

DINNER MEETING

Tuesday, January 17, 2017

Cascades Casino Coast Hotel & Convention Centre
Ballroom • 20393 Fraser Hwy, Langley



SPECIAL GUEST SPEAKER:

Fiona Famulak

President



The Vancouver Regional Construction Association:

Creating a stable, efficient and profitable construction industry – and why that's important to you and your business!

Registration and Networking: 5:00 pm to 6:30 pm.
Dinner and presentations to follow.

RESERVATIONS REQUIRED BEFORE 5PM ON
FRIDAY, JAN 13TH, 2017

Members: \$35⁰⁰ + GST | Non Members: \$50⁰⁰ + GST

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Greater Langley Chamber of Commerce Cancellation Policy: Event payment is due upon registration. No cancellations, refunds or credits after 12:00 pm on Monday, January 16, 2017.

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CHAMBER MEMBERS HELPING CHAMBER MEMBERS...

Consider an Investment in the Private Markets



Jeremy Wiebe of Pinnacle Wealth Brokers is used to getting surprised reactions when people find out he represents private investments. Many don't know about the rapid growth of private market investing in Canada. For example, Canada Pension Plan shifted its investment allocation significantly over the last decade, going from only 4.3% invested in the private markets in 2005 to over 40% by 2015. Many pension funds, universities and other institutions have taken a similar path to try to diversify their portfolios away from some of the volatility often seen in public markets.

Private market investments are not just for institutions however, as regulations have been developed to make these investments available to the wider public. Offers to invest are made to

Canadian investors through an Offering Memorandum exemption, and investors who previously didn't have access to private investments can now invest provided they meet certain eligibility and minimum purchase requirements. The risks of investing are outlined and detailed in the applicable offering memorandum and investors must review the offering memorandum in detail prior to investing.

Pinnacle Wealth Brokers provides private investment opportunities to qualifying Canadian investors through a network of registered Dealing Representatives located throughout the country. Pinnacle is registered as an Exempt Market Dealer in nine provinces and as an Investment Fund Manager in four provinces in Canada and has offices coast-to-coast.

Typically Pinnacle undertakes 15 - 25 offerings each year with issuers in sectors such as: Real Estate, Energy, Factoring, Leasing, and Bridge Financing. Pinnacle also works with third party portfolio managers to assist in the management of wealth utilizing public market investment strategies. Many of these investments have tax advantageous structures and are RRSP and TFSA eligible.

Pinnacle prides itself on adding value through its research and due diligence process when evaluating potential offerings. Pinnacle has Chartered Financial Analysts on staff, in-house legal counsel and a prominent Portfolio Manager heading the Corporate Finance team. The primary focus is on risk identification and mitigation to protect investors. As part of this process, Pinnacle Wealth does background checks on the management team, reviews the issuer's governance structure, financial model, business plan, capital needs and other matters while assessing whether the deal is good enough to sell to its clients, assuming investor demand.

Many investors are looking for income investment products and Pinnacle has a variety of investments that generate cash flow paid monthly or quarterly. Other investments are income producing with additional growth paid at the end, such as apartments, commercial properties or REITs. Pinnacle also has longer term growth investments, like land development, which do not pay regular income but aim to appreciate in value over time.

Jeremy recently opened up a new office in the Coulter Berry building in Fort Langley to better serve clients in Langley and the Fraser Valley. Stop by for a coffee to learn more about private investment opportunities to diversify your own portfolio.

To learn more please visit:
www.pinnaclewealth.ca or get in touch with Jeremy at: 778.316.7243 or jeremy.wiebe@pinnaclewealth.ca

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Welcome to the Newest Langley Chamber Members!

Pictured: Jackie & John MacDonald, Royal LePage Wolstencroft, Trendz Painting, HWG, Chartered Professional Accountants, Langley IT Services and TM Strategia Business Solutions Inc. Not Pictured: 0901327 BC Ltd., Langley Lions Senior Citizens Housing Society, Roof Tech Consultants Ltd. and Wrap Champs.



PRESIDENT'S REPORT

Langley Chamber New Year's Resolutions are Already in Full Swing for 2017!

*Whose woods these are I think I know.
His house is in the village, though;
He will not see me stopping here
To watch his woods fill up with snow.*

— ROBERT FROST (1923)

Happy Hogmanay! The Greater Langley Chamber of Commerce has a resolute purpose for the coming year: to provide our members with every opportunity to enhance, promote, and expand business in Langley. We have utilized the membership feedback from the past year to improve some programs, add additional educational resources, and to deliver members only options to our services.

We now debut our "Coffee & Conversations" program for 2017. This unique series of lunch hour events will offer our members a forum to meet in an intimate setting with our local elected officials to create a dialogue on issues crucial to the Langley business community, such as economic development, transportation, and the environment. All of our local Federal Members of Parliament, Provincial MLAs, local Mayors, and the Chair of Metro Vancouver, will be available to meet



exclusively with our members over the next six months. Our inaugural "Coffee & Conversation" event will be held on Tuesday, January 24th at noon at the Chamber office with the Hon. Mary Polak, MLA for Langley.

The U40 Committee is working on expansion of the program to introduce components to help develop young entrepreneurs and promising executives to be the leaders of tomorrow. We are

continuing the networking and business development mingles events but instead of monthly we will be offering them every second month with learning and mentoring functions interspersed.

Upcoming Lunch & Learn events for all of our membership include a wide array of relevant topics, including, Partnership in Business: Keys to Success, Non-Profit Workshop: Community Gaming Grant Information Session, Doing Business with the Government of Canada, QuickBooks training, and Understanding the New Franchises Act requirements in British Columbia. We hope you consider attending or sending a staff person to these instructive and practical educational sessions.

As we barrel into 2017, I am ecstatic to see so many opportunities for our members. I encourage you to consider joining a Committee, bring a friend to an event, encourage your staff to get involved with the Chamber, and make the most of your membership.

All the best in 2017!

Scott Johnston, President

UPCOMING CHAMBER EVENTS

SAVE the date

- JAN 11** Member Benefits 101
- JAN 12** New Year, New Connections
Multi-Chamber Networking Event
- JAN 17** Dinner Meeting:
Fiona Famulak, President of
Vancouver Regional Construction
Association
- JAN 18** Lunch & Learn:
Partnering in Business – Keys to
Success
- JAN 19** Non-Profit Workshop:
Community Gaming Grant
Information
- JAN 24** Coffee & Conversation with
Honourable Mary Polak
- MAR 31** An Entrepreneur's Journey:
In Conversation with Chef Vij

FOR EVENTS/REGISTRATION DETAILS:

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- 4 Support ShopLocal Movement
- 5 Business development opportunities

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