



PROPERTY TAX FURY



SURREY BUSINESS PERSON OF THE YEAR



Dr. Ryan D'Arcy

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PROPERTY TAX ACTION PLAN

Businesses Need to Advocate for a Fair Tax Climate for Businesses



We have had unexpected property tax increases for businesses this past year and more is expected for 2022. The Surrey Board of Trade has received numerous complaints about the high percentage level of property tax increases for businesses. “Class 4, 5, 6 face increases as high as 150%,” said Anita Huberman, President & CEO, Surrey Board of Trade. “This is unacceptable and unsustainable. There is no room even for delays given the cash flow challenges of the pandemic. Believe me, we are not just letting this go. We can’t. We need a tax climate that is conducive to the success and sustainability of

businesses. Over the years, all levels of governments have put significant tax burdens on business.”

The Surrey Board of Trade Surrey Property Tax Pulse Survey found a wide range of issues when comparing 2019 property tax amounts with 2021:

- Majority of manufacturing businesses experienced a tax increase greater than 20%
- Majority of real estate and rental and leasing businesses saw an increase greater than 35%, one business experienced over 140% increase
- Majority of construction businesses experienced an increase greater than 30%

REASONS FOR TAXATION:

1. BC Assessment and land values
2. Municipal tax allocation and budgets
3. Regional taxation
4. Provincial taxation – school tax
5. Housing and industrial supply

WHAT CAN BE DONE?

1. Write letters and send feedback to your local, provincial, regional governments and senior officials.
Message: support business; don’t shut us down; high, unforeseen tax increases are unsustainable.
2. Make sure your assessments are evaluated by an expert when you receive them in January 2022.
3. Advocate for:
 - a) all levels of government to be transparent and accountable on upcoming tax decisions and changes;
 - b) a better assessment and land value structure;
 - c) a corporate vote;
 - d) proactive communication by all levels of government

- e) a comprehensive tax review.
4. Ask the government what businesses will be receiving in return for paying such high tax increases (for some as high as 150%).
 5. Speak at the council meeting where the city budget is presented.
 6. Review your industry classification.
 7. Amplify your voice through media.
 8. Use the power of social media to bring awareness.
 9. Add your voice to the Surrey Board of Trade’s advocacy efforts.
- For more information or for contacts, contact anita@businessinsurrey.com.

Surrey Board of Trade Board Directors Want to Meet Businesses



Baljit Dhaliwal

I am humbled and honoured to be the 56th Chair of the Surrey Board of Trade during the 103rd year of Surrey’s business organization. I’m thrilled to have the opportunity to roll up my sleeves with my fellow Board Directors to support and further the needs and

interests of Surrey’s business community.

Having worked and volunteered in Surrey for the past 30 years, I have witnessed firsthand the work that the SBOT has done in supporting businesses and attracting businesses. Having been involved with the SBOT for nearly 20 years, I have seen the leadership my fellow Board members have exhibited in their governance roles, and the extraordinary work that our President & CEO Anita Huberman has done in ensuring that we achieve those innovative successes for members and the Surrey community.

During the past few years our previous Board Chairs – Doug Tennant and Dr. Greg Thomas – have been instrumental in transforming the Board to a governance model more conducive for a growing and robust organization. And, like everything, change is inevitable. Members of the SBOT have experienced changes like none other during this pandemic and other tragedies that we are now facing with the climate change crisis. Some faced extreme hardships, some faced growing pains, and some needed somewhere to turn for assistance. Let me take this opportunity to

remind you that the SBOT was at the forefront when businesses were shuttered. Our President and her team stepped in without hesitation to quickly follow up with the development of a new activities, services and programs that were instrumental in supporting Surrey businesses and the community.

As pandemic restrictions lift, the Board, in its role to represent owners (members) of the SBOT, are looking forward to engaging with you at events and discussing challenges and opportunities impacting your business. The

Board assures you we will continue to pave the way for Surrey as a destination city for businesses and their workforce to live, learn, work, and play. In the end, we are one city. I look forward to meeting you in person!

About Baljit Dhaliwal
Baljit is a spirited entrepreneur as a tax and educational consultant with over four decades of business and financial experience. Harnessing a diverse set of capabilities and partnerships, Baljit has specialized in post-secondary education for the past 20 years. He currently teaches

and specializes in facilitating new ventures with critical, creative, and collaborative curriculum development and operations of private colleges. The Board Chair serves as Chief Governance Officer for the Surrey Board of Trade to ensure that the Board of Directors have a visionary future of not only the organization, but also for city-building initiatives in Surrey.

CALL FOR NOMINATIONS: 2022 Surrey Board of Trade Director Nominations

The Surrey Board of Trade is inviting nominations for the 2022 Board Director nomination process.

We are looking for capable individuals from our membership to support and lead the organization’s governance as the staff and volunteers initiate new ideas to affect, inform and influence Surrey’s business community.

1. Any board director shall be a member in good standing, free of any conflict of interest, must have policy-governance board experience, have familiarity on the purpose of the board of trade/chamber of commerce industry, and be willing and able to attend board meetings on a regular basis.

2. Contact anita@businessinsurrey.com for the Board application package.
Nomination deadline: March 31, 2022
3. The Board Nomination Committee will conduct interviews with each candidate mid-April.

→ PUBLIC SAFETY

Business & Public Safety Partnerships



**Assistant Commissioner
Brian Edwards**
Surrey RCMP Officer in Charge

In policing, as in business, the ability to adapt quickly and remain flexible in the face of uncertainty is essential. COVID has been the ultimate test of adaptability for many organizations, and it will be interesting to see what elements of pandemic life remain engrained in our society.

Continually assessing and adjusting our police response has been important not only for operations during COVID, but also in combatting recent gang and gun violence in

the region. Early in 2021, violence related to the Lower Mainland gang conflict spiked, culminating in a series of high-profile shootings and homicides in cities across the Lower Mainland.

We quickly scaled our police response to enhance gang suppression efforts. Additional Surrey Gang Enforcement Team (SGET) officers were deployed across the city, making direct contact with gang members through curfew checks, targeted enforcement,

and our business partnership with restaurants and bars through the Inadmissible Patrons Program (IPP).

The IPP is a success in Surrey, thanks to cooperation from local restaurants and bars participating in the program. SGET officers conducted over 440 checks in 2020 and over 400 year to date, walking through the participating establishments proactively and when called by restaurant staff. On top of the 30+ evictions of gangsters at restaurants/bars in

2020-2021, we've been told that gang members now avoid these locations in Surrey for fear of being evicted mid-meal. I'll offer no apologies for that.

If you own a restaurant or bar in Surrey please reach out to our team for more information on participating at Surrey_IPP@rcmp-grc.gc.ca. Participating in the IPP gives service industry business owners peace of mind and sends a message to your patrons that safety is on the menu.

Initial Deployment Date for Surrey Police Service



**Chief Constable
Norm Lipinski**
Surrey Police Service

The Surrey Policing Transition Trilateral Committee (SPTTC) has approved an initial deployment date for a group of Surrey Police Service (SPS) officers to be operationally deployed beginning on November 30, 2021.

A phased, integrated transition process has been agreed between the SPTTC partners (Public Safety Canada, Province of BC, and City of Surrey) and will be implemented with the first 50 SPS officers assuming operational policing duties in 2022. These officers will be assigned to positions within the RCMP Municipal Police Unit in Surrey.



"This is an exciting time for the Surrey Police Service as we prepare to deploy our first officers into policing operations this fall," says Chief Constable Norm Lipinski. "We look forward to working with the Surrey RCMP during this phased transition as we work together to ensure the continuing safety of Surrey residents."

It is important to note that the RCMP remain the police agency of jurisdiction in Surrey during this point of the policing transition. Any calls for police within the City of Surrey should continue to go to the Surrey RCMP (604-599-0502 for non-emergencies or 911 for emergencies).

Concern with Costs, Impact to Regional & Provincial Public Safety

In November, the Union of British Columbia Municipalities (UBCM) published a provincial update on the Surrey policing transition after a [request](#) for information. They found that there are several impacts caused by the Surrey Police Service (SPS) transition that must be considered, which would have local, regional, and provincial repercussions.

"From the very beginning, we have said to the BC Government on both sides of the house that the police transition in Surrey will have budget and safety impacts to other BC communities, in addition to cost impacts to both residents and businesses," said Anita

Huberman, President & CEO, Surrey Board of Trade. "We understand that the City of Surrey will need to pay the Municipal Police Unit Agreement (MPUA) and the SPS until a time where the SPS is fully operational, which is likely in late 2023.

"Additionally, the City of Surrey will need to contribute to the cost of training recruits to the Justice Institute of British Columbia (JIBC) as soon as the SPS sends these recruits to the JIBC. These higher costs are going to be added to the already bloated cost of this unprecedented transition. We are still unsure of the real financial impact."

[MORE INFORMATION](#)

BC Mayors' Call to Decriminalize Possession of Small Amounts of Illicit Drugs

The Surrey Board of Trade supports the letter signed by the Mayors of Victoria, Saanich, Nanaimo, Burnaby, New Westminster, Port Coquitlam and Kamloops as they ask Health Canada for approval to decriminalize the possession of small amounts of illicit drugs. This follows a similar ask from Vancouver's Mayor.

"Incarceration, gang related activity, and overdoses are all directly linked to the fact that illicit drugs are circulating in our communities," said Anita Huberman, President & CEO of the Surrey Board of Trade. "It is creating a strain on our community resources, impacting economic activity, and reducing the ability for people to feel safe in many parts of our city. As a result, we support this call to action by Vancouver and mayors from across BC."

The Surrey Board of Trade composed a policy earlier this year centred around this issue calling for provincial and federal collaboration on the decriminalization of illicit drugs. The specific recommendations were for the Federal Government to work with Provinces and Territories to:

1. Decriminalize and regulate all non-medical drugs;
2. Create rehabilitation programs by working with relevant not-for-profit organizations to build their capacity; and,
3. Work with businesses to create work-placement programs for those that have completed rehabilitation programs by subsidizing a portion of the wages.

[FULL POLICY](#)

Cybercrime A Business Concern this Holiday Season

As hackers increasingly target pipelines, power grids, email accounts, and businesses, Canada is losing its tech leadership position. Recent data from the Canadian Survey on Business Conditions shows that 1 in 5 Canadian organizations experienced cybersecurity incidents in 2020. This includes 6.6% that experienced more cybersecurity incidents in 2020 compared to 2019. Further,

1 in 4 organizations reported that adopting technologies was "somewhat" or "extremely" challenging. As the holiday season is upon us, 65% of Canadians are worried about falling victim to a cyber-attack. This is the second highest worry, behind only a fear of job loss (75%). Cyber-attack is an even bigger worry than COVID (60%) and climate change (63%).

[MORE](#)

PwC Digital Trust Insights Report

A few key findings from the report:

- 66% of Canadian organizations (69% globally) predict a rise in cyber spending in 2022.
- 70% of Canadian respondents expect an increase in cybercrime (60% globally), and 55% say nation-state attacks are likely to grow (53% globally). Mobile, the Internet of Things and cloud top the list of anticipated targets.
- Over 80% of Canadian executives say that avoidable organizational complexity poses 'concerning' cyber and privacy risks.

- Only 41% of Canadian respondents say they thoroughly understand the risk of data breaches through third parties.
- Only 1/3 of Canadian respondents report having a mature data trust processes across four areas: data discovery, protection, minimization and governance.
- Only 30% of Canadian respondents quantify cyber risks to understand financial exposure and prioritize security spend.

[READ THE REPORT](#)

➔ THE FASKEN PERSPECTIVE

Your Options When Liens Have Been Filed On Your Property

What Are Your Options When Liens Have Been Filed On Your Property?

As the owner of lands (owner) on which construction is taking or has taken place, you may be at risk of having a general contractor, subcontractors or material suppliers file liens on your property. Any liens on your property can be detrimental as a lien indicates to others that another party may have a financial interest in that property. This can result in several issues, including a lender withholding mortgage funds until the lien is discharged.

As an owner, it is important to be aware of what the British Columbia Builders Lien Act (BLA) could mean to you. The BLA limits the exposure of owners, builders, and developers to claims brought forward by suppliers or subcontractors who may not have been paid by other parties who originally hired them.

Do you have a lien on your property? Consider the following options to have the lien discharged:

Property Owner’s Options

<div>A</div> <div>Negotiating A Voluntary Discharge As An Owner</div>	Your first action to resolve the lien should involve negotiating with the lien claimant to see if you and the claimant can agree on a settlement amount pursuant to which the claimant will voluntarily discharge the lien. If both parties can agree on a settlement amount, they should enter into and sign an agreement. Then the claimant should file the discharge form with the land title office before you pay. Unless you retained the claimant yourself, your liability to that claimant will be limited to the 10% holdback that you have retained.
<div>B</div> <div>Pay Funds into Court</div>	<p>If you and the claimant are unable to negotiate a voluntary discharge, Section 23 of the BLA allows an owner or contractor to pay funds into court to secure the discharge of the lien from the title and also release an owner or contractor from any further liability in regard to the claimant.</p> <p>Alternatively, an owner or contractor may wish to post security under Section 24 of the BLA. This can be done by way of a lien bond, money or a letter of credit. Parties can agree to have the security deposited into a lawyer’s trust account or to the court. Most often, the full amount of the lien claim is posted as security, but Section 24 only requires that sufficient security be posted, and therefore an amount less than the full amount of the lien claim may be sufficient as security.</p>
<div>C</div> <div>Apply to Court to have a Lien Cancelled</div>	If you believe that a lien is invalid, abusive, frivolous or has been applied to the wrong land, the BLA provides an owner or contractor with a mechanism to apply to the court to have a lien cancelled.

> Contact us to discuss the discharge of a claim of lien on your property.



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DIVERSITY & INCLUSION

Surrey Board of Trade Diversity, Equity and Inclusion Service Portfolio


Diversity, equity and inclusion make the entire economy stronger. Each company can pursue diversity, equity and inclusion in its own workforce to bring in the best talent and create a competitive advantage for itself. That's good

for the business. Diversity, equity and inclusion are critical to our success as a business community. They are essential for industry to attract the best talent and foster ingenuity and innovation. And they matter for the whole

economy. A more inclusive economy is a bigger economy, a more prosperous economy with more room to grow without creating inflationary pressures. The Surrey Board of Trade Diversity, Equity and Inclusion Portfolio is a journey of

government advocacy to instigate change, projects to drive results for industry and events to educate and dialogue consistently to keep this topic at the forefront of industry's radar for action for their workforce and for their values.

Indigenous Policy



“


The business community has an important role to play in reconciliation. Truth and reconciliation means that we are committed to ongoing education, reflection and promoting economic reconciliation with Indigenous peoples.

Indigenous knowledge and economic partnerships are a priority for all businesses as we all continue on the path towards reconciliation and the implementation of the United Nations Declaration on the Rights of Indigenous Peoples (UNDRIP). This is important for businesses and their teams – small or large. This is important to our economy today and tomorrow.”

H. Captain (Royal Canadian Navy)
Anita Patil Huberman, President & CEO,
Surrey Board of Trade

“

NATIONAL DAY FOR TRUTH & RECONCILIATION









“Surrey has the largest urban Indigenous population in BC,” said Anita Huberman, President & CEO, Surrey Board of Trade. “It is important that we honour the history, heritage and diversity of Indigenous Peoples in Canada, but also reflect on the trauma that we as settlers inflicted on them, with lasting impacts. This year’s multiple discoveries of children killed at Indian Residential Schools is a harrowing reminder that there is much work to be done when it comes to reconciliation. We grieve alongside the First Nations communities.”

Recently, the Surrey Board of Trade was one of the lead business organizations to compose a leadership-oriented policy to the Provincial Government, asking it to:

1. Engage with Indigenous Peoples and the business community to ensure policies will be effective, efficient and create positive outcomes for Indigenous Peoples and communities;

2. Support business through educational and mentorship programs to support policies as they are implemented and into the future; and,

3. Continue to grow sustainable economic projects with Indigenous partners that ensure positive economic outcomes within the Nations and is supported by non-Indigenous business communities.

BC Government Awards Anti-Racism Engagement Grant to Surrey Board of Trade

The Surrey Board of Trade has been awarded a grant of \$15,000 from the Province of British Columbia to lead a business and workforce focused anti-racism data engagement strategy. The purpose of the grant is to help organizations lead public engagement sessions that will help government introduce and amend legislation/policies to better identify and address systemic racism.

“As the only business organization to have received this grant, the Surrey Board of Trade is honoured to have been selected to continue its efforts to address systemic racism, hate and discrimination,” said Anita Huberman, President & CEO, Surrey Board of Trade. “104 different languages are spoken in Surrey. Diversity is our strength in this global economy and for our businesses.”

The Surrey Board of Trade will engage Surrey businesses to identify their awareness of systemic workplace and labour market racism; identify effective workplace practices and solutions; and identify resource gaps to help businesses implement anti-racism programs and strategies.

The Surrey Board of Trade will be facilitating two digital Anti-Racism Data Legislation Community Engagement sessions:

Thursday, December 16, 2021, at 10:00 – 11:30 a.m.
Thursday, January 20, 2022, at 10:00 – 11:30 a.m.

Contact info@businessinsurrey.com for more information.

➔ YOUTH

Calling All Surrey Youth



The Surrey Board of Trade recognizes business and community-minded people under the age of 25, either working in Surrey or working on a business or community-related project in/for Surrey. The top 25 winners are annually recognized as role models for their community at an awards reception which to take place in April 2022.

Nomination Deadline:
February 16, 2022.

This event is proudly sponsored by the KPU Melville School of Business and the SFU Beedie School of Business.

[MORE INFORMATION](#)





FIRST-CLASS ITALY TRIP

Oct 25-Nov 1, 2022: 8 Days, 6 Nights Inc. Hotels, Meals, Tours & Air from YVR
Early-Bird Special*
CAN \$3,599
Hurry, deadline for Early-Bird Special* is **April 1, 2022**



Supporting
**Youth
Career
Development**



Reboot Plus Program – Helping Youth Explore Career Paths

The Surrey Board of Trade is pleased to be a part of the [Reboot Plus](#) Program. Our goal is to help young people explore and develop career paths. The Reboot Plus Program is looking for professionals willing to give 30 – 60 minutes of their time

to provide career insights and ideas to young people so that they can explore and develop their career plans.

This innovative program is designed for youth 17 to 24 who have not finished or are not on track to graduate high

school. This first-of-its-kind program in Canada will help these youth re-engage in both education and career development.

Contact helena@businessinsurrey.com for more details.

TAKE A TRIP TO ITALY WITH THE SURREY BOARD OF TRADE IN 2022

The Surrey Board of Trade is asking you and your network to consider booking our first-class trip to Italy from October 25 to November 1, 2022.

This is focused on tourism activities, but if you are looking to schedule business meetings in Rome, you can do so by request. There is an early-bird special rate if booked by April 1, 2022, of \$3,599 per person. Let's return to travel safely. With the Surrey Board of Trade international travel partner, Aventura World who organizes global trips for chambers of commerce/boards of trade, your experience will be memorable and comfortable.

Note that if there are any challenges related to the pandemic in 2022, our travel partner Aventura will allow flexibility in changing travel plans.

MORE INFORMATION:

• **Round Trip Air Transportation** - Air transportation from Vancouver

• **First-class Accommodations** - Hotel accommodations for 6 nights

• **Superb Cuisine** - 8 included meals consisting of 6 buffet breakfasts and 2 dinners

• **Sightseeing Tour Program** - Sightseeing, including local guide and all entrance fees as follows: Walking tour of Sorrento, full-day tour of Amalfi Coast - Positano, Amalfi and Ravello, and tour of Pompeii. Optional tours available.

• **Cultural Discovery Series** - Our program encompasses cultural connections, in-depth learning on the local economy

and social systems, and interaction with locals such as learning about wood craftsmanship and the traditions and secrets behind "limoncello" production.

• **Professional Tour Director** - Assistance of a Professional Tour Director for the entire length of the tour upon arrival in Rome.

• **Deluxe Motorcoaches** - Touring by private deluxe air-conditioned motorcoach.

• **Baggage Handling and Transfers** - Baggage handling for one piece of checked luggage outside of the airport.

Contact indra@businessinsurrey.ca or (604) 634-0343

→

ENVIRONMENT & RESOURCES

FLOODS – AN ECONOMIC THREAT THAT REQUIRES ACTION

In 2019, the Surrey Board of Trade composed a government policy on the need for flood mitigation strategies and has continuously advocated for BC to take action and consider this as an emerging economic threat. We have seen in late November 2021 how flooding has devastated BC’s economy.

British Columbia has several thousand kilometres of coastline along which communities are located. Likewise, the Fraser River and other rivers flow through BC that are vulnerable to flooding. Floods from rivers and oceans could destroy or affect residential, commercial, industrial and agricultural properties, as well as affect transportation means (roads, highways, bridges) and cause widespread disruption to day to day living, requiring significant expenditure to restore areas back to pre-flood conditions. The damage to the economy and businesses due to floods are significant, in the hundreds of million dollars. Flood protection structures, measures such as dikes and associated infrastructure (pump stations, flood boxes, rip rap and relief wells) throughout BC need to be upgraded to combat the threat of sea level rise of up to 1 metre by 2100. Significant timebound expenditure is needed to upgrade flood protection infrastructure throughout BC.

Although, cities have been directed to prepare for sea level rise, there remains the need for significant dollars (running into billions) to upgrade dikes and associated infrastructure over the coming years to prepare adequately for such flooding events, especially the 1 metre rise of the sea level in the next 80 years.

As part of its long-term flood adaptation strategy, the City of Surrey has embarked upon a full review of existing dike infrastructure throughout the city limits. They have identified priority areas around rivers (Nickomekl, Serpentine) and the

coastline (Boundary Bay) requiring significant investment for upgrades over the next several years, for which both provincial and federal funding will be required in addition to city funding.

Overall, we found the BC government is not adequately managing the risks posed by climate change.

Adaptation is not just a provincial government issue. Local governments are on the front lines, but we heard that they are challenged to effectively take action. This includes a lack of financial support, reliable data and knowledge, and policies at the provincial level. As well, the Provincial Government has not yet significantly involved First Nations in provincial action. The Provincial Government must partner with BC municipalities to provide guaranteed provincial funding through a strategic plan over time to ensure upgrades to flood mitigation infrastructure.

Plastics

As of November 1, 2021, Surrey business are no longer able to provide plastic checkout bags or foam takeout containers. The bylaw is a significant change for our business community. The Surrey Board of Trade is supportive of this change (we issued a policy ask on this matter to the BC government). To transition and eliminate the use and distribution of single-use items, contact the [City of Surrey](#).

Oil & Gas

A new report produced by the Canadian Association of Petroleum Producers (CAPP) titled [Canada’s natural gas and oil emissions: ongoing reductions, demonstrable improvement](#) lays out the means to a lower-carbon future through innovation and technology, and illustrates the industry’s proven track record for lowering emissions intensity.



CANADA’S
NATURAL GAS AND
OIL EMISSIONS:
Ongoing Reductions,
Demonstrable Improvement

 CANADA’S OIL & NATURAL GAS
PRODUCERS

BC Centre for Innovation and Clean Energy

The Provincial Government, Federal Government, and Shell Canada are committing funding to a new BC Centre for Innovation and Clean Energy to decarbonize the economy and scale up clean energy. The Centre’s initial focus areas for funding and project delivery will include:

- carbon capture, utilization and storage;
- the production, use and distribution of low-carbon hydrogen;
- biofuels and synthetic fuels

(including marine and aviation fuels);

- renewable natural gas; and,
- battery technology, storage and energy management systems.

[MORE INFORMATION](#)

Clean Economy & Automation



Could the clean economy offer brighter futures for workers at risk of automation?

In a previous study, we identified 92 occupations at a high risk of automation with few desirable opportunities to transition into lower-risk ones. These high-risk, low-mobility (HRLM) occupations account for one in five employees in Canada.

Is your industry vulnerable to automation?

Automation-enabling technologies such as artificial intelligence and robotics will cause swift changes in the skills many industries need. In Canada, one in five employees are already in an occupation at high risk of automation, where transitioning into a lower-risk occupation would require significant retraining. To design targeted responses to automation, Canadian leaders need a detailed understanding of their region’s occupational composition and demographic makeup.

[CONFERENCE BOARD
AUTOMATION
VULNERABILITY INDEX.](#)

Damon Motors’ EV Centre of Excellence Breaks Ground in Surrey



Damon Motors, Canada’s first premier high-performance, all-electric motorcycle innovator and manufacturer, broke ground on their cleantech manufacturing and research and development plant in Surrey on October 5. The company has projected to bring in over 300 local high-tech manufacturing jobs and over 500 high-tech office jobs by 2025, with total annual salaries exceeding \$62 million.

[MORE INFORMATION](#)

Zero Waste – Circular Economy

The National Zero Waste Council, an initiative of Metro Vancouver, is leading Canada’s transition to a circular economy by bringing together governments, businesses and NGOs to advance a waste prevention agenda that maximizes economic opportunities for the benefit of all Canadians. The Surrey Board of Trade is the only business organization representative on this council.

In a circular economy, manufacturers consciously design out waste and pollution at the outset, keeping products and materials in continual cycles of use and reuse, and regenerating natural systems. It offers fresh opportunities for businesses and communities to more effectively compete and function in a resource-constrained world and provides a systems-based approach to preventing waste.

[CIRCULAR ECONOMY
BUSINESS TOOLKIT](#)

➔ INVESTMENTS

UBC EXPANDING IN SURREY

Great News for Surrey’s Economic Development and Workforce Needs

UBC is expanding its presence with a \$70-million purchase of a property in Surrey. UBC Properties Trust has acquired a 135,000-square-foot property—currently home to the Grace Hanin Community Church—at the intersection of King George Boulevard and Fraser Highway. The site, which is located close to SkyTrain, Surrey Memorial Hospital and other community amenities, is anticipated to be a combination of residential and commercial space which will generate revenue to enable the construction of dedicated academic facilities. The Surrey Board of Trade was honoured to have been the first business organization to host UBC President Santa J. Ono for an event to update the Surrey business community on their plans on December 14.

[MORE INFORMATION](#)

SFU EDUCATION INVESTMENT

Surrey Board of Trade Applauds \$2.2 Million Investment for SFU Quantum Algorithms Institute



The Surrey Board of Trade looks forward to working with SFU and the Quantum Algorithms Institute as they are a key partner in accelerating and commercializing technology solutions, job creation, competing in global markets and creating a highly skilled talent pool for today’s challenges.

[MORE INFORMATION](#)

Canada’s Deputy Prime Minister Engages Surrey Board of Trade



Canada’s Deputy Prime Minister and Minister of Finance Chrystia Freeland was in Surrey earlier this year visiting the Surrey Board of Trade office on a focused and solutions-oriented discussion to help business and their labour force, specifically on the topic of childcare. “During my discussions today, I heard first-hand about the positive impact expanding access to high quality, affordable early learning and childcare will have on this community. They have advocated, for years, for investments in

early learning and childcare and its importance as essential social infrastructure needed for resilient economic growth. This historic investment is feminist economic policy, and it is smart economic policy. It will make life more affordable for young families across BC and help our country reach its full potential.” — The Honourable Chrystia Freeland, Deputy Prime Minister and Minister of Finance “We were honoured to host the Honourable Chrystia Freeland, Canada’s Deputy Prime Minister and Minister of Finance. Affordability and accessibility to quality childcare are necessary for employees to be able to perform at peak productivity, confident in the knowledge that their children are cared for in a safe, learning environment. The return on investment in childcare results in a richer economic environment for families and communities in Canada.” - Anita Huberman, President & CEO, Surrey Board of Trade.

BC CANCER CLINIC IN SURREY



BC Cancer Foundation is providing new hope and changing outcomes for Surrey residents facing cancer. Surrey’s population is on the rise, and estimates show it will increase by 42 per cent over the next 20 years. By 2030, it will become BC’s largest city. Cancer diagnoses in the community are growing too – with a projected 35% increase in diagnoses in the Fraser Region over the next decade. Director for the Fraser Region at BC Cancer Foundation, Terry McKaig, is working hard to build a community of impact with local donors, supporters, and corporate partners to raise vital funds to break down cancer in Surrey and the entire Fraser region. Recently, Terry launched a new corporate giving plan in the region that will allow local businesses to engage their employees and customers in transforming cancer outcomes with BC Cancer Foundation. 1 in 2 British Columbians are impacted by cancer, and almost everyone will be affected by cancer in some form in their life. This new giving opportunity is a way for business leaders to show their employees they care about what is impacting the community. BC Cancer Foundation, in collaboration with donors, will change the story for patients in Surrey and beyond.

terry.mckaig@bccancer.bc.ca

SURREY’S SECOND HOSPITAL

With the planning and permitting process underway, construction of Surrey’s second hospital is slated to begin in 2023 and be completed by 2027. At \$1.66 billion, Surrey’s second hospital is the largest provincial contribution to a healthcare project in the history of BC. The new hospital will significantly expand the availability of healthcare services for people in Surrey and is designed to serve the local community now and into the future. It will have 168 in-patient beds, a surgical/perioperative suite with five operating rooms, four procedure rooms, an emergency department with 55 treatment spaces, and virtual care options in all clinical service areas. The facility will also have a medical imaging department, including three computed tomography (CT) scanners and two magnetic resonance imaging (MRI) machines, pharmacy, laboratory and academic space. Additionally, there will be a dedicated area for spiritual care and family gatherings that support cultural diversity and spiritual practices. The new integrated cancer centre will include an oncology/ambulatory care unit with 50 exam rooms, 54 chemotherapy treatment spaces and room for six linear accelerators for radiation therapy to provide care and support for people diagnosed with cancer. “By 2030, we expect that almost 40,000 British Columbians will be diagnosed with cancer every year, with one of the largest increases in the Fraser Health region,” said Dr. David Byres, President and Chief Executive Officer, Provincial Health Services Authority. “Through our partnership with Fraser Health, we’re building our provincial capacity, ensuring British Columbians continue to experience some of the best cancer outcomes in Canada. BC Cancer provides an invaluable service improving these outcomes and providing the support patients and their families need.” The project also includes a childcare centre and approximately 730 parking spots, which includes 375 surface spaces and 355 underground.

HOUSING INVESTMENTS

The Canada-BC Expert Panel on the Future of Housing Supply and Affordability Report shows a need to increase the supply of housing and deepen affordability. The established culture in this province is that community benefits are provided by growth rather than taxation of existing residents. As the panel suggests, the municipal approvals process needs to be accelerated and some effective ways to do this include: housing needs reports, official community plan updates, pre-zoning, as well as reforming how fees and benefits are collected. Subsidized housing requires subsidy. While the municipalities are a major part of the housing problem, the provincial and federal governments are also accountable. All levels of governments need to be collaborating on deeply affordable housing. The dominant contributor to the housing crisis is the municipal approvals process. The next municipal election is on October 15, 2022. Now is the time for dialogue about specific reforms that are needed.

FEDERAL GOVERNMENT HEADQUARTERS IN SURREY

The Federal Government announced a new regional development agency for BC, building on the work of Western Economic Diversification. Pacific Economic Development Canada (PacifiCan) will be headquartered in Surrey, soon to be the largest city in BC, expected by 2030. This new office will enable better services and connections to businesses and industry opportunities.

[MORE INFORMATION](#)

NEWS

INDUSTRIAL LAND IN SURREY’S SOUTH CAMPBELL HEIGHTS

The Surrey Board of Trade spoke in favour of Surrey’s Campbell Heights South Employment Lands application. We are pleased that the Metro Vancouver Mayor’s Board approved this development application.

About the Surrey Campbell Heights South Employment Lands application:

- Over 8.5 million square feet of building area.
- 618 acres in Surrey’s Local Area Plan.
- 418 acres designated for employment lands.
- 200 acres of the 600 or 35% is set aside for conservation area. One of the highest ratios in all of Canada!

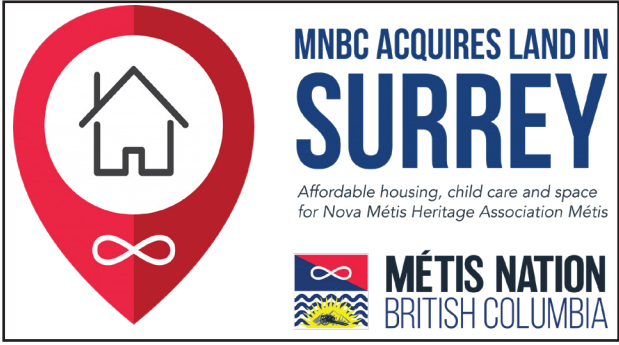
- Up to 20,000 jobs being created.
- Tax revenue for the city \$17-18 million per year that can be reinvested into Surrey and into the region.
- There are currently 135 businesses and companies identified from that have expressed interest in moving into these employment lands when they are available.

MÉTIS NATION LAND INVESTMENT

Métis Nation British Columbia (MNBC) is proud to announce the largest acquisition of land in the Nation’s history, in Surrey. The purchase is part of MNBC’s ambitious goal of creating Métis centres across the province in all seven regions. The \$6,000,000 in funding, provided under the Canada-Métis Nation Housing Sub-Accord, gives the governing members of the Métis Nation control over the design, delivery and administration of housing services. The Federal Government’s 2018 budget

outlined a \$500 million investment over 10 years to support the Métis Nation’s housing strategy.

[MORE INFORMATION](#)



Peace Arch Hospital Foundation Launches Exciting New Podcast!



Peace Arch Hospital Foundation has some exciting news! They have launched their very own podcast – the Power to Heal – and they are giving businesses like you a chance to join in on the fun as a sponsor! If we have learned anything over the past year and a half during the pandemic, it would be that we must be adaptive to change and constantly innovate new ideas. With their mission to raise funds, advocate, and support initiatives that enhance the hospital campus and the health and wellness of our community, sharing valuable information with listeners through the podcast medium is a no brainer!

Their ‘Power to Heal’ podcast provides them with an exciting new opportunity to discuss a variety of interesting topics with listeners in our local community and beyond! Hosted by local broadcaster Wayne Cox, the podcast will cover a variety of niche topics like health and wellness, finance and estate planning, fitness, community projects, and more. They will also have a variety of expert guest speakers on to share exclusive information and personal insights.

With nearly 11 million Canadian adults listening to podcasts each month, you won’t want to

miss out on this incredible opportunity to be recognized as an introductory sponsor during their first few special episodes!

With gratitude for your generous sponsorship, they’d be pleased to offer you the following recognition benefits:

- 30 second advertisement (content provided by you!) narrated by their podcast host.
- Your business name recognized and linked in episode show notes.
- Distribution across all available podcast platforms, including hundreds of third-party apps.

- Distributed on all PAHF social media platforms and website.
- Podcast advertisement in targeted e-blasts and/or direct mail.
- Podcast advertisement in Peace Arch Newspaper.
- Inclusion in select podcast advertisements in Thrive Magazine (distributed to all donors and throughout their community).

Join today by emailing elodie@pahfoundation.ca for more information!

New COVID-19 Business Programs

The Federal Government is spending \$7.4 billion to extend and create new COVID-19 supports for hard-hit businesses and workers that will replace the broad Canada Emergency Wage Subsidy (CEWS) and the Canada Emergency Rent Subsidy (CERS), which expired in late October. The new Hardest Hit Business Recovery Program, Lockdown Support Program and the Canada Worker Lockdown Benefit

started on Sunday, October 24, 2021 and will run until May 7, 2022.

“The Surrey Board of Trade wants the application process for the new ‘Hardest Hit Business Recovery Program’ to be simple for business,” said Anita Huberman, President & CEO, Surrey Board of Trade.

[MORE INFORMATION](#)

PST Rebate

Businesses will have until March 31, 2022 – an additional six months – to purchase qualifying items like tools, furniture, computers, software and zero-emission vehicles and charging equipment. This BC Government program refunds businesses the PST paid on select machinery and equipment will be extended

for an additional six months. This extension will give businesses another chance to reduce costs and make new investments to adapt to the changes the pandemic has required, and to set them up to take advantage of future opportunities.

[MORE INFORMATION](#)

SURREY
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Excellence

AWARDS

the resiliency edition

The Surrey Board of Trade's 23rd Annual Event

2021 Winners

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1-10 Employees Winner
PED Education Inc.
Sponsored by FortisBC and Surrey NOW-Leader



11-40 Employees Winner
Surrey Digital Printing
Sponsored by LIVE WELL Exercise Clinic



41+ Employees Winner
Jacob Bros Construction Ltd.
Sponsored by MNP



Not-for-Profit Resilience Winner
Phoenix Society
Sponsored by Kwantlen Polytechnic University



Business Person of the Year Winner
Dr. Ryan D'Arcy
Sponsored by Hamilton Duncan



Environment and Business Award Winner
Platinum Pro-Claim Restoration
Sponsored by EXP Services Inc.



Innovation Award Winner
LIVE WELL Exercise Clinic
Sponsored by Health and Technology District



International Trade Award Winner
The Teal-Jones Group
Sponsored by Vancouver Fraser Port Authority

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Fun in the Sun
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Over \$90,000 net proceeds raised to support local youth entrepreneurship programs and economic recovery initiatives!

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➔ INTERNATIONAL TRADE

The Need For A National Supply Chain Strategy



Supply chains have been hit particularly hard due to COVID-19 and the recent flooding crisis. The realization that Canadian industries

are not prepared for a global shut down, and do not receive priority shipment of goods has led many to understand the need for domestic and diverse supply chains. Once the pandemic and flooding hit, Canadian businesses soon realized how reliant they have been on foreign and national suppliers. Borders closed, factories shut down, supply chains were crippled due to COVID-19. This resulted in cascading

impacts to Canada’s economy. It revealed the need for more domestic and local supply chains, but globalization and competition would not permit this from happening in a normally functioning economy ecosystem. We caution against government managing supply chains. At this point, governments are ill-equipped to truly understand the intricacies of supply chains. Without international

and domestic coordination, there could be disastrous effects. Government should strengthen domestic supply chains by working with domestic producers, reduce red tape to enter the domestic supply market, and create an ecosystem that allows for domestic supply chains to be competitive with international markets. At the same time, international diversification of supply chains should be championed by

governments fostering connections between businesses and bilateral and multilateral trading partners to reduce our reliance on the United States and China. The Surrey Board of Trade recommends that the Federal Government work with the private sector to determine industry needs as it relates to supply chain enhancements with a specific review of transportation, infrastructure, and production capacity.

The Three Amigos: Canada, USA, Mexico



The late scholar Bob Pastor, who served in the Carter administration, made the case for the [North American Idea](#). He envisioned a “community” not a “union”. As the late George Shultz argued, it respected national sovereignties and celebrated the federal nature of the three democracies. Their provinces and states would be the incubators of ideas and innovation. North America would avoid the top-heavy

bureaucracy of the European Union. But a pooling of talent, resources and investment would create a powerful and competitive bloc that would benefit all its citizens. This is the idea that inspired the first North American Leaders’ summit – hosted by George W. Bush at Waco in 2005 with Canada’s Paul Martin and Mexico’s Vicente Fox. They launched the [Security and Prosperity](#)

[Partnership](#). It suffered from too much ambition and too little realization of its many objectives and by 2009 it had succumbed. Justin Trudeau, Barack Obama and Enrique Pena Nieto created a [North American Climate, Clean Energy and Environment Partnership](#).

The North American idea still makes sense. November’s trilateral meeting signals that the spirit taking us forward is once again in gear.

[MORE](#)
Colin Robertson, a former Canadian diplomat who served in senior postings in Washington, New York and Los Angeles, is Vice President and Fellow of the Canadian Global Affairs Institute in Ottawa.

CANADA-USA

Pacific Northwest Economic Regional Council (PNWER) 2021 Economic Leadership Forum kicked off in November with the Surrey Board of Trade President and CEO and Lisa Brown, Director, Washington State Department of Commerce at the Sheraton Vancouver Wall Centre with an opening keynote breakfast on “Cultivating Growth: Tending to the Economic Future of the Cascadia Region.”

[pnwer.org](#)



COSTA RICA



The Surrey Board of Trade International Trade Centre welcomed the Ambassador of Costa Rica to Canada, Mauricio Ortiz. MOU arrangements, skills shortages, tourism,

investments technology innovation and co-location opportunities were short-term action items. Joining us also were Ambassador Ortiz’s family, Honorary Consul of Costa Rica, Antonio Arreaga,

Jasroop Gosal, Policy & Research Manager and Helena Glackin, International and Workforce Coordinator. International trade and international connections matter to economic recovery.

FRANCE



The Consul General of France, based in Vancouver, Nicolas Baudouin, and his team of Deputy Consul General Guillaume Roy and

Marianne Ollitrait visited the Surrey Board of Trade Surrey International Trade Centre. We look forward to working with them.



WHY BUY LAND?

Written by
Varing Marketing Group

Real estate: smart investment strategy or outdated portfolio piece?

This question has been on my mind because even though buying a house and renting it out can create cash flow, there is a bigger picture to consider. When I say “bigger picture”, I’m talking about land. Investing in real estate has been a lucrative endeavour for many investors, but as cash flow decreases in most prime markets, investing in land has become an increasingly popular strategy. For more than 10 years, I’ve been hyper-focused on land. It’s not for everyone, as it carries higher risks but has also proven to offer the highest returns.

THE CAVEAT

The most common concern among would-be land buyers is a lack of income to pay carrying costs. This is a very real, valid concern and one of the main reasons why investing in land is not for the faint of heart. There is no instant gratification of collecting rent, and there’s a definite need for steady finances to service mortgage obligations and other expenses. Investing in land is about strategy, the long game, and requires more patience and money than most first-time investors possess. It requires skill, extensive research, and a desire to consume up-to-date information to maximize your potential profit.

You’ve probably seen the ads for “fix and flip conferences” or books detailing how to buy real estate without your own money. When it comes to investing in land, there is no crash course you can take for three easy payments or a webinar that will teach you everything you need to know in three hours. Though the learning curve can be steep, the strategies can take various shapes. A straightforward land investment play would look much like this: An investor buys a one-acre property that is zoned for future development

at a density of eight units per acre. By subdividing the property into an eight-lot subdivision, the investor can then sell four lots, which would provide many financial benefits. Investing in land can be an extremely valuable alternative or diversification strategy for savvy real estate investors.

THE STRATEGY IN ACTION

Another benefit of land is that those investment obligations can return any invested capital. The remaining four lots can then be sold over an extended period of time, which not only maximizes profit but also allows the investor to plan a tax strategy based on other income to minimize capital gains. Another benefit is that cities often up-zone properties, which provides a massive leap in total yield and, ultimately, profits.

Often, when you purchase land in the path of development, you will find yourself with a finite asset that many others want to get their hands on. If you purchase land with the intent of holding the right property for the long term, it has the potential to far surpass other investment vehicles in both profitability and time invested. Land is a tangible asset that doesn’t wear out, won’t depreciate, and won’t be vandalized, disrespected, or destroyed – giving you peace of mind as your property’s value continues to rise.

I believe that buying land is the best, most strategic investment you can make when done correctly. You need to do your research by seeking out information and experts who will teach you, but you must also learn to trust your gut. If you’re thinking of investing in land, you’ll need to combine knowledge with instinct.

Sometimes a hunch is all it takes to see unrealized value in a development property. This allows you to capitalize on something others might have overlooked.

But to ensure success in land investing, proper due diligence is the most important factor. To guarantee your land is in the path of development and is likely to

be supported at City Hall, you’ll need to speak with city planners, study land use plans, and assess the potential constraints of the property. It may sound daunting, but if you don’t need a steady stream of rental income to carry an investment, purchasing the right parcel of land is worth the extra legwork.

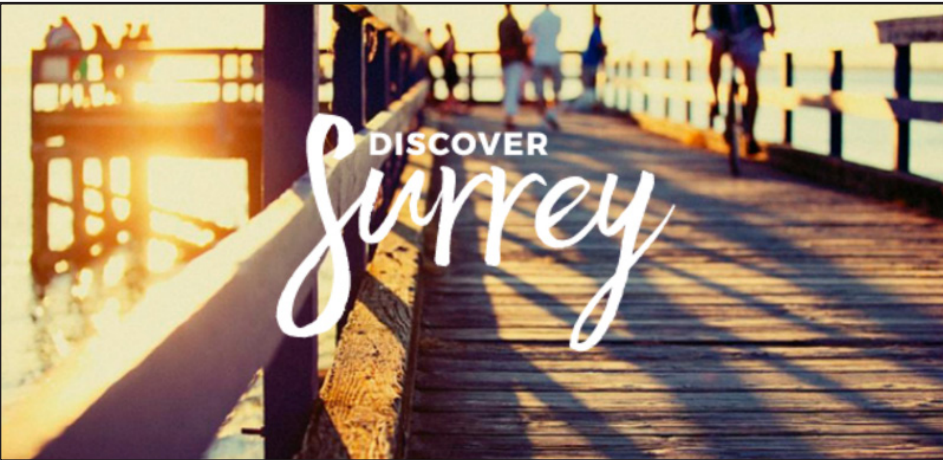
Land Versus Rental Properties: The Advantages

- No ongoing maintenance.
- Land continues to appreciate while buildings depreciate without further investment.
- Higher-density municipal planning adds additional value to land.
- No tenants to manage.
- No infestations, unpaid rent, damaged suites, or leaky plumbing.
- No costs for renovation or ongoing improvements.
- No management fees, lower property taxes, and numerous exit strategies.
- Value is only limited by permitted land uses, not by income or cap rates.
- No government intervention – i.e. rental increase limits.
- Completely hands-off.
- Smaller pool of buyers, which leads to more opportunities.

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➔ ARTS & TOURISM



DISCOVER SURREY AND THE SURREY SPICE TRAIL

The Surrey Spice Trail continues to generate media and consumer attention. With 30 (and counting) participating establishments, the Spice Trail has put Surrey on the map as a premier dining and culinary destination for flavourful multicultural dining experiences.

Recent Spice Trail coverage includes [Vancouver Magazine](#), [CTV Your Morning](#) (national Canada), the [BBC](#), [National Geographic](#) and [@HelloBC](#), with more listed on [DiscoverSurreyBC.com](#). Experience Surrey’s Spice Trail – now a tourism asset for Surrey.

TOURISM RELIEF FUND

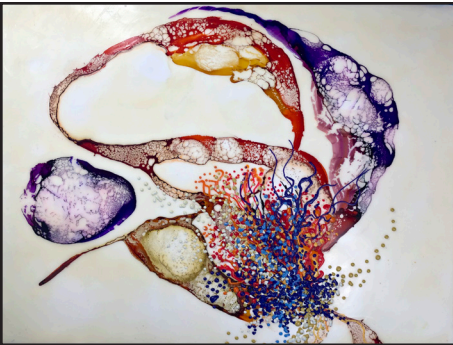
The Surrey Board of Trade knows that tourism, arts and culture have been the hardest hit sectors during the pandemic. We continue to advocate to all levels of government to strengthen support for these city-building assets and to prioritize these industries for economic development investments. To help, the Federal Tourism Relief Fund (TRF) is administering a \$500 million national initiative across Canada to:

- empower tourism operators to create new or enhance existing tourism experiences and products to attract more local and domestic visitors; and,
- help the sector reposition itself to welcome international visitors by offering the best Canadian tourism experiences we have to offer the world.

Indigenous tourism projects are important to Canada’s economic recovery efforts and a priority under the Fund, providing \$50 million to specifically support Indigenous tourism initiatives.

More details are on the government’s [webpage](#).

PAINTING INNOVATION



Encaustic is a fine art technique that involves painting with molten beeswax mixed with damar resin, to which coloured pigments have been added.

The word “encaustic” comes from the Greek word “enkaustikos,” meaning to “burn in.” Encaustic is one of the most long-lasting art mediums and dates back to the Egyptian Fayum mummy portraits (c 100-300 CE); Greeks and Romans used encaustic on sculpture and panels in the 5th-7th centuries. In modern times, encaustic is used in myriad ways to create paintings, sculptures and mixed media art that boasts captivating translucence, depth, and natural beauty.

Shary Bartlett’s paintings are held in public and private collections in Canada and the US. She teaches art internationally and nationally and has been a long-time fine arts instructor at Capilano University, Langara College and Red Deer College. Shary’s encaustic mixed media work and techniques are published in the books, *Encaustic Art in the 21st Century* and *Encaustic Revelation*. Her personally-curated encaustic wax pigments sets, created with Enkaustikos Paints, are sold internationally.

[sharybartlett.com](#)

SURREY MUSIC CITY CENTRE AND SURREY MUSIC CITY STRATEGY



The Surrey Board of Trade applauds the City of Surrey in its development of a music city strategy.

“As we saw the movement of music artists and related businesses from Vancouver to Surrey and the South Fraser economic region due to gentrification, and as Surrey is going to be the largest city in BC, the Surrey Board of Trade has been asking the City of Surrey to develop its own music strategy since 2018,” said Anita Huberman, President & CEO, Surrey Board of Trade. “We did ask the then-named City of Surrey Cultural Advisory Committee in 2019 if the Surrey Board of Trade’s Music City Centre could lead the creation of a music city strategy, but no response – and over the Summer of 2021 we heard that the City of Surrey will be leading the research on their own. Still, we are pleased about this, and hope the Surrey Board of Trade’s Music City Centre and our portfolio of ideas, work and action will be considered.”

[The Surrey Music City Centre](#), established in August 2018, in partnership with entertainment and talent firm FusionPresents, has a core mandate to make Surrey a music city.

“We believe that a comprehensive music strategy plan, and the Surrey Board of Trade’s involvement in its development, will create enhanced opportunities for this vital industry and the local economy as whole. We recognize that Surrey must have a deliberate and intentional approach to its music strategy, including how its policies impact bands, businesses, venues, festivals, educators, licensing and other matters.”

Some perspectives of how music will enhance economic development:

1. Cities around the world are increasingly recognizing the potential of music as a driver of employment and economic growth.
2. Use music to generate jobs, taxes and growth.
3. Put music at the heart of Surrey’s economic development agenda.
4. Essential elements of a music city and music strategy: Artists and musicians, a thriving music scene, access to spaces and places, a receptive and engaged

audience, attraction of record labels and other music-related businesses.

5. Effective strategies: Music and musician-friendly policies, the creation of music offices, the formulation of music advisory boards, engaging the broader music community, access to spaces and places, audience development, music tourism or a music city brand.
6. Benefits for the city: Music tourism is big business, music can play a powerful role in building a city’s brand, job creation, attracting and retaining talent and investment. Music is a strong social unifier.
7. Music stakeholders: Music festival organizer, music venues, corporate spaces, local promoters (who bring shows into venues that they rent), recording studios, record labels, artist managers, talent agencies, musicians and songwriters, music and record stores, and music educators – post-secondary, private schools.
8. Allies: Tourism agencies, investment agencies, business organizations, hotel/motel associations, local arts councils, and local radio stations – including university/school radio.

[City of Surrey Music Strategy](#)

YOUTH & ARTS

The Surrey Board of Trade was honoured to be invited for an Arts Umbrella building tour on Granville Island with CEO Paul Larocque and Ann Byczko. President & CEO Anita Huberman was so impressed with the variety of arts programming that inspires youth to think and be creative. Arts Umbrella also has two program centres in Surrey.



TRANSPORTATION & INFRASTRUCTURE

MASSEY TUNNEL DECISION A DISAPPOINTMENT



BC Minister of Transportation, Rob Fleming, announced that the George Massey Tunnel will be replaced with another tunnel that will be comprised of 8-lanes, with two of the lanes dedicated to rapid bus transit lanes and an active transportation pathway.

“The Surrey Board of Trade has advocated for an 8 to 10 lane bridge and is disappointed with the decision made by the BC Government,” said Anita Huberman, President & CEO of the Surrey Board

of Trade. “Surrey is still growing by 1,200-1,400 people a month. With another 1.3 million people expected to arrive by 2030, with many of them moving to Surrey and the South Fraser economic region, the 8-lane tunnel, which is only an additional 2 lanes from what currently is in place, does not meet our needs to move people and move goods.”

“The bridge was expected to have been ready to build much sooner than the tunnel replacement. It is unfortunate that we are back at square one. The business members of the Surrey Board of Trade supported a bridge replacement over a tunnel, as is evidenced in our annual Road Survey.”

The replacement project is estimated to cost \$4.15 billion, and to be completed by 2030. Construction is anticipated to begin in 2025 after a three-and-a-half-year environmental assessment.

[MORE INFORMATION](#)

SKYTRAIN & SURREY TRANSIT NEEDS

Earlier this year, Prime Minister Justin Trudeau announced that the Federal Government will be providing \$1.3 billion in funding for the Surrey-Langley SkyTrain expansion project to get it from King George Station to Langley. The funding will create 16 kilometres of SkyTrain line, 8 stations, and 30 SkyTrain cars.

“We are pleased that Surrey is getting the transportation infrastructure investment it desperately needs,” said Anita Huberman, President & CEO of the Surrey Board of Trade. “Surrey has been starved of infrastructure investment for years, and this is a small step forward to providing services for our business community to foster economic growth.”

“The Surrey Board of Trade conveyed from the very beginning that SkyTrain to Langley could not be built with the funding originally allocated to LRT, even though politicians said that it could. Cost overruns for construction are expected as it is with any construction project.”

With the announcement of this added funding, TransLink will be responsible for funding 20% of the project, the Provincial Government will be funding 40%, and the Federal Government will fund the remaining 40%.

“Although this funding is welcomed, we still need greater investment from all levels of government to connect Surrey together. Surrey is going to be the largest city in British Columbia by 2030, and we need to build for that eventuality. That means greater transit services to move throughout the city, in areas such as our industrial business parks, a more walkable and cyclable city centre, safer streets, and urban design that plans for future growth.”

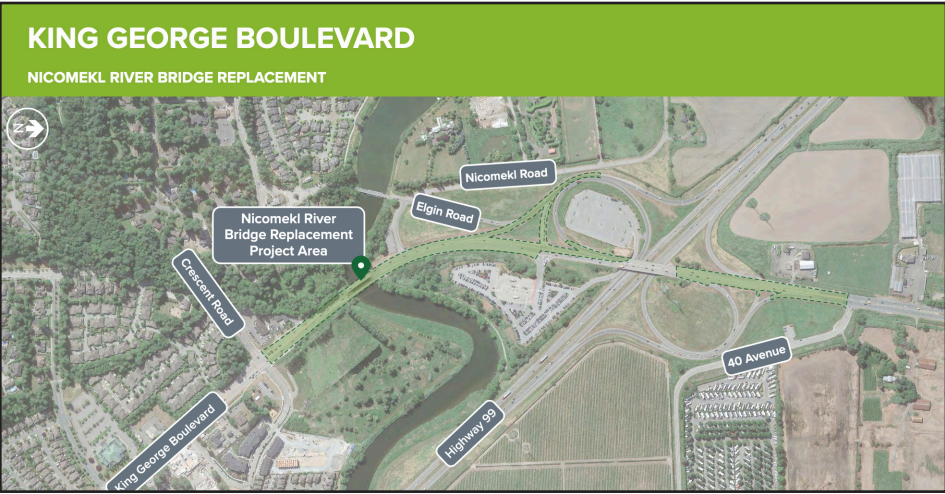
“Governments should be planning for the long term and ensure that the project is fully funded and get shovels in the ground as quickly as possible. Doing so will stimulate the economy by providing well-paying jobs, which will enhance economic recovery as we come out of the pandemic.”

TRANSLINK



Kevin Quinn is the new CEO of TransLink. He says his first job is to focus on rebuilding ridership, achieving financial sustainability and supporting employees post-pandemic. The Surrey Board of Trade was honoured to have been the first business organization

in the South Fraser Economic Region to have hosted him for a Surrey Board of Trade event on December 7.



NICOMEKL RIVER BRIDGE CROSSING

Surrey is partnering with the Ministry of Transportation and Infrastructure to replace the aging single-lane Bailey Bridge, and the two-lane timber trestle bridge, with a new four-lane Nicomekl River crossing on King George Boulevard.

With this corridor seeing over 26,000 vehicles of traffic each day, the project will consist of two separate two-lane free-span structures that will be earthquake and flood resilient and will significantly increase the safety along this corridor. Construction is anticipated to begin in winter 2021, with completion by winter 2022/2023.

The King George Boulevard corridor improvements from the Park and Ride intersection to Crescent Road will consist of the following:

- a new Nicomekl River crossing with increased capacity
- safer cycling and walking paths to support healthy lifestyles and provide sustainable travel options;
- improved seismic and coastal flooding resiliency for increased public safety;
- walking trail for pedestrian connectivity to the Nicomekl Riverfront Park;
- a new connector road from King George Boulevard to Nicomekl Road for improved neighbourhood access and circulation;
- additional north and south bound lanes at the Park and Ride intersection to improve traffic flow; and,
- improvements to the Highway 99 south ramp to King George Boulevard.

CAMPBELL HEIGHTS TRANSIT NEEDS

TransLink has been working to improve transit and transportation needs in Campbell Heights. Vanpooling is an option to increase transportation options in Campbell Heights, but certainly more needs to be done to increase transit and transportation options for this growing area.

What is Vanpool?
Vanpool is a long-distance commute option for employees headed to the same work site/area and consist of at least four to seven commuters. TransLink first introduced vanpool as a pilot project in partnership with UBC in February 2019. This project is now expanding into a program as part of TransLink’s efforts to provide more commuting options beyond fixed-route (regular) transit services.

How does Vanpool work?
Groups of four to seven employees get together to drive to and from work in a co-operative ride-share vehicle – a sedan or minivan - that is reserved for them during designated commuting times. Outside of those times, the vehicle is available for use by other co-op members.

Questions? Contact business@translink.ca.

➔ BUSINESS ADVICE CENTRE

The One Factor That Successful Entrepreneurs Have in Common



Eamonn Percy

Over the years, I have enjoyed the good fortune of working with many great entrepreneurs, business owners and executives across multiple industries and stages of growth. This experience has given me an inside and unique perspective on the key traits that make some entrepreneurs consistently more successful than others.

Without a doubt, strong character, leadership and management skills, intelligence, critical thinking, and structured decision making are essential for long-term business success. However, there is one common factor that separates the great entrepreneurs from the merely good ones.

This common factor is the ability and judgement to discern between working in the business or working on the business; between being a business operator and a business builder.

Successful entrepreneurs work on the business more than they work in the business!

Given the demands of leading a growing business, it is easy to get drawn into a tactical,

short-term focus and lose sight of the strategic, long-term focus. Typically, the most difficult decisions are percolating to the top of the organization, requiring the immediate and full attention of the leader. In addition, some critical tasks within the company are rightly the exclusive responsibility of the leader, imbedding the leader deeper into the operations and further away for business design.

Great entrepreneurs dispense with these tactical activities quickly (deciding, delegating, or eliminating them) and never lose sight of their primary role: to design and implement how the business functions, to adapt to the changing needs of the market and

ensure a continual focus on enterprise value creation.

They think at a higher level, as a business architect, by designing and implementing the right systems, and then ensuring the right people and resources are in place to operate these systems. They are consistently stress testing the weakest parts of the business to mitigate risk, while investing in the parts that are critical for value creation and growth.

Here are four ways to be a great business designer and builder:

1. *Ensure you are setting aside sufficient time each week to work on the business and make it a strategic priority for the company.*

2. *Think in terms of clear,*

repeatable, and scalable systems that are operated by people, minimize the potential for error and maximize the opportunity for employees to be successful.

3. *Document and communicate your business design in a simple and clear way.*

4. *Stress test your business design by tracking errors (particularly those of high severity) and engage a feedback loop to implement permanent corrective solutions.*

This dual role of business builder and business operator does change dramatically depending on where your company is positioned on the business life cycle. During the start-up phase,

most of your effort is on design of the business model and creating a valuable product market fit. Later, during the growth phase, you need to focus on designing scalable systems to handle the increased revenue. At maturity, you design cash efficiency into your business while strategically planning for transformation.

The fundamental principle applies at all growth phases, to all industry sectors and all magnitudes of revenue – as the leader, never lose sight of your role to work just as hard on the business as you do in the business.

Eamonn is a business growth strategist, advisor and coach to entrepreneurs and business owners. Percygroup.ca.

Next Steps During and Beyond the Pandemic



Margaret Page

Years ago, I took my daughter and her dance instructor, Miss Alison, to a dance workshop in Edmonton. On the way back home, as I drove down a

winding four-lane road, we ran into the kind of blinding blizzard nightmares are made of.

I cranked the windshield wipers and pressed my face against the glass as my heartrate shot up. I was paralyzed by worry: Should I pull over? What if some other dazed driver ran into us? What if we slid off the road and froze to death? A wrong move could decimate my family and take a beloved dance instructor away from hundreds of little girls.

I couldn't get off the road. I couldn't see anything but the white line of the road ahead. So I followed it, heart pounding, and prayed for the best.

Sound familiar? If you're a leader, the pandemic has been a year-long exercise in driving blind. We haven't always known where we were going, but we knew the consequences of failure would be disastrous.

We're starting to see the light at the end of the proverbial tunnel thanks to

vaccines, but now what? There is still so much uncertainty surrounding what comes next. But you have a white line to follow.

Take care of your people first. Listen to their concerns and reassure them. Make sure they have the support they need when they need it.

Stick close to your mission and values. They will keep you on the road, even when you feel like you don't know how to move forward.

Work as a team. Miss Alison soothed my daughter while I drove. Realize that you can't tackle everything on your own and focus on your destination.

Look for new opportunities. We made an unplanned stop at the nearest city as soon as we saw its lights. When you see a new avenue to improve the way you work, take it!

As you might have guessed, I made it home safely with my daughter and Miss Alison. You'll get through this

difficult time, too — just keep following that white line to its destination.

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

margaret@margaretpage.com

A message from Alan Warburton, the Licensee/Curator of TEDxSurrey

It has been my honour to serve as the Licensee/Curator for TEDxSurrey for the past 4 years. It's been a thrill to be part of an annual event that brings so much hope and energy to our community. The good news is we are back again in early 2022 and it will be a LIVE in-person event! Our venue is the prestigious 1,050-seat Bell Performing Arts Centre in Surrey, and the event is scheduled for

Saturday, February 19th from 1:00 pm to 5:00 pm. We anticipate a complete sellout! The Surrey Board of Trade is a proud sponsor of this amazing event that provides so much advice and inspiration.

TEDxSurrey is widely recognized as the premier TEDx event in Western Canada and this is what we have lined up for this year:

1. TWELVE outstanding speakers

with compelling ideas to inspire your heart and mind.

2. Amazing musical interludes to get you smiling and get your feet tapping.

3. Plenty of fun surprises and valuable prizes for audience members.

Our speaker line-up for 2022 has just been announced, and they are

all outstanding. Take a look at our speaker lineup at tedxsurrey.ca. Tickets are \$69 (plus fees/taxes).

Purchase online: bellperformingartscentre.com or at the Bell Box Office: 604-507-6355.



WORKFORCE

SURREY LABOUR MARKET REPORT
Surrey Sees Health Care, Natural Resources, Public Administration and Tech Jobs Increasing; Construction, Accommodation, Food Service, and Arts Jobs Suffer



Anita Huberman
Surrey Board of Trade

Surrey’s economic recovery from the COVID-19 pandemic continues to be driven by a two-pronged strength: knowledge-based industries and resource industries,” said Anita Huberman, President & CEO, Surrey

Board of Trade. “Many other goods and services sectors in Surrey remain impacted and below February 2020 employment levels.”

[MORE INFORMATION](#)

Surrey Board of Trade and ELAAR Immigration Focus on Workforce Solutions for Businesses

The Surrey Board of Trade, as part of its service to its members, has signed a memorandum of understanding (MOU) with ELAAR Immigration Consulting Inc. to provide members with reputable immigration expertise and recruitment services. The MOU will bridge the connection between employers and immigrant talent, to reduce the skills gap and labour shortages affecting employers.

“The continued labour issues need creative and collaborative solutions,” said Anita Huberman, President & CEO, Surrey Board of Trade. “Every day the Surrey Board of Trade receives multiple requests related to recruitment and workforce development challenges which emphasizes the need to explore all possible talent pools, including immigrants, temporary foreign

workers, in addition to local diverse groups such as indigenous, youth, persons with disabilities, and veterans. Every person matters.”

The objectives of the partnership between the Surrey Board of Trade and ELAAR Immigration Consulting Inc. is to:

- 1. Provide businesses with reputable immigration expertise and recruitment services;
- 2. Work together to reduce the skills gap and labour shortages affecting employers across BC; and,
- 3. Promote Surrey as an attractive destination for immigration and foreign direct investment.

[MORE INFORMATION](#)

Literacy Investments

Adult, family and Indigenous-focused programs designed to help people gain skills in reading, writing, math and digital literacy are being offered in 128 communities throughout British Columbia.

The Province is investing \$2.9 million in the Community Adult Literacy Program.

- An estimated 700,000 people in British Columbia have significant challenges with literacy, numeracy and digital literacy.
- In 2019-20, CALP programs provided services to more than 4,900 learners:
 - o 21.5% identified as Indigenous;
 - o 68.3% female and 30.8% male;
 - o 38.9% employed, 36.6% unemployed and 13.1% retired; and
 - o 43.4% had previously completed some post-secondary education or training.

• The difference between adult literacy and Adult Basic Education programs is that community literacy programs are offered by trained volunteers in informal settings, such as the local library. These programs focus on basic literacy, numeracy, life skills and employment preparation and can be a starting point towards high school completion or achieving academic credentials.

[MORE INFORMATION](#)

Surrey Board of Trade Receives Over \$500,000 in Grants from BC Government to Support Reskilling and Upskilling

In partnership with Progressive Intercultural Community Services (PICS) and Wester Community College, the Surrey Board of Trade has received funding provided by the Government of Canada, through the British Columbia Workforce Development Agreement. \$256,519 is to support food sector reskilling for

the hospitality industry. \$263,229 is to support digital workforce upskilling.

HOSPITALITY
[MORE INFORMATION](#)

DIGITAL UPSKILLING
[MORE INFORMATION](#)

Employment Bridge Launched as Unique Workforce Solution

The Employment Bridge is a tool for Surrey employers and job seekers to connect. It is designed to make it easier for employers to find prospective employees that have undergone formalized training and reskilling/upskilling in different job functions across various industries. The ‘Job Board’ section is intended for employers to share new employment opportunities.

The Surrey Board of Trade uploads the latest resumes on the ‘Applicant Board’ section from

applicants that have most recently graduated from an accredited training institution in a specialized program.



Paid Sick Days in BC is an Economic Imperative

The BC Government announced their intention to permanently implement 5 paid sick days, which will start January 1, 2022. The Surrey Board of Trade, in what will be BC’s largest city soon, is one of the top 10 largest chambers of commerce/boards of trade, of the 450 in Canada. We support 5 paid sick days because too many Canadians are going to work sick. Why? Because they have no other choice.

“Implementing 5 paid sick days is an economic

imperative,” said Anita Huberman, President & CEO, Surrey Board of Trade. “Your workforce is your most important asset. Let’s take care of them so that we can focus together on increasing the bottom line for businesses. Data shows that businesses with paid sick days reap the benefits of a healthy and productive workforce, without incurring increased costs.”

[MORE INFORMATION](#)

Veterans Need to be a Focus for Workforce Solutions

The Surrey Board of Trade, as part of their workforce service portfolio, issues a call to action to the Federal Government to:

- 1. Revisit the implementation of a Military Employment Transition Program, partnering with the chamber of commerce/board of trade industry, academic and industry associations;
- 2. Invest in a public campaign that clearly articulates the value of hiring veterans; and,
- 3. Partner with Canada’s polytechnics and colleges to implement a skills identification and

prior learning assessment process with time-compressed courses for those veterans looking to retrain.

“Canada’s military personnel are known around the world for their leadership skills, teamwork and dedication,” said Anita Huberman, President and CEO, Surrey Board of Trade. “They are highly skilled in areas such as planning, communication, management, and the trades.”

[MORE INFORMATION](#)

➔ PHILANTHROPY

Surrey Board of Trade Donated \$10,000 to Surrey’s Children in Need of Breakfast and Lunch in 202 - Urges Businesses to Give to Kids in Need



Surrey School District’s Meal Program provides daily nutritious breakfast and lunch meals to students that may not otherwise be able to access them. The Surrey Board of Trade believes that the business community has a role to play in supporting the accessibility of these nutritious meals.

“The Surrey Board of Trade is stepping up and providing a \$10,000 donation to students in need for the Surrey School District’s breakfast and lunch programs,” said Anita Huberman, President & CEO, Surrey Board of Trade. “We urge businesses to donate and help Surrey’s children as they are our future workforce and our future entrepreneurs. Let’s support them accessing the food that will fuel them to successful futures.”

“Through experience and studies, we know that proper nutrition is crucial for a child’s mental, emotional and physical development,” continued Huberman.

ABOUT THE BREAKFAST PROGRAM

- Breakfast is served across 60+ sites in the Surrey School District each school day to over 1,400 students in need.
- The breakfast program helps ensure that students in Grades K-12 are able to receive a healthy morning meal, while also providing the opportunity for them to connect with their peers in a family like setting.
- The breakfast program ensures students are ready, able and motivated to learn when they arrive in class each morning.
- Breakfast typically includes cereal, milk, toast and jam, cheese, yogurt, eggs, fruit and vegetables. This menu is paired with a warm welcome each morning from school staff and volunteers, giving students the incentive to get to school and be on time.
- Each meal costs approximately \$1 per student.

ABOUT THE LUNCH PROGRAM

- Lunch is provided to students in need at 33 elementary and secondary school sites across the district.
- Collectively, these programs provide lunch to approximately 1,800 students.
- For elementary students, lunch is made off site and safely delivered to each school/classroom for students to enjoy a meal with their peers.
- For secondary students, there is one designated school space (classroom/portable) where students are able to pick up their lunch.

- This mid-day meal re-energizes the body and mind, ensuring our young learners have the necessary nutrition to remain focused and engaged with their learning for the remainder of the day.
- Lunch at all sites includes a variety of items such as sandwiches, proteins, fruits and vegetables.
- Each meal costs approximately \$2.68/day per elementary student, and approximately \$3.35/day per secondary student.

ACTION TO HELP CHILDREN IN NEED – PLEASE DONATE:

surreyschools.ca/departments/BDEV/Donations/WaystoGive/Pages/default.aspx

Please indicate you would like your donation to target meal programs.

For more information, please contact Anita Huberman at anita@businessinsurrey.com or Laura Ristock from Surrey Schools at ristock_l@surreyschools.ca.





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FORESTRY: Surrey Company Grows its Business One Market at a Time



The Sundher Group continues to grow its exports of forest products internationally. Company CEO Tom Sundher explained that “we recognize that markets in North America for lumber products are very strong, and we are benefitting from that, but at the same time we know that our

long-term success must also include a range of international customers. While it would be easy to sell all our products to the US today, we know that the reality tomorrow might be very different, so we need a healthy balance.”

The Sundher Group is a strong supporter of trade development programs, participating in trade missions organized by the City of Surrey and other levels of government. “It isn’t always easy for a small company to go international, but we have benefitted greatly from the support available out there,” noted Sundher.

The Sundher Group’s efforts in India date back more than two decades. While it was slow at first, business has really started to develop there over the last 5 years. “Since the BC Government’s forest sector market development agency Forestry Innovation Investment (FII) and

the Canada Wood Group industry association started working together in India, we have seen continued interest and demand for our products there,” said Dave Sundher, the company’s VP of Sales and Marketing. “We are one of a number of BC companies collaborating together with these agencies to grow the Indian market for BC forest products.”

The Sundher is particularly proud of a number of commercial projects in India that have used their products. The most recent is the Mahatma Gandhi Memorial Medical College in the State of Madhya Pradesh. This is a highly respected institution and one of the oldest premier, government medical colleges in India. The auditorium of the college serves as the location of many high-profile gatherings, including those attended by its esteemed alumni and dignitaries from the Health Ministry of the Government of India. With the on-ground support of FII, Sundher

supplied Western Hemlock that has been used as interior paneling for the auditorium.

“To grow our business in markets like India, it is important to show potential customers what we have to offer and how it can be used,” explained Dave Sundher. “And projects that showcase BC wood species like the Gandhi Auditorium, the Taj Rishikesh (a resort in northern India) or the Peninsula in Mumbai (a high-end residential project) are invaluable to companies like ours.”

When asked “where next,” the Sundhers explained that they are always looking for new international customers. “We just signed our first order for BC Western Hemlock in Vietnam,” explained Tom. “We hope that this will be the first of many new customers in Vietnam.”

Sundher Timber Products Inc.
tom@sundhergroup.ca

Quick Facts on Forestry:

- Forestry is a key part of BC’s economy. In 2020, forest products represented 29% of BC’s total exports, valued at \$11.5 billion. Forestry also provides good-paying jobs to more than 50,000 workers.
- In 2018-19, most major Interior forestry companies in BC announced curtailments at their sawmills due to lower lumber prices, reduced demand, high log costs, softwood lumber border tariffs and issues in accessing timber.
- Though there has been a rebound in the industry and lumber prices are currently high, 20 lumber mills are in active, current or planned curtailment or closure status.
- In addition, there have been 1,620 permanent, 420 temporary and 820 indefinite job losses in the forestry sector.

Lomiko Metals is Exploring for Lithium and Graphite in Quebec

Quebec, a mining-friendly jurisdiction, placed in the top 10 of the Fraser Institute’s Annual Survey of Mining Companies 2020 for investment attractiveness. Also last year, the province unveiled the Quebec Plan for the Development of Strategic Minerals 2020-25, signaling its intention to transition to a lower-carbon economy. Quebec has also established a list of 22 minerals considered [critical](#) and [strategic](#), among them lithium, graphite, nickel, cobalt and rare earths. Lomiko Metal’s flagship project is the La Loutre flake graphite property, located 117 km northwest of Montreal, and 53 km east of Imerys Carbon and Graphite’s

Lac des Iles mine. A preliminary economic assessment [released by Lomiko](#) shows robust economics for the project.

The need for lithium batteries not only for electric vehicles, but energy storage, handheld tools like drills, vacuums, cell phones and laptops, is almost certain to outstrip supply. The lithium-ion battery manufacturing capacity currently under construction would require flake graphite production to double by 2025.

A. Paul Gill, CEO, Lomiko Metals Inc. Promethieus Technologies Inc.
lomiko.com

Forestry Industry Takes Another Hit with Increase to Unfair Duties on BC and Canadian Softwood Lumber

On November 24, the US Department of Commerce’s final determination in their second administrative review said it will increase duties on BC and Canadian softwood lumber.

“The Surrey Board of Trade warns that this decision compromises regional economic recovery in the Cascadia Corridor,” said Anita Huberman, President & CEO, Surrey Board of Trade. “This is especially unacceptable after a collaborative private sector Cascadia and Pacific Northwest Economic Regional Council Convention

that happened in Vancouver recently.”

“Surrey is home to many wood manufacturing companies that are significant employers, such as The Teal-Jones Group, S&R Sawmills, Pacific Lumber, Catalyst Paper, the Sundher Group, Key West Forest Products and Riverside Forest Products to name a few. Workers and businesses are dependent on a healthy forest sector.”

[MORE INFORMATION](#)



Restaurant Industry

The Surrey Board of Trade is pleased with Parking to Patio Program extension in Surrey until October 31, 2022.

[MORE INFORMATION](#)

Cruise Ship Industry

The Surrey Board of Trade urges federal and provincial governments to act on cruise ship industry.

[MORE INFORMATION](#)

Development Industry

The Surrey Board of Trade applauds the City of Surrey for guaranteed permitting timelines and will continue to monitor closely.

[MORE INFORMATION](#)

TAX REFORM INVESTMENTS

In order to invest in businesses, tax reform is needed in Canada.

Short term reforms to help Canadians

- Simplify tax filing so that every Canadian can access their tax benefits (e.g. automatically file simple tax returns)
- Enhance the GST/HST and/or low-income credit for all Canadians (note: a recommended offset when adjusting Canada's tax mix)
- Enhancing the deduction for childcare expenses and removing the requirement that only the lower income spouse may apply the deduction
- Process work-space-in-the-home expenses with a clear COVID-19 relevant definition and without a T2200 form
- Improve use of electronic communications for filing processes, including the broader use of email and permitting documents to be electronically attached to filings
- For the CRA to transparently measure and report on administrative

tax processes (e.g. the length of time or cost to complete forms)

- Identify non-refundable personal tax credits for elimination in favour of simplifying filling and increasing the basic personal credit instead

Short term reforms to help small employers

- Process work-space-in-the-home expenses with a clear COVID-19 relevant definition and without a T2200 form
- Simplify tax on split income (TOSI) rules (i.e. splitting income with children) by increasing the age of eligible children a few years
- Simplify section 55 requirements (i.e. taxation of dividend income)
- Remove section 84.1 tax disincentives that arise on the sale of a small business to family members
- Make childcare an eligible business deduction
- Increase the lifetime capital gains exemption limit on qualified small business corporate (QSBC) shares
- A temporary consumption tax (i.e.

GST/HST) around the holiday to spur local purchases

- Permanently increase the revenue threshold for GST/HST registration
- Create a temporary Employee Retention Tax Credit to offset COVID-19 related expenditures or a temporary Investment Tax Credit to encourage productive growth
- Allow 100% deductibility on capital expenditures in the year incurred to facilitate cash flow
- Accelerate the ability to turn tax losses into cash through credit trading, refunds or other means
- Improve the use of electronic communications for filing processes, including the broader use of email and permitting documents to be electronically attached to filings
- Continue demonstrating leniency and discretion for small business audits during the pandemic
- Publish statistics on small business audit activity, including the length of disputes, the return on audits and the rate of auditor churn

- Educate the CRA's auditors on small business operations so the CRA has practical insights as to the challenges faced by small businesses in dealing with the CRA. Also ensure CRA employees have knowledge of small business statistics and other relevant economic information on Canada's private sector.

Short term reforms to help large employers

- Process work-space-in-the-home expenses with a clear COVID-19 relevant definition and without a T2200 form
- Consider a more transparent metric for assessing the actual return to Canada from the CRA's audit activity
- Defer the CRA's right to collect disputed tax amounts from corporate taxpayers until the CRA has completed its review of a corporate taxpayer's appeal
- Increase resources allocated to CRA's client service and appeals groups in order to avoid tax disputes and/or more effectively deal with tax disputes more timely

- Accelerate the ability to turn tax losses into cash through tax consolidation, credit trading, refunds or other means
- Create a temporary Employee Retention Tax Credit to offset COVID-19 related expenditures or a temporary Investment Tax Credit to encourage productive growth
- Allow 100% deductibility on capital expenditures in the year incurred to facilitate cash flow
- Review the Canadian Scientific Research & Experimental Development Tax Incentive (SR&ED)

Business leaders, economists and everyday Canadians have also been clear that tax reform is a critical element in repairing the economic damage of COVID-19. What was once a problem too big and too complex to address has become a must-do for Canada's political leaders. We've seen sweeping policy changes delivered in a matter of weeks amid COVID-19, so there's no longer a reason not to do what is so critically needed.

BC Budget

Based on data until the end of September, BC's deficit is projected at \$1.7 billion – a substantial reduction from the \$9.7-billion deficit originally

estimated at Budget 2021, and the \$4.8-billion deficit predicted in the First Quarterly Report. This does not account for the costly repairs that will

come from the local flooding crisis.

[MORE INFORMATION](#)

“

Businesses play a foundational role in delivering economic growth, although it is up to governments to create the conditions that enable growth to occur.

Focus on comprehensive tax reform; address labour shortages; revenue generation to reduce debt; enhanced social infrastructure across the country; reliable and sustainable international trade opportunities for all businesses; a clear strategy to get infrastructure dollars to projects quickly to create jobs; an immigration and international student strategy that enables productive career and entrepreneurial outcomes; affordable child care; and a national pharmacare plan to alleviate the burden on business.



ANITA HUBERMAN
President & CEO

BUSINESSINSURREY.COM



Child Poverty Report Card - Strategies for an Inclusive Recovery

- Nearly 1 in 5 children lived in poverty (1,313,400 or 17.7%) in 2019.
- The national child poverty rate declined by 0.5 of a percentage points between 2018-2019, representing an additional 24,170 lifted out of poverty. At this rate, it would take 54 more years to end child poverty.
- The child poverty rate is higher (18.5%) for children under six than all children.
- The reduction in poverty associated with the Canada Child Benefit will continue to stall. The benefit cannot move eligible families in deep poverty out. The maximum CCB was \$6,639 for each child under six and \$5,602 for each child between the ages of six and seventeen in 2019.
- Canada's universal childcare plan must include low-income children with a sliding scale fee model of \$0 to \$10 maximum.
- Care work should be decent work. The care economy (including health, childcare, education) represents 21.1% of all jobs and generates 12% of GDP and must be central to an inclusive recovery.
- Canada still needs a national pharmacare plan, which should be expanded to include dental, vision, rehabilitation.




[MORE INFORMATION](#)



2021 | REPORT CARD ON CHILD AND FAMILY POVERTY IN CANADA

NO ONE LEFT BEHIND: STRATEGIES FOR AN INCLUSIVE RECOVERY


SBOT MEMBER ANNOUNCEMENTS



School of Dance

- Winners of the 2021 SSWR Chamber of Commerce Resilience Award
- Proud members of the Surrey Board of Trade
- Leaders in Health & Safety Protocols for all dance studios
- Offering dance art education for ALL LEVELS, ALL ABILITIES
- Now accepting registrations for the 2021/22 season

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Fasken is the first official Legal Services Partner of the Canadian Olympic Committee and the Canadian Paralympic Committee, providing value-in-kind legal services. They proudly support Team Canada! fasken.com

Fasken is pleased to welcome Daniel Lee, immigration lawyer to their BC offices. Have an immigration related question such as: work permit, permanent residency, immigration compliance/ inspection or travel restriction exemptions? Contact Daniel at dalee@fasken.com or 604-631-4804.

BDC welcomes two new leaders in Surrey Shaharyar Ghauri and Nick Fry. bdc.ca

Dan Reader of Murray Latta Progressive Machine is the new Board Chair for the **BCIT** Board of Governors.

Congratulations to Surrey’s **Dr. Greg Thomas, President and CEO of G3 Consulting** on his new appointment as Vice-Chair of the **BC Chamber of Commerce**.

A new game-changing surgical program for breast cancer surgery patients is in Surrey: Microsurgical Lymphatic Reconstruction Program at the **Jim Pattison Outpatient Care and Surgery Centre** which will enable lead microsurgeons Dr. Imran Ratanshi and Dr. Jennifer Prince to conduct two life-changing microsurgeries crucial for those at high risk of developing lymphedema: Lymphatic to Vein Bypass and BC’s first Vascularized Lymph Node Transfer.

Surrey Hospitals Foundation announces **Harp Dhillon** as their new Board Chair. Harp is taking over the role from **Ron Knight** who is stepping down after 11 years serving as Board Chair since 2010.

Jim Pattison Outpatient Care and Surgery Centre is celebrating 10 years! This award-winning LEED Gold Centre is beautifully maintained. However, 80% of their medical equipment is approaching end-of-life. **Jim Pattison** made a \$4 Million matching donation to kick start upgrades the Jim Pattison Outpatient Care and Surgery Centre. Help keep this centre leading edge in Surrey by donating today.

Seva Thrift Store celebrates their 5th anniversary through a donation of \$15,000 to **Options Community Services**.

Malary’s Fashion Network celebrates their 25th anniversary.

Feezah Jaffer, Executive Director, Surrey Food Bank announces that she will be leaving her position as of January 2022.

Gerry Spielmacher, Surrey Board of Trade Governor, is the new President of the **Cloverdale Rodeo and Exhibition Association**.

Fraser Valley Real Estate Board celebrates their 100th anniversary in 2021.

The **Surrey Board of Education** announces **Mark Pearmain** as the new Superintendent of Schools/CEO for the **Surrey School District**.

Surrey Libraries’ Neelam Sahota was awarded the Trustee Excellence Award by the **BC Library Trustees Association**.

Congratulations to **Dr. Victoria Lee, President and CEO of Fraser Health Authority** for being recognized as one of the 2021 Top 25 Canadian Immigrants.

Evelyn Wedley is the new General Manager of **Burns Bog Conservation Society** and newly elected President, **Beverley Bly**.

PICS Society thanks the students at L.A. Matheson for raising \$7,000 for the Guru Nanak Diversity Village. PICS Society’s Gurburab Day Radiothon & TV-telethon jointly organized by Connect FM and Sanjha TV raises more than \$1.4 Million for the Guru Nanak Diversity Village project. A125-bed long-term care facility that will provide culturally sensitive care to our seniors.

Congratulations to **PICS CEO, Satbir Cheema** for winning the Safe Communities Award for the 2021 **BC Government Community Safety and Crime Prevention Awards**.

Congratulations to SBOT Board Director **John Michener**, Economic Development Project Manager, **Port of Bellingham** for achieving the designation of Certified Economic Developer, a USA national recognition that denotes a mastery of skills in economic development.

Ruby Ng is the new CEO for **Canadian Mental Health Association Vancouver-Fraser**.

Fruiticana donates \$101,000 to help sick children at **BC Children’s Hospital Foundation**. The donation will go towards the treatment for kids with Type 1 diabetes

Darrell Jones, President of **Save-On-Foods**, has recently been elected as chair of the Board for **BC Children’s Hospital Foundation**.

Boldfish Video Production donated ‘Keep Your Pants On’, a consultation service to improve your professional presence on Zoom. Congratulations to *Advisors with Purpose* for the winning bid and *Opportunity International* for supporting entrepreneurs working to overcome poverty in the developing world.

Dan’s Legacy Foundation has a new Board of Directors: Peter Buxton, Q.C. (President), Baltej Singh Dhillon (Vice-President), Roberta McArthur (Treasurer), Darin Froese (Secretary), and Wayne Cousins, Kyle Demes, Shannon Elliott, Kelso Kennedy, and Zafira Nanji (Directors). Dan’s Legacy provides trauma informed counselling to youth at risk throughout Metro Vancouver.

Balraj Mann of the **BM Group of Companies** was given the Distinguished Alumni Award by **Kwantlen Polytechnic University**.

Kwantlen Polytechnic University (KPU) welcomes **Randall Heidt** as Vice President, External Affairs.

Best wishes to **KPU** Vice President, External Affairs **Marlyn Graziano** on her retirement.

Thank you to **George and Sylvia Melville** for a generous \$8 million donation in support of **KPU’s** business programs and students. KPU announces business school as **KPU Melville School of Business**.

Raj Arneja at Nanak Foods has generously established a new

annual student bursary at **KPU** called the Nanak Foods Endowed Business Bursary, for students in the School of Business.

Independent Contractors Business Association (ICBA) has moved to Surrey to the 8th floor of the new Central City #3 building in Surrey at #800 – 13761 96th Avenue.

Fitness Industry Council of Canada names **Sara Hodson**, CEO of **LIVWELL Exercise Clinic** and medical exercise expert as their President.

Congratulations to the unique business collaboration with celebrity chef **Vikram Vij and Andy & Chitwan Ghalley**. Experience their product line of spices and lentils from farm to fork at the **Sabzi Mandi** stores now (12568-72 Avenue) and in various **Save-On-Food** stores.

Evergreen Herbs announces the addition of **Gourmet Savories** to their family of companies.

City of Surrey wins National **Intelligent Transportation Systems Award** from Intelligent Transportation Systems Canada (ITS Canada) for excellence in Intelligent Mobility.

EXP’s VP of Transportation in Western Canada, **Iain Ward**, is elected as Chair of **Association of Consulting Engineering Companies BC**.

John Crawford, CEO, Pacific Blue Cross donated \$100,000 to the Children’s Health Centre at **Surrey Memorial Hospital**.

Teal Jones donated enough lumber to rebuild 50 homes in **Lytton** and the **Nlaka’pamux Nation Tribal Council** to help them recover from the fire that burned the BC village to the ground in the Summer of 2021.

Tayzor Technology announces their new website: tayzortech.com

Storage for Your Life has changed their name to **Sentinel Storage**.

Kane Shannon Weiler celebrated their 48th birthday, growing from 3 lawyers to over 30, to 3 office locations, and additional practice departments.

Secure-Rite Mobile Storage, specialists in mobile storage and custom structures has acquired **Cratex Container Sales & Rentals**, a large shipping container supplier in Delta.

Surrey Ranks among the Top 10 of the Cities of the Future by the Financial Times’ fDi Intelligence division among the Top 10 Mid-Sized Americas Cities of the Future. Surrey ranked eighth and marks the second time Surrey has ranked in the Top 10, rising two spots from 2019/20. The Americas Cities of the Future 2020/21 report ranks the competitiveness of cities across North America and South America, including the Caribbean and Central America.

Clayton Community Centre awarded prestigious international architecture award by the International Olympic Committee (IOC), the International Paralympic Committee (IPC) and the International Association for Sports and Leisure Facilities (IAKS) for exemplary sports and leisure architecture.

The **City of Surrey** has been recognized, for the first time, in two award categories by the International Economic Development Council. The two awards are:

- **Gold Award for the Surrey Makes PPE Program** – recognizing the City’s efforts to create economic opportunity and resilience for local businesses during the COVID-19 pandemic.
- **Silver Award for the Surrey SparkBIZ Program** – recognizing excellence in business retention and expansion efforts, as well as effective engagement with the local business community.

CITY CONNECTIONS



At Drishti Media Group Awards



Connecting with Pacific Link College



With Former Olympian Lisa Brown at XBa School of Dance



At DiverseCity Immigrant Entrepreneur Awards



Royal Canadian Navy in Surrey



Baljit Dhaliwal, SBOT Board Chair and Rory Morgan, SBOT Vice-Chair at Drishti Awards



Connecting with University Canada West



At Clove Restaurant



Connecting with Acadia College



With Township of Langley Mayor Jack Froese



Tour of Phoenix Drug & Alcohol Recovery & Education Society

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