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Mukesh Gupta, TATA Group

INTERNATIONAL TRADE AND SURREY EXPORT AWARDS - MAY 13, 2010
SHERATON VANCOUVER GUILDFORD HOTEL
FOR MORE EVENTS SEE PAGE 7 OR www.businessinsurrey.com

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According to Daniel Pink, we are shifting into a new age of commerce, learning and living. Developed nations are moving from an industrial world dominated by left-brain logical thinking to a right-brained intuitive world. There are three forces driving the Western World in this direction: the abundance of material goods, the vast pool of inexpensive labour in Asia, and automation in the workplace.

**CHRISTINE COMAFORD**
Renegade entrepreneur—and runaway success story—Christine Comaford has lived the kind of life most of us can only dream about. From model to monk to multi-millionaire, she has always gone after what she wanted—and gotten things done. She’s won, lost, worked, played, and every step of the way, she’s written her own rules and will share them with you.

**PETER SHEAHAN**
Peter Sheahan has spent a decade teaching businesses how to flip their thinking and find opportunity where others cannot. He believes that the real money gets made in the cracks, and that the opportunity for mind-blowing success is all around us. The problem is we get conditioned by our experience, blinded by our business models and conned by the popular media to believe success is a product of the economic conditions.

**JEFF RUBIN**
Jeff Rubin is a provocative speaker who brings unparalleled experience, insight and candour to his presentation. Whether speaking about the current economic climate or the impact of energy scarcity and rising oil prices on globalization, he paints a compelling picture of the future - exploring what the new global economy will look like and what it will mean for all of us.

**JOSEPH GRENNY**
An expert in topics ranging from influence and leadership to organizational change and effectiveness. Joseph has observed leaders struggle with poor performance, stalled change initiatives, low productivity, strained relationships, and general lack of results. His observations confirm that leaders who avoid talking honestly with the right people about the right issues can expect poor results.

**J.P. PAWLIV-FRY**
J.P. Pawliv-Fry is a highly sought after thought leader on the subject of Emotional Intelligence to increase leadership and performance. You will learn how EQ differentiates high performers from others in turbulent times. You will walk away with tools to outperform the competition during uncertainty.

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Funding Education and Our Economic Future

- Building a Sustainable Future for Surrey

Surrey is one of the fastest growing cities in North America and as we gear up over the next decade for a bright economic future as the province’s largest city, we need to be focused on feeding that growth with an appropriately skilled and educated resident population beginning now. It is well known that the greatest attraction to a city, business and industry, is a highly skilled and educated workforce. The financial and service limitations facing the population of school children, post secondary students for the trades or universities, as well as immigrants seeking to build a future, in Surrey are potential inhibitors for the local population to participate in the dramatic growth and development of this city.

According to Penny Priddy, Chair of the SBoT Social Policy Committee; “Failure to act on the rapid growth and development of this city, will significantly impede Surrey’s exciting economic potential.” A powerful statement, but an educated one, as Priddy has been knee-deep in this discussion for decades - as a school board trustee as well as a well-respected politician.

The funding of education in Surrey is indeed a hot topic and has been for decades, but with the rapid growth of the city it has come to the forefront. There are long and shorter-term student groups that the battle for funding affects: long-term being K-12 students and shorter-term the local university population and immigrant populations needing education to make a living in the area.

While the funding formula provides money for each qualifying student that enrolls in the District, and we have been allocated an additional $14 million, there remain significant downloaded costs for which we have not been funded,” explained Laurae McNally, Surrey School Trustee, on the K-12 situation.

“The Surrey School District has been growing rapidly for several decades and it has always been a struggle to protect the classroom and find sufficient resources for our student population. Operating funding has never kept up with our needs,” continued McNally. “While the Province has, for years, provided a “buffer” grant for declining districts, there has been nothing for those at the other end of the scale. The big challenge, frankly, since the 2005/6 school year, has been obtaining funding to build new schools and school additions. This is why we saw Hazelgrove Elementary open this past September with four portables already on site. It is also why we currently have seventeen portables on Fraser Heights Secondary School grounds.”

Geoff Dean of Kwantlen Polytechnic University’s Academic and Career Preparation Department, has spent over twenty years looking at the funding model for area post-secondary education and has attempted to highlight the issues to many local and provincial leaders in that time. Dean says the province currently gives Kwantlen dollars for only 10 students per 1,000 residents. Kwantlen does get fewer dollars per student, compared to the other regional universities, but that disparity is not particularly great. This small disparity pales in comparison to the way our region is shortchanged in the number of student spaces. Kwantlen is funded for only half the number of students relative to our region’s population, in comparison to the number the rest of BC gets, relative to the population in the rest of BC: the province gives Kwantlen dollars for 10 students per 1,000 residents of our region, while the rest of the province’s regional post-secondaries get an average of 20 students per thousand. Having an SFU campus in our region helps a small bit, but it doesn’t come close to really closing the gap - and if you do add SFU-Surrey in, you should also add UBC to Vancouver’s count, UVic’s

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How can you effectively manage employees’ reactions to change?

With the Olympics now over, it is time to focus on your business. The economy is still changing. Decisions need to be made not only on product or service, but also on management style, technology, and diversification of roles. The future remains uncertain as always, but the key to success is how we react to announcements of change. Since each person reacts differently, it is important to take individual perceptions into account before embarking on change. Here are some tips:

Question: Why is this happening?
How to tell your employees: Specify the goals and rationale for the change.

Question: Do we have to make this change?
How to tell your employees: Explain the importance of the change from the company’s point of view and from the perspective of the individual employees.

Question: How will it affect my job?
How to tell your employees: Explain the short, medium and long-term impact on daily activities.

Question: What is expected of me?
How to tell your employees: Clarify each individual’s role and responsibilities in the process.

Question: Will I get help in learning my new duties?
How to tell your employees: Specify the resources and equipment available for training, etc.

Question: How much time do we have to make the change?
How to tell your employees: Provide specific dates for the transition stages.

*Source: PosactionPlus

Surrey Board of Trade Gives to Surrey Food Bank

The Surrey Board of Trade’s initiative to ‘Paint Surrey Red’, encouraged residents to be ‘Proudly Canadian’, in the months of February and March. The campaign included selling Canadian National Pride Bracelets with proceeds going to the Surrey Food Bank. The Surrey Food Bank will receive a cheque for $615.00 at the April 9th Canadian Taxpayers Federation Breakfast, hosted by the Surrey Board of Trade. “The Canadian Spirit for the Games and supporting a local charity was an innovative concept. We’re proud to give back to the community in this way”, says Anita Huberman, CEO, Surrey Board of Trade.

Invitation

SURREY BOARD of TRADE

Find out how membership in the Surrey Board of Trade opens doors to new business opportunities, locally and internationally! Be a part of Surrey’s business voice at all levels of government.

The Surrey Board of Trade (SBOT) invites Surrey businesses to attend the Wednesday, April 14th Member Orientation, as our guest, from 4-5pm at the SBOT Conference Room (#101, 14439-104 Avenue, Surrey BC) to learn about how the Surrey Board of Trade can help your business. Or you are welcome to attend the Thursday, May 6th Breakfast in the City, as our guest, at the Sheraton Vancouver Guildford Hotel (15269-104 Avenue, Surrey) from 7:30-9:30am.

Register online at www.businessinsurrey.com or call Heather at 604.581.7130.

A taste of why joining the Surrey Board of Trade can help you…..

Our Group Insurance Plan is better than others because we pool your claims with other Chamber/Board of Trade participants across Canada. Pooling gives you a financial buffer, a practical way of keeping premiums stable, even if your firm’s claims fluctuate. With pooling, premiums for some Chambers Plan fluctuate. With pooling, premiums for some Chambers Plan fluctuates.

Not a member yet? Want to join now? Contact the Surrey Board of Trade at 604.581.7130 or go online at www.businessinsurrey.com
The Surrey Board of Trade wins Gold for Advocacy. Since the formation of the Board it has either backed or promoted ideas and concepts that boost the growth as well as the safety of the people and businesses of Surrey. However, once in a while an issue surfaces that scores a hit by not only benefiting Surrey but also enhances the lives of all Canadians from coast to coast to coast.

One such home run is that, thanks to the Surrey Board of Trade, there is now a federal law that has been used to arrest and charge a number of people across Canada for indictable offenses involving identity theft and related charges.

This law came about because of the submission originally drafted by George Greenwood which after working with Ray Hudson of the Surrey Board of Trade became the resolution called “Preventing and Effectively Punishing Identity Theft”.

Like many of our Canadian Olympians have said, if you stand up for what you believe, the results you seek will eventually come through.

George Greenwood is a member of the Surrey Board of Trade’s Crime and Justice Team, as well as being an author, speaker and identity abuse prevention advocate. His company is Canadian Identity Resources Inc.
In recognition of the spirit of the 2010 Olympic Games, the Surrey Board of Trade kicked off the celebration with a contest for members, to "Paint the Town Red." At the contest deadline, a blue ribbon panel including SBOT CEO, Anita Huberman, Board Directors, Mary Jane Stenberg and Jeff Richards, and Bis Editor, Ray Hudson set out to judge the many excellent entries from all around Surrey.

"The level of spirit we've seen to celebrate the Olympics in some way is truly overwhelming," said CEO Huberman. "There was such a spirit of fun. It was wonderful seeing the contestants efforts," said Stenberg. "We congratulate all who entered," said Richards. "The contribution to the games spirit and the overall feeling of patriotism, often a very limited commodity, was terrific." 

The winners of the competition are:

**Gold Medal** - Business: Xcalibur Bowling & Entertainment Ltd.

**Gold Medal** - Service: Laurel Place

**Silver Medal** - Business: Langley Chrysler

**Bronze Medal** - Business: HY Engineering Ltd.

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"We painted the town RED" do for the morale of your staff?

It was huge. Every day people were working together. They were cutting and pasting and doing things they probably didn't want to do, but everybody was doing it. That still hasn't died down yet. Every day they are sending me messages: did they tell us yet? So when we found out we had won, I put it on Facebook. Well, not even 5 minutes later, I had 30 messages from customers, staff members, everybody, people from the Island, people from all over the place saying "way to go Xcalibur" and celebrating. Now we're just trying to find a way to celebrate with our staff. We're thinking about some prizes and things to tell them how much we appreciate what they've done.
Mark Your Calendar:

SURREY BOARD OF TRADE TOUR OF INDUSTRY
This half-day industry tour will offer a view of Surrey's vibrant business community, showcasing 3 Surrey businesses.
Date: Friday, April 30, 2010; 7:30am-1:30pm
Location: Embark from the Surrey Board of Trade (14439 104th Ave., Surrey)
Admission (plus GST): Members $30.00/ea; Non-members $50.00.

INTERNATIONAL TRADE AND SURREY EXPORT AWARDS
Help recognize outstanding export achievement in Surrey. Featured speakers include Mukesh Gupta, TATA Group.
Date: May 13, 2010, International Trade Show 5:30-7:00pm;
Dinner Program 7:00-9:30pm
Location: Sheraton Vancouver Guildford Hotel (15269 104 Ave, Surrey)
Admission (plus GST): $65.00; Table of 8 $500.00

2010 LET’S TALK EXPORTS
The Surrey Board of Trade and Export Development Canada bring you the most up-to-date information available on the global economy and how it impacts your business. Featuring Peter Hall, Vice-President & Chief Economist, EDC
Date: May 19, 2010; 7:30-9:30am
Location: Eaglequest Golf Course (7778 152 St. Surrey)
Admission (plus GST): Members $30.00/ea; Member table of 6 $180;
Non-members $50.00/ea; Non-member table of 6 $300

CANADIAN CHAMBER OF COMMERCE LUNCHEON
Hear from The Honourable Perrin Beatty, President and Chief Executive Officer of the Canadian Chamber of Commerce.
Date: May 26, 2010; 11:30am-1:30pm
Location: Eaglequest Golf Course (7778 152 St. Surrey)
Admission (plus GST): Member $35.00/ea; Member table of 6 $210.00;
Non-member $50.00/ea; Non-member table of 6 $300.00

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- Cancer
- Multiple Sclerosis
- Many other conditions

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- Repairs Damaged Tissue
- Clears Cellulite
- Strengthens and Boosts Immune Response
- Improves Skin

Ion Cleanse Detox. Footbath
Today we are exposed to the greatest toxic load in the history of our planet. Detoxifying the body periodically is essential to maintain good health and avoid disease. With the vast array of pesticides, herbicides, colorings, additives, preservatives, and chemicals that pervade our water, air and food, the body can become bombarded and overloaded with these toxic substances. Toxins and chemicals get stored in the body’s joints, organs, arteries, and tissues, disrupting their function and creating an environment for disease, allergies and immune system breakdowns.
The Ion Cleanse at O,Plus provides a thorough and efficient way to detoxify the body of these wastes, in combination with a healthy lifestyle, this can help to maintain high energy levels and long term wellness. Just a few of the reported benefits from the Ion cleanse include:

- Removes unwanted toxins
- Improves function of the organ systems
- Balances pH levels & eliminates acid wastes
- Neutralizes free radicals
- Decreases pain
- Increases energy levels

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Games good for Surrey Business

The 2010 Olympics and Paralympics are now history (what a history) and it’s a good time to take a look at what direct benefit were received by Surrey Board of Trade members from, or as a result of the games.

Dennis Martini of Yellow Fence tells us that fences were utilized for Games Villages and activities

Salvation Army’s Russ Holland said his organization was helping to “take the edge off the crowd” at crowded TransLink and VANOC locations. Volunteers utilized special beverage-dispensing backpacks, supported by Salvation Army mobile kitchens, to serve over 600,000 beverages to the public, as they waited to use transit at busy stations, or at bus depots transporting spectators to events. Volunteers were from all over the world, drawing participants largely from local church congregations (through the More Than Gold organization), but also from as far away the southern American states, Norway and Great Britain

Terry Beson of Adtek Signs reported providing signs to the Games

Rick Fijal of FastSigns reported about $20,000 in ancillary business as a result of the Olympics

Brian Young of the Surrey Golf Club reported hosting a few athletes and team members during the Olympics and made many connections for the future

From Ervin Dosdall of Invision Creative: “My creative firm has done work preparing maps and handbooks for TransLink for the Olympics. We produced several pieces for the public and volunteers to assist visitors with getting around the city, as well as a newsletter for the 2010 Commerce Centre, for over a year.”

From Brenda Snider, Quadra – Tec: we completed the flag poles and tap boards (DAE Vancouver) for the opening and closing ceremonies, full LED signage contract for Forum Sports Bar on Granville Street and LED lighting of the Tent for Club Zone in Yaletown.

Ted Daigle of Integrity Floors said they received one re-finishing of an existing floor at an Olympic venue

David Penn, Bear Creek Park Train reports: “We did get some train riders from out of town during the Olympics”

Strait Express Tom Pratt: We were an accredited carrier for Pacific Overseas Forwarding Inc. and moved goods from all sites in and around the Olympic Games

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Golden laurels to Laurel Place

Gold (Service) “Paint the Town Red” Winners

Karen: One of my staff took a number of copies of the Now newspaper front page proclaiming “Paint the Town Red” and put them all over the windows to the entrance. When a staff member told us about the contest, I went downtown as groups of staff, because they got so connected to being Canadian.

So this was a real motivator, beyond what you expected?

Karen: Oh, it was huge. I couldn’t believe the spinoff. We had staff across departments, the departments of scheduling, laundry and nursing all went downtown together, all dressed in red and party’d. It was a huge spinoff.

So, what did that do for the morale of the residents?

Karen: It gives them something to talk about for the next year. They were so proud to feel Canadian, and they started talking about where they were from. People talked about coming from the prairies and how they use to do things with the flag. It was wonderful reminiscing.

What’s your next project?

Shannon: Well, we’re always working on something six months ahead of time. Yesterday we had dancers here. We had an Irish meal at mealtime. We had our dance in the afternoon with an entertainer. There is always something. This weekend we’re doing flower arranging, because it’s the first weekend of spring on Saturday. The residents picked up flowers for that.

Karen: Vaisakhi is a big one here too. A group goes to the parade, we decorate and we have pot lucks for the staff where they bring stuff in. It’s a really good time.

We’ve been open now for two years and because our anniversary is the fifth May, we celebrate Cinco de mayo. We dress up, and Shannon plans a big barbeque and we dance. It’s just wonderful.

Congratulations again, and thanks for participating.

Surrey Board of Trade member Laurel Place, a residential care facility located across from Surrey Memorial Hospital caught the Olympic Spirit and decided to Paint Their Town Red. The result, judged by SBOT CEO, Anita Huberman, Board Directors, Mary Jane Stenberg and Jeff Richards, and BIS Editor, Ray Hudson, was a special Gold Medal Service Award for the special effort of both the staff and residents.

Executive Director, Karen Bailey, and Sharon Toop, Director of Therapeutic Recreation, spoke with BIS Editor Ray Hudson

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Congratulations again, and thanks for participating.

Cash May Be King Again

The value of the Canadian dollar against the U.S. is critical to business. A lower dollar is good for export while a higher dollar makes imports more attractive. Recently the Canadian Loonie has been hovering around par with the U.S. dollar. Editor Ray Hudson spoke with Michael Levy and asked if this is this an indicator of a strengthening Canadian economy?

Our economy is good, and relative to the US the answer is, we are doing very, very well. Their economy is still on the ropes and ours is recovering. Even if Gross Domestic Product (GDP) numbers look similar to ours, their GDP numbers are building inventory, while our GDP numbers are actually consumers in the market buying that inventory. RBC and the Bank of Montreal have revised their GDP figures upwards significantly because of recent economic activity. That obviously has helped our Canadian dollar, although I think it went up a little too far, too fast. We’re going to see some sort of correction here, and it could be a significant one. Generally with the economy doing what it’s doing, relative to the U.S. and world wide, there’s a lot of money coming into Canada to invest here. That’s what’s driving our dollar.

How do we stand in respect to the economies of Europe and Asia?

Europe is worse off than the U.S. It’s not showing it now, but in the long run the U.S. will come out of this, while Europe is not coming out of this in the same shape it’s in now. I question the Euro and it’s viability. The PIGS countries, Portugal, Italy, Ireland, Greece and Spain, have very serious economic problems, and I’m now reading that the Netherlands and France have debt problems as well. I’m concerned that malaise will spread to Great Britain, which has massive problems in both real estate and banking. I think Europe is in very tough shape right now.

Asia is in the best shape right now. I’m very impressed with what’s going on in China. They are building internal demand significantly, so as not to rely entirely on exports all the time. Because the U.S. is now a soft export partner, they’re not buying what they were before. It’s paramount that China produce for their own economy. They’re doing that, as well as producing for export to other parts of the world.

If I had to put them on a scale, I’d say Asia is better off than the U.S., and I’d say Europe’s at the bottom.

The U.S. has been strongly pressuring China to revalue its currency. China has been resisting just as strongly. What is likely to be the outcome of this?

I think it’s a more deeply rooted political problem. I don’t think it’s their currency. I think it’s because the U.S. foreign policy is an unmitigated disaster. They’re striking out anywhere they can so that Obama can make some points, and he’s not very good at it. Besides China, they have a problem with Israel. They have a problem with Iran, they have a problem with Russia. It just seems to go on and on.
Surrey Board of Trade Position on Transit

- Speaking to the South Fraser Rapid Transit Stakeholder Meetings

There is a transit deficit for communities south of the Fraser (Surrey, Langley, White Rock and Delta). Despite having to pay a variety of property and gas taxes to fund TransLink, this region, along with those of the northeast are greatly disadvantaged compared to those services enjoyed by the people of Vancouver, Burnaby and New Westminster. As the population of the south Fraser continues to explode, and is acknowledged to overtake the population of Vancouver, the economic and social problems arising from the lack of services and even planning for services for this area are exacerbated.

There seems to be an attitude, fuelled by influences from the transit rich downtown core, that nobody needs to drive, and those that do are simply being difficult about parking their vehicles and taking transit. To enforce that perspective there are policy proposals that would penalize those in Metro Vancouver who drive vehicles. This does and will continue to heavily impact the South Fraser, as there simply isn’t any alternative to a neutral office. Transit, for most purposes, does not exist here, and where it does, is substantially inadequate.

There appears to remain, a substantial belief that the region still functions on a hub and spoke system: that all travel is to and from the suburbs to the downtown core of Vancouver. This is no longer true. While a substantial number of people still work in the “downtown” core:

40% of the traffic that crosses the Port Mann bridge goes to the Tri-cities and east toward the Golden Ears catchment area.

80% of the trips taken in the south Fraser region are within that region.

The former CEO of TransLink, Tom Prendergast, said that in order to be accepted, the utility had been perceived as being fair. It is time to hold the corporation to that standard. This applies particularly with respect to the use of any resources for the development of the so-called UBC Line, downtown streetcars or anything other than maintaining the system that exists there now. It is time to apprehend any further transit expansion/improvement downtown until there is equitable transit development to serve the rest of the region.

The Surrey Board of Trade supports, along with current development projects in the area, the following projects:

- Build Evergreen Line, while developing the transit plan for the south Fraser
- Expand capacity on the Expo SkyTrain line using longer (six car) or more frequent trains
- Develop rapid transit services on King George Blvd, Fraser Highway from King George to Willowbrook, 104th between Downtown Surrey and Guildford and 200th Ave from Willowbrook to Willlowby
- Modernize the former Interurban line for Community Rail across the south Fraser
- Plan, resource and implement a major increase in the number of buses and substantially increase the frequency of services as well as routes to service more of the population
- Relocate a substantial part of TransLink administration from Metrotown to a second centre in Surrey to ensure TransLink staff have a greater understanding of the region

Members are encouraged to voice their concerns about the Transit and Transportation deficits in Surrey and the South Fraser region by writing to the Editor, Business In Surrey, at ray@businessinsurrey.com and by participating in our Transportation & Infrastructure Team. Please call for information 604.581.7130

LEVY cont. from previous page

and they don’t seem to be able to solve any of them. It’s like a child having the tantrum and just lashing out at anybody that would be vulnerable to improve both Obama’s, and his party’s position politically. I don’t normally go down the political road, but that’s how I see it.

Nevertheless, China is locked to the U.S. dollar so their exports will go to the U.S. But if the U.S. dollar falls, and China has to start cutting their profit margin, there will be a time when they will disentangle from the U.S. dollar because it’s doing them no good. The lower the U.S. dollar goes, the lower the Yuan goes.

The general public believes that the Chinese have huge margins on everything that they produce because of the lower wages and low cost factories. But they’re cutting into their profit levels significantly and this will become a greater problem for them if they remain pegged to the U.S. dollar.

To complicate the American economy further, the Senate just voted to institute Obama’s healthcare plan. Estimates place the cost of that at $1 trillion. What will be the impact of that?

The Congressional Budget Office (CBO), which by the way is a neutral office, and is not run by congress, has said that years down the road, it would probably end up saving the U.S. money. But the variables there are so difficult that the costs might go up exponentially compared to what the CBO is forecasting.

That would wreak havoc with the U.S. deficit and debt. I’m in the camp that believes this is going to cost them a lot more than what they are budgeting for. Politically, and for the health care of citizens, I don’t blame them for wanting more of a universal health care system to include those who have been left out, but I question how they’ve done it, and what the payoffs and the earmarks had to be. This certainly doesn’t look anything like the original bill. I think this is going to be a huge pill to swallow, one they won’t be able to.

Back to the daily economy, what do we need to be watching over the next month?

We’ve got to watch the U.S. dollar. People don’t understand why the U.S. dollar can go up in value, even when the U.S. economy or stock markets or deficit are all on a negative basis. It’s because the U.S. is a safe haven in the world. It always has been and for the foreseeable future will be. It is the world’s reserve currency. Every commodity, every currency trades against the U.S. dollar because the U.S. will never default on any kind of debt instruments they issue. So when there is economic calamity or catastrophe in the world, money flows to the U.S. where it’s parked in U.S. dollars. Nobody worries about getting their money back. Is it going to be worth the same? I don’t know. If the U.S. dollar declines, and you’ve bought them with Euros, you’ll get fewer of them back. The fact is though, you’re going to get them back. So that said, we could see the U.S. dollar go up, other currencies go down even though the pinning of economic growth may contradict the logic of money going into the U.S. dollar, it’s still seen as the safe haven. Gold isn’t, the Canadian dollar’s not, the Euro’s not. They don’t have the float to handle all comers, which is what a reserve currency has. So look for the U.S. dollar to get stronger even though the fundamentals don’t support it, look for a turn-down in the gold markets starting in May. Even earlier than that, look for stock markets to start to give back some of the significant moves up. A key word here is caution, and when we get into the spring and summer, cash may turn out to be king again.
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to Victoria’s, etc., and then the disparity is even greater."

In Surrey City Centre, a major impetus behind its residential and commercial upswing has been the creation of a new campus for SFU Surrey. The addition of 2,500 Full-Time Equivalent student spaces and over 30 new undergraduate and graduate degree options has been a capacity boost in the South Fraser. However, despite being at full capacity for over two years, no progress has been made on a 2006 memorandum of understanding to expand to 5,000 Full-Time Equivalent spaces by 2015.

Joanne Curry, Executive Director of SFU Surrey, comments that “We fully understand that the recent economic recession has had a devastating impact on provincial finances, but we are ready to continue plans and partnerships to contribute to a well-trained workforce in strategic sectors, such as clean energy and health. As the South Fraser’s only research university, we also will expand our research and development capacity to bear on social issues and economic opportunities. Investment in universities, is an investment in the future of not only Surrey but the Province of BC. As a point of reference, right now, Surrey has one-half the number of residents with university degrees compared to Vancouver.”

From the government’s perspective, Liberal MLA for Surrey-Tynehead, Dave Hayer said, “This government is committed to Surrey students. Per pupil funding is anticipated to be $7,780 per student next year—a 36% increase over 2001 levels, while Surrey’s enrollment has only increased by 8,900 (or 15%) students during that time. Total funding for the district is expected to be $14.5 million higher than this year’s funding. We still face global economic challenges and declining revenues but our government has made education a priority. With the other increase in education funding recently announced in Budget 2010, the Surrey School District is estimated to receive more than half a billion dollars in operating funding in 2010/11, a 56% increase since 2000/01.”

Hayer went on to say that the government has made education a priority and has demonstrated their commitment. “School districts will be receiving a record $4.6 billion next year in their operating grants; teachers will receive their salary increases, a commitment of $54 million; an investment of $110 million for the annual facility grants; and, in the 2010 Budget, we announced full-day kindergarten starting for half of our students next fall — another $58 million going to school boards. I have personally met with Surrey school teachers, trustees and principals to hear their concerns and our government will work with them to ensure we make the right decisions moving forward for all our students,” Hayer added.

Minister of Education, Margaret MacDiarmid agreed with her colleague’s comments. “He (Hayer) made it very clear that the investment is being made in Surrey as they have the population increases - and funding has increased. Programs like full-day kindergarten are being viewed very positively.”

“The challenge for everyone is to develop new courses and programs that might be needed,” explained Dean. "There are several significant and negative impacts [to the economy]. The most obvious is the income levels of people in the region. If people aren’t able to access higher levels of education, they’ll have less money to spend, which holds back the income for the area’s businesses, and can impact the attractiveness of Surrey for businesses looking to locate here. There is also an impact on health costs, crime levels and the resulting costs, homelessness and its lower levels of people’s kids education because the parents aren’t as well educated. These effects are all large.”

The Surrey Board of Trade, the foremost business association in the city, views the shortfalls with serious concern. "I think we need to provide funding for Surrey School District’s early childhood and immigrant student programs at the same rate at which it funds those same programs in Vancouver," said Anita Huberman, CEO. "We know that the majority of new immigrants to BC choose Surrey as the place to live. Approximately 40% of Surrey’s population is of immigrant origin. Better funding will help adequately and proactively address what will be ‘Tomorrow’s Workplace.’ That is, with the baby boomer generation exiting the workforce, it is a fact that current Canadian population levels will not be enough to serve existing businesses. For our businesses to survive not only locally but in our new global reality, focused resources towards our immigrant population needs to happen.”

"When funding slips for education, our youth don’t get the programs and services they need to build their future,” added Huberman. "That includes sports, teaching support, classrooms, career support, arts etc. – that will allow them to be the well-rounded successful individuals they need to be as contributing members to our economic development equation. Employers need employees who have essential skills – math, reading, writing – and I mean more than just basic math or reading comprehension levels.”

The government is spending on education as Hayer explained, but if it does not address both the systemic and operational shortfalls in Surrey, the problem will not resolve and there will be a significant impact on the local economy over time.

“What can be done? Hold off on increasing UBC’s budget for a few years, and put that money into Kwantlen (that’s what the state of California did when they established their community college system - they froze budgets at UC Berkeley etc for about 8 years),” explained Dean. “What has been done? Nothing, so far as I know. Our funding has kept up with our region’s population growth, but it hasn’t increased to

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Congratulations

Melissa Bailey, President and Founder of BASE Investment Corp has been appointed to the Board of the Downtown Surrey Business Improvement Association (DSBIA). The 11 year old BASE Investment Corp locates businesses across North America for buyers and has a stable of private investors. Melissa Bailey is a private investor. She hopes to use her expertise in approach strengths, strong background in sales and marketing, and diversified contact list to attract businesses, industry and events to the area. More info: www.baseinvestmentcorp.com; 604.585.2276; www.downtownsurreybia.com.

PaigeKennedy, wellknown and wellliked Dis- trict Manager, Business Development and Enterprise Centre in Surrey for BCC, has been promoted to the position of Regional Director, Disbursements at their head office in Vancouver. She has been very active with the Board of Trade, particularly on the Business Excellence and Industry Teams. We wish her the best of luck in her new position. She will be missed at the SBOT. More info: 604.586.2416.

Brenda Steele of MaryKay Cosmetics has been honored with her company’s diamond 30-year service pin this February. Congratulations Brenda! More info: 604.574.8999; www.marykay.ca/bsteele.

Brad Olsen has been promoted to Hardware Manager at IRLY Distibutors. Brad will oversee the procurement of hardware goods in order to supply dealers with the right programs; keeping close control of inventory, pricing, margins and turns. Brad has worked as IRLY’s language or hone their skills. More info: 604.574.8999; www.marykay.ca/bsteele.

Allegre Print and Imaging has announced the grand opening of their new, larger facility with enhanced services and increased efficiencies. They can now be found at 101-7889 132 St. Surrey, 604.590.4405; Allegrasurrey.com.

In December, 2009, Analytic Systems acquired all the shares of Metal Action Machining Ltd of Coquitlam, BC. Mark Ergteiwks the General Manager has been retained to maintain cohesion with current customers and operations. The Metal Action multi-axis CNC milling machines were moved to Analytic Systems Surrey, CNC facility and the whole division has been renamed Metal Action Machining Ltd, Division of Analytic Systems Wize (1993) Ltd. More info: Darmetalactionca.com; www.analyticsystems.ca.

The Arts Council of Surrey, Guildford Town Centre and the Surrey Art Teachers Association partner each year to present the Surrey Secondary School Art Exhibit. Over 125 excellent visual artworks in seven categories will be displayed at the mall from April 26- May 9. The public is invited to view and appreciate the creativity of Surrey youth. For more info, call K.C. Gilroy at 604.585.2787.


The Burns Bog Conservation Society’s Pilgrimage to Burns Bog starts at 640 Chester Road, Annacis Island, Delta (Quinn’s), Sunday, April 25, 2010, 1:30 pm and arrives at the Great Pacific Forum 3 pm. There are displays in the Delta Nature Reserve from 2 pm, if you don’t want to walk with the Alex Fraser Bridge. Special Guests will be there to inform and entertain, and trees will be for sale at $10 each to help reduce your carbon footprint. Details of the event. More info: www.burnsbog.org/events/604.572.0373.

The Burns Bog Conservation Society has rescheduled its gala to Friday, September 24, 2010, at the Eaglequest Golf Course, Doors open 6 pm Dinner, 7pm, Guest speaker will be internationally renowned ultra-marathoner Rodd Winter. More info: 604.817.2817; surreybog.org.

The 3rd Annual Vaisakhi Gala will be held on April 18, 2010 at the Bombay Banquet Hall (7475 135 St. Surrey). The ever-popular event includes fine food, entertainment, exhibits, and the B.C. Satsang Aawad to honor individuals and groups that selflessly serve the community. More info: www.vaisakhi.ca; info@vaisakhi.ca.

Support their mission to help those in need, the Surrey Hospice Society will be holding a Walk of Remembrance and Dove Release fundraising event on Saturday, May 8th 2010 in Bear Creek Park. Register at the Sunrise Pavilion at 9am, dove release at 9:45am and Walk of Remembrance through the park at 10:15am, 10:00 Registration and $100.00 minimum in pledges to release a Dove. More info: www.surreyhospice.org.

The Surrey Board of Trade working to solve a business need, have also, for the past four years, been presenting this issue to the BC Ministry of Finance in their pre-budget consultations.

Surrey needs to be prepared for tomorrow’s economy – continued population growth, expansion of business and industry, outside investment. The city needs to have a well-educated population that can address the demands that will come from this growth (and baby boomer retirement). It needs to attract business to the city with a strong workforce made up of college and university students from local institutions, and educated immigrant populations who may just need the help to learn the language or hone their skills. They’re holding two events: Meet local senior business and HR leaders at the 2010 “Wine and Big Cheese” event on Wednesday, May 26 at the Sheraton Georgia. To register: http://bit.ly/dgCco; Promote your HR services, products and solutions at the 2010 HR Services Vendor Showcase on June 15, 2010 at the Cascades Convention Centre in Langley. Register: http://bit.ly/9P6Pw. More info: Debra Finlayson 604.531.5655.

GLEN STONE

A memorial service was held on April 3rd, 2010 for Surrey Board of Trade member Glyn Stone (KevDur Consulting), at Sunrise Full Gospel Church in Surrey. Glyn passed away due to pancreatic cancer. In lieu of flowers, the family asks that donations be made to the Bog: Ray’s Awareness Run, www.burnsbog.org/events/; your carbon footprint. This is a free event. More info: 604.455.5400; 800.661.4673; sales@allaegra.com.

More info: www.allegra.com; indra@businessinsurrey.com.

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More info: www.allegra.com; indra@businessinsurrey.com.
We see a balance sheet for the planet.

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