

# BUSINESS <sup>in</sup> SURREY

FROM THE SURREY BOARD OF TRADE

VOL 4 \* NO 6 \* NOVEMBER / DECEMBER, 2011



SURREY  
BOARD OF TRADE

## EVENTS

**NOVEMBER 9** 6:00 – 8:00 pm  
Business & The Arts Reception  
Surrey Arts Centre

**NOVEMBER 22** 8:00 – 10:00 am  
Dealing With Absenteeism  
Workshop: SBOT Conference Room

**NOVEMBER 25** 8:00 – 9:00 am  
Coffee with President Stenberg  
SBOT Conference Room

**DECEMBER 7** 5:00 – 8:00 pm  
Seasonal Sizzle: Christmas in Ireland  
Reception & Trade Show  
Eaglequest Golf Course

**JANUARY 18** 5:00 – 8:00 pm  
New Year's Reception  
Surrey Board of Trade Office

**JANUARY 25** 6:00 – 8:00 pm  
B2B Networking Reception  
DIVERSEcity Community Services  
1107, 7330 137th Street

**FEBRUARY 8** 6:00 – 8:00 pm  
B2B Networking Flag Mitsubishi  
Under the flag, 104th & 152nd Ave

**Details and registration**  
[www.businessinsurrey.com](http://www.businessinsurrey.com)



## HOLIDAY OFFICE CLOSURES AT THE SBOT

Our office will be closing on **Friday, December 23rd, 2011** until 9am on **Tuesday, January 3rd, 2012** for the holidays. From the Surrey Board of Trade staff and directors, all the best for a happy and healthy holiday season!

## Seeking Int'l India Film Awards for 2013

The Canada India Business Council and the Surrey Board of Trade have been lobbying the BC Government to host the International India Film Awards (Bollywood Oscars) in May 2013, as a Vancouver-Surrey bid.

The SBOT hosted a delegation from Wizcraft (IIFA) from Mumbai, where

over 40 people welcomed and showed their enthusiasm for IIFA. This will be a significant economic event – for entertainment industry growth, job creation and culture.

"The response from, belief and passion shown, by the people of Vancouver and Surrey to host the IIFA Weekend &

Awards in 2013 has been tremendous. It reflects on the positivity that we all share on hopefully working together, pursuing discussions and successfully returning to the city as hosts for our event," said Andre Timmins, Director Wizcraft," Andre Timmins, Director, Wizcraft International Entertainment Pvt. Ltd.



(From left) Vivek Savkur, Canada India Business Council, Mrs. Sarkari, Shefali Munshi Wizcraft (IIFA), Anita Huberman, CEO SBOT, Viraf Sarkari, Andre Timmins of Wizcraft, Noreen Khan, Archana Trasy, Ajay Rao.

## GOVERNMENT ADVOCACY: BC Budget Process

In mid-October, Anita Huberman, CEO of the Surrey Board of Trade and Eric Wilson, Chair of the Finance & Taxation Team appeared before the BC Legislature Standing Committee on Finance, to present the views of the SBOT for consideration in the preparation of the next provincial budget.

Before discussing the needs of Surrey, the SBOT congratulated the government on its commitment to transportation in the Highway 1/Port Mann Bridge project along with the South Fraser Perimeter Road. In the area of health care, the Board of Trade expressed appreciation for the recently opened Outpatient Centre and the Surrey Memorial Hospital ER expansion and Critical Care Tower, which is now under construction. Finally, the SBOT also expressed its disappointment at the failure of the HST.

The bulk of the SBOT presentation concerned education funding shortfalls, expressing profound concern over the deteriorating condi-

tion of education funding in Surrey. Affected by these shortfalls are K to 12, and all aspects of post secondary education, particularly Simon Fraser and Kwantlen Polytechnic universities.

The clamour for funding redress continues to increase with the SBOT launching "Education Today - Productivity Tomorrow" last year, to raise the level of awareness with the business community. In addition, this spring, the Surrey Ad Hoc Committee on Education came together to increase the pressure on the government to recognize that, unlike the rest of the province, the south Fraser, and Surrey in particular remains in a serious resourcing disadvantage compared with the rest of the province (details of the education shortfalls were explored in the previous edition of Business in Surrey).

Finally the SBOT expressed its frustration with the on-going funding imbalance for the CommunityLINK funds for vulnerable students.

From the BC Government Website: CommunityLINK (Learning Includes Nutrition and Knowledge) provides over \$51 million in funding (PDF, 76KB) to all 60 boards of education to support vulnerable students in academic achievement and social functioning.

The funding helps school districts provide services such as breakfast and lunch programs, inner city and community school programs, school-based support workers, and counselling for at-risk children and youth.

Despite the clear need in Surrey, the government refuses to rectify a situation which can only be described as outrageous wherein students in Victoria receive \$192 per student, Vancouver gets \$158 per student while Surrey receives \$50 per student.

"For several years now we have brought this to the attention of this committee – and every year – no one defends it, everyone says it'll be looked-into – but nothing happens."

## JOCK FINLAYSON & WALLY OPPAL APPOINTED SBOT BOARD DIRECTORS



Jock Finlayson

The Surrey Board of Trade has appointed Wally Oppal and Jock Finlayson to its Board of Directors for the 2011-2012 Year. "Both Jock and Wally will assist in the continued success in moving forward our government advocacy issues and projects in the areas of the economy, international trade, and community safety," said Board President Mary Jane Stenberg.

Jock Finlayson is Executive Vice President and Chief Policy Officer at the Business Council of British Columbia, an association representing 250 large

and mid-size BC companies that together account for approximately one-quarter of all jobs in the province. He directs the Council's work on economic, fiscal, tax, environmental and regulatory issues of interest to the province's business community.

Wally Oppal is a Canadian lawyer, former judge and former provincial politician, who is currently the Chancellor of the Thompson Rivers University. He is also Commissioner of the Missing Women's Inquiry in Vancouver.



Wally Oppal

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# PST, NAFTA and RGS

## - Three Concerns for 2012

– by Jock Finlayson



It is an honour to be invited to a director of the Surrey Board of Trade for 2011-12. Surrey is a rapidly growing municipality with a diverse and highly entrepreneurial business sector. As someone committed to helping to build a vibrant and healthy economy in the Lower Mainland, I recognize that Surrey is poised to play an increasingly important role in the region's future. I hope to broaden my understanding of economic and business issues as seen by entrepreneurs and business leaders from "south of the Fraser".

This year is sure to be a busy one with several issues that are likely to demand the organization's attention.

One is the return to the Provincial Sales Tax (PST). Unfortunately, reverting to the PST will add \$2 billion a year to the cost of producing goods and services for BC businesses and lead to a more complex and cumbersome sales tax system in the province. Business

needs to press the provincial government to establish efficient transition rules, and to consider administrative reforms to the PST that would ease the compliance and reporting burden on small and mid-sized companies. Beyond 2012, the government should also be looking at ways to reduce the distortions flowing from the fact that a significant portion of the PST's tax burden falls on capital and other intermediate inputs that are a key part of the business production process.

A related priority is finding ways to improve BC's overall competitive position in a post-HST environment. Finance Minister Kevin Falcon is creating an advisory group to explore possible changes in government policy that can smooth the way for new investment and job creation. The SBOT will want to weigh in with policy ideas that would enhance BC's competitiveness and benefit businesses operating in Surrey.

For the 2012 budget next February: Faced with a spotty economic recovery, relentlessly rising health care costs, and a sizable fiscal hit stemming from the decision to rescind the HST, the government will be challenged to balance the operating budget by 2013-14. Business should be urging the province to stay the course on fiscal policy and to do what it takes to safeguard BC's valuable triple-A credit rating.

Within the next few months, the Canadian and US governments are expected to unveil a far-reaching agreement intended to strengthen the NAFTA and reverse the recent "thickening" of the Canada-US border. This bilateral accord is sure to generate public controversy, although it is likely to garner solid support within the national business community, including from the Canadian Chamber of Commerce.

Finally, Surrey must ensure that the region is managed efficiently and

maintains sound policies and governance practices. The "Regional Growth Strategy" (RGS) recently adopted by Metro Vancouver raises a number of issues for the business community, including the prospect of additional bureaucracy, more red tape and the eventual erosion of the industrial land base needed to support Greater Vancouver's role as Canada's primary gateway to the Asia-Pacific. The SBOT may want to take a hard look at the RGS against the backdrop of Surrey's status as a principal driver of the Lower Mainland economy.

# NEW CITY CENTRE LIBRARY

## ONE FOR THE FUTURE

- by David R. Conn

Surrey's new City Centre Library, located just north of Surrey Central Skytrain Station, is open. Bing Thom Architects (BTA) has created a distinctive design, in consultation with senior library staff and Surrey residents. The \$36 million cost is being shared between the city, province and federal governments.

The library covers 77,000 square feet on four floors. Its concrete walls curve around an open skylit atrium

and broad stairways incorporate raked seating, offering views inside and out. Highlights include a cafe, multipurpose room, living room with digital fireplace, laptop lounge, study and consultation rooms, teen lounge and computer learning centre. Part of the top floor is being leased to Simon Fraser University as a satellite campus for continuing education.

"Surrey is looking to the future, and building for the next generation," de-

clared Architect Bing Thom, at a recent media briefing.

The book and media collection totals 100,000 items, with capacity for 150,000. There are 80 public computers, and wireless Internet access is available throughout the building. Surrey Libraries plans to loan out mobile e-book readers, making the library's electronic book collection even more accessible.

Business people may make good use of meeting rooms, public computers, or access a new collection of business books and media. The library subscribes to business-related databases, and information desk staff members are available to consult when researching any subject.

The City Centre Library is certified as LEED (Leadership in Energy and Environmental Design) silver, and will advance to LEED gold when district heating is installed in the future. The concrete walls help stabilize interior temperatures. Features include a white roof, with extensive planting, which captures rainwater. Skylights boasting adjustable sunshades, energy efficient lighting with automatic shutoff, and water saving plumbing fixtures. Green housekeeping products will be used,



and the city is handling recycling and composting. Future underground parking, unavailable until the city hall project is much further along, will include charging facilities for electric vehicles.

Beth Barlow, Chief Librarian, has worked hard to ensure the library is a civic presence and community gathering place.

"Libraries are no longer book warehouses, they are places for people. Librarians are changing too - they are becoming information navigators," she said.

The new library is a key piece in the city's development of a high-density downtown. Future neighbours around a public plaza will include the new city hall, a performing arts centre, and a hotel. Drop in - you're invited!





# BUSINESS in SURREY

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**Editor:**  
Ray Hudson - 604.634.0345

**Editorial Assistant:**  
Heather Scragg

**Editorial Consultant:**  
Beau Simpson

**Publisher:**  
Anita Patil Huberman  
Anita@businessinsurrey.com

**Publisher/GM, Now Newspaper:**  
Marlyn Graziano

**Contributing Writers:**  
Ray Hudson, Anita Huberman

**Photography:**  
Submitted, Ray Hudson

**Cover:**  
Executive of Wizcraft & IIFA, Ray Hudson

**Delivery Issues:**  
delivery@thenownewspaper.com

**Office:**  
Tel: 604.581.7130  
Fax: 604.588.7549  
**Web:** www.businessinsurrey.com

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## From the President - Experiencing The National Forum

As many of you will know, I was privileged to attend the 2011 Canadian Chamber of Commerce (CCC) Annual General Meeting in St. Johns', Newfoundland this past September. I was also very proud to sit at a table of honour and watch our CEO, Anita Huberman, accept our National Accreditation with distinction award as the Surrey Board of Trade joined an elite group of accredited Chambers of Commerce/Boards of Trade in the country.

The Canadian Chamber is the most influential business association in Canada - the national leader of public policy advocacy on national and international business issues and is focused on fostering a strong, competitive economic environment that benefits Canada and improves the standard of living of all Canadians. The Surrey Board of Trade is honoured to be an accredited member of this organization and strives at all times to promote the advocacy interests of our members.

Having never attended a national CCC event before, I was unsure of what to expect. Those of us who have attended busi-

ness gatherings and conferences over the years certainly know that some are extremely valuable in advancing business, while others can only be described, generously, as a "good opportunity to network." I am very pleased to report that the Canadian Chamber AGM was one of the most useful events that I have ever attended, and truly provided an opportunity and a voice for the Surrey Board of Trade to advance the advocacy agenda of our members.

The process of bringing policy to the national conference begins with you, our members. As you identify and bring issues forward to us, we start to look at these as potential policy initiatives that might be advanced nationally. From here, issues are referred to the appropriate advocacy team who work with our policy "guru", Ray Hudson, to bring forward a position and, potentially, craft a policy resolution. From there, we work with other Chambers of Commerce/Boards of Trade in British Columbia to ensure that we agree upon all the resolutions going forward, and that we all support each other as we move to the national stage. Every year, the Surrey Board of Trade



Surrey Team with CCC President Perrin Beatty (left), Jim Mihaly, 1st VP, SBOT President Mary Jane Stenberg, CCC Chair Robert Youden, CEO Anita Huberman, and Ray Hudson, Policy Development

## FROM THE PRESIDENT

Mary Jane Stenberg



puts forth policy resolutions to the CCC with most being accepted and becoming part of a national policy advocacy agenda which then becomes part of a CCC political advocacy platform. We have been successful in having one of our resolutions (on protection from identity theft) go from policy to legislation to law. This all began from an issue raised by one of our members, and shows the power that any one of our members has to enact change through the Surrey Board of Trade.

As I sat in the policy sessions in the large hall at the conference centre in St. Johns, I was very proud that both of our resolutions were accepted by the other Provinces, but I was also awed by the power that 800 business leaders in a room (and all the businesses that they represent) actually have to influence change. Every single resolution in that room (and there were many) came from an issue identified by one of their members and now these resolutions are on the national agenda. This is the power that you have as a member, and this is the power of the Surrey Board of Trade.



CEO Anita Huberman is presented with Accreditation by Graham Starmer of Manitoba and Robert Youden CCC Chair

## Surrey Board of Trade Events:

- We've had speakers and met some pretty high profile leaders in the region and in Canada these past two months. The Surrey Board of Trade is working for you - giving businesses the opportunity to meet and speak to key government leaders - working behind the scenes to impact change.



Premier Christy Clark launched BC Job's Plan - September 21



Adrian Dix, Leader of the Official Opposition - September 9



Peter Ladner, VP, BIV Group  
- Green Cities and the Urban Food  
Revolution - September 15



Henry Hill,  
Minister for  
Housing for the  
Métis Nation  
British Columbia  
- SBOT  
Police Awards  
- October 5

## FROM THE CEO

Anita Patil Huberman



Peter Simpson, President  
and CEO, Greater  
Vancouver Home  
Builder's Association,  
- SBOT Business and  
Homelessness Dialogue  
- September 13

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## Guildford Town Centre Embarks On Next Phase - A \$280-million investment by Ivanhoé Cambridge



Guildford Town Centre (Guildford) a property owned and managed by Ivanhoé Cambridge, announced the launch of the next phase of its \$280-million expansion and redevelopment project. When construction work is completed at the end of 2013, the centre's gross leasing area will have increased from 980,000 to 1.2 million square feet, which will make it the largest regional shopping centre south of the Fraser River.

"In keeping with our strategic plan, we regularly invest in our properties to increase consumer traffic by drawing on our expertise in shopping centre management and development. We are committed to providing a one-of-a-kind shopping experience to customers and ideal operating environments to retailers," declares Kim McInnes, President, Global Operations at Ivanhoé Cambridge. "The investment made in Guildford Town Centre bears witness to the vitality of the market and to the attraction power of the centre," he adds.

This is one of the largest shopping centre redevelopment projects in Canada and will greatly contribute to the local economy, creating

4,000 jobs during the construction period and at least 750 new permanent retail jobs upon completion.

Once the project is finalized, Guildford will welcome many new-to-market and fashion retailers, enhancing its retail offering.

This major project also includes a newly expanded 965-seat food court, a refurbished interior, comfortable soft-seating areas and an improved layout of the centre. Phase I of the project included the expansion of Walmart to accommodate a larger Walmart Supercentre (scheduled to open October 28, 2011) and a new structured parking facility.

Ivanhoé Cambridge is a member of the Canadian Green Building Council, and is committed to sustainable development and leadership in the community. "We are striving to position Guildford Town Centre as the new benchmark in sustainable development for eco-friendly shopping centres in Canada by our commitment to become LEED® certified," notes Roman Drohomirecki, Executive Vice President, Western North American, Portfolio and Portfolio Services. LEED, Leadership in Energy and Environmental Design, at the Gold level has yet to be given to a shopping destination in Canada and Ivanhoé Cambridge is striving to attain that designation for the expansion area.

For more information, visit: [www.guildfordtowncentre.com](http://www.guildfordtowncentre.com).

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# ACROSS the BOARD

## Congratulations

**Canadian Tourism College** has been recognized as the 2011 Americas Top Authorized Training Center by the International Air Transport Association. **More info: Kim Russell or Gwen Donaldson at 604-582-1122.**

**Coast Clear Wood Ltd.** has been named a top finalist for the 2011 BC Export Awards in the category of primary products & services. **More info: 604-513-4491**

**Sherrold Haddad of Flag Mitsubishi** celebrated the 35th anniversary of his venture into the automotive industry with a reception to launch his Mitsubishi Dealership on October 4th. **More info: www.flagmitsubishi.ca**

**Surrey Comfort Inn & Suites** has been recognized by Choice Hotels as one of the top new hotels to enter its system. They were awarded the Best New Entry: Mid-scale Brands' award. **More info: Roop Kooner at 604-576-8888 or roop@comfortinnsurrey.com**



The City of Surrey was one of six recipients of the "B.C.'s Most Small Business Friendly Community" award was handed out by Kamloops-South Thompson MLA Kevin Krueger at a ceremony during the Union of British Columbia Municipalities week-long convention. Winning communities were selected based on their demonstration of the following criteria: Reducing regulatory barriers; Enhancing competitiveness; Recognizing small business's contribution to their community; Climate action initiatives that support small business.

## Announcements

**Analytic Systems** is looking to bring on new Commercial Marine customers/resellers with these

newly certified products. With their new lower pricing, this will prove to be an attractive package, as they prepare to launch a line of new inverters and battery chargers for 2011/12. **More Info: Bill Walker at 1-800-668-3884 or billw@analyticssystems.com**

**Surrey based Breakwater Marine** has recently expanded to a fourth location in Everett, Washington. They have consistently opened a new location each year since their start up in 2008. **More Info: Aaron Fell at 604-572-4864 or aaron.fell@breakwater-marine.com**

**Greenster Inc. has acquired Green Zebra, British Columbia from TB Vets Charitable Foundation.** Green Zebra is a guide to sustainable living featuring more than \$10,000 in savings from Greater Vancouver Merchants. **More Info: Diana Squires at 604-970-7070 or Diana@greenster.com**



**Envision Financial** presented a cheque in the amount of \$150,000 to the **Peace Arch Hospital and Community Health Foundation** in support of the Oh Baby appeal for a new maternity unit. **More info: Stephanie Beck at 604-535-4520 or sbeck@peacearchhospital.com**

**ICBC** employees have held fundraising events including a bowling night to raise money in support of the new **Jim Pattison Outpatient Care and Surgery Centre**. The company then matched the employees' efforts. The total funds raised were \$1600. **More info: Jason Howe at 604-585-5666 x.778284 or Jason.howe@fraserhealth.ca.**

**iFund Lending** hosted a fundraising car wash in support of the **Canadian Red Cross's** Horn of Africa Famine Relief fund. Over \$5000 was raised at the car wash, with **iFund Lending** donating \$2500 of that. **More Info: Steve Campbell at 604-888-5267 or scambell@campbellpr.bc.ca.**

Now 30 years old, **Kwantlen Polytechnic University** has unveiled a new logo to reflect the new look and feel of the university. See their new logo on display at [www.kwantlen.ca](http://www.kwantlen.ca). **More Info: Joanne Saunders at 604-599-2243 or joanne.saunders@kwantlen.ca.**

Please note that **Meyer Print Graphics'** fax number was incorrectly published in the Member to Member Deals Directory. **The correct fax number is 604-589-4482. More info: Yvonne Meyer at 604-589-4432.**

**Nightshift Street Ministries** will be hosting their 5th Annual Gala of Light on November 19th featuring Lee Aaron. **More info: 604-953-1114 or info@nightshiftministries.org**



**PwC's** Fraser Valley office has relocated to Central City. The move allows **PwC** to have improved connectivity with clients and communities throughout the Fraser Valley, while also providing a direct link to PwC's downtown Vancouver office. **More info: Jim Nelson at 604-806-7047 or jim.nelson@ca.pwc.com.**

The Surrey office of **UHY LDMB Advisors** has changed it's name to **Leed Advisors Inc.** You can view their new website at [www.LeedAdvisorsInc.com](http://www.LeedAdvisorsInc.com). **More info: 604-538-1611**

The first two Canadian-based projects of **Bouygues Building Canada**, the **Jim Pattison Outpatient Care and Surgery Centre**, which opened this past June, and is also part of the team building the new **RCMP E Division headquarters** next door.

For Bouygues, that's only part of the picture, the company has also decided to give back to the community through **Surrey Memorial Hospital Foundation**.

A couple of years ago, when Bouygues donated \$64,000 to purchase a high-tech incubator for the hospital's neonatal intensive care unit.

This year, they've signed up as presenting sponsor

of the Foundation's **Tulips for Tomorrow** campaign. This signature campaign helps the Foundation raise money for **Surrey Memorial Hospital** and beautify the community. Further, they've committed to the campaign for the next three years, ensuring a relationship that continues to bloom along with the Princess Irene tulip that represents the Foundation each year.



## ONGOING SPONSORS

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Gary Gallant of Expedia Cruiseship Centres  
Idealize 360  
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Jen Dobell, RMT  
Jinny Jogindera Sims - MP Newton/North Delta  
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