



SURREY STRONG INVESTMENTS & ONE SURREY



AT WAR – GLOBAL ECONOMY AT RISK

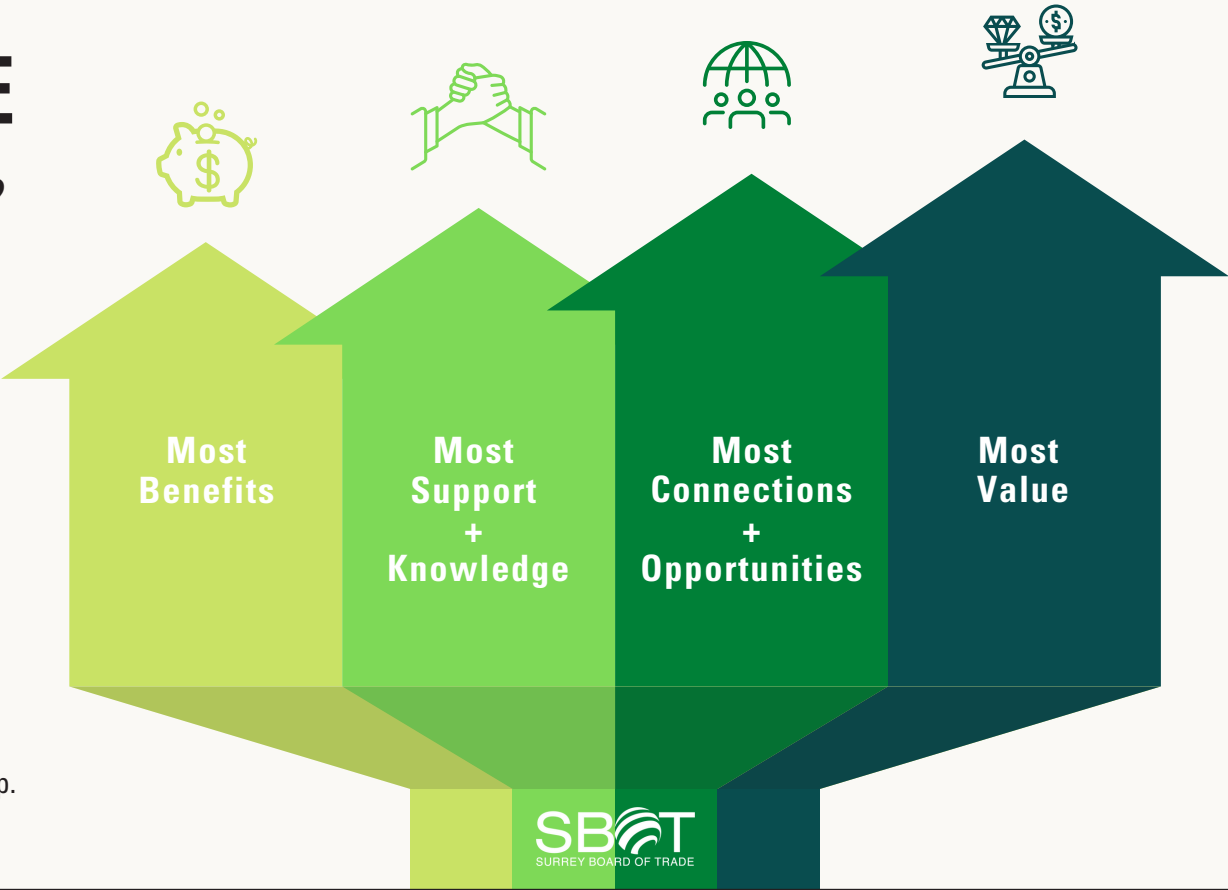


➔

MEMBERSHIP MEANS BUSINESS

GIVE YOUR
BUSINESS
AN UPGRADE

WHY SETTLE FOR LESS?



To start your upgrade to the Surrey Board of Trade, visit businessinsurrey.com/membership. Your business deserves it.

SEE WHAT
OUR MEMBERS
ARE SAYING
ABOUT US!



★★★★★

The Surrey Board of Trade is the only entity in our City that is currently focused on creating a welcoming and supporting environment for businesses and its residents. They have led on issues like the environment, housing and international trade while creating space for important but positive discourse on concerns such as housing, affordability and responsible and sustainable growth. In 2022, organizations can't be operating in silos, the SBOT lives and breathes connectivity and engagement every single day. I am proud to be a member of an organization that cares for me as an individual as well as the prospects of my business.

Bilal Cheema
Cheema Strategies Inc.



Surrey will become BC's largest city soon.
That's why Surrey businesses need to be unified.

Join our progressive business organization to connect,
support and instigate change.

businessinsurrey.com | 604.581.7130 | info@businessinsurrey.com



→ SURREY NEWS

ONE SURREY

Making #SurreyStrong



The Surrey Board of Trade, as Surrey’s city-building business organization, is making Surrey Strong through an evolutionary and ongoing ecosystem of:

RESEARCH	TOOLKIT	PROMOTION
Understanding where and how consumers choose to shop and how businesses can adapt to consumer preferences.	Arming local businesses with tools and strategies to expand their markets in this new business paradigm.	To showcase the business assets in each area of Surrey through digital storyboard vignettes to instigate pride in Surrey businesses.

Small businesses are the backbone of our economy, but they have been shattered by the pandemic. We want to strengthen locally owned businesses so that we all come out of this together.

Businesses are being provided with a toolkit to extend their social media reach and understand the tools available to market their business. They are being enabled to participate and support the #SurreyStrong initiative, helping to drive more traffic to their sites or stores.

#SurreyStrong is a shop local initiative of the Surrey Board of Trade, aimed at boosting local spending. This is a rallying cry – an inspirational call to action. We can come out of this pandemic stronger because we looked out for each other. It takes a village. WE ARE THE VILLAGE. The #SurreyStrong campaign is composed of:

- A Surrey shopper survey to understand local shopping patterns and how local businesses can better serve shoppers and compete against big box stores and online giants.
- Focus groups of local business representatives to better understand the challenges of local retailers.
- A [digital toolkit](#) for businesses to both expand their reach and draw attention to their local business, and align themselves with the #SurreyStrong campaign.
- A [video series](#) of stories featuring local business owners.



- A media campaign to promote the #SurreyStrong initiative.
- A giveaway to encourage shoppers to visit local businesses.
- A wrap up event in June to celebrate the successes of our local businesses.

CALL TO ACTION FOR ALL SURREY BUSINESSES:
Ask for your #SurreyStrong window sticker by contacting Indra Bhan, COO at indra@businessinsurrey.com.

Anita Huberman Receives a 2021 Outstanding Canadian Award



Kerry-Lynne Findlay, Member of Parliament for South Surrey – White Rock awards Anita Huberman with an Outstanding Canadian Award Medallion on January 21, 2022.

Surrey’s Anita Huberman was one of 15 recipients in Canada to receive a 2021 Outstanding Canadian Award Medallion. The medallion was specially designed to show the red maple leaves depicting 13 provinces and territories of Canada.

“I am humbled by this honour and national recognition,” said Anita Huberman, President & CEO, Surrey Board of Trade. “Congratulations also to Surrey Crime Prevention

Society’s Executive Director Karen Reid Sidhu. It’s amazing to see that BC’s only award recipients are from Surrey. This speaks to the importance of Surrey across Canada.”

The Outstanding Canadian Awards is a program which originated in 2000 by a group of community leaders, to select and honour outstanding leaders, successful professionals, and volunteers from Canadian communities and visible

minority groups, including the Indigenous community, for their exemplary work and efforts in promoting diversity in Canada. The 2021 award theme focused on community leaders who improved the Canadian way of life and promoted best measures to keep citizens safe.

The recipients are:

1. Rodolfo Cantiveros, MN
2. Courtney Hilbig, ON
3. Anita Huberman, BC
4. Mona Lancaster, ON

5. Cesar Manebo, ON
 6. Muhammad Masood, ON
 7. Kathleen Mochnecki, ON
 8. Antonio Pasilabban, Jr., ON
 9. Ludy Pasilabban, ON
 10. Robert Prior, ON
 11. Karen Reid Sidhu, BC
 12. Teresa Torralba, ON
 13. Haipeng Xie, ON
 14. Edith Vallena, ON
 15. Rolando Vallena, ON
- For more information: Ray Alix, Chairman, Outstanding Canadian Awards at outcan@rogers.com.

NOTICE TO SURREY BOARD OF TRADE MEMBERS

Annual General Meeting to Take Place on June 16



Baljit Dhaliwal
SBOT Board Chair

The 58th Annual General Meeting (AGM) of the Surrey Board of Trade will be held on Thursday, June 16 from 5:00pm – 8:00pm at the Sheraton Vancouver Guildford Hotel (15269 104 Avenue). Some very special surprises are planned for this in-person event. Please register at businessinsurrey.com.

The AGM, in accordance with the Board of Trade Act under Canada’s Ministry of Economic Development, Innovation and Science, is being held for members to:

1. Approve the minutes of the Annual Meeting of Members held on June 17, 2021.
2. Receive the audited financial statements for the fiscal year ended December 31, 2021
3. Receive the Board Chair Report: Baljit Dhaliwal
4. Receive the President & CEO Report: Anita Huberman
5. Induct the Board of Directors for the 2022-2024 term

By Order of the Surrey Board of Trade
Board of Directors.

→ PUBLIC SAFETY

CYBERCRIME LEADERSHIP IN SURREY

Surrey Board of Trade and CyberCatch Partner to Support Surrey Businesses with Solution to Comply with National Cybersecurity Standard of Canada



Surrey Board of Trade and its member *CyberCatch* announced the introduction of CAN/CIOSC 104 Compliance Manager, an innovative, cost-effective cybersecurity Software-as-a-Service (SaaS) solution, to businesses in Surrey.

CAN/CIOSC 104 is Canada’s new national standard for baseline cybersecurity controls for small and medium sized business organizations (SMOs). The Standard was published by Canada’s CIO Strategy Council



with support from Standards Council of Canada (SCC) to help SMOs. The national standard is specifically tailored for SMOs and prescribes up to 55 cybersecurity controls to mitigate cyber risk so the SMO can operate successfully in the digital world.

The CAN/CIOSC 104 Compliance Manager is a state-of-the-art cybersecurity SaaS solution, powered by CyberCatch. The solution comprises of a toolset to implement

the necessary cybersecurity controls, with the help of a team of industry-leading cybersecurity experts. It also provides training to all employees and automatically and continuously tests controls so the SMO can fix security holes so an attacker cannot exploit and break in and steal data or infect ransomware.

“The Surrey Board of Trade is pleased to take the lead in Canada and partner with CyberCatch to introduce an innovative and comprehensive cybersecurity solution to businesses in Surrey, especially as we have seen so many cybersecurity concerns that businesses have and will continue to face,” said Anita Huberman,

President & CEO, Surrey Board of Trade. “We will encourage businesses in Surrey to adopt the standard so they can stay safe and continue to be successful.”

[The Small and Medium-Sized Businesses Vulnerabilities Report](#) (SMBVR) revealed that 84% of SMOs in Canada are vulnerable to ‘spoofing’ and can easily be attacked digitally.


“Our mission at CyberCatch is to protect businesses from cyber threats so they can be safe, thrive digitally and grow the economy,” stated Sai Huda, Founder, Chairman and CEO, CyberCatch. “SMOs in Surrey can easily and cost-effectively comply

with CAN/CIOSC 104 and maintain compliance and security. Our team of industry-leading cybersecurity experts will guide SMOs to cybersecurity success.”

The Surrey Board of Trade and CyberCatch will deliver an educational webinar on Canada’s new national standard and how businesses can comply and mitigate cyber risk on April 27, 2022, from 10:00 am – 11:00 am.

cybercatch.com

Enforcement and Compassion: Combatting the Violence of the Opioid Crisis



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

Like many communities across BC, Surrey is coping with the impacts of the opioid crisis. Year over year, there

have been increases in the number of drug toxicity deaths, and increased violence associated to the illicit drug trade.

The demand for illicit drugs across the Lower Mainland has kept the illegal drug trade profitable for gang members, drug traffickers and other criminals who take advantage of the ongoing addictions crisis. The competition and fight for control of territory and profits at every level, from street trade, to trafficking networks is volatile. This volatility all too often erupts into shootings, stabbings, and violence that places the public at risk.

With the complexity of a public safety issue involving violent criminal activity and a public health crisis, the Surrey RCMP have engaged in a multi-pronged cooperative approach. Law enforcement and education, coupled with health care and social services, have been helping Surrey RCMP to tackle violent crime and bring down the overall crime rate in Surrey. In 2021, violent crime in Surrey reduced by 6% and property crime dropped by 7%.

The violent nature of the drug trade, and in particular the Lower Mainland Gang Conflict, punctuate the need for strong law enforcement by units like


the Surrey Gang Enforcement Team. Made up of gang specialists, their mandate is to disrupt criminal activity through targeted enforcement and to provide education to youth as part of gang prevention strategies, delivered in partnership with the Surrey School District.

Equally as important as tough enforcement, the Surrey RCMP is engaged in proactive outreach. Units like the Surrey RCMP Police and Mental Health Outreach Team are working closely with Fraser Health, BC Housing, Surrey Bylaw Enforcement, and community service providers. Their goal is not to target

drug users with enforcement, but to direct them to health and social services in the community.

It is a shift from the paradigm of the ‘war on drugs’, that often targets drug users for enforcement, towards a more holistic approach. Finding ways to help community members recover from their addictions by providing resources to reduce the demand for drugs. Being compassionate towards those with addictions, while aggressively targeting those who perpetuate violence and seek to profit on the suffering of others in our community is the model of our approach.

Surrey Policing Transition



Surrey’s transition to a municipal police service is underway. They remain committed to a seamless transition where the safety and wellbeing of the public and policing personnel remain the highest priority.

The Surrey Police Service’s (SPS) first strategic plan was released recently. Their goal to build a modern, responsive police service from the ground up is no easy task; it requires careful planning, input from interested and affected parties, and hard work. The 2022

Strategic Plan will guide them in the continuing development of the SPS and allow them to focus their energies on the areas that have been identified as priorities over the next year. This strategic plan has been primarily informed by the community consultation project that SPS undertook from June to October 2021. Through a public opinion survey, stakeholder interviews, and a series of focus groups, input was gathered from over 1,200 Surrey residents and local organizational representatives. They also obtained feedback and ideas from their senior leadership team and the Surrey Police Board. Three goals were identified for 2022: develop SPS, develop the employees, and develop the community policing model. The theme is

‘development’ – of the organization, people, and a community policing model. Throughout this plan, the focus is on hiring the right people, training and wellness, researching best practices, youth and Indigenous communities, and planning for the next phases of the policing transition. In 2021, SPS reached a number of milestones, including their first deployment into policing operations, as part of the phased, integrated policing transition. Over the next twelve months, they will work on implementing the actions outlined in their strategic plan.

surreypolice.ca

THE FASKEN PERSPECTIVE

BC'S NEW PAID SICK LEAVE LEGISLATION

Frequently Asked Questions

As of January 1, 2022, the provincial government amended the British Columbia Employment Standards Act (the "ESA") to provide employees in British Columbia with 5 days of paid sick leave ("Paid Sick Leave") in each calendar year. The following addresses some of the common questions associated with the new Paid Sick Leave.

Q1. Who is entitled to Paid Sick Leave under this legislation?

The Paid Sick Leave entitlement applies to most employees working in British Columbia, including, full-time, part-time, and fixed-term employees, as well as temporary foreign workers. The Paid Sick Leave entitlement is not reduced or limited for part-time or temporary employees. To be entitled to Paid Sick Leave, an employee must have a minimum of 90 consecutive days with the employer. Paid Sick Leave does not apply to Federal workers under the Canada Labour Code, independent contractors, self-employed workers, or professions that are excluded from the ESA (i.e. doctors, accountants and lawyers).

Q2. Can an employer ask for proof of illness?

An employer is entitled to request reasonably sufficient proof that the employee is in fact entitled to Paid Sick Leave. In most cases, this means that an employer can request limited medical evidence (i.e. a doctor's note) in support of the employee's leave. Requiring proof of illness is a business decision and will vary depending on the operation/workplace.

Q3. Who is responsible for paying for the wages for sick employees? Is there government funding?

The employer is responsible for compensating an employee's Paid Sick Leave. There is currently no plan for government assistance relating to Paid Sick Leave.

Q4. Do the sick days have to be taken consecutively? What if they miss only a half-day?

There is no requirement that Paid Sick Leave days be taken consecutively. Any time taken off qualifies as a day for the purposes of Paid Sick Leave. If an employee works a half-day and uses their Paid Sick Leave for the other half of the day, the employer would be obligated to ensure the employee is compensated for a full day of work.

Q5. Do unused days carry over to the following year?

Paid Sick Leave days do not carry over to the following year and are not accrued over the course of the year. Paid Sick Leave days reset at the beginning of each calendar year, whether or not the employee used their Paid Sick Leave days in the prior calendar year.

Q6. What qualifies as illness?

For the purposes of Paid Sick Leave, the definition of "illness" will be broad and include a medical condition that prevents the employee from working. Illnesses are diagnosed by medical professionals and if the employer has concerns about the legitimacy of an illness, it is entitled to reasonably sufficient proof. Legislation in BC recognizes mental health issues as a disability/illness and if an employee is requesting Paid Sick Leave in relation to mental health, they should be prepared to provide supporting medical evidence.

Q7. Is this something that employees can request to be paid out for if unused?

No, unused Paid Sick Leave days do not have to be paid out. Any unused Paid Sick Leave days are extinguished at the end of the calendar year and new Paid Sick Leave days are granted.

Q8. I already have a paid sick day policy, what does this mean for me?

An employer's policy dealing with paid sick time may already be compliant with the new Paid Sick Leave requirements. Employers with an existing paid sick time policy should review that policy and ensure it meets the Paid Sick Leave requirements in the ESA. For clarity, employers should indicate in their paid sick time policy that the policy covers the Paid Sick Leave entitlements under the ESA.

Q9. Can an employer offer less than 5 days of paid sick days? Can an employer offer more than 5 days?

The ESA sets out minimum entitlements for employees in BC and employers and employees cannot agree to reduce those minimum entitlements. Employers cannot reduce the Paid Sick Leave entitlement of 5 days but can offer more. If an employer offers more than 5 days, it should be aware that the Employment Standards Branch will enforce this greater amount as necessary.

Q10. What are the consequences if an employer doesn't pay their employees for sick days?

Failing to comply with the Paid Sick Leave requirements in ESA would result in a breach of the ESA. An employer would be liable for paying the employee all unpaid wages (i.e. the Paid Sick Leave days), and would be liable to pay an administrative penalty under the ESA. The administrative penalties under the ESA increase with each breach and range from \$500 for a first breach, \$2,500 for a second breach, and \$10,000 for a third or subsequent breach.

To read the full FAQ, visit businessinsurrey.com/business/fasken.



Jordan Thompson
Associate
+1 604 631 3277
jthompson@fasken.com

FASKEN
Law Firm

For more information
+1 604 631 3131
[> fasken.com](https://fasken.com)



May 25, 2022 | 11:30am - 1:30pm
Sheraton Vancouver Guildford Hotel



Keynote Speaker Kevin Falcon
BC Liberal Party Leader

Register at businessinsurrey.com

➔

DIVERSITY & INCLUSION

Surrey Board of Trade President Appointed to Canada’s Ministerial Disability Inclusion Business Council



The Surrey Board of Trade’s Anita Huberman has been appointed to represent the Canadian Chamber of Commerce and Canada’s chamber network on Minister Carla Qualtrough’s Disability Inclusion Business Council.

Similar to the global [Valuable 500 initiative](#), the Business Council is envisioned to be a CEO-led initiative that would provide recommendations

to the Minister on establishing a self-sustaining, made-in-Canada network of businesses to champion and support disability inclusion in the business community.

Persons with disabilities have a significantly lower labour market attachment and that this has been exacerbated by the COVID-19 pandemic. However, 2 in 5 disabled Canadians have the potential to work. This represents nearly 645,000 individuals who could help fill the more than 910,000 vacant positions in Canada. To harness this untapped potential and create a better Canada for persons with disabilities, it will be critical to address longstanding challenges faced by employers in creating more inclusive workplaces. By leveraging the power of a CEO-led advisory Council, there is an opportunity to drive impactful change for persons with disabilities in the workplace.

QUICK FACTS

- Among working-age Canadians with disabilities, more than 1.5 million, or 41%, are unemployed or out of the labour market entirely. Among those with severe disabilities, this rate increases to over 60%.
- The federal Opportunities Fund for Persons with Disabilities supports projects that assist persons with disabilities in Canada who have little or no work experience. Through these projects, persons with disabilities can acquire the tools and skills required to prepare for, obtain and maintain employment or become self-employed.
- On June 5, 2020, the Government of Canada announced a \$15 million investment under the Opportunities Fund for the creation of the National Workplace Accessibility Stream. The investment was one of the measures introduced

to help address the extraordinary challenges faced by persons with disabilities during the COVID-19 pandemic.

- The National Workplace Accessibility Stream provides additional funding to support persons with disabilities and employers seeking to improve workplace inclusion and access to jobs. Some of the activities supported by this stream include:
 - o setting up accessible and effective work-from-home measures;
 - o expanding online training opportunities;
 - o creating inclusive workplaces, whether virtual or physical;
 - o connecting persons with disabilities and employers;
 - o training for in-demand jobs; and,
 - o offering wage subsidies.

Belonging to a Community of Accessible Employers Makes Economic Sense

Welcome to the

COMMUNITY OF ACCESSIBLE EMPLOYERS

The Surrey Board of Trade is proud to belong to the Community of Accessible Employers through the Presidents Group! They hosted a an event with the Presidents Group to hear about inclusive workplaces, legal requirements, correct terminology and how pursuing diversity and inclusion will give you a competitive advantage and broader consumer reach.

The speakers were:

1. BC Parliamentary Secretary for Accessibility, MLA Dan Coulter
2. Yat Li, Senior Accessibility Consultant, Presidents Group
3. Accessibility Consultant, inspirational speaker, and entrepreneur, Marco Pasqua

Recording of the event: [businessinsurrey.com](#)

Newcomer Internship Program Focuses on Industry Connections

The Surrey Board of Trade is honoured to be on the MOSAIC Industry Advisory Committee. As one of Canada’s most significant employment and settlement non-profit organizations, MOSAIC will deliver a new government-funded employment program to bridge the work experience gap

between newcomers and employers. This Newcomer Internship program provides immigrant professionals in Metro Vancouver with greater career access by connecting them with Canadian organizations and companies through short-term paid internships.

Surrey Pride Festival Returns in June



The Surrey Board of Trade is proud to support the Surrey Pride Festival. Consider supporting the 2022 Surrey Pride Festival taking place in Surrey at the Central City Mall Plaza on June 25 from 4:00 pm - 9:00 pm. [surreypride.ca](#)

Surrey Board of Trade Applauds BC Government on Releasing Declaration on the Rights of Indigenous Peoples Act Action Plan

The Province has released the Declaration on the Rights of Indigenous Peoples Act Action Plan, developed in consultation and co-operation with Indigenous Peoples, outlining 89 specific actions every ministry in government will take to create a better province for Indigenous Peoples in BC “During the pandemic a lead group of BC chambers of commerce and boards of trade came together to ask the BC Government

to create a meaningful action plan,” said Anita Huberman, President & CEO, Surrey Board of Trade. “The Surrey Board of Trade is pleased with the commitments outlined in the Declaration Act Action Plan. They are commitments that will ensure reconciliation is meaningfully accomplished. This will be a long-term journey.”

[businessinsurrey.com/news](#)

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



**ANTI-RACISM ENGAGEMENT DIALOGUE
BUSINESS & WORKFORCE FOCUS**

The Surrey Board of Trade, with a grant of \$15,000 from the Province of British Columbia, facilitated two business and workforce-focused anti-racism data digital engagements.

The purpose of the engagement was to help organizations lead public engagement sessions that will allow the government to introduce and amend legislation/policies to identify better and address systemic racism. The final report and results will be released later this year by the BC Government.

“As the only business organization to have received this grant, the Surrey Board of Trade focused on the workplace with strategies 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.”

➔ YOUTH

Surrey's Top 25 Under 25 Award Winners Selected for 2022

The 25 winners were chosen based upon their business or community achievements, leadership ability, community involvement, professional achievements, and the uniqueness of their business or community projects. Winners will be celebrated at the in-person event on April 20 from 5:30 pm to 8:00 pm at the Sheraton Vancouver Guilford Hotel with: Keynote speaker: Wynn Moody, CEO, Ride Cycle Club and Former Director of Retail Operations at Canucks Sports & Entertainment, and Vignette Speaker: Lieutenant-Commander Kayla Bouchard, Canadian Armed Forces. Congratulations to the following winners and their respective ages:

1. Mohamed Sheikh Abdir, Pioneer Your Dreams Agency, 25

2. Arnav Dada, SPARK Foundation, 22

3. Owen Davenport, Young Entrepreneurs of Canada Association, 23

4. Emandeep Dhanoya, Voices of Today Foundation and Youth Transforming Society, 20

5. Manpreet Dhesi, GenConnect, 16

6. Karmin Dhindsa, Joe Local Business Connect, 20

7. Vanessa Fajemisin, Solid State Community Industries, 24

8. Omer Faraz, Globalizers Philanthropy Club, 17

9. Arsh Gill, SFU Axis Consulting, 22

10. Daniel Istifanus, CoinPlay, 24
11. Jshandeep Jassal, Solid State Community Industries, 23

12. Manraj Johal, KidsPlay Youth Foundation, 23

13. Sanjana Karthik, Your Words Matter to Us, 18

14. Sahil Khaleque, Pioneer Your Dreams Agency, 21

15. Jesika Kula, Seedling Art Co., 24

16. Gurik Mangat, FyreWatch Artificial Intelligence, 18

17. Natasha Mhuriro, Black in BC Community Support Fund for COVID-19, 25

18. Maheep Nagra, KidsPlay Youth Foundation, 23

19. Wajeeha Rahman, Kwantlen Polytechnic University Case Analysis Network, 22
20. Samer Rihani, Little Things Matter - International Society for Children's Health and the Environment, 24

21. Avneet Sandhu, She Connects Foundation, 25

22. Karambir Singh Dhaunsi, Youth Transforming Society, 20

23. Gurbaz Singh Grewal, Red FM, 20

24. Soheyla Sodhi, Big and Little Sisters Mentorship Organization, 16

25. Sabrina Ye, One World Learning, 17

The Honourary Health & Safety in the Workplace Award goes to Omer Faraz.

businessinsurrey.com/news

SURREY'S

TOP 25

UNDER 25

CO-PRESENTING SPONSORS

KPU

Melville School of Business

SFU

BEEDIE SCHOOL OF BUSINESS

SILVER SPONSOR

WORK SAFE BC

COMMUNITY SPONSOR

M

MAINLAND WEST

MEDIA SPONSORS

CBC VANCOUVER

SURREY NOW-Leader

HEALTH & SAFETY AWARD SPONSOR

MURRAY LATTA

PROGRESSIVE MACHINE INC.

Reboot Plus Program Helps Youth 17-24 Explore Career Pathways



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 aged 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.

businessinsurrey.com/workforce-support

Calling All High School Educators!



You are invited to register your class for JABC TechWorks, a virtual technology career exploration conference for BC high school students. The program aims to help high school students learn about technology-related careers that are in the highest demand, ensuring their personal and professional success after they graduate. The Surrey Board of Trade is pleased to provide support to this program.

techworks.jabc.ca

EARLY-BIRD SPECIAL!

~~CAN \$3,699~~ CAN \$3,599

AVENTURA WORLD

SBOT SURREY BOARD OF TRADE

*Reserve by April 29, 2022

Hurry, at this price the trip will sell out quickly.

The Best of Amalfi Coast & Rome

FIRST-CLASS ITALY TRIP

Early-Bird Special

From CAN \$3,599

Oct 25-Nov 1, 2022: 8 Days, 6 Nights Inc. Hotels, Meals, Tours & Air from YVR

Reserve Online: www.aventuraworld.com/booking

Group Code: OWHGUF

For more details and reservations contact:

Indra Bhan, COO at Surrey Board of Trade

Email: indra@businessinsurrey.ca Telephone: (604) 634-0343

Experience one of the world's most-loved destinations

where history, culture, gastronomy, fashion and business intersect.

Please note that the Surrey Board of Trade has partnered with Aventura World in offering this trip. We have done the due diligence (and will continue to do so) of inquiring and communicating current travel policies that we have to adhere to for international travel from Canada. We as a Board of Trade are sensitive to the fact that some of you receiving this message might find the offer badly timed, while some of you would welcome it as a refreshing change. We honor both perspectives and welcome appreciation and criticism alike.

→ ENVIRONMENT & RESOURCES

CALL FOR NOMINATIONS FOR THE SURREY ENVIRONMENT AWARDS Nomination Deadline is July 11, 2022



The Surrey Board of Trade’s Surrey Environment & Business Awards are presented to Surrey-based businesses or Surrey Board of Trade members who have demonstrated exceptional dedication to environmental leadership and issues.

Is your business a part of the resource revolution that re-invents, re-thinks and re-defines how we use materials? Then you are a part of the circular economy. You keep resources in use for as long as possible, extract the maximum value from them, and then recover and regenerate products and materials at the end of each service life. Participating in a circular economy means that your business or organization:

- Reduces waste
- Drives greater resource productivity
- Addresses emerging

resource security/scarcity issues in the future

- It helps reduce the environmental impacts of production and consumption
- Focuses on the three priority areas: Food and Drink; Clothing and Textiles; and Electricals and Electronics – all of which are underpinned by resource management
- Implements plan to extract the maximum value and use from raw materials, products and waste, fostering energy savings and reducing Green House Gas emissions.

businessinsurrey.com/events

Electric Battery Manufacturing Plant Investment in Canada

The largest investment in the Canadian auto sector, ever:

Making **Canada a world leader** in electric vehicle batteries and creating **2,500 good jobs.**

The Honourable François-Philippe Champagne, Minister of Innovation, Science and Industry, the Honourable Doug Ford, Premier of Ontario, and Drew Dilkens, Mayor of Windsor, announced that their governments are welcoming a major investment from [LG Energy Solution](#), one of the leading battery manufacturing companies in the world, and automaker [Stellantis N.V.](#) to create a joint venture in Canada. The joint venture will see

a total investment of over \$5 billion CAD (\$4.1 billion USD) in a facility to manufacture batteries for EVs in Canada. This will position Canada as a global leader in the EV manufacturing supply chain. The battery facility will be located in Windsor, Ontario, and will supply Stellantis plants in Windsor and across North America. The facility will be operational by 2025.

Blue Economy Strategies on World Water Day 2022

The Surrey Board of Trade recognized World Water Day on March 22, but it doesn’t end just on this day. We need to continue to highlight the importance of water and what it means to our economy. Water is important to your home, family, livelihood, cultural practices, and to businesses. The theme this year focused on ‘groundwater – making the invisible visible.’ Groundwater is invisible, but its impact is visible everywhere. Almost all of the liquid freshwater in the world is groundwater. As climate change escalates, groundwater will need focused attention by all levels of government.

“The Surrey Board of Trade asks the

Federal Government, in coordination with the Provincial and Territorial Governments, to enact enabling policies that support the Blue Economy,” said Anita Huberman, President & CEO, Surrey Board of Trade. “We need a blue investments private sector working group that will focus on creating new investment opportunities.”

Even though World Water Day has passed, you can still take action.

1. READ THE FEEDBACK REPORT

The Surrey Board of Trade issued recommendations to the Fisheries and Oceans Canada’s (DFO) Blue Economy Strategy for Canada. The report from the Federal Government was released

last week: [What We Heard report](#). It is anticipated that the Blue Economy Strategy will be released later in 2022.

2. TAKE THE ONE MINUTE CHALLENGE

Record a 60 second video and tell us... How does groundwater affect your life? Is there enough? Is it safe? What needs to be done to protect groundwater? Share your groundwater story! Don’t forget to include the hashtags #MyGroundwaterStory & #WorldWaterDay, upload to YouTube or Vimeo, and send the link to mygroundwaterstory@un-igrac.org.

3. CONSIDER THE SIGNIFICANCE OF WATER RESOURCES

Canada has the longest coastline in

the world and the fourth largest ocean territory. Its lakes and rivers make up a fifth of the world’s surface freshwater. These natural, aquatic resources are the backbone of many Canadian communities and provincial territories.

4. UNDERSTAND SURREY BOARD OF TRADE IDEAS FOR A BLUE ECONOMY ECOSYSTEM

- Establish a Canadian accelerator program. Showcase and celebrate small-scale examples of success. These could include shoreline restoration projects as well as sea grass restoration programs.
- Nationwide leadership by promoting ocean literacy.
- Incorporate oceans into municipal

bonds focused on the impacts of climate change (e.g., shorelines and large-scale infrastructure), and connect marine ecosystem services to related initiatives (e.g., Municipal Natural Assets Initiative).

- Prioritize further investment to convene key nations interested in ocean restoration, ocean-based research and development, and studying the impacts of tidal energy generation on fish and sea life.
- Provide support for bi-lateral or multi-lateral projects and international agreements on preserving the ocean and important habitats (sea grass, kelp beds, coastal areas, and sustainable environment for marine life).
- Create ocean innovation accelerators.

Impact to Business and Industry Remains Unclear with Canada’s 2030 Emissions Reduction Plan



On March 29, Prime Minister Justin Trudeau and Minister of Environment Steven Guilbeault unveiled the Federal Government’s 2030 Emissions Reduction Plan 2030 Emissions Reduction Plan – Canada’s Next Steps for Clean Air and a Strong Economy.

This Plan includes \$9.1 billion in new investments

and intends to implement economic measures such as carbon pricing and clean fuels, while also targeting actions sector by sector ranging from buildings to vehicles to industry and agriculture.

“The government indicated they heard from 30,000 Canadians in the consultation process, however, the impact these programs will have on taxes and debt remain to be seen or understood,” said Anita Huberman, President & CEO, Surrey Board of Trade. “We need to also understand what the results of the previous plans have been. We have had emissions targets since the 1980’s and Canada has always fallen short.”

The plan also indicated a sales mandate for 20% of new light-duty vehicle sales to be of zero-emission vehicles (ZEV) by 2026, increasing to 60% by 2030 and 100% by 2035. The electric grid and generation of energy is reaching capacity. We need to ensure our infrastructure can sustain such high demand.

“We have questions about training needs for this new economic plan, the future of the LNG industry, as well as the salmon farming industry that need to be a part of this clean air economic plan.”

READ THE PLAN canada.ca

KPU in Next Wave of Zero Emission Vehicle Training

Bruce Ralston, Minister of Energy, Mines and Low Carbon Innovation, visited the KPU Tech campus in the Cloverdale area of Surrey in March to reveal the university’s [automotive service technician](#) program would be in the next wave of institutions providing electric vehicle (EV) training.

“We’re supporting the growing popularity of electric vehicles by helping auto technicians develop the skills they need to work on EVs in service centres

across BC,” said Ralston. “The expansion of the EV Maintenance Training program will help grow our EV sector and make it even easier for British Columbians to make the switch to an EV, putting us on the road to a cleaner, better future.”

With 13% of all light-duty vehicle sales in 2021 being zero emission vehicles and the province targeting 90% cent by 2030, the need for suitably trained technicians is expected to grow rapidly in the coming decade.

With about three quarters of registered zero emission light-duty vehicles in BC in 2020 found in the Lower Mainland, adding KPU as the first post-secondary electric vehicle training centre south of the Fraser River is an important expansion in capacity. A pilot training program for Red Seal automotive technicians wanting to upgrade their skills in electric vehicle maintenance is expected to begin at KPU in Fall 2022.

INVESTMENTS IN SURREY

Federal Government to Open Pacific Economic Development Agency in Surrey

On April 1, the Surrey Board of Trade and the South Asian Business Association were pleased to host the Federal Minister of International Development and Minister Responsible for the Pacific Economic Development Agency of Canada, Harjit Sajjan, for his first address to BC's business community in this role.

For the first time in more than 3 decades, the Government of Canada is enhancing its federal economic development presence and services in Western Canada by creating two regional development agencies for British Columbia and the Prairie provinces. Pacific Economic Development Canada (PacifiCan) is the new federal regional economic development agency for

BC, to be headquartered right here in Surrey. It will build on Western Economic Diversification Canada's (WD) 34 year legacy to work more closely with BC businesses, innovators, and communities; promote connections and investments to foster economic growth; and help organizations navigate federal programs and policies.

UBC Expansion



Surrey Board of Trade hosted UBC President Santa Ono at his first business address in Surrey to speak about the economic development plans for UBC in Surrey. UBC 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 exact composition of the site hasn't been determined yet. They have some initial, high-level ideas of how the site might be used:

- Expansion of the medical and dentistry programs—the proximity to Surrey Memorial Hospital is a major opportunity for collaboration in other areas of health practice as well.
- Initiatives from UBC

faculties of forestry, land and food systems—for example: food, nutrition and health—nutritional science, dietetics and food science; urban forestry—where the city of Surrey is very active and their professors and students are already engaged.

- Continuing education and micro credentialing—to meet the needs of professionals and other lifelong learners who might be interested in taking courses in coding, health administration and economics.

Walmart Opens Surrey Distribution Centre



Walmart Canada President and CEO Horacio Barbeito, government representatives and others are celebrating the official ribbon-cutting of Walmart Canada's first grocery distribution centre in Surrey (19525 24 Avenue, Surrey). The new state-of-the-art facility will distribute grocery items to stores all over BC.

Metro Vancouver Board Approves South Campbell Heights Development

In late February, the Metro Vancouver Regional Board of Directors voted in favour of the Regional Growth Strategy Amendment Bylaw Number 1328 for the South Campbell Heights development. The Surrey Board of Trade is pleased with this monumental decision in favour of economic competitiveness, industrial land, business and job growth. This is a signal to the global business community that we are

ready to do business, grow business, and bring business into Surrey and the Metro Vancouver region. The Metro Vancouver region is facing a significant industrial land shortage crisis. Without adequate land available in Metro Vancouver, companies will choose to operate in other parts of Canada, jeopardizing our labour pool and economic viability.

Fraser Grain Terminal Opens



Surrey Board of Trade at the Fraser Grain Terminal grand opening in Surrey, welcoming them officially to Surrey's business community in March. Working with the Vancouver Fraser Port Authority, DP World (Surrey's international docking facilities), CP Rail and CN, Fraser Grain Terminal is an integral part of Canada and

the world's food supply chain ecosystem. They are located at 11041 Elevator Road in Surrey, near the Fraser River.

Matcom West Coast Expansion



Surrey Board of Trade, with Mayor Doug McCallum, at the grand opening of Matcom West Coast's new Surrey location at 18998 32 Avenue. Matcom was founded in 1976 with the goal of offering the highest level of service and quality in the industrial solutions industry. This includes the moving, installation and relocation of industrial machinery and

process equipment. Their services include specialized machinery, equipment warehousing, design, pipe installation, utility services, rigging, moving, installation of new machinery, service maintenance, custom fabrication of platforms and grating.

Save-On-Foods Opens New Location in Downtown Surrey



Indra Bhan, Surrey Board of Trade Chief Operating Officer, at the new Save-On-Foods grand opening with Tanya McDonnell, Store Manager. The nearly 36,000-square-foot store at 13630 George Junction, replaces the previous location at 10312 King George Boulevard.

Metro Vancouver Regional Government Focus in Surrey



In February, Metro Vancouver Board Chair Sav Dhaliwal and Metro Vancouver Chief Administrative Officer Jerry Dobrovlny shared their economic, climate change, workforce,

financial, international and industrial land priorities with the Surrey Board of Trade. Recording: [youtube.com](https://www.youtube.com/watch?v=...)

WOMEN IN BUSINESS

Jody Wilson-Raybould Announced as Keynote Speaker for In-Person Surrey Women in Business Awards



The in-person return of the Surrey Board of Trade’s Surrey Women in Business Awards, presented by Prospera Credit Union, will take place on May 13 from 11:00 am – 2:00 pm at the Sheraton Vancouver Guildford Hotel. The event will feature the Honourable **Jody Wilson-Raybould** as keynote speaker! We thank speaker sponsor DP World Canada for helping to make this possible.

The Honourable Jody Wilson Raybould, P.C., Q.C., served as the Independent Member of Parliament for Vancouver Granville, Minister of Justice and Attorney General of Canada, the Minister of Veterans Affairs and the Associate Minister of

Tsawataineuk and Laich-Kwil-Tach peoples, which are part of the Kwakwaka’wakw and also known as the Kwak’wala-speaking peoples. She is a member of the We Wai Kai Nation. Her traditional name, Puglaas, means “woman born to noble people.”

TICKETS SELL QUICKLY: businessinsurrey.com

ABOUT THE EVENT:

The event recognizes the hard work of Surrey’s businesswomen and their contributions to Surrey. The purpose of the event is to inspire, motivate and educate the audience.

National Defence until her resignation in 2019. She is a lawyer, a bestselling author of *‘Indian’ In The Cabinet: Speaking Truth To Power & From Where I Stand: Rebuilding Indigenous Nations for a Stronger Canada*, an advocate and a leader in BC’s First Nations communities. She has been a provincial crown prosecutor, a councillor for the We Wai Kai Nation, a chair of the First Nations Finance Authority and has served as regional chief of the BC Assembly of First Nations. Jody Wilson-Raybould is a descendant of the Musgamagw

2022 FINALISTS

Entrepreneur

Angela Robert, Conquer Experience Inc.
Jessica Yang, Tochtech Technologies Ltd.
Maria Santos-Greaves, Surrey Hearing Care

Professional

Andrea Rasmussen, Wilson Rasmussen LLP
Kathrin Matadeen, TD Bank Financial Group
Nicole Garton, Heritage Trust

Not-for-Profit Leader

Amanda McNally, Peace Arch Hospice Society
Kyla Painter, Fraser Region Aboriginal Friendship Centre Association (FRAFCA)
Vandna Joshi, DIVERSEcity Community Resources Society

Corporate Leadership

Alexandra Haukaas, PCB Freight Management Ltd.
Anna DiBella, ProFix Accounting & Strategy Ltd.
Dr. Diane Purvey, Kwantlen Polytechnic University

Emerging Leader

Amadea Hallwas, XBa School of Dance
Amy Reid, Phoenix Society/City of Surrey
Rochelle Prasad, SPARK Foundation

Social Trailblazer

Florence Sufen Kao, DIVERSEcity Community Resources Society
Gurjinder Bhurji, RunSurreyRun
Jen Temple, Trademark Group of Companies

Current Supports for Indigenous Women Entrepreneurs Analyzed

The ecosystem of support for Indigenous women entrepreneurs has grown over the past decade, but there is still significant room for growth in the diversity of supports available for Indigenous women. A 2020 report by the Indian Business Corporation found that Indigenous women prefer more “patient” lending practices, and that this patience is what helps them thrive. Patient practices and a relational approach to partnerships in addition to other support

mechanisms in the ecosystem, are some ways in which the inclusive innovation ecosystem can better support Indigenous women entrepreneurs. This analysis considers the current resources that are available to support Indigenous women entrepreneurs across the country, highlighting initiatives that are already trailblazers in this space.

wekh.ca

Funding for Business Women

Funding access helps Canadian women-owned or women-led businesses capitalize on opportunities, diversify markets and grow globally. Here are some funding resources:

CanExport

Financial support to help your Canadian business develop and access exciting new export opportunities. CanExport funding may be used to cover annual supplier diversity certification costs for women-owned, Indigenous-owned, visible minority-owned and LGBTQ2-owned companies when submitting a project within a market that recognizes certification (for example, the U.S.).

Canadian Technology Accelerators (CTA)

Development program to help Canadian companies with an existing technology, product or service to explore vast opportunities in foreign markets. Specific cohorts are organized for women-owned and led businesses.

Canadian International Innovation Program (CIIP)

Support for Canadian companies to pursue international research and development (R&D) collaborations with foreign partners.

Women in Trade – Export Development Canada (EDC)

Insurance solutions to protect your exports, working capital and financing options.

Woman entrepreneur – Business Development Bank of Canada (BDC)

Financing to fuel growth.

Women in Technology (WIT) Fund – Business Development Bank of Canada (BDC)

Venture capital for Canadian technology businesses.

Futurpreneur Canada

Financing, mentoring and support for aspiring Canadian entrepreneurs aged 18–39.

Grant Thornton Releases 2022 Women in Business Report

To celebrate International Women’s Day, Grant Thornton LLP released their annual Women in Business report. It presents the latest findings from their global research that tracks the position of women in senior management and the progress towards gender parity in leadership. The research draws on insights from 5,000 global mid-market leaders to investigate how businesses can engage diverse talent in the wake of the pandemic—and beyond.

Report highlights:

- Businesses are taking deliberate, necessary action to create more inclusive working practices amid a global talent shortage, including adopting hybrid work arrangements.
- 57% of mid-market businesses are concerned about a shortage of skills, and leaders will need to work harder to create flexible, inclusive, purpose-driven environments.

- After two years of pandemic-related disruption, we see a global increase in the proportion of mid-market senior management positions held by women—now at 32%. Numbers have remained above the 30% tipping point recognized as a catalyst for significant change.

Explore the global changes in gender parity in senior management—including Canada—and learn how to engage and retain diverse talent in a competitive and rapidly-changing business landscape. Read the full article by scanning the QR code or visiting grantthornton.ca/2022-wib.



Women in Business 2022

Opening the door to diverse talent

Grant Thornton

Audit | Tax | Advisory

© Grant Thornton LLP. A Canadian Member of Grant Thornton International Ltd. All rights reserved.

Psychology of Investing in Real Estate

Written by
Varing Marketing Group



As an asset class, real estate has several unique characteristics that make it a complicated and imperfect market. Unlike the Stock or Bond market, real estate does not have a centralized marketplace for transactions and prices are highly fluid, creating asymmetry between market participants. Each property, whether commercial or residential, is valued individually and will vary between different buyers and sellers. Real estate assets are known to be highly illiquid as transactions take time and are costly, further adding variance to valuations. These are just some of the reasons that make real estate an imperfect market and allow for the formation of biases. This is particularly true in the residential real estate market as many buyers are less sophisticated and, due to the nature of finding a home, emotion and psychology play a more integral role.

Perception of Risk

Risk appetite and perception vary greatly amongst participants in a real estate deal. Due to the lack of a centralized marketplace, risk in real estate cannot be simplified to a measurable concept such as standard deviation. We know investments with greater risk demand higher expected returns, yet the framing effect can hinder our ability to stay true to this notion. When risk and return are not expressly framed together, people who claim to understand the risk/return principle still miss it. Individuals often end up taking on more risk after past earnings, implying some overconfidence as we are prone to attributing successes to our skills but failures to bad luck or external variables. This phenomenon underpins rational decision making and risk analysis.

Sunk Costs and Disposition Effect

When making investment decisions, one should not consider past costs that are no longer recoverable. Yet, most people have a hard time ignoring sunk costs. Take the following example: you buy a ticket for a hockey game but the day of the game, you are feeling ill. Will you still go? Many people will encompass the mindset "I already paid for it" and go. However, from a utility maximization approach, not going will yield higher utility as the ticket is a sunk cost. A similar process can be applied to real estate. There is a greater tendency to continue an endeavour once an investment in money and time has been made. It is similar to pouring good money after bad. Investment decisions should be made based on future expected returns as of now, not based on previous unrecoverable costs.

As such, investors tend to sell winners too soon and hold onto losers for too long. This behaviour is partly driven due to pride and avoiding regrets. Unrealized losses don't hurt as much while unrealized gains don't feel as good as realized ones. When an investment drops in value, many people hold onto it with the false belief that prices may recover. Making investors less cognitive to market indicators. Not only does this behaviour increase potential losses and limit opportunities

for further gains, but it is also harmed by taxes on gains and not fully taking advantage of tax reduction through losses. One of the reasons behind this effect is the cognitive dissonance caused by thinking we made a bad decision.

Cognitive Dissonance

Cognitive dissonance is defined as the mental conflict or discomfort that arises from two conflicting beliefs, values, or attitudes. When any of the mentioned don't align, people often resort to some level of re-framing the events or reality to better match their beliefs. Take the following example in real estate: you purchase a piece of land with the expectation of up zoning by this time next year, but now it is one year later and the zoning has not changed. This reality conflicts with your initial belief, leading to cognitive dissonance. One may re-frame their thoughts and focus on not buying a neighbouring lot that got down-zoned or attributing the event of not being up-zoned to a change in city council. While readjusting the success of past events may reduce psychological discomfort, it distorts reality and decision making.

Cognitive dissonance and regret are lowered when the outcome can be attributed less to one's own skill and decision making. The COVID-19 pandemic is considered to be a fairly unexpected event. Therefore, when investment markets crashed, there was less cognitive dissonance. This effect is also seen for investments that are managed by others such as a mutual fund with an active fund manager. Losses can be blamed upon the manager, resulting in reduced cognitive dissonance.

Mental Accounting and Portfolio Allocation

Once someone owns multiple assets, whether that be stocks, bonds, or real estate, decisions should be made at a portfolio level. Investors should be more concerned with portfolio returns and risks, yet people tend to think of investments in isolation and not together. Mental accounting leads investors to consider each investment as completely separate from their other investments, failing to consider how the various investments interact with one another and any correlations. When considering whether to buy or sell a property, one should take into account the other properties to make adequate portfolio allocations. One strategy to reduce risk can be holding assets that are negatively correlated to offer diversification benefits.

Real estate is subject to many psychological biases and investment decisions that involve a complex process. By becoming more aware of some of our psychological processes and biases, we can work towards making more rational decisions.

TRUSTED IN LAND.

DEVELOPMENT + INVESTMENT LAND REAL ESTATE SPECIALISTS

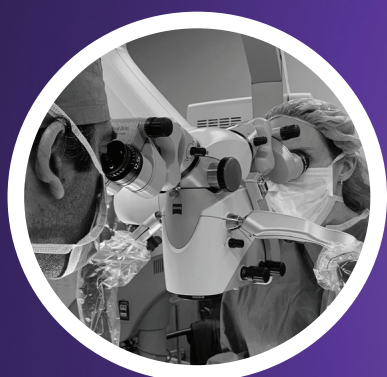
THANK YOU TO OUR 2021 COMMUNITY CHAMPIONS!

Thanks to the support of our Community Champions, we have made many impactful achievements over the last year, including:



NEW INTERVENTIONAL RADIOLOGY SUITE

Our donors supported a new Interventional Radiology Program at Surrey Memorial Hospital, a first in our community. The IR Suite is now being used to treat cancerous tumours and other lesions in an innovative, minimally invasive manner.



LIFE-CHANGING SURGICAL LYMPHATIC RECONSTRUCTION PROGRAM

This program at the Jim Pattison Outpatient Care and Surgery Centre will enable microsurgeons to conduct two life-changing procedures, which are crucial for those at high risk of developing lymphedema post breast cancer surgery: Lymphatic to Vein Bypass and BC's first Vascularized Lymph Node Transfer.



CHILDREN'S HEALTH CENTRE TRANSFORMATION

The transformation of this space has expanded various outpatient clinics, so more children can be served close to home. We introduced the My Hospital Pal app, an augmented reality system that guides and comforts children and families through their hospital stay.

WHAT'S A COMMUNITY CHAMPION?

Our Community Champions Program is a way for businesses and organizations, large and small, to support unstoppable, life-changing health care for our community.

Learn more at
SurreyHospitalsFoundation.com/champions



**SURREY
HOSPITALS
FOUNDATION™**

CELEBRATING OUR 2021 COMMUNITY CHAMPIONS!

VISIONARIES

- BMO Financial Group
- Bosa Family Foundation
- Fruiticana Produce Ltd.
- Kirmac Collision & Autoglass
- McQuarrie
- The Open Bible Chapel Society
- Mr. and Mrs. P.A. Woodward’s Foundation
- Pacific Blue Cross Health Foundation
- Qualico
- Scotiabank
- Surrey Fire Fighters’ Charitable Society
- TB Vets Charitable Foundation
- World Financial Group

LEADERS

- The Arnold and Anita Silber Family Foundation
- Atwal’s Insurance & Financial Centre Inc.
- B&B Contracting Group
- Bear Creek Villa
- Blundell Seafoods
- Coast Capital
- CURE Foundation
- Dozyn Dezyn Properties
- Drive for the Cure Foundation
- ELM Foundation
- Fleetwood International Development Corporation
- Fortis BC
- Goldy Kang Real Estate Group
- Hans Group
- Harvey Sohi Foundation
- ITC Construction Group
- J&D Gourmet Cafes
- Khalsa Credit Union
- Lark Enterprises Ltd.

- Music Heals Charitable Foundation
- The Muslim Business Council of British Columbia
- Nana’s Kitchen & Hot Sauces Ltd.
- Newton’s Hi-Quality Meats Ltd.
- PCI Group
- The Peak Group of Companies
- Peterson
- Popeyes - Louisiana Kitchen
- RBC Foundation
- Royal Canadian Legion #006 - Cloverdale
- Royal Canadian Legion #229 - Whalley
- Royal Canadian Legion #8 - White Rock
- Saint Mary’s Health Foundation of New Westminster
- Sanjha Vehra Women’s Association
- Searay Foods Inc.
- TD Canada Trust
- Teal-Jones Group
- Variety - The Children’s Charity of BC
- Virk Viyas & Associate Lawyers
- Wanson Group
- Wesmont Foundation



ACHIEVERS

- A S Bubber & Associates Inc.
- Akali Singh Sikh Society
- Al Roadburg Foundation
- All Seasons Roofing Ltd.
- Alliance Building Maintenance
- Anthem Properties
- Apextech Detailing Corporation
- Baljit S. Sandhu PREC
- Buddha’s Light International Association, Vancouver
- Canada Youwin Health
- Canadian Boys Transport
- The Canadian Charter School of The National Open University of Taiwan Study Group
- Central City Mall
- Century Group Lands Corporation
- Chana Group Enterprises Ltd.
- Clearline CPAs
- Cullen Diesel Power
- Dave’s Poultry Farm Ltd.
- David Pel & Company
- Dhesi Enterprises Ltd.
- District Developments Corp.
- Djavad Mowafaghian Foundation
- Eurovia BC Group of Companies
- Futura Security Service Ltd.
- Gill Dental Group
- Grace Hanin Community Church
- Harpo Restaurants Ltd.
- Hen Long Market
- Inter-Globe Building Supplies
- Kasa Supply Ltd.
- KDS Construction
- Ledcor Group of Companies
- Lending A Hand Society

- Lineage Properties Inc.
- Lohn Foundation
- Long Trail Wellness
- Lovely Cloth House Ltd.
- MacMillan Tucker & MacKay
- Mainland Developments Ltd.
- Mandeep Sandhu Law Corp.
- Mathisen Family Private Foundation
- McElhanney
- Mingde College
- Neptune Seafood Restaurant, Surrey
- New Wave Lending
- New Way Roofing
- Newway Concrete Forming Ltd.
- Nikls “One CALL” Property Services
- NorLand Limited
- Nu Design Roofing Inc.
- Nu Way Hairdesign Ltd
- One World Learning
- Pacific Open Heart Association
- Pak Punjab Sweet & Samosas House Ltd.
- Priority Permits
- Pro Max Trucking Ltd.
- Prospera Credit Union
- Queen Elizabeth Secondary School
- Robar Industries
- Richards Buell Sutton LLP
- RJMB Restaurants Ltd.
- Rupri Kainth Real Estate
- Scott Town Medical Clinic
- Seaboard Self Storage
- Shon Yee Benevolent Association of Canada
- Sostis Incorporated
- Toor Building Service
- Van Kam Freightways Ltd.
- Wellness Pharmacy
- West Coast Insurance Services Ltd.

→ INTERNATIONAL TRADE

UKRAINE



The Surrey Board of Trade is committed to supporting efforts by our Canadian government and allies

to take strong measures to end the conflict and help the Ukrainian people. We express our solidarity with the Ukrainian people and the Ukrainian business community during these tragic times for their country.

The Conference Board of Canada's Chief Economist Pedro Antunes offers the following insights on the economic impact of the Russian government's decision to invade Ukraine on Canada: "Vladimir Putin's war is a tragedy that has resulted in thousands of

innocent civilian lives lost and millions displaced. Ukrainians and Russians are being killed in battle, and Ukraine's cities and infrastructure are being turned to rubble. The economic fallout for both countries is devastating, and the effects will be felt globally."

"For many countries, including Canada's important trading partners, the war will have a significant negative impact on consumption and real GDP. Higher inflation will also negatively affect household spending

in Canada. However, Canada's resource producers will see an associated spike in resource prices—providing an exceptional boost to profits, private investment and government revenues. If governments add to spending in response, we find the net impact for Canada almost neutral—just slightly positive in 2022 but turning negative in 2023."

In late March, it was amazing to see the residents of Camellia Residences, team members, volunteers and

Surrey's community coming together to raise \$4,315 for the 'Ukraine Humanitarian Crisis Appeal' by the Canadian Red Cross. Even without the weather on our side they still had 240 people come through their door. The Surrey Board of Trade was proud to be a part of this event.

INDIA

India-Canada Early Progress Trade Agreement



Mary Ng, Canada's Minister of International Trade, Export Promotion, Small Business and Economic Development, and Shri Piyush Goyal, Indian Minister of Commerce and Industry, Consumer Affairs and Food, and Public Distribution and Textiles committed to bolstering trade, investment and further strengthening the bilateral relationship by formally re-launching the India-Canada

Comprehensive Economic Partnership Agreement (CEPA) negotiations. Both sides agreed to consider an interim Early Progress Trade Agreement (EPTA) that could be concluded early as a transitional step towards the CEPA.

Surrey Board of Trade met with Mr. Manish, Consul General of India, to finalize short term and long term projects.

UK

Negotiations Launched for a Canada-UK Free Trade Agreement



Minister Ng alongside her British counterpart Anne-Marie Trevelyan, the United Kingdom's Secretary of State for International Trade, announced that they are hoping to finalize a formal free trade agreement with Canada within a year now that negotiations are set to start.

Organic Trade Association of Canada Launches Fund for Organic Products

This surge of support comes from the Organic Export Support Fund which offers a grant to all Canadian exporters of organic products. canadaorganic.com

TAIWAN

Surrey Board of Trade Signs International Trade Cooperative Agreement with Taiwan Trade Center-Vancouver



This cooperation adds value to the Surrey International Trade Centre's formal global relationships, promoting and enhancing international business opportunities for local businesses.

Canadian Food Inspection Agency - Import Permit Requirement Changes for Livestock Feeds

With the current outbreak of African Swine Fever in Africa, Asia, and parts of Europe, the Canadian Food Inspection Agency has updated permit requirements for livestock feeds. This information is crucial for importers to reduce the spread of this deadly virus to Canada. canadianfoodinspectionagency.com

ExportSpark and Surrey Board of Trade Import/Export Courses



Course Dates for Spring 2022. Price \$100 + GST. 10:00am – 12:00pm

Setting International Pricing & Margins
May 12, 2022
For Business owners & sales executives looking to set international pricing for exporting.

Finding Good Distributors
May 31, 2022
For business owners & indirect sales executives looking to grow revenue in international markets.

Selling Virtually into International Markets
June 23, 2022
For business owners & sales staff that sell into international markets using virtual technology.
greg@exportspark.com

Exports Increase Despite Supply Chain Disruptions

Canada's merchandise exports increased by 6.4% while imports were up 5.3%. As a result, Canada's merchandise trade surplus widened from \$1.4 billion in September to \$2.1 billion in October. Exports of motor vehicles and parts made a strong comeback in October, increasing 30.8% compared to the previous month. Exports of energy products continued to trend higher, rising by 9.8%. Crude oil exports (+11.6%)

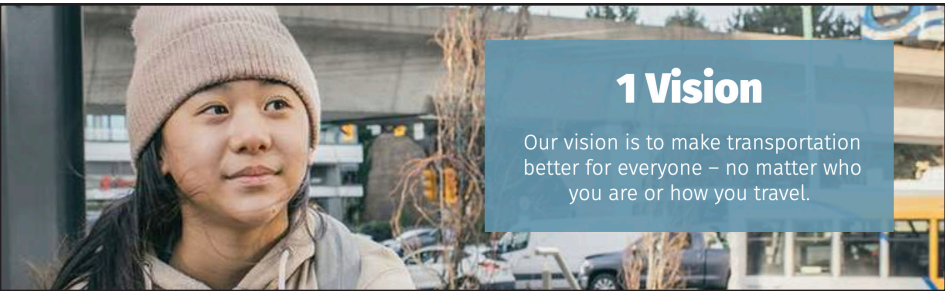
were the most significant contributor. On the import front, motor vehicles and parts imports rose 27.2% in October. Meanwhile, imports of energy products increased by 14.9%. Imports of consumer goods (+4.5%) also went up, thanks to a sharp increase in imports of clothing, footwear and accessories (+15.4%).
conferenceboard.com

EDC Matches Investments of up to \$5 Million

EDC will work with your venture capital or private equity investor(s) to increase the capital available to you—under their commercial terms. edc.ca

➔ TRANSPORTATION & INFRASTRUCTURE

Transport 2050 Approved as Regional Transportation Strategy



After three years in the making, Transport 2050 is approved! The new Regional Transportation Strategy will improve transportation for the people who live, work, and play in Metro Vancouver.

"The Surrey Board of Trade, Surrey's city-building business organization, was actively involved in the Transport 2050 development

process because transportation is a key economic foundation to move people and move goods. As Surrey becomes the largest city in BC, we look forward to working with TransLink to advance transportation investments, in all modes," said Anita Huberman, President & CEO, Surrey Board of Trade.

transport2050.ca

BC Government Moves Ahead on Replacement for Massey Tunnel

Nine contracts have been awarded for technical and engineering expertise to support the Province's delivery of the Highway 99 Tunnel Program to replace the George Massey Tunnel.

BC's 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, and another 1.3 million people are expected to arrive by 2030 in the Metro Vancouver region - with many of them expected to live, learn, work and play in Surrey and the South Fraser economic region. The 8-lane tunnel, which is really only an additional 2 lanes from what

currently is in place, does not meet Surrey's needs to move people and move goods. Surrey is compromised again in terms of transportation infrastructure."

"The bridge was expected to have been ready by now. It is unfortunate that we are back at square one."

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.

Washington State Proposes \$150 Million for Vancouver - Surrey - Seattle High-Speed Rail Planning

Washington State legislative officials are proposing the expenditure of US\$150 million (CA\$191 million) towards the proposed high-speed rail project linking the major urban centres of all three provincial and state jurisdictions.

This would be a major step forward, as the funding is likely to go towards a new phase of project planning, including more detailed technical work, public consultation, environmental impact studies, funding development, and further analysis on the

business case and unique operating model for a system that runs across three jurisdictions and two countries.

WELCOME NOTICE

Dr. Catherine Dauvergne, Vice-President, Academic and Provost at Simon Fraser University is pleased to welcome Dr. Ujwal Kayande as the new dean of the Beedie School of Business.

Dr. Kayande is a highly respected academic who has held positions at Pennsylvania State University, Australian National University, and, most recently, Melbourne Business School, where he was associate dean, professor of marketing, and founder and director of the school's Centre for Business Analytics. Dr. Kayande was also co-director of the Delivering Value through Digital Executive Education program, jointly-delivered with the University of Oxford. He has been awarded numerous accolades for teaching excellence and his research has been recognized by the American Marketing Association (Lehmann Award), European Marketing Academy (IJRM Best Paper) and the Australia-NZ Marketing Academy (Distinguished Researcher).

As SFU Beedie School of Business celebrates its 40th year in 2022, the faculty and staff are very pleased to welcome Dr. Kayande to lead us into this new era.



Dr. Ujwal Kayande
Dean, Beedie School of Business

WORKFORCE

Surrey Employment Bridge
-Skilled Talent for Your Business: Connecting
Employers to Employees



The Surrey Board of Trade, as part of its service to its members and to address current labour shortages and the mismatch of skilled labour and job vacancies, has launched a new workforce centre. The Employment Bridge is a new 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, reskilling, and upskilling in different job functions across various industries.

“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 local diverse groups such as immigrants, Indigenous, youth, persons with disabilities, and veterans. Every person matters.”

The portal consists of a:
Job Board
This feature is intended for employers to share new employment opportunities.

Applicant Board
In this feature the Surrey Board of Trade uploads the latest resumes from applicants that have most recently graduated from an accredited training institution in a specialized program.
businessinsurrey.com/workforce-support

Surrey Labour Market Report

In February 2022, Surrey’s economic recovery from the COVID-19 pandemic continues to be driven by a two-pronged strength: knowledge-based industries and resource industries. Employment in Surrey in February 2022 was an estimated 1.7% or 4,900 jobs above employment before the pandemic in February 2020, and almost 30,000 higher than the lowest job levels in April 2020.

“Improvement continues in Surrey – in December 2021, seven out of 15 industry categories had job levels still below February 2020,” said Anita Huberman, President & CEO, Surrey Board of Trade. “But two months later, in February 2022, we see a significant improvement where only three of 15 industries are still below pre-pandemic job levels.”

New Supports for Apprentices

New legislation to establish a made-in-BC system to support and train apprentices and modernize the Crown agency responsible for trades training has been introduced in the

legislature. The new Skilled Trades BC Act lays the foundation to address labour shortages, and support and recognize the critical work that skilled tradespeople do in British Columbia.

BCIT Trades & Technology
Complex Investment

Combining state-of-the-art workshops, simulation lab space, maker space, and a reconfigured works yard, the new complex will support students in BCIT trades and technology

programs through innovative training facilities at the Burnaby campus with an investment of \$162.6 million in the Trades & Technology Complex.

Surrey Board of Trade Participates in EI Reform Discussions

It was indicated that the EI fund has significant debt, and this should not be taken lightly. Even before making enhancements, it was indicated that there is a need to significantly increase premiums well beyond the 5-cent maximum deemed fiscally responsible to balance the account in 7 years. According to the EI Reform consultation backgrounder: The EI program is designed to support labour market transitions. The program provides temporary income support to help the unemployed find a new job and remain attached to the labour market. The EI system, as it is currently financed and structured, is not designed to assist Canadians with whatever life events that occur. The threshold for eligibility should remain between 420-700 hours (20 weeks). Many groups indicated that their region is unique and therefore variable entrance requirements are required. Support for the

self-employed is complex and needs further study. Alternatives beyond the employment insurance system should be contemplated. The premium reduction program is ripe for practical improvements that both employee and employer representatives agree on. The program is complex and has been tweaked and adjusted for decades. Continuing the legacy of tweaks does not serve the EI system or Canadians well. One of the first things that needs to be done is a process to review the Employment Insurance system every 5 years. The process should engage experts on the employment insurance system. The review must be comprehensive, examining both parts 1 & 2 and all the moving parts therein. The process should also include actuarial support in order to project the financial impacts of proposals. We have had a good start but there is still much work to be done.

BC Labour Market Outlook

BC’s latest Labour Market Outlook (LMO) forecasts more than one million job openings into the next decade.

- BC added more than 100,000 jobs throughout the province in 2021, and BC’s unemployment rate stands at 5.3%.
- 5 industries will account for approximately half of all projected job openings, including health care and social assistance; professional, scientific and technical services; retail trade; construction; and accommodation and food services.
- The tech sector continues to see rapid

growth. For example, since the 2019 LMO, the computer systems design sector grew 39% in BC and is expected to grow at an average annual rate of 4.8% over the next 10 years.

- People 29 or younger entering the workforce for the first time will be the largest source of BC’s new labour supply. They will fill approximately 48,000 job openings or 48% of the total job openings each year for the next 10 years.
- New immigrants will fill 34%, while workers coming from other parts of Canada will fill 8% of the jobs.

1 in 5 Vulnerable to Automation

1 in 5 Canadian employees work at a job vulnerable to automation. The clean economy is a rapid-growth sector that needs workers. Employees working high-risk, low-mobility (HRLM) jobs have few options to transition into lower-risk occupations without undergoing

retraining. Transitioning workers to the clean (or green) economy addresses multiple labour market challenges. It’s also timely, given the Canadian government’s focus on climate change and integrating clean technologies to meet global targets.

Focus on Digital Skills

The Surrey Board of Trade is at the table to provide our perspective on a digital skills strategy at the Provincial Government’s BC

Digital Skills Study Stakeholder Roundtable Discussion in March 2022.

Foreign Credential Recognition Investment

The Federal Government is investing \$26.5 million over the next three years to bolster 11 foreign-credential recognition programs to

expedite new immigrants’ integration into the Canadian economy.

BUSINESS PERSPECTIVES

How to Write a Sales Plan



There are four easy steps to create a sales plan for the year ahead.

If you’ve never written a sales plan before, the task might seem daunting. Fortunately, it doesn’t need to be complicated.

Think of a sales plan as your roadmap for the coming year. It’s where you set specific sales goals for your business and define the actions that you’ll need to take to reach them. If done right, it can help you take a more strategic, big-

picture approach to [growing your business](#). There’s no need to craft a 50-page report. For small businesses, a sales plan should be short and to the point.

“Whether it’s a couple of pages in Word or even a simple spreadsheet, all you need is something that will bring structure to your sales and marketing so everybody on your team is pulling in the same direction,” says [BDC Business Consultant](#) Diana Da Silva.

Here are four key steps to creating an effective small business sales plan.

1. Identify your goals

Start by deciding what goals you want to achieve. These can be revenue and margin targets, or more general goals for growth. Is there a new market you want to enter? Do you want to grow your team? Launch a new product or service? Jot down whatever comes to mind. Dream big at this stage, without editing yourself. When you’re done, share the goals you’ve identified with your team and ask for their feedback or suggestions. Then flesh out your goals as needed. In the end, everybody should buy into the goals you’ve set.

“It’s critical that you share ownership of the plan with your people,” says Da Silva. “The more they feel their voice is heard, the more likely they’ll be to help you implement the plan going forward.”

2. Get specific about your targets

Once you’ve established your high-level goals for the year, it’s time to give them some focus. If you want to expand into a new market—for example, the US—be clear about which states you want to concentrate on. Do some research to make sure your targets are realistic. Test your assumptions. Is there demand for your product or service? What sort of competition will you face? This is another opportunity to get your team involved: assign them some research to help fill in the blanks.

3. Allocate resources

With goals and targets in place, you now need to think about what’s achievable and within your means. Do you have enough full- and part-time employees to implement the plan? Will anybody be away on vacation or maternity leave? Can you get help from employees who aren’t in sales or marketing roles? How much

money will you need to invest to achieve every target? Also take stock of your tools and systems. Will you need to invest in a customer relationship management (CRM) system, or do you have something already in place? What kinds of marketing materials do you have to support your sales team?

4. Define your key performance indicators

The only way to know if your plan is working is to measure your results using key performance indicators (KPIs). For example, you might want to track revenue by salesperson and region, or by the percentage of leads that go all the way from qualification to closing. Keep things simple if this is your first sales plan: pick just three to five metrics and track them consistently throughout the year.

One of the keys to measuring progress is communication. Over the life of your first sales plan, Da Silva recommends holding regular meetings with your team to ask about what’s going well and the challenges they’re facing. Keep the conversation open and light to encourage honest feedback.

Pandemic Gave the Opportunity to Revitalize and Refresh



Baljit Dhaliwal
SBOT Board Chair

The unprecedented journey our Surrey Board of Trade (SBOT) members endured in the past couple of years due to the pandemic has seemingly started to show signs of turning the corner this past quarter. The business leadership of Surrey Board of Trade members has been pivotal in re-tooling business strategies, people and culture fulfillment, and doing whatever it takes to retain their clients and customers. Our management and staff also innovated. They worked tirelessly to bring tough economic conversations to the forefront with industry, government, and political leaders. To hold them accountable. To make changes for you. This was a time for survival.

The SBOT Director roles also

became critical. To engage with the membership to look and observe, listen and hear, and most importantly, be ready to make changes to the governance policy model where necessary to achieve our Ends goals for the organization. Ensuring that SBOT services continue to meet the expectations of its members, Directors continued to virtually meet our members, held regular Board meetings, and participated in the annual planning session to revitalize and refresh the future focused vision of the organization and the economic investments we wanted to see for Surrey.

The Board of Directors team is a strong complement of 14 individuals collaborating energies from various backgrounds in banking, health and wellness, business, finance, engineering, legal, education, human capital, manufacturing, ports and transportation, and natural resources. The wealth of experience, talent, and creative experiences, with a diversity, equity and inclusion lens, were fast at work this past year formulating task

forces where necessary to make our roles more efficient and smoother. Board members participated in governance education, reviewed and discussed reports on good governance, and received in-house policy governance training during the pandemic.

Since assuming the role of Chair, I’ve had the delightful opportunity to meet Board members individually to discuss Board roles and where enhancements can be made. This also gave me the opportunity to listen and learn about their industry sector and what they are doing to navigate the pandemic. In short, new thought brought new perspective and when everyone is on the same page you know you are part of a great team.

Moving forward, the Board of Directors are committed to strengthening the bond between members as more pandemic restrictions lift. We look forward to seeing you all very soon at the many wonderful events held by the Surrey Board of Trade.

BC ECONOMIC PLAN



The BC Government unveiled their BC Economic Plan. It outlined the government’s priorities to enhance innovation, grow the economy, and ensure that we fill the skills gap. The Surrey Board of Trade, with other key business organizations, met with the Premier in March in what will be an ongoing dialogue to provide advice, perspective and recommendations on key elements of the plan.

“The Surrey Board of Trade looks forward to continuing economic projects with this plan. We were pleased to hear about investments in skills

training, childcare, housing, tourism, schools, hospitals, and transportation investments,” said Anita Huberman, President & CEO, Surrey Board of Trade. “The Provincial Government needs to focus on a review of BC’s tax system, which is long overdue.”

Further, the details of the plan in the future need to be parallel with the Surrey Board of Trade’s 10 Point Economic Plan in the areas of:

1. Healthcare
2. Education
3. International trade & supply chains
4. Stimulus
5. Government efficiency
6. Financial accountability
7. Preparation for the next crisis now
8. Data & analytics to help all businesses and reduce citizen inequalities
9. Government employees – a smarter way to work
10. Private sector partnerships

[businessinsurrey.com/news](#)

Federal Government Announces the Canada Digital Adoption Program

How Canadians do business has changed. To stay competitive and grow, small and medium-sized businesses need to adopt new digital tools. The Government of Canada announced the \$4 billion Canada Digital Adoption Program (CDAP) to help get your

business online, give your e-commerce presence a boost or help digitalize your business’s operations.

[ic.gc.ca](#)

Census 2021 Reveals Surrey’s Potential to Become BC’s Largest City

Statistics Canada released the first of many findings from the 2021 Census now available online at statcan.gc.ca/census. The data provides overall population and dwelling counts that are vital to understanding how population growth and international and internal migration patterns have changed the fabric of Canada’s provinces and territories, as well as its cities, towns and rural areas.

Census data is used to determine our system of political representation, inform business development and investment, and allocate government funds to where they are most needed. Given the importance of the census to many public and private stakeholders, ensuring an accurate count and the collection of high-quality data is a national policy priority.

Entrepreneurs both large and small rely on census information to make decisions about a wide variety of investments, including new real estate developments and office or store locations,

the construction of hospitals and urgent care facilities, and expansions of distribution services and warehouse facilities. The census offers detailed information that helps businesses better understand community needs, measure potential markets, and assess local labor environments. Census data also helps businesses identify prospective customer locations, better assess customer demand, and gauge the comparative performance of diverse business geographies. Census data is relied upon by governments, businesses, communities and Canadians to make informed decisions in areas such as immigration policy, economic development, social programs, urban planning, community well-being and where to live.

Canada’s population grew at almost twice the pace of every other G7 country from 2016 to 2021, bringing our population to a total of 36,991,981 people. Approximately 1.8 million more people called Canada home in 2021 compared with 5 years earlier, with most of that growth attributable to new arrivals

from around the world. Canada’s population growth was however slowed down with the onset of the pandemic.

The next release, on April 27, 2022, will look at the pace of population aging and showcase Canada’s oldest and youngest communities. For the first time, census information about gender identity in Canada will be released. For more information about subsequent data release topics and timelines, visit the 2021 [Census dissemination planning](https://statcan.gc.ca/census-dissemination-planning) web page.

QUICK FACTS

- Surrey is growing faster than Vancouver (9.7% population growth vs 7.3%).
- Surrey is growing slower than the entirety of Metro Vancouver (9.7% vs 15.4%).
- Surrey did not make the top 25 fastest-growing cities 12.statcan.gc.ca/cfm.
- Ontario experienced high levels of growth.

Surrey City Leadership Series Welcomes Mayor of Edmonton



The Mayor of Edmonton, Amarjeet Sohi, was the keynote speaker recently at the Surrey Board of Trade City Leadership Series. Thank you to the Vancouver Fraser Port Authority for their sponsorship of this event. This event series

began in 2018 to see mayors from other cities speak, to focus on their:

- Economic development initiatives
- Transportation infrastructure
- Arts and culture infrastructure
- Emergency infrastructure
- and other leadership initiatives

This is an ongoing opportunity to obtain new ideas for Surrey.

About Mayor Amarjeet Sohi

He was sworn in as the 36th Mayor of Edmonton on October 26, 2021. Sohi was born in Punjab. Growing up in a Sikh farming family, he was 18 when he moved to Edmonton. Settling into a new country, Sohi often faced bullying and racism for how he looked and acted. He worked in fast food franchises flipping burgers, cleaning buildings, delivering newspapers, then started working as

a taxi driver, and eventually moved on to driving buses for the Edmonton Transit System (ETS). While working at ETS, Sohi became involved in his local union, advocating on behalf of his fellow members. He also became a passionate community advocate, helping to launch the Mill Woods Crime Council and volunteering his time to support arts, culture, and community recreation.

After being elected on to Edmonton City Council, he was instrumental in advocating for investment in the LRT system, and in the approval of the Valley Line to southeast Edmonton. Dedicated to improving Edmonton’s infrastructure and liveability, Sohi represented the city on the Canadian Urban Transit Association and strongly advocated for public transit. He also brought forward his passion for inclusive city-building

through his representation at the Alberta Urban Municipalities Association and in leading city council’s Immigration, Multiculturalism, and Racism Free Edmonton initiatives.

In 2015, Sohi was elected as the Member of Parliament for Edmonton Mill Woods. He was appointed as the Minister of Infrastructure and Communities. In 2018, he was named the Minister of Natural Resources and worked to ensure the Trans Mountain Pipeline could move forward in the right way and advocated for the clean-up of abandoned wells, all while supporting the expansion of solar and other green energy projects.

Recording is available on the Surrey Board of Trade’s YouTube channel. [youtube.com](https://www.youtube.com)

Fuelling BC's Tech Talent Pipeline: The Role of Universities

Acknowledgements

On behalf of University Canada West, we thank the following experts, organizations, associations, and corporate leaders for their insights and ideas as part of this listening exercise:

Alexandre Paré Founder and Co-CEO, Streamline Athletics	Anita Huberman President and CEO of the Surrey Board of Trade	Sheldon Levy Interim President and Vice-Chancellor, University Canada West
Anna Sainsbury CEO and Chairman, GeoComply	Dan Burger Founder & President at Vancouver VR/AR Association and CEO & Co-Founder at Frontier Collective	Ed Bagg Vice President of Operations & IT Services, University Canada West
Coral Kennett Education Leader, Amazon Web Services	Graham Truax Executive Director, Innovation Island Tech Association	Dave Keighron Faculty, University Canada West
Dana Stephenson CEO, Rippen	Greg D’Avignon President and CEO, B.C. Business Council	Dr. Gelareh Farhadian Department Chair – MBA Marketing, Strategy & Entrepreneurship, University Canada West
Dr. Elka Walsh National Learning & Skills Lead, Microsoft	Luc Dao Executive Director, DigIBC	George Drazanovic Department Chair – Arts, Communications and Social Sciences, University Canada West
Eric Beckwith CEO, Highterra	Sara Penicula Community Success Manager, Council of Canadian Innovators	Dr. Hamed Taherdoost Sessional Faculty, University Canada West
Greg Ryder VP Operations, BAM Digital	Shivam Kishore Manager, Economic Transformation Technology and Innovation, Vancouver Economic Commission	Dr. Salvador Trevino Faculty, MBA, Department of Marketing, Strategy & Entrepreneurship, University Canada West
Mike Cheng CEO & Co-Founder, Lumen5	Tessa Seager Director of Government Affairs – B.C., Council of Canadian Innovators	
Samarth Mod CEO & Co-Founder, Freshworks Studio	Vivian Chan CEO, Red Threads Strategy Consulting Group	

Surrey Board of Trade was honoured to be a part of the *Fuelling BC’s Tech Talent Pipeline: The Role of Universities* research paper, released by University Canada West (UCW).

University Canada West believes that the post-secondary education sector plays a critical

role in fueling BC’s tech talent pipeline.

Last year, they embarked on a listening exercise to better understand whatmore universities can do to prepare the tech workforce of the future. They hosted a series of panels, conversations, and one-on-one

consultations with tech leaders, thinkers, founders, and C-suite executives to hear firsthand what they had to say about how universities can help address the talent crisis.

While many reports have been written on this subject, this exercise was intended to be a more qualitative, human look at the real-time needs of tech companies in BC and what the province’s universities can do to help meet these needs. What they heard was a rallying cry from BC’s tech community for academia and industry to embark on a coordinated approach to fill the gaps in the labour force. Most revealing was that many of the issues, insights and ideas that they heard aren’t new. We still have important work to do. Industry and academia must join forces to act collectively and

with a greater sense of urgency.

The report outlined 5 interrelated opportunities where post secondary institutions can help prepare today’s students for tomorrow’s tech realities:

1. Help build the skills of tomorrow

Tech leaders are looking to post secondary educational institutions to develop talent with a combination of technical, strategic and humanistic skills. While companies can teach people the business, students need to come with the ability to be creative, entrepreneurial and collaborative problem solvers.

2. Bring academia and industry together sooner

Companies expressed a pressing need to bring academia and industry together much earlier by integrating tech leaders in

the classroom where students can be more regularly exposed to industry experts and creating work related experiences embedded directly into the course curriculum or completed as work integrated learning with real businesses.

3. Reimagine how students learn and are assessed

Companies are looking for people with different perspectives who can bring unique solutions forward. Universities can help by rewarding differences and championing interdisciplinary learning. Universities can also help set students up for success with a greater focus on iteration, not perfection.

“We need to reward students for a much faster pace of work and a first mover mentality,”

said Mike Cheng, CEO and Co Founder of Lumen5.

4. Create solutions for upskilling and reskilling

BC’s tech industry is largely made up of small and medium businesses that don’t have in-house professional development programming available to employees. Companies are looking to universities to help provide training solutions for today’s employers.

5. Change the narrative

UCW heard that BC needs to change the way the province is perceived both in Canada and around the world. Universities can help change this narrative and build BC’s reputation as a tech hub and leader in innovation.

Report: ucanwest.ca/tech-talent-pipeline

ARTS & TOURISM

DANCE



The Surrey Board of Trade is proud to support an arts and culture event in Surrey. Experience some amazing dance, visual and photographic

artists. This will be Surrey's first in-person international dance day since the pandemic began. The performance is on April 29, 2022 at 7:00pm at the Surrey Arts Centre. This event is organized by XB School of Dance who has emerged from the devastation of the pandemic. Support this Surrey cultural institution by purchasing tickets.

tickets.surrey.ca

ART



Surrey Board of Trade was honoured to visit the amazing Surrey Art Gallery at Bear Creek Park with the curators of exhibitions and collections.

The amazing exhibition by P.Mansaram was featured with the theme of: The Medium is the Medium is the Medium by co-curators Indu Vashist (Executive Director of South Asian Visual Art Centre) and Toleen Touq (Artistic Director of SAVAC).

P.Mansaram: The Medium featured 40 original artworks from over 50 years of practice

by Canadian artist P.Mansaram (1938–2020) on loan from the artist's estate. The exhibition was co-organized by the South Asian Visual Arts Centre and the Art Museum at the University of Toronto, with the financial support of the Ontario Arts Council. The exhibition was originally presented at the Justina Barnicke Gallery at the University of Toronto Art Museum in 2019 and then the Art Gallery of Burlington in 2020. The exhibition ended in Surrey on March 20. There are many more amazing interactive exhibits that are forthcoming.

TOURISM

The Surrey Board of Trade is pleased to be a member of the Destination BC Management Advisory Council. This work of this Council includes

rebuilding the workforce, events industry, tourism and visitor experience as on one of the hardest hit sectors during the pandemic.



NEW HOSPITALITY EDUCATION



Western Community College has been granted consent by the BC Ministry of Advanced Education and Skills Training to offer a Bachelor of Hospitality Management (BHM) degree program. In the last 10 years more than 7,000 students have graduated from their outcome-based career programs with more than 97% finding employment in their career of choice. This degree program will be able to

provide hospitality and tourism industry partners with highly qualified graduates in one of the fastest growing industries in the province.

"I am pleased to announce that Western Community College will be offering a Bachelor of Hospitality Management degree in early 2022," said Gurpal Dhaliwal, President of Western Community College. "We believe that our degree program will be able to provide our hospitality and tourism industry partners with highly qualified graduates in one of

the fastest growing industries in the province."

"Western Community College is a significant part of Surrey and BC's education ecosystem, tying industry needs to curriculum training as the hospitality industry needs it," said Surrey Board of Trade President & CEO Anita Huberman.

PERFORMING ART



Surrey Civic Theatres is thrilled to announce Surrey SPARK Stages, a new initiative designed to ignite imaginations and make memories! To celebrate, there will be a weekend launch event, May 27-29, that will include a variety of performances for families and children of all ages, including names such as Fred Penner and Charlotte Diamond! Tickets are on sale now.

May 27 performances are reserved for Surrey schools to attend, but the evening will kick off with Light the SPARK! - a dance party for the whole family. During

the weekend, the Surrey Arts Centre will be sprinkled with a sparkle dusting of plenty of free value-added activities for ticketholders to enjoy, including the Wee Studio, a special space for make believe for little ones, Stories for the Heart, old timey storytelling with a modern-day twist in a big blanket fort, walk through a traditional longhouse arch into the Indigenous Creation Courtyard for a celebration of Indigenous culture and art, and many other sparkalicious surprises!

"While Surrey Civic Theatres consistently

brings top quality, professional performing arts presentations year-round to local residents through the Surrey Spectacular series, programming has mostly been aimed at adult audiences," said Kent Gallie, Manager of Performing Arts, "adding this new programming stream will SPARK imaginations and inspire creativity for kids in Surrey of all ages and backgrounds. Following a strategic planning and community engagement process, Surrey SPARK Stages has evolved from what was previously the Surrey International Children's Festival."



Details at businessinsurrey.com/events

NOMINATIONS NOW OPEN!
Deadline: August 22, 2022

PRESENTING SPONSOR



→ INDUSTRY AND DEVELOPMENT

HOUSING INDUSTRY

The Analysis of Affordable Housing Supply Created by Unilateral National Housing Strategy Program report, released February 2022, produced by/for the National Housing Council, focuses on three major unilateral initiatives to create rental housing, all of which have criteria to produce affordable housing: the Rental Construction Financing Initiative (RCFI), the National Housing Co-Investment Fund (NHCF), and the Rapid Housing Initiative (RHI). Together, funding for these programs makes up over half of the topline commitment under the

National Housing Strategy (NHS), including both grants and loans, and most of the funding for increasing rental supply. This report analyzes the potential of these programs to address housing need in Canada. A second research report is in progress and will cover housing supply created by bilateral NHS Programs. Some conclusions:

- 1. Producing deeply affordable rental units is critical for reducing core housing need and homelessness.
- 2. Housing need is deepest and most

prevalent in groups of Canadians that have historically been marginalized and disadvantaged. These groups will be left behind if the housing produced is not affordable to those in need.

- 3. The supply created by the three programs studied thus far does not, for the most part, meet the needs of those in core housing need. Relatively few new units produced by the strategy thus far could lift low-income households out of core housing need, especially lone- parent families and unattached people.

Low-income households comprise the bulk of those in need, so for the programs studied to have a meaningful impact on core housing need, new supply must be more affordable than what is currently being produced.

- 4. The RCF's program criteria were not designed to reduce core housing need. These criteria have resulted in the creation of many units meeting affordability criteria whose rents are well above average market rents. Given this, the weight placed on the program in the portfolio seems out

of step with the National Housing Strategy's commitment to addressing housing need.

- 5. Even if the NHCF and RCF produced units that were deeply affordable, the number of units produced by these programs falls short of the NHS' targets, and well short of the amount of need. It is clear that the increased supply being created by these programs, is not enough to lift Canadians out of need on its own.

affordablehousingsupply.com

AGRICULTURE INDUSTRY



An improvement was made to the Agricultural Land Reserve (ALR) Use Regulation to allow for more intensive farming, known as vertical farming, where crops are grown in vertically stacked layers, maximizing space and reducing energy costs and greenhouse gas emissions.

While vertical farming can be placed anywhere, this opens the door to additional opportunities on ALR land for farmers and farm businesses to produce more food.

verticalfarming.com

PHARMACEUTICAL INDUSTRY

A study was recently released evaluating the economic footprint of the Canadian research and development (R&D) pharmaceutical sector on the Canadian economy in 2019, with a focus on the contribution of the members of Innovative Medicines Canada (IMC). The study builds upon findings published for the 2018 reference year with a similar vision – to create a better understanding of the importance of the sector to the Canadian economy and profiles, among other things, the value generated, the jobs supported and the investments made by the sector.

In addition to the important work of furthering medical research, the more than 200 companies in this sector added \$15 billion in value added (gross domestic product) to the Canadian economy, supported over 100,000 full time equivalent (FTE) jobs within Canada, exported

more than \$5.9 billion worth of goods, and spent between \$1.6 billion and \$2.2 billion on R&D in 2019. IMC members generated over half of the sector's value added, with an economic impact of \$8.1 billion within Canada. IMC members also directly employed more than 24,800 FTE jobs and supported an additional 30,500 FTE Canadian jobs.

The R&D pharmaceutical sector is important to Canadians and the Canadian economy. This study demonstrates this importance and serves as a foundation upon which further industry research can be carried out.

150.statcan.gc.ca

SEMAIHMUO TOWN CENTRE PLAN

The City of Surrey Council has approved the Semiahmoo Town Centre Plan. It encompasses 136 hectares (336 acres). Key features of the plan include:

- Focusing growth and redevelopment within the existing Semiahmoo Shopping Centre site and along transit-served mixed-use high streets
- A mixed-use medical node north of Peace Arch Hospital to facilitate the expansion of hospital supportive uses, including clinics, specialist offices, pharmacies, etc.
- Planned future expansion of RapidBus, which includes 4 stations proposed along 152 Street and 16 Avenue

- Four new neighbourhood parks and an extension of the Semiahmoo Trail Greenway
- Incentives to encourage the construction of a zero carbon operational building
- Urban Design Guidelines and a Building Height Strategy
- New culture amenities including dedicated spaces for performing arts and studios
- Housing policies to support a range of family supportive housing forms
- New community connections, making it easier to get around with new sidewalks, cycle tracks, local roads, paths and walkways.

surrey.ca/planning

GUILDFORD TOWN CENTRE PLAN

The City of Surrey is finalizing the plan for Guildford Town Centre and the adjacent neighbourhoods along 104 Avenue. The Plan is being developed in partnership with residents and stakeholders to achieve desired community objectives such as more green

space, an enhanced public realm, and a community heart in the town centre. The Plan will enhance this important commercial hub and manage growth in the wider Guildford area.

surrey.ca

FLEETWOOD TOWN CENTRE PLAN

With the extension of the Surrey-Langley SkyTrain line, Fleetwood is going to become an even more attractive place to live. The Fleetwood Plan provides a new vision for Fleetwood. One with a distinct urban heart centered around 160 Street and Fraser Highway, that is walkable,

vibrant, and green. The Plan focuses on opportunities to integrate new housing, job space, and amenities in the town centre, and near Skytrain along the Fraser Highway Corridor.

fleetwoodplan.surrey.ca

ECONOMY

FEDERAL BUDGET 2022 TACKLES DIFFICULT DECISIONS



Deputy Prime Minister and Finance Minister Chrystia Freeland tabled and presented the Federal Government’s 2022 Budget. The Surrey Board of Trade evaluates the Federal Budget, as they do with all government budgets, because it impacts businesses.

Although government has claimed this budget is modest, the reality is that regulatory, tax and policy changes will

greatly impact international competitiveness. We live in a time of great economic uncertainty, coupled with the effects of the pandemic and global socio-economic factors.

“We were hoping that the Federal Government would commit to a comprehensive tax review, but that was not the focus,” said Anita Huberman, President & CEO, Surrey Board of Trade. “The

Federal Government needs to keep inflation at bay as the number one challenge that businesses are facing is increased costs.”

Read the full analysis at businessinsurrey.com/news

BC BUDGET

The Surrey Board of Trade’s Policy & Research Manager, Jasroop Gosal, was in Victoria at the BC Budget lock up to hear the BC Government release their 2022 Budget and Three-Year Fiscal Plan before it was released to the public.

OBSERVATIONS

“When examining the overall debt to GDP ratio, BC is still better off than other provinces and territories affected by the pandemic,” said Anita Huberman, President & CEO, Surrey Board of Trade. “However, we need to ensure that supply chains

are fortified, that infrastructure investments are made now to create sustainable jobs, and that any transportation planning that takes effect in the next 3-4 years continues and is enhanced. The BC Budget did not commit to a review of BC’s tax system, which is long overdue.”

New Taxes

Companies that lease goods, services and software online will now pay the PST on those leases.

Education

We were especially disappointed with the lack of post-secondary

investments in Surrey. Education, in addition to transportation, is the foundation of driving an economy. Today and tomorrow’s workforce challenges need commitments to innovative post-secondary investments in Surrey and the South Fraser economic region.

Debt

We observed that the provincial debt is forecasted to increase to \$90.8 billion at the end of 2024/25.

Surrey Langley SkyTrain

• No dollar amount was included in the budget -only when the business

case is finalized. The commitment from government is still there.

- In the budget is \$589.5M over the next 3 years for early road works.
- The business case is to be finalized this year.

New Surrey Hospital

- The plan is 168 new beds, comparable to community hospitals but not to Surrey Memorial Hospital – this increased capacity is not enough for Surrey’s needs.
- There is potential for expansion further down the road, and also expansion of Surrey Memorial Hospital.

- Currently, the project is called the ‘New Surrey Hospital’ but the hospital name will be determined during Surrey Hospitals Foundation and BC Cancer Foundation fundraising campaigns, potentially being named by a donor.

Childcare

- A 50% fee reduction for full-day infant and toddler care by the end of 2022 – will this be for not-for-profit childcare providers, public, or private sector?

businessinsurrey.com

CITY OF SURREY PROPERTY TAX INCREASES

On December 22, the Surrey Board of Trade presented its observations on the City of Surrey Financial Plan for 2022-2026, and government budget recommendations on December 23 at the City of Surrey Finance Committee meeting.

“The Surrey Board of Trade monitors public sector spending to maximize productivity in the economy and encourage growth in the private sector,” said Anita Huberman, President & CEO, Surrey Board of Trade. “The City Budget is important as we evaluate whether Surrey’s tax rates are conducive for business growth, retention and infrastructure investments. This year, especially in light of the pandemic, we predict that with increased fees from the City of Surrey, their capital parcel tax and other taxes from other levels of government, that businesses will face a significant hit on their property tax bills in 2022.”

SURREY BOARD OF TRADE CITY BUDGET HIGHLIGHTS:

1. TRANSPARENCY

More time is needed for the public

to review the budget and to provide input.

2. SURREY NEEDS TO APPOINT AN AUDITOR GENERAL

An Auditor General, reporting to Council, independent from management, reports on how well the City manages its revenues, expenses and capital investments from the perspective of economy, efficiency and effectiveness of City activities.

3. TAXES

Surrey says that it offers one of the lowest tax regimes, but our concern with this budget and financial plan is the intrinsic and increased fees on services to create a balanced budget and to drive revenue. For example, the development cost charges are set to increase significantly in 2022, driving up the cost of housing.

4. INVESTMENTS

- a. Cannabis investments in Surrey could lead to a needed revenue stream for the city budget.
- b. Great work on digitization and streamlining efficiencies.
- c. There is an opportunity not

realized by the City of Surrey to create long lasting, respectful partnerships with our Indigenous communities for economic development that could drive revenue to benefit the City – residents and businesses.

5. DOWNLOADING OF COSTS TO SURREY

The Surrey Board of Trade recommends reporting on the downloading of costs to the City by different levels of government. There could be a model for new opportunities and new working models.

6. GREEN CITY FUND

The Green City Fund is supposed to be used to enhance the green space within our city, but our concern is that this money could be made liquid and used for other purposes. There is a lack of transparency as to which projects are being funded by these substantial dollars paid by developers and builders.

7. PUBLIC SAFETY

Recommendation: Council should request a report from the Police Board reconciling its 2021 operating

budget to that approved by Council.

8. ECONOMIC DEVELOPMENT

We must make strategic investments now, not only in parks and recreation centres, but also cultural corridor investments, a performing arts centre, tourism assets, convention centre infrastructure, hotel room business attraction, transportation (road improvements and expansions).

9. HOUSING AND WORKFORCE DEVELOPMENT

A comprehensive housing strategy needs investment, in alignment with land use and transportation throughout Surrey, as part of a comprehensive un-siloed economic development strategy. There is an opportunity to partner with non-profits to build affordable housing by reducing fees and further expediting the permitting and approvals process for these developers.

10. TRANSPORTATION

- a. Identifying Road Priorities

The Surrey Board of Trade was pleased to work with the City of Surrey this past year on our annual

Surrey Road Survey, identifying roads/walkways/bikeways that are a priority to Surrey businesses.

- b. Road & Traffic Safety Utility Levy: The lack of an increased Roads & Traffic Safety Levy for 2022-2026 is a problem. This is the third year that the road levy has not been increased.

c. Workforce Transit

The City of Surrey needs to implement an employment lands transportation plan in conjunction with TransLink and Metro Vancouver. For example, the Campbell Heights area will be a large source of jobs, however, there is little transit investment in the area.

11. ENVIRONMENT AND CLIMATE CHANGE INVESTMENTS

The November 2021 floods in BC bring home the risks of not being prepared. Regional and provincial issues, policies, and restraints brings complexity, opportunities and risks to our city’s climate change actions.

businessinsurrey.com

SBOT MEMBER ANNOUNCEMENTS

Fasken thanks their clients and the community of Surrey for four wonderful years. They look forward to continued growth and success in Surrey and the Fraser Valley. fasken.com

UNITI announces **Jillian Glennie**, Associate Director of Development, as a YWCA 2022 Woman of Distinction Award Nominee in the Non-Profit category. UNITI is also celebrating Kathy Gerard for her 25 years of service.

The **SFU** Board of Governors appointed **Angie Hall** as the new Board Chair and have elected **Paula Martin** as Deputy Chair.

Chris (Syeta'xtn) Lewis appointed as **SFU's** Director of Indigenous Initiatives and Reconciliation.

Ryan Beedie was inducted into the Order of British Columbia.

Kristin Bishop is the new General Manager of **Civic Hotel, Autograph Collection**.

Sophie's Place, the first child and youth advocacy centre in BC, celebrates their 10th Anniversary.

Paddington Properties donated \$10,000 to support a playground project at **Fraser Wood Elementary** where they will have the first inclusive and accessible playground in Surrey's Fraser Heights community.

The Lark Group donated \$15,000 to the **Jim Pattison Outpatient Care and Surgery Centre**.

KB Honey Family is nominated for Exporter of the Year with CanadianSME.

IVVproject partnered with **Canadian Institute for Military and Veteran Health Research (CIMVHR)** as their newest research institute affiliate, to facilitate new research capacity and accelerate clinical transformation for military and veterans across Canada.

British Columbia Institute of Technology announced that **Kenton Low** has been appointed Dean, School of Business + Media.

BC Children's Hospital Foundation announced that **Jag Sikham** and **Aman Bring** of **East to West Group of Companies** raised \$50,000 in support of BC Children's Hospital's Diabetes Transformation Project.

Hemlock Harling Distribution announced the acquisition of **Datex Services Ltd**. Hemlock Harling is also celebrates their 5th business anniversary.

Paul Gill has been appointed CEO of **Pampa Metals**.

Bob Hans and the Hans family donated \$25,000 to **Surrey Hospitals Foundation** to help fund a new CT scanner at the **Jim Pattinson Outpatient Care and Surgery Centre**.

Surrey Board of Trade welcomes **CBC News BC** pop-up bureau to Surrey.

Community Savings Credit Union is pleased to announce **Raj Khunkhun** as Vice-President, Strategic Partnerships.

Sauna Harper is the new CEO of **WeBC**.

XBa School of Dance is now known as **XBa Dance Centre**, a hub of International Certification in Dance Studies.

Langara College announces **Dr. Paula Burns** as the new President and CEO beginning June 2022.

Close to 150 students of **KPU's Melville School of Business** will benefit from an innovative new, paid part-time internship program thanks to a generous donation of \$300,000 over the next 3 years from **RBC Foundation's** Future Launch initiative to support the new Melville Business Strategy Internship Program at KPU.

Boldfish Video Productions Inc. celebrates their 17th business anniversary, as well as winning a **Ragan Award** for their work on Opportunity International USA's Virtual Insight Trip to Colombia.

The **Downtown Surrey Business Improvement Association** welcomes **Shirley Samujh-Dayal** as the new Chair of their Board of Directors.

Surrey Pride Festival 2022 takes place this year at Central City Plaza on June 25 from 4:00 pm – 9:00 pm.

CN is recognized for leadership in corporate governance, ranking first in the **Globe & Mail's** Report on Business' annual comprehensive assessment of 220 S&P/TSX Composite Index Members.

CN announced the appointment of **Tracy Robinson** as President and CEO.

The **City of Surrey** was named one of Canada's Most Admired™ Corporate Cultures in 2021.

InBC Investment Corp. announces **Jill Eathly** as the CEO and **Leah Nguyen** as Chief Investment Officer.

The **Surrey Board of Trade** learned that our member **Eamonn Percy** passed away recently. Eamonn was a business advisor, former CEO of Surrey's Powertech Labs and a true advocate for Surrey's business community.

Rowena Rizzotti of **The Health and Technology District** at the **Lark Group**, has been appointed to the Board of Directors of **LifeLabs**.

Liquid Avatar Technologies and **Ontario Convenience Stores Association** announced a successful pilot digital age-verification solution reaching over 8,000 retail locations.

Congratulations to **Helena Glackin**, **Surrey Board of Trade** International and Workforce Coordinator, on becoming a Canadian citizen.

Surrey Hospitals Foundation announced the successful completion of the **Jim Pattison Outpatient Care and Surgery Centre** 10th Anniversary Renewal campaign raising \$4 million, with **Mr. Jim Pattison** matching this with a gift of \$4 million, for a total of \$8 million raised.

Surrey Hospitals Foundation calls on Surrey's business community to participate in the Stand Up for Youth Mental Health event at Surrey's Crescent Beach. Surrey is home to more children and teens than any other Western Canadian city and our aged facilities housing our youth mental health programs are in urgent need of upgrades. Help them reach their fundraising goal of \$200,000 by participating in the paddle board challenge by registering a team for \$2,500.

After 32 years with the **City of Surrey**, **Liane Davison** retired. Liane is a well-known and respected cultural sector leader, a champion for all things arts, culture and heritage.

Tera Terra Helping Hands Society teamed up with **Kirpa Collective**, **Ik Sansar Foundation**, and **West Coast Pilot Club**, to distribute food and essentials throughout British Columbia's devastated flood areas. They have been successful in raising close to \$60,000 with an additional \$110,000 committed.

Congratulations to the **2022 HAVAN Awards** finalists from Surrey: **Clay Construction**, **Forge Properties**, **Form Creative**, **Essence Properties**, **Zenterra Developments** and **My House Design/Build Team Ltd**.

Congratulations to **Orange Oranges Technologies** on their new location and their new business called **Fleetwood Robotics** at 206 - 15957 84 Avenue.



We're in your neighbourhood.

Our lawyers provide innovative business and dispute resolution strategies to deliver the results you require.

Fasken is your legal team.

Surrey | 13401 - 108th Ave.
Vancouver | 550 Burrard St.

+1 604 631 3131

FASKEN
Law Firm

> fasken.com



Economic Outlook

The New Economy

With the Scotiabank's Senior Economist Marc Desormeaux

REGISTER AT [BUSINESSINSURREY.COM](https://businessinsurrey.com) >

June 7 | 11:30am - 1:30pm | Sheraton Guildford



TOWARDS A BETTER FUTURE

SFU SURREY LEADS THE WAY

FRIDAY, JUNE 17
11:30 AM - 1:30 PM
SHERATON GUILDFORD

Register: businessinsurrey.com

SUPPORTING SPONSOR



COMMUNITY SPONSORS



UPCOMING EVENTS

Scan the code using the camera on your phone to access our digital events calendar.







SURREY BUSINESS NEWS

SPRING ISSUE 2022
The official newspaper of the Surrey Board of Trade.

No portion of this publication may be reproduced in whole or part without the permission of the Surrey Board of Trade.

Publishers / Editors
Anita Patil Huberman
anita@businessinsurrey.com

Heather Booth
heather@businessinsurrey.com

Advertising
SW Media Group
604.507.8009
info@swmediagroup.ca

Delivery issues
info@swmediagroup.ca

Office
Tel: 604.581.7130
Fax: 604.588.7549
info@businessinsurrey.com
businessinsurrey.com
#101, 14439 104 Avenue
Surrey, BC. V3R 1M1, Canada

 @SBofT

 facebook.com/SurreyBoardofTrade

 instagram.com/sboft


SW MEDIA GROUP
www.swmediagroup.ca

