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SURREY BUSINESS EXCELLENCE AWARDS GALA
NOVEMBER 4, 2010; 6PM - 10PM

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The brightest light in development and growth in the province is in its second largest city, Surrey. This is a very exciting time for real estate in Surrey. While Vancouver quickly runs out of every available inch of land, Surrey is using their employment lands wisely and creating opportunity.

"The City is committed to the downtown core; building the library, construction of the new City Hall and other big projects," said Surrey Development Corporation's CEO Jim Cox. "You have Campbell Heights which is a big project - the City's goal is to create employment land and attract jobs to Surrey."

The ambitious plans by the City around creating a downtown core and other major projects such as the RCMP's E-Division and the expansion of the hospital open up opportunity for business in those areas. Despite the tough economy Surrey has not abandoned these plans.

"We are coordinating the building of a new City Hall, we have a master plan of the new civic centre and how it will evolve, the new library is under construction, the arenas are being redeveloped," explained Cox. "The market is soft so we have to be realistic - city building takes time."

There are also major business park developments underway such as Campbell Heights that takes large masses of land and creates plenty of warehouse and business space for expanding local businesses or outside companies coming into the city. According to Cox, phase one of Campbell Heights is underway. "As demand warrants over the next decade we will build through it. Again, the economy slowed things down but it continues to proceed. They all take time. The economy will turn around and it will take off."

Do all these super-sized City plans equate to investment in Surrey? Are businesses aware of the City’s bold construction schedules and what opportunities may come about from it?

"It’s interesting seeing the growing interest in Surrey and the City Centre," said Cox. "Concord Pacific is out here and so are other major developers. People in the development industry know what’s going on and are definitely looking for ways to participate. They realize it will be a long-term development opportunity."

Investors will need to feel secure that projects and plans around areas like the downtown core are coming together at a good pace for fears of buildings sitting half-filled or vacant as many building are in that area currently. There are one hundred and thirty acres of development land available for investors in the Surrey Centre alone - the question is how and when it will be filled?

"Yes, things are moving along well with over fifty projects going on within the boundaries of the City Centre," confirmed Mary Ann Smith, Senior Economic Development Officer for the City of Surrey. "If you look at the building of City Hall and the library you can see the City Centre is a pretty significant undertaking. There are still lots of opportunities for redevelopment and investment as well."

Smith added that the City is...
Surrey Board of Trade in Ottawa
- Canadian Chamber of Commerce

“85 years of Excellence” – so proclaimed the banner heading on the program for the 2010 Annual General Meeting of the Canadian Chamber of Commerce held in Ottawa/Gatineau September 25 to 28th. The Canadian Chamber of Commerce has come a long way from its founding in 1925 when 50 men from chambers and boards of trade across Canada gathered in Winnipeg. Their aim was to create a strong, unified and influential voice for Canadian business and establish a set of values from which policies would emerge to encourage economic growth and prosperity.

85 years later, we have 500 or so delegates attending the AGM, and the Canadian Chamber of Commerce has now grown to represent 192,000 businesses across Canada.

The AGM is still about discussing and agreeing on policies to put forward to the Federal Government to encourage economic growth and prosperity. Nowadays, those policies are sub-divided into categories such as Finance & Taxation, the Environment, Industry, International Affairs, Social Policy and Transport/Infrastructure.

There were 65 policy resolutions to debate. These emanated from the individual chambers and boards of trade across the country. The process starts with local chambers identifying any key issues and concerns that have national implications. These are narrowed down to two per chamber, which are then put forward for discussion at the provincial level.

There are many chambers that do not put forward any resolutions, but your Surrey Board of Trade normally submits two and did so again this year. One dealt with the privacy issues around hard drives on photocopiers – it is not widely known that photocopiers retain digital images that may contain sensitive information which can be stolen by unscrupulous parties when these copiers are sold or sent for scrap. SBOT recommended that Industry Canada work with industry to consider the security threat and how to avoid it through special ‘purge’ software.

The 2nd SBOT policy was submitted jointly with the Burnaby Board of Trade and Greater Victoria Chamber of Commerce. It related to the problems and costs of Homelessness which is estimated to cost Canadian taxpayers up to $6 billion annually. We called for a reallocation of federal funds to develop a plan to end Homelessness, which is a particular problem around the Lower Mainland and on Vancouver Island.

The provincial Chambers of Commerce receive these individual submissions from their regional offices and then organize province-wide discussion to bring about a consensus of opinion. This process results in modifications to the original policies to better reflect the overall feelings of the provincial units. Finally, the policy resolutions from all of the provinces are combined into one document and circulated to all chambers/boards of trade across Canada for review and discussion within each province prior to the AGM.

As a result of this process, the delegates arrive at the AGM with some familiarity with all the policy resolutions and armed with comments to bring forward at the AGM Policy Resolution Debate which stretches over 2 days. Each policy is discussed, voted on and must attract a two-thirds majority of voting delegates to become an official policy position of the Canadian Chamber movement. In order to get this majority, there is considerable debate over some of the policies to ensure that every province’s concerns are taken into account.

Most of the policy resolutions are approved, albeit with some amendments. These then become the Canadian Chamber’s policy objectives for the coming year. As President of the Canadian Chamber of Commerce, the Hon Perrin Beatty, together with his policy staff in Ottawa, then meets with the appropriate Ministers and their top officials to discuss our policy recommendations and to advocate for their adoption.

After 85 years of listening to us, the Government of the day has come to recognize and appreciate the critical role that the chambers of commerce and boards of trade across Canada have to play in bringing about a strong competitive, economic environment for the prosperity of all Canadians. Together, we are the voice of business in Canada and its most influential business organization.

Recession is not over, HST positive
Surrey Board of Trade Economic Survey – Fall 2010

In a Surrey Board of Trade survey to over 1500 businesses, 67% of the respondents indicated that the recession is not over. Within this, some noted that things are getting better, but slowly. Businesses are very cautious about making new acquisitions because they are not sure what the economic reality is going to be in the next quarter. Given that small and medium sized businesses (SMEs) are driving BC’s economy (over 85% of BC Businesses are SMEs), it is a telltale sign that owners are watching what’s happening south of the border and across global markets. In summary the following industries indicated that the recession is not over and that we are moving very slowly towards a positive economic upswing: accounting, manufacturing, automotive, banking, boating, retail, charity, education, health, recruitment, service, construction, hotel, real estate, legal, insurance. Well that seems to cover all the industries doesn’t it?

When business was asked about HST, most of the respondents indicated that it was positive for their business. These respondents indicated that there was a lot of misinformation about HST, and that more education is needed on its benefits to BC’s economy. 31% indicated that HST was negative for their business. Some of the industries that were not in favor of HST are real estate, food service, health, renovation, energy, retail. 64% indicated that it was positive for their business. These industries included accounting, agriculture, banking, engineering, dental, mergers/acquisitions, and software development. 5% indicated that it was too soon to tell whether the HST was positive or negative.

There were a number of responses to the survey on issues that business wants the Surrey Board of Trade to consider – a number of them will be going to our government advocacy teams in the areas of crime, transportation, finance/tax, international, social policy, environment, and industry. These teams address issues of relevance to business from the municipal level, to provincial, to federal, and to international.

Some of the issues that were of importance to business ranged from carbon tax, to the property transfer tax and other taxes in general; finding ways to grow the business market more effectively under the HST system, and providing more information about how this current tax system would help the real estate and the mortgage financing industry; minimum wage, skilled immigrant certification, gaming revenues to charity, traffic congestion in Surrey, reductions in health care, and many more.

Surrey Board of Trade creates support mechanism for business to deal with homelessness

The Surrey Board of Trade has re-launched the LINKLINE (604.589-LINK). Originally operated by the Newton Advocacy Group Society, the Surrey Board of Trade, with their support and sponsorship by Coast Capital Savings and the Now Newspaper, wants business to call 604.589-LINK.

This is a single phone line that business can phone and report seeing a homeless person at their location. A number of local agencies, community service organizations, and volunteers have agreed to be part of the outreach resources. The outreach workers will make contact with the business, if they so choose, and the homeless person, to help remedy the situation and co-ordinate access to services for the homeless.

Through 604.589-LINK, business is involved and is a part of the solution.
Surrey Business Leaders to go to India in April 2011

The Surrey Board of Trade Business Delegation to India from April 12-21, 2011 (for 10 days) to Delhi and Mumbai (including Agra and Jaipur) is for anyone wanting to do business in India or simply experience India. Surrey businesses that attend will be able to introduce themselves to on-the-ground business and industry connections in India. Business meetings/receptions will be set up in advance to departure and for those wanting simply a sightseeing/cultural option, this is also available.

New Delhi:
Mining, Automotive, Telecom, Infrastructure, Agriculture, Food
1. Mario Ste-Marie, Minister (Commercial) and Program Manager (India)
2. Arun Pandeya, President Indo Canadian Business Commerce and CEO of Air Canada – India Operations

Mumbai:
Wine, Iron, Steel, Textiles, Film, Finance, Pharma, Automotive

1. Bombay Chamber of Commerce
2. Indian Merchants Chamber of Commerce
3. Canada-India Business Council – BC Chapter

The Business and Cultural experience is priced at $2790 + tax per person and the Tourist/Cultural Experience is priced at $2190 + tax per person. Price includes airfare, accommodation, daily buffet breakfast, English speaking tour manager, luggage handling and airport transfers.

Information Sessions are scheduled for October 28, November 25 and January 20 – all at 6-7pm - in the Surrey Board of Trade Conference Room (#101, 14439-104 Avenue) or you can view trip itinerary details at www.businessinsurrey.com.

If you have any questions, please contact Anita Huberman, CEO of the Surrey Board of Trade at 604.581.7130 or at anita@businessinsurrey.com.
There’s a new player in the coffee market around Surrey. He’s Allan Klassen, a man who came up with the idea of combining coffee sales with fund-raising. It proved so successful that in 2006 he turned it into a business operating with the motto: Brew a cup, change the world.

Editor Ray Hudson spoke with him about ONEbean coffee.

We are a unique connection between businesses and non-profit organizations. We assist with fund raising, bringing cause marketing to the community. Essentially it’s a win-win for everyone involved in the process. Somebody gets a high quality product they’re going to buy anyway, and everyone involved benefits.

We market ‘fair trade coffee’ which ensures that small-scale growers, receive a fair price for their coffee, sustaining their businesses, and providing a decent standard of living for their families.

Of course we sell coffee, which is 100% certified organic, fair trade, swiss water decaf, rainforest alliance and shade grown Arabica with Kosher and Halal certification. We also sell 100% certified organic and fair trade loose bagged teas, chia concentrate, smoothie mixes, syrup, chocolate and water.

We provide coffee catering services for events and coffee services for offices, cafes and residences and we supply the related equipment, most of which have been designed with energy savings in mind.

And it’s by partnering with community organizations, we can “give back” or raise, more funds through the sale of these products and services. For some of the organizations we deal with, International Justice Mission, Mercy Ministries, BC Child Cancer Association, their corporate sponsors are usually just making donations, writing cheques. We’re offering them an avenue that doesn’t cost them anything. So they can give more, or sometimes not give at all, while still supporting these organizations through our coffee programs.

How does the price of your product compare with other coffee providers?

We’re competitive right across the board. In some cases, there are companies that are not using fair trade or organic, we will give them a value added product at the same cost, and take 10% of something as opposed to 100% of nothing.

We also get into a company’s cross marketing, where they will put ONEbean Coffee on their menu, tell them that they can purchase the coffee and support an organization that they are involved in and already supporting, and give them some information about fair trade.

We also help schools with fundraising. North Surrey just came on board, and their goal is to get 350 parents or 25% of the parents in the school to buy 2 bags of coffee a month and raise $42,000. So the parents are already buying the coffee, and the money can be used toward dry grad and such.

We have what’s called a counter pack, which is 20 one pound bags of coffee. Businesses like Big Kahuna Sports purchase one of these a month. They’re participating, and are sharing the revenue 50-50, half to the school and half to BC School Sports. That generates about $85.00 per counter pack to the organization. If you had 1500 students and each is responsible to find one business, it could be parents, an uncle or whatever, who joined the one a month counter pack program, that school would raise $1.86 million.

It’s phenomenal. So you see the potential and long-term opportunity. So we start with small and do a fundraising campaign, we’ll develop it, brand it, and put up a website for them so people can see what they are doing with the money. We like to be interactive with the consumers as well, so they can see the difference they are making. Our catch phrase is: What if every time you brewed a fresh up of coffee you could change the world.

What’s the breakdown between business and programs?

20% of it is coffee. There is a lot of good coffee out there, fair trade, organic etc. We’re not going to compete, we’re not spending a lot of our time on that part of it.

80% of what we do is our programs. Working with the charities, working with the businesses and bringing value to the community. That’s where our strength is. There’s nobody else that’s spending the time and resources we do into the community. We just spoke to company that’s opening up a café, and they heard about One Bean. They came and interviewed us. They also interviewed J Bean, Ethical Bean, all these companies and did the taste testing. They said you guys have all got great coffee, and normally that left a pretty easy decision for them to go with price, customer service and such. But, he said, you guys threw a wrench into the decision making and it’s gone from a 5 min decision to a 1 week decision, because we have to get the directors involved. What you are doing, is what we wanted to do in the community, so if we can partner with you, this is great. If you are already working with local schools and churches, this is exactly what we wanted to do.

So we send the people supporting the organizations to places like cafes and such for coffee. We’re actually sending them customers. They’re saying, this is incredible, what company does that? As well, you get a large fundraising organization, which is positive. What we do for the organizations, no coffee company is doing at all. You know, creating the artwork, setting up events, marketing and allowing businesses to choose where they want to invest their money as well.

The Surrey Board of Trade has engaged the ONEbean Coffee Service and is satisfied with both the service and the product. If you and your company would like to make a difference, you can get more information information at www.onebean.ca.

You too can brew a cup and change the world!

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Surrey Board of Trade and Kwantlen Polytechnic University bring Disney to Surrey!

For the first time, on November 30th, 2010, participating businesses will experience the Disney Approach to Quality Service Program in Surrey. Get an insider’s look at the “business behind the magic” from the world-renowned Disney Institute. Professional facilitators will share the results of over 20 years of research in training the public’s ever-changing tastes and attitudes. Through this Disney Institute program, we will show you the importance of attention to detail and how they train Disney employees to treat their customers like VIP’s. This will be your economic edge in today’s business climate!

You will also learn how to anticipate the needs, wants and emotions of your customers in order to exceed their service expectations; bring “consistency” to your organization by establishing quality standards; design a delivery system that focuses on the employees, environment and processes that enhance quality service; and create a service plan that integrates quality standards and delivery standards that focus on exceeding expectations.

Some of the industries that have benefited from this program include: Hospitals/Healthcare Providers, Manufacturers, Automotive Sales/Service Locations, Retail Outlets, Restaurant/Food Service Companies, Financial Institutions, Military/National Guard Management Personnel, Utilities Companies, Insurance Companies, Real Estate Development/Management Companies, Government Organizations.

Admission Price per person: Includes registration, program materials, continental breakfast, catered lunch, and two catered breaks. 1-9 Guests: $345; 10+ Guests: $310 (SEE FUNDING OPTION AVAILABLE BELOW)

Event Address: Kwantlen Polytechnic University - Cedar Building Conference Center Conference Room 1205 - 12666 72nd Avenue, Surrey, BC

Time: 7:30am – 4:30pm


SBOT Promotion Code: SBTMNE

FUNDING OPTION:
The Ministry of Advanced Education and Labour Market Development has established the Workplace Training for Innovation Pilot Program (WTIP). The program is designed to provide funding to eligible employers with less than 50 staff for the employee training of their choice, delivered by the training provider of their choice. To apply for the funding go online and complete the application:
events

Mark Your Calendar:
SMALL BUSINESS LUNCH WITH MINISTER OF LABOUR MURRAY COELL
Date: October 19, 2010; 11:30am-1:30pm
Location: Eaglequest Golf Course (7778 152 St. Surrey)
Admission: Free, lunch included; Non-members $30.00 ea

BUSINESS TO BUSINESS NETWORKING AT THE CANADIAN WESTERN BANK
Date: October 27, 2010; 6:00-8:00pm
Location: Canadian Western Bank (103-15230 Hwy #10, Surrey)
Admission: Free

BUSINESS LUNCH WITH MICHAEL GRAYDON, CEO OF BC LOTTERY CORP
Date: October 28, 2010; 11:30am-1:30pm
Location: Eaglequest Golf Course (7778 152 St. Surrey)
Admission: Members $35.00 ea; Member table of 6 $210; Non-members $50.00

SURREY BUSINESS EXCELLENCE AWARDS GALA
Join MC Christy Clark and help celebrate the best of Surrey’s businesses
Date: November 4, 2010; 6:00-10:00pm
Location: Sheraton Vancouver Guildford Hotel (15269 104th Ave, Surrey)
Admission: $105 ea; Table of 10 $1000.00

WORKSHOP: “DISNEY’S APPROACH TO QUALITY SERVICE”
Hosted by the Surrey Board of Trade and Kwantlen Polytchnic University School of Business. Experience the business behind the magic.
Date: November 30, 2010
Location: Kwantlen Polytechnic University Surrey Campus (12666 72 Ave, Surrey)
Admission: $395 ea (includes course materials and meals), To register call 877.544.2384
EXT 1 or www.keysvancouver.com SBOT Promotion Code: SBTMNE

Find out more and register for our events at www.businessinsurrey.com
The winners of the Surrey Board of Trade’s 2010 Environment and Business Achievement Awards were:

Winner: Environmental Innovation Award Category, sponsored by Terasen Gas: KNV Chartered Accountants

Winner: Environmental Sustainability Award Category, sponsored by Stantec Consulting: Honeybee Centre

The Surrey Board of Trade announced the winners in September at their luncheon, featuring Michael Harcourt, former Premier of BC and sustainability and economic development advocate.

These awards were presented to a Surrey Board of Trade member or a Surrey-based business that has demonstrated exceptional dedication to environmental leadership and/or issues. The award recipients are guided by a sense of respect for the environment and demonstrate this initiative consistently.

"These Surrey-based business demonstrated exceptional dedication to environmental leadership and issues. They have respect for the environment and demonstrate their initiatives consistently. They know that focusing on the environment and focusing on cost-cutting strategies go hand in hand, said Anita Huberman, CEO Surrey Board of Trade.

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**Surrey Environment and Business Awards**

John Gibeau, Honeybee Centre
Shane King, KNV Chartered Accountants

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**Monday Mixer!**

Hear the stories of professional and leaders in your community, meet them and be inspired to overcome your own life’s challenges.

**DATE:** November 29th, 2010  
**TIME:** 6:00 PM to 9:00 PM  
**Refreshments will be made available.**

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For Further Booking Information Please Call: (604) 535-9511
Welcome to the story of our great city. As B.C.’s fastest growing city and the community with the fastest growing immigrant population in Canada, the face of Surrey has changed dramatically over the years. Our city’s story is filled with tales of strength, challenges, hardships, successes, unprecedented growth, strong family ties and dedication to a sense of community.

This book is a phenomenal way to showcase every part of our city’s diverse past, showing residents at work, at home and at play at different times of Surrey’s history. While there are written histories of our city, this book is sure to fill a gap – the photos you will see in the following pages truly speak for themselves and I believe they speak volumes to our rich and vibrant history. Surrey residents have always shown a dedication to their community and this book is a perfect way to honour those who were – and are still – proud to call Surrey home.

Indeed, the future lives in Surrey. But let us not forget the past, for it’s the hard work of those before us that has paved the way for us as a city. Our story continues to be written and as your mayor, I, along with city council, look to the future with excitement and optimism for what lies ahead for Surrey. But sometimes a quick look behind us reminds us of where we came from and where we need to go.

Thank you, for your interest in your community’s history. And if you or your family have contributed photos to this book, thank you for helping us tell Surrey’s story.

Dianne Watts
Mayor of Surrey

Publisher’s Message

In August 2009, the Surrey Now newspaper called on its readers to send in their old photos of life in our city up to 1990. We had such an overwhelming response that we expanded our plans to collect a local history of Surrey in photographs that were taken from before the turn of the 20th century through to the 1990s. When the time came to produce this book, we had more than 1,000 photos to choose from. This enthusiasm for our city’s history inspired us and reaffirmed our decision to publish this beautiful book.

We believe the true history of Surrey is captured in people’s unique photos. And we believe the book you are holding now is proof of that. As you flip through this book’s pages, think about the stories that our city holds and think of all the people that have called Surrey home throughout its rich and vibrant history. As you peruse through the hundreds of historical photos, look for faces and names that you might recognize. Share these photos with your friends and family.

We at the Surrey Now are proud of our city, proud of our history and period of this book. But most of all, we are proud of the dedicated people – past and present – who have worked hard to build our community into what it is today. It is to those people whom we dedicate this book.

Thank you, and enjoy your read.

Gary Hollick
Publisher

Mayor’s Message

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Thank you, and enjoy your read.

Gary Hollick
Publisher

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Surrey Board of Trade Goes To The Hill

-Ottawa Visit Occasion to Meet MPs
and Senior Officials

In the business of advocacy, the basic premise is selling an idea, and just as in selling products, the critical element is networking. Based on the truism that people do business with people they know, the Surrey Board of Trade partnered with the Vancouver Board of Trade, earlier in the year to visit senior ministry officials in Victoria to get acquainted and discuss issues of common interest.

Similarly, when this year’s Annual General Meeting of the Canadian Chamber of Commerce occurred in Ottawa, once again, I teamed with Bernie Magnan, Chief Economist and Deputy Director of the Vancouver Board of Trade, to visit a number of senior officials in the Ministries of Justice, Public Safety and Transportation, the Prime Minister’s Office (PMO) and MPs Sukh Dhaliwal (Newton North Delta) and John McCallum, Liberal Critic for Safety and Transportation.

At Public Safety we presented our concerns with the Nexus program, specifically the appeals process when a card may be revoked. We raised the issue of accommodating commercial truck traffic when the new Port of Entry facility is constructed at Aldergrove. Finally, we discussed our concerns over the accuracy of reporting crime statistics, which affect disposition of police and justice resources, by using statistics of crimes reported to police. We are aware that many crimes, petty and serious, go unreported, yet do show up in such instruments as the Criminal Victimization Survey, conducted but not funded by Statistics Canada. We urged the Ministry of Public Safety to consider funding more frequent surveys.

The topic of discussion with the Policy Advisor at the PMO was about the need for expansion of the “Open Skies” policies particularly with respect to international carriers serving western Canada and the critical roles of both Vancouver and Abbotsford International Airports.

Over lunch, hosted by Newton-North Surrey MP, Sukh Dhaliwal, in the parliamentary restaurant, we were joined by Liberal Transportation and Infrastructure Critic, John McCallum. Here to, we discussed the issues around open skies, infrastructure in the lower mainland and the connected nature of these issues to our concerns around the Canada US border.

In the afternoon we met with the Ministry of Justice where we again discussed the issue of the Criminal Victimization Study and its value in determining a true picture of crime in Canada. We also raised the issue of ineffective sentencing and the concern that it has on the public’s level of respect for our Justice system.

Kudos to the Director of Policy for the Ministry of Transport who was there to meet and talk with us late on that Friday afternoon. We discussed the open skies issue and the plans to improve rail service in the Cascadia corridor.

It was refreshing to meet these people who are heavily engaged in the business of assisting the elected representatives in running the country. They are knowledgeable, approachable and most helpful in hearing and responding to the issues be presented.

As and important, through this networking, we have established face-to-face connections with these individuals who have expressed a desire to assist us in the future.

President Nigel Watkinson, in his column, has outlined the reso- lution process of the Canadian Chamber of Commerce AGM, and two that we were directly involved with. In future editions of Business In Surrey, I will review a number of the resolutions from other Chambers and Boards of Trade. If you are interested in reviewing the resolutions on the books of the CCC currently, you may find them at www.chamber.
canada/index.php/en/policy-and-advocacy/ct78/. You may also view the proposed resolutions for 2010 on this website. The revised, final 2010, policies from the AGM will be posted at a later date.

Ray Hudson is Manager of Policy Development and Communications at the Surrey Board of Trade

ECONOMIC UPDATE

Let’s bring our readers up to date with the scene in October.

We’re heading into that traditional black Friday of October 29, 1929. Is that still reverberating through today?

Absolutely! Particularly now, because there is a tenous feeling about where we are going. And that’s a question mark, a conundrum. If you look at a chart, we’re between and between, we’re in a trading range where we go from highs to lows to highs to lows; this market is definitively looking for direction. You have corporations that are going to show bottom lines that are not as robust, but we’re still doing business.

On the other hand, most investors realize subliminally that they’ve got no choice. Bonds are paying 1%, 1.5%, and even when you get out to a ten-year govern- ment bond, it’s only at 2.9%. So individual investors have no choice but to stay with the stock market, because there is no other chance to get a return that’s going to be reasonable; particularly those who live on their investments. So the long lasting stay in the stock mar- ket is basically because there are no alternatives that could stop the stock markets from heading down significantly. If we had a normal bank rate, say 3.5-4.0%, then you are giving investors a choice as to whether they want to be in equity markets or in the bond market.

Let’s look at some of the zones starting with Europe.

Germany is by all means the economic engine. But the debt problems in Europe are very sig- nificant and the major overriding problem is that they can’t allow one of the sovereign nations to fail. It would lead to a domino effect. One of the sovereign nations to fail.

You have Germany pushing hard, but my overriding fear for Europe is that the nations that have the huge debts will never be able to service them and pay them off. There has to be another answer, and that leaves it up in the air as to where they are going.

The far east of course has been the saviour of everyone right now. They’re still reasonably healthy - India, China how about Korea?

I think India has such a sig- nificant opportunity here. Their growth, on a percentage basis is out-pacing China and they just seem to be ramping up. The facili- ties at the Commonwealth Games could be a real black mark, but their progress on the economic front is very significant.

China is going to carry on. They not only supply the US, but they sell everywhere else in the world and we can’t forget that. Their GDP growth may fall, but it’s going to be much higher than ours. There’s going to be economic activ- ity in Asia, even though it might not be the traditional US market.

One place we haven’t talked about much is South America. Where is it in the overall scheme of things?

Brazil is extremely strong and they are the leader of the BRIC countries, and Argentina is coming along. It’s all starting to create a north south trading region – North and South America. It won’t happen overnight, or even in a decade, but in addition to the traditional east west trade, there is going to be significant north south trade. South America is coming into the fold as a very important player in the world economy.

How about Canada and the US?

Growth in the US is going to be tenuous at best. Fed Chairman, Allan Greenspan, on Tuesday last, said that they don’t expect they will raise interest rates anytime soon.
On October 19th, the release of the Surrey Board of Trade Education and Business Paper will coincide with a commitment by the Surrey Board of Trade, the City of Surrey, Kwantlen Polytechnic University, Simon Fraser University, and the Surrey School District to present the unique value proposition that is Surrey. The Call to Action is to raise the awareness of why Education is the number one indicator for a strong, stable economy and why Surrey needs sufficient resources to do its job. This is not simply an ask for money from the government. There isn’t a lot of money in government – and we can’t keep asking the government for more.

SURREY: Fact Sheet
- Surrey’s population will surpass Vancouver’s in the first half of this century.
- Surrey is growing by approximately 10,000 new people per year.
- Surrey has the largest school district in B.C. and the 5th largest public school system in Canada.
- Surrey has the lowest Post Secondary rates of participation of most of the surrounding municipalities.
- 20% of all new babies in BC are born in Surrey Memorial Hospital.
- 1/3 of Surrey residents are under the age of 19.
- Surrey is becoming the fastest growing economic hub in BC.
- Crime rates, unemployment, and poor health are associated with low education levels adding costs to our social services. Furthermore, if Surrey is to prosper through economic growth, it must be possible for new or expanding businesses to find an educated labour force here in our community.
- The citizens of this region must have access to their fair share of educational opportunities in the 0-6 programs, the K-12 class-room and at the post-secondary level. Failure to address these concerns creates the risk that Surrey could revert to its historic place as a bedroom community, rather than the other Metro Centre and regional economic hub. This would create the need for even more investment in transportation infrastructure, adding further to financial and environmental costs.

I encourage you to find more at the Tuesday, October 19th Small Business Lunch at Eaglequest Golf Course featuring Minister of Labour, Murray Coell. Admission is free for members and $30 for non-members. Register online at www.businesssurrey.com or Phone 604.581.7130.

SBOT’s business case for ending homelessness

Why should businesses be concerned about chronic homelessness?

People who are homeless are by and large unable to work and purchase the services and products sold by businesses in the Surrey community. And, as the population of Surrey increases the number of people who are chronically homeless also increases. People who are chronically homeless are usually not part of the permanent work force and have minimal participation in the local economy.

People who are chronically homeless put extra pressure on safety, health and social services. Customers may choose not to visit businesses in the proximity where individuals who appear to be homeless spend time. Some businesses are affected by negative behavior of some people who live in poverty.

Reports in the media about homelessness can influence potential investors to look elsewhere. Not addressing the issue is very expensive for our business members and the community.

A number of successful strategies have been used to address the issue of chronic homelessness. Examples include: Housing First programs, first developed in the United States, which have been adopted by over 100 communities in North America; providing primary health services without documentation; providing opportunities to earn income that acknowledges individual frailties; and, providing rent subsidies so that people can live in safe market housing.

While not all of these approaches are being fully utilized in BC, many community service providers work tirelessly and successfully to address the causes and effects of homelessness. The provincial government is primarily responsible for providing programs and services to this vulnerable population.

What can Surrey businesses, either individually or collectively, do to address this issue?

Educate itself and its employees about homelessness and poverty in Surrey

Send a letter to civic, provincial and federal decision-makers to support a national housing program.

Ask the provincial government and BC Housing Management Commission to increase investment in affordable housing options south of the Fraser.

Support the City of Surrey’s plan to permit secondary suites throughout the city. This will assist in housing affordability across all income levels. Acknowledge, support and showcase the efforts of community services providers that show positive results and use good business practices.

Support initiatives that address low literacy and education levels as these are associated with increased risk of homelessness.

Encourage funding of community-based services for at-risk youth that prevent them becoming chronically homeless.

Encourage review of public policy given the double jeopardy of relatively high market rental rates coupled with the low shelter component of provincial income support.

Business needs to be involved to make the changes happen.

*Composed by the Surrey Board of Trade Social Policy Team, led by Penny Priddy and Geoff Dean

ECONOMIC UPDATE cont. from previous page

but now they are talking about “further accommodation”. That means putting more money up, quantitative easing. How are they going to do it? They are going to buy treasury bonds with cash that they are printing. That’s a very significant thing to do, but the private sector is not buying in, the growth is not there. They are also worried that while inflation is not going to be prevalent, prices could go down. I’m very concerned about the deflationary scenario and what it would do to the US dollar, what it would do to the confidence and economy, and how we in Canada would go against our largest trading partner being in a deflationary scenario.

They get the snuffles and we get a cold.

Absolutely. They are our largest trading partner, so we’ll end with Canada. I think our growth is going to be better, more solid than theirs. I think our banking system is better than theirs. Our system of government is significantly better than theirs right now. They have a central government that’s not bringing them in internally. Internally we see a fractured minority parliament, but from the outside we’re viewed as very steady. We’re very solid and I think Canada will fare better.
Deliver your message to the door of every business within the City of Surrey.

Call to book your space today!

604-572-0064
August did see a 7% increase in housing sales over July, but there has been a 30% decline in total provincial house listings since April - signaling a potential end to what has been considered a "buyer's market."

The much-feared HST drove irregular behaviors and much of it was based on misunderstandings. "There is no HST on previously owned homes - which is the majority of what is sold," clarified Deanna Horn, President of the Fraser Valley Real Estate Board. "The HST mainly affects services like commissions, inspections and lawyer fees. I do believe that a lot of the public understand previously owned homes have no tax."

She dispelled some myths about new homes as well stating that "there is a $525 thousand threshold for new homes. Below that price the tax is the same as the old GST rate. In the Fraser Valley most new homes are still below that, making it more affordable than in cities such as Vancouver."

Realtors and the Provincial Real Estate Association have been lobbying governments hard on the costs of shelter taxes. Land transfer taxes are currently 1% on the first $200 thousand and 2% thereafter on all housing - both new and resale. As Horn points out those taxes were instituted at a time when most homes were under the $200 thousand mark. The lobbying is to raise the 1% limit to $525 thousand and index this as well as the HST from there.

"It is a big burden right now," said Horn. "When the real estate market is burdened with tax, it affects the economy."

Another question that arises is; with the exploding population in Surrey, where will all the new residents live? There is great concern that we are losing agricultural land, park land and other valuable land to condos and warehouses. This is not true at all. The City has set their zoning in advance and has stuck to plans to protect these vast parcels of land within the city. Residential and industrial - commercial land development is in existing areas currently zoned for these uses. The City of Parks still has over six thousand acres of parkland. The population will not be sprawling to all corners of the city, as many would expect. They will go upwards. "A lot more high density buildings exist today than twenty years ago," explained Muir. "70% of housing starts in Vancouver are multi-family and we will see that trend in Surrey until most residential space is multi-family as well."

According to Muir, from a report on Surrey/White Rock Long-Term Housing Demand published in 2008 for the BCREA, the population of the two cities by 2031 will reach over 660 thousand people.

"Between 2006 and 2031, the population is expected to grow by another 225,000 individuals, an increase of more than 50%. By 2031, the Surrey/White Rock population will have ballooned to 90% of the 2031 City of Vancouver population."

The predictions from the report state that between 2001 and 2031, the population density will increase from 1,132 to 1,955 residents per square kilometre. Going forward the cities will see multi-family unit construction outpace detached and the estimated five year average between 2026-31 with more than a 2:1 ratio of multi-family over detached. Apartment high rises are expected to greatly ramp up moving forward and many are already planned around the new downtown core as it expands. Medium and high-density construction is estimated at over 6,800 units over the next five years.

What are the challenges then with Surrey's real estate plans? Many still challenge the population density in just a 522 square kilometer space the city occupies. Despite fairly clear zoning some may feel we will still find a way to eat away at Surrey’s nature and beauty. Are our roads planned well enough to provide truck access to the US border and to the Trans-Canada Highway? Are we prepared for the population growth with infrastructure and roads? How will we handle more pressure on our school system?

Jim Cox feels the City’s plans take these challenges into consideration. "Surrey has planned well for growth – neighbour-hood plans, extension of transit for example. There will be some growing pains obviously."

Other areas such as Vancouver are a finite piece of land – add housing, industry, agriculture, green space and roads and they all result in diminishing lands. Surrey has the land available and is already well on its way to developing it. This is good news for Surrey and local businesses - the demand for residential, commercial and industrial real estate is shifting focus to Surrey and the mega-city vision is coming to fruition as planned.

Recently completed homes in the Panorama area
The City of Surrey and the Federal Government’s Recreational Infrastructure Canada (RInC) program have partnered to improve sports fields in Surrey. At North Surrey’s H orth Road Athletic Park, there is a new Artificial Turf Field and new Fieldhouse. In Newton, they’ve also partnered with Kwunlin University Polytechnic to create the Newton Athletic Park, Artificial Turf Field. More info: 604.589.5760.

The City of Surrey’s Volunteer Program recruited, trained and supported 110 enthusiastic volunteers for a variety of summer day camps including sport, swimming, art, dance, drama, science and themed camps. Collectively, the volunteers contributed more than 5,000 hours of their time to help children develop their self-confidence, social skills, and mental and physical wellness.

More info: www.volunteer.surrey.ca.

The City of Surrey has revamped their website. It’s now much easier and efficient to find information on City services, records and business information online. If you’re interested in keeping an eye on the first multi-lingual municipal website in Western Canada, the Surrey Public Library website has also been redesigned. More info: www.surrey.ca.

BC. Nearly 100 representatives from these groups shopped under the 5,400 sq. ft. tent that was assembled in IRLY’s parking lot. The show included products IRLY and Tim’s B r Mart will import for the upcoming season.


Brookwood Rentals/IRLY has been awarded the best rental store in Langley by the readers of the Langley Advance newspaper. This marks Brookwood Rentals’ 7th first place win in this category. Brookwood Rentals/IRLY, owned and operated by Ed Murphy and his family, recently expanded the storefront and began offering sales, as well as offering the rental to the retail portion of their store. More info: www.i rly.com.


Elections for the Board of Directors of The Society of Notaries Public of BC were held at the BC Notaries’ 2010 Fall Conference in Whistler. Dela Notary John Eastwood is now President, Surrey Notary Dalinder (Del) Virk is First Vice President, and Vancouver Notary Ashok Sahib is Second Vice President. Susan Davis is Society’s Immediate Past President. More info: www.notaries.bc.ca; gwb@society.notaries.bc.ca.

Phase one of the community-funded, new maternity ward at Peace Arch Hospital has been completed on time and on budget. Deliveries are expected to begin in the new birthing rooms early next year. Phase one of this $5.3-million project includes four of eight single-family birthing rooms and the Thrifty Foods education room. The remaining four birthing rooms and the balance of the ward are scheduled to open in December 2010. More info: www.peacearchhospital.com.

Prinfastic and OneBean Coffee will team up to help fund Prinfastic’s Fresh Start Charity. The Charity awarded its first annual scholarship to a high school student to continue her education. Katie Binette of Guildford Park Secondary will use the prize to help fund her post secondary education. More info www.freshstartfundraising.com; 604.572.1133.

Surrey City Orchestra and the Surrey School District have partnered to present the Carnival of the Animals Saint-Saëns. Local youth have auditioned and twelve talented young pianists were selected to play with the Orchestra. They will perform over a dozen songs, elementary schools will each prepare a work art based on the animals being portrayed by the music and there will be children reading related poetry and presenting dance movements. More info: 604.501.5566; www.surrey.ca.

TransLink’s corporate headquarters and the TransLink Police will be relocating to New Westminster, adjacent to Royal Columbian Hospital and the Sapperton SkyTrain Station in early 2013. The move will make both operations more efficient and save about $430,000 per year on current costs. The headquarters will be in a new facility being built by Westgroup Properties. More info: www.translink.ca.

**Artist Of The Month**

Artist Tracy Mahen is currently displaying her work at the Surrey Board of Trade (101-14439 104 Ave, Surrey). For information on art rentals or purchasing, call the Art Board. More info: 604.585.2878.

**NEW MEMBERS:**

- Choices Unlimited for Health & Wellness Alexander Neighbourhood House
- Total Event Concepts Ltd.
- Apelgroup Development Ltd.
- Shefpan of Finance
- Grand Build Advertising Agency Inc.
- Wave Skin & Laser Centre
- NSC Compliance Services
- Aqua Blue & Filtration Tony’s Sewing Machine
- First Data
- India Travs Inc.
- PFBP Promotions Group Inc.
- Kristin MacDonald, RMT
- Lotus Speaking & Writing ASP
- Gateway Pacific Immigration Promo Th!s Inc.
- Q.E. Gifts Ltd.
- Whiteheid & Associates Ltd.
- Canadian Western Bank
- Pacific Run Business Services
- Dunn Wattle Law Corporation
- R.G. Management

**REFER A MEMBER AND RECEIVE $100.00**

For more information, contact Indra at the Surrey Board of Trade at 604.581.7130

**JOIN THE 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, November 17th Orientation Session, 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. Register online at www.businesssurrey.com or call Heather at 604.581.7130.

**ONGOING SPONSORS**

- Sherraton Vancouver Guildford Hotel
- Arts Council of Surrey
- Canadian Springs
- Official water supplier.
- One Bean Coffee
- Official coffee and tea sponsor
- Whistler. Delta Notary

**The City of Surrey and the Federal Government’s Recreational Infrastructure Canada (RInC) program have partnered to improve sports fields in Surrey. At North Surrey’s Horth Road Athletic Park, there is a new Artificial Turf Field and new Fieldhouse. In Newton, they’ve also partnered with Kwunlin University Polytechnic to create the Newton Athletic Park, Artificial Turf Field. More info: 604.589.5760.**
**Come Visit Our New Location in Langley!**

**INTEGRA TIRE is NOW OPEN in LANGLEY!!**

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**The Villas**

There are 10 lucky people out there. And why is that? Because the next 10 buyers at The Villas are going to get an awesome deal. 2 bedrooms are just $270,000. **PLUS** 2 and dens are only $280,000 **PLUS** there are great savings on selected one and three bedroom homes. **PLUS**, all suites come with granite counters, stainless appliances, and washer/dryer.

ALL 2 Bedrooms* from 947 sq.ft. $270,000
ALL 2 bedroom & den from 969 sq.ft. $280,000

PLUS - we pay HST*

**SAVE FROM $12,000 TO $55,000!!!!!**

But hurry - these savings available for a very limited time!

* Some exceptions apply. Prices subject to change without notice. **HST is limited to net HST only. Buyer agrees to assign the rebate to the Seller**

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**Diesel Performance**

**Come Visit Our New Location in Langley!**

**$10 Off Services On Your Next Visit**

Must present coupon. Must spend $50 or more (excluding taxes). Not valid with any other offers or promotions, warranty service charges. 1 per visit. Expires Dec. 15, 2010

**Save Up To $50 On Tires**

Obtain mail-in rebates valid with the purchase of 4 eligible tires. Winter Ice Control ($40/set), Winter Carving Edge ($40/set), Scorpion Ice & Snow ($50/set). Offer valid until Dec. 31, 2010.

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GET AHEAD WITH THE LOWER MAINLAND’S BEST CONCRETE INVESTMENT

1 BEDROOM SUITES FROM $199,800
2 BEDROOM SUITES FROM $269,800

Park Place is at the heart of the lower mainland’s fastest growing city. It is adjacent to Holland Park, Central City Mall, SFU Campus and is surrounded by $5 billion in new infrastructure, including Surrey City Hall, library, Surrey Memorial Hospital extension and the new RCMP headquarters. 1,000 new residents are expected every month. All this plus impressive interior design, concierge services and 10,000 sq. ft. of amenities makes Park Place a solid investment. Act now and get ahead.

Visit our display centre and register for a CHOICE REWARDS CERTIFICATE* before October 21st. Choose any two of the following:

HST HELPER DISCOUNT
$4,000 off all 1br suites
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and / or
3-YEAR MORTGAGE FIXED RATE 2.5%
(On a $275,000 suite, you save $9,548)

and / or
TWO YEARS FREE RENTAL MANAGEMENT SERVICES

Presentation Centre now open for previewing
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