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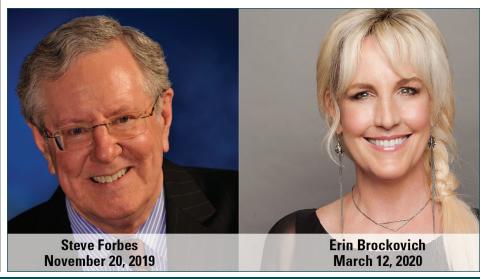
SURREY BOARD OF TRADE - TOP 3 IN CANADA **SURREY - A FOCUS FOR BC PREMIER** 



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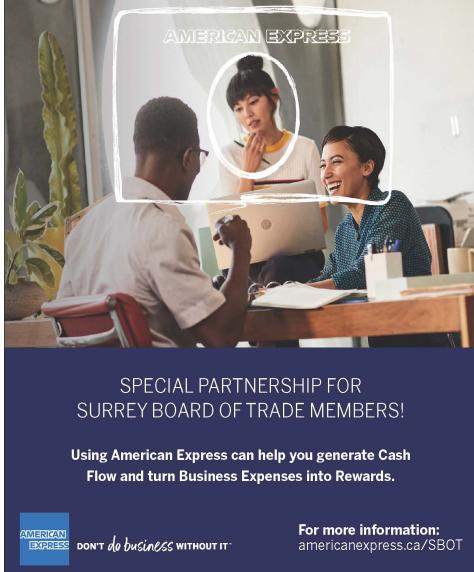


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# SURREY – WHERE BUSINESS HAPPENS!

# \$17M Commitment to New Surrey Quantum Computing Institute at SFU



The BC government announced that it will promote Surrey as a second Lower Mainland downtown and build an innovation corridor that will drive economic growth and job creation into the Cascadia region. BC is taking the first step by establishing a Quantum Algorithms Institute at Simon Fraser University's

Surrey campus.

"This announcement means that Surrey will continue to have an innovationbased economy," said Anita Huberman, CEO, Surrey Board of Trade. "It will lead to opportunities for all Surrey businesses, crossborder partnerships between governments, companies,

and universities, as a boon to the high-tech, life sciences, clean tech, and data analytics industries. The new Quantum Institute will not only produce highly skilled graduates demanded by industry, it will also develop innovative new technologies and spin off new companies that could employ thousands of people."

# Surrey Board of Trade Top 3 in Canada



The Surrey Board of Trade's leadership work in government advocacy has been recognized by the Canadian Chamber of Commerce, specifically through the use of their unique event program, the 'Surrey Hot Topic Dialogue Series', at the annual Canadian Chamber of

Commerce Convention which took place in September 2019 in Saint John, New Brunswick.

"The Surrey Board of Trade is thrilled that the Canadian Chamber of Commerce has recognized the advocacy work of the Surrey Board of Trade, said Anita Huberman, Surrey Board of Trade CEO. "The

Surrey Board of Trade plays a key role in being leadership oriented in educating, shaping awareness and mobilizing opinion on the most pressing issues of the day that businesses care about to instigate action. There are 450 chambers of commerce/boards of trade in

Canada.

# Surrey Entrepreneur Showcase



On September 13th, the Surrey Board of Trade and StartUp Surrey hosted the third Surrey Entrepreneur Showcase. The panelists featured were:

# 1. Marissa Bergeron

- Founder and CEO, Eat the Dishes Industry: Food and Service

2. Dale Lutz - Co-Founder and Vice President

of Development, Safe Software Industry: Software Management and Technology

#### 3. Ryan Moreno

- Co-Founder and CEO, Joseph Richard Group Industry: Food and Service This event showcases three speakers in various industries, culture and

business size speaking about their entrepreneurial journey - what worked, what didn't, how they overcame obstacles, and other important steps in becoming successful. Thank you to Kwantlen Polytechnic University for their supporting sponsorship and the Surrey Now-Leader Media Group for their media sponsorship.

# StartUp Surrey



StartUp Surrey Steering Committee at Surrey's Health & Technology District, planning exciting announcements and events for Surrey's business support

# Meeting with Premier of BC, John Horgan



At an invitation-only industry roundtable with the Premier of BC, the Surrey Board of Trade was asked for their perspective on emerging economic successes, challenges, and opportunities. In summary, the discussion items and requests related to:

- Affordability
- Transportation
- Development
- Housing
- International Trade
- Skills
- Education
- Arts and Culture
- Anti-racism

- Film & Entertainment
- Surrey Investments

The Surrey Board of Trade will continue their dvocacy to instigate change for business, our economy to enhance livability in Surrey.

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# Recession Risk



Robert Levy

All of the economic and market chatter through the final summer months seemed focused on whether a recession is looming, and whether it will be a result of policy missteps (potentially led there by one global superpower and their bombastic president). It seems somewhat pedantic waiting for a shoe to drop as we've seen global economic indicators signal factories and manufacturers output cutting back and other signs that often precede recession. Still, the ace in the hole has been, and (for now) continues to be the strength in the US labour

For many, this had been the conundrum over the Summer months. In aggregate, the US economy (and here in Canada) continue to look relatively strong. We can also cite indicators that show reason for concern, and

those seemed to be concentrated around the business sector and their spending and investment plans, but job market activity has yet to exhibit signs of weakness.

As the discussion continues over what extent US President Donald Trump is successful in jawboning the US Federal Reserve and influencing the direction of their policy, he's made the epiphany that all he had to do was intensify trade negotiations with Chinese officials. Essentially, the Twitter tirades and press conferences criticizing Federal Reserve Chair Jerome Powell made for good headlines, but the ongoing unresolved trade dispute may prove more effective in forcing the Fed to cut interest rates.

Additionally, the escalating backand-forth tariff announcements through August only further prompted financial market volatility and saw a surge in demand for safe-haven assets. US government debt traded back to record levels and the US yield curve has inverted to the worst level since 2007. Similarly, precious metals proved once again the sought-after asset in volatile markets as gold made multiyear record highs and surpassed all-time highs in Canadian dollars. The ultimate question is, what's it to us here in Canada? One US investment bank suggested

that although the Canadian economy looks relatively unscathed to this point, as a commodity

exporting nation, we will ultimately be impacted by waning global demand. Furthermore, the Bank of Canada will have no choice but to follow the US Fed and cut interest rates. This will then translate to a weaker Canadian dollar. CIBC economists, however, suggested focus really needs to stay with the United States (and not global events) as we've yet to see a recession in Canada without there being one in the US. Bank of America CEO Brian Moynihan recently said in an interview that he' is not worried about a slowdown as long as the U.S. consumer remains strong. Of all the indicators, it'll be the US job market that will paint the picture.

# Metro Vancouver Launches New Regional Economic Prosperity Service



At its July 26 meeting, Metro Vancouver's Board of Directors endorsed the business plan for a new regional economic prosperity service. This new Metro Vancouver service will complement and amplify the existing economic development efforts of member jurisdictions

and stakeholders. With a focus on promoting strategic investment in the region, and on regional collaboration to advance shared economic, livability and sustainability goals in Canada's Pacific gateway, it will work closely with public and private sector stakeholders to identify investment

priorities and to collect and analyze relevant data, while leveraging the regional district's considerable resources and positive reputation. The business plan was developed under the guidance of a steering committee and advisory group comprised of representatives from public and private sectors, including the Port of Vancouver, the Surrey Board of Trade, the Motion Picture Industry Association of BC, Telus, the University of British Columbia, the

Greater Vancouver Board of Trade, Simon Fraser University, Seaspan, the BC Chamber of Commerce, Mustel Group and others As a next step, Metro Vancouver will appoint a Management Board to provide oversight in the development of the marketing strategy and will begin recruitment for an executive director and resources for the new function.

Metro Vancouver is a federation of 21 municipalities, one Electoral

Area and one Treaty First Nation that collaboratively plans for and delivers regional-scale services. Its core services are drinking water, wastewater treatment and solid waste management. Metro Vancouver also regulates air quality, plans for urban growth, manages a regional parks system and provides affordable housing. The regional district is governed by a Board of Directors of elected officials from each local authority.

# **BC** Economic Forecast Downgraded

What is behind BC's downgraded forecast? Here are the top three things to take note of:

1. Absent booming real estate transactions and related consumer **spending**, which have

cooled across many Asia-Pacific cities, the BC economy is poised to record three consecutive years of below average growth. In our previous quarterly outlook, we indicated that the growth

TABLE 2: **B.C. ECONOMIC OUTLOOK** (ANNUAL % CHANGE UNLESS OTHERWISE INDICATED)

	2017	2018	2019f	2020f
Real GDP	4.0	2.4	2.0	2.3
Employment	3.7	1.1	2.0	1.2
Unemployment rate (%)	5.1	4.7	4.4	4.6
Housing Starts (000 units)	41.2	38.4	42.9	35.1
Retail sales	9.3	2.0	3.0	3.5
B.C. CPI	2.1	2.7	2.4	2.2

f - forecast

Source: Statistics Canada and BC Stats; BCBC for forecasts.

province would shift to some extent. The slowdown in sectors tied to real estate and residentially-secured credit is expected to weigh disproportionately on the Lower Mainland while the northern regions of province benefit more from major capital projects. While these factors will still shape regional economic activity, the hit to the province's resource sectors particularly forestry – has become a bigger negative factor than we projected back in March, resulting in a more subdued near-term economic outlook for many regions in the province

dynamic within the

- 2. Tourism has also downshifted from a being a growth leader to eking out - at best - very small gains this year.
- 3. Spending in retail stores in BC has slowed significantly over the past 18 months as the tailwind from house price inflation – and therefore rising collateral values - disappeared. Retail spending has slowed more in Metro Vancouver than in other regions of the province. The latest figures show retail sales contracting by more than 2% in BC's biggest urban area. In contrast, the rest of the province collectively has seen retail spending expand by roughly 3%.

Source: Business Council of BC



# Mission, Advocacy, and the Role of the Surrey Board of Trade



**Doug Tennant** 

Since the mid-1500s, the role of boards of trade has been to further the interests of businesses through advocacy and actions that support the business community. This means that boards of trade do not always see eye-to-eye on all issues with their stakeholders, including different levels of government. Boards of trade are bound to achieve their missions, which for the Surrey Board of Trade (SBOT) is that "a business climate conducive to the success of its members and wider community" exists in Surrey. Included in this mission is the following end to achieve: "Government decision-makers are provided with information

on current and emerging issues and how their decisions impact business." The Surrey Board of Trade, and its CEO, Anita Huberman, are bound by policy and ethics to work hard to achieve this mission successfully. This means that, at times, the SBOT may take policy positions that put the organization at odds with other stakeholders, such as board of trades of other cities, private business associations, and government agencies. This is not a bad thing - decision-makers can come to informed conclusions when different points of view are heard and relevant information is shared. Two issues that the SBOT has advocated for on behalf of our members will help illustrate this point: Universal Pharmacare and Light Rapid Transit.

Universal Pharmacare: The SBOT has taken a position at odds with the BC and Canadian Chambers of Commerce with our stance in support of a universal single-payer national pharmacare plan. The provincial and national chamber bodies support a "fill the gaps" approach to pharmacare that would see the private/group insurance system remain basically the same but create new coverage for people

who currently do not have insurance. There are good arguments for both approaches, but the SBOT chose to strongly support the single-payer plan because our detailed research and consultations demonstrated that this approach was the best for our member businesses and would save them money that could be re-invested into their businesses (businesses would save \$750 each year, on average). Our research and communication on the topic included papers and policy positions we published on the subject, hosting member meetings where experts discussed the issue, and debating the topic at provincial and federal chambers of commerce conventions. While our position is at odds with the majority of chambers of commerce and boards of trade in the country, we are able to disagree and still maintain a strong relationship with our peer organizations, as witnessed by the SBoOT being selected as one of three finalists for Board of Trade of the Year by the Canadian Chamber of Commerce. Differences of opinion on specific issues does not preclude us working with our partner chambers and boards of trade on other issues that will be resolved more readily with mutual support.

**Light Rapid Transit:** Over the past few years, the SBOT has advocated strongly for a light rapid transit line that would connect the city centres of Surrey. This position is at odds with the current City of Surrey and TransLink decision to expand SkyTrain to Fleetwood. While both positions have arguments that support their case, the SBOT's position is based on what we believe is for the best for the majority of our members, many who own and operate businesses in the city centres of Surrey. Our research and communication on the topic includes papers and policy positions we published on the subject, hosting member meetings where experts discussed the issue, and meetings with City of Surrey staff and politicians on the matter. While our position on this topic is at odds with the City of Surrey's, we are bound by policy and ethics to advocate for what is best for our member businesses. In much the same way as we maintain a good working relationship with our fellow chambers and boards of trade despite disagreement on some topics, we value a strong working relationship with the City of Surrey despite holding different positions on some issues. There are

many areas of our mandates and missions where mutual support is for the betterment of the citizens and businesses of Surrey, and the SBOT will continue to seek to work cooperatively with the City on these projects.

#### In conclusion:

The Surrey Board of Trade is a mature business association that strives to do the best for its members and the wider community. The positions we take are based on research and consultation with our members and on our mandate to achieve the mission of the organization. While we may not agree at all times with our stakeholders and partners, we are always ready to work cooperatively with them on projects that help achieve our mutual mandates.

**PLUS:** We recently held our planning session in partnership between the board and staff (photos below) and you will see some of our brainstorming and actions that we will be taking on the economy. There is much to focus on and much to celebrate!







# Surrey Board of Trade Calls for Red Tape Reduction to Federal Government

The Surrey Board of Trade provided a submission to the Government of Canada in its consultation on how red tape and regulatory burdens impact businesses.

The summary of the Surrey Board of Trade's submission includes:

 Wherever possible, it is important for the government to eliminate duplication, overlap, inconsistencies, and contradictory rules across agencies and levels of government. Seeking ways to minimize the number of steps, decrease processing times, or make things more user friendly with the goal of cutting the time and cost of compliance and administration for businesses are obvious considerations.

- Political leadership is needed. If politicians are not fully on board, the reform will not happen or last.
- The Federal Government must establish a publicly available baseline for measuring the number of regulatory
- requirements and their estimated costs, along with regularly reporting to the public on changes to the number and costs of provincial regulations.
- Place constraints (i.e. regulatory caps) on regulators and giving them the appropriate incentives to manage and minimize the regulatory burden.
- Adopt a regulatory budgeting model. A regulatory budget essentially requires that any new regulations need to be offset by reforming or

eliminating existing regulations of an equivalent economic cost — using a standardized costing model to measure the economic costs of regulations across the government.

"The Surrey Board of Trade advocates for the reduction of red tape. Our members have provided information on how red tape negatively impacts their ability to innovate, compete, and grow by completing the annual Surrey Red Tape Survey," said Anita Huberman, CEO, Surrey Board of Trade.

"We are pleased that the Government of Canada is seeking stakeholder input on regulatory burdens, but engagement should occur throughout the entire process of reviewing and implementing regulations."

Red tape may include poorly designed laws, regulations, and policies; outdated rules that may have been justified at one time but are no longer; and rules intentionally designed to burden some businesses while favouring others.

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# SURREY – WHERE PUBLIC SAFETY INFRASTRUCTURE MATTERS TO BUSINESS

# Statement From Surrey Board of Trade: Surrey Police Transition

On August 22, 2019, Public Safety Minister Mike Farnworth announced plans to begin work on the Surrey Police Transition Plan by specifically appointing former Attorney General Wally Oppal with a committee to oversee the work, alongside the City of Surrey and other experts. The BC Government has given the go-ahead on the Surrey Police Transition contingent on the committee's recommendations. "As many people are aware the Surrey Board of Trade has advocated to keep the Surrey RCMP in Surrey, to harness and enhance our existing resources and address any deficiencies in our public safety infrastructure," said

Anita Huberman, CEO, Surrey Board of Trade. "The BC Government has given the City of Surrey the green light to proceed on the Surrey Police Transition but has not given the final approval on the transition."

"We anticipate that this will be a long process to fill in any gaps in the initial proposal and for Oppal's committee to make the appropriate recommendations to the BC Government to ensure that Surrey's public safety infrastructure and livability are not compromised."

"While the analysis takes place, the Surrey RCMP still needs more officers to do their job."

The Surrey Board of Trade will be calling for:

- 1. Assurance that adequate and effective policing is maintained throughout the transition and beyond by asking for needed RCMP officers throughout the transition;
- The formation of a community advisory council to offer feedback and input to the Surrey Police Transition Committee led by Wally Oppal;
- Sustainable city budget goals - having the City of Surrey maintain the costs and not compromise other services/other infrastructure needs to

make Surrey a world-class

- Investments on other wrap-around services. Public Safety is not only about the police is about the needed social service supports that Surrey still needs;
- Information on costing by the BC Government (e.g. funding for training to the Justice Institute of BC for officers);
- 6. Opportunities for public presentations to the Oppal committee;
- 7. Transparency by the BC Government to communicate accurate and complete costs of transition and operations

of a new municipal force to residents and businesses as well as other findings through the staged process of evaluating the Surrey Police Transition Report;

- 8. Information on how integrated services (such as IHIT) will interface with a municipal police force;
- 9. Assurance that the standards and conditions of policing are as high as possible so that public safety and liveability are not compromised at any time because of the transition.

The transition timeline is a forecasted completion by March 2021; however,

without knowing the scope of work, committee members and issues to be addressed, the actual time frame for a transition will necessarily be determined by the committee has to determine if that is possible. The transition report suggests a new municipal force in Surrey would have 805 police officers, 325 civilian positions and 20 Community Safety Personnel. Currently, Surrey RCMP has 843 members. There are also 302 City of Surrey employees supporting the RCMP. "The Surrey Board of Trade will continue to work to ensure Surrey is open for business and investment locally and globally."

# 2019 Finalists — Celebrating the Work of the Surrey RCMP



The Surrey Board of Trade is proud to announce the finalists for the 23rd Annual Surrey Police Officer of the Year Awards. Thank you Presenting Sponsor: Hamilton Duncan, Supporting Sponsor: Tim Hortons, and Media Sponsors: CBC Vancouver, the Surrey NOW-Leader and BCBusiness.

The 2019 Finalists are:

#### **POLICE OFFICER OF** THE YEAR AWARD - NOMINATED BY **COMMUNITY**

- Corporal Bob Keay
- Corporal Elenore Sturko
- Constable Richard Wright

#### **POLICE OFFICER OF** THE YEAR AWARD-**NOMINATED BY PEERS**

- Constable Karen Baker
- Corporal Thomas Boyce
- Constable Richard Wright

#### **ARNOLD SILZER COMMUNITY POLICING INITIATIVE AWARD**

- Auto Crime Target Team
- Serious Crime Unit
- Surrey Gang Enforcement Team

#### **POLICE AND BUSINESS PARTNERSHIP AWARD**

- **Guildford Town Centre**
- Karen Klein ICBC
- Save On Foods Store #2207 (10312 King George Boulevard)

#### **MUNICIPAL EMPLOYEE OF THE YEAR AWARD**

- Natalie Browne
- Marnie Neal
- Jana Stocker

#### **VOLUNTEER OF THE YEAR AWARD**

- Harsimran Cheema
- Steve Gyorgy
- Sharanvir Kang

#### **RCMP AUXILIARY OF THE YEAR AWARD**

- Auxiliary Terry Mann
- **Auxiliary Karen Summers**
- **Auxiliary Kim Treider**
- POLICE TEAM OF THE YEAR AWARD
- Domestic Violence Unit
- F-Watch
- Police Mental Health

# RCMP National Forensics Lab Moves from Vancouver to Surrey Headquarters

The RCMP National Forensics Lab in Vancouver has been replaced with a new stateof-the-art facility in Surrey. The new lab opened on July 15 at the RCMP E-Division Headquarters at 14200 Green Timbers Way in the Green Timbers area of Surrey. The new facility, which covers 7,446 square feet,

will be approximately twice the size of the previous location and will be staffed by 105 employees. It features advanced telecommunications systems and specialized workstations designed to fulfill lab operating requirements.

"These services play a vital role in criminal investigations," according to a release. "The new lab will allow the RCMP to continue providing critical services to support criminal investigations across Canada, helping to identify, eliminate or exonerate suspects, and enhance public safety.'

# **Business Engagement & Safety Team (BEST)**

The Surrey RCMP's Business Engagement & Safety Team (BEST) is a community policing initiative that further links police and businesses in the interest of crime prevention. Surrey RCMP volunteers visit businesses across the city and provide merchants with information on how to report and proactively manage public safety issues that impact their business.

#### **BEST** provides the following services to Surrey businesses:

- Helping businesses connect with the right organizations to deal with public safety issues such as graffiti, loitering, discarded needles, and crime.
- Ensuring crime and nuisance issues are referred to police for follow
- Providing crime prevention information to help businesses prevent problems before they occur.
- Educating businesses on when and how to report issues to police.
- Providing details on business safety workshops and initiatives.

Contact BEST Surrey Business Engagement@rcmp-grc.gc.ca

# THE FASKEN PERSPECTIVE

# DOs and DON'Ts When Hiring a Foreign Worker in Canada



Jae-Yeon Lim

When John was offered a job with a six-figure salary at a tech company in Vancouver, he readily accepted. Once John began his job, Human Resources requested a copy of his work permit but did not seek legal advice to ensure that John's work permit authorized his work for his new employer. One day, upon returning from a trip and re-entering Canada, John was stopped by an immigration officer who discovered that John had been working illegally for his new employer. John was deported and his new employer was inspected and subsequently fined for having employed a foreign worker without proper work authorization.

The above story is a cautionary tale for both foreign workers and Canadian companies that



hire global talent. Many steps could have been taken internally to prevent John's deportation and the penalties imposed on the employer. Under Canadian immigration law, a foreign worker who works without authorization may be found inadmissible and issued an exclusion order to leave Canada. Under the *Immigration* and Refugee Protection Act ("the Act"), any person who employs a foreign worker in a capacity in which the foreign worker is not authorized under the Act is considered to be committing an offence (s. 124). Employers are required to practice due diligence: "[...] a person who failed to exercise due diligence to determine whether employment is authorized under this Act is deemed to know that it is not authorized" (section 124(2)).

The consequence of illegally hiring a foreign worker can be dire, including the following as set out under section 125 of the Act:

(a) on conviction on indictment, to a fine of up to \$50,000 or to imprisonment for up to two years, or to both; or

(b) on summary conviction, to a fine of up to \$10,000 or to imprisonment for up to six months, or to both.

In *R. v. Orr,* 2016 BCSC 2064, a Canadian citizen who hired a live-in caregiver without a proper work permit was found guilty under section 124(1) (c) of the Act and was imposed a three-month conditional sentence of imprisonment. In this decision, Justice Duncan had pronounced that while the offence of employing a foreign national without authorization is not as serious as other offences in the Act, it is deserving of a

sanction that has a deterrent effect on other like-minded individuals.

We recommend that employers seeking to hire foreign workers exercise due diligence by obtaining legal advice. This will help ensure that foreign workers possess valid work authorization to engage in the work.

Fasken helps employers in all areas of corporate immigration. Contact us to learn more about our available immigration services.

#### Jae-Yeon Lim

Associate Lawyer, Practicing Exclusively in Canadian Immigration Law +1 604 631 4776, jalim@fasken.com

DOs	DON'Ts		
Ask the prospective foreign worker for status document in Canada.	Assume that the foreign worker's status document authorizes his or her prospective employment.		
Seek legal advice in order to ensure that the foreign worker obtains proper work authorization <u>before</u> commencing work.	Seek legal advice from an unqualified person. Under section 91(1) of the Act requires that individuals providing advice or representation to potential immigrants in Canada are properly qualified, licensed and subject to regulatory supervision.		
Communicate internally to educate personnel involved in the hiring process on the work permit process and requirements.	Assume that the process required for hiring foreign workers is the same as for Canadians and Permanent Residents. Start date may need to be adjusted according to immigration's processing time.		
<ul> <li>Retain a copy of the foreign worker's     work authorization and any other relevant     documents pertaining to the foreign     worker's employment for up to six years     from the first day of the foreign worker's     employment in case of a random inspection     from the immigration authority.</li> </ul>	Lose the documentation that may be required during the course of a random inspection.		
Ensure that the foreign worker is provided a work place that is free of abuse.	Collect fees from foreign workers in exchange for job offers.		

### Thank You to SFU President Andrew Petter



Surrey Board of Trade thanking SFU President Andrew Petter for his partnership and commitment to Surrey's business community in his final address to the Surrey Board of Trade before his term ends in August 2020.

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### **COFFEE WITH DAVE HAYER**

Last Saturday of the Month 2:45-4pm Pantry Rest. Guildford Mall

Dave Hayer served as MLA for Surrey for 12 years

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# SURREY - WHERE TOURISM, ARTS & CULTURE HAPPEN

### **ARTS & CULTURE NEWS:**

### Surrey Music City Centre at Surrey Board of Trade



The Surrey Board of Trade and FUSION presents work together to support musicians and those that support musicians through the Surrey Music City Centre Office. FUSIONpresents 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:

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

- 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 at anita@ businesinsurrey.com. Check out: businessinsurrey. com/policy/music-citysurrev/

### **TOURISM NEWS:**

# Surrey Board of Trade Calls for Modernized GST Rebate Program to **Increase Tourism Industry**

The Surrey Board of Trade is calling on the Federal Government to seize an opportunity to strengthen Canada's tourism industry. By reintroducing a streamlined visitor rebate program, this allows visitors to be exempt from a sales tax on purchases above a certain amount as long as they present their passport, Nexus, or Driver's License at point of purchase. In a recent position paper composed by the Surrey Board of Trade and its Tourism, Arts & Culture Team, they are further calling for the elimination of GST for tourism-related hotel stays and restaurant visits, for purchases above a certain amount. In the 1990s, the Visitor Rebate Program allowed visitors in Canada to receive a sales tax rebate on items purchased during their travels, including goods bought to take

home and money spent on short-term accommodation. The Federal Government phased out the program in 2007, citing excessive costs and underutilization. However, a recent report from the Retail Council of Canada shows that the program's cancellation has resulted in a GDP loss of nearly \$6 billion. By reintroducing a modernized visitor rebate program, the demand for tourism could increase by \$595.7 million per year.

"Tourism equals jobs," said Anita Huberman, CEO, Surrey Board of Trade. "The tourism industry is a significant part of Canada's economy.' International tourism is a highly competitive business and governments in other countries have taken steps to enhance the visitor experience where Canada has not. Many other countries use

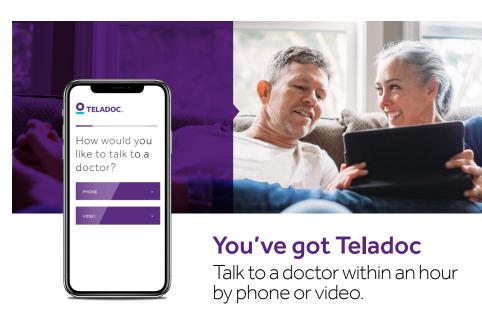
rebate programs that increase the amount of money spent within the country. If a shop owner does not have to provide GST to the government, more money can be spent at the establishment. Tourists have a strict budget. For example, since implementing a new on-site visitor sales tax exemption, Japan's tourism exports have more than doubled in just 4 years. While almost all OECD countries have enjoyed an increase in tourism exports over the last decade, Canada ranks 32 out of 36 for growth, while Japan ranks third.

The Surrey Board of Trade will be engaging with the new Federal Government and Canada's new Tourism Minister to reinstate the rebate program.

To view the policy submission: businessinsurrey.com/policy/tac







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# SURREY - WHERE BUSINESS INNOVATION HAPPENS

# 2019 Surrey Environment & Business Award Winners with Robert F. Kennedy Jr. as Keynote Speaker



On September 17, the Surrey Board of Trade presented four winners with the Surrey **Environment and Business** Award at the 13th annual event. The event featured Robert F. Kennedy Jr. as keynote speaker, with a captivating discussion on environmental policy. His presentation highlighted the need for innovation to advance the clean tech sector to encourage a thriving ecosystem for future generations.

The awards were presented to Surrey Board of Trade members or Surrey-based businesses that have demonstrated exceptional dedication to environmental leadership and/or issues. The award recipients are guided by a sense of respect for the environment and demonstrate this initiative consistently. "The amazing industry leadership and innovation in Surrey is to be celebrated," said Anita Huberman, CEO, Surrey Board of Trade.



#### **2019 WINNERS:** Small Business Award -**Tailwind Energy Group**

Tailwind Energy Group provides safe, reliable and cost-efficient electrical services and innovative energy solutions by providing energy efficient lighting to those who cannot afford upgrades while lowering the collective footprint on the environment.

#### Medium Business Award -A Rocha Canada

A Rocha Canada is a registered charity whose mission is to transform people and places into healthy communities through three core programs: conservation science (research and restoration of watersheds), sustainable community agriculture, and environmental education for all ages.



#### **Large Business Award** - School District # 36 (Surrey)

Environmental sustainability isn't just one project for Surrey Schools. The district strives to incorporate environmental sustainability into day-to-day operations and integrate environmental sustainability into the curriculum taught to students.

#### Circular Economy Award -Renewi Canada

In 2018, Renewi Canada

opened North America's first fully integrated closed-loop organic waste management facility featuring dry anaerobic digestion and invessel composting in Surrey.

Award Sponsors: Copytek Print Centres, Exp Services Inc., and Fortis BC

**Community Sponsors: PW** Trenchless Construction Inc., Safe Software, and Vancity Media Sponsors: BC

Business and Surrey NOW-Leader

# 2019 Surrey Business Award Finalists



On Wednesday, November 13, 2019, the Surrey Board of Trade will recognize 7 of Surrey's best businesses in different award categories at the Academy Awards style 21st Annual Surrey Business Excellence Awards.

The Surrey Board of Trade's 21st Annual Surrey Business Excellence Awards Dinner, with Presenting Sponsors BDC and TD Bank, will also feature the 6th Annual Corporate Social Responsibility Award, recognizing a business that is operating in an economically, socially and environmentally responsible manner.

Date: November 13, 2019

Networking Cocktail Reception: 6:00 - 7:00 p.m.Dinner and Awards Presentation: 7:00 - 9:30 p.m. Location: Sheraton Vancouver Guildford Hotel (15269 104 Avenue, Surrey) Tickets: \$115 (+GST) each or \$1,210 (+GST) for a table of

Tickets can be purchased at businessinsurrey.com or by calling 604.581.7130.

#### THE 2019 FINALISTS ARE:

#### **Business Person of the Year Category:**

Nasir Kamrudin, Surrey Honda Calvin MacInnis, Coast Capital

Charan Sethi, Tien Sher Group of Companies

#### 1-10 Employees Category:

Beta Collective Inc. Prado Café Ltd. Tochtech Technologies Ltd.

#### 11-40 Employees Category:

Linus Media Group Inc. Safer Schools Together Zenterra Developments Ltd.

#### 41+ Employees Category:

Cloverdale Paint Inc. Joseph Richard Group Star Marketing Ltd.

#### **Not-for-Profit/Association** of the Year Category:

Cloverdale Community Kitchen **DIVERSEcity Community** Resources Society Kids Play Youth Foundation

#### **New Business of the Year** Category:

Arcade Party Truck Ltd. Floor Envy Supply and Renovations Ltd. Joyful Indulgence Bakeshop Café

#### Young Entrepreneur of the **Year Category:**

Marissa Bergeron, Eat the Dishes Janaka Rathnayaka, Clayton Glass Hassib Sarwari, Afghan Kitchen



## Did you know?

#### Surrey Board of Trade Event Named a Top 100 Event in **Metro Vancouver**

Surrey Business Excellence Awards Selected as an Influential Event

BizBash, the premier resource for event and meeting professionals in North America, has announced the Surrey Board of Trade's Surrey Business Excellence Awards as one of the Top 100 Events in the Metro Vancouver region. This annual high profile Surrey business event continues to break barriers, challenge the norm, and push limits to reach and engage audiences in a thoughtful way.

This Surrey Board of Trade awards program celebrates business in Surrey – a great place to live, learn, play and work! The businesses featured each year – the nominees and finalists - have reached a special point of business success. The Surrey Board of Trade for the past 20 years has celebrated Surrey businesses in this way. During the awards program that takes place in November, attendees learn what the Surrey Board of Trade represents to their business members and to Surrey which is; economic opportunity, workplace development and education, international trade, government advocacy and business connections. The 2019 academy awards-style event takes place on November 13, 2019.

"We're thrilled to recognize the vibrant event community in Metro Vancouver," said Beth Kormanik, BizBash editor in chief. "The region is home to world-class events. Taken together, these events reveal the essence of the Metro Vancouver region.'

"The Surrey Board of Trade is proud to be recognized for hosting the Surrey Business Excellence Awards as one of the Top 100 Events in the Metro Vancouver region," said Anita Huberman, Surrey Board of Trade CEO. "To be included in this fantastic group of events is an

The Surrey Business Excellence Awards and the rest of the Top 100 Events in Vancouver can be found at bizbash.com/top-100.

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# SURREY BOARD OF TRADE - AROUND THE CITY & REGION



**SURREY MATTERS IN FEDERAL ELECTION 2019** Federal Election All Candidates Dialogue hosted by the Surrey Board of Trade



**SURREY – WHERE REGIONAL MAYORAL MEETINGS HAPPEN** Surrey Board of Trade meeting with Delta Mayor George Harvie on transportation projects as well as the Royal Canadian Navy.



**SURREY – WHERE DONATIONS HAPPEN** Surrey Board of Trade at the South Asian Business Association Education Forum. Congratulations on the donation to the Royal Columbian Hospital Foundation.



**SURREY – WHERE TECHNOLOGY AND FASHION HAPPEN** Surrey Board of Trade at the Neuromotion FashionTech Fundraiser at Surrey City Hall. Raising awareness and funding for exoskeleton technology to help people stand again through Lokomat technology.



**NETWORKING IN SURREY** Minister Harry Bains, Indra Bhan and Charan Sethi at the State of Newton Breakfast



**SURREY - WHERE A FOCUS ON NEWTON IS NEEDED** The Surrey Board of Trade was pleased to partner with the Newton BIA Newton Breakfast Forum. We need an economic blueprint for Newton.



Surrey Board of Trade presenting to the City of Surrey Environmental Advisory Committee. Environmental policy needs to have an economic development lens too.



Surrey Board of Trade's Anita Huberman interviewed by ZeeTV about the value that the Surrey Board of Trade brings to Surrev's business community.



**SURREY – WHERE FEDERAL PARTY LEADERS ENGAGE** Surrey Board of Trade's 4th Federal Election Town Hall with Maxime Bernier, People's Party of Canada. As a non-partisan business organization, the board of trade/chamber of commerce industry gives all main federal party leaders the democratic opportunity to provide their perspective.



**SURREY – WHERE NATIONAL CONNECTIONS HAPPEN** Surrey Board of Trade with the new Board Chair of the Canadian Chamber of Commerce Phil Noble and the new Chair Emeritus Michael McMullen.



**SURREY – WHERE FRIENDSHIPS HAPPEN** Fun Maritimes dinner in Saint John, New Brunswick with the Surrey Board of Trade and Burnaby Board of Trade.

# SURREY BOARD OF TRADE - AROUND THE CITY & REGION



SURREY – WHERE ALBERTA CONNECTIONS HAPPEN
Great to see and speak with Alberta Premier Jason Kenney in
Saint John, New Brunswick at the Canadian Chamber of Commerce
Convention. Surrey Board of Trade focusing on
Canada's energy sector.



SURREY – WHERE WE FOCUS ON TRADES
Surrey Board of Trade's Indra Bhan with Supneet Chowla, CEO of
Ace Trades and Technical Institute (ATTI) at their
12th Anniversary in Surrey.



Douglas College Training Group selected the Surrey Board of Trade as one of five recipients for ongoing collaboration and continued work as a leader in strengthening community and workplaces.



**SURREY – WHERE WE FOCUS ON THE WHITE ROCK PIER**Surrey Board of Trade at the Friends for the Pier Fundraiser in
White Rock. We also remembered our good friend Cliff Annable.



SURREY – WHERE WE FOCUS ON ENERGY, OIL AND LNG Surrey Board of Trade hosted an energy luncheon sponsored by the Canadian Association of Petroleum Producers (CAPP) with special guest speaker Rob Broen, CEO of Athabasca Oil, from Alberta.



SURREY – WHERE YOUTH FOCUS ON THE ENVIRONMENT
Great to have next generation focus on an environmental business
pitch. The Surrey Board of Trade is pleased to support
Camp We Empower. These amazing ladies presented to
the Surrey Board of Trade Environment Team.



**SURREY - WHERE BUSINESS CONNECTIONS HAPPEN**Amazing turnout at the Surrey Board of Trade Business to Business
Networking Reception at DMCL Chartered Accountants.



**SURREY – WHERE WE CELEBRATE BUSINESS**Surrey Board of Trade congratulates the law firm of Fasken on 130 years in business.



SURREY – WHERE BUSINESS CONNECTIONS HAPPEN
Close to 200 people at the UNITI Business to Business
Networking Reception.



**SURREY – WHERE WE GIVE BACK** 

SEVA Thrift Store Society made a donation of \$30,000 to the Surrey Hospital and Outpatient Care Foundation on their 3rd Anniversary Celebration to support the Children's Campaign for medical equipment and services at the hospital.

Visit the Seva Thrift Store at 9430 120 Street, Surrey.



SURREY – WHERE WE FOCUS ON THE MILITARY
Technology Innovation, Procurement, Focus on the Arctic, Focus on Women in the Navy were some of the dialogue topics at QAI Technologies with National Defence Minister Harjit Sajjan and MP Gordon Hogg.

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# SURREY BOARD OF TRADE - AROUND THE CITY & REGION





**SURREY – WHERE WE FOCUS ON AGRICULTURE**Surrey Board of Trade's Rhona Doria at the PNE Agriculture Reception.



SURREY – WHERE STUDENTS LEARN

Kwantlen Polytechnic University marketing students visited the Surrey Board of Trade to learn about business leadership.



**SURREY – WHERE BUSINESS CONNECTIONS HAPPEN**Summer Sizzle Business Reception with over 100 people at Elements Casino in Surrey.



SURREY – WHERE WE CELEBRATE BUSINESS

Heather Booth, Surrey Board of Trade Events and Communications

Manager, attending Surrey Digital's Customer Appreciation BBQ

Party. The owners Bill and Jared Cotterill are

celebrating 10 years in business.



SURREY – WHERE TRANSPORTATION IDEAS HAPPEN
Great to speak with the Former Premier of B.C. and the Former Mayor of Surrey Bill Vander Zalm and Former Mayor of the Township of Langley Rick Green.



OPPORTUNITIES

Surrey Board of Trade met with Hugh Conroy of the Whatcom Council of Governments to implement ideas towards a Cascadia economic action plan.



SURREY – WHERE WE FOCUS ON START UP BUSINESSES
Surrey Board of Trade at the Annual Summer Startup Social hosted
by Beta Collective, with Jason Wong, taking place at
Dominion Bar + Kitchen at the beautiful Civic Hotel.





**SURREY – WHERE CONNECTIONS HAPPEN**Surrey Board of Trade at the South Asian Business Association Golf Tournament.



SURREY – WHERE THE FEDERAL ELECTION IS IMPORTANT
Jagmeet Singh Federal Election Town Hall in Surrey, hosted by
the Surrey Board of Trade.

# SURREY BOARD OF TRADE - AROUND THE CITY & REGION





**SURREY – WHERE BUSINESS CONNECTIONS HAPPEN** 

Great to see everyone at the Surrey Board of Trade Summer Sizzle Business Reception at Famoso Guildford and great to see Corry Clark, Partner at the law firm of Fasken.



**SURREY – WHERE CONNECTIONS HAPPEN** Fun times at the Indo Canadian Business Association and Aaarzu Magazine Summer Mingler.



**SURREY – WHERE NEW EXPERIENCES HAPPEN** Experiencing the lifestyles of the rich and famous at Surrey Board of Trade member London Airlines hangar in Richmond.



**SURREY – WHERE MEMBER CELEBRATIONS HAPPEN** At the 31st anniversary of proud Surrey Board of Trade member Park 'N Fly.



**SURREY – WHERE WE FOCUS ON THE ENVIRONMENT** Surrey Board of Trade's annual BC Environment Training - a certification program supporting businesses in Surrey to provide staff with expert training meant to enhance city building and city development through environmental design.





**SURREY – WHERE RAIL INFRASTRUCTURE HAPPENS** 

Surrey Board of Trade celebrating 100 years of CN Rail at a special reception at the PNE Vancouver. CN helped build a nation and drive our economy, creating jobs. Surrey was noted significantly with the CN shipping yards in our city.



**SURREY – WHERE WE FOCUS ON MEDICAL TECHNOLOGY** City of Surrey Councillor Linda Annis, former BC Premier Ujjal Dosanjh and Surrey Board of Trade Board Director Tammy Rea at the Canadian Eyesight Global Dinner, celebrating 30 years of giving eyesight back to those in need around the world through innovative medical technology.



**SURREY – WHERE WE CELEBRATE BUSINESS** BM Group of Companies annual barbecue hosted by Balraj and Jasbir Mann

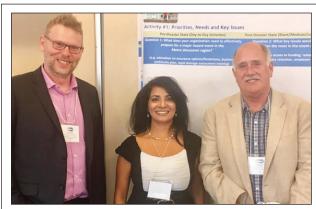


**SURREY – WHERE WE FOCUS ON ROAD ACCIDENT REDUCTION** Great to see the City of Surrey Vision Zero Team at the Summer Sizzle Business Reception at Famoso Guildford. Vision Zero is about using smart technology to reduce accidents on the road.

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# SURREY BOARD OF TRADE - AROUND THE CITY & REGION



**SURREY – WHERE WE FOCUS ON EMERGENCY STRATEGIES**The Surrey Board of Trade was the only chamber of Commerce/board of trade at a regional Metro Vancouver Meeting at BCIT to ensure that private sector is part of emergency/disaster strategies.



**SURREY – WHERE WE CELEBRATE BUSINESS**Surrey Board of Trade Chief Operating Officer Indra Bhan celebrating the 40th anniversary of Your Eyes Only Optical in Surrey.



SURREY – WHERE WE FOCUS ON INCLUSIVITY

The Surrey Board of Trade was a Gold Sponsor at Surrey Pride at
Central City Shopping Centre. Diverse and inclusive workforces
benefit the productivity and bottom line for our businesses. Also
representing the Royal Canadian Navy as an Honorary Captain where
our values are the same - inclusivity strengthens the armed forces.



SURREY – WHERE WE CELEBRATE FIRST RESPONDERS

The Surrey Board of Trade and in Anita Huberman's role as Honorary
Captain of the Royal Canadian Navy - at the First Responder
Recognition Ceremony at the Fraser Valley Heritage Railway. The
Navy is Canada's Search and Rescue agency working in collaboration
with the RCMP, Firefighters, Army and Air Forces.



SURREY - WHERE WE FOCUS ON ENTREPRENEURSHIP
Surrey Board of Trade speaking at UBC - Cracking the Code:
Entrepreneurship in Canada with Raju Goteti, Co-Innovation
Network, Tata Consultancy Services, Puneet Sandhar, Sanghera
Sandhar Law Group and Vinod Jhamb, Clarity Opticals.



**SURREY – WHERE CONNECTIONS HAPPEN**At the Darpan Awards.



**SURREY – WHERE BUSINESSES OPEN**The Surrey Board of Trade at the grand opening of Elite Lending.



SURREY – WHERE INTERNATIONAL CONNECTIONS HAPPEN
Surrey Board of Trade's Rhona Doria at the Philippine Consulate
General's reception and concert in Vancouver, featuring the
Vancouver Symphony Orchestra.



SURREY – WHERE WE CELEBRATE BUSINESS
Surrey Board of Trade's John Lim at the 100th birthday of Cummins, a global power leader providing diesel, alternative fuel engines and generators, as well as related components and technology.



**SURREY – WHERE WE ARE INVOLVED IN THE COMMUNITY**Surrey Board of Trade's Indra Bhan at the Fraser Valley Neighborhood
Association 2019 Surrey Mid-Autumn Festival.



SURREY – WHERE INTERNATIONAL SPEAKERS HAPPEN
Surrey Board of Trade's Heather Booth with Robert F. Kennedy Jr.
at the Surrey Environment & Business Awards Lunch.



SURREY – WHERE WE GIVE BACK
Surrey Board of Trade presenting at 4th annual Basant Motors
Scholarship event. Thank you to Basant for giving back to the
community for over 28 years. 16315 Fraser Hwy Surrey.



# SBOT MEMBER ANNOUNCEMENTS, AWARDS AND EVENTS

**Kwantlen Polytechnic University** invites the community to their Fall Open House event: November 20 at KPU Tech-Cloverdale. Take part in interactive activities, enjoy live entertainment, and enter to win free tuition! kpu.ca/openhouse.

**Surrey Libraries** offers Canadian Newsstream, a database that offers full text access to articles, columns, editorials and features from over 190 newspapers across Canada, some papers dating back to the 1970s. surreylibraries.ca

**Allied Physiotherapy Health Group** has rebranded 6 of their locations in Surrey, providing physiotherapy, massage therapy, kinesiology, and traditional Chinese acupuncture. AlliedPhysio.ca

DP World PLC announces the acquisition of **Fraser Surrey Docks.** Fraser Surrey Docks is a large, multi-purpose marine terminal located in Surrey.

**Orange Oranges Technologies** is looking for an External Advisor to their Board. The Advisor must have expert level knowledge in the Lower Mainland in the manufacturing, lumber, construction, and port industries. atul.s@orangeoranges.ca

Congratulations to **Nancy Reyes** as she joins the **Civic Hotel** in the role of Sales & Catering Coordinator.

**BOBB LAW: Advice, Advocacy & Dispute Resolution** has an "Initial Consultation by Donation," an initiative that provides a donation to the Surrey Food Bank in exchange for legal advice. bobblaw.ca

Congratulations to the **Semiahmoo Arts Society's** new Executive Director, **Dr. Ulduz (Ulee) Maschaykh.** 

**Delta Community Living Society (DCLS)** is a local partner for the MentorAbility employment initiative. If your business is interested in mentoring a job seeker with a disability for a few hours or a whole day, please contact Sharrie Dahl at sdahl@dcls.ca.

**NYIT Vancouver** announces the following achievement awards recognizing faculty from their School of Management: Frank Lorne -10 years, Amba Sekar -10 years, and Petra Dilling -10 years.

New to the **HealthTech Connex** Team are **Robin Norris**, VP, Sales & Marketing and **Glen Antonuk**, VP, Business Development.

Locally owned marketing agency, **DRIP Marketing**, is filming the documentary "Unconditional" on abandoned and abused orphans in Manzanillo, Mexico. The film release is scheduled for January 2020. dripmarketing.co

Businessman and philanthropist **Perminder Chohan's** new book, 'My 10 Secrets to Success' is an inspiring guide for those who want to achieve success in their lives. Available on amazon.ca.

**LandlordBC**, in partnership with the **Province of British Columbia**, have launched a series of regional workshops to engage landlords in their communities. landlordbc.ca/news

**The Salvation Army** community engagement office has opened in Surrey. This office is new to the area and they want to partner with you in serving the community. glynden\_cross@can.salvationarmy.org

Congratulations to **Westamp - Westminster Rubber Stamp** on their 50th Anniversary. 113-13030 76 Avenue. westamp.ca

Be a part of transforming surgery in Surrey with the **Surrey Hospital Foundation**. Surrey Memorial Hospital is the busiest surgical site in the Fraser Valley, serving 1.8 million residents. Surrey Hospital Foundation is partnering with Fraser Health with an investment of \$10 million to help renew 10 operating rooms with state-of-the-art equipment and technology. surreyhospitalfoundation.com/surgery

**Laurel Place** invites everyone to their annual Winter Craft Fair this November 22, 2019 from 11:00am-3:00pm at 9688 137A St. Gifts, food vendors and fun. cozycornernews@gmail.com

Congratulations to **Dr. Greg Thomas,** President and Owner of **G3 Consulting** (an environmental science research and consulting firm in Surrey), and Immediate Past Chair of the Surrey Board of Trade, on his appointment as a Board Director of the BC Chamber of Commerce.

**Gateway Tax Services** is proud to announce the recent election of **Andrew Adolph,** CPA CGA to the Board of Directors for the Burns Bog Conservation Foundation.

**Moving Forward Family** Services provides low-barrier counselling service to anyone who needs it. Support their 4th Annual Fundraiser on October 25, 2019 at Crown Palace Banquet Hall. gary@mffs.ca

**Community Savings Credit Union** is pleased to welcome **Kevin Tan** as CSCU's Business Development Manager. comsavings.com

Maclean's Magazine and Canadian Business Magazine have ranked **Advance Lumber and Pallet** as Number 364 of the Top 500 Fastest-Growing companies in Canada!

The **BM Group of Companies** announces their expansion into India where they have acquired Aegion subsidiary, Insituform Pipe Restorations Private Limited (IPRPL).

**KDS Construction Ltd.** announces new partners to their team:

Sasha Konstantinov, Senior Estimator, has been with KDS for 14 years;

Tristan Powell, Project Manager, has been with KDS for 12 years;

Riley Shannon, Estimator, has been with KDS for 8 years; Rick Gorton, Project Manager, has been with KDS for 11 years; and,

Derek Humphrey, Senior Superintendent, has been with KDS for 16 years.

**Simon Fraser University** received nearly \$13 million in funding from the federal government to help grow its student entrepreneurship and cleantech programming.

Award winning Business Coach, **Tony Malyk of Empowered Business Coaching** has published a book, "Leaky Bucket of Profits". empoweredbusiness.ca

**Lomiko Metals** Inc. announces that it has entered into an agreement to sell its 100% interest in Lomiko Technologies Inc. to Promethieus Technologies Ltd. (Canada) for \$ 1,236,625 to focus on Future Tech investments and investment opportunities in electric vehicle infrastructure, clean energy, the Internet of Things as well as clean-tech and green tech materials related to these technologies. apaulgill@lomiko.com

Write swrchurchbook@gmail.com to receive your organization's complimentary copy of 'The Church in Surrey & White Rock: The Untold Story.'

Tickets and sponsorships are now available for **Dan's Legacy's** 

6th Annual Chefs' Charity Dinner on November 2nd. danslegacy.com

Congratulations to **Emmanuel Sackey** as the new Director of **FISINA SCIENTIFIC Inc.** Note new address: **6315 168 Street Surrey.** fisina-scientific.com

**Junior Achievement of BC** is looking for volunteers to work with youth across B.C. in grades 4-12. jabc.ca

**Hand On Back Community Services Society** raised \$ 55,000 for metastatic cancer research for the Canadian Cancer Society through its 50 hours pole sit event at the Superstore.

**DIVERSEcity Community Resources Society** is now the exclusive sponsor of Sher Vancouver's **January Marie Lapuz Youth Leadership Award**, which recognizes youth (16–30 years) who have demonstrated leadership in the LGBTQ+ community. Applications are being accepted at shervancouver.com until December.

**Jane Shin**, a dedicated board member with **DIVERSEcity Community Resources Society**, was honoured as an RBC
Top 25 Canadian Immigrant winner. dcrs.ca

**DIVERSEcity Community Resources Society** and RBC Foundation announced \$50,000 in funding for an employment program for temporary resident youth (aged 15 to 29).

**De Jager Volkenant** celebrates a move to brand new law offices in Cloverdale (#211 – 17660 65A Avenue). dejagervolkenant.com

The law firm of **De Jager Volkenant** announces the addition of two new associate lawyers, Benjamin Buckingham and Brayden Volkenant.



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# ➡ BUSINESS ADVICE CENTRE

# Six Al Priorities You Can't Afford to Ignore

Businesses have big plans for artificial intelligence (AI). The goal isn't just a pilot here or there. It's AI throughout the business, providing ROI today and leadership for the economy of tomorrow. Our prediction for 2019? Those companies that focus on these six key areas will become Al leaders.

- 1,001 Al-savvy executives in the US
- 42% C-level, president, or partner
- 74% with revenue \$1 billion+

**Practical strategies** to deliver on your Al priorities:

#### 1. Structure: Organize for **ROI** and momentum

Pressure will grow to scale up Al in 2019 to enhance decision-making and provide forward-looking intelligence for people in every department and function. The right Al governance model enables you to develop use cases that create quick wins.

#### 2. Workforce: Teach Al citizens and specialists to work together

Al is being democratized, but it's still so complex that even trained business specialists

can make mistakes. Develop the right mix of citizen users, citizen developers, and data scientists — and give them the tools, training, and incentives to help them work collaboratively.

#### 3. Trust: Make Al responsible in all its dimensions

Customers, employees, boards, regulators, and corporate partners are asking the same question: Can we trust AI? To answer that affirmatively, assign accountability for fairness, interpretability, robustness and security, governance, and system ethics.

#### 4. Data: Locate and label to teach the machines

Al can help companies manage risk, make better decisions, improve document classification, automate customer operations, and more. But first, prioritize what many survey respondents didn't: label, standardize, and integrate data to train Al. Only then can Al find patterns in the present and provide insight into the future.

#### 5. Reinvention: Monetize Al through personalization and higher quality

Boosting the top and bottom lines with AI is not a distant dream. Al's power can help

businesses create and market high-quality, personalized, data-driven products and services. Companies can use AI to help with strategy, invent new business models, and eventually transform their organizations.

#### 6. Convergence: Combine Al with analytics, the IoT, and more

Al's power grows when it is integrated with other technologies, including analytics, the IoT, blockchain, and, eventually, quantum computing. DevOps techniques can help manage this convergence by bringing diverse specialists together

to keep projects flowing smoothly

For local questions, please reach out to: Miranda Hardy PwC Canada Services 604-495-8960 miranda.e.hardy@pwc.com



# Ready To Retire and Sell Your Business? You're Not Alone.

According to research by the BDC, roughly 40% of Canadian business owners are likely to retire within the next 3 years. Two of the main questions faced by these owners are: How can I prepare my business for sale? And what kind of buyer will be best for my business?

There are many steps you can take to prepare your business for sale. To begin with, buyers will look for clarity in your financial statements. Most small and medium-sized businesses do their books in-house, which can cause them to vary from mainstream accounting standards. Any

efforts you can take to 'clean up' your financial statements to make them more professional and easy to read will be appreciated by potential buyers. You can also prepare by making your business less reliant on you as an owner. Training employees to take

over more of your managerial responsibilities is a great way to position your company for a successful sale. That way, there is less risk of customers leaving the business after you stop being personally involved. There is also the question of what kind of buyer you want for your business. Investment

firms like private equity funds may have deep pockets, but they often employ aggressive strategies such as laying off staff and attempting to 'flip' the business within a few years of the purchase. Make sure you understand whether the buyer will act in a way that is respectful of your legacy,

your customers, and your staff.

Jason Fernando is a director of Voyager Holdings Ltd., a "Fair and Friendly" acquirer of small-medium sized family businesses in the Lower Mainland. jfernando@ voyagerholdings.net.

# Celebrate the Women Who Inspire You

### WHO WILL BE THE 2020 SURREY WOMEN IN BUSINESS AWARD WINNERS?



Nomination Deadline: December 18, 2019 businessinsurrey.com/events/surrey-women-in-business-awards

#### NOMINATE A SURREY FEMALE ENTREPRENEUR OR **LEADER TODAY!**

- 1. Entrepreneur (small business)
- 2. Entrepreneur (large business)
- Corporate Leader
- Professional
- Not-for-Profit Leader
- **Emerging Leader**
- Social Trailblazer

Sponsorship opportunities available. Contact Heather Booth at heather@businessinsurrey.com



# ➡ BUSINESS ADVICE CENTRE

# Fear is an Excellent Motivator



Kevin Diakiw

A Surrey city manager once told me that fear and greed were two of the best ways to prompt action among city staff.

That's probably true, but fear has an unwanted influence on the brain, and can have an extremely detrimental effect on our decision making.

Fear can initiate our fight, flight or freeze response, which has been responsible for the continuation of our species. But the response is no longer necessary in our day to day world, except for rare circumstances that require immediate action.

This fear response can also make for foggy decision making, which is seldom to the benefit of ourselves or others. Franklin D. Roosevelt once famously said "the only thing we have to fear is fear itself—nameless, unreasoning, unjustified terror which

paralyzes needed efforts to convert retreat into advance."

There's more than just a thread of truth to that.

The first step in avoiding bad decisions due to fear, is to recognize when fear is present. As simple as this sounds, it's not always easy. Watch for the physical signs of fear, the racing heart rate, damp palms, or the urge to flee. Allow the experience to pass

in the absence of any story you may tell yourself about what caused it. When the physical symptoms pass, the fear has likely abated. Then ask yourself when making this decision: How much of this is based on fear?

The interesting thing about fear, is that it's based on a future we can't possibly predict with accuracy. Yet, time and again, we allow it to drive decisions that are contrary to

the betterment of our personal lives or our business. Much of the above can be also said of greed, which is the other great motivator.

Nothing wrong with either one of them, as long as we keep them in check.

Kevin Diakiw is a teacher of MBSR through UMass Medical School, and CMO of Still Here, a mindfulness firm based in Surrey. kevin@still-here.ca

# I Wrote 785 Thank-You Notes - Here's What I Learned



Margaret Page

More than 10 years ago, I joined an organization called Toastmasters International that helps people build

their communication and leadership skills. After working my way through local and regional leadership roles, I was elected second vice president for the entire organization.

As a VP with international reach, I needed to reach people in a way that connected with them personally. I began sending handwritten notes. A lot of them.

Seven hundred and eighty-five, to be exact.

It might seem old-fashioned to send handwritten notes — it is. But there's something valuable about receiving a thoughtful card. It makes the recipient feel special, much more so than a friendly email.

Hand-written notes are a great way to connect with your colleagues, your mentors, and your friends. Here's why they should be part of your communication repertoire:

They're appreciated.
 When was the last time

someone told you how much you're appreciated? Many people don't hear about their good qualities enough. With a card, you can put a spotlight on your recipient's talents, thoughtfulness, leadership, or anything else you'd like to praise.

2. They make you feel good. You might think that writing 785 cards was a burden. In fact, doing so taught me a lot about myself. I tell my clients, "You can't become

it if you don't see it."
If you want to improve yourself, you need to recognize the qualities you wish to emulate in other people. Writing cards helps you focus on the traits and values you'd most like to develop.

3. They're affordable. You can accomplish all of this with a box of cards for just a few dollars. I suggest choosing your cards thoughtfully — hopefully, your encouraging words will be something your

recipient will want to keep. Make the card display-worthy.

With just a few minutes, a nice piece of paper, and a little thought, you can send a bit of magic through the mail that will brighten someone's day and deepen your relationship.

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

# 5 Fool Proof Emotional Triggers for Your Sales Copy to Immediately Connect with Your Audience



Bob Milliken

The most effective copywriters have a way of appealing to people's emotions. They can take you on a trip down memory lane, using nostalgia to influence your behaviour. They can

tug at your heart strings and make you sympathize with other people. They can make you laugh or bring a tear to your eye, depending on the intention of the piece. Emotional triggers are an extremely effective way to influence a person's action. They make us feel and develop opinions, which in turn can change the ways in which we behave. Start now. Impact your audience. Use these 5 triggers and appeal to their emotions.

1. **Belonging** - At the core of human nature is a strong desire for belonging, and the groups to which we belong can

have a strong influence on our identities. Given this, appealing to belonging can provide a real strength to your sales copy. It is particularly useful for people who like to feel as though they belong to an exclusive club so consider making it sound like your product or services are for a narrow niche.

2. Guilt - Ever seen an advertisement of starving children in Africa? It's not surprising that this method is effective. Think about the middle-class audience being targeted: families with full bellies, clean drinking water,

clean clothes and warm, comfortable houses. The same images can be conveyed through copywriting, guilting people into donating, buying a product or trying a service.

3. Nostalgia - Think about the advertisements that appeal to nostalgia. They're usually targeting a specific age group by using memories from their childhood. Consider your audience and their age. What things might trigger feelings of nostalgia for them?

4. Lack of time - We all lead busy lives and time is a resource that is in short supply. If you can appeal to the feeling of lack of time, perhaps by offering a way to save time, this is likely to be an effective way to enhance your sales copy.

5. Value - People want to get value for their hard-earned dollars. Appeal to the pockets of your audience by showing them the value your product or service can provide.

**Take Away:** If you are not using emotional triggers in your sales copy you are not being effective at telling your story. Writing not your thing? Call us. We get very emotional.

Bob Milliken is a master marketer specializing in helping businesses achieve outrageous levels of success. bob.milliken@ cascadiasystemsgroup.com Page 18 SURREY BUSINESS NEWS OCTOBER - NOVEMBER 2019



# **Arctic Economic Opportunities**

The Canadian Government announced the creation of a new marine protected area near Arctic Bay — an Inuit hamlet on the northwest corner of Baffin Island. The Canadian Government also needs to focus on arctic economic opportunities specifically their infrastructure needs and its economic potential for Canadian businesses. The Surrey Board of Trade released their

position paper titled 'Canada's Economic Opportunity in the Arctic'.

"Many will wonder why the Surrey Board of Trade is focusing on arctic opportunities," said Anita Huberman, CEO, Surrey Board of Trade. "The Surrey Board of Trade is a wellknown leader in instigating change and presenting new ideas to different levels of government. This

policy specifically relates to providing local Surrey businesses, such as our manufacturing industry, with new business opportunities in our nation."

The Surrey Board of Trade calls on the Federal Government to create an economic investment strategy focused on the Canadian Arctic.

businessinsurrey.com/policy/ international-trade

# Single-Use Plastics Consultation

The Surrey Board of Trade is calling on the Provincial Government, and ultimately the Federal Government, to work in coordination towards a pathway that eliminates single-use plastics. Plastic packaging accounts for nearly

half of all plastic waste globally, and much of it is thrown away within just a few minutes of its first use. "There are innovative industry opportunities that are available now, or that can be developed, that will

lead to new employment opportunities," said Anita Huberman, CEO, Surrey Board of Trade.

businessinsurrey.com/policy/ environment

# **BC** Agriculture



The Province has created the Food Security Task Force to find new ways to use technology and innovation to strengthen BC's agriculture sector.

The three-member task force will provide strategic advice on opportunities to:

1. Apply agri-technologies to help farmers and producers enhance productivity, increase economic competitiveness and sustainability, reduce

waste and help make sure BC farmers are growing the food needed to meet demand:

- 2. Expand the emerging agritech industry in BC as a standalone economic sector to produce technologies that will be in demand globally;
- 3. Support the objectives of CleanBC, both through the adoption of technologies and practices that will help reduce greenhouse gas emissions; and,

Increase access to fresh. healthy food and support local economies in communities throughout

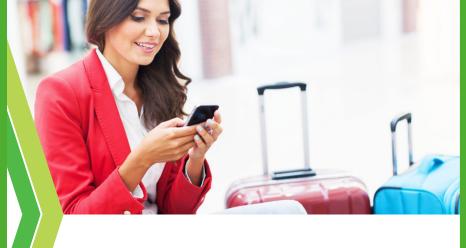
The task force will speak with stakeholder groups and provide a final report to the Ministers of Agriculture and Jobs. Trade and Technology by Dec. 31, 2019. The public is invited to provide comments online: engage.gov.bc.ca/ foodsecuritytaskforce/

# Literacy

The Surrey Board of Trade has authored a policy requesting that federal and provincial governments ensure that the future workforce is adequately trained. The specific recommendations

- 1. 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;
- 3. Ensure that each of our province's K-12 and postsecondary institutions offer an adequate number of opportunities to learn and upgrade their literacy, numeracy, problem-solving skills and other essential skills.

businessinsurrey.com/policy/ social-policy



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# Fraser Surrey Port Lands

The Government of Canada announced a major investment of \$102 million for five projects that will increase efficiency at the Port of Vancouver and move Canadian goods to international markets. The projects are:

- \$42.7 million to consolidate the operations of the Annacis Auto Terminal and the **Richmond Terminal** to accommodate the growing Asian automobile market and improve rail operations in the area.
- \$12.2 million to improve

- road and rail traffic operations and develop new rail-serviced bulk export marine terminals within the Fraser Surrey Port Lands.
- \$39.4 million to improve traffic flow and reduce congestion in the Portside/Blundell corridor in Richmond.
- \$1.6 million to explore ways to handle increased trade volumes by evaluating the viability of short sea shipping in Greater Vancouver.
- \$6 million to develop a real-time dashboard for

the Ports of Vancouver and Prince Rupert to measure end-to-end performance of the supply chain for all cargo moving through both ports.

"The Surrey Board of Trade wrote a letter of support for these projects and helped with advocacy support," said Anita Huberman, CEO, Surrey Board of Trade. "The Surrey Board of Trade is pleased that Fraser Surrey Port Lands will receive \$12.2 million to improve road and rail traffic operations as well as develop new rail-serviced bulk export marine terminals."



# Surrey's Health & Technology District Creates Buzz



The Health and Technology District celebrated innovation, entrepreneurship and Surrey's start-up community by hosting a panel discussion. The discussion highlighted success stories.

#### Speakers:

- The Honourable Mary Ng, Canada's Minister of Small Business and Export Promotion
- Rowena Rizzotti, Vice President of Healthcare & Innovations, Health and Technology District
- Anita Huberman, CEO of the Surrey Board of Trade
- Dr. Ryan D'Arcy, President and Co-founder of HealthTech Connex
- Gautam Sadarangani, President and Co-founder of BioInteractive Technologies



The Federal Government also noted their commitment to:

- New health innovations introduced into the marketplace
- Highly qualified positions created and maintained
- · Business expenditures in research and development
- Revenue generation for high-growth firms
- SMEs assisted in gaining market access
- New technologies adopted by multiple health care providers through the new shared procurement process

**The Health and Technology DISTRICT** is one of BC's most rapidly growing and dynamic health-tech sectors from Surrey's emerging innovation ecosystem. It is a unique cluster of large, multinational, and innovative start-up companies, along with international partners. HealthandTechnologyDistrict.com

# Australian Focus on Surrey's Health and Technology District



Australia's Cities Leadership Institute Tour visited and learned from Surrey's Health and Technology District. Australia has had, and will continue to have, a higher proportion of the population living in cities than just about any other country in the world. The ever-increasing trend towards urbanization is set to continue with capital city growth accounting for 79 per cent of Australia's total population growth in 2018. Australia wanted to learn how Surrey was building health-tech communities and innovation ecosystems.

# Surrey Schools Coalition Continues Advocacy



The Surrey Schools Coalition met with the Surrey Liberal MLA's and BC Education Critic to ensure a paradigm shift for Surrey school investments. The Surrey Schools Coalition is a unique grassroots and innovative coalition of business, parents, homebuilders and developers.

The Surrey Schools Coalition's premise is that the construction of new schools in high growth areas benefits students in Surrey, contributes to healthy communities, and enables economic growth through development.

#### PLUS:

#### Surrey Schools Coalition Wants BC Government to Implement Special Growth Fund

The Surrey Schools Coalition wants a special 'growth fund' to be established by the BC Government to pay for portables, rather than out of school district operational budgets. businessinsurrey.com/policy/social-policy

### **DEVELOPMENT:**

#### **Building Code Refunds & Free Codes**



Online versions of the BC Building Codes are now available free of charge, and nearly 5,000 people who purchased the code on or after September 5, 2018, will soon get a refund. Building codes establish the minimum standard for the design and construction of buildings, supporting the safety, health, accessibility, fire and structural protection of buildings, along with energy and water efficiency. Typical users of building codes include industry and trades professionals, students enrolled in construction-related programs, building inspectors and other municipal officials and homeowners. bccodes.ca

### INSURANCE:

#### **ICBC** Changes

On September 1, 2019, ICBC moved to an insurance model that is more driver-based, where driving experience and crash history will play a bigger role in determining premiums. This means crashes will be tied to the driver, not the vehicle, to help make sure drivers are more accountable for their driving decisions. icbc.com/change

#### Fleets

Although fleets will not need to list drivers, there are possible impacts to your drivers or customers due to the changes.

#### **Driving schools**

Find information about how the changes impact driving schools and some things you should consider when purchasing or renewing your insurance.

#### **Garage service operators**

Garage service operators should be aware of how the changes could impact their drivers or customers, claim repayment and courtesy cars.

icbc.com/partners/new-insurance-model

#### LNG:

# Clean Growth and Jobs in BC's Energy Sector



In Surrey, the Prime Minister, Justin Trudeau, and the Premier of BC, John Horgan, announced a new Memorandum of Understanding to affirm their joint commitment to power British Columbia's natural gas production and liquefied natural gas (LNG) sectors with its clean electricity. news.gov.bc.ca

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# SURREY – WHERE ENTREPRENEURSHIP HAPPENS

### Indigenous Entrepreneurship Making a Positive Impact in BC and Canada



Tammy Rea

Small and mid-size businesses are vital to the strength of our communities. There have been many changes to these businesses in recent years. In particular, there are numerous innovative and compelling Indigenousowned businesses that are enriching our communities and contributing to our national economy. Indigenous business is without a doubt one of the biggest opportunities in British Columbia. With an estimated 232,000 self-identified Indigenous people in BC and increased entrepreneurship, the economic potential for Indigenous communities is huge. This is a reason for all businesses in BC to stand up and take notice, if they have not done so already. So how do we continue to encourage and build Indigenous business growth? Many Indigenous

communities are excited to explore partnership opportunities, however the compulsory piece of building a partnership of respect, positivity and sustainable change remains at the core. Doris Bear, Vice President, Indigenous Banking for TD Bank Group explained the first steps succinctly: "It is also critically important to ensure that your mission, vision and values aligns with the Indigenous organization you intend to partner with. So educate yourself. Knowledge breaks down barriers and will help build relationships." It is critical to understand the issues and opportunities that are important to Indigenous people, as well as important cultural pieces. It allows more space for both parties to feel respected and understood. While this economic potential presents a strong opportunity now, it is not a new one. In 2017, TD Economics

released a report titled TD and Indigenous Communities in Canada, the report takes a deep dive into the progress, including achievements and challenges, of Indigenous small businesses in Canada. Using data from the CCAB (Canadian Council for Aboriginal Business), the report revealed that Indigenous businesses are becoming an imperative contributor to the Canadian economy. Indigenous businesses score well on numerous key metrics – they are more likely to innovate than their broader Canadian counterparts, more likely to export, and more likely to export beyond the US. Indigenous businesses are imbedded everywhere in our communities. TD has been an instigator in bridging the success of Indigenous businesses into the more expansive provincial and national economy. TD has a

comprehensive Indigenous Community Banking Program, which brings financial services to remote Canadian locations. The program also focuses on connectivity to the commercial, wealth and retail businesses to offer a dynamic approach for Indigenous clients, as well as creating avenues for Indigenous procurement opportunities. Looking ahead, Doris added her thoughts on the future of banking for Indigenous people: "Financial institutions will continue to become more educated in supporting the needs of Indigenous people, businesses and communities, thereby enabling access to capital and general banking services that other Canadians currently enjoy." Additionally, in 1967 TD celebrated Canada's Centennial by helping to

public a greater idea and appreciation for artists of all kinds. TD has a long-standing history of turning Indigenous commitments into actions and in doing so has built a culture where differences are celebrated. This authentic commitment has enabled strong partnerships and relationships with schools, community organizations, and companies throughout the country. Encouraging Indigenous business is good for everyone, which is why Indigenous relations needs to be at the top of mind when considering business objectives. But more importantly, Indigenous business growth is crucial to advancing the process of Canadian reconciliation.





Bill Cunningham

# THE YOUTH PERSPECTIVE The Dilemma of the Canadian Carbon Tax

organizations and



Trishant Gill

It's painfully evident that the world as we know it is

undergoing a climate crisis. Changing weather patterns, shrinking glaciers, rising sea levels, and the endangerment of animal species are just the beginning of this ongoing dilemma. As global governments scramble to reduce the human impact on greenhouse gases, Canada has become one of many nations to adopt a federally imposed carbon tax. This system of pollution pricing ensures that fuel producers and unsustainable companies pay a designated

amount for each tonne of emissions from the burning of carbon-based fuels. The fee typically increases (slowly) over time in the hopes that populaces and industries have time to adjust and adopt more eco-friendly practices. Since its implementation in 2008, British Columbia has proven to be successful with North America's first broadbased carbon tax. Between the years 2007 and 2016, provincial real GDP grew by 19%, while net emissions had decreased by 3.7%. On

a national level, estimates show that greenhouse gas emissions could be reduced by up to 60 million tonnes in 2020 if the status quo continues.

Both the implementation of carbon taxes and cap-andtrade legislation have been championed by the Liberal Party leader Justin Trudeau, as well as vehemently opposed by prominent Conservatives such as Andrew Scheer who see the enactments as a "cash grab." The expensiveness of

command and control regulations are nothing new. Recent carbon tax hikes in Western Europe have all been met with deadly protests from populist political forces such as the yellow vests movement, the likes of which has had membership spread worldwide.

create an Inuit Art Collection

with the hopes that the

collection would give the

Despite its blessings, as long as the financial lifestyles of working class citizens are burdened, it's difficult to imagine many ordinary people coming to support such a policy. Day by day, more

innovative solutions arise, such as the usage of carbon capture sequestration or the technological development of green markets.

The carbon tax is a wellintended policy with as many benefits as drawbacks, and is a topic that will certainly be on the minds of many young Canadians during the 2019 federal election.

Trishant Gill is 17 years old and is a member of the Surrey Board of Trade Youth Entrepreneurship Team.

# Coast Capital Savings Invests \$21,000 in Youth Entrepreneurship



Thank you to Coast Capital Savings for their \$21,000 contribution to the Surrey Board of Trade Youth Entrepreneur Program. Surrey - Where Business Happens for Youth!

# Surrey Board of Trade Presents PressReader:

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Through a partnership between PressReader and the Surrey Board of Trade, we can deliver unlimited access to thousands of newspapers and magazines - as an exclusiveonly value for Surrey Board of Trade members.

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Allan Klassen, AllanK@pressreader.com



# SURREY – WHERE TRANSPORTATION OPTIONS ARE NEEDED

# Transportation Investments in Surrey



Kevin Desmond, CEO of TransLink spoke to the Surrey Board of Trade in September. Focus: congestion, choices, expansion.



Guest: Mayor Jonathan Coté, Chair of the Mayors' Council.

### SkyTrain Extension to Fleetwood Compromises Needed Transit Investments for Rest of Surrey



The Surrey Board of Trade presented to the TransLink Mayors' Council to maintain the current 10-Year Transportation Plan including



Though the Surrey Board of Trade's presentation was referenced by the various regional mayors through debate, the final decision was that SkyTrain will be advanced to

Fleetwood, to 166 Street. Reliance on whether SkyTrain can be built all the way to Clayton in Surrey and into Langley hinges on future funding from the provincial and federal levels

of government.

"The Surrey Board of Trade supported LRT because it would be the most effective means by which to connect the town centres, making transit within Surrey the objective, making Surrey the destination," said Anita Huberman, CEO, Surrey Board of Trade.

"We could have had shovels in the ground right now helping to connect our town centres as a start.'

"It remains uncertain with the extra \$400 million left after SkyTrain construction when bus rapid transit will be in place in Surrey on the L-Line and if that cost will go up." businessinsurrey.com/policy/transportation

### Visionary Transportation Services Needed in Transport 2050

TransLink is leading the development of a new Regional Transportation Strategy, called Transport 2050. At the same time, Metro Vancouver is developing Metro 2050, an updated regional growth strategy. Together, these strategies will shape our region and

economic development over the next 30 years. The Surrey Board of Trade surveyed their membership for input on what their transportation priorities are, and ideas for future transportation modes and methods. The Surrey Board of Trade concludes that

Surrey's business community, as well as local, provincial and federal governments have much to gain from implementing a transportation strategy that focuses on innovation, efficiency, cost-effectiveness, and an improved road network layout. In addition to greater usage of

the public transportation system, congestion will be decreased as a result of enhanced public transportation modes, road network efficiencies, improved access, and new transportation methods/technologies. businessinsurrey.com/policy/transportation

### Ridesharing Update



There is no limit on ridesharing fleet size, however, the Passenger Transportation Board says they may re-evaluate caps in the future.

- Ridesharing companies cannot pick up around Canada Place during cruise ship days. There will be a staging area nearby.
- Flag rates for ridesharing will be the same as taxi. That means the minimum rate will be same as getting into a cab. There will be no caps on rates which means ridesharing companies can still use surge pricing. Ridesharing companies won't be able to use coupons or discount codes to reduce base rates.
- There will be very large regional boundaries for ridesharing companies.

### Container Volumes - Port of Vancouver



Duncan Wilson, PoV

2019 mid-year cargo statistics for goods and passengers moving through the Port of Vancouver increased 0.5% to a record 72.5 million metric

tonnes (MMT) over the same time last year, with new mid-year records in containers, potash, grain and cruise passengers.

Strong global demand for Canadian grain resulted in a new mid-year record of 14.8 MMT (both containerized and bulk volumes). Increases in wheat, up 22.4%, and specialty crops, up 34.2%, more than off-set the 12.6% decrease in canola exports at mid-year, which was largely due to a 49.1% per cent decrease in canola exports to China in the first and second quarters of 2019. In fertilizers, potash exports increased 27.3% to record volumes of 5.5 MMT.

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### SURREY – ON THE NATIONAL STAGE

### Surrey Board of Trade Focused on Federal Government Policy in Saint John, New Brunswick



Anita Huberman

At the annual Canadian Chamber of Commerce Convention held on September 21-23, 2019 in Saint John, New Brunswick, the Surrey Board of Trade sought the support for federal government policies from the Canadian Chamber of Commerce member chambers of commerce and boards of trade, representing 200,000 Canadian businesses.

Four delegates from the Surrey Board of Trade attended: Anita Huberman, CEO; Jasroop Gosal, Policy Coordinator; Doug Tennant, Chair; and, Dr. Greg Thomas, Immediate Past Chair.

"The Surrey Board of Trade actively participates in the formation of federal government policy perspectives to instigate change to help business and the economy. This serves as



**Doug Tennant** 

one of our member and stakeholder value propositions," said Anita Huberman.
Surrey Board of Trade federal government policies, which all earned support, were:

- 1. Housing
- 2. Cybercrime
- 3. Agri-Food
- 4. Literacy
- 5. Blockchain
- 6. Cryptocurrency
- . Childcare

There are 450 chambers of commerce/boards of trade in Canada. There were 76 federal government policies being debated at the Canadian Chamber of Commerce Convention this year, very similar to a UBCM and FCM format.

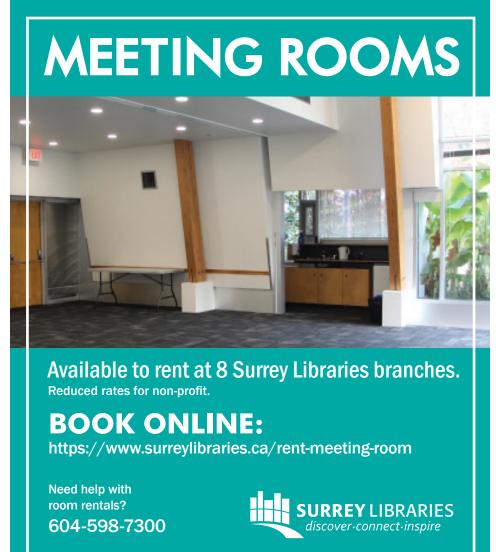


Dr. Greg Thomas



Jasroop Gosal





# Making History – Surrey Board of Trade



In 1926, the Canadian Chamber of Commerce Convention delegates had their photo taken in front of this heritage Saint John, New Brunswick building. Saint John was the first city of Canada. The Surrey Board of Trade (in the front row) was honoured to be a part of the 2019 photo with our nation's chambers of commerce and boards of trade.

This photo will be housed at the Canadian Chamber of Commerce office beside the 1926 photo at their Ottawa office.



# SURREY - WHERE INTERNATIONAL TRADE HAPPENS

# HIGHLIGHTS

### Surrey Board of Trade International Trade Centre

The Surrey International Trade Centre promotes business opportunities around the world to build global business opportunities for local businesses. The Surrey Board of Trade has successfully formed a network with Consulate Offices, Chambers of Commerce and other international organizations to work together towards the goals of Surrey's International Trade Centre. Visit us at businessinsurrey.com.



#### **AFRICA**

Surrey Board of Trade International Trade Centre at the Fairmont Pacific Rim learning about the emerging economic opportunities between Ghana-Africa and Canada. Great to meet the Vice-President of Ghana Mahamudu Bawumia and hear about leading edge technology.



#### **BELGIUM**

Belgium Consulate in Surrey. A gateway to the European market. Creating global business connections for local businesses.



#### **CASCADIA**

Surrey Board of Trade focusing on Cascadia Action Plan. Meeting with Port of Bellingham's John Michener (new Surrey Board of Trade Honourary Director) and Jonathan Fink, Director Digital City Testbed Center for Portland State University.



#### **LATIN AMERICA**

The Surrey Board of Trade hosted the Discover Trade & Investment Series: Latin America Roundtable.



#### **TAIWAN**

Surrey International Trade Centre meeting with the Taiwan - Taipei Economic Cultural Office today to create global business opportunities for local businesses.



**VIETNAM** 

Focus on Doing Business in Vietnam at the Surrey International Trade Centre. Visiting from Vietnam was Ryan Leonhard, Business Development Director, Canadian Chamber of Commerce Vietnam. The dialogue was led by Dr. Greg Thomas, Chair, Surrey Board of Trade International Team



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