

SKILL JOY

Okanagan College students come in among top in the country at Skills Canada national competition



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PARK-AND-PLAY

Marina under construction on Kamloops Lake will be ready in July



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KELOWNA

Private medical clinic proposed

For-profit centre will offer care for First Nations and all Canadians

BY GOODY NIOSI

When it's completed, the Westbank First Nation's (WFN) new 100-bed medical centre – a private, for-profit centre offering procedures that are covered by Canada's health-care system – will be the first of its kind in Canada.

The WFN proposes to build the facility in a 50-50 partnership with Ad Vitam Healthcare Ltd., a private corporation that will help acquire investment dollars in the project. Chief Robert Louie of the WFN said that, first and foremost, the purpose of the new facility is to speak to First Nations health issues across Canada.

"We don't believe these issues have been properly addressed," he said. "First Nations people have many medical complications over and above the norm ... with diabetes and heart disease – even to the extent of the youth committing suicide and our young ones twice as likely to die in their first



Artist's rendering of the proposed medical centre, with 10 operating rooms

year. We believe the health-care system is failing our people."

Louie says that the new facility will be available to anyone in Canada – and to people from other countries, as well.

Lyle Oberg, CEO of Ad Vitam Healthcare, says that the new centre has a large role to play in the local economy. He says an

estimated \$4 or \$5 billion dollars a year is spent by Canadians outside the country on health care.

"That does us, as Canadians, absolutely no good," he said. "There are no taxation benefits, no employment benefits – nothing at all. We feel this is something that will benefit Canadians in general."

The medical centre, with 10 operating rooms, will perform many procedures, excluding obstetrics, in-patient psychiatry and emergency room care. Oberg believes there will be no conflict with Health Canada and its universal medical plan. WFN has a direct

SEE MEDICAL CLINIC | PAGE 4

KAMLOOPS

Sustainability makes good business sense

Local companies find green initiatives work for environment and the bottom line

BY GOODY NIOSI

A&T Project Developments Inc. in Kamloops, one of the largest general contractors in the Thompson-Okanagan and known for residential construction, commercial projects and tenant

improvements, is just as big on sustainable practices as it is on completing notable buildings and developments.

The company joined the Climate Smart Business Inc. program in late 2011 when the City of Kamloops and Venture Kamloops brought it to the area.

A&T marketing and office coordinator Jen Barter said, "We thought it would be neat to find out how we could reduce our footprint, especially on the construction side of things."

Barter attended three information sessions over a six-month period. Each meeting inspired

her to delve deeper into ways the company could reduce, reuse and recycle. Working with a group of like-minded businesses also made a difference.

"There were a lot of strategies that we came up with," she said.

SEE SUSTAINABILITY | PAGE 4



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SUSTAINABILITY

CONTINUED FROM PAGE 1

"What might be waste for one company could be something that another company could take on and use for another purpose."

A&T had the unique challenge of working with two very different scenarios. One was the office environment with a staff of 10, and the other was the worksite with a flexible number of employees and site challenges.

On job sites, the company looked at the amount of fuel being used to ship materials and found sources for some supplies closer to Kamloops, thus eliminating some carbon emissions.

It also looked at new ways to recycle waste. One renovation project involved removing a number of metal beams.

"We didn't want to throw them in the dump because they'd just sit there for years and years," Barter said, adding that she found a company in town that picks up scrap metal for free and re-uses it either locally or in developing countries.

"It was a completely free service, and knowing that someone was going to re-use it was great," she said.

In the office, the company took on several energy-saving initiatives.

Climate Smart client adviser manager **Lyle Perry** says A&T had recently moved into a new building and, with that, came high energy efficiencies including a wall of windows that allowed the staff to work by natural light much of the time. Also, while the heat and lights in the office were programmed to be turned off at night, employees learned to turn the lights off when they weren't needed – for instance, in the boardroom after a meeting was finished. A&T's staff even goes so far as to unplug the computers at night.

"That's actually pretty significant in terms of energy savings," Perry said. "Policies like that eliminate what is called 'phantom power,' and it can be about 10% of a company's electricity bill. That may not sound like a lot but it can be a month of free electricity."

The company also found a



Jen Barter holds plans that will go to a kids' daycare for creative re-use

unique recycling method for its paper rolls of old building plans.

"We donate them to the daycares in town... for colouring and crafts," Barter said. "We could recycle them but this is a different way to give back to the community. It's kind of neat; when I pick up my son I get to see how they've re-used the plans for all kinds of different things."

Perry calls the day-care recycling initiative one of his favourites.

"The company seems to have a knack for finding things that reduce their emissions and costs and that also contribute to the local community," he said.

As the person responsible for purchasing supplies, Barter found ways to cut the company's paper use by 50%. The simplest solution was to do double-sided printing. A&T's investment in a new computer system also made a big difference. Instead of sending paper updates on projects, everything is now online.

"A lot of our communication is all done through this one central system now, and all of our employees use that," Barter said.

"We get our clients on board, too, as far as telling them about what's going on with their project – and that has been key. That has reduced the amount of impact we have but it has also increased the amount of communication and streamlining in our business."

She also keeps close track of hydro bills, aiming to reduce usage by 10%. Her latest analysis shows a 9% reduction so far.

"With everyone in the office sharing this common goal, it's neat to see that we actually have reduced," she said. "It's working... lowering bills for us while it's helping the natural environment that we're in. Maybe this will be a motivator for others to jump on board."

Nature's Fare Markets, a natural-foods store with locations in Langley, Kamloops and the Okanagan, started working with Climate Smart in 2011.

Through a period of growth where the company expanded its employee count by 36%, it was actually able to reduce its emissions by six metric tonnes by:

- reducing paper consumption by close to 80%;
- beginning to compost in its stores, resulting in an annual reduction of 20,000 kilograms of organic waste; and
- performing an extensive lighting retrofit and behavioural campaign, resulting in a 20% reduction of electricity use and expenses.

Kelowna's **Westwood Fine Cabinetry**, which creates award-winning cabinetry, has upgraded its lighting and worked on removing paper from its operations since first working with Climate Smart in 2012. The company has also implemented a comprehensive program that sees the majority of its wood waste diverted from the landfill, where it would break down into methane, a powerful greenhouse gas.

Owned and operated by the **Shaunessy and Oldfield** families since 1993, **Tinhorn Creek Vineyards** in Oliver has implemented emissions-reduction initiatives that Climate Smart considers a guide for best practices for vineyards throughout North America.

A Climate Smart-certified business since 2009, Tinhorn has reduced its overall emissions by 21% from 2008 levels while experiencing increases in sales and production volumes. By switching to a lighter wine bottle, the vineyard has saved \$28,000 annually while eliminating 5.5 tonnes of CO₂ emissions. It has also made improvements to pump efficiency, lighting technology and its drip irrigation system.

Tinhorn CEO and winemaker **Sandra Oldfield** has also cut down her business-related travel by successfully offering and delivering web-based wine-tasting sessions. ■

A WORK IN PROGRESS



WESTBANK

KAREN BEAUBIER

At the Westbank & District Chamber of Commerce's June luncheon, **Iain Black**, president and CEO of the **Vancouver Board of Trade (VBOT)**, provided an overview of the successes his organization is experiencing as he leads his team through a transition he calls "a work in progress."

Despite the vast membership base of VBOT versus our own, the challenges are common. We both want to provide value (that intangible entity every chamber struggles with) to make membership mean something, be relevant and be prominent within our community.

Our ultimate goal is to make it easy for our members to do business with each other and the chamber. As such, we're launching a new committee that will review policy and strategize accordingly. To make inroads with government, the policy process must be focused, co-ordinated,

consistent and current – challenging, but do-able.

When looking at regional and local issues we want to be proactive so that all business in the Okanagan can benefit. It's about doing what's right for the collective group and not focusing so much on who's right.

Key Business Awards

Programs and events must also be relevant in order to bring value to members, and one of the most important programs is the Key Business Awards.

With a July 21 deadline for nominations, which can be made through a form on our website, we encourage all Westside businesses to enter, whether your organization is a chamber member or not. This is an inclusive process that recognizes all businesses in our community.

You can also nominate your own or another company for the Key Business Awards. Being nominated is a great marketing tool that more businesses need to take advantage of, so we encourage self-nominations!

The Key Business Awards will be held September 19 at **Two Eagles Golf Course**. ■

Karen Beaubier is the liaison officer at the Westbank & District Chamber of Commerce. She can be reached at admin@westbankchamber.com.

MEDICAL CLINIC

CONTINUED FROM PAGE 1

nation-to-nation agreement and constitution with Canada and, therefore, cannot be penalized for running a for-profit private medical centre.

"After extensive legal opinions, we feel that we're well within the law and we'll do everything within the law to make sure this happens," Oberg said.

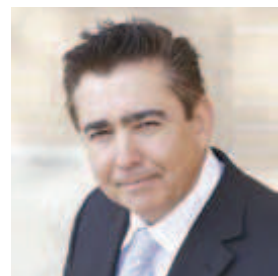
Louie, who expects construction to begin this October, says that he plans to fully apprise Premier **Christy Clark** of the WFN's plans as soon as possible.

He adds that, while the medical centre is a health investment in the local band, it goes beyond that.

"It will improve the quality of life not only from a health perspective but also from a business perspective," he said. "First Nations peoples are going to have the opportunity to administer their own health. In that philosophy and that pattern we're complementing the whole health system."

"We feel we're falling directly within the purview of what Canada and British Columbia and First Nations people want. Not to mention the fact that, hopefully, this will promote all kinds of employment opportunities."

The medical centre will provide about 400 jobs. **Mark McLoughlin**, president of Ad Vitam Healthcare, says that the new facility will be a big economic driver, not only for



Westbank First Nations Chief Robert Louie

the WFN but also for Kelowna. Along with that comes an increase in careers in the health-care field for First Nations youth.

"We're already seeing that," said McLoughlin. "A number of First Nations youth are directing their career paths to this opportunity. From an economic perspective this has trickled down – we're seeing excitement and opportunities."

Louie is confident that the new facility will be successful.

"We're associating ourselves with some of the most experienced and the best involved in the industry around the world," he said. "This is going to be reflective of what we intend to provide, and that is first-class, absolutely safe and the best the world has to offer in service and technology – we're really heavily focused in on that for anyone who wishes to use this facility." ■

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