

SURREY BUSINESS NEWS

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Showcasing Surrey's Industry Innovation



ECONOMY

Canada's Treasury Board Minister visits Surrey



Surrey Board of Trade - Attracting and Supporting Business! LOOK INSIDE



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WHY JOINTHE SURREY BOARD OFTRADE?

SURREY BOARD OF TRADE attracts business to Surrey and supports business in Surrey. We provide businesses and organizations with economic opportunity, workplace development and education, international trade, government advocacy and business connections. We believe that transportation and



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SURREY BOARD OF TRADE



COMMUNITY











SURREY – WHERE BUSINESS HAPPENS!

Surrey Entrepreneur Showcase



Kathie-Lee Olson

The Surrey Board of Trade presented the Surrey **Entrepreneur Morning** Showcase, a series of events that features Surrey business leaders in different industries and business sizes Surrey has a vibrant entrepreneurship community. Let's learn from them — what worked and what didn't. The first showcase presented:

ENTREPRENEUR/DESIGN INDUSTRY Kathie-Lee Olson - Owner & Creative Director **Focused Interiors**

AN OVERVIEW:

- In 2015. Kathie-Lee graduated with a Bachelor's Degree of Interior Design from KPU's Wilson School of Design.
- Soon after graduating, she was hired by a design firm in Vancouver, but quickly realized that working for someone else was never going to make her happy.
- She had no formal business training, but she knew that her desire to work where, when and how she wanted was too great to let that stop her.
- In the months to follow. Kathie-Lee identified an untapped niche market



Larry Fisher

- where she could help realtors "show" buyers the interior design potential of a property - regardless of its current state!
- She invested all her energy into figuring out how she could make this a business, while leveraging her existing interests, strengths and skills.
- As a young entrepreneur, she learned how to run her business through mentorship, on-going market research and of course trial-and-error
- After a year in business, Kathie-Lee acknowledged that for her business to thrive, she needed to expand the services offerings to include homeowners and business owners as well. This meant radically evolving the already-established service offerings.
- The change in direction has proven effective. Focused Interiors has since grown to offer services to homeowners, business owners, realtors, contractors, builders and developers coast-to-coast.

WHAT SHE LEARNED:

No matter how much time and effort you invest into



Shelina Mawani

- something, always be open and willing to change directions.
- The needs of your clients will change – so be sure to change with them. Keep evolving your services.
- You don't know what you don't know - so have a mentor

2. DEVELOPMENT & **CONSTRUCTION INDUSTRY** Larry Fisher – Founder and **President, The Lark Group**

AN OVERVIEW:

- Had a job but the dream was to be an entrepreneur.
- Invested in a mobile home park to hold land.
- Had a dream, a vision. Had tenacity
- Worked at a job and ran a business at the same time.
- His family helped operate the business
- With a partner, invested in 20 acres of land on King George Boulevard and that was the path for a thriving commercial and industrial real estate industry husiness
- Leveraged mobile home
- Took three years.
- Did own construction work.
- Others approached him to develop his properties.

- Then went to another venture, a neighbourhood pub with a beer and wine
- Invested in hockey rinks in Surrey and Quebec.
- Three towers and more in Surrey's Health & Technology District.
- Doing business in Washington State.

WHAT HE LEARNED:

- Have fun and enjoy it.
- Have the courage to sell yourself.
- Don't give up.
- Get coaching.
- Accounting and marketing education are beneficial.
- Government needs to stop adding taxes and red tape burdens to business.
- Don't be greedy. Don't make money your God.

3. MANUFACTURING - FOOD PRODUCTS -**INTERNATIONAL TRADE** Shelina Mawani -Co-Founder, Nana's Kitchen and Hot Sauces Ltd.

AN OVERVIEW:

- Opened restaurant in 1999. Closed in 2000. Lost over \$100,000, then opened Nana's Kitchen and Hot
- Manufacturers of global

foods, producing mainly samosas.

ARD OF

- People questioned her passion when market was so saturated with samosa producers.
- Opened a 1,000 sqft. manufacturing facility.
- Experienced failure after failure
- Overdrawn every day at
- Two years passed before landing a major account - thought she won the battle.
- 2006 doing well.
- Then a new government rule require her to go through a new licensing system, cost over \$2 million.
- Overdrawn again.
- The bank told her to get out of facility with a third mortgage on her home and into line of credit.
- 2008 recession came.
- Persevered through: Conversation-Collaboration-Celebration.
- In 2013 hired a consultant best decision.
- Organizational pathways created leading to debt fully re-paid, and now a profitable business.
- Voted 11 most successful businesswomen in BC.
- Now makes 25,000

samosas a day with a workforce of 60.

WHAT SHE LEARNED:

- Don't be afraid to say if you are not doing well.
- Network and ask for help.
- Give more expect less. Be there to help each other.
- Don't remind yourself of mistakes.
- Remember to celebrate and aspire still to be greater
- The little successes will take you to the next level.
- Remember your family.
- Don't forget yourself, your values, your health. Remember your staff who
- stood by you. Think very carefully before
- you take a leap. Sell yourself.
- When people tell you to give up, challenge it.
- See success through failures.

Moderated by Likky Lavji of Dante Group.

Supporting Sponsor: Futurpreneur Canada.

Next Surrey Entrepreneur Showcases are on May 31 and September 13 from 7:30 am-9:30 am at Civic Hotel. businessinsurrey.com

Surrey Board of Trade Confident that Public Safety Minister Farnworth Will Give a Sound and Effective Approach in Evaluating Surrey's Policing Transition Plan



On Monday, April 15, 2019, the Surrey Board of Trade met with BC's Solicitor General and Public Safety Minister, the Honourable Mike Farnworth, and other representatives at the Vancouver Cabinet office to discuss Surrey's policing

"The Surrey Board of Trade reiterated our position in support of keeping the Surrey RCMP, harnessing existing resources, creating a holistic model for public safety that not only included the RCMP but other supports for youth, mental health, and more," said Anita Huberman, CEO,

Surrey Board of Trade.

The Surrey Board of Trade discussed public engagement, cost impacts to business taxpayers, public safety as it relates to business sustainability and attraction, interim issues on technology, and training.

"After speaking to Minister

Farnworth, it was made very clear to us that there will be a considered and thoughtful provincial process to evaluating Surrey's policing

"The Surrey Board of Trade looks forward to reviewing Surrey's policing plan."

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SURREY – WHERE GOVERNMENT DECISIONS IMPACT THE ECONOMY

Surrey Board of Trade Pleased with Legislation to Eliminate Medical Services Plan But Focus Needed Now to Revise Employer Health Tax Payroll Threshold

The BC government introduced legislation that sets the stage for the elimination of Medical Services Plan (MSP) premiums on January 1, 2020. MSP is the provincially insured health-care benefits, which is billed in monthly health-care premiums.

"The Surrey Board of Trade advocated for the elimination of MSP," said Anita Huberman, Surrey Board of Trade CEO

"But now, the Surrey Board of Trade wants the BC Government to revise the Employer Health Tax payroll threshold.

The Employer Health Tax (EHT) is levied on employers with payrolls over \$500,000. The tax, which increases with

an employer's payroll costs, is expected to generate almost \$2 billion of annual revenue in 2019/20. It will replace the revenue from MSP premiums, which are currently being phased out (although for 2019, both the MSP and EHT will be in force at the same time creating double - taxation).

About 98% of BC businesses are classified as small businesses, meaning they have fewer than 50 employees. Businesses are being impacted with additional bottom line erosion with not only the EHT but also other layered taxes related to carbon tax, minimum wage increases, CPP increases, and challenges related to other global pressures.

Small businesses have

payrolls generally of more than \$500,000.

"There needs to be an opportunity for dialogue to increase the EHT threshold to \$1 million or more, or to re-examine EHT entirely."

Employers view payroll taxes as part of the overall compensation paid to workers. As these taxes increase, there's less money available

for wages and benefits for employees as well as investments in innovation, expansion and tools that improve worker productivity. Therefore, over time, wages will not grow as fast as they would otherwise without a payroll tax. So workers ultimately bear the cost of payroll taxes through reduced

Surrey Board of Trade Says First Provincial Poverty Strategy A Good Step Forward



British Columbia's first Poverty Reduction Strategy was announced in Surrey, BC. #TogetherBC, outlines programs and initiatives that will help reduce overall poverty in the province by 25%, and cut child poverty in half, over the next five years.

"The Surrey Board of Trade, nominated by the BC Chamber of Commerce and appointed by the Ministry of Social

Development and Poverty Reduction, was the only business association on the BC Poverty Reduction Forum. This stems from our previous leadership-oriented advocacy on poverty reduction from an economic lens," said Anita Huberman, CEO, Surrey Board of Trade.

"The announcement was a mix of previous and new initiatives, coalescing everything into one economic strategy to put a path forward to reduce poverty. It is not going to be easy, but one step at a time will hopefully lead to positive outcomes."

"Poverty reduction is economic development. Successful businesses drive growth, create jobs and pay the taxes that finance services and investment. Governments have a role in encouraging

responsible investment, and helping markets work better for disadvantaged people. This requires a focus on the long term, to ensure the measures we support now are aligned with the actions."

"Skills shortage remains an economic impediment not only locally, but nationally. We need all Canadians to receive the supports that they need and to ensure that they

have access to employment and entrepreneurial opportunities."

The BC Poverty Reduction Strategy's intention is to lift thousands of people out of poverty, create more opportunities to break the cycle of poverty and make it easier for people to participate in their community.

Using a 2016 baseline, the strategy aims to lift 140,000 people out of poverty, including 50,000 children. Further poverty reduction goals will be established as these targets are met. #TogetherBC ties together actions government has taken to increase affordability, increase access to opportunity and reduce poverty since 2017, under six priority areas:

- 1. affordable housing
- 2. supports for families, children and youth
- expanding access to education and training
- more opportunities for people
- improving income supports
- investing in social inclusion

A Poverty Reduction **Advisory Committee**

has been appointed to advise the Minister on matters relating to poverty reduction and prevention. This advisory committee includes advocates, experts, Indigenous peoples and people with lived experience from around the province.

"The Surrey Board of Trade looks forward to working with BC's Poverty Reduction Advisory Committee.'

Quick Facts (2016 Market Measure):

- British Columbia has one of the highest rates of poverty in the country and has for decades; it also has the second-highest overall poverty rate in Canada.
- About 40% of people living below the poverty line are working.
- BC's child poverty rate is above the national average, with approximately 99,000 children living in poverty in BC.
- Children who live in single-parent families are more than three times more likely to live in poverty than children in two-parent families.

Surrey Board of Trade Pleased with Launch of Expert Panel on Housing Supply and Affordability

Finance Minister Bill Morneau, BC Finance Minister Carole James and BC Municipal Affairs and Housing Minister Selina Robinson announced the creation of an Expert Panel on the Future of Housing Supply and Affordability.

"There are a number of Surrey Board of Trade housing policies that we have championed for years," said CEO Anita Huberman. "We have long advocated for investments in affordable housing, and more specifically, market rental housing to

ensure that businesses have the labour force that they need."

The Expert Panel will examine housing trends for rental and homeownership, exploring what can be done so that British Columbians can have further access to

housing that they need and can afford. The Expert Panel will be comprised of leaders and specialists in a range of fields with relevant expertise who will be jointly selected by the Canadian and BC governments.

"Purpose-built housing is one such solution that the Surrey

Board of Trade has advocated for. Additionally, there needs to be red tape reductions and innovative local government solutions to increase housing supply."

"The Surrey Board of Trade will be asking to interface with the Expert Panel and welcomes developed with stakeholders to identify and evaluate measures that could address the housing crisis. We want to do our part to assist the government in addressing the crisis and would welcome any partnership as it relates to tackling this issue."

the public consultation model



Missed Opportunities



Robert Levy

Considering it is less than a year until the next federal election, it's difficult to separate the politics from the most recent federal budget. Moreover, if there was a consistent message from the Canadian business community ahead of its release, it was the need to address the competitive financial landscape with the United States.

There was no shortage of names on either side of the political aisle, including former Bank of Canada Governor and Deputy Minister of Finance David Dodge (to a liberal government) that was urging the Federal Liberals to address the issue of tax competitiveness. Unfortunately, that opportunity has been missed.

William Robson, President and CEO of the C.D. Howe Institute summed up the Federal Government's spending as a government that "flings the big bucks in one direction while grabbing for loose change in the other." Beyond the criticism of the government's spending initiatives, it's the premise that their policies towards Canadian businesses have been in fact punitive.

That is the challenge for the Canadian economy. It's certainly no coincidence that the implementation of the US Tax Cuts and Jobs Act has been accompanied in Canada by continuous headlines of divestment from Canadian industry. It shouldn't be a surprise when oil majors

are selling Canadian assets (albeit, they are also influenced by other Canadian regulatory challenges).

The final point to make on the fiscal spending habits of the Federal Government, and certainly one to consider into the Fall election, is the willingness to be blind to a downturn in the domestic economy. Running a deficit near a percent of GDP is insignificant relative to a moderately expanding Canadian economy. However, following a decade of growth with the unemployment rate at 40-year lows, budgeting for a rainy day would be a well-considered idea.

Robert Levy, CKNW and Border Gold

Regulatory Reform: The Good, the Bad and the Ugly

Following the federal budget, Finance Minister Bill Morneau defended Canada's corporate tax regime and cited regulatory issues as a priority for dealing with Canada's competitiveness problems. The Minister was half- right. While there is no credible defence for our hopelessly outdated tax system, he was correct that Canada's regulatory systems have put Canada at a competitive disadvantage. As we outlined in a report a few months ago, Canada absolutely needs a comprehensive review of our uncompetitive, cumbersome and inefficient tax system. Given the Minister's post-budget assertion, it is an opportune time to take a quick walk through the good, the bad and the ugly of federal efforts to address Canada's regulatory competitiveness problem.

The good: In its November 2018 Fall Economic Statement, the Federal Government proposed an ambitious regulatory reform agenda, largely based off our recommendations in our May 2018 report, Death by 130,000 Cuts: Improving Canada's Regulatory Competitiveness.

The bad: Budget 2019 had little to no progress to report on fulfilling those Fall Economic Statement

The good: Both the Fall Economic Statement and the Budget stated the Federal Government will consider legislative changes to make regulatory efficiency and economic growth a permanent part of regulator mandates. This is

a key recommendation of ours and is one of the most important changes needed in the federal regulatory environment. Many regulators are currently not giving appropriate consideration to economic growth and competitiveness impacts in their decision making because they are not required to.

The bad: There is very little time left in the parliamentary calendar before the federal election for the government to actually introduce and pass new legislation.

The good: The Budget introduced the concept of 'regulatory roadmaps' and provided \$220 million in funding for three regulators (the Canadian Food Inspection Agency, Health Canada and Transport Canada) to make their regulatory systems more user friendly, to use novel or experimental regulatory approaches and facilitate greater regulatory cooperation and less duplication. **The bad:** If the activities listed as part of these 'roadmaps' sound like something all regulators should already be doing, it is because they should be. While the roadmap process will lead to regulatory improvements in these areas, businesses are looking for more than three regulators being given \$200 million in funding to do the work they are already supposed to be. The ugly: The job of leading federal regulatory reform falls to the President of Treasury Board, and the federal government started in 2019 by

shuffling three different Ministers in and out of

the role in three months. However, the instability at Treasury Board raises serious questions about the department and the Federal Government's ability to live up to its regulatory commitments.

What should Canadian businesses take from all this?

The good is that the Federal Government recognizes the regulatory problems confronting Canadian companies and has made a series of promises to start resolving them.

The bad is that most of these promises

have not been fulfilled. Canada's regulatory problems continue to be a serious problem for our economy, and there is little time left before this Fall's federal election to make substantive progress.

The hopeful is that all political parties put systemic regulatory reform at the center of their election platforms. This will position the Federal Government to start working with the business community on the first day after the federal

- Canadian Chamber of Commerce

June 29, 2019 Saturday 10 am to 4 pm Newton Arena Surrey

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THE C.D. HOWE FOCUS:

Bank of Canada Should Hold Overnight Rate at 1.75 Percent through October, Hike to 2.00 in a Year's Time Says C.D. Howe Institute Monetary Policy Council

The C.D. Howe Institute's Monetary Policy Council (MPC) has recommended that the Bank of Canada keep its target for the overnight rate, its benchmark policy interest rate, at 1.75 percent at its announcement on April 24, 2019, and maintain it at that level through the end of October. The MPC also recommended that the target rise to 2.00 percent by April of next year. The Canadian economy was recovering from a weak close to 2018, but did not expect robust growth of spending and activity for the balance

of this year. An overstretched consumer, policy measures that have damped the housing market, and continued disappointments in exports and business investment all figured in this subdued outlook. On the supply side, members cited slow capital formation and weak productivity growth, noting that the economy's productive potential will also grow slowly, implying little if any disinflationary output gap, and inflation continuing close to the Bank's target.

MARKETING OPPORTUNITY



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It is NOT an Ad or even an Advertorial (which is product-driven content). It is the creation and distribution of relevant, data-supported content to enhance business productivity and, importantly, it is useful information for SBOT members.

How does this benefit you?

By developing quality content for SBOT members and the business community of Surrey, you will attract attention, engage readers, and ultimately, acquire new clients. How? Business people are always seeking information and services to improve their productivity. By helping them find what they need, they want to connect with you.

Why not an ad?

Ads are very useful for selling your product or your service. The key word is "selling." Content marketing, on the other hand, is about sharing your expertise with our readers about what you think would work for them and why. You focus on their needs, you engage readers where they work, you draw them by telling a story, and you let them know you understand. And what could be more attractive to potential clients than to know you "get it"?

Why Surrey Business News?

Our newspaper is distributed to 2,400 members, 6,000 contacts, representing about 60,000 employees. It is mailed to 15,000 businesses in Surrey. It is available at all our events, online, and select stories are available on our newly developed blog. What are you waiting for? Start writing today!

FOR MORE INFORMATION CONTACT

Anita Huberman at 604.634.0342 Anita@businessinsurrey.com

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^{**}All prices are plus tax



SURREY – WHERE INTERNATIONAL TRADE HAPPENS

International Business Roundtable with Vibrant Goa, India Industry Leaders

F TRAD

The Vibrant Goa Global Expo & Summit takes place October 17 - 19, 2019. Vibrant Goa is offering the Surrey Board of Trade members three days free accommodation to attend the Vibrant Goa convention. The prime focus of the Expo is structured B2B connections and inclusive development in key areas such as innovation, sustainability, industries, technology, youth and skill development, knowledge sharing and networking. The Vibrant Goa Roadshow to Surrey was led by:

1. Mr. Rajkumar Kamat, President of the Vibrant Goa Foundation



- 2. Mr. Jagat Shah, Chief Mentor of Vibrant Goa
- 3. Mr. Pranav Agarwal, Eminent Industrialist of Goa representing the food industry sector

Thank you to Vivek Savkur,

President of the BC India Business Network for his leadership in bringing this international opportunity to Surrey.

Industry Sectors that should attend the October Expo are:



- Processing Building Material, Construction
- Real Estate
- **Emerging Technologies**
- Education
- Entertainment
- Light Engineering
- Pharmaceuticals and Bio-Tech
- Ship Building
- Tourism
- Wellness (Medical Tourism)

For more information on how to access international opportunities through Goa, please contact the Surrey Board of Trade Business & International Trade Centre melissa@businessinsurrey.com vibrantgoa.com

BC Ministers Enhance Trade and Investment Ties with Asia

A successful mission to Japan and Korea has concluded. generating opportunities for more jobs for British Columbians and a stronger economy. Bruce Ralston, Minister of Jobs, Trade and Technology, and George Chow, Minister of State for Trade, strengthened trade relationships during more than two dozen meetings and events on their recent six-day trade mission

"On this visit, we showed key people in these countries that the Government of British Columbia is committed to building our trade relationships and attracting new investors

to the province," said Ralston. "Increased exports mean better jobs for families. This mission will help create more opportunities across all of B.C." Mission activities focused on promoting new trade opportunities in Japan under the Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP) and in Korea through the Canada-Korea Free Trade Agreement (CKFTA). The Ministers' visit included a series of meetings with government officials and industry representatives to showcase B.C.'s potential in clean energy, clean technology, digital media,

information and communications technology (ICT), agrifoods and tourism.

Chow's mission program focused on promoting B.C.'s strengths in the agrifoods sector through a roundtable discussion with three Japanese agrifoods companies and through meetings with other companies, such as Costco Japan, Lotte Home Shopping and Elbon International in Korea. **Quick Facts:**

- Japan is B.C.'s third-largest trading partner, with \$5.1 billion in goods exports in
- 2018. • B.C.'s total exports to Japan
- are more than double that of

- the next leading Canadian province.
- The CPTPP went into effect in December 2018 for the first five countries to ratify, including Canada.
- South Korea is B.C.'s fourthlargest goods export market, with \$2.9 billion in exports in 2018.
- The CKFTA went into effect in January 2015, helping to strengthen B.C. and South Korea's thriving two-way trade relationship that totals billions of dollars every year - particularly in the natural resources, agrifoods and seafood, international education and technology
- sectors
- B.C. has 17 trade and investment representative offices in key markets around the globe, including six in East Asia, which supports business missions and trade events and help connect B.C. companies with new economic opportunities.



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Dave Hayer served as MLA for Surrey for 12 years

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SURREY - WHERE INDUSTRY ACTION HAPPENS

AGRICULTURE

Canada's Crop Sector Not Seeing Fair Share of CETA Benefits

The Comprehensive Economic and Trade Agreements (CETA) may offer Canada preferential access to the European Union by removing almost all tariffs, but the trade deal doesn't necessarily mean that Canadian exports aren't being blocked from entering the market by other means

A new report from the Canadian Chamber of Commerce, CETA Issue in Focus: Opening Opportunities for the Canadian Crop Sector, sheds light on how the EU still isn't fully open to Canadian crop exports.

"The Surrey Board of Trade supports the recommendations of this position paper especially as one third of Surrey's land base

is agricultural land representing a diverse and innovative agricultural and food-producing sector," said Anita Huberman, CEO, Surrey Board of Trade.

"It is clear that Canadian crop exports to the EU are not reaching their full potential because of a number of outstanding protectionist practices. Canada's trade numbers show an alarming disparity in CETA benefits between our crop sector and general merchandise trade," said Mark Agnew, Senior Director, International Policy and author of the report.

MORE: businessinsurrey.com/policy/international-trade

AGRICULTURE

BC Land Matching Program - Young Farmers

New and young farmers throughout B.C. are seeing results and getting agricultural land into production, thanks to the support of regional land matchers and the B.C. Land Matching Program, delivered by Young Agrarians.

"The challenge for young and new farmers entering the agricultural industry is acquiring affordable farmland that they can farm," said Lana Popham, Minister of Agriculture. "Since expanding the B.C. Land Matching Program last summer, we've seen successful matches throughout the province, ensuring more B.C. farmland is in production and helping secure our farming industry and food security for future generations."

After launching as a pilot in Metro Vancouver in 2016, the program expanded across southern B.C. in July 2018. Since 2018, the B.C. Land Matching Program has helped 19 new farmers and farming families connect with landowners in the province to sign farming agreements, with a total of 26.71 hectares (66 acres) brought into, or maintained in, agricultural production. The Province has committed \$375,000 in funding to build on the success of the program for the 2019-20 fiscal year.

MORE:

gov.bc.ca/gov/content/industry/agricultureseafood/programs/land-matching

CLEAN TECHNOLOGY & ENVIRONMENT

CleanBC Efficiency Rebates Make Saving Energy More Affordable

British Columbians making energy-saving improvements to their homes can save thousands of dollars with new CleanBC efficiency rebates.

"CleanBC efficiency rebates will save people money, create good jobs and help put B.C. on the path to a cleaner, better future," said Premier John Horgan. "Helping people keep their homes cooler in the summer and warmer in the winter makes sense, and the efficiency they're investing in will help B.C. reduce climate pollution."

The higher rebates are part of a significant expansion of incentives under CleanBC's Better Buildings program, which makes it easier and more affordable for British Columbians to choose energy-saving products and save money on home and business renovations.

The Province's CleanBC plan provides up to \$14,100 for a home and up to \$220,000 for a commercial business to switch to high-efficiency heating equipment and to make building envelope improvements, while saving energy and reducing greenhouse gases.

Financial incentives are available for a variety of measures, including replacing fossil

fuel (i.e. oil, propane or natural gas) heating systems with an electric air-source heat pump, improving insulation, upgrading to a highefficiency natural gas furnace or installing improved windows and doors that minimize heat loss. For example:

- People who apply for an incentive can receive up to \$3,000 (with additional incentives available in some municipalities) for replacing a fossil fuel (oil, propane or natural gas) heating system with an electric air-source heat pump (\$1,000 more than before).
- Homeowners planning to upgrade their windows and doors to more energy efficient models may access up to \$2,000 in incentives (\$1,000 more than before).
- Homeowners can also apply for up to \$700 in incentives for highest efficiency natural gas furnaces.
- Commercial building owners can receive up to \$20,000 to complete energy studies that identify cost-effective improvements to their building and up to \$200,000 for the improvements themselves.

MORE: BetterHomesBC.ca

FORESTRY

Surrey Board of Trade Pleased with Enhancements to BC's Forestry Sector

The BC government implemented initial amendments to the Forest and Range Practices Act. These amendments will support the health and sustainability of BC's forests and range lands, while strengthening public confidence in how these vital resources are managed

"A number of Surrey Board of Trade members in the forestry sector, and those that support this industry, will benefit from these amendments," said Anita Huberman, CEO, Surrey Board of Trade.

The Forest Sector Revitalization has five main goals:

- Rebuilding solid wood and secondary industries to ensure more BC logs and fibre are processed in BC
- Improving harvest performance to ensure

- more fibre is available for domestic mills, including the pulp and paper sector
- Maintaining a credible auction system by taking steps to ensure bids on timber sale licences are made independently
- Fostering stronger business-to-business relationships between BC Timber Sales, major licensees and First Nations
- Restoring public confidence through amendments to the Forest and Range Practices Act and auditing the private managed forest land regime

A public consultation will be held later this Spring to inform the government of further reforms to strengthen BC's forestry industry. **MORE:** news.gov.bc.ca/

releases/2019FLNR0053-000541

CONSTRUCTION

Skilled Labour Availability, Procurement and Productivity are Key Issues Across Construction Sector

The BC Construction Association indicates that B.C.'s construction industry continues to be the no. 1 employer in B.C.'s goods sector, with more than 242,000 people relying directly on construction for a paycheque. That's up 21% since 2014, and at 10% of the workforce, is more than any other sector, including forestry, mining, agriculture and fishing combined. As the sector and its role in the provincial economy continue to grow, skilled labour availability continues to be the top issue for most people regardless of age, labour affiliation, business type, or role in the industry. Productivity and procurement practices were also singled out at areas of concern.

KEY B.C. CONSTRUCTION INDUSTRY STATISTICS:

- Construction is the no. 1 employer in B.C.'s goods sector
- B.C.'s construction industry accounts for 8.7% of the province's GDP
- More than 242,000 people rely directly on B.C.'s Construction industry for a paycheque. That's 10% of the workforce (More than any other sector, and bigger than forestry, mining, agriculture and fishing combined.) (5-year trend: Up 21%)
- Number of credentialed tradespeople: 180,300
- Number of credentialed tradeswomen: 8,474 (4.7%)





Economic Future of Surrey

TD Tackles B.C.'s Economic Forecast - What's in Store for the Future and What it Means for Surrey



Tammy Rea

No longer can our city be viewed as "just a suburb to Vancouver." Surrey is the second biggest city in B.C. and according to the City of Surrey's website, could surpass the population of Vancouver by 2041. In order to understand the future for Surrey and what's to come, one must look at the economic health of the province. According to a report by TD Economics in March, B.C.'s economic growth has outperformed the national average since 2014, our labour markets are thriving, and investment intentions are strong. But it's up to the cities to attract investment to build communities for the future, which Surrey is excelling at.

According to TD economist Omar Abdelrahman, B.C.'s performance should remain above the national average over the next two years. TD Economics predicts that the economy has slowed to a still-decent two percent in 2018, although a weak housing market and changes in consumer spending may result in further moderation in growth this year. Abdelrahman explained, "The housing market has seen some weakness due to a combination of provincial and federal regulations, as well as past increases in interest rate. In addition, exports and trade may also face some nearterm downside risk due to ongoing global trade uncertainty."

But Abdelrahman indicated that the province's healthy investment intentions, strong labour markets and decent public finances should keep its performance above the national average, at least over the next few years.

Jobs and employment stability seem to be at the core of many political and civilian conversations lately, especially in Surrey and B.C. "B.C.'s labour markets are strong, and the province currently has the lowest unemployment rate in the country." said Abdelrahman. "This is indicative of a healthy economy and strong labour demand," he continued. Strong labour markets will help support consumer spending and partially offset some of the impacts of past interest



rate increases and slowing housing markets. To further support jobs in Surrey, in the February provincial budget the Surrey Board of Trade received close to \$200,000 in funding from the B.C. Government, Ministry of Social Development and Poverty Reduction, to deliver on a Surrey Workforce Strategy. The goal is to increase and diversify employment opportunities in Surrey over the next few years.

Non-residential investment should also provide support to B.C.'s economy going forward. On a provincial scale, construction on the LNG Canada terminal and the Coastal GasLink pipeline will boost the economy both from a jobs and GDP perspective.

Once an after-thought to Vancouver, over the last decade the city has been setting itself up as an emerging second downtown, with big developers and large-scale non-residential projects prioritizing their investments in the city. Even TD Bank recognizes Surrey as a cultural hub of BC with 14 branches throughout to meet the growing needs of new businesses, first time homebuyers and other diverse Surrey residents flocking to the city. The City Centre also houses a City Hall, a City Centre mall, an SFU campus two Expo line SkyTrain Stations and the Surrey Memorial Hospital. All signs of a city motioning towards exponential development.

This is a sponsored article by:



Canada's Treasury Board Minister Focuses on Surrey



The Surrey Board of Trade was pleased that President of the Treasury Board and Minister of Digital Government, Joyce Murray visited their offices for a business roundtable dialogue on several economic issues of importance to

Discussion items included:

Canada's tax reform, regulatory reform, the difference between Treasury Board proper

and Treasury Board of Canada, infrastructure and transportation investments, cyber crime, regulatory modernization council, reducing interprovincial red tape, workforce/market rental housing, artificial intelligence, data and privacy protection, open government, money laundering and enforcement.

These discussions are a benefit of Surrey Board of Trade membership.

















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SURREY BOARD OF TRADE - AROUND THE CITY & REGION



SURREY – WHERE SOLUTIONS HAPPEN!Surrey Board of Trade Policy Coordinator Jasroop Gosal at the B.C. Poverty Reduction Consultation in Surrey.



SURREY - WHERE DANCE & MUSIC HAPPENS!

XBA's International Dance Festival at Surrey City Hall.

Surrey Board of Trade was proud to sponsor such a modern dance festival.



SURREY - WHERE SPORTS HAPPENS!

Surrey Board of Trade Chief Operating Officer Indra Bhan at the WBSC Softball Olympic Qualifier - Americas - in Surrey for Team Canada on the Road to Tokyo. With Greg Timm of Pacific Customs Brokers, and City of Surrey Councillor Jack Hundial.



 ${\bf SURREY-WHERE\ EDUCATION\ HAPPENS!}$

Surrey Board of Trade congratulates SFU Surrey on the opening of the new Sustainable Energy and Engineering Building. The \$126 million building designed by the late Bing Thom is home to a new Sustainable Energy Engineering program that will foster advanced research into new sustainable energy technologies.



SURREY – WHERE INTERNATIONAL TRADE HAPPENS!Surrey Board of Trade visiting the Bellingham Chamber of Commerce in Washington State - we have some exciting news to be announced later this year to enhance cross border trade. Stay tuned!



SURREY – WHERE REGIONAL SOLUTIONS HAPPEN!

Surrey Board of Trade at Sheraton Wall Center Downtown at a UDI Luncheon featuring Andrew Ramlo of Rennie Intelligence talking about the future of the region's real estate market.



SURREY – WHERE COMMUNITY HAPPENS!

Surrey Board of Trade Vaisakhi fun with the Sheraton Hotel's Raj Bhan and Par Bassan of S&F Group Benefits — Chamber of Commerce Group Insurance Plan - helping at the Surrey Board of Trade Vaisakhi tent.



SURREY – WHERE COMMUNITY HAPPENS!

Surrey Board of Trade Vaisakhi fun! With Kultarjit Thiara, Balraj & Jasbir Mann and others.



 ${\bf SURREY-WHERE\ COMMUNITY\ HAPPENS!}$

Surrey Board of Trade Vaisakhi fun with Surrey City Councillors Brenda Locke, Jack Hundial and Linda Annis.



SURREY – WHERE ARTS & CULTURE HAPPEN!

Surrey Board of Trade's Indra Bhan at the 5X Fest Launch Party at Elements Casino. 5X Fest is an annual South Asian millennial festival by the Vancouver International Bhangra Celebration Society to showcase the best of music, art, fashion, film and culture. The 2019 festival takes place June 12 - 16.



Surrey Board of Trade Speaking
On: Make Every Connection
Matter – Employees & Customers

SURREY – WHERE BUSINESS HAPPENS!Business in the City New Members Breakfast.

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SURREY BOARD OF TRADE - AROUND THE CITY & REGION





SURREY – WHERE NEWCOMER SUPPORT HAPPENS! Congratulations to ISSofBC on the opening of their new Surrey Welcome Centre.



SURREY – WHERE BUSINESS HAPPENS! The Surrey Board of Trade's Moiez Babar with Brad Blackwell, Manager of The Hive Climbing & Fitness, for their first Friends & Family Climb Night opening in their new facility in Surrey.



SURREY – WHERE NEW DEVELOPMENTS HAPPEN! City of Surrey speaking at Surrey Board of Trade Development and Land Use Team on the 104 Land Use Plan.



SURREY – WHERE NEW IDEAS HAPPEN! Newton Talks event at Envision Financial - Newton. The Newton BIA and the Surrey Board of Trade hosted former Langley Township Mayor



Rick Green, who presented the South Fraser Community Rail Project, presenting a new transportation solution for Surrey to Abbotsford.



ICBC's Karen Klein speaking at Surrey's first TedX at Bear Creek Park. The Surrey Board of Trade was pleased to sponsor this event. Thirteen voices from the community were unified by the power of a 'Shift in Thinking' program to inspire and support the growth of ideas



HAPPEN! Elizabeth May, Leader of Canada's Green Party in Surrey at the 2nd Town Hall hosted by the Surrey Board of Trade in advance of the Federal Election.

SURREY – WHERE FEDERAL GOVERNMENT LEADERS



Surrey Board of Trade's Indra Bhan at the ribbon cutting and grand opening of Planet Fitness. Planet Fitness opened its second location in Surrey on King George and 70th Avenue. It is one of the largest fitness clubs by number of members and locations.



Surrey Local Immigration Partnership Table at Surrey City Hall.



SURREY – WHERE TECHNOLOGY HAPPENS!

Surrey Board of Trade was proud to be a part of Surrey's BC Tech@Night Reception - welcoming over 400 technology professionals to Surrey.

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SURREY BOARD OF TRADE - AROUND THE CITY & REGION



SURREY – WHERE CONNECTIONS HAPPEN!At Surrey's BC Tech Reception with the Heed brothers of Colliers International.



SURREY – WHERE LEADERSHIP HAPPENS!Surrey Board of Trade staff on Pink Shirt Day – they say NO to bullying in the workplace.



SURREY – WHERE NEWCOMERS AND BUSINESSES COME TOGETHER!

Surrey Board of Trade at ISSofBC Employer Night.



 ${\bf SURREY-WHERE\ NEW\ GROUPS\ HAPPEN!}$

The 1st Fijian Professional Women's Networking event was held in Surrey attended by close to 35 Fijian Professionals. Fantastic connections were made. Indra Bhan with Kamini Prasad.



SURREY – WHERE NEW CONNECTIONS HAPPEN!

Surrey Board of Trade with Michelle Lu, President of the Fraser Valley Neighbourhood Association. This Association focuses on community security and safety, education, senior health and newcomer settlement mostly for the Chinese community.



SURREY – WHERE INSPIRATION HAPPENS!

Surrey Board of Trade at the grand opening of Strive Dental, founded by Dr. Belrup Patrola and Dr. Harpreet Dhillon for underserved and socially disadvantaged families with profits going to charity, with MP Randeep Sarai.



 ${\bf SURREY-WHERE\ LEADERSHIP\ HAPPENS!}$

Aaarzu Magazine photo shoot at the Sheraton Vancouver Guildford Hotel — profiling Surrey leaders.



SURREY – WHERE YOUTH LEADERSHIP HAPPENS!

At Surrey's Top 25 under 25 Awards – Dan Burritt, CBC Vancouver, Ken Hardie, MP and Former Surrey Mayor Dianne Watts.



SURREY – WHERE YOUTH LEADERSHIP HAPPENS!

Surrey MLA Marvin Hunt and Immediate Past Board Chair and SBOT International Trade Team Chair, Dr. Greg Thomas networking at Surrey's Top 25 under 25 Awards.



SURREY – WHERE YOUTH LEADERSHIP HAPPENS!

Anita Huberman, SBOT CEO and Dianne Watts, Keynote Speaker for Surrey's Top 25 Under 25 Awards.



SURREY – WHERE YOUTH LEADERSHIP HAPPENS!

City of Surrey Councillors Jack Hundial and Linda Annis, Surrey MLA Marvin Hunt, Baljit Dhaliwal, SBOT Chair of Youth Entrepreneur Team, Doug Tennant, Dr. Greg Thomas, Dianne Watts, Stephen Dooley hearing the inspirational stories of Surrey's youth leaders.



SURREY – WHERE YOUTH LEADERSHIP HAPPENS!

PowerPlay Young Entrepreneurs - a Surrey Board of Trade program teaching youth as young as Grade 4 how to run a business, create and sell products.

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SURREY BOARD OF TRADE - AROUND THE CITY & REGION



SURREY – WHERE INDUSTRIAL INNOVATION HAPPENS! Surrey Industry Bus Tour with Presenting Sponsor representatives from Envision Financial: Amar Sidhu and Avi Kay.



SURREY – WHERE BUSINESS HAPPENS! SW Media's Lucky Randhawa with the Surrey Board of Trade's Indra Bhan and Anita Huberman – Surrey Industry Bus Tour Breakfast. It was a Cinco de Mayo theme.



SURREY – WHERE BUSINESS HAPPENS! Surrey Industry Bus Tour with the lovely Fiona Forbes of Hubcast Media Productions.



SURREY – WHERE THE NAVY HAPPENS!

Jody Wilson-Raybould, MP at the Royal Canadian Navy dinner at the HMCS Discovery at Stanley Park celebrating the Battle of the Atlantic with the Guest of Honor Commodore Angus Topshee. The RCMP were there as partners to the Navy, along with three World War II veterans.

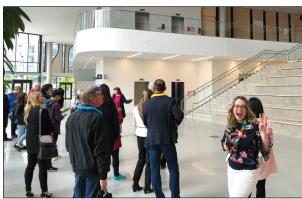


SURREY-WHERE BUSINESS HAPPENS NOW!

Dr. Ryan D'Arcy focusing on Surrey's Health & Technology District at the Surrey Industry Bus Tour lunch.



SURREY-WHERE FEMALE ENTREPRENEURSHIP HAPPENS! Surrey MLA Stephanie Cadieux with Surrey — Campbell Heights Surrey Industry Bus Tour stop Silver Icing.



SURREY - WHERE BUSINESS HAPPENS!

SBOT Business & International Trade Centre Manager Melissa Peel and Surrey Industry Bus #3 at SFU's new Sustainable Energy and Engineering Building.



SURREY – WHERE BUSINESS HAPPENS!

Surrey Board of Trade members at Surrey's Affinity Manufacturing-Surrey Industry Bus Tour.



SURREY – WHERE BUSINESS HAPPENS!

Surrey Board of Trade members at Murray Latta Progressive Machine-Surrey Industry Bus Tour.



SURREY – WHERE BUSINESS HAPPENS!

Surrey Board of Trade members at The Loafing Glass Studio-Surrey Industry Bus Tour.



SURREY – WHERE BUSINESS HAPPENS!

Surrey Board of Trade members at Nova Pole-Surrey Industry Bus Tour



SURREY – WHERE BUSINESS HAPPENS!

Surrey Board of Trade Vice-Chair and UNITI CEO Doug Tennant with Ritu Khanna, Executive Director South Surrey-White Rock Chamber of Commerce at the Mayor's State of the City Address.

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SBOT MEMBER ANNOUNCEMENTS, AWARDS AND EVENTS

Surrey's **Safe Software** is a finalist for the Excellence in Technology Innovation Award. The awards gala is on June 27th.

Surrey RCMP is there for Surrey businesses. You can request a safety presentation or site assessment by contacting Surrey_Business_Engagment@rcmp-grc.gc.ca

Surrey Medical & Travel Clinic offers Surrey Board of Trade members travelling abroad for personal/business reasons will get 15% discount on consultation fee. For all your pre-travel vaccination needs contact **Dr. Parmjit Sohal,** MD PhD, 604-585-9696, www.surreytravelclinic.com

Surrey Art Gallery received an Award for Outstanding Achievement in Education, specifically for its Indigenous contemporary art education and engagement, at the **Canadian Museums Association** (CMA) 2019 National Conference in Toronto. The CMA annually honours museums in Canada that demonstrate excellence in the areas of education, exhibitions, new media, conservation, marketing and research.

Surrey Libraries is excited to announce that it has been selected by Google as one of only four Canadian libraries to help deliver hands-on digital skills training to Canadians from coast to coast. Along with Surrey Libraries, Google is partnering with Toronto, Hamilton, and Edmonton public libraries to promote and support the Google IT Support Professional Certificate Project. Over the next two years, this project will work to grow and develop IT support capacity to fill the significant job vacancies across the country.

People interested in the Google IT Support Professional Certificate can find out more through at: grow.google/intl/ ALL_ca/programs/it-support/.

Embers Staffing Solutions thanks you for stepping up! Their **100 Boot Challenge** raised \$15,355, purchasing 153 pairs of boots for our workers' feet to keep them safe while at work. Access to safety equipment removes barriers to employment. www.embersvancouver.com.



Ron Rapp is the new CEO of the Homebuilders Association Vancouver.

Join **Arts Umbrella** as they celebrate the achievements of their students at the **South Surrey Expressions Visual Arts**



Exhibition taking place at the Landmark Pop Up Town Arts Studio in White Rock (15140 N. Bluff Road) from June 7th-23rd. The exhibit will feature artwork by students aged 6yrs+. Studio will be open to the public: Thursdays &

Fridays 1:00pm-5:00pm, Saturdays 10:00am-5:00pm.

Dr. Sandy Vanderburgh has been named the incoming provost and vice-president academic at **Kwantlen Polytechnic University**, taking up the full role on July 1. Vanderburgh was previously interim vice-president academic at Medicine Hat College and held leadership roles at other BC and Alberta institutions.



Softball City is proud to offer: Slopitch & Kickball Leagues *Team Fundraisers *On site Bar & Grill *Sponsorship Opportunities *Banner Advertising *Private and Public Tournaments *Field Rentals * Meeting

Space Rentals *Camps and Clinics *Drop In Slopitch for First Responders and Service Industry Employees admin@softballcity.bc.ca.

The 2019 Midsummer's Eve Cocktail Soiree will take place on Thursday, June 20 at Shaughnessy Restaurant, VanDusen Garden to raise funds for their type 1 children's camping programs. Diabetes Canada and are utilizing this



event to create a 'mystical camp-like' experience. Funds raised at the event will benefit children & youth living with type 1 diabetes, specifically by helping send children to our very own Camp Kakhamela — an inspiring camp on the Sunshine Coast where campers are experience a full range of camp activities and experiences while receiving individualized attention to develop

new skills and empower them to manage their type 1 diabetes. www.midsummerseve.ca.

Surrey Hospice Society shares an amazing FREE event: June 2: **Father's Day without Father** (Lantern making and procession). They also have the **1st Annual – Summer Soul-Stice Celebration** taking place on June 21 at the Bear Creek Park Pavilion from 7:00 – 11:00 PM. Tickets \$25.00 for adults www.surreyhospice.com/events.

The **Toolbox "thrift store"** — is under new management and currently seeking volunteers & donations. All funds raised go directly back into the programs run by the **Surrey Hospice Society.** For more information: www.shstoolbox.com.



The unique **Inn at the Quay Hotel** is celebrating its 31st
anniversary in 2019 and
looking ahead to elevating the
expectations of all Surrey Board
of Trade members needing

waterfront accommodation and/or meeting space north of the Fraser. www.innatthequay.com.



Etios Solutions is excited to announce that they have been selected as Technology Leaders and Top B2B service providers for 2019 among 4500 companies. This award is given to companies who demonstrate an exceptional ability to deliver high-quality work to their clients.

www.etiossolutions.com.

Beginning April 1, **Options Community Services**, proudly announces being the successful contractor for the three **Surrey WorkBC** Centres. These centres are located in Whalley, Guildford & Newton. WorkBC offers free employment support services to employers and job seekers while helping them with their employment goals.

Surrey North and Newton WORKBC CENTRES - Now opened extended hours!

Whalley and **Newton:** 9am to 5pm - Mon, Wed, Fri and 9am to 8pm - Tues & Thurs; **Guildford:** 9am to 5pm - Tues, Thurs, Fri and 9am to 8pm - Mon & Wed. All locations open on Saturday from 11am to 5pm. www.options.bc.ca.



DIVERSEcity
Community Resources
Society held their
annual Interpreter
Appreciation Event to
acknowledge the hard
work of their language
interpreters who provided

interpretation services in over 65 languages, fulfilling 12,000 client appointments and 31,000 hours of interpretation.

DIVERSEcity Community Resources Society is a finalist for the **2019 Settlement Agency Award**, part of the RBC

Top 25 Canadian Immigrant Awards. One Canadian agency will win after an online vote. Vote for DIVERSEcity at www. canadianimmigrant.ca/rbctop25 until May 16.

Simon Fraser University and **DIVERSEcity Community Resources Society** are partnering to provide a counselling program to youth at risk of being recruited into gangs, and their families. SAFE Community Clinical Counselling focuses on South Asian and Arabic immigrants and refugees.



Indus Travels has received the Agency of the Year Award from Emirates
Airlines. www.indus.travel

RJC Engineers opens Surrey office, recognizing that Surrey is poised to be the largest city in BC. rjc.ca

BUILDING MAGIC in support of our youth - It's the **5th Annual Miss Fiji Canada Gala** on July 6th, 2019. They are looking for businesses to help support their event. missfijicanada@gmail. com or contact 778-918-1496.

MOSAIC is excited to announce the expansion of WorkBC Employment Services delivery to four communities including: Vancouver North East, Delta, South Surrey-White Rock, Surrey Cloverdale. www.mosaicbc.org/workbc.

MOSAIC cordially invites Surrey Board of Trade members to the official Open House of the new **South Surrey White Rock WorkBC**, located on Unit #108, 1688 – 152nd Street, on Friday May 31, 2019 at 11 am. Join their cake, ribbon cutting ceremony and celebration.

MOSAIC cordially invites Surrey Board of Trade members to the official Open House of the new **Surrey Cloverdale WorkBC**, located on Unit #202, 17700 – 56 Avenue, on Wednesday, June 12, 2019 at 11 am. Join them for cake and celebration



Better Business
Bureau is a champion
for the highest standard
of marketplace trust
between businesses
and consumers. For
consumers, they offer
free tools to learn about
companies, submit

customer reviews and request job quotes. For businesses, they offer online profiles, networking opportunities, Torch Awards and BBB Accreditation. bbb.org.

Targeted Talent is celebrating its first anniversary as Canada's only recruitment firm empowering diversity and inclusion. www.targetedtalent.ca.

The Schreder Brothers Real Estate Group (Royal LePage Wolstencroft), the Fraser Valley's top team for Commercial Leasing and Dollar Volume (based on 2018 FVREB medallion qualifiers), welcomes **Updesh Grewal** to their team to assist with commercial leasing and sales transactions. Schreders.ca

Kasa Supply Ltd. is ranked as one of the fastest 100 growing companies in "Business in Vancouver" and the "PROFIT 500 ranking" of Canada's Fastest-Growing Companies continuously for the last three years. Kasa Supply Ltd. www.kasasupply.com

Jellybean AutoCrafters is in their 15th year as a Resto-Rod shop performing restorations on classic and vintage vehicles. They received first place at the Grand National Roadster Show (GNRS) in Pomona, California for the 1954 Studebaker "RestoMod".

ANNOUNCEMENTS, continued

Upcoming events: Jellybean AutoCrafters Canada d'Eh Celebration and Car Show

July 1, 2019 Langley Speedway at 8 am to 3:30 pm. They are expecting over 350 vehicles.

Fall Colours, 3 day, Classic/Specialty Car Tour

September 27 – 29, 2019, 2019

8 am, depart 8:30 am. Limit of 25 vehicles for this event. www.JellybeanAutoCrafters.com.



LIVE WELL Exercise Clinic's team of 8 raised \$2,800 for the B.C. Lung Association, LIVE WELL joined over 100 firefighters, dressed in full gear, and climbed the 48 storeys at the Sheraton Vancouver Wall Centre. The Climb the Wall fundraiser was

in support of the 1 in 5 British Columbians living with lung disease. LIVE WELL was one of the top 10 fundraiser teams. www.livewellclinic.ca.



Business in Vancouver recognized Sara Hodson, Founder and President of LIVE WELL Exercise Clinic, with the Forty Under Forty distinction. Vancouver's most accomplished professionals, executives and entrepreneurs were celebrated at the Vancouver Convention Centre. Sara started

her first LIVE WELL Exercise Clinic in Surrey in 2011 and will have expanded the number of clinics to 21 by the end of 2019.



Newton Black **Belt Academy**

raised nearly \$3000 with their Annual Kick-A-Thon in March. Students aged 4 - 55 performed 15,961 kicks!

Proceeds to Surrey Food Bank and Loveabull Rescue Society.

Newton Black Belt Academy hosts 2nd Annual Parenting Seminar, May 27th 7:30 PM. Guest Speaker is Andrea Chatwin from A Child's Song. \$25 per couple/\$15 Single. 604 590-5425 to register.

Eaglequest Coyote Creek is pleased to welcome Andrew **Jeffers** as their newest PGA Class A Teaching Professional. Andrew brings 26 years of experience and has twice been voted World #1 Club Fitter. www.eagleguestgolf.com.

Join the fun! Watch for the 'Lark Angels Gala' September 20th at the Sheraton Guildford Hotel and visit their annual Winter Craft Fair November 22nd at Laurel Place. Contact Janet at cozycornernews@gmail.com.

The staff of Vancouver's **Hyperwallet** (a PayPal service) launched an internal fundraising campaign in December 2018 and donated \$15,189 to Dan's Legacy Foundation. The funds will go towards Dan's Legacy's counselling and life-skills intervention programs for at-risk youth. www.danslegacy.com



Fuel discount is available to all Surrev Board of Trade members at West Coast Fuels or you may apply for a discount card online at www.westcoastfuels.ca and get a \$.02 cent discount immediately for purchases of fuel made by cash or debit.

Orange Oranges Technologies - Santoshi Desai -

Co-founder has won the award as 'Surrey Women in Business for 2019 under the Entrepreneur category'. As part of the celebration, they would like to give 500 hrs of free software consulting services to 50 business in 2019. www.orangeoranges.ca



Hive Climbing and Fitness is excited to be opening its doors in Spring 2019 at its new facility in Surrey! Designed as a climbing gym and community space, Hive Surrey will feature membership access, day passes, youth and adult education,

birthday parties, community events, a ton of bouldering, and more. hiveclimbing.com



Bill de Groot, Manager of Park'N Fly at Vancouver International Airport relocated to Ontario to join the Toronto Management team at Pearson International Airport in the role of Operations Manager in early April 2019.



Park'N Fly - YVR collected warm clothing, blankets, gloves, shoes, boots, healthy non perishable food, toys and cash. At the end of their campaign they donated \$750 cash to Ride 2 Survive – **Canadian Cancer Society Fraser Valley**

Office, Surrey Food Bank, Richmond Food Bank, over 300 lbs of food to the Greater Vancouver Food Bank, 18 bags of clothing, toys and blankets to the NightShift Ministries and 18 bags of clothing, toiletries and shoes to the Union Gospel Mission. www.parknfly.ca

A generous gift to **Simon Fraser University** from the Kouwenhoven Family was announced to honour the legacy of **Hemlock** founder, Dick Kouwenhoven. The donation will establish the **Dick Kouwenhoven Book Arts Studio** at the SFU Burnaby campus' WAC Bennett Library, as well as printer-inresidence program. The studio will be a centre for education and activities designed to inspire university and community members with the same enthusiasm for books, book-making and print culture that Kouwenhoven was known for. The Dick Kouwenhoven Book Arts Studio is slated to open in 2021 and will be an engaging, interactive addition to the library and larger community. www.hemlock.com.

Congratulations to Surrey's **Binnie Civil Engineering** Consultants on their 50th Anniversary. They have a longstanding history in building Surrey and contributing to its overall success. www.binnie.com.



Coast Capital Savings has donated \$500,000 to support Surrey students at **Kwantlen** Polytechnic University (KPU). The Coast Capital Savings/PCI Development Endowment will generate \$25,000 annually to provide

five \$5,000-bursaries each year to support Newton, Whalley, Surrey Central or Guildford residents who are enrolled at KPU.

Dante Group recognizes the community service of CEO, Likky Lavji who co-hosted/MC'd the 7th Annual Team Salama Cancer Gala on April 6th, in support of Canadian Cancer Society and Camp Good Times for Children. Over \$450,000 has been raised to support this initiative.

Surrey's Top 25 Under 25 Winners









The Surrey Board of Trade's 9th Annual Surrey's Top 25 Under 25 Awards Reception was held April 24th, and celebrated the incredible initiatives of Surrey's youth 25 years old or younger. The 25 winners were chosen based upon their business or community achievements, leadership ability, community involvement, professional achievements and uniqueness of their business or community projects.

This year's keynote speaker was Dianne Watts, former Surrey Mayor and Member of Parliament, She delighted the audience with her stories of her roles in leadership, and challenged the crowd to think without the box. The sold-out event was standing room only and led by Master of Ceremonies Dan Burritt of CBC

The honourary Health & Safety in the Workplace Award was presented to Khayla Almonte-Davila for her ideas on how employers can ensure all workers, young and old, feel empowered to speak up, ask questions, raise concerns, and suggest ways to improve health and safety in the

The winners for 2019 are:

Almonte-Davila REACH/Radius Refugee Livelihood Lab Khayla Youth Helping Youth
Kids Play Youth Foundation Anjali Dhaliwal 16 18 24 27 27 20 17 24 21 23 23 22 18 Dhaliwal Gurjevan Summin Dinsa LUMEN Society SFU Aerospace Divsalar Adelaide Fuller Easier to be Kind Ghotra SOAR Philanthropic Society Lifestream Sick Kids Awareness Society Karanvir Red Drops for Life BeautyCon SFU/Creatorly/EmpowHer Aruha Khan Khan Hajira Shilpa Lakshmy Enactus SFU Enactus STU Simon Fraser Student Society SOAR Philianthropic Society/MC Mortgages/Vera's Burger Shack Empower the Future Association Break the Divide/Project Poser Masaw Chetanya Monga Narayan Pandher Kids Play Youth Foundation/Moving Forward Family Services
Vitality for the Vulnerable/Big Brothers Big Sisters/Delirium Protocol 23 24 Haleena Parmar Gaganjit Randhawa Fnactus SELL - Count on Me Abhayjeet Break the Divide/Operation Green Surrey Crime Prevention/Crime Stoppers/Surrey RCMP Brahmroop Sandhu 22 20 Sohal Canadian Eyesight Global/Professional Chess Coach and Player Branden Sorbo Enactus SFU - Count on Me Takhar One Blood for Life Foudnation/Project Blue Hands Society Hariot Richard Enactus SFU - Media Minds/25toLife/Canadian Cancer Society Winslade

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MURRAY LATTA

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A Once in a Lifetime Opportunity is Here: Are Canadian Private Business Owners Prepared?



Canada's current generation of private and family business owners largely consists of baby boomers—and they're quickly reaching retirement age. We've long speculated about the effects this mass shift would have on our economy and now an unprecedented transfer of wealth and responsibility is

At PwC Canada, we work with business owners to

prepare their companies for a successful sale or succession and help the next generation (next gen) feel equally ready to carry those companies forward. Owners need to be thinking strategically about their long-term exit plan, as it will arrive sooner than they think. Here are four things to keep in mind.

1. Business transfers are emotional for everyone involved.

- Private companies are a vital part of the community.
- Both current and next gen owners need to be transparent in their communication throughout this transition—with their employees, with their customers and especially with each other.
- For the next gen, continue to foster an open dialogue with the current business

owners and show that you're committed to continuing their legacy.

2. There are multiple stakeholders to consider.

- There are plenty of people with a vested interest in your business, but none more so than those who stand to inherit it. Both current and next gen leaders need to reconcile their views, values and vision for the future of the company.
- Without taking steps to guarantee a seamless transition to your successor, the continuity of your business will be at risk.
- Succession can be especially complex because each subsequent generation grows and spreads out. Sometimes selling the business

becomes more practical than passing it on.

Figure out early on whether or not you have willing successors; because if not, it's time to prepare for a sale or to find the professional management you'll need to continue the business

3. Before your business transfers, maximize its value.

- If you're leaving the business, maximize the value of your company so you can sell your business at a higher price and give your company a competitive edge, protecting your legacy and empowering the next gen for success.
- Make sure you have not only the technological foundations to futureproof your company in a

- changing world, but also the strategy, talent and culture to thrive.
- Consider working with an advisor to provide you with a third-party perspective on your business assets and baseline valuation. This will help identify lowhanging fruit for driving up the deal value of your company and differentiate you from competitors.

4. New ideas, new growth and a new generation.

Our Once in a Lifetime report explores the changing landscape of Canada's private and family companies, providing owners with the advice, tools and real world success stories they need to navigate the turbulence and seize opportunities every step of the way. I encourage you to read

through the series as well as the accompanying insights from our private company services experts. Reach out to our team so we can help you create a successful plan.

- Aynsley Price Partner, Private Company Services, Small Business Solutions pwc.com/ca/onceinalifetime

This publication is made available for educational purposes only and should not be used as a substitute for competent financial, investment or other advice from a professional services



Your Business is Never Too Small for Safety

"I have so much to do, and so many things to know...some days, health and safety slips down my list of priorities."

Sound familiar? Small business owners wear many hats, and are often required to be experts in everything from payroll to purchasing. Sorting out your registration and insurance with WorkSafeBC, as well as understanding your workplace health and safety requirements, are important aspects of your business. Here are some answers to questions many small business owners have.

Do all small businesses need to register for WorkSafeBC insurance?

Generally, you need to register if you:

- Employ and pay workers on a regular, casual, or contract basis
- As a homeowner, hire an individual to work

in or around your home for a certain period of time (e.g., child care, lawn services, etc.)

- Come from another province or country to work in B.C.
- Work in the commercial fishing or trucking industries

Most B.C. workers are automatically covered for workers' compensation. However, proprietors and their spouses, as well as partners in a partnership, are not considered workers unless they have been granted optional coverage. If you're a proprietor or partner and would like to be covered for workers' compensation. you must apply for Personal Optional Protection (POP).

What does WorkSafeBC do for me?

WorkSafeBC provides nofault insurance for workers and employers. All workers

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are covered by WorkSafeBC in the event of a workplace injury, work-related disease or fatality. Employers registered with WorkSafeBC pay premiums that fund the system, and in return, cannot be sued for the cost of a work-related injury, disease, or fatality.

How can I reduce the chance of workplace injuries?

Your first step in protecting workers is to identify potential hazards in your workplace. Over half of the claims received at WorkSafeBC are for injuries due to slips, trips and falls; being struck by an object; or for sprains, strains, or pulled muscles or ligaments. Ask yourself, what is it about the activities or processes that could injure your workers or harm their health? Talk to your workers about health and safety issues they encounter in their work. Keep lines of communication open with your workers, as they can help to identify risks.

Improving health and safety

doesn't have to be costly, but the potential return on investment is huge.

Do you know your responsibilities as an employer?

- Register with WorkSafeBC
- Comply with the Workers Compensation Act and the Occupational Health and Safety Regulation
- Provide a safe workplace with training, supervision and written procedures
- · Report injuries, diseases, and other incidents to WorkSafeBC

WorkSafeBC offers resources for small **businesses**

Small business owners have unique concerns and questions. WorkSafeBC offers online resources, downloadable forms, and guides to help you find the right answers quickly. You can also contact them at smallbiz@worksafebc.com



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Addressing Workplace Burnout



Kevin Diakiw

An epidemic is sweeping workplaces across North America, and it seems no business is immune

Burnout.

If the thought of the human cost isn't enough to garner our attention, the financial burden most certainly must.

It's estimated that workplace stress,

resulting in lost productivity, cost Canadian business \$16.6 billion in 2016, according to a Marsh and McLennan report in 2018.

"This is a trend that many expect to increase in severity, as more workers are reporting higher levels of stress and other mental health concerns, which are having a measurable impact on business, productivity and talent retention," the report states.

We certainly see the higher stress careers (medical, legal, first responders, etc.) needing the most help quickly.

But 95 per cent of human resource professionals agree that burnout is annihilating workplace retention, mostly because of mounting workloads.

More than 70 per cent of employees report stress as a major factor in their workplace, and one in four will quit over it.

Some quick immediate fixes are possible in the short term.

Let your staff know you're aware of how hard they're working, and encourage them to



go home on time.

Get them out on a walk break at lunch. A bit of exercise and fresh air is a good way to reset an overwhelmed mind.

Don't let them take work home with them. Their downtime is a company win. You want them coming back fresh.

Encourage good lifestyle habits, such as

exercise, smart eating and getting a good night's sleep.

Simple measures will make a world of difference.

Kevin Diakiw is a teacher of MBSR through UMass Medical School, and CMO of Still Here, a mindfulness firm based in Surrey.

5 Sure-Fire Ways to Master Networking



Margaret Page

You've heard of networking. You know you need to do it. But something — fear of self-promotion,

hesitancy about meeting new people — can hold

I get it. As a business coach, I find that networking is a consistent pain point for many of my clients — but it doesn't have to be. If you create and stick to a plan, you'll quickly learn how to master any networking opportunity and further your career and your business. Here's how.

Make an effort! Dress well and focus on the person in front of you. If you're at a group networking event, avoid hiding by the appetizer table (even if it's free) and circulate.

Go first. Always be willing to be the first to shake hands. Look your contact in the eye and say your name: "My name is Margaret, Margaret Page." Yes, say your name twice — like James Bond! It

will help your new contact remember you.

Giving is better than receiving... except! In business cards. Getting their card beats giving out volumes of your card. If you have their card you can control the next time you connect. If you only give out your card then you are using the hope strategy. And even if your company is paperless, keep pristine business cards that reflect who you are and what your business does. Be real. Speak naturally about what you do rather than recite an elevator pitch that smacks of insincerity or mechanical. Be genuinely curious about the person in front of you and spend more time asking questions than talking about vourself.

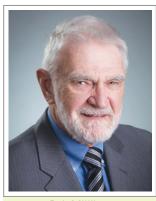
Follow through. If you've received a card

and you want to further the relationship, give your new contact a call and ask him or her out to coffee or lunch. Make connections on social media and send messages. Create a new opportunity for interaction.

If you're not ready to hit professional networking events, create your own! I recommend meeting five people from your field or industry for coffee or lunch every week. As your network grows, so will your opportunities and you'll discover the genuine joy of learning about new people.

Margaret Page has founded several specialized companies, including Beyond the Page Coaching, Etiquette Page and Page the Coach.

6 Amazing Speaking Tips That Will Make You an Outstanding Public Speaker



Bob Milliken

You may be like many of us who are more comfortable communicating by email or telephone than in person. Speaking to large or small groups, or even one-on-one, may intimidate or even frighten you. Yet good communication skills are vital if you want to be

Like it or not, communication is something

we have to do every day. Regardless of your audience, the timing, or the location, there are ways to be heard and get your point across.

Use these simple tips to dial-down the high anxiety, the cold sweat, and the stress to speak with confidence.

Make Eye Contact: Eye contact shows you are interested, engaged, and not afraid of your audience. However, eye contact can work against you because too little or too much is not good either—you'll have to gauge your audience to see what they are comfortable

Maintain Good Posture: If you're standing or sitting with strong posture, you project a sense of strength and instill your words with confidence, while slouching or poor posture can indicate weakness and insecurity.

Avoid Nervous Gestures: Pay attention to the things you might do if you're nervous, such as touching your nose, playing with your hair, or fidgeting with something in your hands like keys or a phone. Avoid these gestures, as they can communicate a lack of interest or a fear of engagement.

Don't Use Filler Words: If possible, try to avoid using words like "um", "so", "you know" and..."and." These are words that we typically use in everyday conversation, but when you're uncomfortable, shy, or unsure of what to say next, you might find yourself using these words or sounds more often.

Be Assertive: Practice saying what you need to say in a polite but clear way. Don't be afraid to say what needs to be said. If you have trouble doing this, try practicing with someone you trust such as a friend or relative.

Breathe: Lastly, don't forget to breathe. Breathing can help regulate your feelings and reactions. If you feel yourself getting panicky,

focus on the sound of your own breath. Once you're centred, you'll be ready to interact with a greater degree of confidence.

Your Takeaway

Remember, businesses want people who can express themselves clearly and confidently, who are persuasive, and who are comfortable communicating their thoughts and ideas effectively.

The ability to influence other people and persuade them to accept your ideas, products or services is vital if you want to succeed. The good news is that you don't have to be a 'people person' to be an exceptional speaker.

Do you want to practice public speaking, improve your communication and build leadership skills? If so talk to me and, through Toastmasters, I'll show you how easy it can be.

Bob Milliken is master marketer specializing in helping businesses achieve outrageous levels of success.

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SURREY – WHERE ARTS & CULTURE HAPPEN

Surrey Music City Centre at the Surrey Board of Trade



SURREY MUSIC CITY CENTRE

The Surrey Board of Trade and FUSIONpresents work together to support musicians and those that support musicians. FUSION presents is a quality music services provider, specializing in live music entertainment, artist development and creative music services. As a sector that is traditionally not engaged with its local board of trade or chamber of commerce, music represents a potential growth area for business support, economic development and membership. This also represents an opportunity for musical entrepreneurs to learn and network with others

in the business community.

The Surrey Music City Centre Office does the following:

- Advocates for music and musician friendly policies
- 2. Helps musicians and music businesses navigate government policies and regulations
- Creates outreach strategies to the musical community
- Builds and promotes access to spaces
- Develops the musical audience

6. Develops music tourism in Surrey

The Surrey Board of Trade has made a commitment to foster, enhance, and expand the development of the rich human, cultural, and natural resources of Surrey resulting in a more competitive economy in what is one of Canada's most livable communities.

Want to help? Please contact Anita Huberman - anita@businesinsurrey.com

Check out: businessinsurrey.com/policy/musiccity-surrey.

BC Government Boosts Arts and Culture Funding



The BC Government is boosting funding to the BC Arts Council by \$15 million over three

years to create new programs that encourage more inclusivity and accessibility in the

creative sector, including those that support emerging Indigenous artists.

"B.C. is so fortunate to have an incredibly talented arts and culture community. This new funding will open doors for artists, writers and creators across the province, so they can continue to inspire and engage us all," said Lisa Beare, Minister of Tourism, Arts and Culture. "Investing in a dynamic creative economy is another way we are helping to build strong, connected communities and make life better in B.C.'

With Budget 2019, the Government of B.C. announced an additional \$15 million over the next three years to BC Arts Council, bringing its annual budget to \$34 million in 2019-20. In addition to new programs, this investment will also enable the council to further build on the

funding increase provided in 2018 to enhance the capacity of arts and culture organizations in more than 200 communities.

"Support for artists and arts and cultural organizations is so important," said Susan Jackson, chair, BC Arts Council. "We are pleased to provide arts funding on behalf of the Province to support the sector and to contribute to the vibrancy of communities and regions throughout British Columbia."

The BC Arts Council is the government's lead agency for advancing artistic development as part of a prosperous creative economy. The council awards grants through a peer assessment process that draws upon the expertise of British Columbia's arts and culture community.

Surrey Arts & Business Awards to Feature BC's Minister of Tourism, Arts and Culture, Lisa Beare



Hon. Lisa Beare

The Surrey Board of Trade is pleased to welcome BC's Minister of Tourism, Arts & Culture, Lisa Beare for a keynote address on how she is focusing on Surrey arts and culture investments.

Time: 7:30am to 9:30am **Location:** Civic Hotel **Admission:** Free

Event: Friday, June 14, 2019

Thank you to KPU for their sponsorship

Award Winners will be presented in the following categories:

- 1. Arts & Innovation Award: Awarded for originality, ingenuity, and resourcefulness within the creative sector (music, dance, visual art, literature).
- to an individual or business that has significantly contributed to Surrey's arts and cultural community and raised the visibility of Surrey's creative industry. May include exemplary work across disciplines (as an artist or administrator) as well as advocating for and

promoting the value of arts and culture.

- 3. Philanthropy Award: Awarded to an individual or business that has generously contributed to arts and culture through grants, donations or other investments.
- 4. Music Award: Awarded to an individual or company that either supports musicians or has excelled in the musical industry.
- 5. Legacy Award: Awarded for a rich and enlightening career in the arts. This individual or business may be celebrating a milestone anniversary or capping off a long career in the creative economy industry. Ultimately Surrey is more vibrant for their long-standing contributions.

Go to businessinsurrey.com/events for more information.





The Surrey Board of Trade is advocating and instigating change at different levels of government. Some new and updated policies will be debated at the BC Chamber of Commerce Convention – regardless of support, they remain Surrey Board of Trade policies:

SINGLE USE PLASTICS - A WORLDWIDE ISSUE FOR THE ENVIRONMENT

Plastic is now emerging as a most environmentally damaging issue.

RECOMMENDATION TO BC GOVERNMENT:

- 1. Enact regulation under the BC Environmental Management Act to gradually phase out use of "Single Use Plastics" within BC to align with the objectives of the Clean BC Plan which focuses on environmental sustainability.
- Commission a one-year study through industry, businesses, educational institutions to
- research alternatives to "single use" plastic and commit to a timeframe for complete removal of such material from the waste stream in BC.
- 3. Work with the food and beverage industry that would see the elimination of the production of dirty styrofoam.
- Implement an awareness campaign to help consumers understand that plastic overwrap and other flexible plastics can be taken to Recycle Depots.

THE COST OF PROLIFIC OFFENDERS ON THE LOCAL ECONOMY

The economic development of any community relies upon its reputation as a safe, viable region in which to locate and do business.

RECOMMENDATION TO BC GOVERNMENT: 2. Combine resources with the Federal

1. Work in coordination with the Federal Government to provide adequate budgetary support for offenders to receive treatment

while incarcerated and for post-release housing and programming of prolific offenders to ensure successful societal reintegration and safer communities; and,

Government to ensure the efficacy of programs such as the Integrated Court Services Plan.

ART EDUCATION INVESTMENTS

The cultural economy of BC is in trouble. The trouble stems from a dwindling supply of artists, and lack-luster investment in arts education from K-12 and post-secondary. Without adequate investment in pre-K-12 and post-secondary art education, businesses are at risk of losing an essential skill: creativity.

RECOMMENDATION TO BC GOVERNMENT:

Invest in funding for arts education for early childhood to K-12 and post-secondary curriculums.

LITERACY LOST – CANADA'S BASIC SKILLS SHORTFALL

Literacy is not just the ability to read, it is the ability to read and understand well and then apply what has been read to a range of problems. According to international literacy assessments, more than 40% of Canada's workforce do not have adequate levels of the literacy skills needed to learn efficiently and be highly productive in most jobs.

RECOMMENDATION TO BC GOVERNMENT:

Build and implement competency frameworks to identify skill levels and

- competencies required by jobs in the economy and embed literacy in all workforce training and education initiatives;
- 2. Mandate the new Future Skills Centre to include cognitive skills in its research and implementation programs; and,
- Ensure that each of our province's K-12 and post-secondary institutions offer an adequate number of opportunities to learn and upgrade their literacy, numeracy, problem-solving skills & other essential skills.

PURPOSE BUILT WORKFORCE RENTAL HOUSING

Affordable housing choices are required in BC in order to be economically competitive by attracting and keeping skilled workers.

RECOMMENDATION TO BC GOVERNMENT:

- 1. Work with the Federal Government to ensure infrastructure support includes tax incentives for purpose built rental housing units, in particular larger family-friendly 2 and 3 bedroom units;
- 2. Review BC's Property Assessment Process;
- 3. Review the Strata Property Act, particularly

- Part 8, for opportunities of freeing up currently vacant condo properties as rental units:
- 4. Work with local governments to provide incentives for innovative development designs that provide quality rental market workforce housing units for mid-range income levels near centres of employment and transit hubs; and,
- 5 Work with the Federal Government to remove the GST on new rental workforce housing.

NATIONAL UNIVERSAL PHARMACARE

Drug coverage in Canada is provided through an incomplete patchwork of private and public programs that varies across provinces. This fragmented system reduces access to medicines, diminishes drug purchasing power, duplicates administrative costs, and isolates pharmaceutical management from the management of medical and hospital care. It is needlessly costing Canadian businesses.

RECOMMENDATION TO BC GOVERNMENT:

Work with the Federal Government to develop a universal single-payer pharmacare program that will allow cost savings through bulk purchasing agreements and other cost-sharing strategies.

LOBBYING

Any organization that has staff collectively work on advocacy addressing specific provincial legislation, and that work by any/ all staff on any/all advocacy that is listed which exceeds 100 hours/year, must register as an in-house lobbyist. Most Chambers of Commerce/Boards of Trade would easily surpass the 100 hours, if they are in the least bit active with their local MLAs, their policy/letter writing/op-eds, and other such advocacy.

RECOMMENDATION TO BC GOVERNMENT:

- 1. Remove and acknowledge that Chambers of Commerce/Boards of Trade are exempted from the list of organizations that are required to register regardless of 100 hours minimum, unless they are acting as a paid agent to a third party;
- 2. Remove the need to register all intents to act, just track/register the actual act (letter, meeting, policy) upon completion; and,
- Simplify the online form by developing a portal specific to Chambers of Commerce/Boards of Trade.

FLOODS - AN EMERGING ECONOMIC THREAT REQUIRING ACTION

The damage to the economy and businesses due to floods are significant, in the hundreds of million dollars.

RECOMMENDATION TO BC GOVERNMENT:

Partner with BC municipalities to provide guaranteed provincial funding through a strategic plan over time to ensure upgrades to flood mitigation infrastructure.

CHILD CARE

In 2018, the BC Government made a landmark investment to begin addressing the affordability crisis in child care. Our report shows just how urgently needed those measures are in BC, with Metro Vancouver having ranked among Canada's most expensive places for child care last year. The BC Government has laid the foundation for a new universal, affordable, quality child care system with a major investment of \$1 billion over three years.

RECOMMENDATION TO BC GOVERNMENT:

- 1. Provide more funding to adequately train Early Childhood Educators that have been exempted to date;
- 2. Improve access to child care by introducing a new capital budget to purchase and build publicly-owned child care facilities;
- 3. Enhance child care quality and address the recruitment and retention crisis in the child care sector; and.
- 4. Reduce child care fees for families.

For more details on these policies, go to the Policy Section of businessinsurrey.com

More NEW POLICIES to come in the July-**August issue of Surrey Business News!**



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SURREY – WHERE YOUTH LEADERSHIP HAPPENS

Youth Entrepreneurs in Action

Market research has been completed, product designs have been finalized and students in the PowerPlay and Surrey Board of Trade Youth Entrepreneur Program pitched their products to business leaders in February.

They have been learning to earn and manage money with PowerPlay Young Entrepreneurs, an exciting experiential learning program that helps youth plan and implement their own small business ventures.

Sponsored by the Surrey Board of Trade as part of its Youth Entrepreneurship and Advocacy Action Plan (YEAAP), PowerPlay Young Entrepreneurs empowers young people to make informed financial decisions as they work through the business planning process. "The program provides a real-world platform for young people to stretch their abilities and

build important practical life skills," says program creator Bill Roche.

For the first time the Surrey Board of Trade invited youth entrepreneurs on the Surrey Industry Bus Tour in May, where students were able to go to different businesses and experience industrial innovation. An experience they wouldn't have had in school.

PowerPlay students showed and sold their products at the recent Surrey's Top 25 Under 25

ASK: Sponsorship is needed to expand this program to more youth in Surrey.

The Surrey Board of Trade are leaders in helping and collaborating with youth.

Contact Melissa Peel at Melissa@businessinsurrey.com







Opportunity and Youth Entrepreneurship



Trishant Gill

Across the Lower Mainland and abroad. Surrey is being recognized as a resilient city that is championing clean energy, a progressive technology sector, advanced manufacturing, health, education, agriculture, arts, and the film industry. Albeit, a substantial amount of this success is rightfully due to the creativity and ambitions of young people. Surrey has a higher percentage of youth aged 10-24 than the provincial average, therefore ensuring that future generations are well suited for our ever-changing economy is

When asking my fellow peers about pursuing entrepreneurship, I've noticed that the consensus has been that they've given little thought to it. Despite obtaining an occupation as an underqualified individual being hard enough as it is, many still choose to be workers. This is a grim reality for minors and newcomers alike. The numerous instances of red tape in starting a business, along with the systematic ignorance of financial literacy within the education system, greatly hinder the ability for people to engage in commerce.

I can speak from experience on this matter. As someone currently attempting to create an e-commerce store, the majority of inconveniences I face stem from the fact that I have little financial flexibility and legal support to immediately start a project. Thus, Lower Mainland governments must not only encourage new endeavors but drive it through policy. Government grants and partnerships with third-party organizations are excellent ways of doing so. Establishments such as Junior Achievement Canada, the Futurpreneur Canada Start-up Program, PowerPlay Young

Entrepreneurs and the Ontario Summer Company all lead by example. By providing training, loans and professional connections for youngsters, a plethora of doors can be opened.

Without an informed and engaged youth populace who are supported by mentors within our academic, business, and political sphere, sustaining self-employment will become increasingly difficult. Of course, laissez-faire deregulation is not the preferred solution, as is the enactment of bureaucratic lawmaking. Innovation must be stimulated through opportunity, and fortunately, this is the sentiment I'm seeing come about in this city.

Trishant Gill is 16 years old and is a member of the Surrey Board of Trade's Youth Entrepreneurship Team.

Surrey Board of Trade Sponsors 4th Annual North Surrey Secondary School **Invitational Business Case Competition**





The Surrey Board of Trade's Youth Entrepreneurship Program continued their support of the North Surrey Secondary School Invitation Business Case Competition. Melissa Peel, the Surrey Board of Trade's Business & International Centre Manager represented Surrey's business organization.

Tamanawis Secondary School won their tier moving them onto the finals in their first case competition ever!

1st place went to Team 10 - Windermere Secondary School – overall: Lynn Nguyen, Kelly Chong, Kelly Chong, Alice Zhang

Congratulations!

Participants were asked if they excelled in business and problem solving and wanted an opportunity to enrich their business experience.

Case competitions are typically done at the university level, but we are starting a movement in BC to bring a similar experience to high school students. Students are given a real-life business situation (a case) that has

been experienced by an organization. Students work in teams of 4 to understand, analyze and solve a case before they present their recommendations to a panel of judges.

School teams are isolated in their own classroom for 3 hours to analyze and solve a case, plus prepare a presentation for a panel of judges. All teams used the same case and the judges were SFU Beedie Alumni.

This is practical, meaningful and real-life business skills and experiences to our high school students.

Thank you to the leadership of a North Surrey Secondary School Teacher, Ms. Jennifer



Surrey - Where Transportation Happens

Surrey Board of Trade Members Want Ridesharing in Surrey

In the face of rising gas prices and the need for alternative transportation options, especially in Surrey and South of the Fraser, the Surrey Board of Trade wanted to know the thoughts of their membership again on whether or not Surrey needed ridesharing, also referred to as ride-hailing.

"There is tremendous support for ridesharing with over 90% of respondents saying they wanted ridesharing in Surrey," said Anita Huberman, Surrey Board of Trade CEO.

The British Columbia Government has made

plans to implement ride-hailing services this Fall. Ride-hailing services include services such as Lyft and Uber where drivers use their own vehicle to pick up and drop off passengers through the use of an app or website.

"Let's finally have some action on ridesharing in British Columbia. Surrey needs it," said Huberman

REPORT:

businessinsurrey.com/policy/transportation

TransLink Launches Consultation on 30-year Regional Transit Plan



TransLink is leading the development of a new Regional Transportation Strategy called, "Transport 2050." As a blueprint for the region, Transport 2050 will set out the vision, goals, strategies, and key initiatives for Metro Vancouver for the next 30 years.

To develop this new long-range transportation strategy, we need to think about what the region needs to build, do, and provide to meet our needs from now to 2050. But, new technologies, shifts in the global economy, and the impacts of climate change will affect how we live, work, play, and move around. These changes will bring new challenges and

opportunities that we need to consider as we continue to tackle today's pressing issues.

Join the regional conversation. Share your vision, concerns, and ideas.

CALL TO ACTION: To be successful, Surrey businesses need to add the voice Transport 2050 needs to be shaped by and belong to all residents, businesses, community organizations, municipalities, and First Nations across Metro Vancouver.

Shape the future of how we move. And live. transport2050.ca

Surrey Board of Trade to Speak in Support of the Roberts Bank Terminal 2 Project on May 30 to the Federal Government Review Panel Secretariat

The Roberts Bank Terminal 2 Project (RBT2) is a proposed new marine container terminal at Roberts Bank in Delta, BC on Canada's west coast. The project is necessary to ensuring Canada can deliver on its trade commitments and ambitions. The Surrey Board of Trade will be presenting to the Federal Government Review Panel Secretariat to speak in support of the Roberts Bank Terminal 2 project on May 30.

The project proposal is to create 108 hectares of new industrial land in deep, subtidal waters to minimize environmental effects. The terminal would have up to three berths for container

ships and would provide 1,500 on-terminal jobs.

"If approved and built, the Roberts Bank Terminal 2 Project would play a critical role in supporting Canadian businesses shipping goods to and from market. It will keep Canada competitive and open for trade with growing economies around the world, well into the future," stated Anita Huberman, CEO of the Surrey Board of Trade.

REPORT:

businessinsurrey.com/news



SBOT Board Chair's Last Words for a Great Year of Volunteer Service



Stephen Dooley

Last Summer at a Surrey Board of Trade board retreat, we the directors did an exercise to identify our individual leadership styles. Not surprisingly I was off the chart as a person who leads from the heart. As I look back on my time as Chair of the SBOT, it is with many wonderful heartfelt memories of amazing events, meeting so many SBOT members and having the opportunity to get to know and work with my fellow directors and the amazing staff at the SBOT.

The SBOT puts on over 100 annual events for its 6,000 member contacts representing 60,000 employees. This past year it was my privilege to attend many of these gatherings, and I've learned so much in the process. One of the highlights was the annual Surrey Women in Business Awards, which recognizes the contributions of Surrey's hardworking businesswomen. Those in attendance had an opportunity to hear the sage advice of Betsy Myers, the COO for Barack Obama's 2007-2008 U.S. Presidential Campaign. Betsy talked about leading from both head and heart, and challenged the women in the room to not only look up to break the glass ceiling, but to look down at the sticky floor. "What might be your sticky floor," she asked.

The board's annual Surrey's Top 25 Under 25

Awards, which celebrated our up and coming youth leaders, never fails to impress just how promising our community's young people are. Whether working to improve social issues or rising as young innovators, they are setting the bar for the future of our community, and beyond.

There have also been many opportunities for the business community to engage, to learn and to grow over the past year. Breakfast information sessions providing members with a multitude of learning opportunities to help support business growth and prosperity. The many lunch sessions to hear from government and industry leaders, the Summer Sizzles and the New Year's celebration. There are just so many opportunities, created by an amazing group of SBOT staff, who really know how to lean in and enable members to network and learn from each other.

And what can I say about the other directors I've had the pleasure to work with during my term as Chair? I have greatly enjoyed working with them all, including the spirited conversations, always knowing there was an abundance of trust around the table. I am extremely grateful for the strong relationships I have been able to establish with my fellow directors. They are the best! I know our paths will continue to cross in the months and years to come.

I know the SBOT will be in great hands with Doug Tennant moving into the role of Chair. Doug is an expert on policy governance and will be a strong guiding hand for the board as it continues to understand its role in advancing the SBOT, on behalf of its owners, the SBOT members. I wish the SBOT nothing but the very best under Doug's leadership.

And while my time as Chair of the SBOT is in the rear-view mirror, I look forward to continuing my relationship with the SBOT and its members in my role as Executive Director of SFU Surrey. I'll see you soon at a Summer Sizzle!

Stephen Dooley, SBOT Board Chair 2018-2019.

Surrey Board of Trade Provides Feedback on BC's Active Transportation Plan

The BC Government released the CleanBC plan in 2018. Active transportation plans — modes such as walking, cycling, and using public transit — are mentioned as a focus in the CleanBC plan. Through a consultation process, the BC Government invited comments/ideas from the public and stakeholders for their thoughts on what active transportation means to them, how the government can overcome barriers to implementation and ideas to enhance active transportation.

The Surrey Board of Trade submitted a response based on feedback from its

Better real-time data for bus arrival and departure

membership and its Transportation Team. In

 Enhancing safety along roadways/ highways for bike use

summary the responses were:

- Improving roads to allow for enhanced walkability
- Planning communities so that people can work closer to home
- Improve awareness for the capability of utilizing biking, walking, and transit to commute
- Provide incentives for people to purchase bicycles

"We need purpose-built communities where citizens can travel to their workplace efficiently and effectively," said Anita Huberman, Surrey Board of Trade CEO. "Our members outlined their frustration with traffic congestion, and the need for viable public transportation modes that would enhance livability within the city, not promote a plan that involves only commuting to other cities."

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ENTERTAINMENT **SPONSOR**



NOMINATE SOMEONE TODAY!

DEADLINE: JULY 11, 2019

Recognize a positive achievement in your Surrey RCMP

CATEGORIES:

- Police Officer of the Year
- Police Volunteer of the Year
- Police and Business Partnership
- Arnold Silzer Community Policing Initiative
- Police Team Award

Submit nominations to heather@businessinsurrey.com

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STARTER PACKAGE (#1)

PORT of vancouver

33" x 77" Roll Up Banner w/ hardware (1) 8.5" x 11" Flyers, double sided full colour, printed on 100# gloss text stock (1000) 1000 Business Cards (2" x 3.5"), double sided full colour, printed on 130# gloss cover stock

\$891 Value. Now priced at \$590

TRADESHOW PACKAGE (#2)

36" x 72" Hanging Vinyl Banner w/ grommets & hem tape (1)

33" x 77" Roll Up Banner w/ hardware (1)

4" x 6" Postcards, double sided full colour, printed on 100# gloss cover stock (1000) 8.5" x 11" Flyers, double sided full colour, printed on 100# gloss text stock (1000) 2000 Business Cards (2" x 3.5"), double sided full colour, printed on 130# gloss cover stock

\$1485 Value. Now priced at \$952

TRADESHOW PRO PACKAGE (#3)

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72" x 40" Backdrop Banner w/ Hardware (1) 36" x 72" Hanging Vinyl Banner w/ grommets & hem tape (1) 3.5" x 5.5" Notepads, single sided colour (200 pads of 25 sheets) 33" x 77" Roll Up Banner w/ hardware (1)

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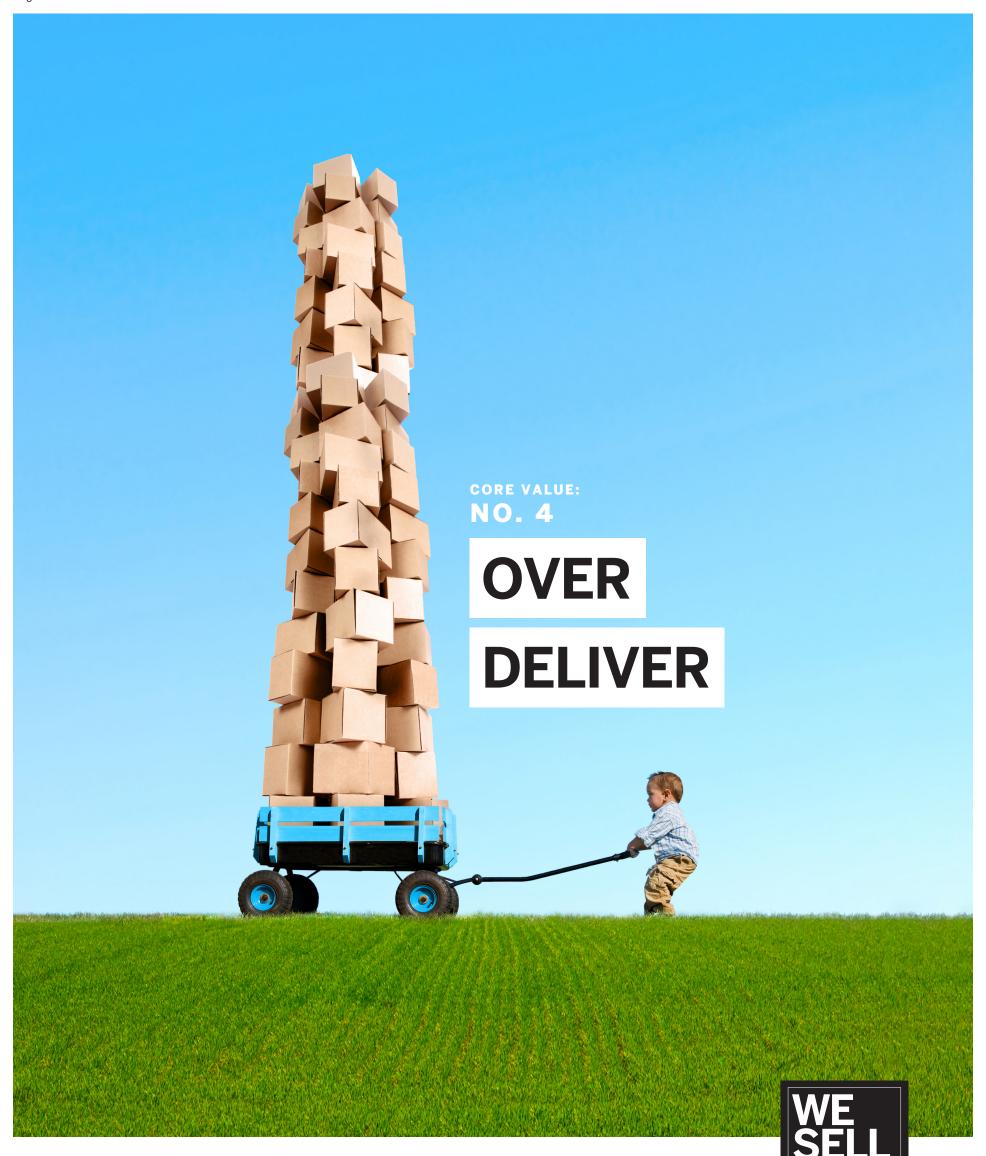
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