



SURREY BOARD OF TRADE

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Surrey Board of Trade

SURREY RELOCATION GUIDE: Doing Business in Surrey

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- Providing data on all aspects of local infrastructure including highway and air connections, human capital and commercial real estate.
- Identifying real estate options including office space for new building construction in collaboration with local real estate firms.
- Business match-making.
- Developing contacts with foreign-owned companies.
- Connecting universities and colleges that offer customized training programs for new workers to match industry needs to curriculum development.
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- Conducting city tours.

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SURREY BOARD OF TRADE

Overview

Surrey's business landscape, growth opportunities and why it's a prime location for businesses

Surrey is known for being one thing: a powerful, progressive economic engine of Metro Vancouver in which to do business and invest.

It could be the largest city in British Columbia in the next 20 years. Surrey's population, which currently sits at almost 520,000, is projected to increase by an additional 250,000 people in the next 30 years. By 2041, one in five Metro Vancouver residents will live in Surrey. It has the highest median family income, it is centrally located between the commercial hub of Vancouver and the U.S. border (in fact, Surrey is a U.S. border city) and it is close to two international airports.

Surrey fosters a positive business environment and helps companies succeed—and as a result, over 16,000 businesses thrive here, from one-person independent firms to multi-national conglomerates.

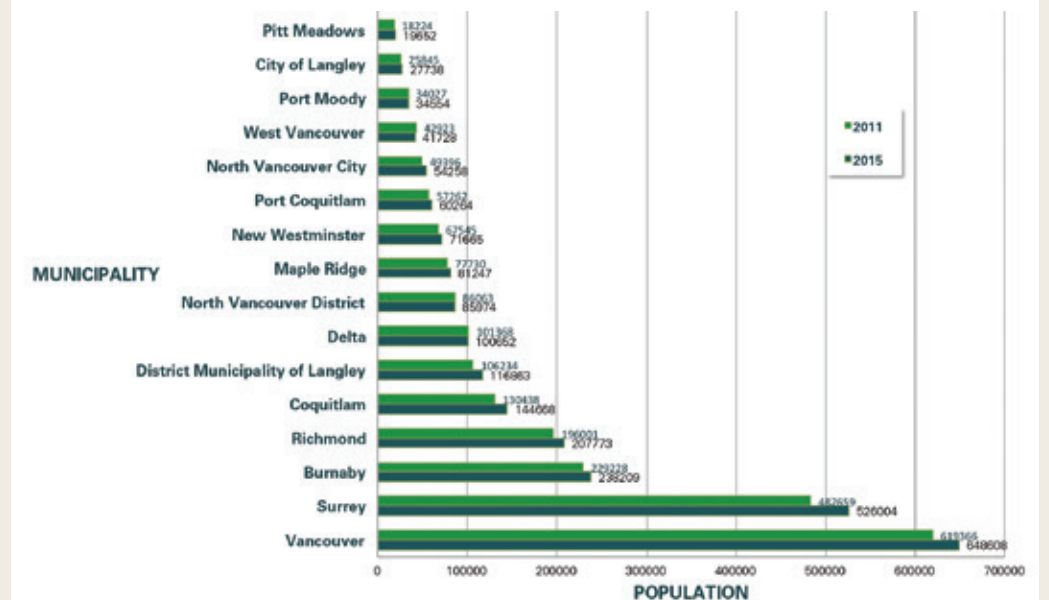
All the elements necessary for success have been carefully nurtured over the years, from pro-business government initiatives that have helped earn Surrey the mantle of being the best place in British Columbia to invest (according to the Real Estate Investment Network), to the infrastructure, amenities and lifestyle benefits that have resulted in the influx of 800 to 1,000 new residents monthly.

Balanced Tax Base

Many other factors explain Surrey's status as a business mecca: it has the lowest property taxes and the second-lowest business taxes in Metro Vancouver. Businesses make a significant contribution to the City of Surrey by paying taxes

WHERE SURREY STANDS WITHIN METRO VANCOUVER

Population by each municipality in Metro Vancouver (2011 v. 2015)



SOURCE: BC STATS

that fund community services and infrastructure. Surrey's target ratio for property tax revenues is 60 per cent from residential and 40 per cent from business; currently, the ratio is 70 per cent from residential and 30 per cent from business.

Growth – Construction & Development – Office Space

There's more. Surrey's large geographical size (316.4 square kilometres) has led to the development of one of the largest industrial centres within B.C.: altogether there are eight industrial parks within the city boundaries. Surrey has approximately one third of Metro Vancouver's undeveloped industrial land inventory.

Not surprisingly, an increasing number of head and regional offices are moving to Surrey's business parks and its new 600-hectare City Centre (the sparkling downtown core that has earned national media attention), including PwC,

McQuarrie Hunter, Citizenship & Immigration Canada and Fraser Health.

But the best aspect of Surrey as a place to do business is that its growth continues at a remarkable rate. For example, in each of the past five years, development has exceeded \$1 billion, and nine million square feet of commercial and industrial floor space was added during that time (in the same period there were almost 20,000 housing starts).

Moreover, Surrey's town centres and surrounding areas will see a population increase of over 300,000 people in the next three decades—and with new residents and new investment comes almost unlimited new opportunities for more businesses to thrive.

START OR GROW YOUR BUSINESS IN SURREY

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Why Choose Surrey for Your Business?

Surrey is a city of vibrant communities



(clockwise from left)
Campbell Heights
Business Park;
The Bell Centre for
Performing Arts;
Newton Athletic Park

Surrey is a business hub as well as a great place to live. Whether it's the urban environment, new City Centre or cultural ambiance, the city is attracting businesses and families alike. The vibrant communities located within Surrey's 316.4 square kilometres are:

CAMPBELL HEIGHTS: Campbell Heights Business Park covers a total of 1,900 acres. Surrey expects significant job growth in this high-end business park; projections estimate employment will increase by almost 300 per cent to approximately 20,500 over the next 30 years.

CLOVERDALE: Home to the Surrey Museum and unique heritage buildings, Cloverdale is a sought after location for filming.

FLEETWOOD: Fleetwood offers a bracing mix of farming heritage and retail, commercial and multi-family residential developments.

GUILDFORD: This neighbourhood is renowned for its retail corridors along 104 Avenue and 152 Street, and local businesses have good access to the freeway and are also well positioned in relation to Surrey City Centre.

NEWTON: Newton has the largest population of all of Surrey's town centres (over 120,000), as well

as the most ethnically diverse population. It is home to a variety of educational, recreational and cultural facilities, including The Bell Centre for Performing Arts, Newton Cultural Centre and Kwantlen Polytechnic University.

NORTH SURREY/CITY CENTRE: Simply put, this is the new downtown of Surrey, an outstanding achievement of planning and development, building Surrey's financial district that headquarters both Coast Capital Savings and Westminster Savings. Significant residential and commercial development in the immediate area has flourished. Surrey's downtown is home to a growing hospital campus with one of the busiest emergency rooms in Canada, the regional health authority corporate

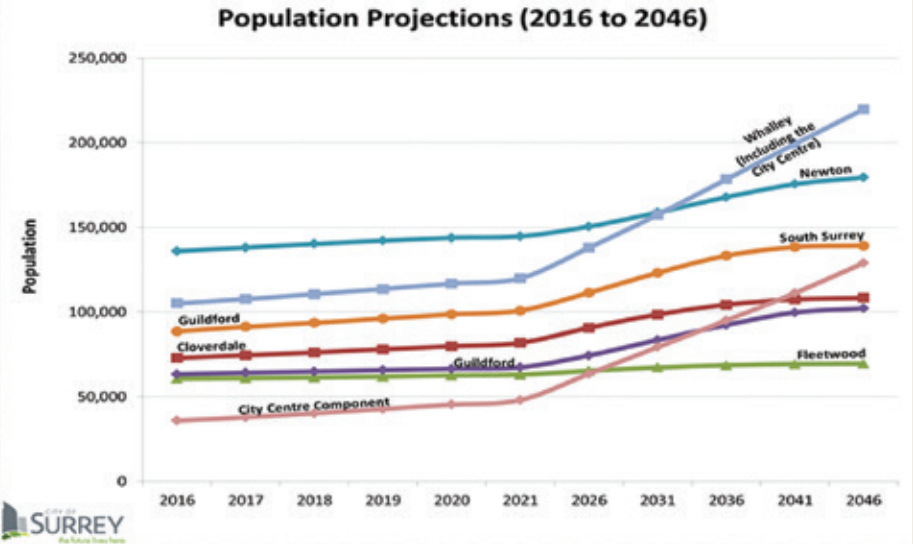
office and a health technology commercialization centre.

PORT KELLS: Located at the northeastern end adjacent to the Fraser River, this town centre has many industrial properties.

SOUTH SURREY: Development has created new shopping opportunities in close proximity to new residential neighbourhoods. South Surrey also offers convenient connections to the United States through the Peace Arch and Pacific Highway border crossings.

Utilities – Energy –Environment

All areas of Surrey are constantly being improved and refined, under strict environmental guidelines set forth by Surrey planners. For example, Surrey City Energy is a city-owned district energy utility that uses organic waste, geoexchange,



biomass and other green sources to supply high-density buildings in City Centre with heat and hot water. Green values govern all of the city's initiatives and are supported by locally

based utilities such as FortisBC, which recently partnered with Surrey's biofuel facility that will turn the city's organic waste into renewable natural gas.

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The Business Case for Relocating to Surrey

Tako J. van Popta, managing partner of McQuarrie Hunter LLP, on why relocating to Surrey is a smart business move



McQuarrie Hunter LLP managing partner Tako J. van Popta knows Surrey is a place where businesses can thrive

What's the secret to building a business with happy employees and healthy profits? A well-thought-out strategy is vital and strong leadership is important, but what about location? Tako J. van Popta of McQuarrie Hunter LLP, a leading Surrey-based law firm, discusses why relocating to Surrey makes perfect business sense.

For the past three years, the Real Estate Investment Network has named Surrey the best place in British Columbia to invest. In your opinion, what's driving this demand? There's an enormous influx of people heading east right now. The city of Surrey welcomes roughly 1,000 new residents each month. The biggest single factor is the availability of land in Surrey compared to other areas of Greater Vancouver. From my office window, I can see at least half

a dozen construction cranes putting up high-rise buildings. The growth we're seeing is amazing. Surrey is growing at an astonishing rate, and that opens up opportunities for businesses with the right vision. Six years ago, McQuarrie Hunter amalgamated its operations into one large law practice right here in the Central City Tower. South of the Fraser is where we dominate, but we still compete with some of the larger legal practices based in downtown Vancouver.

Surrey is known as a growing city with a lower cost of doing business. Beyond the associated cost efficiencies, why is relocating to Surrey a smart business move? There's a shortage of commercial and industrial land in the Lower Mainland, and that land is available in Surrey. Transportation links are important too, and Surrey has a lot to offer on that front: Highway 1 and the Port Mann Bridge have drastically improved over the past few years, and commercial transportation flows freely to and from Surrey by truck, rail or sea. Surrey isn't afraid to service that part of our economy. Surrey City Hall is very pro-business and pro-development; they want to build a great city, and that bodes well for businesses that wish to relocate here.

What about businesses with a cross-border presence, or those that cater to students and working professionals? Why is Surrey an ideal location for these types of companies? Surrey is close to the U.S. border, which is a distinct advantage for enterprises with U.S. and Canadian business dealings, or for those that wish to expand into the American market. Simon Fraser University also has a campus in the Central City Tower, and Kwantlen Polytechnic University is coming to downtown Surrey—this is great news for businesses that cater to younger customers. There's definitely a need for more restaurants and entertainment options for those who live, work and study in the area.

Let's talk about personnel. What makes Surrey an attractive place for business professionals to live and work? Housing is more affordable in Surrey than Vancouver, and it's a great place for young families to put down roots. Surrey is also very accessible by car or public transit. Even if employees live in Burnaby, New Westminster or Coquitlam, they can just hop on the SkyTrain and head down to Surrey. Surrey is no longer just the "bedroom suburb" that supplies Vancouver with employees. Surrey is on a steady growth trajectory to becoming a twin city of Vancouver.

McQuarrie Hunter LLP is a multi-practice, Surrey-based law firm that serves the needs of businesses, individuals and institutions in the Lower Mainland and throughout B.C.
McQuarrie Hunter LLP
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Industry Sectors

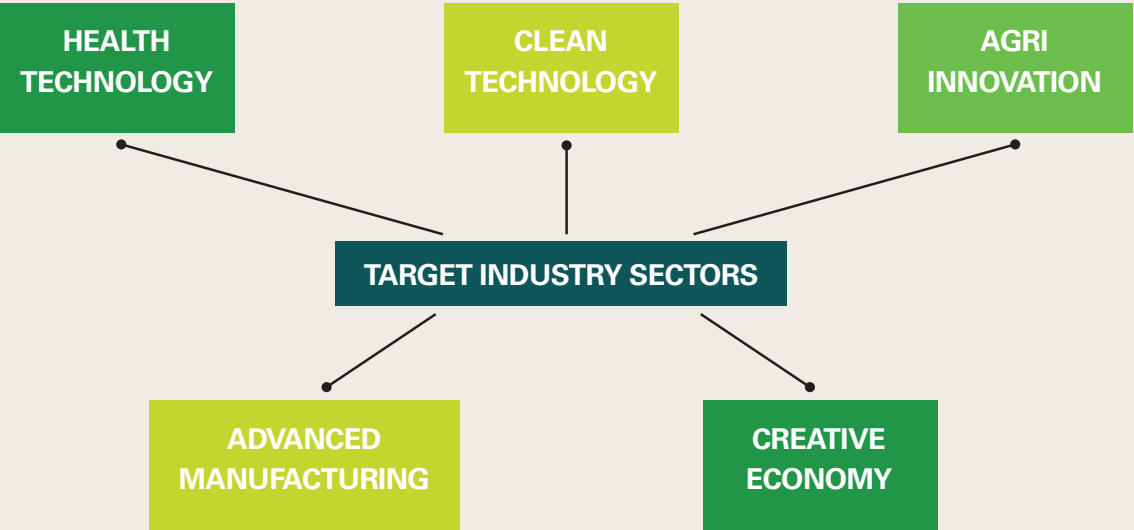
In Surrey, quality is as important as quantity when it comes to expanding its business landscape; so while the volume of its business portfolio is massive, industry diversity informs Surrey's economy.

This is why today Surrey is respected as much for its high-tech sectors as its agricultural industries, and is as famous for its clean energy and advanced manufacturing as its

world-class film and television production. Ten per cent of B.C.'s clean tech sector is located in Surrey, and Simon Fraser University is home to world-leading fuel cells and advanced materials. Foresight Cleantech Accelerator Centre, Powertech Labs, SFU Fuel Cell Research Lab, ECONewton and other leading companies are located in Surrey.

Key among these enterprises is the **advanced manufacturing sector**: nearly 24,000 of Surrey's labour force work here; and the manufacturing sector is incredibly important in providing the city's population with well-paid jobs.

Supply chain: Surrey has 8,000 commercial and industrial businesses that play a vital role as



suppliers of raw materials, goods and services in the ecosystem for local manufacturing companies.

Surrey's focus on cultivating a **clean energy industry** has already proven effective: it is home to green companies such as Wellons Canada, which provides biomass-fired green thermal energy systems. Surrey is home to multinational and small businesses, including Philips Healthcare, Starfish Medical, Conquer Mobile, Biomark Diagnostics, Cabian and Target Tape.

Meanwhile, **Surrey's Innovation Boulevard** is an agile partnership of health, business, higher education and government, aimed at creating new health technologies to improve peoples' lives.

It focuses on three areas: medical devices, independent living and digital health.

Surrey's agricultural sector strengths include the BioPod Initiative, which is an advanced BioPod Research and Demonstration Greenhouse providing testing space for new agricultural technologies. One third of Surrey's land base is within the Agricultural Land Reserve, providing significant opportunities.

Building a creative and cultural economy: A built collaboration between entrepreneurs and artists, traditional arts, digital and interactive media, film, dance, theatre and more. Skydance Media, a California-based media company responsible for recent films such as *Mission Impossible*, chose Surrey as another home, adding a new film and television production facility that houses five sound stages and accommodates a production staff of up to 400.

Long-range planning is a hallmark of Surrey governance, and on that score its Economic Diversification Strategy (EDS) guides Surrey's economy into its next phase by collaborating with businesses, universities, industry associations, governments and non-profits to identify and cultivate opportunities in strategic areas.

By focusing on health and clean technology, advanced manufacturing, agri-innovation, and creative technology, the EDS will create a prosperous and resilient economy that supports a healthy community for Surrey's future.



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Park Boulevard Lights Up Surrey's Skyline

Concord's latest development poised to become a city centre landmark



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A thriving city centre is one of the reasons why new developments like Park Boulevard are eager to call Surrey home

It's "a modern, urban downtown core unfolding before our very eyes." That's how Grant Murray, senior vice-president of sales with Concord Pacific, describes the neighbourhood where a brand-new residential tower, Park Boulevard, will be opening soon.

And he's not talking about Vancouver or Toronto. This is Surrey, where the population has grown by over 100,000 in the past 10 years, where job creation is higher than anywhere in the Lower Mainland and where a diverse group of professionals, millennials and families are flocking en masse.

People come for the walkable, transit-friendly community—the development is conveniently next to the King George SkyTrain station—and the relatively inexpensive housing options. They stay for different reasons, though: Park Boulevard gets its name from ample nearby green spaces. Residents can picnic, cycle or jog alongside Holland Park and Quibble Creek,

take in summertime theatre in the park or head to world-renowned festivals, all within walking distance of their new home.

Surrey's booming city centre already boasts an impressive collection of sophisticated civic and commercial architecture. The latest and brightest addition will be Park Boulevard, Canada's first interactive, illuminated residential tower. An artistic light display will sparkle and shimmer up and down this 40-storey landmark when the Skytrain arrives at King George Station—a celebration of the city's prospering core and vibrant culture. Mirroring another Concord Pacific Development with a similar illumination concept, Principal Tower by Foster + Partners in London, England, Park Boulevard is poised to become a world-class development in its own right. "This is a prestigious hallmark of the community," says Murray, who notes that the lighting is only visible from outside. Residents can relax in their homes, while watching the

sun set over downtown Vancouver or the sun rise over Mount Baker.

Park Boulevard was designed to make access to outdoor and community space a seamless transition. Each unit has a balcony, and the large piazza at the core of the community features green space right out the door, as well as coffee shops, restaurants and other services. Surrey's Central City Shopping Centre is right across King George Boulevard, and Coast Capital's brand new retail space will be opening nearby soon.

Park Boulevard residents enjoy access to all the amenities: an indoor pool, sports lounge, meeting rooms, badminton court, gym—and even a bowling alley. This master-planned community is designed to be more than just a place to live. It's a place to work, play and build a family. With one- to three-bedroom suites available, there are plenty of options.

Park Boulevard has clearly been designed with the future in mind. It's located in a true transit hotspot. "You never have trouble finding a seat," quips Murray, who notes that it's the southern terminus of the SkyTrain, with a planned light rail transit development that will soon connect the rest of the Fraser Valley. Concord Pacific understands the importance of a clean future: a minimum 50 per cent of Park Boulevard's parking stalls will be equipped to power electric vehicles.

"Surrey is one of the fastest growing cities in Canada and a great place to invest in if you're looking to get on to the first rung of the real estate ladder," says Murray.

As the lights twinkle up and down Park Boulevard, residents will know they're at the centre of downtown Surrey's exciting development.

Transportation & Logistics



A cargo ship leaves Fraser Surrey Docks, which is a modern, multi-purpose marine terminal

Abbotsford International Airport.

Fraser Surrey Docks, a multi-purpose marine terminal, is the largest facility of its kind on the West Coast of North America. It maintains a large fleet of modern mobile cargo-handling equipment, with an on-site garage and maintenance facility as well as direct rail connections to the terminal by the Canadian National Railway, Canadian Pacific Railway, Burlington

(small vehicles only) and the adjacent Pacific Highway Crossing (commercial vehicles and small vehicles), both of which provide direct access to major highway transportation routes to and from the U.S.

Getting around Surrey itself without any hassle is vital, considering the huge volume of business transactions that occur within city limits. And on that score, infrastructure and service has evolved so that virtually every destination is easily accessible. The network of bus routes provided by Coast Mountain Bus Company (whose fleet is augmented by community shuttle routes, NightBus and HandiDARTS) is comprehensive, while those who prefer to avoid vehicular traffic altogether have four SkyTrain stations to choose from.

For motorists commuting to other locales, there is the Trans-Canada Highway, Highway 99, Highway 91 and Highway 15.

No matter the business need, Surrey has the transportation solution, and the city is addressing upcoming needs with various strategies, including a well-publicized plan for an at-grade light rail transit (LRT) originating from City Centre to connect to numerous other town centres and the City of Langley.

When it comes to transportation, Surrey can truly be called well-connected, boasting ample distribution channels via rail, highway, border crossings and the second- largest shipping port in North America; plus, it's a quick drive from the Vancouver International Airport and

Northern Santa Fe Railway (BNSF) and Southern Rail of British Columbia.

Surrey is close in proximity to international customers, being conveniently situated just 30 minutes from the Vancouver International Airport, 20 minutes from the Abbotsford International Airport and 15 minutes from Boundary Bay Airport.

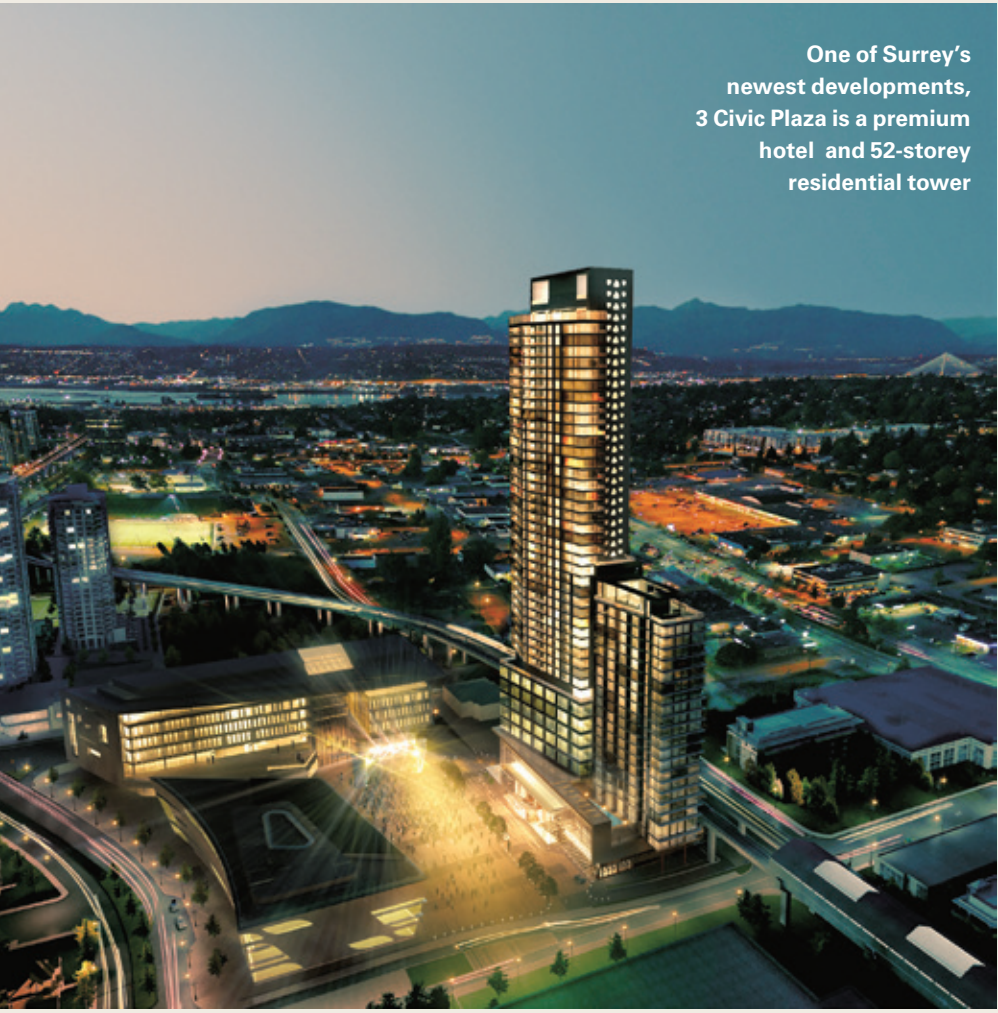
As for border crossings, Surrey is home to two of the biggest in the province: Peace Arch Crossing

Innovation & Entrepreneurship

Surrey can accurately be viewed as a place where innovation abounds, thanks to collaboration across a wide range of constituencies, including corporate leaders, start-up entrepreneurs, university leaders, faculty members, students, investors and public officials.

Over the years, Surrey has become recognized as a breeding ground in which academic research is developed into commercial reality, and where business processes are constantly refined—as proven by companies such as FortisBC, Cannatronix Innovations Inc., Green Earth Biofuels and Micromatter Technologies (all past nominees for the Surrey Board of Trade's Innovation Awards).

"It is Surrey's innovative companies that will meet the challenges of the new economy, expanding opportunity in this great city and improving lives around the globe," says Anita Huberman, CEO, Surrey Board of Trade.



One of Surrey's newest developments, 3 Civic Plaza is a premium hotel and 52-storey residential tower

Education – Research & Development – Human Capital

KPU Tech houses the Faculty of Trades and Technology, which trains apprentices in related trades such as building maintenance, industrial engines and equipment parts, industrial warehousing, millwrighting, welding, carpentry and electrical.

But innovation and entrepreneurship alone don't guarantee a thriving business climate: new talent is also a fundamental ingredient. One third of Surrey's residents are under the age of 19, and higher learning institutions like Simon Fraser University's Surrey City Centre campus have evolved to ensure that they are well-prepared to seize the opportunities arising from future growth (part of the education process involves students honing their skills in partnership with companies such as Ballard Power).

Also, the Canadian Universities website lists 27 career colleges and trade schools located within the

city, offering courses in everything from business administration and web design to horticulture and healthcare.

As the fastest growing city in Canada with the largest industrial land base in the region, Surrey is regarded by companies from all points of the compass as their choice in which to do business. But that's only part of the Surrey success story.

Affordability

Just as companies are drawn to Surrey for its good tax rates, infrastructure and other incentives, the people in these companies are drawn by the city's affordability. Indeed, Surrey is widely viewed as a place where young people can still get their foot on the first step of the property ladder. And with an eye to the future, Surrey's Affordable Housing Strategy was developed to identify specific needs, local market conditions and initiatives that will maintain

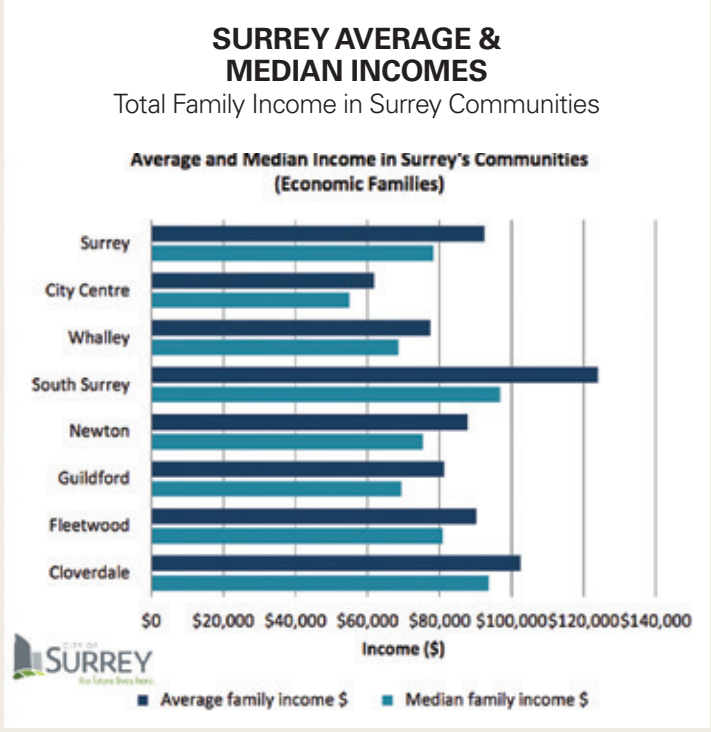
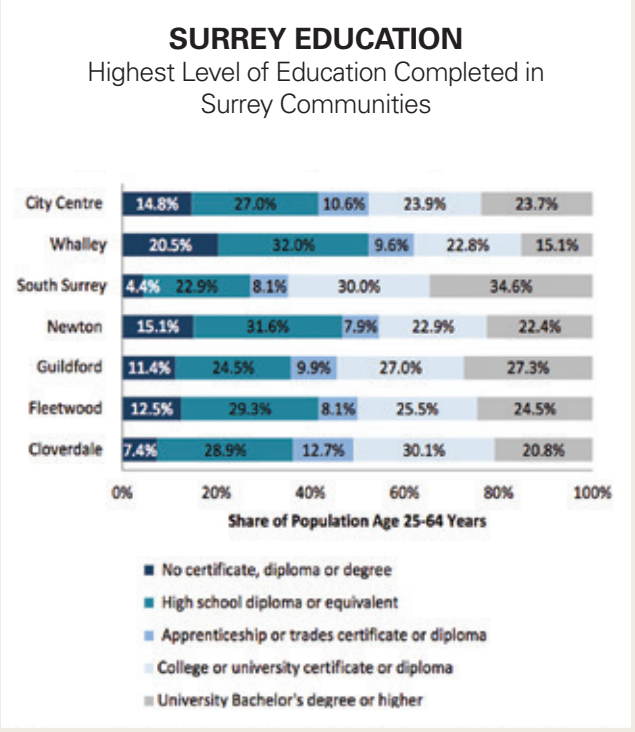
the city's status as a desirable home for owners and renters alike.

Livability

Surrey's Public Safety Strategy is a living document that creates action plans to prevent and reduce crime, ensure safe places, build community capacity and support vulnerable people—thanks to the input of city staff, community organizations and residents. This enhances Surrey's livability.

Capping all this are the retail, recreational and cultural amenities of Surrey's neighbourhoods, combined with 2,300 hectares of park and open space. From forest reserves to agricultural land, from urban to industrial areas and from beachfronts to mountain vistas, Surrey truly has something for everyone.

The future success of Surrey couldn't be more assured—or exciting.



2011 CENSUS AND CITY OF SURREY

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