

## **Sunday, November 1, 2020**

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### **Erika DeFreitas: an object, a gesture, a scene (II)**

Date and Time: Sunday, November 1 10:00 am - 4:00 pm

Address: 143 Simpson Avenue, Bowmanville, L1C 2H9

Thinking through the dichotomy of absence and presence, Erika DeFreitas continues a body of work that responds to two cloaked public sculptures encountered by the artist. DeFreitas explores the notions of what remains, what is suggested, and the possibilities that lie in ambiguity. The works shown at the Visual Arts Centre of Clarington will include a series of new and existing works in the form of works on paper, video, and photography.

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## **Monday, November 2, 2020**

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### **Land Division Committee Virtual Meeting**

Date and Time: Monday, November 2 9:00 am - 4:30 pm

### **Financial Wellness And Resiliency In The Age Of COVID-19 (Canadian Chamber of Commerce)**

Date and Time: Monday, November 2 12:00 pm - 1:00 pm

Address: Webinar

The times have changed, and so has Canada's financial landscape. In this webinar, Hugh Moncrieff, Executive Vice-President, Advisory Network and Industry Affairs for Canada Life, will discuss how COVID-19 has changed financial services in Canada and how advisors have adapted to help ensure Canadians, like you, are financially prepared for the future.

## **Tuesday, November 3, 2020**

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### **What's Brewing?: Virtual Edition (Oshawa Chamber)**

Date and Time: Tuesday, November 3 8:00 am - 9:00 am

Address: Webinar

Virtual video conference free to all chamber members.

## **CRA Webinar for Small Businesses and Self-Employed Individuals**

Date and Time: Tuesday, November 3 9:30 am - 11:30 am

Address: Webinar

If you have tax related questions, here is your chance to get them answered.

This seminar is held by CRA Professionals, and will cover:

- Business tax deductions
- Common tax errors
- Helpful tools and services offered by CRA
- General bookkeeping and best practices

## **Eastern Canada Executive Summit Series (Canadian Chamber of Commerce)**

Date and Time: Tuesday, November 3 9:30 am - 3:00 pm

Address: Webinar

This exclusive event will bring together senior executives and thought leaders for a dialogue on top issues affecting Canadian business. Participants will hear from our President and CEO, the Hon. Perrin Beatty, PC, OC, former Prime Minister the Right Hon. Paul Martin and some of Canada's most influential business leaders.

## **Planning and Economic Development Committee Meeting**

Date and Time: Tuesday, November 3 9:30 am

## **Tweak Your Networking for Online**

Date and Time: Tuesday, November 3 10:00 am - 11:00 am

Address: Webinar

Networking is a large part of your marketing plan. Luckily, there are more networking events now than ever -online.

This free 45-minute primer by award-winning writer and PR professional Jenn Humphries shows you how to apply your networking skills online.

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## Wednesday, November 4, 2020

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### Brooklin Java Jolt

Date and Time: Wednesday, November 4 8:30 am - 9:30 am

Address: Webinar

**Java Jolts have been moved online!** Thank you to our Java Jolt facilitators, Michelle Palma from PFSL Investments and Nicolee Evans from Element Mortgage Group, for organizing these on Zoom each week! Join the [Java Jolt Facebook Group](#) for more details.

### Little Buck and The Story of Who They Are

Date and Time: Wednesday, November 4 9:00 am

Address: Webinar

Marianne and Shane a simple, small town married couple who have enjoyed doing everything together for the last 10 years. Little Buck is no different.

Their little man was born premature at 32 weeks and after a month long stay in the hospital he was finally able to go home. Being born only 3 lbs, it was difficult to find anything which fit him properly, especially anything stylish. This is where the idea of “Little Buck” snapbacks was born. A fashionable baby hat!

**That was how it all began... now find out how they keep going!**

With over 4,000 followers watching for their updates, hear their story on how they keep it all together, with 2 young children, a growing on-line business as well as a new physical store!

### Works Committee Meeting

Date and Time: Wednesday, November 4 9:30 am

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## **Transit Executive Committee Meeting**

Date and Time: Wednesday, November 4 1:30 pm

## **Creating a Business Plan to Grow Your Business**

Date and Time: Wednesday, November 4 2:00 pm - 3:30 pm

Address: Webinar

The last 12 months have been an incredibly difficult and unique time for business owners across the province, the country, and the world. In order to survive, businesses have had to constantly innovate, evaluate, and adapt. But to go beyond survival to start recovering and thriving, businesses are going to need a plan.

At a time when it feels like there are so few answers to be had, join us for an interactive online Q&A session that'll allow you to get direct answers to your questions about how to grow your business in this new economy. You will get the opportunity to have your questions answered by entrepreneurs who understand the challenges you're going through

- What it takes to become a successful business owner in this new economy.
- How to innovate and pivot.
- Creating a business plan for your new business model.
- Q&A session where we'll discuss some of the unique challenges small business owners are facing and how to deal with them.

## **BACD Start Up Session**

Date and Time: Wednesday, November 4 2:00 pm - 3:30 pm

Address: Webinar

This session gives an overview of the fundamental elements of success for every business (Business Concept, Marketing & Sales, Operations and Finance) and helps you get the steps needed to start successfully and on track to growing.

We will go through our Start Up Checklist and cover:

- The Business Idea and business model
- Validating your business idea through market research
- Business Registration

- Business Structures to consider
- Licenses and Permits
- HST requirements
- Start up funding
- Business Insurance
- Capital, Grants and Funding
- Name and Brand considerations

## Thursday, November 5, 2020

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### Health and Social Services Committee Meeting

Date and Time: Thursday, November 5 9:30 am

### Mastering the Art of Instagram For Your Business

Date and Time: Thursday, November 5 9:30 am - 11:30 am

Address: Webinar

Instagram is an incredible platform, that enables you to connect with hundreds of potential clients and customer s every single day. There are over 1 Billion Instagram users, and learning simple strategies to gain targeted followers can significantly increase your business's revenue. With Instagram, you can use photos & videos to tell the story of your product or service in a highly visual & engaging way.

#### **In this workshop you will learn how to:**

- Develop a posting schedule
- Use tools to schedule Instagram posts
- Optimize your Instagram profile
- Use Instagram Stories
- Add hashtags and locations
- Grow your audience

### Erika DeFreitas: an object, a gesture, a scene (II)

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## Why Your Business Needs An Online Store – ShopHERE powered by Google

Date and Time: Thursday, November 5 11:30 am - 12:30 pm

Address: Webinar

ShopHERE provides independent small businesses and artists with a quick, easy and no-cost way to get selling online right away.

The goal of ShopHERE Powered By Google is to build and optimize online stores for small independent businesses and artists in just a matter of days. With ShopHERE, businesses get to expand their selling opportunities into the online market.

When I sign up with ShopHERE, what do I get?

- An online Shopify ecommerce website customized with your information, theme, logo and branding
- Hands-on assistance setting up and launching your online store
- Additional training to support your online store including topics like digital marketing, shipping and inventory management
- Access to free tools to help support the successful launch of your online store

In this webinar you will get the answers to the top questions we've received about the ShopHERE program, including:

- Who is Digital Main Street?
- What is ShopHERE?
- What does it mean to sell online, and why should my business?
- Do I qualify for this program?
- What are the costs involved?
- Do you have any examples of completed websites?

## Just In Time For Shipping Season: The Chambers Shipping Program

Date and Time: Thursday, November 5 1:00 pm - 2:00 pm

Address: Webinar

Shipping is an essential and costly part of many businesses, regardless of whether a business sells online or the business has a bricks-and-mortar store. Figuring out a shipping strategy can help alleviate unnecessary stress, expense and time. We have partnered with Freightcom through our EBS program to bring you and your members industry-leading solutions that will help chamber members compete and prosper in today's uncertain business environment. The webinar will be moderated by Jay Pizzo, Director of Sales at Freightcom.

## BACD Business Plan Masterclass

Date and Time: Thursday, November 5 2:00 pm - 4:00 pm

Address: Webinar

Are you already in business and wanting to put together your business plan for growth or financing options?

If you are new to business, start with our Start Up Session and Business Fundamentals.

This hands on masterclass will take you through the steps of writing your business plan and financial projections. A business plan and financial forecasts are needed when applying for loans and funds and to provide clarity and direction in a business owner's journey.

This masterclass is for businesses who want hands-on help writing their own business plan. We will go through all the sections in the business plan as well as the cash flow document.

## Chamber on Tap

Date and Time: Thursday, November 5 5:30 pm - 7:00 pm

Address: Webinar

Chamber on Tap is now online!

Bring your own beverage and connect with fellow professionals in a casual, and digital, atmosphere. Same great program, from the comfort of your home.

## Friday, November 6, 2020

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### Erika DeFreitas: an object, a gesture, a scene (II)

Date and Time: Friday, November 6 10:00 am - 4:00 pm

Address: 143 Simpson Avenue, Bowmanville, L1C 2H9

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### How to Apply for the Digital Transformation Grant

Date and Time: Friday, November 6 1:00 pm - 2:00 pm

Address: Webinar

Learn more about the Digital Main Street program, eligibility and how to apply for the Digital transformation grant.

The Digital Transformation Grant Program (DTG) provides businesses with:

- A digital assessment of their current online presence
- Structured video training series
- Guidance
- Advisory support

Through a partnership with FedDev Ontario and the Province of Ontario, qualifying businesses also have the opportunity to apply for a \$2500.00 grant to enable the digital transformation they have identified their business requires after completing all video training.

**During this FREE webinar hosted by the Business Advisory Centre Durham and the Digital Main Street Digital Service Squad team you'll learn:**

- Who is Digital Main Street?
- What is the Digital Transformation Grant Program?
- What are the program objectives?
- What is the application process?
- Who is eligible for a Digital Transformation Grant?
- What are some eligible and ineligible costs of the grant?
- What is the Digital Service Squad and who can access them?
  
- Join us!

For more information about these programs, visit: <https://bacd.ca/digital-main-street/>

The deadline to apply for the \$2500 grant is November 30th, 2020

The Digital Service Squad free assistance is until February 2021.

## **Saturday, November 7, 2020**

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### **The Hissing Folly**

Date and Time: Saturday, November 7 10:00 am - 4:00 pm

Address: 143 Simpson Avenue, Bowmanville, L1C 2H9

*The Hissing Folly* looks at Durham Region's ecological landscape and poses critical questions around human relationships with invasive species, specifically phragmites (European common reed). Phragmites is a perennial grass that spreads quickly and out-competes native species for water and nutrients. This plant has been damaging ecosystems in Ontario for decades including areas of Clarington and the wider Durham Region.

### **Erika DeFreitas: an object, a gesture, a scene (II)**

Date and Time: Saturday, November 7 10:00 am - 4:00 pm

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## Sunday, November 8, 2020

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### Erika DeFreitas: an object, a gesture, a scene (II)

Date and Time: Sunday, November 8 10:00 am - 4:00 pm

Address: 143 Simpson Avenue, Bowmanville, L1C 2H9

Thinking through the dichotomy of absence and presence, Erika DeFreitas continues a body of work that responds to two cloaked public sculptures encountered by the artist. DeFreitas explores the notions of what remains, what is suggested, and the possibilities that lie in ambiguity. The works shown at the Visual Arts Centre of Clarington will include a series of new and existing works in the form of works on paper, video, and photography.

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### The Hissing Folly

Date and Time: Sunday, November 8 10:00 am - 4:00 pm

Address: 143 Simpson Avenue, Bowmanville, L1C 2H9

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## Monday, November 9, 2020

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### CISO Forum Canada 2020 (siberX)

Date and Time: Monday, November 9 10:00 am - 6:00 pm

Address: Webinar

EC-Council's CISO Event Program brought to you by siberX brings speakers, attendees, & sponsors from all over the world together to discuss the everchanging field of executive information security management. Topics focus on leadership, strategic management, innovation, & cutting-edge solutions to the challenges of leading in information security programs.

CISO Forum Canada will virtually mobilize leaders from across Canada as speakers & attendees for keynotes, panel discussions, & round-tables followed by an executive virtual reception in our state of the art broadcasting studio! Only director-level and above information security practitioners are invited to attend.

# Tuesday, November 10, 2020

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## Networking – Best Practices for Today & Beyond

Date and Time: Tuesday, November 10 9:00 am

Address: Webinar

Join the Clarington Board of Trade & Entrepreneur and fellow CBOT Member, Danielle Fernandes of Bantr Inc Digital Marketing Agency to talk Networking!

Danielle moved from Vancouver to Toronto only knowing one person and now has a fantastic network of friends and business colleagues across the province.

In this session you'll learn tips on virtual networking, how to make events mutually beneficial for yourself and others (when they come back!), and a few tricks of the trade that will make you laugh and that you can hopefully utilize.

## Finance and Administration Committee Meeting

Date and Time: Tuesday, November 10 9:30 am

## Maker Meet Up – Sales Strategies for the Holidays

Date and Time: Tuesday, November 10 10:00 am - 11:30 am

Address: Webinar

Running a creative business, particularly from home can be solitary. Many of our clients & businesses have said that it would be great to have other people to bounce ideas off of or to share in tips, tricks and things that have worked for them.

In this interactive session facilitated by Cheryl Wilson of The Makers Hub and Teresa Shaver from BACD we will discuss sales strategies and channels for the upcoming holiday season.

## The Hissing Folly

Date and Time: Tuesday, November 10 10:00 am - 4:00 pm

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## **Trade and investment opportunities in Ontario, Canada (British Canadian Chamber of Commerce)**

Date and Time: Tuesday, November 10 10:00 am

Address: Webinar

Join EUCCAN and the government of Ontario, Canada to discover trade and investment opportunities in the province and how to best support you in your trade/investment projects. The 45 min presentation by experts in European trade and FDI will be followed by a 15 minutes Q&A session.

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## **BACD Business Fundamentals: Business Planning**

Date and Time: Tuesday, November 10 2:00 pm - 4:00 pm

Address: Webinar

This session looks at the differences between a business plan, a business model canvas and the planning required in starting your own business.

We spend a lot of time planning a vacation, a wedding or even our grocery list so that it's a success and time and money is not wasted. Having a good business plan is a solid foundation for a successful business. It's your roadmap and guides you to reach the milestones you have set.

You will leave with a completed Business Model Canvas covering the following key points:

- Your Value Proposition, SWOT Analysis, Competitor Analysis
- Customer Segments
- Channels to Market
- Revenue Streams and Expenses
- Key Partners & Alliances
- Company Goals
- Needed Resources

## **Business Networking Before 5**

Date and Time: Tuesday, November 10 3:30 pm - 5:00 pm

Address: Webinar

At this networking event, attendees will enjoy a combination of informal and formal networking.

For our networking events we will invite community leaders to provide economic updates. November's guest speaker is Mayor Dave Ryan, City of Pickering.

Some informal networking time will be provided before and after the formal networking to allow for some one-on-one conversation.

## **Durham Agricultural Advisory Committee Meeting**

Date and Time: Tuesday, November 10 7:30 pm

## **Wednesday, November 11, 2020**

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### **The Hissing Folly**

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### **Cannabis: Health Canada service standards, licensing and regulatory burden**

Date and Time: Wednesday, November 11 1:00 pm - 2:30 pm

Address: Webinar

On the second anniversary of legalization of recreational cannabis for adult use, the Canadian Chamber of Commerce's National Cannabis Working Group is launching an industry-led review of the Cannabis Act to provide recommendations on how the government should improve Canada's federal legislative and regulatory frameworks for cannabis.

## **BACD Start Up Session**

Date and Time: Wednesday, November 11 4:00 pm - 5:30 pm

Address: Webinar

This session gives an overview of the fundamental elements of success for every business (Business Concept, Marketing & Sales, Operations and Finance) and helps you get the steps needed to start successfully and on track to growing.

We will go through our Start Up Checklist and cover:

- The Business Idea and business model
- Validating your business idea through market research
- Business Registration
- Business Structures to consider
- Licenses and Permits
- HST requirements
- Start up funding
- Business Insurance
- Capital, Grants and Funding
- Name and Brand considerations

## **How to Apply for the Digital Transformation Grant**

Date and Time: Wednesday, November 11 7:00 pm - 8:00 pm

Address: Webinar

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Through a partnership with FedDev Ontario and the Province of Ontario, qualifying businesses also have the opportunity to apply for a \$2500.00 grant to enable the digital transformation they have identified their business requires after completing all video training.

During this FREE webinar hosted by the Business Advisory Centre Durham and the Digital Main Street Digital Service Squad team you'll learn:

- Who is Digital Main Street?
- What is the Digital Transformation Grant Program?
- What are the program objectives?

- What is the application process?
- Who is eligible for a Digital Transformation Grant?
- What are some eligible and ineligible costs of the grant?
- What is the Digital Service Squad and who can access them?

Join us!

For more information about these programs, visit: <https://bacd.ca/digital-main-street/>

The deadline to apply for the \$2500 grant is November 30th, 2020

The Digital Service Squad free assistance is until February 2021.

## **Thursday, November 12, 2020**

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### **Deputy Premier & Health Minister Christine Elliott - Keeping Business Informed During the COVID-19 Pandemic**

Date and Time: Thursday, November 12 8:30 am - 9:30 am

Address: Webinar

Join us virtually to hear Deputy Premier and Minister of Health Christine Elliott address the changing COVID-19 landscape and discuss supports for small businesses.

### **Committee of the Whole Meeting**

Date and Time: Thursday, November 12 9:30 am

### **BACD Business Fundamentals: Marketing & Sales**

Date and Time: Thursday, November 12 9:30 am - 11:30 am

Address: Webinar

The Marketing and Sales session is an introduction to the marketing and sales strategy (aka plan) necessary to grow your business. Marketing is imperative to building sales for your business.

Without a Marketing & Sales strategy, your marketing efforts could be wasted or money spent in the wrong channels or worse, your business will fail to thrive.

In Marketing and Sales Strategy we will cover:

- How to create a brand for your business
- The value proposition
- Online and offline marketing strategies

- Marketing tactics for your business
- Lead generation, sales and following up
- Your client acquisition process
- Tools for marketing
- Sales process and strategy
- Web elements
- Digital Strategy

## The Hissing Folly

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## Why Your Business Needs An Online Store – ShopHERE powered by Google

Date and Time: Thursday, November 12 11:30 am - 12:30 pm

Address: Webinar

ShopHERE provides independent small businesses and artists with a quick, easy and no-cost way to get selling online right away.

The goal of ShopHERE Powered By Google is to build and optimize online stores for small independent businesses and artists in just a matter of days. With ShopHERE, businesses get to expand their selling opportunities into the online market.

When I sign up with ShopHERE, what do I get?

- An online Shopify ecommerce website customized with your information, theme, logo and branding
- Hands-on assistance setting up and launching your online store
- Additional training to support your online store including topics like digital marketing, shipping and

inventory management

- Access to free tools to help support the successful launch of your online store

In this webinar you will get the answers to the top questions we've received about the ShopHERE program, including:

- Who is Digital Main Street?
- What is ShopHERE?
- What does it mean to sell online, and why should my business?
- Do I qualify for this program?
- What are the costs involved?
- Do you have any examples of completed websites?

## **The Role Of Technology For Business Transformation In A Post-Covid Economy (Canadian Chamber of Commerce)**

Date and Time: Thursday, November 12 1:00 pm - 2:00 pm

Address: Webinar

The role of a strong network and next generation technology for business recovery and optimization in a post-covid economy. Fortunately, Canadian telecom has been investing for years, and the dawn of 5G could not have come at a more important time. Our conversation with Navin Arora, President Business Solutions at TELUS and Pau Castells, Director of Economic Analysis at GSMA, will examine how 5G will revolutionize and transform business operations and influence customer revenues, improve productivity and operational expenses for businesses as well as safety and security, and discuss how investment in this next generation technology will drive \$150 billion to the Canadian economy over the next 20 years.

## **Peter Perry & Business Achievement Awards (Whitby Chamber)**

Date and Time: Thursday, November 12 7:00 pm - 9:00 pm

Address: Webinar

Since 1955, Whitby has had the distinct pleasure of honouring outstanding accomplishments in the community. This tradition continues with publicly recognizing local businesses that have demonstrated a passion for excellence, a commitment to their community and a strong entrepreneurial spirit at the Peter Perry and Business Achievement Awards hosted by the Whitby Chamber of Commerce (WCC).

## **Friday, November 13, 2020**

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### **Downtown Whitby Java Jolt**

Date and Time: Friday, November 13 8:30 am - 9:30 am

Address: Webinar

**Java Jolts have been moved online!** Thank you to our Java Jolt facilitators, Michelle Palma from PFSL Investments and Nicolee Evans from Element Mortgage Group, for organizing these on Zoom each week! Join the [Ja](#)



[va Jolt Facebook Group](#) for more details.

## **The Hissing Folly**

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## **The Hissing Folly catalogue launch and artist talk**

Date and Time: Friday, November 13 7:30 pm - 8:00 pm

Address: 143 Simpson Ave. Bowmanville, L1C 2H9

Join us on Zoom for an intimate discussion with Cole Swanson and Curator Sandy Saad Smith. Live from the Visual Arts Centre of Clarington, Swanson and Smith will discuss excerpts from the catalogue essays, the relationship between human and non-human species such as phragmites australis, followed by a Q&A session moderated by Assistant Curator Noor Alé. Online registration is required.

## **Saturday, November 14, 2020**

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### **The Hissing Folly**

Date and Time: Saturday, November 14 10:00 am - 4:00 pm

Address: 143 Simpson Avenue, Bowmanville, L1C 2H9

*The Hissing Folly* looks at Durham Region's ecological landscape and poses critical questions around human relationships with invasive species, specifically phragmites (European common reed). Phragmites is a perennial grass that spreads quickly and out-competes native species for water and nutrients. This plant has been damaging ecosystems in Ontario for decades including areas of Clarington and the wider Durham Region.

## Christmas Drive-Thru Tours

Date and Time: Saturday, November 14 10:00 am - 4:00 pm

Address: Pickering Museum Village

Visit the museum this holiday season and experience the spirit of Christmas through the brand new Christmas Drive-Thru Tour. Journey back through the years to learn how our popular Christmas traditions started. Hear how Rudolph the Red Nosed Reindeer came to be and when his Christmas carol first started. End your tour with a safe-distanced visit with Santa Claus!

Tickets are timed entry, 10:00 am to 4:00 pm. Tour time is approximately 35 minutes. Pre-registration required in advance online or by phone at 905.683.8401. Cost per vehicle is \$20 plus tax.

## Sunday, November 15, 2020

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### Christmas Drive-Thru Tours

Date and Time: Sunday, November 15 10:00 am - 4:00 pm

Address: Pickering Museum Village

Visit the museum this holiday season and experience the spirit of Christmas through the brand new Christmas Drive-Thru Tour. Journey back through the years to learn how our popular Christmas traditions started. Hear how Rudolph the Red Nosed Reindeer came to be and when his Christmas carol first started. End your tour with a safe-distanced visit with Santa Claus!

Tickets are timed entry, 10:00 am to 4:00 pm. Tour time is approximately 35 minutes. Pre-registration required in advance online or by phone at 905.683.8401. Cost per vehicle is \$20 plus tax.

### The Hissing Folly

Date and Time: Sunday, November 15 10:00 am - 4:00 pm

Address: 143 Simpson Avenue, Bowmanville, L1C 2H9

*The Hissing Folly* looks at Durham Region's ecological landscape and poses critical questions around human relationships with invasive species, specifically phragmites (European common reed). Phragmites is a perennial grass that spreads quickly and out-competes native species for water and nutrients. This plant has been damaging ecosystems in Ontario for decades including areas of Clarington and the wider Durham Region.

## Monday, November 16, 2020

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## **Do It In Durham Week – Opening Celebration**

Date and Time: Monday, November 16 8:30 am - 9:30 am

Address: Webinar

Join us for Do It In Durham's opening celebration. We start with The Regional Municipality of Durham's Regional Chair John Henry talking about why it's a great time to invest in Durham Region. We then hear from the Director of Economic Development and Tourism Simon Gill, followed by Sonia Salomone on the projects Durham is working on.

Now in its 8th year, 'Do It In Durham' is a major part of the Durham Region business calendar. It is our collaborative series of events held during Global Entrepreneurship Week (GEW). It is brought to you by local businesses and organizations who are already 'Doing it in Durham!' Global Entrepreneurship Week is where we celebrate the job creators, innovators, entrepreneurs and businesses GLOBALLY in over 170 countries.

## **Virtual Bright and Merry Market**

Date and Time: Monday, November 16 9:00 am - 5:00 pm

Join us on line for a Virtual Bright and Merry Market at [www.oshawa.ca/merry](http://www.oshawa.ca/merry). Activities to do, links to vendors and partners, videos to watch. Check out the Share your Holiday Spirit campaign and enter the Outdoor Holiday Display Contest or donate to a local food drive. Let the festivities begin!

## **Meet Durham Region's Networking Organizations (BACD)**

Date and Time: Monday, November 16 9:30 am - 11:00 am

Address: Webinar

Have you ever wanted to go to a networking event, but didn't know where to start or what to expect? Now is our time to meet Durham Region's Networking Organizations. You will get the chance to learn about each organization and events that they hold across Durham.

## **The Hissing Folly**

Date and Time: Monday, November 16 10:00 am - 4:00 pm

Address: 143 Simpson Avenue, Bowmanville, L1C 2H9

*The Hissing Folly* looks at Durham Region's ecological landscape and poses critical questions around human relationships with invasive species, specifically phragmites (European common reed). Phragmites is a perennial grass that spreads quickly and out-competes native species for water and nutrients. This plant has been damaging ecosystems in Ontario for decades including areas of Clarington and the wider Durham Region.

## **Do it in Durham: Logical Mix**

Date and Time: Monday, November 16 10:00 am - 11:00 am

Address: Webinar

Websites are a critical sales tool for businesses that can require some serious management and design. Learn how to make your website work for you and your customers at this free networking and learning presentation by our Whitby Chamber of Commerce Champion, Joel Davies from Logical Mix.

## **Raising Capital Through Angel Investors (BACD)**

Date and Time: Monday, November 16 1:00 pm - 2:00 pm

Address: Webinar

What are angel investors? Can they help my business? What is involved in the process to apply? This presentation should shed light and demystify angel investors and raising capital. You should walk away from this presentation with the understanding of angel investors, the role they play in the fundraising landscape and if they are a potential fit for your business.

## **It's All About Chemistry – Why Brands Succeed or Fail**

Date and Time: Monday, November 16 2:00 pm - 3:00 pm

Address: Webinar

Join Laura Beauparlant for this engaging, interactive and thought-provoking talk and learn what a brand is, what your brand is really saying and why the key to success is chemistry. Attendees will have a chance to win Laura's book: Brand Chemistry

## **Introduction to Exporting: New market opportunities and resources**

Date and Time: Monday, November 16 3:00 pm - 4:00 pm

Address: Webinar

Are you ready to expand your customer base? Attend this webinar presented by trade experts from the Ministry of Economic Development, Job Creation and Trade to kick-start your business' global growth strategy.

If you're thinking of selling in other countries or have just started exporting, this webinar will help you:

- Identify how exporting can benefit your business
- Understand the key elements of becoming export ready
- Unlock opportunities for Ontario business from major free trade agreements (CUSMA, CETA and CPTPP)
- Gain access to export resources, programs and funding

## **How To Get Clients and Customers With Google (BACD)**

Date and Time: Monday, November 16 4:00 pm - 5:30 pm

Address: Webinar

This event will be geared specifically to beginners and will help you get more clients & customers by getting your website ranked on Google. It will cover three main topics: get more clients & customers, where to start and ratings & review management.

## **The Nooks Maker Experience**

Date and Time: Monday, November 16 5:00 pm - 6:00 pm

Address: Webinar

Join Colleen Imrie, Owner The Nooks and Teresa Shaver, Executive Director of BACD as we share The Nooks Maker Experience with you. You will hear from a number of makers about their business story, industry insights, their success and struggles of launching a handmade business in retail and how they continue to thrive during COVID-19.

Ask all the questions you've wanted to ask and learn more about another sales channel for your maker business

## **Tuesday, November 17, 2020**

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### **What's Brewing?: Virtual Edition (Oshawa Chamber)**

Date and Time: Tuesday, November 17 8:00 am - 9:00 am

Address: Webinar

Virtual video conference free for all chamber members.

### **Do It In Durham Week – Meet us in the Lobby**

Date and Time: Tuesday, November 17 8:30 am - 8:45 am

Address: Webinar

Meet us in the lobby!

From Nov 17th – Nov 20th we will be going LIVE on Facebook to talk recap previous day Do It In Durham Events, and what's to come!

Tune in every morning between 8:30am – 8:45am.

### **Employment Standards & Occupational Health and Safety Related to COVID19 (BACD)**

Date and Time: Tuesday, November 17 9:00 am - 12:00 pm

Address: Webinar

As the province re-opens from the COVID-19 pandemic, the Ministry of Labour, Training and Skills Developm

ent is hosting an online information session to help you understand your employment standards and occupational health and safety rights and obligations as they relate to COVID-19.

## Virtual Bright and Merry Market

Date and Time: Tuesday, November 17 9:00 am - 5:00 pm

Join us on line for a Virtual Bright and Merry Market at [www.oshawa.ca/merry](http://www.oshawa.ca/merry). Activities to do, links to vendors and partners, videos to watch. Check out the Share your Holiday Spirit campaign and enter the Outdoor Holiday Display Contest or donate to a local food drive. Let the festivities begin!

## COVID-19 and Your Business – Answering the Top 10 Questions Asked by Employers

Date and Time: Tuesday, November 17 9:00 am - 10:00 am

Address: Webinar

As the province continues to focus on re-opening the economy during the pandemic, we continue to see swift and dramatic changes to the laws and programs for employers.

As part of the Do It Durham programming, Christine Ashton (a lawyer and partner with Wilson Vukelich LLP) will address the top 10 questions asked by employers further to COVID-19. For example, she will discuss:

1. What should you keep in mind if you are hiring during the pandemic?
2. What are your options to keep your workforce flexible?
3. What can you do if an employee is refusing to return to work?
4. What personal protective equipment (PPE) do you need to provide to your workers?
5. When is the deadline for recalling laid off workers back to work?

## Heart of Networking - Do It in Durham Week!

Date and Time: Tuesday, November 17 9:30 am - 12:00 pm

Address: Webinar

Each year BACD (Business Advisory Centre Durham) offers a week of local business training, seminars and events to help entrepreneurs build and grow!

Do It In Durham Entrepreneurship Week 2020

Now in its 8th year, 'Do It In Durham' is Durham Region's own forum to celebrate, inspire and support entrepreneurship. It takes place during Global Entrepreneurship Week, the world's largest celebration of business innovators and job creators who launch startups and run businesses that bring ideas to life and drives economic growth.

HEART OF NETWORKING FALLS IN DIID WEEK and we have a special offer for you!

Tickets for this month ONLY are complimentary AND this event is open to both men and women who want to take advantage of Connection, Education and Opportunity!!

## **The Hissing Folly**

Date and Time: Tuesday, November 17 10:00 am - 4:00 pm

Address: 143 Simpson Avenue, Bowmanville, L1C 2H9

*The Hissing Folly* looks at Durham Region's ecological landscape and poses critical questions around human relationships with invasive species, specifically phragmites (European common reed). Phragmites is a perennial grass that spreads quickly and out-competes native species for water and nutrients. This plant has been damaging ecosystems in Ontario for decades including areas of Clarington and the wider Durham Region.

## **How to Supercharge your Sales - CRM Strategy**

Date and Time: Tuesday, November 17 10:30 am - 11:30 am

Address: Webinar

The world is changing around us and the single biggest driver behind it is TECHNOLOGY.

Sales function is no different, the art and science behind it is getting weaved by technology. But is your Sales Team keeping pace with the changes in Sales Technology?

Don't be left behind, come and join us for an insightful and compelling session where we will talk you through :

- Changes in the selling landscape for SMBs with the advent of technology.
- The role of technology and specifically CRM is playing to solve the challenges faced by any sales person or team.
- Set of Tools, Apps which can be used by Sales team to make the most out of their time.
- Best Practices and Pitfalls associated with using Sales Tech tools,

## **2020 Economic Statement (Whitby Chamber)**

Date and Time: Tuesday, November 17 11:30 am - 1:00 pm

Address: Webinar

Brought to you in partnership by the Whitby Chamber of Commerce, Town of Whitby and TD Business Banking, this event welcomes TD's Vice President & Deputy Chief Economist Derek Burleton to provide his annual update to the Whitby business community.

## **Women's Entrepreneurship – Going Global**

Date and Time: Tuesday, November 17 12:00 pm - 2:00 pm

Address: Webinar

On August 11, 2020, the Women Entrepreneurship Knowledge Hub (WEKH) released The State of Women's Entrepreneurship in Canada: 2020, their first annual report. It states that "women are majority owners of about 15.6 percent of Small Medium Enterprises (SMEs) with one or more employees—about 114,000 companies (20

17). But women account for over 37 percent of self-employed Canadians or 1,050,000 (2019).” This report highlights some of the barriers facing women entrepreneurs, but it also shows that women are making great strides in business ownership and are ready to take on the world!

In this session, you’ll learn about resources and programs available to support women entrepreneurs in their quest to go global, and you’ll meet guest speaker Karima-Catherine (KC) Goundiam, a serial entrepreneur with a global reach!

## **Marketing – THRIVE in 2021! (BACD)**

Date and Time: Tuesday, November 17 2:00 pm - 3:30 pm

Address: Webinar

This session provides a basic overview of marketing for entrepreneurs looking to differentiate their business in the current and post COVID climate. Why just survive when you can THRIVE. Reach the right audience and win more and new customers. Marketing is the critical element to your business growth and success. In this uncharted COVID world we live in, you need the best ROI for your budget. Marketing matters more than ever. Are you ready to take action?

Take away some valuable insight and tools to get results for your business. Each participant will receive an actionable checklist at the conclusion of the session and a complimentary discovery meeting.

## **How to Get Found on Google Search and Maps (BACD)**

Date and Time: Tuesday, November 17 4:00 pm - 5:00 pm

Address: Webinar

Getting your business online can help people find you, and keeping your information up-to-date can encourage them to become customers. “Google My Business” is a free service that lets you create or claim a business listing that can appear in Google Search and on Google Maps.

## **Reimagine. Relaunch. Recover. Panel Event**

Date and Time: Tuesday, November 17 6:00 pm - 8:00 pm

Address: Webinar

Hear from local small business owners on how they overcame the challenges of COVID19 in their business and adapted to the ‘new normal.’

## **Transit Advisory Committee Meeting**

Date and Time: Tuesday, November 17 7:00 pm

## **Wednesday, November 18, 2020**

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## Do It In Durham Week – Meet us in the Lobby

Date and Time: Wednesday, November 18 8:30 am - 8:45 am

Address: Webinar

Meet us in the lobby!

From Nov 17th – Nov 20th we will be going LIVE on Facebook to talk recap previous day Do It In Durham Events, and what's to come!

Tune in every morning between 8:30am – 8:45am.

## Brooklin Java Jolt

Date and Time: Wednesday, November 18 8:30 am - 9:30 am

Address: Webinar

**Java Jolts have been moved online!** Thank you to our Java Jolt facilitators, Michelle Palma from PFSL Investments and Nicolee Evans from Element Mortgage Group, for organizing these on Zoom each week! Join the [Java Jolt Facebook Group](#) for more details.

## Protect Your Intellectual Property Right From the Start!

Date and Time: Wednesday, November 18 9:00 am - 10:00 am

Address: Webinar

An IP strategy is crucial for a company for achieving its business objectives. Join Tony Orsi from Bereskin & Parr on November 18th as he discusses different types of IP rights including trademarks, copyrights, new media, trade secrets and patents and how they can be used to create an IP strategy and build an IP portfolio.

## Virtual Bright and Merry Market

Date and Time: Wednesday, November 18 9:00 am - 5:00 pm

Join us on line for a Virtual Bright and Merry Market at [www.oshawa.ca/merry](http://www.oshawa.ca/merry). Activities to do, links to vendors and partners, videos to watch. Check out the Share your Holiday Spirit campaign and enter the Outdoor Holiday Display Contest or donate to a local food drive. Let the festivities begin!

## Your Virtual Storefront (BACD)

Date and Time: Wednesday, November 18 9:30 am - 10:30 am

Address: Webinar

This session will explore the importance of creating content that is continually fresh, that is engaging, and that i

s designed to keep readers interested so that your business is top of mind. Attendees will learn how to re-evaluate their content offerings by putting themselves in their client's shoes, and reimagine their digital presence as though they were an outsider looking in on their website.

## **The Hissing Folly**

Date and Time: Wednesday, November 18 10:00 am - 4:00 pm

Address: 143 Simpson Avenue, Bowmanville, L1C 2H9

*The Hissing Folly* looks at Durham Region's ecological landscape and poses critical questions around human relationships with invasive species, specifically phragmites (European common reed). Phragmites is a perennial grass that spreads quickly and out-competes native species for water and nutrients. This plant has been damaging ecosystems in Ontario for decades including areas of Clarington and the wider Durham Region.

## **Buying Journey of Your Digital Customer (BACD)**

Date and Time: Wednesday, November 18 10:45 am - 12:15 pm

Address: Webinar

As the pandemic forces the consumers to adopt online channels for their buying needs, in this event, we will explore customers' digital buying journeys, use of data and technology to identify and capture online demand, and develop retention models.

## **Speak Without Apology to Overthrow Imposter Syndrome**

Date and Time: Wednesday, November 18 12:30 pm - 2:00 pm

Address: Webinar

You are the expert on YOU. Work through negative self-talk about your "expertise" to speak confidently in front of others. Stop apologizing before you open your mouth to share. Learn to own your story, live into the reality of who you are and what you can contribute, and stop the constant "sabotaging" of the value of your own experiences and contributions.

The toughest part of getting started is believing that you are the person who should be in the race. Learn about the value of your expertise and how you can apply it in any situation and pick up valuable insight and tools into how you can keep your fear at bay as you slay.

## **How Canadian Companies Can Navigate 'Business As Unusual'**

Date and Time: Wednesday, November 18 1:00 pm - 2:00 pm

Address: Webinar

Join Export Development Canada's President and CEO, Mairead Lavery, and our President and CEO, the Honourable Perrin Beatty, PC, OC, as they share insights on:

- How COVID-19 has affected Canada's global trade

- Tips for Canadian exporters and small businesses who are navigating these turbulent times
- Insights on how companies can manage risks during a global pandemic
- How Canadian companies have pivoted to sustain business operations
- Tools and resources to support your company
- How EDC and the Canadian Chamber of Commerce can help

## **The Side Hustle Starter Kit (BACD)**

Date and Time: Wednesday, November 18 2:00 pm - 3:30 pm

Address: Webinar

The Side Hustle Starter Kit webinar will provide a repeatable process for side hustlers to move from a side hustle idea, to launch, using processes, tools & systems that have been designed by side hustlers, for side hustlers.

## **Selling in the COVID Challenged World (BACD)**

Date and Time: Wednesday, November 18 2:30 pm - 3:30 pm

Address: Webinar

In this exclusive session, we will be providing you the tools to reignite your talent so they are empowered to: Learn to leverage your natural personality; Create stronger customer relationships and Learn to sell from the buyer's perspective.

## **1855 Masterclass: Our Right to Access**

Date and Time: Wednesday, November 18 4:00 pm - 5:30 pm

Address: Webinar

In partnership with Durham Region Economic Development, join us on November 18 at 4 PM as we close the 2020 season of 1855 MASTERCLASS for a gritty virtual fireside conversation with Denise Williams, CEO, First Nations Technology Council, in an exclusive presentation of "Your Right to Access"- a discussion on Indigenous leadership in a digitally reliant and troubled time. Never have we been so called by humanity, to come together and awaken to the destruction our systems are causing- that we have been blindly building for decades. We may be emerging upon a greater awareness of our own fragility in economic, social and environmental systems that we do not control, that we cannot predict, and that will never be status quo again. In the spirit of strengthening community, this discussion will invite us to explore Indigenous wisdom and ways of "being", that are key to how we live today, as we innovate forward. We will be encouraged to step up and live in right relation, as Indigenous peoples have for thousands of years on the land you walk today.

Rounding out the evening, we also bring you JUNO Award-winning Canadian singer-songwriter Chantal Kreviazuk, delivering a special musical performance for our guests. This is an event you DO NOT want to miss. A Q &A will follow.

Registration is free and all are welcome.

## **Sell more of your Current Products & Services with Online Courses (BACD)**

Date and Time: Wednesday, November 18 4:30 pm - 5:30 pm

Address: Webinar

Online courses are a great option to help bring in some cash! They are also great for business owners who want to prep potential clients for private work with an online course that feeds your highest price offerings. During this session, Samantha will teach you the nuts and bolts of creating an online course that does just that!

## **Sell more of your Current Products & Services with Online Courses**

Date and Time: Wednesday, November 18 4:30 pm - 5:30 pm

Address: Webinar

Online courses are a great option to help bring in some cash! They are also great for business owners who want to prep potential clients for private work with an online course that feeds your highest price offerings.

During this session, Samantha will teach you the nuts and bolts of creating an online course that does just that!

Key takeaways include:

- what to consider before you even start planning your course
- how to teach what you know in an online course,
- how to record, host and sell your course
- how to increase your revenue of current products and services with online courses
- ideas of what your online course could be about

## **TechEx (Spark Centre)**

Date and Time: Wednesday, November 18 5:00 pm - 7:00 pm

Address: Webinar

TechEx offers a fantastic opportunity to network with experts in the field, learn more about how these technologies can benefit your business, and more.

## **Thursday, November 19, 2020**

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### **Do It In Durham Week – Meet us in the Lobby**

Date and Time: Thursday, November 19 8:30 am - 8:45 am

Address: Webinar

Meet us in the lobby!

From Nov 17th – Nov 20th we will be going LIVE on Facebook to talk recap previous day Do It In Durham Events, and what's to come!

Tune in every morning between 8:30am – 8:45am.

## **\*\*CANCELLED\*\* Ready, Set, Grow**

Date and Time: Thursday, November 19 9:00 am - 1:00 pm

Address: EarlyON CFC Uxbridge, Uxbridge Public School, 64 Victoria Drive, Uxbridge

## **Do you have questions about your child's development, learning or speech?**

Attend a free drop-in for parents and caregivers of children birth to six years old. Bring your children and ask questions about learning, development and behaviour. Professionals from agencies will be present to answer your questions.

## **Pickering Business Town Hall**

Date and Time: Thursday, November 19 9:00 am - 10:00 am

Address: Webinar

Join Mayor Dave Ryan, MPP Peter Bethlenfalvy, Regional Chair John Henry, Economic Development staff and the Ajax-Pickering Board of Trade as they discuss opportunities to help your business strive through these unprecedented times.

## **Virtual Bright and Merry Market**

Date and Time: Thursday, November 19 9:00 am - 5:00 pm

Join us on line for a Virtual Bright and Merry Market at [www.oshawa.ca/merry](http://www.oshawa.ca/merry). Activities to do, links to vendors and partners, videos to watch. Check out the Share your Holiday Spirit campaign and enter the Outdoor Holiday Display Contest or donate to a local food drive. Let the festivities begin!

## **Cyber Soup for the Business Soul (BACD)**

Date and Time: Thursday, November 19 9:30 am - 10:30 am

Address: Webinar

As we are all hyper-connected with our technology in 2020, the demand for work from home environments have increased exponentially. This event will give you an understanding of the risks of hiring employees without a cyber conscious, how Cyber attacks happen and how you can prevent an attack and how to protecting your business without a security team. - This event is for all sized organizations, startups, enterprises, and municipalities.

## **Mastering Digital Advertising (BACD)**

Date and Time: Thursday, November 19 9:30 am - 10:30 am

Address: Webinar

Wouldn't it be great if you could show up exactly when they need you most? Learn how Google, Facebook, and Amazon campaigns can help you reach the right people in the right moments to help you reach your business goals.

## The Hissing Folly

Date and Time: Thursday, November 19 10:00 am - 4:00 pm

Address: 143 Simpson Avenue, Bowmanville, L1C 2H9

*The Hissing Folly* looks at Durham Region's ecological landscape and poses critical questions around human relationships with invasive species, specifically phragmites (European common reed). Phragmites is a perennial grass that spreads quickly and out-competes native species for water and nutrients. This plant has been damaging ecosystems in Ontario for decades including areas of Clarington and the wider Durham Region.

## Profit, People, and Planet – Social Enterprise Fireside Chat

Date and Time: Thursday, November 19 10:30 am - 11:30 am

Address: Webinar

Following last year's successful launch of DC's social entrepreneurship centre – FastStart SHIFT – this is an opportunity to learn more about social enterprises and how you can focus on both profit and social good while running your business.

By the end of this session, you will gain inspiration through success stories, and you will discover how Fast Start SHIFT can support you to kickstart or pivot a business to start making positive social or **environmental impacts!**

## Why Your Business Needs An Online Store – ShopHERE powered by Google

Date and Time: Thursday, November 19 11:30 am - 12:30 pm

Address: Webinar

ShopHERE provides independent small businesses and artists with a quick, easy and no-cost way to get selling online right away.

The goal of ShopHERE Powered By Google is to build and optimize online stores for small independent businesses and artists in just a matter of days. With ShopHERE, businesses get to expand their selling opportunities into the online market.

When I sign up with ShopHERE, what do I get?

- An online Shopify ecommerce website customized with your information, theme, logo and branding
- Hands-on assistance setting up and launching your online store
- Additional training to support your online store including topics like digital marketing, shipping and inventory management
- Access to free tools to help support the successful launch of your online store

In this webinar you will get the answers to the top questions we've received about the ShopHERE program, including:

- Who is Digital Main Street?
- What is ShopHERE?
- What does it mean to sell online, and why should my business?
- Do I qualify for this program?
- What are the costs involved?
- Do you have any examples of completed websites?

## **Selling on the Spot Marketplace - Durham (BACD)**

Date and Time: Thursday, November 19 1:00 pm - 2:30 pm

Address: Webinar

NOT JUST ANOTHER NETWORKING EVENT! Need cash flow? Looking to meet new people SELL ethically, efficiently and effectively at SotSM Events!

## **Design on a Dime: Using Canva to Create Graphics and Promote Your Business**

Date and Time: Thursday, November 19 1:00 pm - 2:30 pm

Address: Webinar

Hi-quality graphics are important for creating a professional look on your social media profiles and other marketing materials. Hiring a graphic designer is ideal, but what if you can't afford it and you don't have the right skills to do it yourself? No need to struggle, because with Canva there's a solution!

Canva is a free tool that lets you combine images and text for any social media platform to promote your business. There are thousands of free photos and design templates to help you get started today! Best of all, it's easy to use.

During this seminar, participants will learn how to make designs of various sizes and types, find engaging images, compose stunning layouts and add impactful text.

## **Entrepreneurial Ethics – Doing Well by Doing Good. The Pandemic Version (BACD)**

Date and Time: Thursday, November 19 3:00 pm - 4:30 pm

Address: Webinar

In this seminar, sources of ethical challenges will be explored, and approaches to developing thoughtful solutions will be suggested. The audience will be invited to discuss several business case scenarios.

## **Brilliant Catalyst 2nd Anniversary Event**

Date and Time: Thursday, November 19 5:00 pm - 6:30 pm

Address: Webinar

Two years ago the Brilliant Catalyst officially opened its' doors to the Ontario Tech community. This event celebrates the accomplishments of our program participants and is a way for us to thank our ecosystem partners, internal champions, and program participants who have made Brilliant a resounding success.

## 20 Creative Content Ideas for the Holiday Season

Date and Time: Thursday, November 19 5:00 pm - 6:30 pm

Address: Webinar

Preparing your marketing campaigns for the holidays is all about standing out from the crowd.

One of the best strategies to stand out from your competition is through holiday content marketing!

Content marketing can seem like it requires a big-time investment, but there are some easy, actionable ways you can build out your holiday content strategy that will ensure your customers are engaged and excited to be shopping with you.

In this workshop, Orzala will share 20 creative content ideas that are quick, easy, and budget-friendly to fill up your content calendar this holiday season!

## Startup Grind In Conversation with the inspirational Anthony Lue (Spark Centre)

Date and Time: Thursday, November 19 6:00 pm - 8:00 pm

Address: Webinar

Join us at Startup Grind on November 19 as Anthony Lue tells his remarkable story of overcoming adversity with incredible motivation, drive and passion. From his personal story of resilience and determination and the chapters yet to come, to his advice for achieving your own goals despite life's challenges, Anthony's positivity and attitude towards life will leave you with a lasting message of perseverance that will inspire and encourage you to face, and overcome, your own obstacles.

## Friday, November 20, 2020

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### Do It In Durham – Meet us in the lobby!

Date and Time: Friday, November 20 8:30 am - 8:45 am

Address: Webinar

Meet us in the lobby!

From Nov 17th – Nov 20th we will be going LIVE on Facebook to talk recap previous day Do It In Durham Events, and what's to come!

Tune in every morning between 8:30am – 8:45am.



## **Virtual Bright and Merry Market**

Date and Time: Friday, November 20 9:00 am - 5:00 pm

Join us on line for a Virtual Bright and Merry Market at [www.oshawa.ca/merry](http://www.oshawa.ca/merry). Activities to do, links to vendors and partners, videos to watch. Check out the Share your Holiday Spirit campaign and enter the Outdoor Holiday Display Contest or donate to a local food drive. Let the festivities begin!

## **HR Fundamentals (Spark Centre)**

Date and Time: Friday, November 20 9:00 am - 10:00 am

Address: Webinar

Companies face increasing challenges trying to understand and stay current on the ever-changing legislative requirements, especially as we are all navigating through a pandemic. Even at the best of times, the world of HR can sometimes be overwhelming and difficult to navigate on your own but knowing where to start is half the battle! Developing and executing your HR Fundamentals lays the critical foundation you need to establish the building blocks required to successfully scale your business.

## **mNetworking (Whitby Chamber)**

Date and Time: Friday, November 20 9:00 am - 10:30 am

Address: Webinar

Join us and the Town of Whitby for a virtual mNetworking session. Each event will focus on a different business theme presented by Town of Whitby staff. This month's topic is Economic Development at the Town of Whitby.

## **Business Booster Shot: Emerging stronger, together.**

Date and Time: Friday, November 20 9:30 am - 11:30 am

Address: Webinar

Investigating how networking and co-operation helped businesses in North Durham stay afloat. Panelists revealing what they did to survive.

## **Durham Region Roundtable on Climate Change Meeting**

Date and Time: Friday, November 20 10:00 am

## **The Hissing Folly**

Date and Time: Friday, November 20 10:00 am - 4:00 pm

Address: 143 Simpson Avenue, Bowmanville, L1C 2H9

*The Hissing Folly* looks at Durham Region's ecological landscape and poses critical questions around human relationships with invasive species, specifically phragmites (European common reed). Phragmites is a perennial grass that spreads quickly and out-competes native species for water and nutrients. This plant has been damaging ecosystems in Ontario for decades including areas of Clarington and the wider Durham Region.

## **Driving Forces: The Keys to Durham Region's Smart Mobility (Durham Regional Technology Development Site)**

Date and Time: Friday, November 20 10:30 am - 12:00 pm

Address: Webinar

If you have autonomous tech and smart mobility solutions, this is one event you won't want to miss!

On November 20th, as part of #DoItInDurham, the Driving Innovation Series presents DRIVING FORCES: THE KEYS TO DURHAM REGION'S SMART MOBILITY.

This event is jam-packed with a wide range of affluent experts, resources and advocates for entrepreneurs and startups with innovative technology— from funding, programming and support, to expertise from leaders in the field!

Stay tuned for our exciting line-up!

## **Developing Effective Business Systems (BACD)**

Date and Time: Friday, November 20 11:00 am - 12:00 pm

Address: Webinar

Developing Effective Business Systems: Working ON your business, rather than IN it. This topic will discuss how business owners can create effective business systems, which will have them working on their business, rather than in it, thereby creating the time and money freedom they desire.

## **Time for Change, Time for Focus**

Date and Time: Friday, November 20 12:00 pm - 1:00 pm

Address: Webinar

We have been presented with the world's biggest change, meaning our business goals and our value system within our business did too. Likely, you have already or are about to pivot your business around these changes.

Maybe you are:

- Wanting to take massive action and create super clear and concise goals around these new changes?
- Wanting to create super trajectory towards clear milestones in your new goals?

This interactive workshop will help you bring high impact structure and track-ability into your new business goals for your newly developed goals.

## **Transform your Home Office: From Chaos to Clarity**

Date and Time: Friday, November 20 1:00 pm - 2:00 pm

Address: Webinar

Are you working from home now, and having trouble adapting your home space to accommodate your work or business? Is the chaos of homeschooling and having the fridge being just steps from your workspace stressing you out?

Join us for this FREE digital event that focuses on empowering those working from home by providing them with the information and steps they need to create a home office space that is functional and efficient.

We will be covering how to determine your budget, redesigning your existing space, renovating and the option of adding more space by investing in adding a legal 2nd suite to your home.

## **Durham Nuclear Health Committee Meeting**

Date and Time: Friday, November 20 1:00 pm

## **Joe Roberts – Back by Popular Demand!**

Date and Time: Friday, November 20 2:00 pm

Address: Webinar

Back by popular demand Joe Roberts, From Skid Row to CEO, will be discussing how although what we may be going through is different, scary, or confusing the important aspect is what you are going to do about it?

It is time to connect to the greater purpose – Why am I doing what I am doing?

## **See You on the Internet: Avery Swartz's Tips for Digital Marketing**

Date and Time: Friday, November 20 3:00 pm - 4:30 pm

Address: Webinar

Building a solid online presence for your business is more important than ever. Join Avery Swartz, author of See You on the Internet, for this fun presentation on how to grow your brand online without spending a ton. Avery will go over the marketing planning framework she uses with all her clients, and then share tricks and tools for effectively marketing your business online. You'll walk away with a handful of resources, templates you can reuse, and a list of fun ideas you can try.

Exclusive offer: 100 attendees will receive a free e-book of "[See you on the internet](#)" by Avery Swartz. (must be registered and attend the event).

## **UnWined Event – Relax and Network**

Date and Time: Friday, November 20 4:30 pm - 6:00 pm

Address: Webinar

What a week! Come out and end Do It In Durham week with us. Grab your favourite beverage and network with local entrepreneurs.

### **UnWined Event – Relax and Network**

Grab a glass of your favourite beverage for an informal networking evening to celebrate a wonderful week of business activity.

This is an opportunity to relax, share a laugh, support one another and to celebrate another year of Do It In Durham. Let's celebrate our victories together and forget about COVID for an hour or two!

There will be fun giveaways and sessions to get to know each other better.

This event is held during 'Do It In Durham Week'.

Now in its 8th year, 'Do It In Durham' is a major part of the Durham Region business calendar. It is our collaborative series of events held during Global Entrepreneurship Week (GEW). It is brought to you by local businesses and organizations who are already 'Doing it in Durham!' Global Entrepreneurship Week is where we celebrate the job creators, innovators, entrepreneurs and businesses GLOBALLY in over 170 countries.

## **Saturday, November 21, 2020**

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### **Virtual Bright and Merry Market**

Date and Time: Saturday, November 21 9:00 am - 5:00 pm

Join us on line for a Virtual Bright and Merry Market at [www.oshawa.ca/merry](http://www.oshawa.ca/merry). Activities to do, links to vendors and partners, videos to watch. Check out the Share your Holiday Spirit campaign and enter the Outdoor Holiday Display Contest or donate to a local food drive. Let the festivities begin!

### **The Hissing Folly**

Date and Time: Saturday, November 21 10:00 am - 4:00 pm

Address: 143 Simpson Avenue, Bowmanville, L1C 2H9

*The Hissing Folly* looks at Durham Region's ecological landscape and poses critical questions around human relationships with invasive species, specifically phragmites (European common reed). Phragmites is a perennial grass that spreads quickly and out-competes native species for water and nutrients. This plant has been damaging ecosystems in Ontario for decades including areas of Clarington and the wider Durham Region.

### **Christmas Drive-Thru Tours**

Date and Time: Saturday, November 21 10:00 am - 4:00 pm

Address: Pickering Museum Village

Visit the museum this holiday season and experience the spirit of Christmas through the brand new Christmas Drive-Thru Tour. Journey back through the years to learn how our popular Christmas traditions started. Hear how Rudolph the Red Nosed Reindeer came to be and when his Christmas carol first started. End your tour with a safe-distanced visit with Santa Claus!

Tickets are timed entry, 10:00 am to 4:00 pm. Tour time is approximately 35 minutes. Pre-registration required in advance online or by phone at 905.683.8401. Cost per vehicle is \$20 plus tax.

## Sunday, November 22, 2020

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### Virtual Bright and Merry Market

Date and Time: Sunday, November 22 9:00 am - 5:00 pm

Join us on line for a Virtual Bright and Merry Market at [www.oshawa.ca/merry](http://www.oshawa.ca/merry). Activities to do, links to vendors and partners, videos to watch. Check out the Share your Holiday Spirit campaign and enter the Outdoor Holiday Display Contest or donate to a local food drive. Let the festivities begin!

### Christmas Drive-Thru Tours

Date and Time: Sunday, November 22 10:00 am - 4:00 pm

Address: Pickering Museum Village

Visit the museum this holiday season and experience the spirit of Christmas through the brand new Christmas Drive-Thru Tour. Journey back through the years to learn how our popular Christmas traditions started. Hear how Rudolph the Red Nosed Reindeer came to be and when his Christmas carol first started. End your tour with a safe-distanced visit with Santa Claus!

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## Monday, November 23, 2020

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### Virtual Bright and Merry Market

Date and Time: Monday, November 23 9:00 am - 5:00 pm

Join us on line for a Virtual Bright and Merry Market at [www.oshawa.ca/merry](http://www.oshawa.ca/merry). Activities to do, links to vendors and partners, videos to watch. Check out the Share your Holiday Spirit campaign and enter the Outdoor Holiday Display Contest or donate to a local food drive. Let the festivities begin!

## Find, target, engage & nurture buyers to grow your business (Oshawa Chamber)

Date and Time: Monday, November 23 3:00 pm - 4:00 pm

Address: Webinar

Join us with Facebook and Instagram! Monday, November 23 from 3-4p.m. listen to keynote speaker Alexia Belisle from Facebook Canada!

This is a member-only event. **To register you must be an active member of the Greater Oshawa Chamber of Commerce.**

## Tuesday, November 24, 2020

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### mMornings (Whitby Chamber)

Date and Time: Tuesday, November 24 9:00 am - 10:30 am

Address: Webinar

Interested in making connections and learning wealth planning strategies? Join us monthly for our mMornings series that provides our members with the opportunity to share their expertise with you

### Virtual Bright and Merry Market

Date and Time: Tuesday, November 24 9:00 am - 5:00 pm

Join us on line for a Virtual Bright and Merry Market at [www.oshawa.ca/merry](http://www.oshawa.ca/merry). Activities to do, links to vendors and partners, videos to watch. Check out the Share your Holiday Spirit campaign and enter the Outdoor Holiday Display Contest or donate to a local food drive. Let the festivities begin!

### BACD Business Fundamentals: Financials and Operations

Date and Time: Tuesday, November 24 9:30 am - 11:30 am

Address: Webinar

In this session we discuss Financials/Accounting and Operations. By understanding the accounting and financial principles and developing these operational strategies, you can create effective and efficient systems for running your business profitably and growing it.

Key concepts covered:

- Putting together a cash flow budget and a sales forecast
- Pricing your products & services
- Financial statements e.g. (Income Statement, Cash Flow and balance sheet)
- Tax deductible business expenses
- Banking and payment processing options
- Tips for record keeping
- Managing your library of knowledge
- Customer service flow and process

## 9-1-1 Management Board Meeting

Date and Time: Tuesday, November 24 9:30 am

## The Hissing Folly

Date and Time: Tuesday, November 24 10:00 am - 4:00 pm

Address: 143 Simpson Avenue, Bowmanville, L1C 2H9

*The Hissing Folly* looks at Durham Region's ecological landscape and poses critical questions around human relationships with invasive species, specifically phragmites (European common reed). Phragmites is a perennial grass that spreads quickly and out-competes native species for water and nutrients. This plant has been damaging ecosystems in Ontario for decades including areas of Clarington and the wider Durham Region.

## Christmas Market of Arts & Crafts

Date and Time: Tuesday, November 24 11:00 am - 5:00 pm

Address: 175B Queen Street, Port Perry

Over 30 artists with all original hand-crafted work. Paintings, sculpture, wood, glass, fibre, clothing, cards and decorations. You can shop in person or online. We deliver locally and can arrange for curbside pick by phone.

## Broadcast your business into 2021 (Oshawa Chamber)

Date and Time: Tuesday, November 24 1:00 pm - 2:00 pm

Address: Webinar

Learn the basics of recording and editing a video using just your smart phone! Listen to Communications & Marketing Coordinator, Emma Cachia, as she demonstrates the basics of creating engaging and professional content for your business. Gain the confidence and skills you need to start making your own videos in under an hour!

Download the video editing application, inShot, in preparation for the webinar. If you need a direct link for download please reach out to Emma at [communications@oshawachamber.com](mailto:communications@oshawachamber.com).

## **Accessibility Advisory Committee Meeting**

Date and Time: Tuesday, November 24 1:00 pm

## **Energy from Waste - Waste Management Advisory Committee Meeting**

Date and Time: Tuesday, November 24 7:00 pm

## **Downtown Brooklin Business Virtual Meet & Greet**

Date and Time: Tuesday, November 24 7:00 pm - 8:30 pm

Address: Webinar

Join us for this free networking opportunity with downtown businesses and property owners. Share information on what's working well for your business during COVID and any challenges or business support needs required. Learn about the Town's Economic Recovery Plan and how the Town is supporting the business community during this time.

## **Wednesday, November 25, 2020**

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### **Transportation Summit (Toronto Region Board of Trade)**

Date and Time: Wednesday, November 25 8:30 am - 5:30 pm

Address: Webinar

Addressing how we move goods in the region, question the cost of our transportation infrastructure, and how we can make transit truly regional.

### **Mental Health in the Workplace**

Date and Time: Wednesday, November 25 9:00 am

Address: Webinar

This seminar will discuss overall Mental Health in the Workplace (fact vs. fiction) as well as provide some tools on how to recognize Depression and Anxiety. It will also include how to access mental health resources in our community.

### **Virtual Bright and Merry Market**

Date and Time: Wednesday, November 25 9:00 am - 5:00 pm

Join us on line for a Virtual Bright and Merry Market at [www.oshawa.ca/merry](http://www.oshawa.ca/merry). Activities to do, links to vendors and partners, videos to watch. Check out the Share your Holiday Spirit campaign and enter the Outdoor Holiday



day Display Contest or donate to a local food drive. Let the festivities begin!

## **\*\*CANCELLED\*\* Food Safety Training & Certification**

Date and Time: Wednesday, November 25 9:00 am - 4:30 pm

Address: Regional Municipality of Durham Headquarters - Room 1G, 605 Rossland Road East, Whitby

One out of three Canadians will get sick from food this year. The cause is often mistakes made by food industry workers, who are responsible for preventing these illnesses. Education is an effective way to prevent illness.

Due to COVID-19, all food safety training courses have been cancelled and future course dates have been put on hold. We will not be accepting new registrations until further notice. [Please see a list of online food safety training options.](#)

## **\*\*CANCELLED\*\* Special Works Committee Meeting**

Date and Time: Wednesday, November 25 9:00 am

## **Regional Council Meeting**

Date and Time: Wednesday, November 25 9:30 am

## **BACD Start Up Session**

Date and Time: Wednesday, November 25 9:30 am - 11:00 am

Address: Webinar

This session gives an overview of the fundamental elements of success for every business (Business Concept, Marketing & Sales, Operations and Finance) and helps you get the steps needed to start successfully and on track to growing.

We will go through our Start Up Checklist and cover:

- The Business Idea and business model
- Validating your business idea through market research
- Business Registration
- Business Structures to consider
- Licenses and Permits
- HST requirements
- Start up funding
- Business Insurance
- Capital, Grants and Funding
- Name and Brand considerations

Date and Time: Wednesday, November 25 10:00 am - 4:00 pm

Address: 143 Simpson Avenue, Bowmanville, L1C 2H9

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## **Holiday Food Drive - Holiday Inn Oshawa and The Rotary Club of Oshawa**

Date and Time: Wednesday, November 25 11:00 am

Address: 67 Simcoe St N

The Rotary Club of Oshawa and The Holiday Inn Express & Suites Oshawa supports Feed the Need in Durham for a Holiday Food Drive!

Where: Holiday Inn Express at 67 Simcoe Street North (Entrance to parking lot on Richmond St & Ontario St.)

When: November 25th 2020 to December 16th 2020

Most Desired Items:

Canned Protein - Tuna, Salmon, & Peanut Butter

Fruits & Vegetables - Pasta Sauce, Canned Veggies, & Fruit Cocktails

Healthy Snacks - Crackers, Granola Bars, & Juice Bars

Breakfast Food - Jam, Hot / Cold Cereal, Pancake Mix, Syrup

Hygiene Items - Shampoo, Deodorant, Toothbrushes, Toothpaste

Kindly note that Holiday Inn Express is open 24 hours a day, but the doors remain locked for guest access only.

Please indicate that you are dropping off food for the Holiday Food Drive.

Thank you!

## **Christmas Market of Arts & Crafts**

Date and Time: Wednesday, November 25 11:00 am - 5:00 pm

Address: 175B Queen Street, Port Perry

Over 30 artists with all original hand-crafted work. Paintings, sculpture, wood, glass, fibre, clothing, cards and decorations. You can shop in person or online. We deliver locally and can arrange for curbside pick by phone.

## **BACD Business Plan Masterclass**

Date and Time: Wednesday, November 25 4:00 pm - 6:00 pm

Address: Webinar

Are you already in business and wanting to put together your business plan for growth or financing options?

**If you are new to business, start with our Start Up Session and Business Fundamentals.**

This hands on masterclass will take you through the steps of writing your business plan and financial projections. A business plan and financial forecasts are needed when applying for loans and funds and to provide clarity and direction in a business owner's journey.

This masterclass is for businesses who want hands-on help writing their own business plan. We will go through all the sections in the business plan as well as the cash flow document.

## Thursday, November 26, 2020

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### Virtual Bright and Merry Market

Date and Time: Thursday, November 26 9:00 am - 5:00 pm

Join us on line for a Virtual Bright and Merry Market at [www.oshawa.ca/merry](http://www.oshawa.ca/merry). Activities to do, links to vendors and partners, videos to watch. Check out the Share your Holiday Spirit campaign and enter the Outdoor Holiday Display Contest or donate to a local food drive. Let the festivities begin!

### Town Hall for the Business Community with Dr. Kyle

Date and Time: Thursday, November 26 9:00 am - 10:30 am

Address: Webinar

Join Dr. Robert Kyle, Durham Region's Medical Officer of Health, Dr. Pepi McTavish, Associate Medical Officer of Health, Durham Region Health Department and Lisa Fortuna, Director, Health Protection from Durham Region Public Health Department to learn more about COVID-19 regulations in the [Control -Red Zone](#) and potential impacts on workplaces and the local business community.

### The Hissing Folly

Date and Time: Thursday, November 26 10:00 am - 4:00 pm

Address: 143 Simpson Avenue, Bowmanville, L1C 2H9

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### Holiday Food Drive - Holiday Inn Oshawa and The Rotary Club of Oshawa

Date and Time: Thursday, November 26 11:00 am

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The Rotary Club of Oshawa and The Holiday Inn Express & Suites Oshawa supports Feed the Need in Durham for a Holiday Food Drive!

Where: Holiday Inn Express at 67 Simcoe Street North (Entrance to parking lot on Richmond St & Ontario St.)

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## Christmas Market of Arts & Crafts

Date and Time: Thursday, November 26 11:00 am - 5:00 pm

Address: 175B Queen Street, Port Perry

Over 30 artists with all original hand-crafted work. Paintings, sculpture, wood, glass, fibre, clothing, cards and decorations. You can shop in person or online. We deliver locally and can arrange for curbside pick by phone.

## A strong woman stands up for herself; A powerful woman stands up for others (Oshawa Chamber)

Date and Time: Thursday, November 26 1:00 pm - 2:00 pm

Address: Webinar

Gender equality in the workplace is not the same thing as diversity. Women's equality must include ALL women of all backgrounds, religions, sexual orientations, etc. Until we recognize race pay gaps, etc alongside gender pay gaps, women will never achieve equality.

## Friday, November 27, 2020

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### Downtown Whitby Java Jolt

Date and Time: Friday, November 27 8:30 am - 9:30 am

Address: Webinar

**Java Jolts have been moved online!** Thank you to our Java Jolt facilitators, Michelle Palma from PFSL Investments and Nicolee Evans from Element Mortgage Group, for organizing these on Zoom each week! Join the [Java Jolt Facebook Group](#) for more details.

### Virtual Bright and Merry Market

Date and Time: Friday, November 27 9:00 am - 5:00 pm

Join us on line for a Virtual Bright and Merry Market at [www.oshawa.ca/merry](http://www.oshawa.ca/merry). Activities to do, links to vendors and partners, videos to watch. Check out the Share your Holiday Spirit campaign and enter the Outdoor Holiday Display Contest or donate to a local food drive. Let the festivities begin!

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Date and Time: Friday, November 27 11:00 am - 5:00 pm

Address: 175B Queen Street, Port Perry

Over 30 artists with all original hand-crafted work. Paintings, sculpture, wood, glass, fibre, clothing, cards and decorations. You can shop in person or online. We deliver locally and can arrange for curbside pick by phone.

## **Saturday, November 28, 2020**

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### **Virtual Bright and Merry Market**

Date and Time: Saturday, November 28 9:00 am - 5:00 pm

Join us on line for a Virtual Bright and Merry Market at [www.oshawa.ca/merry](http://www.oshawa.ca/merry). Activities to do, links to vendors and partners, videos to watch. Check out the Share your Holiday Spirit campaign and enter the Outdoor Holiday Display Contest or donate to a local food drive. Let the festivities begin!

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## **Christmas Drive-Thru Tours**

Date and Time: Saturday, November 28 10:00 am - 4:00 pm

Address: Pickering Museum Village

Visit the museum this holiday season and experience the spirit of Christmas through the brand new Christmas Drive-Thru Tour. Journey back through the years to learn how our popular Christmas traditions started. Hear how Rudolph the Red Nosed Reindeer came to be and when his Christmas carol first started. End your tour with a safe-distanced visit with Santa Claus!

Tickets are timed entry, 10:00 am to 4:00 pm. Tour time is approximately 35 minutes. Pre-registration required in advance online or by phone at 905.683.8401. Cost per vehicle is \$20 plus tax.

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## Santa Claus Drive-Thru Parade

Date and Time: Saturday, November 28 5:00 pm - 9:00 pm

Address: Chestnut Hill Developments Recreation Complex

The Kinsmen & Kinette Club of Pickering presents the new Santa Claus Drive-Thru Parade: "Santa At The Drive-In". Applications to participate in the parade are available at <https://forms.pickering.ca/Forms/SCP2020>. Deadline to apply is November 6, 2020!

To watch the parade, register at [pickering.ca/greatevents](http://pickering.ca/greatevents) (starting Nov. 1)

## Sunday, November 29, 2020

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### Virtual Bright and Merry Market

Date and Time: Sunday, November 29 9:00 am - 5:00 pm

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### Juried Art Exhibition Fundraiser

Date and Time: Sunday, November 29 10:00 am - 4:00 pm

Address: 143 Simpson Avenue, Bowmanville

To celebrate the holiday times of 2020, we are proud to celebrate our creative community through our first ever Juried Art Exhibition and Fundraiser. This new community exhibition offers selected artists an opportunity to exhibit their work and win prizes, as well as help support the VAC in continuing to serve the larger Clarington community in the future.

### The Hissing Folly

Date and Time: Sunday, November 29 10:00 am - 4:00 pm

Address: 143 Simpson Avenue, Bowmanville, L1C 2H9

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## **Monday, November 30, 2020**

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### **Virtual Bright and Merry Market**

Date and Time: Monday, November 30 9:00 am - 5:00 pm



Join us on line for a Virtual Bright and Merry Market at [www.oshawa.ca/merry](http://www.oshawa.ca/merry). Activities to do, links to vendors and partners, videos to watch. Check out the Share your Holiday Spirit campaign and enter the Outdoor Holiday Display Contest or donate to a local food drive. Let the festivities begin!

## **Holiday Food Drive - Holiday Inn Oshawa and The Rotary Club of Oshawa**

Date and Time: Monday, November 30 11:00 am

Address: 67 Simcoe St N

The Rotary Club of Oshawa and The Holiday Inn Express & Suites Oshawa supports Feed the Need in Durham for a Holiday Food Drive!

Where: Holiday Inn Express at 67 Simcoe Street North (Entrance to parking lot on Richmond St & Ontario St.)

When: November 25th 2020 to December 16th 2020

Most Desired Items:

Canned Protein - Tuna, Salmon, & Peanut Butter

Fruits & Vegetables - Pasta Sauce, Canned Veggies, & Fruit Cocktails

Healthy Snacks - Crackers, Granola Bars, & Juice Bars

Breakfast Food - Jam, Hot / Cold Cereal, Pancake Mix, Syrup

Hygiene Items - Shampoo, Deodorant, Toothbrushes, Toothpaste

Kindly note that Holiday Inn Express is open 24 hours a day, but the doors remain locked for guest access only.

Please indicate that you are dropping off food for the Holiday Food Drive.

Thank you!

## **Christmas Market of Arts & Crafts**

Date and Time: Monday, November 30 11:00 am - 5:00 pm

Address: 175B Queen Street, Port Perry

Over 30 artists with all original hand-crafted work. Paintings, sculpture, wood, glass, fibre, clothing, cards and decorations. You can shop in person or online. We deliver locally and can arrange for curbside pick by phone.

<https://calendar.durham.ca>