

SURREY BUSINESS NEWS

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SURREY - AN OPPORTUNITY CITY



The proposed tower development by Tien Sher Group of Companies at 108 Avenue and King George Boulevard facing south

The year 2020 will clearly see Tien Sher Group of Companies' 20/20 vision for the Whalley District with Whalley Station. The proposed developments are two iconic welcoming towers with the *Flamingo Tower* on the east side of King George and *Whalley Station* to the west, creating the "Gateway" into Whalley and the City Centre. This vision includes a vibrant community of over 3,100 new homes, thousands of square feet of office, retail and commercial spaces with expansive public amenities of grocery stores, restaurants, education centres, daycare, artist studios, coffee shops and retailers which represent a value greater than \$1.5 Billion.

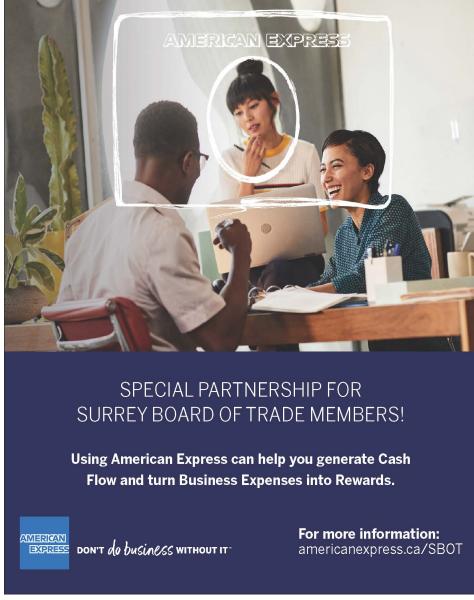
SURREY -WHERE NATURAL RESOURCE INDUSTRIES MATTER



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SURREY - WHERE WOMEN ENTREPRENEUR MATTERS





On Thursday, March 12th, 2020 at the 11th Annual Surrey Women in Business Awards Lunch, the Surrey Board of Trade will welcome keynote speaker Erin Brockovich.

It's been over 15 years since Julia Roberts starred in the Oscar-winning tour de force, Erin Brockovich. The film turned an unknown legal researcher into a 20th century icon by showcasing how her dogged persistence was the impelling force behind the largest medical settlement lawsuit in history.

Date: Thursday, March 12, 2020

Location: Sheraton Vancouver Guildford Hotel (15269 104 Avenue, Surrey)

Time: 11:00am – 2:00pm

SOLD OUT! Call 604.581.7130 or go to businessinsurrey.com to get on the wait list.

Surrey Board of Trade Announces 2020 Surrey Women in Business Award Finalists

On Thursday, March 12, 2020, the Surrey Board of Trade will host the 11th Annual Surrey Women in Business Awards Luncheon. The event recognizes the hard work of Surrey's businesswomen and their contributions to Surrey. The event's philosophy has been rooted in the purpose of educating our audience. Some of the best and brightest women of Surrey's business community are celebrated and receive well-deserved recognition. The purpose of the event is to inspire, motivate and educate the audience.

2020 Surrey Women in Business Awards Finalists:

ENTREPRENEUR (SMALL BUSINESS)

Katrina Amurao, Katrina Amurao Personal Real Estate Corporation – RE/MAX 2000 – Surrey

Pavani Gunadasa, Clayton Glass

Jean Su, GenerationsE Software Solutions Inc.

ENTREPRENEUR (LARGE BUSINESS)

Sandra Christian, Creative Kids Learning Centers

Christina Marcano, Silver Icing Inc.

Joy Mauro, Turnabout Luxury Resale

PROFESSIONAL

Sara Forte, Forte Law Corporation

Emily Kearns, Ankenman Associates Architects Inc.

 $\textbf{Dr. Monica Michel,} \, \mathsf{SOMA} \, \mathsf{MD}$

NOT-FOR-PROFIT LEADER

Azra Hussain, Surrey Hospital Foundation

Beth Kish, Peace Arch Hospice Society

Sue McIntosh, Seniors Come Share Society

CORPORATE LEADERSHIP

Gena Cole, Coast Capital Savings

Stephanie Howes, Kwantlen Polytechnic University

Diane Roy, FortisBC

EMERGING LEADER

Donya Divsalar, Decode by SFU Aerospace

Cherie Storms, Pacific Customs Brokers Ltd.

Julie Wang, Tiny Planet Digital

SOCIAL TRAILBLAZER

Theresa Campbell, Safer Schools Together

Laura Mannix, DIVERSEcity Community Resources Society

Kiran Toor, KidsPlay Youth Foundation

Mi-Jung Lee of CTV will be the Master of Ceremonies.

Presenting Sponsor: McQuarrie

Award Sponsors: BDC, Health and Technology District, KPU, Manning Elliott, Port of Vancouver, Richards Buell Sutton and Value Industries

Community Sponsors: Central City, Live Well Exercise Clinic and New York Institute of Technology

Media Sponsor: Surrey NOW-Leader



Join us in the downtown core of Surrey for a 5km/10km walk or run on June 7th, 2020



RunSurreyRun.com

Registration starts: March 1, 2020

for more information: info@runsurreyrun.com





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Monetary Obsolescence



Robert Levy

Writing in this newspaper last summer, I commented that where the US Federal Reserve leads with its policy, the Bank of Canada will follow. In 2019, 49 central banks cut interest rates 71 times. The Bank of Canada was not one of them. The US Federal Reserve accounted for three of those instances. Interestingly, the Canadian central bank stayed put. A stable enough domestic economy buoyed by a rebounding housing market was able to withstand the geopolitical turmoil from China-US trade negotiations, Hong Kong protests, and even Brexit. The obvious question now is what's in store for 2020?

Where it still seems likely the Bank of Canada may trim interest rates by the middle of 2020, they have not had to be as reactive to a global slowdown. A resilient Canadian consumer and a rebounding housing market driven by the demographic trends of major cities were supportive of the Canadian

economy in the past year. That said, a noticeable slowdown into the end of 2019 with sagging retail sales and a lethargic labour market shifts the picture and will test their hand in 2020.

One question though, is whether a single or series of rate cuts will effectively make any long-term difference to the trajectory of Canadian growth?

One of the discussions being had in policymaking circles, especially in the United States and Europe, is over the limits of central bank policy. As financial market participants we've witnessed the adjustment of interest rates to attempt to slow inflation in economic booms by raising rates, and conversely spur economic activity

in downturns by cutting interest rates. As we've seen policy rates drift towards zero and go negative in other parts of the world, the efficacy of these policies is being tested in low growth and low interest rate environments.

To expand further, many market commentators have discussed a needed shift from monetary to fiscal policy. Simply put, the onus will fall to elected officials to make the smart choices of investments in infrastructure, skills training, and other selective investments. As a headline example, it's obvious why some may be skeptical of handing more power to politicians as the fiscal deficit in the United States surpasses a trillion dollars for the first time since 2012. Similarly,

in Canada, from a time when a balanced budget was a matter of national pride even under previous Liberal governments, the conversation has shifted to maintaining ratios relative to the size of the economy. In both scenarios, the underlying assumption for their stability is low interest rates and economic growth.

Whether the Canadian bank cuts rates or not in July may create some short-term noise, but it should not distract from the bigger picture. That is a global trend of slowing growth and whether interest rates near zero have the same ability to spur economic activity.

Robert Levy, Managing Director of Surrey-based Border Gold Corp.

Economic Rewind: A Decade in Review

Are you ready to rewind to the start of 2010? A time where your radio boasted the Black Eyed Peas and boot cut jeans were fashionable. While this may sound like a dystopian past, it really wasn't. The start of this decade was actually a sign of hope for Canadians as we weathered the financial crisis better than our G7 peers, and the economy started to rebound.

Following the financial crisis of 2008, Canada fell victim to a labour market downturn. With many employers cutting back on the number of hours that employees were working as well as their number of employees, the unemployment rate was the

highest of that decade, reaching 8.4% in December 2009. But January 2010 marked a turning point with a slight increase in employment, kicking off a decade of robust job growth. For the majority of the decade, the unemployment rate for Canadians consistently declined and hit its lowest point in four decades at 5.5% in October 2019. But the following month also broke a record—this time a concerning one—when Canada lost 71,000 jobs in November, the largest monthly decline in employment in over 10 years. Going into the next decade, Canadians will be looking closely at employment numbers to see whether these jobs losses are simply a blip or

a harbinger of things to come.

A decade of very positive employment gains also helped mask some underlying issues in the economy and labour market. Many of the jobs gains can be attributed to new Canadians filling open positions, helping to alleviate the burden on business of finding talent in a tight labour market. However, growth in labour productivity and GDP per capita has been anaemic. Canadian productivity has been diverging from US growth rates for the entire decade—year-over-year productivity growth was 0.3% in Canada in 2019 compared to 1.8% in the US. Meanwhile, Canada's

GDP per capita has decreased by 3% since 2010 while the US saw a 35% increase over the past decade.

The core of the problem is deteriorating Canadian competitiveness. Canada was ranked in the top 10 in the World Economic Forum's Global Competitiveness Rankings in 2010. Since then, we have seen a steady decline falling to 14th in 2019. Many of our challenges are our own making, such as our broken regulatory system, interprovincial trade barriers and an antiquated tax system. In particular, the latter has hurt our competitive position. In 2010, Canadian corporate taxes were 3.9% lower

than the OECD average. Since then, Canada has refused to join a wave of global tax reform that has resulted in our corporate taxes now being 0.9% higher than the OECD average.

While 2010 brought the hope of economic growth after a recession, 2020 brings fear of an economic downturn after a period of sluggish growth. So what is Canada's economic strategy in this shifting landscape and how do we ensure businesses remain competitive? Work with your local board of trade/chamber of commerce to instigate change.

- Canadian Chamber of Commerce

Surrey Board of Trade Pleased with Upcoming Business Property Tax Relief Legislation



Minister Selina Robinson

On January 17, the BC Government stated that small businesses, non-profits, and arts and culture organizations paying high property taxes through their commercial leases will be able to get relief through interim business property tax relief legislation that is now under development. This is expected to provide municipalities with a tool to help with the increasing costs to business and organizations.

"It will be interesting to see how municipalities will identify those businesses and non-profits paying high property taxes as a result of increasing real estate values," said Anita Huberman, CEO, Surrey Board of Trade.

"BC's business community faces some of the highest taxes in Canada, with property taxes being the most burdensome. The Surrey Board of Trade looks forward to more information that will help Surrey's business community, and that includes our non-profits as well as our arts and culture organizations."

"The Surrey Board of Trade released the fourth annual Red Tape Report in Fall 2019, which described how burdensome taxation, regulatory, and compliance systems are for small and medium sized businesses. We called on all levels of government to examine the cost of compliance. Reductions in property tax is a necessary step towards creating an economic climate in this province conducive to growth and sustainability."

The upcoming interim legislation would allow municipalities to exempt a portion of the value of a subset of commercial properties from taxation, easing the tax burden for tenants responsible for property

taxes through their commercial leases

The proposed legislation would apply to the 2020 tax year and be in effect for a maximum of five years. It is being designed to provide a way for municipalities with enough flexibility to provide tax exemptions to target specific businesses and non-profit organizations to support those most impacted by the current framework, without changing an already complex assessment system.

MORE INFORMATION: news.gov. bc.ca/21384



From the Board Chair – Doug Tennant

To Fulfill the "British Columbia Dream," All Roads Lead to Surrey



Doug Tennant

I grew up in Vancouver and other than a few rugby teammates, who drove to our Stanley Park team practices from South Surrey but claimed to live in White Rock, and a few disparaging jokes, I had little interaction with anything to do with Surrey. This changed 25 years ago when I started working in Newton and then, later, in South Surrey. I now know Surrey better than most, and I'm here to tell you that for British Columbia to reach its potential, all roads lead to Surrey.

This view was confirmed recently with the "economic framework for improving BC's standard of living" strategy published by the provincial government. In this document, Surrey is touted as Metro Vancouver's second downtown. Not surprising, given the fact that Surrey is outpacing Vancouver in population growth and grew out of being a bedroom community long ago—the same number of people travel to work and school in Surrey as commute the other way, and only 13% of Surrey residents go to school or work in

Vancouver. Surrey is currently the 12th most populous city in Canada and will surpass Vancouver in size within the next two decades.

The Surrey Board of Trade (SBOT) and CEO Anita Huberman have led the way in advocating for our city to receive its just due in resources, amenities, and support from the provincial and federal governments. The SBOT understands that our business members need access to good infrastructure in order to recruit and retain employees and customers. Because of this, our work has included advocacy for more schools, more university seats, and more healthcare facilities and services. Unlike municipal politicians and parties whose terms are limited by the election cycle, the SBOT is able to carry a clear and consistent

message about the city's needs and strengths to investors, developers, and government. And we are seeing investment by other levels of government in the areas of the SBOT's advocacy work: Kwantlen Polytechnic University's Civic Plaza campus is adding student seats in Surrey, the recently announced Cloverdale hospital and urgent care centre will address some of Surrey's specific health needs, and an aggressive construction plan will be bringing new elementary and high school space to our city. All of these make Surrey a better place for businesses to prosper, but there is still much work to do to capture the potential of this great city.

The Surrey Board of Trade's work is framed by the idea that Surrey is the "Opportunity City" of BC. We do not

see Surrey as a bedroom community, relying on other municipalities to supply the jobs our citizens need. With nearly three times the land mass of Vancouver, Surrey has the potential to continue to grow residentially and industrially, and with this potential comes the opportunity to create something lasting and great: a city where people can truly "live, work, and play." The SBOT will continue to work to fulfill this potential by leading projects such as "A Made in Surrey Workforce Strategy" and the Surrey Music City Centre; and by advocating for causes such as reducing bureaucratic red tape for businesses and building more purpose built rental housing. Our vision for Surrey is big and optimistic and we are pleased to see that others, including the provincial government, support this vision.

CELEBRATING DIVERSITY AND INCLUSIVE WORKPLACES



The Surrey Board of Trade continues to promote and celebrate inclusive workplaces. Surrey is a multicultural city, with over 104 different spoken languages. Every February, Canadians participate in Black History Month festivities and events that honour the legacy of Black Canadians, past and present.

The 2020 theme for Black History Month is: "Canadians of African Descent: Going forward, guided by the past." This was inspired by the theme of the United Nations'.

During Black History Month, Canadians celebrate the many achievements and contributions of Black Canadians who, throughout history, have done so much to make Canada the culturally diverse, compassionate and prosperous nation it is today.

Few Canadians are aware of the fact that African people were once enslaved in the territory that is now Canada, or of how those who fought enslavement helped to lay the foundation of Canada's diverse and inclusive society.

Black History Month is a time to learn more about these Canadian stories and the many other important contributions of Black Canadians to the settlement, growth and development of Canada

canada.ca/en/canadian-heritage/campaigns/black-history-month.html

LNG, MINING & FORESTRY OPPORTUNITIES: BC's Natural Resource Industries

BC is home to unparalleled natural beauty and resources and a thriving economy. Natural resources are the foundation of our province. They support hundreds of thousands of jobs and generate revenues that help build infrastructure for residents.

PLUS, hear an overview of the BC Chamber of Commerce's BC Natural Resources Survey from President and CEO **Val Litwin.** businnessinsurrey.com

Hear from leaders in the LNG, mining and forestry industries for a discussion on the current state of their sector, the future of their industry, how these three industries interconnect and the business opportunities.

PANELISTS on February 28 at 12 p.m.

- Bryan Cox, President and CEO, BC LNG Alliance
- Michael Goehring, President and CEO, Mining Association of BC
- Susan Yurkovich, President and CEO, BC Council of Forest Industries

Moderated by **Ken Peacock**, Chief Economist and Vice President, Business Council of BC.





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SURREY – YOUTH INVESTMENTS AND YOUTH LEADERSHIP

Surrey Board of Trade Applauds BC Government on Continued Surrey School Investments - BC Education Minister Announces \$25.5 Million for Redwood Heights and South Newton

In January, the Surrey Board of Trade was invited by the BC Government to a media announcement on new Surrey school investments.

The Government of BC is providing \$25.5 million for the Surrey School District to purchase a school site in the Redwood Heights neighbourhood. The school district has also secured a school site for a new elementary school in the South Newton neighbourhood. These land purchases are in addition to the land that was purchased for an elementary school in Sunnyside Heights last year.

"The Surrey Board of Trade has been a long-time advocate to the BC Government for needed Surrey school investments," said Anita Huberman, CEO, Surrey Board of Trade. "Education matters to business because both quality curriculum and quality surroundings are needed for our students to be leaders, locally and globally, through career and entrepreneur pathways.

"Learning in portables continues to be a challenge for Surrey students. These funding investments will eventually ease the number of needed portables in the long term, but the school district continues to



grow by over 1,000 students a year." "It is good to see the collaboration between the Province, the School District and the City of Surrey related to development and school construction being in concert with each other; however, development can't just stop. The Surrey Board

of Trade looks forward to more education funding announcements for Surrey."

The Surrey School District diverts \$10.7 million a year away from classroom funds to operate its 361+ portables. This means fewer resources for the projected 74,700+ students in 125 schools, including those students in schools with no portables, fewer teachers, less support for special needs students, and fewer course offerings in the whole district. Music rooms, gyms, libraries and computer labs have

all been converted to classrooms in some schools in Surrey. All Surrey students are affected and deserve equal access, opportunity, and fair treatment compared to other districts' students.

MORE: news.gov.bc.ca/21449

Capital and Crisis: The Vape Market



Trishant Gill

As a Lower Mainland youth, it's evident that the vogue of today is vape products. E-cigarettes have exploded in both popularity and

controversy in the past few years, with American corporations such as Juul facing multiple investigations and lawsuits involving public health concerns regarding their products. As of July 2019, Juul had a 78% share of the Canadian vape market, with its products available at tens of thousands of convenience stores and vape shops nationwide. Furthermore, the World Health Organization has valued the smokeless tobacco and vaping industry at roughly \$1 billion a year in Canada.

With the cultural and economic normalization of the cannabis industry, disputes over Canada's choice to legalize recreational cannabis through the Cannabis Act (Bill C-45) have dialed down.

The economic aftermath of this legislation has been billions generated in revenue for domestic businesses, and internationally, cannabis companies are expected to see sales grow exponentially through the next decade. As for safety concerns for younger audiences, the enactment promised to restrict youth access to marijuana, readjust and reimplement criminal penalties for those who break the law, and promote public awareness of the associated health effects.

Yet for the e-cigarette economy, which has taken upon much of the sinister reputation of marijuana and other "gateway drugs," the economic successes of such a marketplace have been overlooked by the social consequences of smoking "alternatives." The concern from school districts, families, and healthcare officials is more than reasonable. Amongst adolescents, signs of increasing rates of nicotine addiction, lung illnesses, mood swings, diminishing academic performances, and in rare cases, even death, are prevalent.

As Chair of Frank Hurt Secondary's Student Council, I've made it our goal to tackle this predicament headon. My peers and I have embarked on numerous projects, from anti-drug abuse posters to digital social media advertisements informing our peers on the dangers of substance abuse. However, even as high schoolers, we too feel bewildered as to why

such goods have stirred widespread usage on school grounds.

It's unsure whether this is an issue best solved through mere federal institutions such as Health Canada, or if more aggressive government approaches, such as a proposed sin taxes on socially harmful goods, would be more resourceful. Regardless, both those in business and government sectors need to learn to grow the economy without endangering the livelihoods of our next generation of workers and consumers.

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

THE FASKEN PERSPECTIVE

New Transparency Registers For B.C. Private Companies

Individuals with Significant Control must be Disclosed beginning May 2020

Private companies governed by the B.C. Business Corporations Act ("BCA") will soon need to maintain a transparency register for individuals with significant control over the company. Recent amendments to the BCA will apply starting May 1, 2020.

Private BC Companies Must Create and Maintain Transparency Register

Every private company governed by the BCA must maintain an up-todate transparency register. New companies incorporated in B.C. must establish the transparency register upon incorporation. Reporting issuers in B.C. and other provinces and companies listed on certain Canadian and international stock exchanges are not considered "private".

Private companies must also take reasonable steps to verify and update the information in the register annually and when they become aware of new or different information. This includes requesting relevant information from its shareholders.

Non-compliance with key legislative requirements can constitute an offence subject to a maximum fine of \$50,000 for individuals and \$100,000 for other persons.

Who are "Significant Individuals"?

The transparency register must list all "significant individuals" for the private company. Significant individuals are individuals who, individually or jointly:

- control a significant number of company shares (25% of voting shares or of all shares); or,
- have the right or ability to elect, appoint or remove the majority of the directors of the company.

How do Private Companies establish Transparency Registers?

The transparency register must be available from the company's records office for inspection or copying by directors, police, certain tax authorities and regulators. The B.C. Registrar of Companies has provided a <u>Template Transparency</u> Register for download and use and has also published useful examples of transparency registers for common scenarios. In addition, a Template Questionnaire for shareholders or significant individuals is available to companies to gather the required information. Shareholders must take reasonable steps to compile the requested information and promptly provide it to the company.

If a company is unable to obtain or confirm some or all of the information required, the transparency register must identify the information it was unable to obtain or confirm and summarize the steps taken to obtain the information.

What is Next?

Private companies and their directors should use the time until May 1, 2020 to gather the information required to prepare their transparency registers and to analyze more complex ownership and control structures. Once transparency register requirements come into force, there will be no additional transitional period.

If you have any questions or need assistance with preparing your company's transparency register, please feel free to contact us.

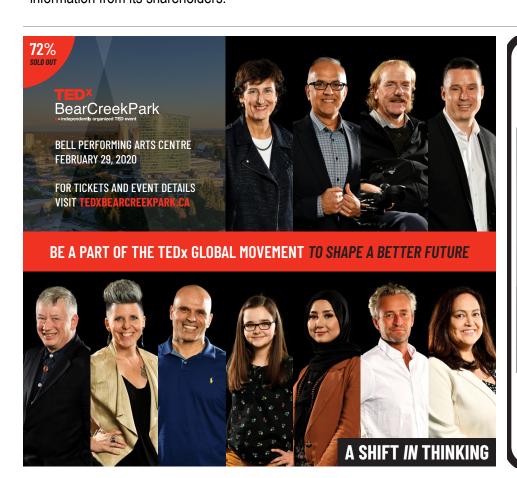




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COFFEE WITH DAVE HAYER

Last Saturday of the Month 2:45-4pm Pantry Rest. Guildford Mall Dave Hayer served as MLA for Surrey for 12 years Page 8 SURREY BUSINESS NEWS FEBRUARY - MARCH 2020



SURREY - WHERE TOURISM, ARTS & CULTURE HAPPEN

KEYNOTE SPEAKER ANNOUNCED for the 4th Surrey Arts and Business Awards: City of Kelowna Mayor Colin Basran

Call for Nominations for 4th Surrey Arts and Business Awards



Mayor Colin Basran

The Surrey Board of Trade is pleased to announce the City of Kelowna Mayor as the keynote speaker for the 4th Surrey Arts and Business Awards on June 11, 2020. Mayor Colin Basran will speak on Kelowna's local government leadership in prioritizing arts and culture strategies to enhance economic development.

"To ensure Surrey continues to be an opportunity city, an economic development focus on arts and culture, with a commitment to building and working on needed assets in collaboration with the private sector, is essential to supporting and attracting

business and ensuring a sustainable workforce," said Anita Huberman, CEO, Surrey Board of Trade.

"We are building a city of great cultural spaces, but there is still so much more work to do. The creation of new arts and culture infrastructure continues to lag behind population growth. For the next 10 years, it is vitally important that we focus on activating arts and culture infrastructure in all areas of Surrey."

The Surrey Board of Trade, as part of their noted position on arts and culture, indicates that municipal investment in arts and culture infrastructure unlocks and leverages much bigger dollars, resulting in the development of anchor spaces, major community arts centres, and incubator spaces.

"We are at a pivotal moment in Surrey's history to unleash the power of arts and culture in diversifying our economy and shaping our city's identity and need to learn from

MORE INFORMATION:

Event Date: June 11, 2020 **Location:** Surrey Arts Centre (13750 88 Avenue, Surrey) **Time:** 11:30am – 1:30pm Admission: \$55 Members, \$550 Table of 10, \$700 Corporate Table of 10; \$65 General Admission, \$650 Table of 10; \$850 Corporate Table of 10

Register: businessinsurrey. com or call 604-581-7130

Award Sponsors: Kwantlen Polytechnic University and the Tien Sher Group of Companies

Media Sponsor: Surrey NOW-Leader

CALL FOR NOMINATIONS:

The nomination deadline is May 4. The Surrey Board of Trade is calling for nominations for the following award categories:

- 1. Philanthropy
- 2. Cultural Ambassador
- 3. Legacy
- 4. Arts and Innovation
- 5. Music

NOMINATION FORM:

businessinsurrey.com/events/ surrey-arts-awards/

Surrey Music City Centre at Surrey Board of Trade



SURREY MUSIC CITY CENTRE

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
- Builds and promotes access to spaces
- Develops the musical audience

6. Develops music tourism in Surrey

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

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

Check out: businessinsurrey. com/policy/music-city-surrey/

Strengthening Supports to Grow Indigenous Tourism in BC



A new partnership between the BC Government and Indigenous Tourism BC took place in November to help grow opportunities for people and tourism businesses around the province.

"Indigenous tourism supports good jobs and economic

development in communities across the province and provides opportunities for locals and visitors to learn about Indigenous culture and history," said Lisa Beare, Minister of Tourism, Arts and Culture. "I am proud to reaffirm our commitment to working in partnership

with Indigenous Tourism BC through the Indigenous Tourism Accord, as we continue on the path toward reconciliation and create a better future for everyone in our province.'

The Indigenous Tourism Accord, signed at the International Indigenous Tourism Conference in Kelowna on November 14, 2019, outlines a commitment to work together in areas such as:

- 1. Skills development
- 2. Revitalization of Indigenous cultures, protocols and languages
- 3. Better co-operation across

provincial ministries More collaboration between Indigenous and non-Indigenous tourism operators

"Strategic and respectful Indigenous tourism development not only provides economic benefits through employment and entrepreneurship, but also grants visitors unique opportunities to learn about local history and culture," said Brenda Baptiste, Chair, Indigenous Tourism BC. "The Indigenous Tourism Accord marks an important step towards facilitating competitiveness of our province's Indigenous

businesses, thereby contributing to a more vibrant and well-represented tourism industry."

To prepare for growth in this sector, the BC government is also investing \$440,000 to conduct labour market research and develop an Indigenous tourism labour market strategy that will address skills training for tourism operators and businesses in Indigenous communities. Indigenous Tourism BC will lead this work through the Ministry of Advanced Education, Skills and Training's Sector Labour Market Partnership Program'

FACTS:

- 1. Indigenous tourism contributes \$705 million a year to BC's economy and employs 7,400 people in more than 400 businesses.
- 2. 7.2 million visitors are expected to engage in Indigenous tourism experiences over the next two years from the top five markets for Indigenous tourism in Canada (Canada, Germany, United Kingdom, United States and China).

Learn More: gov.bc.ca/gov/ content/tourism-immigration



SURREY - WHERE LEADERSHIP HAPPENS

PRESENTATION TO SURREY MAYOR AND COUNCIL:

Surrey Board of Trade Surrey Labour Market Study and Workforce Strategy 2029 to Make Surrey an Opportunity City



The Surrey Board of Trade, with funding from the BC Government and the Government of Canada, completed the research and development of Surrey's first comprehensive Labour Market Study and Surrey Workforce Strategy to determine Surrey's current and anticipated labour market data demand and supply, and to enact solutions for the next ten years.

'This unprecedented cross-industry-led initiative culminated in a report that identified key trends, needs, and an action plan to address priority labour market needs," said Anita Huberman, Surrey Board of Trade CEO. "The vision is to ensure Surrey is an Opportunity City, a leader in embracing the new economy and a new future of work to produce great

outcomes.'

The Surrey Board of Trade presented this strategy to Mayor and Council, formally, at a meeting at Surrey City Hall in January 2020.

Actions for the Workforce Strategy:

- A Surrey Workforce **Development Council**
- 2. A Surrey Employer Talent

- Innovation Lab
- 3. A Surrey Attraction and Retention Strategy
- 4. A Surrey HR Consultancy
- 5. New K-12 and postsecondary education initiatives
- 6. Expanded and new job-specific training for employers in high demand skillsets
- 7. Increased participation in employment by those

- underrepresented in the Surrey workforce
- 8. Better connections, enhanced collaboration and coordination in the Surrey workforce development ecosystem

REPORT: businessinsurrey. com/business/surrev-labourmarket-priorities

The Surrey Board of Trade retained PEERs Consulting to manage this project and created a Steering Committee to advise on the strategy development. It also retained **Human Capital Strategies** to conduct the research, engagement, strategy development and business implementation planning on the Surrey Board of Trade's behalf.



Surrey Board of Trade Applauds BC Government on New Surrey Hospital Investment

On December 9, 2019, the BC Government announced the location of a new hospital for Surrey. Surrey's new hospital will be built in the Cloverdale town centre of Surrey, beside the Kwantlen Polytechnic University campus at 5500 180 Street. The new Surrey hospital will have inpatient beds,

an emergency department, operating rooms, laboratory and diagnostic services, and outpatient services.

"Surrey has needed a new hospital for many years given our increasing population," said Anita Huberman, CEO of the Surrey Board of Trade. "A new hospital, however, is only a part of needed health

care infrastructure. New and continued methodologies and partnerships for preventive care — to prevent illnesses or diseases - is a must in BC's health care industry."

"The Surrey Board of Trade has been working with medical professionals, locally and internationally,

to advocate and build partnerships for a system that would alleviate the pressure on the current healthcare model. The Surrey Board of Trade will also look at strategies to address labour shortages critical to the health care industry."

The new Surrey hospital is another way to continue instigating Surrey's health care industry to innovate medical technologies and equipment, which will also assist with the recruitment





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SURREY BOARD OF TRADE - AROUND THE CITY & REGION



SURREY – WHERE FEDERAL GOVERNMENT CONNECTIONS HAPPEN

Surrey Board of Trade met with South-Surrey/White Rock Member of Parliament Kerry-Lynne Findlay to update her on our government advocacy portfolio.



SURREY – WHERE WE MEET LOCAL ARTISTS

Surrey Board of Trade with the very talented artist Chris MacClure at his beautiful gallery in White Rock.



SURREY – WHERE WORKFORCE DEVELOPMENTS HAPPEN

Surrey Board of Trade at the BC Government Funding announcement to help people aged 55 and older seek employment. \$728,000 to PICS (Progressive Intercultural Community Society) - Transport & Logistics Focus; \$800,000 to Sources - Administration Focus; and, \$134,000 to SUCCESS - Digital Focus





SURREY – WHERE PARTNERSHIPS ARE CELBRATED

Annual Lunch with Surrey Board of Trade staff and S&F Group Benefits-Chamber Group Insurance Plan. Thank you to the culinary artist Marilyn E. Pearson.



SURREY – WHERE NETWORKING HAPPENS

Megha Goyal of Fasken and Dr. Arun Garg of Fraser Health at the Surrey Board of Trade Seasonal Sizzle Business Reception.



SURREY – WHERE NETWORKING HAPPENS

Great to see the PICS Team (Progressive Intercultural Community Services Society) at the Surrey Board of Trade Seasonal Sizzle supporting the Surrey Firefighters' Charitable Society. PICS is doing amazing work supporting newcomers and families in Surrey.



SURREY – WHERE NETWORKING HAPPENS

Great to see Shanjeelin Dwivedi, who works for Cloverdale-Langley MP Tamara Jansen, at the Seasonal Sizzle supporting the Surrey Firefighters' Charitable Society.



SURREY – WHERE COMMUNITY GIVING HAPPENS

Surrey Board of Trade at the Surrey Hospital Foundation celebration for a \$1M donation by Dr. Peter Chung to the Children's Health Centre.



SURREY – WHERE PUBLIC SAFETY PARTNERSHIPS MATTER Surrey Board of Trade's Indra Bhan, Chief Operating Officer, at the Surrey RCMP Main Detachment Open House.



SURREY – WHERE BUSINESS HAPPENS

Surrey Board of Trade with Vijay Tharmarajah, President of Surtek Industries, at their celebration party.

SURREY BOARD OF TRADE - AROUND THE CITY & REGION



SURREY – WHERE NETWORKING HAPPENS

WestStone Group, Downtown Surrey BIA, Councillor Linda Annis, and the Surrey Board of Trade at the Civic Hotel Hawaiian Reception.



SURREY – WHERE INDIA PARTNERSHIPS MATTER

Surrey Board of Trade at the Civic Hotel Reception with Vivek Savkur of the BC India Business Network.



SURREY – WHERE NETWORKING HAPPENS

Surrey Board of Trade at the Civic Hotel Reception.



SURREY – WHERE BUSINESSES ARE CELEBRATED

Surrey Board of Trade at the Tien Sher Group of Companies' Christmas Extravaganza hosted by Charan Sethi - 2019 Surrey Business Person of the Year.



SURREY – WHERE BUSINESS CONNECTIONS HAPPEN

Surrey Board of Trade Chief Operating Officer Indra Bhan with Don Kottick, President and CEO of Sotheby's International Realty Canada at their grand opening in White Rock.



SURREY – WHERE BUSINESSES ARE CELEBRATED

Surrey Board of Trade Policy Coordinator Jasroop Gosal with Vince Sciamanna, President, Edzel Escala, Quality Control Manager at Garaventa Lift.



SURREY – WHERE NETWORKING HAPPENS

Great to see Surrey Board of Trade Ambassador Steve Stew at the January 22 New Year's Reception. Congratulations to Steve on his newest endeavour as Director of Marketing for EPS Westcoast Construction (focused on water ingress and building envelope remediation as well as solving complex restoration issues).

Steve.stew@epswestcoast.com



SURREY – WHERE CONNECTIONS HAPPENS

Surrey Board of Trade Policy Coordinator Jasroop Gosal at the Downtown Surrey BIA event with Natalie Loban, Trans Mountain Expansion Project.



SURREY – WHERE COMMUNITY GIVING HAPPENS

Surrey Board of Trade raised over \$3,000 for the Surrey Fire Fighters' Charitable Society



SURREY – WHERE MUSIC AND COMMUNITY GIVING HAPPEN

Surrey Board of Trade at the annual Blues for the Bank event, supporting the Surrey Food Bank. Thank you to Chris Thornley for your leadership on this ongoing event.



SURREY – WHERE CONNECTIONS HAPPEN

Newly appointed Minister of Energy, Mines and Petroleum Resources Bruce Ralston and Abbotsford International Airport Manager Parm Sidhu at the New Year's Business Reception. Page 12 SURREY BUSINESS NEWS FEBRUARY - MARCH 2020



SURREY – WHERE BUSINESS HAPPENS

2020 STATEMENT FROM THE SURREY BOARD OF TRADE CEO

A call to action...for Surrey



Anita Huberman

The Surrey Board of Trade can accomplish many things, but at the heart of a successful organization is the active participation of its members. We are only as strong as our members. I call upon you to be active by joining our teams, by renewing your memberships, by getting other businesses to join, by attending our many interesting events, by providing feedback on the many issues that I email you about, but most of all, by being an ambassador for Surrey business. Together, our potential is boundless to make Surrey an Opportunity City! Thank you to our members and sponsors for your ongoing support of the Surrey Board of Trade, Surrey's non-partisan, city-building business organization. For the Surrey Board of Trade, as a not for profit organization, financial support is derived solely from membership fees and sponsorship.

In 2019, our national chamber of commerce recognized the Surrey Board of Trade as being in the top 3 in Canada for our government

advocacy. I won the Community Builder of the Year Award, from the Surrey Now-Leader Media Group. And in 2020, in the next issue, you will hear of more awards that we've

We released the first Surrey Labour Market Study and Workforce Strategy, hosted high profile keynote speakers, elevated the Surrey International Trade Centre portfolio and continued being the destination for business support and business attraction. The Surrey Board of Trade speaks for the business community at public hearings and to the media. It is a recognized voice of business. We continued to receive extensive media coverage from local and national media.

Last year, the Surrey Board of Trade continued to be a vibrant, growing organization providing a forum for debate on critical issues. We continued to be an innovative public policy solution provider and a destination for networking for Surrey's business community. In fact, 15% of our 6,000 member contacts are outside of Surrey. They join the Surrey Board of Trade because they want to know what is happening in Surrey, they want connections, they want government advocacy, and they want business support - locally and internationally. Our association with a network of Chambers of Commerce and Boards of Trade around the world – in this 500-year old global industry - gives us a uniquely credible voice.

Our goal, always, is to ensure that the Surrey Board of Trade is at the centre of business support. The events that we host align with these initiatives and that of the advocacy teams. We don't just have a speaker event for the sake of having a speaker – every program that you see come through your emails aligns with the growth of this organization, through a certain theme that is promoted - such as Environment, International Trade, Tourism/Arts/ Culture, Workforce, Social Policy, Innovation, Transportation, Industry, Finance and more. It is all to do with driving the economy of your business and your city.

In our ongoing comprehensive plan we will continue to focus on addressing the following:

- Can Surrey and the South Fraser Economic Region achieve new standards of economic vitality and livability that are equal to or beyond that enjoyed by other successful areas?
- · Can we develop the range of

quality economic, cultural and educational opportunities needed to move Surrey forward and become one of the nation's most livable cities?

- Can we engage the business community in maintaining a laser-like focus on strategies that will indeed create a higher standard of livability for Surrey and the South Fraser Economic Region?
- And related to these objectives, can the Surrey Board of Trade achieve new levels of productivity, commitment, leadership and impact?

The Surrey Board of Trade, with your help, will ensure that:

Businesses have the opportunities and supports to succeed (tools, connections, resources for local and international business support; innovation; opportunities for connections; thriving local,

- regional and international business climate);
- Government decision-makers have information on current and emerging issues and research from a business and economic lens; and,
- Surrey is attractive to business (to make Surrey safe, inclusive and affordable and for business to access a diverse workforce with relevant skills).

Our marketplace is constantly changing - paradigms are shifting - and economic conditions are dynamic with new demands which create new expectations for proactive and responsive leadership by the Surrey Board of Trade. Let's continue to power up entrepreneurial success in Surrey. Let's continue to risk, care, dream, expect and expand our networks, locally, nationally and internationally.

The Surrey Board of Trade Team is here for you!



Surrey Board of Trade and StartUp Surrey 2020 Surrey Entrepreneur Showcase

and StartUp Surrey presented the first event of the Surrey Entrepreneur Morning Showcase Series of 2020, featuring Surrey's distinguished business leaders in different industries and business sizes. The event took place in January at Civic Hotel.

The Surrey Board of Trade

The panelists were:

1. Charan Sethi - President and Chief Visionary Officer, Tien Sher Group of Companies and Surrey's 2019 Business Person of the Year **Industry:** Development and Construction

2. Dr. Ryan D'Arcy - Co-Founder, President, and Chief Scientific Officer, HealthTech Connex

Industry: Health and Technology 3. Sara Forte - Founder and Owner, Forte Law

Industry: Employment and Labour

"Surrey has a vibrant entrepreneurship community," said Anita Huberman, CEO, Surrey Board of Trade. "These insightful conversations with established Surrey entrepreneurs and industry experts show us that even if we are new or seasoned

entrepreneurs, there is still much to learn. Let's learn together."

The recording of this event is on the Surrey Board of Trade website businessinsurrey.com/events/ recent_speakers

THANK YOU: Venue Sponsor: Civic Hotel

Community Sponsor: Canadian Western Bank

Media Sponsor: **Surrey NOW-Leader** **Next Surrey Entrepreneur Showcases April 17,** at 7:30 am at the **Civic Hotel**



SURREY ANNOUNCEMENTS

EPS Westcoast Construction Ltd Announcement

EPS Westcoast Construction Ltd (EPS) is pleased to announce that effective Jan. 1st, 2020 that Mr. Steve Stew has been retained as Director of Marketing. Mr. Stew comes to us with over 35 years of industry experience, providing a level of expertise and insight rarely afforded a General Contractor.

EPS was established in 1989 to address the BC leaky condo crisis and evolved into a comprehensive General Contractor; fully licensed and insured. Our team is an invaluable source of information, specializing in water ingress and building envelope remediation, and fully capable of solving the most complex restoration issue.

Through 30 years of commitment to the industry, the EPS team has become the industry leader at executing restorations, using quality products, and fostering expert craftsmanship. We work with first-rate Engineering firms; bringing our clients a restoration they can count on.

EPS' greatest strength lies in its ability to provide dependable, comprehensive service, with approachable, understanding, professional crews. Whether the job is routine or complex, large or small, we have the expertise to take care of your building requirements.

Some of our services include building & envelope restoration, rainscreen systems, decks, windows and doors, flashing, siding, concrete / parkade waterproofing, scanning and coring, and rot remediation, but as a mature GC, EPS has capabilities which far exceed this short list.

Please contact Steve at steve-stew@epswestcoast.com













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TECHNOLOGY NEWS IN SURREY:

1. Health and Technology District Partners with Centre for Aging + Brain Health

The Health and Technology District has partnered with The Centre for Aging + Brain Health (CABHI), powered by Baycrest, to advance Canadian digital healthcare solutions for seniors through a pan-Canadian network of innovators and test sites. cabhi.com/health-and-technology-district-partnership_en

2. Celebrating the Health and Technology District: 5 Year Anniversary

The Health and Technology District made an extra celebratory toast at their annual Holiday HUB, in recognition of their 5-year anniversary – thanking all who've helped deliver and support innovation, growth and technologies that will have impact for decades to come. healthandtechnologydistrict.com

3. Science World Future Science Leaders Host Winter Showcase at Health and Technology District

The next generation of young scientists joined at the Science World Winter Showcase event for "Future Science Leaders" (hosted at the Health and Technology District) to present their work as scientific posters to friends, families, and members of the community. scienceworld. ca/futurescienceleaders/

4. Surrey Digital Academy Offering World-Class Coding Education in Surrey

In early 2020, Surrey Digital Academy joined the Health and Technology District to offer convenient, affordable, world-class coding education and courses — building the skill sets and digital literacy needed for tech jobs of

today and tomorrow. surreydigitalacademy.ca

5. Safe Software Partners with BC Tech Association

Safe Software has partnered with BC Tech Association to bring innovative programs, tech leadership roundtables and workshops to Surrey. Beginning in 2020, the series will be hosted at Safe Software's new HQ at the Health and Technology District. safe.com/about/news/ press/safe-software-tech-partnership/

6. UBC's Geering Up Engineering Outreach Program expands to Surrey

UBC's Geering Up Engineering Outreach Program is expanding to Surrey. Through their "Let's Talk Tech" programing, offered at the Health and Technology District, Surrey youth can engage with STEM education through fun, interactive projects, with reallife applications and hands-on learning. healthandtechnologydistrict.com/in-the-news/

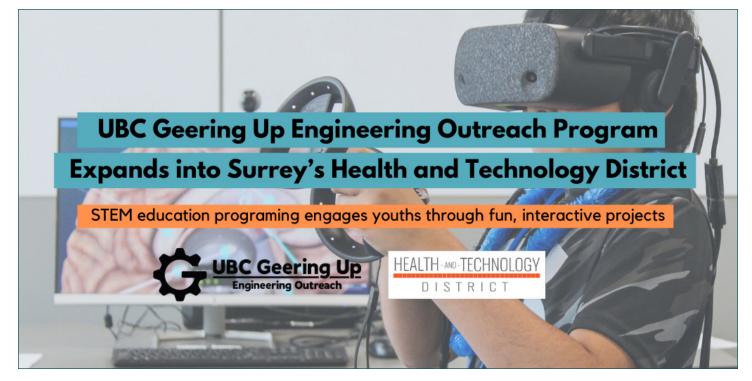
7. GenerationsE Joins International Partners to Shape the Excellence of Pathology with Al

GenerationsE, located in the Health and Technology District's HealthTech Innovation

HUB, announced their new partnership with internationally acclaimed Mackay Memorial Hospital in Taiwan. The partnership is aimed at co-developing Artificial Intelligence (AI)-based pathology and precision medicine solutions for fighting cancers. generationse.com/blog/

8. March 11-16: Brain Awareness Week

In March 2020, Brain Awareness Week returns to the Health and Technology District through a series of neuroscience days — bringing together researchers, clinicians, athletes, innovators, entrepreneurs and youth to change the way we think about our brain health.



SURREY – WHERE PUBLIC SAFETY INFRASTRUCTURE MATTERS TO BUSINESS

Message from the New Surrey RCMP Officer in Charge



A / Commr. Brian Edwards

On January 6th, I had the honour of officially taking on my new role as the Officer in Charge for the Surrey RCMP. The privilege comes not from the position, but from the opportunity to work with the outstanding employees and volunteers at Surrey detachment, and with the engaged residents and

business owners in Surrey.

With only a few weeks under my belt, I have already seen the tremendous support the Surrey RCMP receives from the local business community. Your level of engagement with us, both at the senior level and at the community level, is outstanding and goes a long way to reducing crime, not just in and around your businesses, but throughout the city.

The collaborative work between our Community Response Units, business owners, BIAs and LPOs has helped us to target prolific offenders involved in business break and enters, shoplifting, and nuisance activity in and around businesses. In addition, our volunteerdriven Business Engagement

Safety Team (BEST) visited 2,235 businesses last year to support business safety efforts.

While there is no doubt that this is a challenging time for our officers and support staff as the City of Surrey pursues a potential move to a municipal police force, I can assure you that all of us here remain committed to working with you to improve public safety. We are proud to be your local police force.

I look forward to meeting many of you in the months ahead.

Assistant Commissioner Brian Edwards Officer in Charge Surrey RCMP

Surrey Board of Trade Congratulates New Surrey RCMP Officer in Charge, **Brian Edwards**

On January 6, the Surrey RCMP welcomed a new Officer in Charge, Assistant Commissioner Brian Edwards. "The Surrey Board of Trade congratulates the new **Assistant Commissioner** and Surrey RCMP Officer in Charge Brian Edwards on his new role," said Anita Huberman, CEO, Surrey Board of Trade. "Surrey's city-building business organization looks forward to working with him. Public safety infrastructure matters to business, and to our economy."

ABOUT ASSISTANT COMMISSIONER BRIAN EDWARDS

Assistant Commissioner Edwards has over 24 years



of policing experience, encompassing both municipal and RCMP police services. He volunteered as an Auxiliary Constable with Okotoks RCMP in Alberta from 1987-1990 before joining the Calgary

Police Service in 1995. Assistant Commissioner Edwards has a law degree and a Masters in Linguistics from the University of Calgary. He lives in White Rock with

Surrey Board of Trade to Host Surrey Police Transition Update with Keynote Speaker, Wally Oppal



Wally Oppal

Last year, the Surrey Board of Trade held one of its most popular Hot Topic Dialogues on Surrey's public safety infrastructure. Now, with a Provincial Task Force in charge of the proposed Surrey police transition, Surrey's business community will hear a progress update.

"Public safety infrastructure matters to business," said Anita Huberman, CEO, Surrey Board of Trade. "The Surrey

Board of Trade hosts these hot topic dialogues throughout the year to instigate change and dialogue, as well as provide new ideas into the advocacy portfolio of the Surrey Board of Trade."

Date: Wednesday, February 26, 2020

Time: 7:30am-9:30am (Program begins at 8:00am) **Location:** Sheraton Vancouver Guildford Hotel (15269 104 Avenue, Surrey)

Keynote: Wally Oppal, Chair of the Surrey Police Transition Task Force

Admission: Free

NOTE: Pre-Registration Required for Admission

Community Sponsor: Commissionaires BC

Media Sponsor: Surrey Now-Leader To register businessinsurrey. com/events



Surrey Board of Trade Agrees with Surrey Councillor Locke's Notice of Motion to Suspend RCMP Transition — Local First Nation Groups Need to be Consulted

In November 2019, the BC Government unanimously passed legislation on Indigenous human rights. "This historic legislation - passed by all MLAs will ensure that there is a framework to enhance reconciliation," said Anita Huberman, CEO, Surrey Board of Trade. "The Surrey Board of Trade, as Surrey's citybuilding and inclusive business organization congratulates the BC Government for their leadership on this, in Canada." Surrey has the highest urban Indigenous population in British Columbia.

"Now, the BC Government, in its evaluation of Surrey's police transition, has an obligation to collaborate and consult with First Nation communities, especially on such a significant public safety infrastructure

shift that impacts their economic development and livability in Surrey." The provincial legislation is designed to ensure that all BC laws are consistent with the 46 articles of the United Nations Declaration on the Rights of Indigenous Peoples (UNDRIP). The legislation was developed in collaboration with the First Nations Leadership Council at the direction of First Nations.

There is a requirement for all projects on Indigenous territories to receive consent from those communities. The notice of motion delivered by City of Surrey Councillor Brenda Locke noted the following: The Semiahmoo and Katzie First Nations advise that there has been no consultation with them regarding any possible transition to a Surrey Police

Force by the Government of Canada, the Province of British Columbia or the City of Surrey; Be it resolved that: The existing process being followed to consider transition from the RCMP to a Surrey Police Force be immediately suspended until a sufficient, respectful and transparent consultation process that meets the federal, provincial and municipal obligations to

consult with our First Nations peoples affected by the proposed changes has been adopted.

The Surrey Board of Trade position on Surrey's public safety infrastructure is to keep the Surrey RCMP and focus on enhancing judicial systems as well as needed support services for youth, mental health, homeless, among others.

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Individuals Say Goodbye to MSP, but Businesses Say Hello to EHT



On January 1, 2019, British Columbia implemented its Employer Health Tax (EHT) as part of the province's efforts to eliminate Medical Service Plan (MSP) premiums. Employers with annual BC remuneration exceeding CAD \$500,000, and charities and not-for-profit organizations (NPOs) with annual BC remuneration exceeding CAD \$1,500,000 are subject to EHT. Unlike the MSP, where employers could opt to pay their employees' premiums, the EHT is mandatory for all employers who do not meet the exemption criteria. It is also important to note that unlike Canadian corporate income tax, EHT is not based on the profitability of

the employer. As a result, in years that the business incurs losses and has BC remuneration in excess of CAD \$500,000, it is still expected to pay EHT. Income of employees and former employees who either work for, or are paid through, a permanent establishment in BC is subject to EHT. This tax applies to all payments, benefits or allowances that must be included in the income of an employee under the Income Tax Act. However, certain employer paid contributions, such as registered pension plans and deferred profit sharing plans, will not be subject to EHT. The following tables provide the EHT rates that would

Employers w/ BC Remuneration			Charities & NPOs		
Annual Payroll	EHT Rate	EHT	Annual Payroll per location	EHT Rate	EHT
\$0 - \$500,000	0%	\$0	\$0 - \$1,500,000 \$1,500,001 -	0%	\$0
\$500,001-\$1,500,000	\$2.925%	(Payroll - \$500,000) x 2.925%	\$4,500,000	2.925%	(Payroll - \$1,500,000) x 2.925%
Over \$1,500,000	1.95%	Payroll x 1.95%	Over \$4,500,000	1.95%	Payroll x 1.95%

apply for employers with BC remuneration and for charities and NPOs.

Regardless of a business that is carried on through a partnership, corporation, trust, or government, if the business pays BC remuneration during a calendar year that exceeds CAD \$500,000 then the remuneration paid to its employees is expected to be subject to the EHT. If an individual is self-employed and carries on their business as a sole proprietor, any profits earned through the operation of the business should not be subject to the EHT. Independent contractors that are hired by a business are not employees of the

business and therefore amounts paid to independent contractors will not be subject to the EHT. However, whether an individual is an employee or an independent contractor is a question of fact that should be determined based on precedent of court cases. Employers with BC remuneration greater than CAD \$500.000 but under CAD \$600,000 and charities and NPOs with BC remuneration greater than CAD \$1.5 million but less than CAD \$1.6 million for calendar year 2018 were required to register by December 31, 2019 and file and pay the EHT via one annual payment through the employer's eTaxBC account.

Employers with BC remuneration greater than CAD \$600,000 and Charities and NPOs with BC remuneration greater than CAD \$1.6 million for calendar year 2018 were also required to make quarterly instalment payments by June 15th, September 15th, and December 15th, 2019, and March 31st, 2020. These employers should have registered by May 15, 2019. The 2019 EHT return is due by March 31, 2020. Given the Canadian federal income tax changes targeting private businesses in recent years, it is even more important for companies impacted by these rules

to consider the changing Canadian tax environment on their compensation strategies.

Harpal Kandola Manager, Tax

T: 604-495-8947 harpal.s.kandola@pwc.com



Harpal Kandola

Federal Tax Measures – Items to Watch

Let's look at the Liberal party promises that could affect taxpayers. The Liberal party platform does not propose any general corporate or personal income tax or GST/HST rate changes. Key tax initiatives in the Liberal party platform would:

- introduce a 3% digital services tax on large multinational corporations with an on-line presence in Canada
- limit the amount of interest that certain corporations can deduct
- reduce the corporate tax rate by 50% for companies that develop and manufacture zeroemission technology and products
- limit tax benefits from hybrid debt mismatch arrangements
- increase the basic

- personal amount gradually to \$15,000 by 2023
- introduce a federal speculation and vacancy property tax

However, given that it is a minority government, the Liberals will require the support of another federal party to enact their proposals. As a result, it is unclear whether all of their proposals will be implemented, and to what extent compromises or modifications must be made to the proposals and other policies to gain the support of another party in the House of Commons.

In detail: Business tax measures

1. Digital services tax:To ensure that international digital corporations, whose products are consumed in

Canada, pay their fair share of tax in Canada, the Liberals plan to introduce a 3% tax, effective April 1, 2020, on the Canadian revenues from: targeted advertising services, digital intermediation services, for businesses with worldwide revenues of at least \$1 billion and Canadian revenues of more than \$40 million. PwC observes: This 3% tax is modelled after the digital services tax recently enacted by the French government. It is expected to apply only to a limited number of multinational technology companies.

2. Interest deduction
limitations: The Liberals
plan to limit the amount of
interest that a corporation can
deduct for a year to no more
than 30% of its income for the
year before interest, taxes,
depreciation and amortization

the 30% threshold may be allowed as a deduction if the corporation is part of a corporate group and the worldwide ratio of total net third party interest expense to EBITDA exceeds the 30% threshold. The proposal allows for denied interest deductions to be carried back three years or forward twenty. PwC observes: This represents a significant change to the Canadian interest deductibility rules. For many taxpayers, particularly Canadian multinationals, this will result in denied interest deductions.

(EBITDA); interest above

3. Corporate tax rates for clean technology companies: The Liberals propose to reduce the corporate income tax rate on eligible activities for clean technology companies by 50%

over three years (i.e. from 9% to 4.5% [small business rate] and from 15% to 7.5% [general corporate rate]).

4. Hybrid debt mismatch arrangements: The Liberal party platform states that it will "modernize antiavoidance rules to stop large multinational companies from being able to shop for lower tax rates by constructing complex schemes between countries." The main proposal of the Liberals in this respect is to limit hybrid debt mismatch arrangements, which are cross-border transactions that exploit differences in tax laws in two or more jurisdictions, to bring Canada fully in line with the OECD's recommendations on hybrid debt mismatch arrangements. PwC observes: An introduction of anti-hybrid rules will necessitate a

review of payments made by Canadian taxpayers to non-residents or received by Canadian taxpayers from non-residents. For example, when a Canadian taxpayer makes interest payments to a non-resident, it will be necessary to understand the tax treatment of that payment in the foreign jurisdiction. The rules could add significant complexity as it may be necessary to also have an understanding of payments between foreign persons that could be directly or indirectly linked to the payment made by the Canadian taxpayer.

MORE INFORMATION: pwc. com/ca/en/services/tax/publications.html

BUSINESS ADVICE CENTRE

Key to Reducing Workplace Stress is Recognizing it



Kevin Diakiw

It's been well-documented and fairly well reported that 'workplace-overwhelm' is costing Canadian businesses a bundle

Some of the more reliable surveys indicate that 4 out of 5 Canadian employees feel overwhelmed at work.

It's worth noting, all stress isn't bad.

Certain kinds of stress can be motivating, encouraging people to push to their greatest level of productivity.

However, figures show stress at work has gone beyond the tipping point, costing companies to the tune of \$300 billion annually in the US.

While figures for Canada aren't readily available,

mental health problems, of which stress, anxiety and depression are some, are costing Canadian businesses \$20 billion a year.

About 1 in 4 employees report leaving work because of the stress load. In addition, more than half of employees surveyed in a 2016 report. indicated they had called in sick due to stress, and 60-80% had workplace accidents due to stress-related distractions or sleepiness.

What can you do about it?

First of all, encourage employees to note when it's happening for them. Signs include fatigue, headaches, irritability and inability to sleep.

If overwhelm is leading to burnout, have employees report it to a supervisor, and let them know they are safe in doing so.

Encourage self-care, including exercise, good eating behaviours, proper boundary setting, getting sleep, and managing stress through techniques such as yoga, mindfulness, tai chi, or a myriad other approaches. A combination of yoga and mindfulness alone reduced

stress at Aetna, a US health provider, by 28%.

Perhaps the most critical action is to recognize when it's happening. Letting staff know you care, and want to help them through it will reduce their overwhelm greatly.

Make sure vou're good to yourself as well. You want to model the kinds of self-care you'd like to see in your staff.

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



Four Things You Should Know Before Searching for a Mentor



Margaret Page

A mentor can shift your mindset and open new

worlds of connections and possibilities. But how do you change gears from admiring someone to working one-on-one? What should the relationship look like? Consider the following before you start your quest for auidance.

Get clear on what you need. Many people use the word "mentor" interchangeably with "role model" or "coach." A mentor should have experience in your field and work with you,

one-on-one, without charging a fee. If you need help with a specific problem, like organizing your time, then a coach might be a better fit. If you're simply searching for inspiration, study a role model instead

Make the ask. Be clear from the outset. Ask your potential mentor how much time they can devote to you — will you meet once a week? Once a month? Will you work together for three months, six months, a year? What would

you like to learn from your mentor? Setting expectations and boundaries up front will give the relationship a framework and a deadline; without them, the relationship can lose value over time.

Do the work. Don't abuse the relationship by wasting time or failing to execute on what is asked of you. Do your homework and be prepared when you show up for your appointments. Remember: Your mentor can help you only as much as you are willing to

help yourself.

Know when to move on.

If you or your mentor are meeting out of habit, or if you're putting the work in but feel like you're not getting much out of it, then it's time to move on. Straying into the friend zone is also a red flag — this is a business relationship, not a personal one, and keeping the two separate will help you stay on track

Your relationship with your

mentor should be challenging, rewarding, and eye-opening. Approach it thoughtfully and you'll reap the benefits and maybe even learn lessons you can pass on to a mentee someday.

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

4 Simple Steps for Unbelievable Long-Lasting Success with a SEO Strategy



Bob Milliken

It's 9:00 am on a Monday morning and you've just settled into your first coffee when the phone rings. "Hi, I'm looking for some innovative marketing for a trade show coming up shortly. We found

your website and think you have exactly what we are looking for. How soon can we get together?"

WOW! Make my morning or what?

Believe it! Search Engine Optimization (SEO) works for you 24 hours a day, non-stop, providing answers to people who are looking for what you sell. What could be easier? This is why SEO should be one of your highest marketing initiatives sitting at the very top of your sales funnel. Yes, SEO can be a complex beast even for the best of us. So, let's uncomplicate it. Here are four simple steps I recommend to any small

business owner who wants to do SEO without needing an SEO expert.

Optimize Your Google My Business Listing. GMB is the cornerstone of local SEO and can be the fastest and most effective part of your SEO strategy. It's estimated that 56% of businesses haven't even claimed their GMB listing, which means they're not likely doing much else - leaving you with an almost empty playing field. Setup Google Analytics. Key to any lead generation strategy is to know what's working and what's not. Without this information

you're just shooting on the dark. Use Google Analytics to start tracking the critical metrics of goals, leads and conversion rates.

Verify That Your Website is Fast and Mobile Friendly.

Local search and mobile search go hand in hand (9 out of 10 smartphone users conduct local searches on their devices!). Some of the most common ways mobile visitors use your site is to look up reviews, find directions to your place, and search contact information. Your smartphone visitor will not stick around if your site is not mobile friendly.

This may sound crazy, but if it

takes longer than 5 seconds to load your website to a desktop or mobile device, your visitor is likely long gone. Ideally it should respond within 2 seconds. Anything longer results in higher bounce rates and diminished SEO returns.

Optimize URL, Title Tags, Page Headers, Meta **Description and Content.**

When content and keywords are optimized - magic happens. A website is optimized for content when the URL, titles, page headers (H1 and H2 tags), meta description, and content are relevant to the keywords you have chosen for your

site. Search engines reward you when you continually add content that is new, optimized, relevant, and keyword rich.

Congratulations! You are now able to get your SEO off the ground delivering qualified leads 24x7. Having said that, I recognize setting up and maintaining SEO is not everyone's most popular activity. In the time it takes you to get started, we can quick start your SEO and get quality leads flowing through your funnel.

Bob Milliken can be reached at 604.270.1730, bob@rfmholdings.com

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PLASTICS NEWS:

Surrey Board of Trade Pleased with City of Surrey Plan to Ban Single-Use Plastic Shopping Bags but Coordinated Cross-Government Plan Needed

On January 14, the City of Surrey sent a media release stating that the City will be working to compose bylaws to ban single-use plastic shopping bags for enactment by January 2021.

"This is a vital step that all cities need to take in the fight against climate change," said Anita Huberman, CEO, Surrey Board of Trade. "In early 2019, the Surrey Board of Trade called on the Provincial Government, and ultimately the Federal Government, to work in coordination towards a pathway that eliminates single-use plastics."

"Much has been done in terms of public consultation in 2019 on eliminating single-use plastics by both the Federal and Provincial Governments. Now is the time for a coordinated, scheduled action plan across all governments, including regional governments with further consultation with businesses."

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. Any plastic that has no number for recycling, which include items such as trash bags, Ziplock bags, cereal bags, bubble wrap, clear plastic wrap, some plastic store bags, single cheese wrappers, straws, coffee stirrers, soda and water bottles, most food packaging, toys, potato chip bags, candy wrappers, plastic rings that hold six-packs of beer or soda, are all examples of single-use plastics.

"There are innovative industry opportunities that are available now, or that can be developed, that will lead to new employment opportunities," said Huberman.

"The world produces hundreds of millions of tons of plastic every year, most of which cannot be recycled. It's obvious that we need to use less plastic, move towards environmentally sustainable products and services, and come up with technology that recycles plastic more efficiently."

The Surrey Board of Trade is calling on the BC Government to:

 Enact regulation under the BC Environmental Management Act to gradually phase out use of 'single-use plastics' in BC to align with the objectives of the Clean BC Plan, which focuses on environmental and industrial sustainability;

- Commission a oneyear study through industry, businesses, and educational institutions to research alternatives to single-use plastic and commit to a timeframe for complete removal of such material from the waste stream in BC;
- 3. Work with the food and beverage industry to see the elimination of the production of dirty Styrofoam. This

could be done through education and through incentives to industries to produce recyclable or biodegradable products (to be accepted by biofuel plants); and,

 Implement an awareness campaign to help consumers understand that plastic overwrap and other flexible plastics can be taken to recycle depots.

Information on the Surrey Board of Trade's Plastic Policy: businessinsurrey.com/policy/ environment/

DEVELOPMENT INDUSTRY NEWS: Update on City of Surrey Development Cost Charges 2020-2029

The Surrey Board of Trade attended the City of Surrey open house on January 8 on the updated Development Cost Charges (DCCs) rates. These rates will be applied to various developments that occur in Surrey and will be used to fund public projects.

Who pays DCCs?

Development applicants who apply for subdivision approval to create single family development lots will be paying the DCCs. Additionally, development applicants who apply for building

permit approval to construct multi-family, commercial, industrial, and institutional developments will also pay DCCs. This applies to all applicants (including charities and not for profits).

What do DCCs fund?

The 2020-2029 10 Year Servicing Plan projects that are planned to be funded by DCCs include:

- 140 Street road improvements (100 Avenue to 104 Avenue)
- 64 Avenue road improvements (177 Street

- to Fraser Highway)
- 160 Street road improvements (Fraser Highway to 88 Avenue)
- 152 Street road improvements (40 Avenue to Serpentine River crossing)
- 20 Avenue road improvements (152 Street to King George Boulevard)
- 32 Avenue road improvements (154 Street to 160 Street)
- 20 Avenue overpass of Highway 99
- Quibble Creek sanitary pump station force main

- twinning (City Centre)
- Feeder water main replacement on 98 Avenue (128 Street to 137A Street)
- Trunk storm sewer diversion (196 Street near 64 Avenue)
- Parkland is also being acquired as a result of funding from DCCs. A few examples include:
 - o 9910 Lyncean Drive (new parkland for a neighbourhood park in the Abbey Ridge NCP)
 - o 1916 176th Street

(new parkland to expand Redwood Park) o 18271 73rd Avenue

18271 73rd Avenue (new parkland for a neighbourhood park in West Clayton)

How are DCCs calculated?

DCCs reflect the costs of projects in the 10 Year Servicing Plan and Parkland Acquisition Program. They also reflect the updated growth projections for the City.

There are two types of DCC rates:

- City-wide applied to all new development in the City that is not subject to an area-specific DCC
- 2. Area-specific applied to certain areas in the City *Campbell Heights, Highway 99 Corridor, West Clayton, Anniedale -Tynehead, City Centre) are subject to an areaspecific DCC that reflects the additional costs to develop in those areas.

surrey.ca/city-services/4987.aspx

CHILDCARE NEWS:

Surrey Board of Trade Advocacy Progresses with Continued Quality Childcare Investments by the BC Government - Announcement for New Teaching Network for Early Childhood Educators

On February 3, the BC Government announced that early childhood educators (ECEs) will now benefit from an expanded professional development program geared to exploring the latest child care teaching philosophies, curriculums and techniques. Run by the Early Childhood Pedagogy Network (ECPN), a \$2-million investment will allow 32 teaching specialists – known as pedagogists – to be hired around the province. This improves access to professional development for ECEs and boosts the quality of childcare for children and families. Each pedagogist will work with up to 45 ECEs in their area through community hubs at eight post-secondary institutions, 10 child care

referral centres and seven Indigenous communities, in partnership with the BC Aboriginal Child Care Society. "The demand for quality child care continues to increase, due to the potential benefits of peer socialization, school readiness, and numeracy and language skills," said Anita Huberman, CEO, Surrey Board of Trade. "In Surrey, there

is a widespread shortage of qualified, well-trained ECE workers. Because of this shortage, operators are less stringent in hiring and vetting practices."

"We are pleased that there will be two teaching specialists — known as pedagogists — to be located at Options Community Centre for the Delta, Surrey, and White Rock area," said Anita Huberman.

The Surrey Board of Trade's specific advocacy to the BC Government for the last ten years has been to:

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

HOUSING NEWS

Housing Solutions Matter to Businesses Too



Surrey Board of Trade presenting to the Federal and BC government expert panel on Housing Costs at CHMC Vancouver with Panel Chair Joy MacPhail.

The Surrey Board of Trade participated as a stakeholder in targeted discussions on measures that would promote more affordable housing markets in British Columbia. The conversation focused on the impact of high housing costs on job creation and recruitment. The Expert Panel is examining housing trends for rental and homeownership, exploring options to allow British Columbians to have further access to housing that they need and can afford. The Expert Panel members are leaders and specialists in a range of fields with relevant expertise, who will consult with stakeholders to identify and evaluate measures that could build on recent investments and initiatives to increase the supply of housing in British Columbia to meet demand. These discussions will inform a "what we heard" interim report in late spring

2020 as well as the Panel's report and recommendations to Ministers by the end of 2020.

Minister Bill Morneau, Minister Carole James and Minister Selina Robinson announced the members of the Expert Panel on the Future of Housing Supply and Affordability. The panel is chaired by Joy MacPhail.

SUMMARY OF SURREY BOARD OF TRADE INPUT:

The Surrey Board of Trade calls for a comprehensive assessment of building codes, developer fees, and regulations for both for-profit and not-for-profit developers. We need to ensure businesses are consulted in a meaningful way before implementing any change. There is resounding support for increasing housing supply, ensuring wages are

consistent with inflation and that cost-of-living increases are regularly scheduled and applied.

Additionally, the Surrey Board of Trade recommended that municipal government planners and councils must allow more diverse housing options in neighbourhoods. They must reduce municipal housing approval times and offer incentives to builders to offset high construction and land costs, as the International Monetary Fund has recently recommended for Canada. Rather than punishing existing homeowners, or picking winners and losers, communities must embrace choices for renters to buy into the market at all budgets, from micro-suites to duplexes and non-strata row homes and apartments.

RENTAL HOUSING NEWS:

UDI Joins Partners for Rental Housing in Release of Rental Zoning Report

- -Surrey Board of Trade
- -BC Chamber of Commerce
- -BC Rental Project
- -Kelowna Chamber of Commerce
- -Parksville & District Chamber of Commerce
- -Greater Langley Chamber of Commerce
- -LandlordBC

Through the release of a landmark rental report, the Partners for Rental Housing are calling on the Provincial Government to implement appropriate guidelines for the use of Residential Rental Tenure Zoning (RRTZ), to be developed through consultation with builders and community stakeholders. The report, titled Making Rental a Reality, also provides recommendations for municipalities to support the use of RRTZ as a tool for rental growth.

"By providing guidance and monitoring the use of this zoning tool, BC could significantly increase rental home choices for all budgets and improve affordability. While well-intentioned, its flawed implementation in some

municipalities so far, can actually inflict more harm on the very people this was supposed to help," says Anne McMullin, UDI President & CEO, and group spokesperson. "But these rollout challenges can be addressed through some careful direction and appropriate stakeholder consultation. The Partners for Rental Housing share the same goal as all levels of government in wanting to provide secure rental homes to meet the needs of all BC's residents."

The Province created RRTZ in 2018 through legislation intended to provide more new rental housing in municipalities, addressing chronically low vacancy rates of less than one per cent. Untested in North America, the tool allows municipalities to designate buildings and areas as exclusively rental tenure. The creation of a tool to better direct the construction of new rental housing options was initially supported. However, thoughtful consideration and study needs to be given to this unprecedented tool prior to making any long-term decisions.

Making Rental a Reality also explores potential solutions, by using RRTZ to support rental growth in key areas including:

- Major arterials and Area Plans;
- Single-family home areas;
- Mixed-use and commercial areas; and by
- Intensifying existing sites and new developments.

The report provides financial analysis of sample sites to illustrate the impact of a successful redevelopment under RRTZ. Outcomes were varied, but consistent across all scenarios was the substantial density increases required to support redevelopment. Builders, businesses, communities and all levels of government alike want to see more housing options for British Columbians. The existing supply of rental units does not adequately serve today's population — or that of tomorrow.

Recommendations: For the Provincial Government:

- 1. Develop a guidance document, through consultation with stakeholders, for municipalities that provides clear direction on the intended use of this unprecedented and untested measure.
- 2. Annually monitor the results of RRTZ implementation and provide further direction,

where needed, to support the objective of increasing the amount of rental homes for British Columbians.

For Municipalities:

proponents.

1. Only apply this zoning designation coupled with density increases in order to incentivize new construction. Other incentives may still be required to make projects viable, such as reduced parking minimums and fee reductions.

2. Do not downzone properties. This will restrict landowners' options for renewal and reduce their ability to secure financing for major repairs and upgrades, or invest in new rental buildings and destabilizes the rental market.

When applying zoning, provide flexibility for builders, for example allowing either a smaller strata building or a larger rental building.

3. Provide early and appropriate consultation with builders, ensuring that the engagement reflects the rezoning process undertaken by

MORE: udi.bc.ca/making-rental-a-reality-technical-report/







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SURREY – WHERE TRANSPORTATION INVESTMENTS ARE NEEDED

PATTULLO BRIDGE NEWS:

Surrey Board of Trade Urges BC Government to Reconsider 4-Lane Pattullo Bridge and Build a 6-Lane Bridge to Prepare for Future Population Growth



Now that the BC Government has selected a partnership of construction companies,

Acciona and Aecon, to build the replacement for the aging Pattullo Bridge

March 6 | Eaglequest Golf Course

between Surrey and New Westminster, the Surrey Board of Trade is continuing

their urgent ask to the BC Government to reconsider building a 4-lane Pattullo Bridge and build a 6-lane bridge to prepare for future population growth.

"By 2050, an additional 1.3 million people are expected to move into the Metro Vancouver region. We must build transportation infrastructure for future population growth," said Anita Huberman, CEO, Surrey Board of Trade.

The re-build of the Pattullo Bridge by the BC Government for an estimated construction cost of \$1.377 billion to replace the aging Pattullo Bridge has been a longawaited infrastructure ask by

the Surrey Board of Trade. When businesses are not impeded by constant upgrades, repaving, and traffic congestion, they can

"The Surrey Board of Trade will continue to support the Ministry of Transportation and Infrastructure in ensuring that the construction of a new bridge aligns with the needs of businesses and provides an avenue to grow the city's economy."

The new bridge is scheduled to open in 2023. Once the new bridge is open, the existing bridge will be removed. Pre-construction work will start in the coming



Invest in Commercial Real Estate 2337 King George Blvd, Surrey, BC

- 6.456% based on the current Trust Unit issue price, and up to 70% participation thereafter in all income and profits) and the potential for long-term growth through the increasing value of
- Opportunity to invest in is a fast growing commercial real estate sector with very low operation costs compared to other real
- A lower risk private market investment that is less affected by stock market volatility, recession and other economic conditions.





SURREY – WHERE TRANSPORTATION INVESTMENTS ARE NEEDED

TRANSIT & TRANSPORTATION CRISIS:

Surrey Board of Trade Calls for Immediate Formation of South Fraser Inter-Regional **Economic Transportation Task Force**

The Mayors' Council on Regional Transportation has approved the business case for the Surrey-Langley SkyTrain project. With this approval, TransLink is now able to seek senior government approval. The report highlighted the overall benefit to the City of Surrey arising from Phase One of the project, which will connect the King George SkyTrain Station to the Fleetwood area along the Fraser Highway. The report also mentioned the critical need to secure Phase Two funding for the region to receive maximum and time sensitive benefit from the project. "We are finally starting to see a move towards a significant transportation investment in Surrey with the Surrey-Langley SkyTrain (SLS), the RapidBus route along King George and improved B-Line bus service along 104 Avenue; however, the funding available from the federal and provincial governments will only enable a SLS to Fleetwood," said Anita Huberman, CEO, Surrey Board of Trade.

"These approved projects are not nearly adequate enough to connect the large geographic region of Surrey and ultimately the South Fraser Economic Region, including Abbotsford and Chilliwack "

"Further, there is a significant gap in this funding (and still waiting for approval by the provincial and federal governments), leaving out the majority of Surrey's large geographic area and South Fraser Economic Region." In the recent Transport 2050 Public Engagement survey, the majority of the 31,000 submissions wanted more transit and transportation options in Surrey and throughout the Fraser Valley — that is for the South Fraser Economic Region.

"The Surrey Board of Trade is asking the Provincial Government to immediately create and fund a South Fraser Inter-Regional Economic Transportation Task Force to investigate and recommend the best possible transportation options within a one-year time frame."

There is a transit and transportation crisis. 1.3 million people are moving into Metro Vancouver. Much of that population will be in Surrey and the South Fraser Economic Region. The need for a Regional Transportation Plan, with sustainable funding from all levels of government, for Surrey and the South Fraser Economic Region must be given immediate high priority and associated funding.

"While the Surrey to Fleetwood SkyTrain will eventually be built, we must look at all transit options, not just buses, to connect the rest of Surrey. Other options as part of the South Fraser Transportation Plan could include the interurban line, a rapid transit link to Abbotsford, Highway 1 widening, other technologies, and private/public sector investment options." "The Surrey Board of Trade will be looking to South Fraser Chambers of Commerce, government and other stakeholders to support this initiative to ensure we speak as a powerful and collective voice for action to the provincial and federal

"Transportation infrastructure and education are the backbone of any economy — that is the Surrey Board of Trade's strategic philosophy. Without a long-term vision to consider all options and eventually a plan that we can all agree on, one immune to future election cycles, the movement of people and goods and development of future economic prosperity will remain severely impeded."

RIDESHARING & TAXI INDUSTRY NEWS:

Surrey Board of Trade Pleased with Lyft and Uber Approvals to Operate in the Lower Mainland and Whistler, Congratulates Mayors' Council on Moving Forward with a Regional Ridehailing Business License and Calls for Level-Playing Field for Taxi Industry



On January 23, the Passenger Transportation Board approved the Uber and Lyft applications to operate in the Lower Mainland and

"The Surrey Board of Trade is pleased with the approval of the Lyft and Uber applications to operate in the Lower Mainland," said Anita Huberman, CEO of the Surrey Board of Trade and member of the Ridesharing Coalition. "We have been an ongoing advocate of ridesharing. With the decision to move to a regional business license system for this industry, we can't wait until ridesharing is actually in operation."

"However, the red tape for drivers with the Class 4 license presents an ongoing issue. We will continue advocating for this industry, as well as for the taxi industry, for a level playing field and for the taxi industry to go across municipal boundaries." "Surrey needs ridesharing. Surrey needs more transit and transportation options. We hope all local government decision makers see the need for this in Surrey."

Further, the Metro Vancouver's Mayors Council voted to fast-

track a regional ridehailing business license program. Until now, it has been speculated that each municipality would be in charge of providing business licenses, which would lead to more red

tape and bureaucracy for the ridehailing industry. The Surrey Board of Trade called for the Metro Vancouver Mayors' Council to implement a single ridehailing industry licence - an intermunicipal business license model. The Surrey Board of Trade will continue to advocate for a level playing field for the taxi industry.



SURREY TRANSPORTATION NEWS:

RapidBus Along King George Good but Comprehensive Surrey Transportation Options Needed to Connect All of Surrey

On January 6, Rapid Transit Buses went live along King George Boulevard between Guildford Town Centre and Newton Exchange along an existing upgraded 96 B-Line. Service is expected to be 20% faster with improvements on bus-only lanes, signal priority, queue jumps at intersections, fewer stops and all-door boarding. The new line doesn't bring bus service to any new routes in Surrey.

"While this is an enhancement to transit options along King

George, it only represents a short-term economic solution to revitalize and connect all of Surrey's town centres," said Anita Huberman, Surrey Board of Trade CEO. "Surrey can fit Richmond, Burnaby and Vancouver within its city limits, and that means that it is incredibly difficult for our workforce to get to and from work efficiently. Each of the town centres - Cloverdale, Guildford, Fleetwood, City Centre, Newton, and South Surrey need to be connected for business to thrive in this city. Buses

can't be the only solution."

"We need decision-makers to implement a comprehensive plan to revitalize all Surrey town centres. Transportation, in addition to education, is the foundation of supporting and attracting business in our economy. We need innovative transportation options to connect all of Surrey, at all times of the day."

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SBOT MEMBER ANNOUNCEMENTS, AWARDS AND EVENTS



Congratulations to **Dr. Joy Johnson** on her appointment as the new President and Vice-Chancellor of **Simon Fraser University.** Universities are a foundation of a city's economic development equation. The Surrey Board of Trade looks forward to working with Dr. Johnson in her new role.



Fasken offers legal services in your neighbourhood. As part of their service offering, they are pleased to provide their complimentary Surrey Seminar Series. Join their Trust, Wills, Estates

& Charities seminar on April 2, 2020: fasken.com/en/offices/surrey/

Big Star Surrey Central thanks our customers for voting for them in the category of Best Sandwich in Surrey! Let them cater your next lunch meeting. surreycentral@bigstarsandwich.com



The **City of Surrey** has been selected as one of Canada's Top Employers for Young People, which recognizes the nation's best workplaces and programs for young people starting their

careers. This is the ninth consecutive year that the City of Surrey has received this distinction and is the only municipality in British Columbia to be recognized with this award in 2020.

Peninsula celebrates two nominations by Canadian SME National Business Awards, for the Professional Services Awards and Immigrant Entrepreneur of the Year Award. The HR and Health and Safety consultancy for small business has also launched their new service, SafeCheck. peninsula-ca.com

Surrey Homelessness and Housing Task Force and **Sources** host the Coldest Night of the Year event on February 22, at the Chuck Bailey Rec Centre. Please support this cause. cnoy.org/location/surreywhalley



MNP, the second largest accounting firm in BC, continues to grow from the recent merger with Langley-based Sangha Tone Chartered Professional Accountants. This merger will add a new MNP office location in Langley and a satellite office in North Vancouver.



Surrey Digital
Academy launched with
a mission to empower all
adults to increase their
digital literacy through
convenient, affordable,
world-class coding
education. Part-time
courses offered in the
Health and Technology

District - a supercluster developing an estimated 15,000 tech related jobs over the next decade. surreydigitalacademy.ca





SurreyCares Community Foundation 2020 Grant
Applications open in March benefiting registered charities
that serve Surrey. Help them support more of these amazing
organizations. Talk to them about starting an endowment fund
to support grant making in Surrey. dsugars@surreycares.org

A.D. Services Ltd. has been successful in maintaining 100% compliance for its trucking business clients. They achieved these results for four consecutive years out of its six years being in business. They provide safety and compliance services to trucking companies. aman@adservicesltd.ca



With the help of their generous donors, funding is now complete for the 200-bed **Peace Arch Hospital Foundation Lodge**, featuring the George & Sylvia Melville

Hospice Home. Stay tuned for the Grand Opening in Spring 2020.



Community Resources
Society is pleased to
welcome Purn Disanjh as
Manager of Counselling
Services. Purn will lead
DIVERSEcity's dedicated

mental health professionals and clinical counsellors who offer first-language counselling and specialty programs to Surrey adults, youth and children. dcrs.ca

Two innovative employment programs to help multi-barriered individuals get back into the labour market have been launched by **DIVERSEcity Community Resources Society.** HEAL for Work empowers women survivors of violence and the SAHARA program is for racialized men in recovery. dcrs.ca



Soroptimist Surrey/
Delta is celebrating
25 years of serving
women and girls in our
community. Celebrate
with them at the annual
'Live Your Dream Awards

Luncheon', April 4th. liveyourdreamtickets2020.eventbrite.ca



FINCAD, the derivatives analytics software provider, recently raised \$7,100 for the Surrey Christmas Bureau. The funds were used to purchase gifts, toys and groceries for those in need. Pictured are FINCAD employees, lan Hartshorn and Wendy Kahlert presenting Surrey

Christmas Bureau's Lisa

Werring (centre) with a donation cheque.



On May 3rd in Crescent Beach, the 18th Annual **Hike for Hospice takes place.** Gather a team of friends/family/coworkers or join as an individual to support end-of-life and grief services in your community. peacearchhospice.org



S.K Counselling Services partnered with another organization for a Community Get-Together during Christmas Season at the Newton Ice

On March 29, from 1 - 4 pm visit **Chartwell Imperial Place** at their Open House, 13853 102 Avenue. RSVP to nromaniuk@chartwell.com.



Dan's Legacy is pleased to announce its new Board of Directors for 2019/2020: (L-R) Gregg Smith, CPA/CA (Treasurer), Shannon Elliott (Director), Kyle Demes (Director), Guyle Clark (President), Peter Buxton, Q.C. (Vice-President), Baltej Singh Dhillon (Director), Darin Froese (Secretary).



Sandhu Capital's Amit Sandhu wins the 2019 Rookie of the Year award at his brokerage for the most mortgage volume funded in his first year with a new office.



In December, **Korle-Bu Neuroscience Foundation** President, Marj Ratel and her army of volunteers were joined by MLAs, Mary Polak (Langley) and Ian Paton (Delta South), and Karl Gillies, President & Corporate Sponsor, Diamond Delivery, to mark a historic day in Korle-Bu's nearly two decades of service. Two shipping containers loaded with surgical and medical supplies as well as an ambulance donated by Nanaimo based, LIFESUPPORT, Air Medical Services and outfitted to help mothers in labour, will head to West Africa in the coming weeks with shipping costs generously covered by Nicola Wealth. To donate: kbnf.org/donate



SURREY INTERNATIONAL NEWS

TRADE AGREEMENTS:

Surrey Board of Trade Says Signing of CUSMA Trade Agreement Will Bring Greater Economic Certainty

The US-Mexico-Canada Agreement (USMCA) is set to replace the 1994 North American Free Trade Agreement (NAFTA). "The Surrey Board of Trade is pleased to hear that the CUSMA Trade Agreement will move forward," said Anita Huberman, CEO, Surrey Board of Trade. "We hope that this means continued benefits for Surrey's business community, such as our manufacturing and agriculture industry sectors to remain free from tariffs and red tape, as well as economic confidence in

doing business with the US and Mexico."

"Now that this is done, finalizing a softwood lumber agreement needs to be a priority to help BC's forestry sector — which also affects Surrey forestry and lumber businesses."

Negotiators from the US, Mexico and Canada reached a deal to update the pact last year, but the agreement needed approval from legislatures in the three countries to move forward. While the agreement falls short of what North American business sought, it generally maintains tariff-free access for Canadian products, retains labour mobility provisions, strengthens intellectual property protections, and ensures Canada has access to the most crucial aspects of dispute settlement.

"However, much work remains to be done to educate our business community on the new CUSMA."

CALL FOR NOMINATIONS:

Surrey International Trade Awards



award categories by April 10, 2020:

- International Trade Award
 Small Business Category
 (Less than \$15 million
 revenue)
- International Trade Award

 Large Business Category
 (More than \$15 million revenue)

businessinsurrey.com/events/ surrey-international-tradeawards

The Surrey International Trade Awards provide recognition for the success of import and export achievement, raises awareness of the vital contribution international trade makes to BC's economy and provides a catalyst for companies to reach even higher levels of excellence. The Surrey Board of Trade is calling for nominations in two





SBOT SURREY BUSINESS NEWS

FEBRUARY - MARCH 2020The official newspaper of the **Surrey Board of Trade.**

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Publisher / Editor

Anita Patil Huberman anita@businessinsurrey.com

Heather Booth heather@businessinsurrey.com

Advertising

SW Media Group 604.507.8009 info@swmediagroup.ca

Delivery issues info@swmediagroup.ca

Office

Fal: 604.581.7130 Fax: 604.588.7549 info@businessinsurrey.com businessinsurrey.com #101.14439.104 Avenue

Surrey, BC. V3R 1M1, Canada



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