

# CHAMBER MATTERS

September 2009



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## HST Coming to BC

The business community was taken by surprise, at the end of July, with the BC government's announcement that it intends to harmonize the provincial sales tax (PST) with the federal GST, effective July 1, 2010. The rate for the new harmonized tax (HST) will be set, initially, at 12%.

While the news may have been surprising to some, it was no secret that the BC Chamber of Commerce, and many sectors of the BC business community, have been lobbying the government for many years, to harmonize the taxes. (See the list on page 7). They support the move because they believe it will mean a stronger economy, more jobs and higher incomes over time. According to a position statement issued by the group, the removal of the PST that companies now pay on their "inputs", will make British Columbia more competitive.

As it stands now, "approximately 40% of PST revenue is paid by businesses on goods and services which they purchase to run their operations – everything from equipment, machinery, vehicles, and building materials to office supplies, furniture, energy, legal services and more. As this PST-related tax burden is removed, the vast majority of businesses will be in a better position to invest, to grow, and to sustain and create jobs."

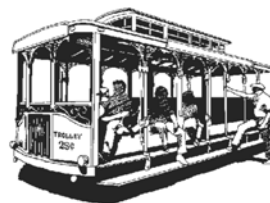
This reduction in costs (and "paperwork") is expected to lead to "increased capital spending on machinery, equipment, structures, new technologies, and other productive assets." It's also expected to reduce prices for consumers, as savings are passed along to them.

On the other side of the HST coin, is the tourism industry. Industry stakeholders are currently gearing up to try to mitigate the anticipated negative impact the HST will have on their industry. Leading on the issue is the Council of Tourism Associations (COTA). Its analysis of the HST notes that the industry is

labour intensive with relatively low capital costs, and will not benefit from the HST break on "inputs". Many tourism related businesses have fixed price contracts that extend beyond July 1, 2010. They will have to absorb the additional costs which will have a direct impact on their bottom line. And, although the accommodation tax will be reduced by 3%, a boon for travellers, the 7% increase on meals and activities may negatively impact locals.

There is much more to be thought and said on this issue. The Peninsula Chamber will host a luncheon later in September, giving members the opportunity to have their say, to learn more about the HST and its impacts on business, and how possible negative impacts might be mitigated.

## Sidney Seeks Your Opinion



Is Sidney ready for a trolley car? See page 6

## Coming Events

**Business After Business Networking Mixers -**  
3rd Thursday of the month:

- ▶ September 17: **Knickerbockers**, Brentwood Bay
- ▶ October 15, **Fresh Cup**, Sidney
- ▶ November 19, **AudioTronic**, Sidney

**Starry Night in Black & White**  
**Dinner, Dance & Auction**

Friday, November 13, Mary Winspear Centre, Sidney

**Peninsula Chamber  
Directors 2009**

**President: Denis Paquette**  
Sidney Waterfront Inn & Spa

**Past President: Joe Jansen**  
Wilson's Transportation Company

**1st Vice President: John Treleaven**  
The Treleaven Consulting Group Ltd

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**Secretary: Ginny Alger**  
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Sidney Mortgage Experts Ltd.

**Pat Fafard**  
Peninsula Co-op

**Art Finlayson**  
AJ Finlayson Architects

**Tim Flater**  
Seaside Times

**Ian Hennigar**  
Mary Winspear Centre

**Elaine Hughesman**  
Flader Hale Hughesman

**Dale Leier**  
DPL Consulting

**Ryan Leinweber**  
Honeycomb Webworks

**Lisa Makar**  
Sidney Pier Hotel & Spa

**Kelvin Scheuer**  
Beacon Law Centre

**Bill Singer**  
Rumrunner Pub

**Robert Thompson**  
Rambling Feats Communications

**Doug Wedman**  
Chambers of Commerce Group  
Insurance Plan

Municipal Council Representatives:  
Central Saanich: **Susan Mason**  
North Saanich: **Alice Finall**  
Sidney: **Kenny Podmore**

# Peninsula Chamber Events



Presents



Peninsula Co-op face-paints popular with the kids



Giant 3 storey screen inflated and ready to go!

## Thank You Cinema Sponsors!

- ▶ Peninsula Co-op
- ▶ 'A' British Columbia
- ▶ Peninsula News Review
- ▶ Unlimited Detailing
- ▶ Sidney Pier Hotel's Haven Spa & Haro's Restaurant
- ▶ White Spot
- ▶ The Latch
- ▶ Holmes Realty
- ▶ Marmalade Tart
- ▶ Knickerbocker's Home Decor
- ▶ Oceanside RV
- ▶ Dr. David Scott
- ▶ Island Savings - Brentwood Bay
- ▶ Salvador Davis Notaries
- ▶ Glass Beach Boutique
- ▶ Sidney Perks & Recreation
- ▶ Sidney Dive Centre
- ▶ Pacifica Paddle Sports
- ▶ Frame One
- ▶ Mineral World
- ▶ Rum Runner Pub
- ▶ Harlequin Graphics
- ▶ Coast Washrooms
- ▶ Waste Management
- ▶ Mary Winspear Centre
- ▶ Holy Cow Communications
- ▶ Emergency Medical Services
- ▶ Capital Iron



Sponsored by:  
Saanich Peninsula Chamber of Commerce  
Mary Winspear Centre  
'A' British Columbia  
The Ocean FM  
Peninsula News Review  
Holy Cow Communications - thank you all!



Charlotte Rennison, (far left) of Victoria Costumes, brought a troop of Greek, Roman and Egyptian maids and men



Wine, food and sunshine Saturday afternoon!

## Many thanks, Grape & Graze participants

- ▶ Muse Winery
- ▶ Mama Rosie's Kitchen
- ▶ Sea Cider Farm
- ▶ Starling Lane Winery
- ▶ Dragon Fly Hill Vineyard
- ▶ Whitespot
- ▶ Melinda's Biscotti
- ▶ Truffles Catering
- ▶ Church & State Winery
- ▶ Sea Horses Café
- ▶ Fabric Traders

## Visitor Centre Open House



Members and volunteers networked and enjoyed veggie and cheese trays generously provided by **Thrifty Foods Sidney** - many thanks!

## Tour of Farms for Mayors and Councils



The pick of the organic crop at Ruby Red Blueberry Farm.



Farmer Phil demonstrates his apple juicer

**All New  
Member Directory  
coming soon ...**



*The Insider's Guide to  
Business, Industry,  
Community  
& Things to See & Do,  
on the Saanich Peninsula*



Allan Mayfield, of Victoria Lavendar Farm, related the history and care of his lavender. Sidney counsellor Steve Price, on the right.



Wine by the barrel at Muse Winery

## A Picture Perfect Ending

This story emerged from our Pat Bay visitor centre over the last few days ... A visitor found a small digital camera outside the centre, on one of the picnic tables. He promptly turned it in to the tourism counselors. The camera bore no identification, but when VC manager Carol Whitehouse turned it on, she discovered German captions on the screen.

Carol took the camera home to her kids who quickly figured out how to change the language to English, but still no identification appeared.



When Carol put the camera's memory card in her computer she discovered over wonderful photos of animals, bugs, people and adventures. A child's camera! And some of the photos were of a children's soccer team. Now Carol played CSI! She enlarged one of the photos of the soccer team enough to see the logo on the coach's jacket, and his face. Monika, one of the VC's summer students, searched the Internet for the logo and found, through a website, that the club belonged to a large soccer league in Berlin. League coaches photos and contact information, including email addresses appeared on the site. Carol

emailed the coach – he wrote back in German.

With tourism counsellor Margarete translating, Carol replied to the coach and sent a photo of the boy from the camera. The coach recognized the boy – Eric – and contacted his parents. The camera was indeed their son's – and it's now on its way to Germany by



courier. The parents have sent personal thanks to Carol and our tourism counselors. Picture perfect!

## Welcome New Members!

### **Beautique Hair Studio**

9615 Ardmore Drive, N. Saanich  
Joni Willies 250-655-9140

### **Better Business Bureau of Vancouver Island**

#220 - 1175 Cook St., Victoria  
Rosalind Scott 250-386-6386

### **Blue Peter Pub & Restaurant**

2270 Harbour Rd., Sidney  
Sal Tural 250-656-4551

### **Dr. Ian Boyd Ltd., Dentist**

#101-9840 Fifth St., Sidney  
Ian Boyd 250-656-6464

### **BR Thompson Co.**

1900 Dickson Ave, N. Saanich  
Colette Thompson 250-656-5356

### **Buddies Natural Pet Food Ltd.**

2200 Keating X Rd., Saanichton  
Mindy MacAulay 250-652-2411

### **Chy Gwyth Bed & Breakfast**

11403 Westview Pl., N. Saanich  
Jennifer Jubilatos 250-665-6537

### **Enslin Group Ltd. , PR**

#102, 10016 Third St., Sidney  
Rosemarie Enslin 250-656-3801

### **Frame One**

#2A - 9851 Seaport Place, Sidney  
Keith Davies 778-426-1910

### **Jazzaniah Café**

106-4376 Bevan Ave., Sidney  
Jim & Brenda Courtney  
250-656-2021

### **The Latch**

2328 Harbour Road, Sidney  
Luigi & Valeria Cisotto 250-656-4015

### **Lilaberry Home Décor**

2474 Beacon Avenue, Sidney  
Chris Stephen 250-656-3232

### **Ma Ta Ne Sushi**

101A-9775 4th St., Sidney  
Ben & Ken 778-426-0100

### **Melinda's Biscotti**

9460 Greenglade Road, Sidney  
Melinda Cownden 250-896-1964

### **Peden RV Ltd.**

10049 Galaran Rd., Sidney  
Brad Peden 250-656-3464

### **Pooch Troop**

PO Box 2214, Sidney  
Nancy Prockiw 250-588-0281

### **Sidney by the Sea RV Rentals**

Sidney  
Al & Jean Storey 250-920-5080

### **Silver Rill Corn Ltd.**

7117 Central Saanich Road,  
Saanichton  
Ken & Wendy Fox 250-652-3854

### **VI Emergency First Aid Services**

6306A Old East Road, C. Saanich  
Lyle Jordan 250-893-3418

### **Woody's Grill**

#3 - 2305 Beacon Ave., Sidney  
Sandra Chesley 250-655-1953

## **Budget Update 2009 Represents A Solid Base For Long Term Competitiveness**

The British Columbia Chamber of Commerce gave a cautious welcome to the provincial budget update unveiled by the Finance Minister today as a realistic approach to difficult economic times.

"This government should be congratulated. In difficult economic times we face tough choices, and this government has made the decisions necessary to ensure that we can continue to create jobs and business can continue to invest," said John Winter, President and CEO of the BC Chamber of Commerce. "The drop in government revenue outlined in the budget update clearly shows that as a

small, open trading jurisdiction BC must focus on job creation and competitiveness. The budget update does this by continuing to focus on creating the most competitive tax regime in North America with an ongoing commitment to tax cuts at the personal and corporate level, as well as a commitment to the elimination of tax on small businesses. The Chamber believes that the introduction of HST is a critical component of ensuring that when businesses look to invest, BC is the first place they look."

Budget Update 2009 includes measures to mitigate the impacts of HST with an increase in the basic personal income tax credit to \$11,000 and a full provincial rebate for residential energy. Further to this the budget update outlines a significant acceleration of capital investment, creating 21,600 jobs over the next three years.

"The Chamber welcomes the introduction of mitigation measures for consumers," continued Winter. "This shows government is listening to concerns about the HST and is acting where appropriate. We believe government should continue to work with impacted sectors such as homebuilding, tourism and foods services to look at mitigating measures for these critical sectors."

"Our members will also be pleased to see the increase in the Apprenticeship Training Tax Credit program and a commitment to maintaining funding in post-secondary education," added Winter. "Government must keep its eye on the issue of skills shortages; while the current economic challenge has reduced the importance of this issue, BC still faces a significant challenge in terms of our skill and productivity record that must be addressed if we hope to maintain, let alone raise, our standard of living."

## Member News

Sidney has its own 'black and white' photo gallery. Photographer **J. Keith Davies**, proprietor of **Frame One**, also offers art framing, photographic prints and retouching of old or damaged photos, plus hundreds of samples of photographic work. The gallery features Keith's black and white photos, and currently, photos by guest artist, Torontonion **Keith Franklin**. Mr. Davies is a member of the British Institute of Photography, the Master Photographers' Association and the Professional Picture Framers' Association. Open Monday through Saturday, 10:30 am to 5:30 pm at 2A-9851 Seaport Place. Call 778-426-1910.

**RC Grillhouse**, at 9800 McDonald Park Road, Sidney, will host its **2nd Annual Rib Cook-off** on Saturday, September 12, beginning at noon. Ribs are sold to the public for \$1/bone and proceeds go to **Cops For Cancer**. At 6 pm, that day, chefs Rick and Cory host their **1st Annual Family Hoedown Dinner** featuring a pig roast (supplied locally), corn on the cob and baked potatoes. Family entertainment all day. For information and tickets call 250-665-7353.

**The Village Gallery** is featuring a collection of new works by painter **Bonnie Helen Hawkins**, in her first solo show, through the end of September. The works are inspired by British Columbia landscapes. The Village Gallery is at 2459 Beacon Avenue, Sidney.

Employers can access a funded program called **Small Business Employee Training Program**, through **Beacon Community Services**. The program, an initiative of ASPECT, helps small businesses to maximize the potential of their lower-skilled workers (known as "growth employees"), by providing funded training courses tailored to the needs of small businesses and their employees.

Businesses with fewer than 50 employees, and one or more employees who have not completed high school and/or lack essential skills, may qualify for the program. Space is limited. Contact training coordinator **Carolina Munoz** at Beacon Services, 250.595.6626, or [cmunoz@beaconcs.ca](mailto:cmunoz@beaconcs.ca); or **Pauline Penner** at 250-652-8067, or [ppenner@shaw.ca](mailto:ppenner@shaw.ca), for more information. Visit the website at [www.aspect.bc.ca/about/asbetp.php](http://www.aspect.bc.ca/about/asbetp.php).

**Robin Hutchinson**, a high ranking mainstay on the Vancouver Island Pro Golf Tour, took over from Marty Richards, as head professional at **Glen Meadows Golf Club**. Contact Robin at 250-656-3921.

**Body Excellence Day Spa & Wellness Centre** offers unique spa treatments including Eurowav, a slimming and toning machine (trials offered); Creative Visualization and Relaxation; an infrared health sauna; and a Chi machine. Since opening in June, owner **Joan McConnell** has also introduced the Universal Contour Wrap, guaranteed to take six inches from the body in the first treatment. Located at 9771 Fourth Street, Sidney; call 250-656-1144 or visit [www.bodyexcellencesidney.ca](http://www.bodyexcellencesidney.ca).

**Bistro Caché** is the new name for the former Piccolo Restaurant, at 7120 West Saanich Road. The re-branding introduces dining guests to owners **Cheryl and Matt Thompson's** inspirations – classical training, experience and great local producers. Expect clean flavours, great ingredients and simple, well-executed cookery, including pizza - and no pretentious fuss. Open daily for lunch and dinner.

**Melinda** has leveraged her talent as a biscotti-baker into a thriving home-based business. **Melinda's Biscotti** hand-crafts these treats in small batches, using wholesome, all natural ingredients, no preservatives and Swedish chocolate. Look for them at 24 coffee shops and cafés in Sidney and around the Saanich Peninsula. To order biscotti call 250-896-1964.

Expect to see new developments at **Lilaberry Home Décor**, now that **Chris Stephen** has purchased the business. Formerly with advertising sales at the Peninsula News Review, Chris took over from Lilaberry's previous owner, **Mary Jones**, in mid-July. She'll continue to offer the home décor items and gifts the store is well-known for, and gradually introduce her own vision for the shop, at 2474 Beacon Avenue, Sidney.

Mexican cuisine to-go - a new concept for the Peninsula and available at **Adriana's**, 7111 West Saanich Road, in Brentwood Bay. A second venture for **Adriana Ramirez**, (of **Adriana's Cocina Mexicana** in Victoria), the shop offers Mexican cuisine, prepared and ready to eat, deli and bakery items, wheat-free items and catering. Adriana will also show you how to make your favourites from prepared ingredients she offers in the shop. Open everyday.

"A little slice of heaven, peaceful and scenic, overlooking Saltspring Island." That's how **Jennifer and David Johns** characterize **Chy Gwyth** (Cornish for 'house on a hill') their newly opened bed and breakfast. Located in North Saanich, Chy Gwyth provides all the modern amenities. Contact them at 250-665-6537.

## Sidney Seeks Your Opinion

The Town of Sidney is seeking input from the business community, regarding potential merits of, and level of support for, a municipally supported trolley system.

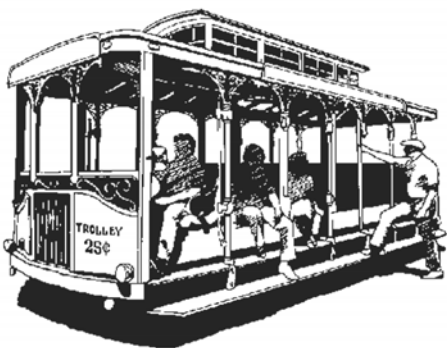
In a letter to the Peninsula Chamber, the Town outlines a number of potential benefits that trolley service would offer, including:

- ▶ Enhanced economic benefits, in particular tourism-related, in downtown Sidney;
- ▶ Connection to key sites within the community (downtown, waterfront, Tulista Park, Sidney Ferry Terminal, library, Shoal Centre);
- ▶ Increased transportation options for citizens, in particular seniors and youth, to travel reliably and affordably throughout the community;
- ▶ Reduced vehicle use within the community, potentially alleviating some downtown parking pressures

Questions and issues remaining to be resolved include:

- ▶ Is there a market among tourists, residents, employees and commuters, to sustain a town trolley system?
- ▶ Who would operate the system? Are there partnership opportunities with other communities?
- ▶ What are the potential costs and what are the options regarding start-up capital and operating funding?
- ▶ What would be the potential routing and operating hours?
- ▶ What type of vehicle would be appropriate?

Please forward your thoughts/opinions to [info@peninsulachamber.ca](mailto:info@peninsulachamber.ca), subject line **TROLLEY**, or communicate directly with **Randy Humble**, the Town's **Director of Development Services**, at **250-655-5418**.



## Harvest Feast Featuring Local Food!

The first **Saanich Peninsula Harvest Feast** will take place on Saturday, September 26. It's a "community-based celebration of local food and agriculture". Food used in preparation of the dinner will be Saanich Peninsula grown, with the possible exception of cranberries from Ladysmith's Yellow Point Cranberries.

"Harvest Feast" is a not-for-profit community event designed to be affordable for families and seniors. It's supported by the Southern **Vancouver Island Direct Farm Marketing Association**. The **North and South Saanich Agricultural Society** has generously provided the Mail Hall at the Saanich Fairgrounds for the event, at no charge.

Volunteers interested in serving, setup, veggie prep, and corn shucking are welcome. Tickets go on sale at the Saanich Fair, September 5, 6, 7. Contact Robert Thompson, 250-652-4691, for more information, or go to [www.islandfarmfresh.com/harvestfeast.htm](http://www.islandfarmfresh.com/harvestfeast.htm).



  
**Starry Night  
In Black & White  
Dinner Dance, Auction  
Friday, November 13, 6 pm  
Mary Winpsear Centre**

**Dust off your dancin' shoes!  
Mark your calendars!  
See the flyer in this newsletter.**



## Bright Spots in Tourism

To be in the fray on Sidney's Beacon Avenue any Thursday evening during the summer months, you would never suspect that tourism on Vancouver Island is down again this year. After years of steady growth in the industry, visitor numbers began to slide in 2007.

Statistics gathered at the Peninsula Chamber's two visitor centres tell the story. From a high of 60,000 visitors, recorded in 2006, visitor numbers have gone steadily down each year. At the end of the second quarter this year, the Pat Bay VC total visitor numbers were down 12.8%, and the Ocean Avenue VC (across from Sidney Ferry Terminal) total visitor numbers were down by 10.5%, from the same period for 2008.

But it's not just the Saanich Peninsula: tourism numbers have been down across the island, the province and the country. The fact that many Americans are now staying home, instead of vacationing outside their country, accounts for a major portion of these negative stats. According to statistics gathered by Chemistry Business & Human Resources Consulting of Victoria, American visitor numbers were down 8.1% between January and April 2009, compared to the same period for 2008. Chemistry Consulting stats show that in years between 2000 and 2008, the number of Americans entering BC dropped a total of 36.1%. The reasons for the drop range from dollar parity issues to fuel prices, and finally to last year's financial crisis.

There is a bright spot on the horizon. In July, for the first time in many months, the Peninsula Chamber's VCs are reporting an increase in visitor numbers: 4% at the Pat Bay VC and 15.4% at the Ocean Avenue VC. Some of the credit for the increase must go to the Shaw Ocean Discovery Centre which opened its doors in June. Visitors arrive at the visitor centres already knowing about the new attraction and looking for directions.

The health of the regional tourism industry is a major indicator of the health of our local economy. This increase in visitors is welcome news for the hundreds of Saanich Peninsula businesses that depend, either directly or indirectly, on the dollars generated by tourism, to keep their books in the black. And it's certainly a positive indicator for the Washington State Ferry service from Anacortes. Let's hope the upward trend continues.



## Business Organization and Associations in support of the HST:

Business Council of BC  
 BC Construction Association  
 BC Chamber of Commerce  
 BC Pulp and Paper Steering Committee  
 Institute of Chartered Accountants of BC  
 Truck Loggers Association  
 Retail Council of Canada  
 Motion Picture Industry Association of BC  
 BC Technology Industry Association  
 Greater Vancouver Gateway Council  
 Canadian Manufacturers and Exporters  
 Railway Association of Canada  
 Mining Association of BC  
 Independent Contractors and Businesses Ass'n of BC  
 Council of Forest Industries Initiatives Prince George  
 BC Trucking Association Canadian  
 Association of Petroleum Producers  
 BC Road Builders and Heavy Construction Ass'n  
 Association of Mineral Exploration BC  
 Coast Forest Products Association  
 New Media BC  
 New Car Dealers Association of BC

## Olympic Torch Relay to Kick Off in Sidney

Day 1 of the Olympic Torch Relay is Friday, October 30

Plans are under way for an extravaganza, when the torch comes to the Saanich Peninsula. Stay informed! Watch local news sources for more information.



## Maximize Your Membership

Are you getting the most from your membership investment in the Peninsula Chamber? Ask us about the benefits of ...

- ▶ Chambers of Commerce Group Insurance Plan  
 Canada's #1 plan for small business.



Call 250-656-3616 to learn more about these and other benefits of Chamber membership.

## Peninsula Happenings

**142nd Saanich Fair** - Labour Day  
weekend September 5 to 7  
Saanich Fairgrounds

**Saan Peninsula Hosp. Foundation  
Blackberry Ramble**  
Sunday, September 13  
Register: 250-592-2276

**Peninsula Country Market**  
Saturdays thru Sept 26, 9 am - 1 pm  
Saanich Fairgrounds

**North Saanich Farm Market**  
Sat'dys thru Oct 6 9:30 am-12:30 pm  
St. John's United Church  
W. Saanich Rd

**Hartland Happening Open House**  
Sunday, Sept 20, 10:30 am - 3 pm

**Sidney Reading Series**  
Begins September 25, 2009  
Red Brick Café, 7:30 pm

**Saanich Peninsula  
Community Feast**  
Saturday, September 26, 5 pm  
Saanich Fairgrounds

**SPAC Printmakers Show**  
September 14 - October 18  
Arts Centre, Tulista Park, Sidney  
Various Shows  
Open daily, 10 am - 4 pm

**Artists' Studio Tours**  
Saturday/Sunday October 24 - 25

**Sidney Sparkles**  
Saturday, November 28  
Breakfast with Santa/Christmas  
Parade/Sailpast

**Via Choralis**  
Wednesday, November 11, 2:30 pm  
St. Elizabeth's Church, Sidney

### At Mary Winspear Centre

**The Fantasticks!**  
Fri - Sun, September 18 & 20, 8 pm

**Dirty Laundry**  
Wednesday - Sunday, September 30 -  
October 4, 8 pm

**Vancouver Welsh Men's Choir**  
Friday, October 17, 7:30 p.m.

**The Steadfast Tin Soldier**  
Sat - Sun, November 28-29, 2 pm

**UVic on the Peninsula Open House**  
Saturday, September 12, 2 - 4 pm  
Non-credit courses begin Sept 22

**Triple Threat Drama Classes**  
For ages 7 - 15 years  
September 22 - January 26

**Sidney Fine Art Show**  
Friday-Sunday, October 16-18

**Comedy Night Featuring Jon Dore**  
Saturday October 24, 8 pm

**Victoria Toy Show**  
Sunday, October 25, 10 am - 4 pm

**Gilbert and Sullivan's Mikado in Concert**  
Sunday, November 15, 2 pm

**Saanich Peninsula Hospital Auxiliary  
Annual Christmas Bazaar & Craft Fair**  
Saturday, November 21, 10 am - 3 pm

**Tea With Ted**  
Ted Harrison Book Signing & Quilt Raffle  
Sunday, November 15, 1 - 4 pm

**Peninsula Chamber  
Starry Night Dinner & Auction**  
Friday, November 13, 6 pm

