beverage Committee and the Low Carbon Yukon Stakeholder Committee, the latter composed of private-sector organizations with Yukon-wide mandates. YCC conducted several surveys generating quantitative data that demonstrated the views of the business community in relation to specific issues. The President and the Office Manager were also able to undertake new responsibilities in the areas of financial planning, events development and community relations.

Increased Efficiency: The relocation of YCC operations to a new office, including a fully equipped boardroom with flat screen monitor, Wi-Fi, Chrome Cast and a conference phone system provided enhanced IT capability. The implementation of a new customer-management system also improved collection, access, and analysis of member information. Moving to a cloud server for email and files made remote access possible and enhanced business-continuity abilities.

Increased operating reserve: In the last five years, the Yukon Chamber has been diligent in implementing effective financial practices and being proactive in increasing its profits from special events and activities. These efforts have paid off and the Chamber was able to pay back \$10,000 from Yukon Workers' Compensation Health and Safety Board. This amount was advanced to the Chamber in the 2012-2013 fiscal year for Employer Advisor start-up costs impacting cash flow at the time. The accrued reserve will also be used to bridge funding for the Research Analyst position as the organization pursues additional sources of funding.

PRESIDENT'S REPORT

This past year has been one of significant growth in capacity at the Yukon Chamber of Commerce, with the Chamber engaging on a series of issues with impact on the Yukon business community. I'm very proud of the contributions made by our Chamber staff, as well as the dedicated volunteers on our Chamber executive, board of directors, and policy committees.

Their tireless work has contributed significantly to our engagement on subjects including: providing business input to the Yukon Financial Advisory Panel; Federal Government work on the impending carbon-tax and rebate structure; the Airport Act; cannabis legislation; solid waste; and the minimum wage, just to name a few. As highlighted in this report, the Yukon Chamber has provided a leadership role and undertaken significantly more activities than in past years on a broad variety of fronts.

The addition of our Research Analyst in April, 2017 has allowed us to take better-informed positions, solicit more input from our membership, and establish the Low Carbon Yukon Stakeholder Committee. We plan to keep our "foot on the gas" with regard to surveying the business community, developing and analyzing policies, and expanding our committees' work. YCC has committed substantial internal funds to maintain the Research Analyst position in 2018-2019 and is pursuing additional sources of funding to have the position fully funded.

The Yukon Chamber of Commerce will continue to promote the growth of the Yukon private sector. For instance, this year YCC will host the 2018 Opportunities North business conference October 23-25, and will be working to develop a bid to host the 2021 Canadian Chamber of Commerce AGM in Whitehorse. We look forward to informing the government on various subjects, including the minimum wage, improvements to the YESAB process, green-energy priorities of the business community, and many other topics.

Thank you!



Peter Merrick Turner

President

Yukon Chamber of Commerce

CHAMBER 2017-2018 ACTIVITIES

YWCHSB Rebates

YCC engaged once again with the Yukon Workers' Compensation Health and Safety Board (YWCHSB) concerning the large surplus in the compensation fund. These discussions resulted in YWCHSB agreeing, for the third year in a row, to issue rebates to virtually every Yukon employer. These rebate cheques were issued in December 2017. The total amount in 2017 was about \$10 million.

Proposed Federal Government Changes to the Small-Business Tax

In support of a nation-wide effort by the Canadian Chamber of Commerce on behalf of small businesses, the Yukon Chamber joined provincial and municipal chambers in coordinating a campaign of meetings, letter writing, and media outreach to voice opposition to the approach that the Federal Government was taking on revisions to the small-business tax structure. The government has clearly heard the voice of the business community on the subject. The Canadian Chamber of Commerce recognized the robust efforts of the territorial chambers in making the views of the business community known.

Yukon Government Financial Advisory Panel

The Chamber facilitated engagement with the Government of Yukon Financial Advisory Panel to provide input and recommendations on the best approaches for the government to address the anticipated revenue shortfall in territorial budgets that was projected to appear beginning in the 2018–2019 fiscal year.

Designated Materials Regulations

In conjunction with the Whitehorse Chamber of Commerce and Tech Yukon, YCC is engaged with the Yukon government on their plans to implement disposal charges at point of sale for tires, electronics, and electrical appliances. Work on this project continues into this year, with good engagement with the government to date.

Cannabis Legalization in the Yukon

The upcoming legalization of cannabis is an object of interest and concern for Yukoners in general and also for businesses and employers. Through a survey, the Yukon Chamber of Commerce asked its members to answer questions on the distribution and supply of cannabis in the Yukon. The questions, which were based on a survey conducted by the Yukon government, intended to seek out the private-sector perspective on this matter.

Between September and October 2017, 58 individuals responded to the survey. The results were included in a report entitled *Cannabis Legalization: A Business Perspective*, published on the YCC website later in October. Members of community chambers and the Board of the Yukon Chamber of Commerce were also invited to attend a meeting with the Cannabis Implementation Team held in November.

Innovative Employment & Retention Strategies Award

Congratulations to Environmental Dynamics Inc. EDI and Physio Plus for winning the 2017 Yukon Chamber of Commerce Employment and Retention Strategies Award. The award recognizes a Yukon business that demonstrates success in recruitment and retention.



Recipients of the YCC Employment and Retention Strategies Award - June 2017 - Photo Credit: EDI.

Canadian Chamber of Commerce Planning Session

In June 2017, YCC hosted forty members of the Canadian Chamber of Commerce Board of Directors for a four-day planning session in Whitehorse. It included opportunities for members of the Yukon business community to engage with leaders of business from communities across Canada. It also signaled the kickoff of an effort by YCC, working in conjunction with

the Yukon Convention Bureau, to be selected to host the Canadian Chamber of Commerce AGM in Whitehorse in 2021. Members of the Canadian Chamber of Commerce board of directors were treated to a welcoming reception hosted on the SS Klondike and a day trip to Carcross, including a ride and lunch on the White Pass & Yukon Route Railway. YCC finished off the visit with their annual gala event hosted at the Yukon Convention Centre.

Opportunities North September 2017

The organization led a delegation of just over 20 Yukoners to Edmonton for Opportunities North 2017. The conference was a sold-out event with a large representation from Yukon joining in on the discussions. Whitehorse Mayor Dan Curtis joined in on the Mayors Roundtable on Regional and Economic Development and Partnerships along with Mayors from Edmonton, Yellowknife & Iqaluit. The 2018 edition of Opportunities North will be hosted by YCC in Whitehorse in October.



Opportunities North 2017 Yukon Delegation during the visit of Startup Edmonton - September 2017.

Business Continuity Conference March 2018

The one-day conference entitled *Business Continuity Essentials: Dealing with Disaster Through Resilience* originated upon learning that 40% of the businesses in Fort McMurray have not reopened since the fires. The conference objective was to provide small businesses, not-for-profits, as well as municipal and First Nations governments tools, resources, and contacts to begin to develop their own emergency-response and business-continuity planning. Speakers focused on business-continuity principles, as well as areas of specific interest, including employer obligations and best practices in terms of human resources and

YWCHSB, appropriate insurance coverage, telecom and IT backup options for small organizations, and the contingency plans of electrical utility providers in the event of emergencies. Brian Bettis, Regional Manager who headed up the TELUS command center in Fort McMurray during the fires was the keynote speaker. The media coverage and the results of the post-event survey proved the conference to be a success.



Business Continuity Conference in Whitehorse - March 2018.

Premier's Budget-Release Breakfast

Premier Sandy Silver presented the 2017-2018 and 2018-2019 budgets to the business community during two breakfast events organized by the Chamber in May 2017 and March 2018. Both events were well attended with a total participation of 160 individuals.

CHAMBER COMMITTEES

The mandate of the committees is to provide advice and counsel to the Board of the Yukon Chamber of Commerce on matters affecting Yukon businesses. The committees comprise YCC members and non-chamber representatives with specific expertise on industry sectors.

Business Relations and Investment Climate Committee

Chair: Anne Lewis

Most of the efforts of the committee have been focused on the development of the *Yukon Business Perceptions Survey: YESAA and Yukon Regulatory Assessment*. The survey originated from the need to better capture the concerns expressed on the regulatory environment in Yukon by Chamber members across multiple sectors. The committee plans to meet with stakeholders involved in the regulatory processes before publicly releasing the results.

Energy Committee

Chair: Hector Campbell

This year carbon pricing, renewable energy, as well as energy production and capacity were the centre of attention of the committee members. In partnership with the Silver Trail Chamber of Commerce and Tourism Association, the committee expressed support for the Stewart-to-Keno Transmission Line Project through a letter sent to the Minister of Economic Development. The project aims to increase the capacity of the existing hydro grid in the Silver Trail area and serve new industrial, commercial, and residential customers. The committee also supported a proposal submitted by the Yukon Energy Branch under the Electric Vehicle and Alternative Fuel Infrastructure Deployment Initiative to pilot electric-vehicle fast-charging infrastructure in the Yukon. More recently, members met with the Energy Branch and discussed the latest developments in regard to the Independent Power Production policy.

The first version of the *YCC Carbon Pricing Policy* was adopted in February 2017. Following the release of the *Technical Paper on the Federal Carbon Pricing Backstop* by the Government of Canada in May 2017 and the public-engagement exercise on the carbon rebate undertaken by the Government of Yukon in August and September 2017, the committee took the initiative to update the *YCC Carbon Pricing Policy* to include the most

recent policy developments. The updated version was adopted by the YCC Executive in February 2018.



Renewables in Remotes Communities Conference in Whitehorse - October 2017 - Photo Credit: Pembina Institute.

One of the recommendations of the *YCC Carbon Pricing Policy* was to establish an apolitical and independent third-party body that would prioritize and recommend the use of any carbon-price revenues and other low-carbon funds available. Moving forward, the committee developed terms of reference for the creation of the Low Carbon Yukon Stakeholder Committee. The first meeting of the Low Carbon Yukon Stakeholder Committee was held in February 2018. The group is composed of ten organizations representing different industry sectors and stakeholder groups interested in improving energy efficiency and reducing GHG emissions while sustaining and increasing economic growth and prosperity within the Yukon.

Food and Beverage Committee

Chair: Tammy Beese

Food and Beverage is a new committee that held its first meeting in November 2017. Since then, the committee has engaged on several fronts: participating in the review of the Liquor Act; collecting information on employee recruitment initiatives; and learning about waste management.

The first action of the committee was to develop the survey *Business Views on the Liquor Act Review*. 73 respondents participated in the survey that was launched in December 2017 and closed in January 2018. In January, the members of the committee met with the Yukon Liquor Act Review Engagement Team to share the results of the YCC survey and to comment on the processes and procedures in place at the Yukon Liquor Corporation impacting licensees. The Committee also suggested a few changes that could improve communication and decrease the administrative burden on licensees.

Members also discussed challenges in regard to waste management in Whitehorse. A meeting with City staff on this matter is planned for the upcoming year. We also researched and discussed staff recruitment programs and initiatives available to private employers. The information was then shared with Yukon Chamber of Commerce membership through the monthly newsletter.



YCC Signature Series Whiskey Tasting at the Woodcutter's Blanket – September 2017.

Trade and Procurement Committee

Chair: Philip Fitzgerald

The committee comprises the Chair, the President of the Yukon Chamber and the Research Analyst. Though small in size, the committee was active on the Canadian Free Trade Agreement (CFTA) file. A summary of the CFTA was developed and is now available on the Yukon Chamber of Commerce website. YCC membership was also invited to attend the CFTA Breakfast Lecture held in November where JP Flament introduced the main highlights for the Yukon. As CFTA procurement rules do not apply to MASH entities i.e. Yukon municipalities, academic institutions, school boards, and health and social service providers, there is an interest to explore the matter further. The committee plans to organize an event with the MASH entities in the upcoming year.

Transportation and Infrastructure Committee

Chair: Kells Boland

The Transportation and Infrastructure Committee's work is comprehensive and favours a northern vision and a pan-territorial approach to infrastructure. Nevertheless, aviation in the Yukon was at the heart of the committee's work this year. Consideration was given to the Master Plan 2040 for Erik Nielsen Whitehorse International Airport, the Dawson Airport Functional Plan, the Mayo Airport upgrades and certification, and the Yukon Aviation System Review. The *Airport Survey: Management and Funding* was developed by the committee members. 127 people responded to the survey between November 3 and December 1, 2017. The Committee also addressed internet infrastructure.

The Transportation and Infrastructure Committee also hosted its annual Transportation Workshop. The 2017 edition was held on the afternoon of May 31 and the morning of June 1 in Whitehorse at the Yukon Transportation Museum. Every year, the workshop location changes, rotating from community to community, to focus on regional issues. The event brings together representatives of the Yukon and regional chambers, members of the private sector impacted by or delivering services in the transportation and infrastructure space, and representatives of the territorial and federal governments.

BOARD OF DIRECTORS

Executive

Chair - Stanley Noel ICD.D, MBA, HBSW.

1st Vice-Chair - Kells Boland

2nd Vice-Chair - Kendell Tricker

Secretary - Tammy Beese

Treasurer - Philip Fitzgerald, CPA, CA.

Past Chair - Michael Pealow, BCom, Ec.D(F), PAED.

Board of Directors

Business and Industry representative - Pat Tobler, R.P.Bio., CPESC.

Business and Industry representative - Chris Donaldson, BA Economics.

Business and Industry representative - Thane Phillips, BScKIN, BscPT, CAFCI

Business and Industry representative - Anne Lewis, BA (Hons), PMI.

Dawson City Chamber of Commerce - Dick Van Nostrand / Mark Mather

Silver Trail Chamber of Commerce and Tourism Association - Anne Leckie, PhD.

St. Elias Chamber of Commerce - Paula Pawlovich / Courtney Quinn

Watson Lake Chamber of Commerce - Rick Harder / Cheryl O'Brien

Whitehorse Chamber of Commerce - Stan Thompson, CPA, CA.

Ex-officio Members

Canadian Chamber of Commerce - Craig Hougen, BA Economics.

Klondike Placer Miners' Association - Jonas Smith

Tech Yukon - Chris Lane, B.Sc.

Tourism Industry Association of the Yukon - Blake Rogers, BA/B.Ed.

Yukon Agricultural Association - Jennifer Hall, M.A. (Sc. Ed.).

Yukon Chamber of Mines - Samson Hartland

Staff

President - Peter M. Turner, BA (Hons).

Employer Advisor - Mal Malloch, BA, Certificate in Conflict Resolution

Research Analyst - Julie Dufresne, M.A. (Soc.), BSW.

Office Manager - Rachel Morgan, DipM.

THE YUKON CHAMBER OF COMMERCE

Incorporated in 1985, the Yukon Chamber of Commerce is a vital, dynamic organization. As the collective voice of Yukon's business community, the Yukon Chamber of Commerce works to create a climate conducive to a strong private-sector economy.

Guiding Principles

- **Community Driven** - We work with, and on behalf of, the community chambers of commerce and the Yukon business community. Our perspective is both urban and rural.
- **Making a Difference** - We are focused on territory-wide issues of critical importance to our members and that contribute to the success of Yukon businesses.
- **Connected** - We leverage a valuable network of relationships with individuals, groups and organizations to share information and work together.
- **Autonomous** - We are non-partisan, multi-sectoral and maintain the autonomy of our perspective.

Benefits of Joining the Yukon Chamber of Commerce

There are many ways the Yukon Chamber of Commerce contributes to the business community. Some of these actions are highly visible; others are done behind the scenes. Regardless, the impacts are significant.

- Support and work closely with the five community chambers: Dawson City, St. Elias, Silver Trail, Watson Lake, and Whitehorse.
- Negotiate substantial rebates to Yukon employers from the Yukon Workers' Compensation Health and Safety Board for each of the past three years, totalling over \$30,000,000.
- Deliver data and analysis on topics critical to the business community.
- Develop policies that guide decisions and actions to strengthen the business climate.
- Promote economic growth through specific committee work in the following areas: Food and Beverage; Infrastructure and Transportation; Energy; Business Relations and Investment Climate; Trade and Procurement.
- Promote the interests of Yukon businesses and express their concerns across multiple industry sectors.
- Facilitate two-way communication flow among all stakeholders on business-related issues.
- Provide members of the business community the opportunity to express their views on important topics through surveys, roundtables, conferences and other events.

- Help businesses find the information they need and assist them to navigate various programs and services.
- Provide education as well as free and confidential assistance to solve problems regarding workers' compensation and workplace health and safety.
- Enable partnerships and networking through Chamber events and communication vehicles.
- Provide up-to-date information on Yukon businesses through access to the Yukon Business Directory, a comprehensive list of businesses. The list is maintained by YCC in partnership with the Yukon government.
- Promote local products by distributing packaging and other promotional materials to Yukon artists and artisans under the 'Created in the Yukon Program'.

Additional direct benefits for YCC members:

- Member rates on some events and conferences hosted by or in partnership with the Yukon Chamber.
- Member rates for YCC boardroom bookings.
- Exclusive rates on conference and webinar services with Pragmatic Conferencing.
- Reduced Visa, MasterCard and Interac Rates.
- Benefit plan for small business through the Canadian Chamber of Commerce Group Insurance Plan delivered in Whitehorse by Sun Life Financial.
- Member rates for advertising on YCC's Facebook page, website and monthly newsletter.
- Current information on topics of interest through monthly newsletters and special notices.
- Discounted rates on participation in Yukon delegations to events and conferences around Canada.
- Member rates on functions and facilities at the World Trade Centre in Edmonton.

We are the leading voice of the Yukon's business community, providing advocacy and representation on issues affecting businesses across the Yukon Territory

EMPLOYER ADVISOR SERVICE

The Yukon Chamber of Commerce (YCC) offers employers free and confidential assistance with workers' compensation and workplace health & safety through the Chamber's Employer Advisor Service. The service is independent of the Yukon Workers' Compensation Health and Safety Board (YWCHSB). Employers with questions or concerns can talk to us in complete confidence.

We provide reliable information and explanations in the areas of:

- Assessments
- Workplace safety
- Letters of clearance
- The CHOICES program (cash rebates available to offset training costs)
- Return-to-work obligations and options, and
- Any other item of interest to employers.

There is no cost to employers to use the service. Our goal is to make sure employers have the information they need to keep their WCB-related costs as low as possible. In addition, YCC represents employers' views on the following YWCHSB consultation bodies:

- Stakeholder Advisory Committee
- Policy Working Group
- Prevention and Safety Advisory Committee.



Mal Malloch YCC Employer Advisor during the Economic Development Conference in Watson Lake - April 2018.

TREASURERS' REPORT

YCC will finish its 2018 fiscal year in a healthy position. Based on the draft balances at March 31st it will finish the year with a surplus of over \$130,000 represented in part by over \$100,000 unencumbered funds in bank.

In the last fiscal, YCC received over \$450,000 in revenues of which nearly 80% was tied to contribution agreements from YWCHSB (\$153,000), Canada through CANNOR (\$105,000) and YG (\$92,000). Memberships accounted for just over 10% (\$47,500) and the balance was received through events.

The YCC's draft expenses for the year totaled \$438,000 of which 64.6% (\$283,000) was spent on salaries and 15% (\$65,800) was spent on events and advertising. 11.5% (\$49,700) was incurred on the Chamber's office space (rent, utilities and telecommunications) with the balance of 9.9% (\$42,000) being the total of the other office expenses. The YCC has no long-term debt and its only long-term financial commitment is its leased office space. The lease expires in June 2020, with annual commitments of \$37,536 for the years ending March 31st 2019 and 2020 and \$6,256 in 2021.

I have found the YCC staff a pleasure to work with in the year and am impressed by the attention they have given to providing timely and accurate financial information to the board. I also wish to recognize the efforts of Peter Turner to identify new sources of funding in addition to managing current ones.

Looking forward to the 2018-2019 fiscal year, YCC starts in a strong position. However, with 80% of its revenues directly linked to contribution agreements, there is a fine balancing act in providing value to its members as well as providing value to its funders. I urge the membership to participate where possible in YCC events, surveys or discussions to ensure that the voice of business is heard. Let us make our Chamber stronger.



Phillip Fitzgerald, CPA, CA.

Treasurer

Yukon Chamber of Commerce