

events @

Nov 15

Surrey Business Awards

Nov 20

Patent Workshop

Nov 22

Financing, Buying, Selling, Businesses Conference

Nov 26

Innovation Roundtable

Dec 5

Seasonal Sizzle Reception

Dec 11

Bill Fordy Lunch

Jan 23

New Year's Reception

Feb 5

Business and Families Dialogue

Feb 7

2013 Economic Forecast Lunch

Feb 19

International Trade Awards Dinner

March 6

Surrey Women in Business Awards

www.businessinsurrey.com

16 Ave /Hwy 99 Interchange Scheduled for Fall 2014



16th Ave Interchange

The City of Surrey, the Province and TransLink have agreed to fund the design work for an interchange at 16th Avenue and Highway 99 have been greeted as very good news for Surrey as well as the whole of the south Fraser region, with the interchange project to be open by Fall 2014.

We have been lobbying, along with the Lower Mainland Chambers Transportation Panel, to develop an upgraded direct route

across the southern part of the region to link Highway 99 with the Abbotsford International Airport. The route will also dramatically improve access to the Aldergrove/Lynden and Surrey Border Crossings, and improve truck movements across the region servicing the Campbell Heights industrial area in Surrey's southeast corner.

The SBOT has been concerned for a number of years that the new developments in South Surrey,

particularly Grandview, have no appropriate access for travelers northbound from the border beyond 8th Avenue until reaching King George Blvd, which is too far to the north. The new interchange will dramatically change that.

As projections place another million people in the Lower Mainland in the next 30 years, with much of it in the South Fraser region, development of the Highway 99 interchange 16th

Avenue is crucial in development of that corridor.

The Lower Mainland Chambers' Transportation Panel was established by the Surrey Board of Trade and the Vancouver Board of Trade in 1997 to address common areas of interest in transportation among Lower Mainland's Chambers of Commerce. Now, the member Chambers and Boards of Trade encompass Chilliwack to Squamish.

British Columbia moves back to the PST

B.C. will move from the HST system to a new PST regime April 1, 2013. As such, all businesses currently registered for GST/HST that transact in B.C. will be impacted by this change. You should note that the federal government has released transitional rules on how the HST will be transitioned out of B.C. while the B.C. government simultaneously released its new PST legislation. Some of the highlights of these new sets of rules include:

1. Effective April 1, 2013, the HST rate of 12% will no longer apply on the taxable supply of property or services made in or imported into B.C. Instead the GST rate of 5% will apply. The new PST will apply only to specific properties or services taxable under the PST regime.

2. General transitional rules will be implemented so that the HST rate at 12% will apply if tax is paid or payable before April 1, 2013. GST at 5% (and PST where applicable) will generally apply on or after April 1, 2013. For these purposes, the tax is generally considered payable when an invoice is issued or when it is required to be paid pursuant to an agreement in writing.

3. Special transitional rules will apply to taxable supplies on real property such as new homes.

4. PST will be 7% on retail purchases of most tangible personal property and related services. In addition, PST will apply to legal services, software and telecommunication services.

5. Businesses purchasing goods for resale will no longer be required to pay the PST.

6. Many of the old PST exemptions will be reinstated including, exemptions for most services, bicycles, books, newspapers and magazines, children's clothing, basic groceries (including prepared foods such as restaurant meals), dietary supplements and non-alcoholic beverages.

7. The new PST administration will be simplified to include on-line access for businesses, a change of filing due-dates to match the GST system and registration using the federal business number.

For more information or to seek assistance go to our PST Information Centre on www.businessinsurrey.com

Canada's Anti-Spam Law

The federal government's new anti-spam law was passed and will:

- Require companies to gain a consumer's consent in order to send commercial electronic messages; and
- Help protect consumers and businesses alike by deterring the most damaging and deceptive forms of spam from occurring in Canada, creating a more secure online environment.

The idea is to grow and strengthen electronic commerce across the country and to help Canadian shoppers feel as confident in the electronic marketplace as they do at the corner store.

Details at www.fightspam.gc.ca.



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**SURREY
BOARD
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BUSINESS in Surrey

November & December 2012

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▶ Focus on Government, Advocacy, Economy and Community

The Surrey Board of Trade (SBOT) was well represented at the Annual General Meeting of the Canadian Chamber of Commerce in Hamilton this past September, where we received nation-wide support on two policy resolutions, which will be brought forward to the federal government for consideration.

The first successful resolution dealt with cross border shopping and the negative effects of the new duty exemption limits for Canadian retailers on the U.S. border. In part, the resolution is asking the federal government to eliminate outdated tariffs on finished products entering Canada, and ensures Canadian border officials enforce all tax exemption limits for all travelers returning to Canada.

The second resolution to receive support dealt with Styrofoam Recycling Policy, and further, asks the federal government to promote the domestic reuse and remanufacture of waste expanded polystyrene (EPS).

As a delegate representing Surrey I couldn't be more proud of our SBOT for

not only having the outstanding reputation as a business leader locally and provincially, but on a national front as well.

And speaking of cross border shopping, did you know that one million British Columbians are employed in small businesses in this province, and further, that "small business" forms 98 per cent of all businesses in BC?

Small Business Week is celebrated during the month of October every year but our local small businesses should be celebrated throughout the year by supporting local business and encouraging our clients and customers to do the same.

Shopping across the border regularly can jeopardize the businesses and the jobs in our communities that come with it, held by our friends and family, not to mention pay the taxes which support our government services.

And it is interesting to point out, despite the global economic downturn between 2009 and 2012, jobs generated by small business in BC actually climbed by 1.3 per cent.

A couple points to ponder:

- Congratulations go out to the organizers of the Surrey's International Writers Conference, which this year celebrated its 20th anniversary with another sell-out. The Surrey Board of Trade has played a big part in the event since its inception and presents the annual Special Achievement Award. This year's recipient was Donald E. McQuinn.
- This October, the 16th annual Surrey Police Officer of the Year Awards presented a showcase of our dedicated officers and volunteers, our municipal staff and partner businesses who play a large role in protecting our community. Proud moments indeed for Surrey and its business community.



Jim Mihaly
49th Surrey Board of Trade President

▶ SBOT Hosts Second Leadership Surrey Dialogue on Business and Homelessness



On October 12th, the SBOT hosted the second Business and Homelessness Dialogue focused on economic impact and opportunities for Surrey businesses to make a difference.

I announced again that in July, the SBOT released our Poverty Reduction Policy. Often the business voice is missing from the homeless and poverty reduction conversation. We took a leadership position and believe that poverty reduction is integral to our economic future. We are the first business organization in Canada to ask the provincial and federal governments to implement a 'National Poverty Reduction Strategy' with goals, objectives and target dates to reduce/eliminate poverty. Our ask is to include an 'Affordable Housing Strategy' and specifically address a 'National Child Care Program' to enable parents to work and contribute to the economic well-being of their families, communities and country. The SBOT wants solutions to lift people out of poverty rather than to make living in poverty more manageable.

The event attendees in three working groups discussed how business can be a part of the equation. The results were:

Question # 1: Do you agree with the recent Angus Reid Public Opinion Poll that resulted in a number of key findings indicating that business has a significant role in helping to solve this issue and can you identify specific actions that can be

taken in Surrey?

- Utilize business influence to affect change at all levels of government
- Lobby for social service agencies to set funding levels and increase voluntary sector's ability to make an impact
- Ask business to be involved in innovation to help create solutions for issues of poverty and homelessness
- Clarify issues to business
- Volunteering – 'coming to the tables' Social Service comes to many business arenas – business doesn't come even when invited
- Advocacy for funding and awareness
- Increase business investment in homeless and poverty
- Encourage donations and contributions towards community charities

Question 2: How do we encourage members of the business community in Surrey to understand the economic benefits of ending homelessness, who is responsible and what means can be utilized to reach out to the business community?

- Highlight/have a venue of recognition for a business already working with homeless issues
- Encourage businesses/spread the word about businesses' successes in this area
- Consider a Social Purchasing portal to support programs that have a connection to working/helping the homeless

- Have government contribute to homeless peoples wages to attract businesses to hire them.

Question # 3:

Do you see a role for your business/company in the City of Surrey's Poverty Reduction Strategy (THIS) and is there a strategy identified that you would undertake to spearhead within your network?

- Awareness of the issues. Create an awareness program that we can all distribute. One message can be: attacking the problem creates a better society for all of us. Businesses can participate in a campaign to remind people of their personal responsibility in addressing the situation and letting them know about practical solutions
- Awareness of services available to people who are impacted by poverty
- Advocacy: Business taking forward concerns and the economic argument to local and provincial gov't and to the media - Businesses can source services from other businesses that are socially aware
- Collaborate. Work in partnership with other agencies to create sustainable solutions
- Promote an "adopt a worker project", whereby business can sponsor a bus pass for someone who needs one
- Promote the availability of work experience placements for people re-entering (or entering) the workforce.
- I hope that you can be a part of the economic solution!

The event was sponsored the Surrey Homelessness and Housing Society, Vibrant Surrey, Surrey Homelessness and Housing Task Force and the Metro Vancouver Regional Steering Committee on Homelessness.



Anita Huberman
Surrey Board of Trade CEO

Looking Past November 6

Don't underestimate the potential of the \$15 trillion American economy. This was a key message emerging from the 2012 Surrey Regional Economic Summit, held at the Sheraton Vancouver Guilford Hotel on October 4. I was privileged to moderate a panel discussion with Christina Romer – formerly the chair of President Obama's Council of Economic Advisors – and Wall Street Journal editorial writer Stephen Moore. While they disagreed on several issues, they shared a conviction that the United States' best days lie ahead of it.

Certainly the most recent employment numbers sound a mildly encouraging note. In September, the US unemployment rate fell below 8% for the first time since January 2009. Private sector payrolls rose for the 31st consecutive month. In fact, American companies have added 4 million jobs in the past 30 months. These private sector employment gains have been partly offset by shrinking public sector payrolls, as many cash-strapped American states and municipalities have pared staff. But public sector employment is no longer dropping.

The long-troubled US housing sector is also turning around. After peaking at more than 2 million housing starts in 2004 and 2005, residential construction activity shriveled during 2007-2009, with annual starts falling as low as 450,000 at the nadir of the epic American real estate meltdown. Housing starts have been slowly increasing since then and look set to approach 900,000 in 2013. After unprecedented declines, home

prices are now stabilizing in the regions that were at the heart of the housing downturn – Arizona, Nevada, California and Florida. This is welcome news for BC lumber producers, whose exports stateside have already started to rebound as the American housing market improves. Of interest, the pace of household formation in the United States has been running far behind historical trends for the past five years. With a steadily growing US population, this can't continue indefinitely. As household formation picks up, the conditions will be laid for stronger residential investment, higher lumber prices, and increased BC lumber shipments to the vital US market.

A final piece of positive news comes from corporate America. Outside of the financial sector, business balance sheets are generally in good shape, and most large US companies have ample cash reserves on hand to support future hiring and investment. Against the backdrop of a struggling global economy and an uncertain policy and political environment at home, many US businesses have been reluctant to spend. But this caution should ease somewhat over the course of the next 12-18 months.

None of this is to minimize the economic and policy challenges confronting America, nor to overlook the reality that the broader international economy has been losing momentum over much of 2012. The Euro-zone is in recession, Japan remains weak, and many emerging economies – including China and India – are marking down

their near-term growth projections. Although the United States is a far more "closed" economy than is Canada, meaning that it is less affected by what happens in external markets, global developments still have a bearing on America's prospects. In addition, US policy-makers have yet to come to grips with Washington's unsustainable budget deficits, exploding entitlement programs, and increasingly creaky tax system. Assuming the US political system is capable of addressing these fundamental fiscal policy issues, the country is in store for several years of government-mandated austerity later in the decade.

Recent published forecasts suggest the US economy will grow by a tepid 2% next year, similar to what's expected for 2012. In my view there's some chance of an economic boost once the national elections are out of the way next month. And looking past 2013, I am optimistic that the American economy is positioned for several years of solid expansion, as the painful after-effects of the 2008-09 downturn and the collapse of the preceding credit boom gradually dissipate. As the healing process continues, US real GDP growth should climb to 3% plus in both 2014 and 2015.



By Jock Finlayson

BUSINESS EXCELLENCE CELEBRATION

On Thursday, November 15, 2012, the Surrey Board of Trade will recognize eight of Surrey's best businesses in the 14th Annual Surrey Business Excellence Awards, with Presenting Sponsors Kwantlen Polytechnic University and TD Canada Trust, Simi Sara of CKNW will MC and we will honour Sherrold Haddad, on his retirement.

The finalists this year are:

1 – 10 Employees: Complete Home Design, Dale's Alignment and Brakes, Milestone Events

11 – 40 Employees: Frontline Real Estate Services Ltd., Novo Textiles Co., Reliance Foundry

41+ Employees: Aggressive Tube Bending, Keywest Asphalt Ltd., Norwood Packaging Ltd.

Not-for-profit (under \$500,000 Budget):

Child Partnership of Surrey-White Rock, Surrey Christmas Bureau, Surrey Urban Mission

Not-for-profit (over \$500,000 Budget):

Alexandra Neighbourhood House, Fraser Valley Real Estate Board, Progressive Intercultural Community Services Society

Business Person of the Year:

Barry Forbes, Westminster Savings Credit Union; Balraj Mann, Polycrete Restorations; Jason Zanatta, Novo Textiles Co.

New Business of the Year:

All Care Medical Centre, Kitply Industries, The Shops at Morgan Crossing

Student Entrepreneur of the Year Award:

Michael Cheng, WittyCookie; Julian DeSchutter, The DeSchutter Group; Sukhi Sangha, Sangha's Learning Center



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TAX BITES

By Marek Zhanel, CGA



The Expert Panel on British Columbia's Business Tax Competitiveness recently submitted its final report to the BC Finance Minister. Their mandate was to consider how to enhance BC's tax competitiveness in the context of the 2011 referendum decision to re-implement the Provincial Sales Tax (PST) effective April 1, 2013.

The return to PST will make BC businesses "face the highest effective tax rate on new investments among the provinces in 2013", hence significantly increasing the cost of capital investment.

In a way, BC is currently experiencing the silence before the storm of PST hitting the bottom line. Before that happens, business owners will want to be aware of any meaningful proposals that may provide some relief. The report, as presented by the panel, has the potential to make some difference.

Most of the panel's 38 recommendations relate to PST and municipal taxes and the key recommendation, Recommendation 1, is that BC introduce a refundable investment tax credit (ITC) equal to the PST paid on all acquisitions of machinery and equipment (including computers and software). Buildings and structures with a capital cost allowance rate of 5% or less would not be eligible. The ITC would be claimed on businesses' income

tax returns and would be spread over two years in equal amounts. Other recommendations include:

- The BC government should appoint a task force to explore and develop a Business Transfer Tax, a form of value-added tax calculated on the basis of the total sales and purchases reported by a business.
- Beginning in 2014, a surcharge should be introduced on provincial mining and oil and natural gas revenues equal to the estimated value of the ITC that these sectors are expected to receive under Recommendation 1.
- Remove the sunset clause for the BC scientific research and experimental development (SR&ED) credit, making it an ongoing feature of BC's taxation system.
- Increase BC's corporate income tax rates by 0.5%, beginning April 1, 2014.

The BC Finance Minister has asked the Select Standing Committee on Finance and Government Services to include the panel's report in the committee's 2013 budget consultation process this fall.

Marek Zhanel, CGA, manager with Grant Thornton LLP, can be reached at Marek.Zhanel@ca.gt.com



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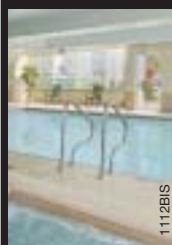
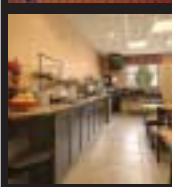
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16th Police Awards

Dressed in red serge uniforms, many members along with Surrey's Auxiliary officers, civilian employees and volunteers joined members of Surrey's business community to celebrate those chosen by their peers and the public as those most worthy to receive the two Police Officer of the Year awards, as well as awards for top Auxiliary Officer, most deserving municipal employee working with the police service, top volunteer and business partner.

Speakers included Chief Superintendent Bill Fordy, OIC, Surrey Detachment; Surrey Mayor Dianne Watts; and Richard Rosenthal, Chief Civilian Director of the BC Independent Investigations Office. MC was Steve Darling of Global TV.

Award winners were:

Arnold Silzer Community Policing Initiative Award - Wire Theft Team
Police & Business Partnership Award - Jen Temple - Hillcrest Village/Trademark Group of Companies
Municipal Employee of the Year - Brian Aasebo



Steve Darling, Anita Huberman, S/Sgt Scott Campbell, MLA Dave Hayer, A/Cst Zynal Sharoom, Jen Temple, Cst Mark Levesque, Brian Aasebo

Auxiliary Constable of the Year – A/Cst. Zynal Sharoom
Volunteer of the Year - Merrill Turpin
Police Team Award - Child Abuse and Sexual Offence Unit
Police Officer of the Year, Nominated by Peers - Cst Mark Levesque
Police Officer of the Year, Nominated by Community – S/Sgt Scott Campbell, District 1

Full details and descriptions are on the web at www.businessinsurrey.com

\$1.75-million employer fund to attract and integrate skilled immigrants

The Immigrant Employment Council of BC (IEC-BC) will design, implement and manage a new initiative that will support BC employers, industry and business associations in developing approaches and resources that address challenges in hiring, integrating and retaining new skilled immigrants.

"This is an exciting employer-focused initiative that will result in innovative and practical approaches that employers have told us they need to support the hiring and retention of skilled immigrants," said Bob Elton, Chair, Immigrant Employment Council of BC. "Employers know we are entering an era of unparalleled global talent scarcity and competition and want to tap into skilled immigrant talent. The projects and resources funded by this initiative are intended to help employers develop new ways to meet their labour needs today and in the future."

Supported by funding through the Province of BC, Ministry of Jobs, Tourism and Skills Training, IEC-BC will engage key employer stakeholder groups in the implementation of the Fund, targeting small and medium sized enterprises, business associations such as Chambers of Commerce and Boards of Trade, and Sectoral Associations.

"Our government recognizes the key role of employers and the need for employer-focused and employer-developed resources to effectively attract, assess, integrate and retain immigrants in BC workplaces," said Minister of Jobs, Tourism and Skills Training Pat Bell in announcing the Fund. "Employers have unique insights and understanding of the challenges in hiring, retaining and integrating newcomers into their workplaces. Engaging employers in the development of targeted initiatives, resources and tools will ensure their effectiveness in addressing immigrant employment and labour market challenges."

Projects will support different regions of the province, with a priority placed on key sectors of the provincial labour market highlighted in the BC Jobs Plan at <http://www.bcjobsplan.ca> in order to address skills shortages that could benefit from the integration of skilled immigrants.

"Attracting, retaining and training skilled immigrants in meaningful jobs is key to developing our labour force," said Jim Sinclair, President of the BC Federation of Labour, and IEC-BC board member. This initiative offers opportunities for immigrant workers and BC employers."

More information and updates on the Employer Innovation Fund can be found at www.iecbbc.ca.

Contact: Karen Zukas, Communications Manager, IEC-BC: 604 630-5018; karen.zukas@iecbbc.ca

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Urban Farming – New Business Opportunities

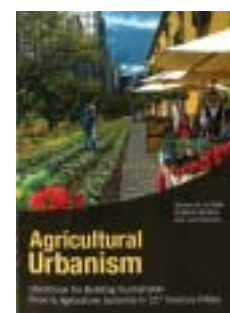
By David R. Conn

Why should we try to produce food within cities, or next to cities? According to the authors of "Agricultural Urbanism", it's part of moving toward sustainability. Most Canadians are urban dwellers.

Yet town planning and industrial-type agriculture have not had a connection. While the New Urbanism movement of the 1980s rethought planning, planners still seem to put farms

in the role of backdrop, trying to screen residents from barnyard noises, dust and smells. Commercial farming may be illegal within some town limits, however, a book written by local consultants suggests food

could offer new business and community-building opportunities in our region. **Please go to www.businessinsurrey.com for the full article.**



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ER Tower: Countdown To Completion

In less than a year the Surrey Memorial Hospital's new Emergency Department, which will occupy the ground floor of the Critical Care Tower, will open. Equal to the size of a football field, the new ER will dwarf the old one – BC's busiest with close to 100,000 patient visits annually.

Among the most significant changes will be a children's ER, with a separate entrance to help reduce the anxiety of the children and their families. Staffed by pediatric specialists it will include the latest technology for the more than 18,000 young patients annually.

The new ER will have special zones to care for the acutely ill, those with minor injuries, and mental health and substance use patients.

The Emergency Department is only one part of the \$512 million expansion and redevelopment taking place. When complete in 2014, the Critical Care Tower will include a new 48-bed Neonatal Intensive Care Unit for premature and sick newborns. The number of critical care beds for adults will more than double with the expanded Intensive Care Unit and a new High Acuity Unit.



A new neurology unit on the top floor will have a strong emphasis on stroke care to help patients recover from the number one cause of acquired long-term disability in adults. A new lab will process millions of tests annually.

Finally, Surrey Memorial will increase its responsibilities as a UBC-affiliated teaching hospital, and will help develop the doctors of tomorrow by training medical residents and students.

Because of the importance of this project, Surrey Memorial Hospital Foundation has committed to raising 20% of the \$73 million equipment budget, so join their signature campaign, Tulips for Tomorrow and buy your Princess Irene tulip bulbs in support of the hospital, visit www.tulipsfortomorrow.com

When the Chips Are Up – Foiling the bad guys!

RFID technology (radio frequency identification) allows us to save seconds of time by waving our credit card by the scanning reader on the counter or at the gas pump without swiping or inserting it into the reader.

This technology is now in our Enhanced Driver's Licences, Nexus cards, debit cards, credit cards and Canadian passports are next. It works by having the electronic scanner send a signal, which is received by an antenna embedded into the card, which is connected to the card's RFID chip, thus activating it. The RFID chip in these cards emits all of the information, including the account number that is needed to complete a transaction.

The idea is to have this contactless, smart-card system replace the black magnetic stripe found on the back of the card. But to make that work, every country needs to adopt it so your pay cards are effective when you travel. That is the convenience part.

The continuous need for knowledge and protection part says that these cards can be read without even taking them out of your wallet. Some cards can even be read



up to 75 feet away. The banks and various bodies that supply the cards utilizing this technology will all tell you that the system is safe, secure and well encrypted. But to be on the safe side, these cards should be kept in a special foil-lined protective sleeve that shields the chip, thus protecting the information contained on it.

By the way, I should mention that in the case of most Canadian bank debit cards, you can go to your bank branch and have the "system" turned off. This only applies to debit cards.

George Greenwood, Canadian Identity Resources Inc., www.keepingidentitysafe.com **where you can also acquire the protective sleeves.**



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Sherrold Haddad – Career Change!



Sherrold Haddad, the man with the Flag on his last day at work.

October 16, 2012 an era ended, as after 48 years in the business, from Winnipeg to Surrey, iconic auto dealer Sherrold Haddad, the man who put the Expo '86 flag pole in Surrey, left his office, turning his Flag Dealership over to Barnes Wheaton. Although he's not "retiring" he is drawing back to focus his attention on the things that "make a difference," the Surrey Board of Trade, the Surrey Memorial Hospital Foundation and the Variety Club.

Sherrold is to be honoured for his life of service in business at the 2012 Surrey Board of Trade, Business Excellence Awards.

Just before he turned over the keys, Haddad spoke with Business In Surrey editor, Ray Hudson about his career, his accomplishments, his next career and a few simple rules for success in business.

Limited space in the newspaper does not do the interview justice, so we refer you to the full text on the website at businessin-surrey.com

Building Innovation in Surrey

The Surrey Board of Trade's Innovation Roundtable has received \$5,000 in funding from the Natural Sciences and Engineering Council of Canada (NSERC), a federal agency that works with companies to help find highly-qualified people and advance research & development.

The SBOT Innovation Strategy is: (a) to identify and showcase Surrey's innovative companies that create opportunities for research collaboration between industry and post-secondary communities. These companies will also be a part of Surrey's Global Innovation Summit in April 2013 which includes an innovation awards gala; and (b) to promote dialogue and access to innovative resources, experience and expertise as part of a regional Asset Map in order to build and further enhance innovative business activities that create higher paying jobs in the South Fraser Region.

"I am proud to make this special announcement on behalf of the Surrey Board of Trade's Innovation Team as a means of attracting more businesses to Surrey and the surrounding South Fraser Region to generate higher paying jobs. This funding will kick off our efforts to help entrepreneurs bring your new products or services to market," said Anita Huberman, CEO, Surrey Board of Trade.

"If you are, or know, of entrepreneurs looking to bring innovations to market, we can help you start or grow your business. If you are a corporate innovator looking to help your company tap into the power of innovation, we can help you develop the programs and foster culture to succeed."

Entrepreneurs are invited to:

1. The Innovation Roundtable Series, a monthly meeting scheduled for the last Monday of each month and will feature two speakers from the post-secondary communities or other innovation resources from the municipal, regional economic development, provincial or federal agencies or other trade associations and will showcase two innovative companies or organizations from the region. From 4-6pm at the Surrey Board of Trade Conference Room (#101, 14439-104 Avenue), the dates are: October 29, November 26, January 28, February 25 and March 25.
2. Attend a series of Innovation Workshop Series on Patents, Copyright, Trademarks. These are free to attend. For more information go to www.businessinsurrey.com

Tips For Smooth Importing- From Pacific Customs Brokers

1. Research your commodity before you import. Is it a regulated commodity? Some items are prohibited from entry into Canada.
2. Customs clearance is not instantaneous. A customs broker has to recreate your Canada Customs Invoice (CCI) line by line electronically for the Canada Border Services Agency (CBSA) and other government departments and has to be reviewed by them.
3. You should use one customs broker for all modes of transportation and all ports of entry.
4. Examinations can be performed by any of the departments involved in importation AND even if previously accepted by Customs.

5. The Administrative Monetary Penalty System (AMPS) can be issued if any information provided is not in compliance with Customs regulations or found to be untrue.
6. Free samples and giveaways still require the same information for Customs clearance as if they were purchased, including an accurate commercial value. Duties and taxes are still applicable.
7. Government forms can be confusing to complete. Save yourself time and read the instruction sheet before filling the form to ensure that it is completed correctly.
8. Some commodities require additional documentation and certification in order to clear CBSA and other government departments. Without the required documents, commodities entry may be refused.

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Surrey Board of Trade 2012 Environment and Business Award Winners

The 6th Annual Surrey Board of Trade Environment and Business Awards Lunch featured the Carbon Tax Debate.

The winners were:

Small Sized Business: Urban Cultivator
Medium Sized Business: BC Plant Health Care Inc.

Large Sized Business: Lark Group

Presenting Sponsor: Stantec Consulting

Award sponsor: Levelton Consultants and Van Houtte Coffee Services/Climate Smart



New tariff relief for Canadian manufacturers

The Honourable Jim Flaherty, Minister of Finance announced new tariff relief for Canadian manufacturers to foster jobs and growth. This relief is expected to save Canadian businesses about \$1.7 million annually.

"This initiative builds on our Government's commitment to make Canada a tariff-free zone for industrial manufacturers—the first country in the G-20 to do so," said Minister Flaherty. "This tariff relief will lower costs for Canadian businesses, enhancing their competitiveness in domestic and international markets, and fostering jobs and growth."

The Government is eliminating customs duties on certain products in the following categories:

- Palm oil flakes for use in the manufacture of food products;
- Trays designed to hold discs for use in the manufacture of CD or DVD cases;
- Fabric shells for use in the manufacture of bed linens such as duvets, comforters, featherbeds, cushions and pillows;
- Crossing pieces for guard rails; and
- Certain chassis and motors for use in the manufacture of ambulances.

More information at
www.fin.gc.ca/n12/12-121-eng.asp

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ACROSS *the* Board



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.

Announcements & Congratulations

Analytic Systems has joined the EDGE Innovation Centre in Ottawa, part of the **EDGE Innovation Network**. The EDGE Innovation Centre is a place where large and small businesses can work in a collaborative, open environment with industry and academic institutions to address capability gaps identified by Canadian defence, security and public safety organizations. **More Info: Bill Walker at 1-800-668-3884 or billw@analyticsystems.com.**



The **City of Surrey** has been honoured for outstanding contributions to sustainable development and clean capitalism in Canada, and was presented with a 2013 Clean50 award. Surrey was recognized for its ENG-ERYShift program, a plan to create intelligent land use and development; reduce solid waste; encourage walking, cycling and transit; develop sustainable buildings and create viable energy infrastructure. **More Info: Tara Foslien at 604.375.4584.**

The **City of Surrey** and the **Federal Government** announced a public-private partnership to build a new organics biofuel facility in Surrey. The 80,000 metric tonne per year facility will help the City and Metro Vancouver achieve the regional 70 per cent waste diversion target by 2015. The facility will process residential and commercial kitchen and yard waste into a renewable fuel. It will be located on City-owned land in Port Kells adjacent to the Surrey Transfer Station. **More Info: Tara Foslien at 604.375.4584.**

The **Cloverdale Rodeo and Exhibition Association** has selected a new General Manager to lead the world-famous **Cloverdale Rodeo & Country Fair** and management of the eight facilities that host more than 710 events annually at the Cloverdale Fairgrounds. **Mike MacSorley** has been named General Manager, bringing over twenty years of event industry experience working for organizations such as the **Pacific National Exhibition**. **More Info: Jenny Duncan at 604.637.6650 or jenny@lbmg.ca.**

The **Immigrant Employment Council of BC (IEC-BC)** is pleased to announce that it is launching a new initiative to support BC employers, industry and business associations to develop approaches and resources that address challenges in hiring, integrating and retaining new immigrants. The Employer Innovation Fund will utilize up to \$1.75M that will be made available starting this fall through to March 2014. **More Info: Caroline Poole at 604.629.5364 or caroline.poole@iecbc.ca**

Judith Guichon has been named BC's new **Lieutenant Governor**. The former president of the BC Cattlemen's Association, Judith Guichon has been named the province's new Lieutenant Governor by **Prime Minister Stephen Harper**. She takes over from former judge **Steven Point**, who served for 5 years.

Nightshift Street Ministries is hosting their 6th Annual Gala of Light on November 17th at the Sheraton Vancouver Guildford Hotel. The event will feature a sumptuous dinner buffet and the big band sounds of Sway, a tribute to Michael Buble! **More Info: reserve your seats at <http://nightshiftministries.org/events-2/gala-2012> or call Carmen at 604-953-1114.**

The **Peace Arch Hospital and Community Health Foundation** honoured some very special friends at a ceremony at Morgan Creek Golf Club. At an event celebrating its donors – individuals, organizations and businesses – the Foundation presented its annual Friends of the Foundation awards. The Awards, now in their fourth year, honour individuals and businesses in the White Rock and South Surrey area who have made extraordinary contributions to the community through their support of the Foundation. **More Info: Martha Davis at 604.535.4520 or Martha@pahfoundation.ca.**



Dr. David Suzuki will be the keynote speaker at **Progressive Intercultural Community Services (PICS) Society** 25th Anniversary Celebration, Friday, November 2 at the Grand Taj Banquet Hall. Black Tie is optional. Cocktail Hour, Special Presentations, Commemorative Book Launch, Special Awards Recognition and Live Entertainment are on the agenda. **More Info: For tickets please contact Eva Touzard at 604.596.7722.**

Sonia Virk has established a new law firm called **Virk Sabharwal, Lawyers** with business partner **Chandan Sabharwal**. **Sonia Virk** can now be reached at #208 – 15240 Hwy 10, Surrey or at 604-590-0607 or svirk@vslaw.ca



SOS Children's Village BC received a \$2000 donation from the **RBC Strawberry Hill Branch** after a successful "Day of Service" program. A group of staff, accompanied by family members came together this Spring to volunteer at the **SOS Children's Village BC**. The day began with a team meeting with about two dozen eager hands and shortly thereafter the power washing, carpet cleaning and gardening began. **SOS Children's Village BC** is the only SOS Village located in Canada and is home to five foster families and a community centre on 2.5 acres. **More Info: Nicole Minions at 604.574.2964 ext. 225 or nicoleminions@sosbc.org.**

Staples locations in South Surrey, North Surrey and Cloverdale, in conjunction with the **Surrey Board of Trade** and other sponsors have raised \$29,467 in cash donations through the Stuff the Bus campaign. **More Info: Ranj Sehdev at 604.541.3850 or s168gm@busdep.com.**

The **Surrey Homelessness & Housing Society** presented close to \$240,000 in grant money to nine local agencies working to address the challenges of homelessness. **More Info: Vera LeFranc at vera_lefranc@vancity.com or 604.340.2839.**

Surrey Libraries, Investors Group and **Canada Life** invite you to learn about the advantages of using a business corporation for succession and estate planning purposes. Featuring Keynote **Speaker Brenda McEachern**, Canada Life Estate & Tax Planning Specialist, this Business Succession Planning Seminar will take place on November 19th from 5pm-7pm at the City Centre Library at 10350 University Drive, Surrey. **More Info: Please call City Centre Library at 604-598-7426 to register for this FREE event.**

The **Surrey Memorial Hospital Foundation**, **Surrey Food Bank** and the **Surrey Fire Fighters' Charitable Society** have formed a unique partnership to put the spotlight on local giving. They have launched We Live Here, We Give Here, an advocacy campaign encouraging donations to charities with Surrey-based mandates. **More Info: www.weliveherewegivehere.ca Jane Adams at jane.adams@fraserhealth.ca, Marilyn Herrmann at execdir@surreyfoodbank.org or Mike McNamara at mmcnamara@iaff1271.org**

The **Surrey Memorial Hospital Foundation** has launched their "Royalty is coming to Surrey" themed Tulips for Tomorrow fundraising campaign. The Foundation is encouraging residents to purchase their Princess Irene tulip bulbs (\$10 each) with 100% of the proceeds going to the Foundation. Tulip bulb packages can be found at four Surrey locations: **99 Nursery and Florist** - 9376 King George Highway, **Art's Nursery** - 8940 192 Street, **Cloverdale Country Farms** - 5688 168 Street and **David Hunter Garden Centers** - 15175 72nd Avenue. Packages are also available online at www.tulipsfortomorrow.com. **More Info: Jason Howe at 604.585.5666 ext. 778284 or Jason.howe@fraserhealth.ca.**

Welcome!

The Surrey Board of Trade has welcomed David Miao to the team as Membership Administrator. David is available to help both new and existing members. He can be reached directly at 604.634.0348 or david@businessinsurrey.com.



New Members:

Abraham P. George of Freedom 55 Financial
Allied Blower & Sheet Metal Ltd.
Aqua Blue Water & Filtration
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Ronald McDonald House BC & Yukon
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Surrey Hearing Care - Scottsdale
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A 2 Z Mortgages
ACN Momentum Group
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Anthem Properties Group
Desjardins Financial Security Independent Network
Imagen Green
Jean-Paul Laube, Consultant
Lifetime Member - Mary Jane Stenberg
Mike Jin, Consultant
Ocean Pointe Business Centre
Pizza World Restaurant Ltd.
Pravin Narotam, Consultant
Ryan Marander, Business Development Manager of Pacbrake Company
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School Wizard Inc.
SFU Venture Connection
Terra Pacific Land Surveying Ltd.

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Arts Council of Surrey 604.585.2787 Official artwork supplier for the Surrey Board of Trade office.

Charter Bus Lines of British Columbia 604.940.1707 Preferred Coach Supplier

Artist of the Month:

Mary-Lou Williams 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 Arts Council of Surrey at 604.585.2787.

Submission Info:

To submit news to this section, email **Heather Booth** at heather@businessinsurrey.com.

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