

events @

Feb 19
International
Trade Lunch

Feb 21
B2B Imperial Place
Premier's Breakfast

Feb 22
Fraser River Dialogue

Feb 25
Innovation Roundtable

Feb 26
PST Workshop

March 1
Newton Crime Breakfast

March 5
Export Workshop

March 7
Fraud Dialogue

March 12
Website Workshop

March 13
Women in Business Awards

March 20
SFU President's Lunch

March 21
B2B Universal Spas

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Fraser Surrey Docks growing with the times



Ship unloads pipe at Berth 2, Fraser Surrey Docs.

The largest multi-purpose terminal on the west coast of North America is about to strengthen its hold on that claim, as well as that of being a key player in Canada's Pacific Gateway. Fraser Surrey Docks (FSD) is preparing to further diversify its activities with the addition of coal handling facilities on the south end of the property. Although the facility will have a capacity of eight million metric tonnes annually, the plan is to handle two million metric tonnes of US thermal coal in 2013 and four million metric tonnes per year starting in 2014.

The proposed development

will see an investment of \$13.7 million to construct the facility, which will result in the closure and relocation of the Elevator Road gate. A conveyor system will move the coal from the rail cars directly onto barges (through the existing Berth 2.) There won't be any coal stored at on site at FSD. Barges will be delivered to Texada Island in the Georgia Strait by two barges, approximately every two days in 2013. There, a large bulk coal facility will hold the coal until it is shipped.

The proposal will dramatically enhance the economic profile of Surrey, adding fifty more

high-paying jobs to the current workforce of 280. Currently, it's estimated that the port industry in Surrey supports about four thousand direct and indirect jobs. Fraser Surrey Docks is a large contributor to these jobs in our local community. The new coal operation will certainly add to that figure.

FSD reports that the design and construction will be conducted so that visual impacts will be reduced, and that "the project will be complete to standards that will minimize if not eliminate the potential for environmental impacts including dust, water, and noise and light

concerns for the surrounding areas."

FSD has worked hard to keep their neighbours aware of the developments that were planned, distributing a newsletter to over three thousand neighbouring homes and businesses, including how they could provide comments and questions on the project.

Their stated intention is to continually monitor and update risk management to ensure coal transfer and barging along the Fraser is held to the "highest operating standards possible." This includes a comprehensive marine emergency response plan to prepare for any unlikely incidents.

Speaking with management and staff of FSD, it is obvious that they are proud of their contribution to Surrey, Delta and the surrounding communities, as evidenced by their recent induction to the Fraser River Discovery Centre's Hall of Fame "for their outstanding and economic contribution to the Fraser River and the communities it supports."

There is no date yet as to when the program will go ahead. The Surrey Board of Trade will continue to cover the developing project on our website and in future editions of Business In Surrey.

Next edition: an interview with President & CEO Jeff Scott.



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Surrey Product Detects Earthquake, Cuts Power

The highly populated southwest corner of BC, Vancouver Island and the Lower Mainland are facing the serious reality that a major earthquake on the west coast is inevitable.

The "locked" Juan de Fuca Plate, running from Oregon to the top of Vancouver Island could shift catastrophically at any time and there is great concern that the large cities of Portland, Seattle, Vancouver and Victoria will sustain enormous damage, along with most of the region's smaller communities.

Nothing can be done about the quake, but QuakeTrip, a device designed and built here in Surrey

by Softach Systems, lead by their president Ian Bowman, is able to detect the first signals of an earthquake, known as P-waves, before the damage hits. It then will shut off the power to houses and commercial facilities dramatically reducing the risk of post quake fires and explosions because of downed hot power lines.

It can also sound an alarm, or turn off gas, sewer or water services. It can park an elevator at the nearest floor and open the doors, or it could power down your server or other computer driven devices. The possibilities are endless. It can be mounted in or on any structure from homes,

apartments and hotels to commercial buildings, plants, hospitals, schools and even such large utilities as power plants and dams.

With a price tag of \$5,000, one can extrapolate the percentage of your building's value to see that the purchase price is small compared to what may be lost without it.

"My engineering background was in the mining industry in the UK," said Bowman, who immigrated from Scotland, "and I actually began in marine electronics when I came here."

He began working with the company, which designed and manufactured sawmill systems,

in the early nineties, and bought the firm in 1996. Since then they took the sawmill equipment and adapted it for other applications and along with their sawmill and other industrial applications, supply most of the lift drives for the local ski hills, supplying gondola drives for mining in China and Venezuela, and developed a large line of motor starters, designed and built right here in Surrey.

The company has demonstrated its ability to innovate and respond to its markets and is on the verge of even greater growth as it brings QuakeTrip to market.

For more information see their websites: www.quaketrip.com and



The insides of the QuakeTrip device.

www.softachsystems.com. And for more detail about the product, and an expanded interview with Bowman, check out www.businessinsurrey.com.

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From the SURREY BOARD of TRADE BUSINESS in Surrey

February & March 2013

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▶ From the President's Desk 1900 and growing!

The Surrey Board of Trade is becoming stronger and stronger with each passing year.

I say that with confidence in terms of the continuous building of members, which are the bread and butter of any business organization. The larger the membership, the larger the voice!

After another successful membership drive this fall as a result of a great team effort from the SBOT and volunteers we've managed to eclipse the 1,900-member mark.

New members coming on board and present members alike need to stay involved with the goings on of the SBOT. Reading this newspaper and following us via our website, Facebook, Twitter and through the emails sent out is a good start, but it is also of great importance to take in a few of the 90 plus events hosted by the SBOT annually. You aren't expected to attend all but get involved with a workshop and what's learned at said workshop can

be implemented in your business practices. Events take place in the AM, lunch or evening to work around your schedule.

Be it a breakfast meeting welcoming new members to the fold, a lunch with timely guest speakers in attendance or an evening event such as the Business Excellence Awards, these are great opportunities to connect and network with other business people and leaders of the community. And further, create an open dialogue and speak on issues that affect your business.

The SBOT has an abundance of committees and a slate of over 500 volunteers who serve on these committees. Covering all spectrums of business and beyond, these committees are always in need of volunteers. Get involved! Contact the SBOT and let us know where your interests lie, what your time commitment is and we'll point you in the right direction in terms of suggesting a committee that will work for you.

Happy New Year!

Jim

Jim Mihaly
49th Surrey
Board
of Trade
President



▶ Get involved!

Contact the SBOT and let us know where your interests lie, what your time commitment is and we'll point you in the right direction in terms of suggesting a committee that will work for you.

▶ Surrey Board of Trade supports and attracts business

I want to highlight why the Surrey Board of Trade (SBOT) exists and why the support of our members is the financial model that we survive on to create economic results. We are a not for profit business organization. This means we can freely and creatively attract, support and provide information to business.

The SBOT has always been an advocate for public policies that foster a strong, competitive economic environment that benefits businesses, communities and families in Surrey, BC and across Canada. Improving Surrey's competitiveness requires an ambitious, aggressive and innovative private sector.

The SBOT is lead by a dedicated team of board directors – all business people – 400 volunteers and 7 full-time staff. We provide a forum for debate on critical issues, is an innovative public policy solution provider and a destination for networking with other members of Surrey's business community. Its association with a network of fellow

Chambers and Boards of Trade around the world gives our members a uniquely credible voice.

The Surrey Board of Trade speaks for the business community at public hearings and to the media. It is a recognized voice of business. In this past year, once again, we've received extensive media coverage and have been asked for our opinion on various issues – from local media (the Leader and the Now), News1130, REDFM, CKNW, CBC, Global TV and CTV and the Province, Vancouver Sun and the Globe and Mail.

In my 7th year as CEO, as we enter 2013, again through our high level Strategic Plan owned by both the board and staff – in partnership together, we will again implement at least 3-4 innovative projects and events that not only elevate our organization, but puts Surrey at the forefront of discussion. The SBOT is a very broad based business organization. We do many things to serve our very diverse

membership and, it is important to me and my Board that we support as many community events as we can.

If you are reading this, you are interested in the economy and doing business better. All Entrepreneurs, small or large, and their innovative businesses are key to Surrey's economic growth. Let's continue to share innovative ideas, collaborate and work through the Surrey Board of Trade. Let's continue to power up entrepreneurial success in Surrey!



Anita Huberman
Surrey Board
of Trade CEO

The Times of India Film Awards in BC

<http://www.businessinsurrey.com/www.businessinsurrey.com/2013/1/22/the-times-of-india-film-awards-in-bc.html>

Update on an exciting economic event that the Surrey Board of Trade has been working on with the Canada India Business Council:

In January, Premier Christy Clark announced that Vancouver has been chosen as the inaugural host destination of the 2013 Times of India Film Awards (TOIFA), April 4 to 6, with events to be held across the Lower Mainland, including Surrey.

Premier Clark said that, "this is one piece of our government's outreach efforts in India, opening up new opportunities for trade and investment that will create jobs here at home. This is a tremendous

economic opportunity for British Columbia to reach new markets - one that we will take advantage of."

India's middle class is expected to grow to 583 million in the next 15 years, from just 50 million today. This growth will unleash enormous buying potential, much of which will be met by global imports. In the first 11 months of 2012, B.C. exports to India was up over 104% compared to the same period in 2011.

The Province will provide \$9.5 million in matching funding, to the Times Group, towards producing the event. An additional \$1.5 million is being budgeted for various activities in B.C. including hosting the BC-India Global Business Forum, which will be heavily promoted in Times Group's 'Economic Times', the second largest

financial daily in the world (in terms of circulation) after The Wall Street Journal. An immediate economic benefit of hosting TOIFA, during the event, is direct spending estimated between \$13 to \$18 million through tourism and event production.

"The economic potential and benefits of showcasing British Columbia as a potential travel, trade and investment destination through the Times of India Film Awards is significant, leadership-oriented towards creating jobs and building our economy," said Anita Huberman, CEO of the Surrey Board of Trade.

The Times of India Film Awards

The Times of India Group is the largest media conglomerate in India with multiple newspapers, magazines, television stations, radio stations and internet websites.

Their network reaches an average of 90 million people per day. The Times of India Film Awards 2013 celebrations span over a weekend:

April 4: TOIFA Music Extravaganza at Pacific Coliseum.

April 5: Screenings of popular Bollywood films in multiplexes across British Columbia.

April 6: TOIFA Red Carpet and Awards Extravaganza at BC Place.

The awards ceremony will have performances by Shah Rukh Khan, Ranbir Kapoor, Katrina Kaif, Abhishek Bachchan, Priyanka Chopra, Anushka Sharma, and more.

For more information visit: www.toifa.com

2013 Economy on All-Ahead-Slow

As B.C. consumers and businesses gear up for 2013, they are watching developments in the United States, Europe and Asia. British Columbia's economic prospects depend heavily on how events unfold in these regions.

Europe: Collectively, the 17 nations that comprise the eurozone, with its common currency and monetary policy, are in recession and remain vulnerable to further flare-ups of the banking and sovereign debt crises that have plagued the region for more than two years. Since Europe as a whole represents more than one-fifth of global demand, economic conditions there matter to other nations.

Recent months have brought a bit of good news from Europe. The European Central Bank's commitment to keep interest rates low and backstop the sovereign debts of stressed euro-zone member states has calmed financial markets. Painful but necessary policy reforms are being implemented across the region. But the economic and fiscal challenges in Europe are formidable, and the region's near-term growth outlook is poor. However, the eurozone seems likely to limp through 2013 without unraveling or succumbing to a full-scale financial crisis.

United States: After posting a real GDP gain of 2.2% last year, the US looks likely to stay in the slow growth lane for a little while longer, despite improvements in the housing sector and the job market. House prices stateside have bottomed

and residential investment is now on the rise – a helpful development for B.C.'s lumber industry. Housing starts are on track to reach 900,000 this year. American households have taken steps to repair their once stretched balance sheets, aided by a central bank that has kept interest rates at rock bottom levels and is providing vast amounts of liquidity to the financial system.

However, the US is battling headwinds stemming from weaker exports and dwindling business and consumer confidence linked to the political dysfunction on display in Washington D.C. The 2012 election returned President Obama for a second term, but it also left an increasingly strident Republican Party in command of the House of Representatives while the Democrats retained a slim majority in the Senate. Many US business leaders are worried about the future trajectory of tax, budgetary and regulatory policy. By March 31, a bitterly divided Congress needs to raise Washington's debt ceiling and appropriate the funds necessary to keep the federal government operating. It's far from clear how legislators will come to grips with these issues. For 2013, US economic growth likely will continue to hover around 2%, but there is upside potential if current political and policy uncertainties dissipate.

Asia: For B.C., the final piece of the external economic puzzle is Asia, the destination for 40% of the province's

exports. Last year saw a drop in economic activity in Japan along with slower growth in China, India and several other Asian markets. The new government that recently took power in

Tokyo has pledged to boost the economy through additional fiscal and monetary easing. In China most indicators point to better economic fundamentals and many forecasters have responded by upgrading their growth projections. Several other East Asian economies are also expected to enjoy perkier growth in 2013.

Add it all up, and the world economy looks set to expand by around 3% this year, little changed from 2012. Some positive momentum may build over the second half of the year as underlying economic conditions in the US improve, China continues to gain traction, and Japan's economy stops shrinking. Still, at this point B.C. can't count on getting a big lift from robust foreign economies in 2013.

Jock Finlayson is the Executive Vice President & Chief Policy Office for the Business Council of BC.



By Jock Finlayson



TAX BITES

SR&ED UPDATE

By Marek Zhanel, CGA

According to several economic studies, Canada continues to lag behind peer countries in terms of overall innovation performance. This is particularly true for private sector investment in research and development (R&D) and the commercialization of research into products and processes—two sectors that create high-value jobs and economic growth.

It's with these issues in mind that the Federal government has committed to a new approach with its 2012 budget, which aims to support innovation by focusing on better meeting private sector needs. In its Economic Action Plan, the Canadian government will be injecting \$1.1 billion over five years to directly support research and development, and \$500 million in venture capital investment. Greater envelopes will be granted, specifically to the Industrial Research Assistance Program (IRAP), and the Natural Sciences and Engineering Research Council of Canada's (NSERC) industrial partnership programs. However, these amounts will mainly derive from changes to the Scientific

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TAX BITES

continued from previous page

Research and Experimental Development (SR&ED) Tax Incentive Program, and will reduce the budget envelope reserved for this program by \$1.33 billion over five years. Specifically, the government is proposing to simplify parts of the SR&ED tax incentive program and reduce the costs associated with the program by eliminating tax benefits for SR&ED capital expenditures. These expenditures, as well as those related to the leasing of capital property, will no longer be eligible as of January 1, 2014. Therefore, businesses will need to review certain planned capital investment decisions.

The government is also amending the SR&ED program by reducing the amounts that can be claimed in certain eligible expenditure categories, in particular by:

- Reducing the prescribed proxy amount used to calculate overhead expenditures from 65% to 60% of salaries as of 2013, and then to 55% in 2014. Therefore, businesses will need to more thoroughly monitor the overhead expenditures related to their SR&ED activities—the traditional method could be more favourable in certain cases;
- Reducing eligible SR&ED arm's-length contract payments to 80% as of January 1, 2013. Therefore,

certain businesses may find it useful to review their SR&ED contracts and promote internal labour instead; and

- Decreasing the general investment tax credit rate from 20% to 15% in 2014. The enhanced investment tax credit rate for qualifying Canadian-controlled private corporations will remain at 35%.

In addition to these changes, the government plans on instituting a pilot project with the objective of implementing an official project pre-approval process. Furthermore, the Canadian Revenue Agency will improve the Notice of Objection process to allow for a second review of scientific eligibility determinations. Despite these changes, the SR&ED program is still a viable tax incentive program to encourage innovation.

Marek Zhanel, CGA, manager with Grant Thornton LLP, can be reached at Marek.Zhanel@ca.gt.com. This article does not constitute tax advice. It is strongly recommended to seek professional advice.



Marek Zhanel



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Can the future learn here?


Post-Secondary Education in Surrey and the South Fraser Region

The Surrey Board of Trade (SBOT) released and renewed their Post-Secondary Government Advocacy in February 2013. Greater investment in post-secondary education is urgently needed in Surrey and the South Fraser, to ensure its economic viability, to meet the local market demand for an educated workforce, and to secure an adequate supply of entrepreneurs.

The SBOT recognizes the fiscal restraint required to help balance the provincial budget, so we urge the provincial government to resolve the short-fall by phasing-in a tripling of the number of post-secondary student spaces per resident in the South Fraser region over the period 2014 through 2025.

Without this action, B.C.'s most populous and fastest growing region may not be capable of harnessing its potential to become a social and economic powerhouse.

With this action, In the short term, local businesses will benefit directly from the increased spending in the region from the universities' operating expenditures, by employees of the universities, and from the spending on capital expenditures needed for the expansion of campuses. More importantly, in the medium-to-long-term, businesses will gain from the region's improved competitive positioning.

 The full position paper is at www.businessinsurrey.com

Music, Your Business and SOCAN

Music is one of the truly universal things that make people feel good all over the world. It also sells ideas, services and products. The value of music to business owners is obvious and, in some cases, integral to their success. Imagine a dance club or an aerobics program without music. In restaurants, music helps create the desired atmosphere. At hockey games and other sporting events, songs are used to pump up the crowd and the home team. When music is performed or communicated to the public, the people who write and publish these songs must be compensated for it. In Canada, the Society of Composers, Authors and Music Publishers of Canada (SOCAN), is the organization that makes sure customers acquire the correct license when music is publicly performed.

SOCAN provides music users, or customer, with a "one-stop-shop." For the applicable license fee, they offer access to virtually the world's entire repertoire of copyright-protected music. They also support many associations across Canada through education outreach initiatives, attending trade shows, sponsorships and holding memberships. As well, SOCAN is a not for profit

organization, and more than 80% of all monies collected from SOCAN customers are distributed back to the writers and publishers who are entitled to it.

In the end, not only does music bring value to business, but securing a license is the right thing to do so obtain the appropriate SOCAN license(s) for your business and know you play a part in supporting the music creators of the world.

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 For full details on SOCAN and their tariffs, visit www.socan.ca or give them a call at their toll free numbers. For new customers, please call **1-866-944-6210**, and for existing customer queries, **1-866-944-6223**.

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Forecast: Cloudy with Backup

43% of companies experiencing disasters never reopen and it doesn't take a disaster like Hurricane Sandy or even an earthquake to critically impact your business. Nearly half of small and medium sized businesses don't back up their data at all and on average 60% of all data is saved on PC Desktops and Laptops, where information is most vulnerable.

You need a reliable solution that can help you recover from disasters, whether large or small, and get back

into business quickly. The key questions are: How critical are my data and? How fast do I need to recover from an outage? How much can I afford? Here are some strategies available:

Cloud web hosting is designed with the sole purpose of providing reliability and preventing data loss. All data is backed up off site and out of trouble. You must be assured of reliable service and security. Look to a company that has the best practices and technology, which most businesses often cannot afford on their own. By utilizing cloud services a small business can leverage those capabilities.



Cloud web hosting is designed with the sole purpose of providing reliability and preventing data loss.

If your company has two locations within 10 km of each other, you can set up a system to mirror data to the alter-

nate site through standard host-based mirroring software or data replication services. If a fire or other catastrophe destroys one building, then the data may be intact and up-to-date in another building several blocks away. However this does not protect against regional disaster.

A recent report indicated 20% of small-medium businesses surveyed suffered a major disaster resulting in the loss of critical data within the last 5 years. Are you prepared?

Steven Vu can be contacted at steven.vu@newgen.ca

Canadian experience and fluent English. Right?

Maybe not. Metro Testing Laboratories, a 205-employee firm that provides inspection and testing for all phases of construction, is one company that has taken a very different approach which has paid off handsomely in recruitment and retention.

For them, Canadian experience isn't mandatory for new hires. "We prefer to train them ourselves into our way of doing things," says Harry Watson, Metro's President. They also have other techniques for recruiting skilled immigrants. "In our advertising we ask to have a second language. This prompts skilled immigrants to apply," Watson explains. "We put on free training courses for the type of work that we do, and we send the applicants out to shadow some of our employees. Then we will often offer them a job."

Watson notes that his approach of actively seeking out skilled immigrants is unusual in his field, most companies tend to be somewhat "tribal" in their hires. At Metro Testing Labs, however, the "tribe" is global. "To date we have brought people from 15 different cultures into the group — no small thing for a small company," says Watson, who immigrated in the late 70's. "Skilled immigrants have definitely contributed to the success of Metro, and I think they feel

proud of the company."

Kelly Pollack, Immigrant Employment Council of BC's (IEC-BC) executive director, believes employers like Harry Watson, who have adjusted their hiring standards and recruitment techniques to include, rather than exclude, skilled immigrants from their talent pool, will have a significant competitive advantage. "As BC employers face growing skill shortages, what constitutes the "right fit" is undergoing a transformation," says Pollack.

Interested in learning how to better integrate skilled immigrants into your hiring practices? *The New Canadian Assessment Resource* [http://www.iecbc.ca/how-to-employ/hire-talent/assessing-new-canadian-experience] jointly developed by IEC-BC and the BC Human Resources Management

Association, helps employers better assess the potential value of skilled immigrants to

their organizations.

The Immigrant Employment Council of BC, an initiative of the Vancouver Foundation, stimulates the integration of skilled immigrant talent into the province's workforce by fostering solutions, building connections and being a champion to help employers attract and retain skilled immigrant talent. Visit www.iecbc.ca.

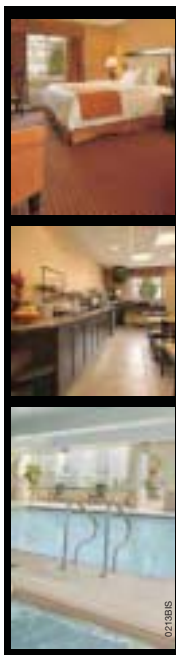


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 Sheraton Wall Centre • Super Save Group • Variety Club • Virgin Radio



0213BIS

Critical Care Tower to make SMH academic campus of UBC

On some days, Dr. Stacey Erven may arrive at Surrey Memorial Hospital at 8 a.m. for rounds, and then spend the day seeing patients at a family practice before heading home at dinner time.

On other days, the 28-year-old may arrive at 7:15 am for an on-call obstetrics rotation, assist with several births and go home 24 hours later.



Dr. Stacey Erven

As one of six people currently in the Surrey-based post-graduate Family Medicine Residency Program, she is one of the first Family Practice residents to train in Surrey and is working to complete her two-year residency this June.

Part of Surrey Memorial Hospital's rapidly developing role as a UBC teaching hospital, this residency program is a new role that not only helps UBC train new doctors and specialists, but also helps SMH provide patients with a high standard of care.

"What attracted me to Surrey was that it was a new program, it's a large hospital and tertiary-level centre so there are lots of different types of patients coming through the door, and it's also family-based so there is a lot of family doctor interaction," says Dr. Erven. "It's nice to feel like you're part of a community. Eventually, a community like Surrey would be on my list – somewhere I can have an office and do other things as well."

The SMH affiliation with UBC began in 2008. The 2014 opening of the Critical Care Tower will mark two important milestones in SMH's evolution as a teaching hospital. The Tower expansion will enable the hospital to open a full clinical academic campus, complete with a 120-seat lecture theatre, library, clinical skills room, video conference/ seminar rooms and other space designed to support students and learning. It also means that SMH can provide the doctors, nurses and other health care professionals needed to care for patients in a much-expanded hospital.

Our donors have already made the link between investing in world-class facilities and attracting the medical personnel needed to provide the best possible care for patients. Opened in June 2011, the Jim Pattison Outpatient Care and Surgery Centre benefited from a \$5 million donation by Jim Pattison, which was matched by a further \$5 million from the community. This generosity enabled the Foundation to invest in creating a facility with the space, equipment and technology that supports recruitment.

More than 70 Faculty of Medicine students and graduates now come to Surrey for training each month. These numbers will expand by more than 20 per cent when the Critical Care Tower opens, and will continue to grow as UBC rolls out its new curriculum for medical students and SMH matures as a clinical academic campus.

Dr. Erven is part of this future.

Visit us at www.smhfoundation.com.



Make Bicycling to Your Business or Organization a Real Option

Did you know that shoppers on bikes stop and shop more frequently, and that employees who bike to work take fewer sick days? Join the City of Surrey, the Surrey Board of Trade and HUB in bringing more cyclists to Surrey workplaces. **HUB Bike-ability Assessments** will help you

make sure that your buildings and workplaces maintain a competitive edge. Bonus - you will also be entered into HUB's regional **Bike-ability Awards**; we want to give participating businesses as much positive press as we can. Contact Lisa Slakov at lisa@bikehub.ca.



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ACROSS *the* Board

Announcements & Congratulations



Bill Rempel, Vice President and General Manager of Blackwood Partners Management Corporation (which manages Central City Mall) was awarded the coveted CGA Community Service Award at the BC Certified General Accountants Summit and Awards Banquet held in Kelowna, BC in September. The award was based on his commendable volunteer work in the various communities he served spanning from 1992 to 2012.

The City of Surrey, Surrey RCMP, Surrey Crime Prevention Society and ICBC partnered to educate the community on the importance of practicing theft prevention by auditing over 12,000 vehicles the past month. Teams of volunteers advised drivers on some basic rules and precautions to minimize crime. **More Info: Tara Foslien at 604-375-4584**

Congratulations SBOT member Eliza Olson, Burns Bog Society – as one of four citizens of North Delta honoured with **Diamond Jubilee Medals**. The Queen Elizabeth II Diamond Jubilee Medal was created to mark the 2012 celebrations of the 60th anniversary of Queen Elizabeth II's accession to the throne. **More info: Nicholas Ellan at 604-572-0373**

Envision Financial employees pledge \$44,000 to local charities, including, local food banks, Canuck Place Children's Hospice Abbotsford and the United Way. Employees have committed to regular payroll deductions that will exceed \$44,000 over the next 12 months on top of other regular giving and volunteer programs. **More info: Sarah Pederson at 604-539-7057**

Guildford Town Centre is more than half way through a \$280 million redevelopment which began in June 2010. **Project "Celebration"** is one of the most biologically diverse **Living Walls** in North America and features over 10,000 individual plants, in 60 unique plant species, creates fresh air inside, removing CO2 plus other indoor pollutants. **Contact: Petra Barker at 604-587-4263**

Welcome New Members

NOVEMBER:

A-1 Custom Exteriors Ltd.
A&A Testing
A&T Equestrian
ABC Express Services Ltd.
ABP Marketing Solutions Inc.
ABP Marketing Solutions Inc.
Adcentives
Advance Testing
AJ Jaswal & Raman Armeja of Nationwide
Alchemist Specialty Carriers
Aman Enterprises (1989) Ltd.
Apex Wireless
Apple Security
Arts Umbrella
Asam Ghani & Associates
Assured Lease Corp
B&B Heavy Civil Construction
Bakerview Realty Appraisals
Basren Wealth Management Group
BC Financial Solutions Wealth & Estate Planning
BC Upfitters & Line
BCIT British Columbia Institute of Technology
Bear Creek Villa
Berezan Management
Blue Pine Enterprises Ltd.
Bob Edwards Realtor
Body Plus Collision + Repair
Boileau Electric
Brian White- Remax Real Estate
Burkes Law
Business in Vancouver Newspaper
Business Space Planners
Cameron Tsoi-A-Sue of Re/Max
Little Oak Realty
Cana Debt Solutions Ltd.
Canadian Youth Business Foundation
Cascadia Group West
Cerna Collision
Chateau Designs Inc.
Cindy Poppy Realtor
CitiWest Consulting Ltd.

Clearline Chartered Accountants
Clover Inn
Coast Gas Fireplace Repair
Coastland Engineering & Surveying Ltd.
Conair Group Inc.
Concosts Consultants Inc.
Cowry Kitchen Cabinets & Countertop
Create IT Emporium
Dev Mourh of Don Wotherspoon & Associates Ltd.
Dominion Lending Centres-Alta Pacific
Doug Blakeway of Nanotech Security
DSG Tag Systems Inc.
Easy Breezy Mortgages
Eat Well Ethnic Foods Inc.
Eila Akbari of Freedom 55 Financial
Ekset Contracting
Family Insurance Solutions
First Vancouver Finance
Fore-Tenn Marketing Ltd.- BC Division
Fraser Valley Aggregates
Fraser Valley Wireless Inc.
Frazer Excavation
Freightlink Express Ltd
G.N. Motors Sales & Rentals Ltd.
Garmatex Technologies Inc.
GB Singh of Centum Mortgage Concept Inc.
Global Ventilation
Gramercy Developments Ltd.
Grandma's Spices & Foods Inc.
Greenway Legal Centre
Greystone Promotional Products
Guardian Interiors 2012 Ltd.
Gurdev Gill of TD Canada Trust
Happy Deol
Harding Forklift Services Ltd.
Harness Racing BC
Heads Up Communications
Hudson Plating Co. Ltd.
International Crowd Management Inc.
Ischebeck Can Ltd.
Jag Bhandari of Omax Realty
Jessica's HelpDesk

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.

Ongoing Sponsors:

Sheraton Vancouver Guildford Hotel
604.582.9288
Official event sponsor for the Surrey Board of Trade.

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

more stories
@ www.businessinsurrey.com

▶ **job postings** @ www.businessinsurrey.com

Join!

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.

Receive \$100

Know someone that should be a member of the Surrey Board of Trade? Let us know, and if they sign up successfully, you'll receive a \$100 SBOT credit. Contact Indra Bhan for more info: 604.581.7130.

Submission Info:

To submit news to this section, email **Christine Dixon** at **info@businessinsurrey.com**.

Sussex Insurance Agency Inc.
Taj Homes Development Ltd.
Tanya Wilson of Envision Investment Services
TBC Teletheatre British Columbia
The Man Room
The Nova Organizational Development Group
Thorson Mortgages
Tiletown Surrey
TNT Lawyers
Tony Miles, CGA
Trinity Western University
Universal Auto Collision Ltd.
Universal Photo Booth Rentals Inc.
Urban Safari Rescue Society
Valley Traffic Systems Inc.
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Vancouver Punjab Cloth House Inc
Ventura Immigration
View 360 Insurance Advisory
Virk Law Group
WCG Services Surrey
West Sun Communications Ltd.
Western Decal Ltd.
White Van Services Ltd.
Winvan Paving
Woodbridge Capital
Xpert One Trading Inc.
Zenterra Development
ZFC

DECEMBER:

Alison Day of Keller Williams Elite Realty
Brian Brotherston of Sutton West Coast Realty
Family Practice, Surrey-North Delta Division
Gill International Travel
iCan Help Immigration Services
Kaizen Assembly
Karans International Distributors Ltd.
Laser Valley Technologies Corporation
Sparkling Clean
Take Aim Consulting
Trademark Group Of Companies
UP Trend Developments Inc.

Businesses with Heart

In the relatively short period of time since the closure of institutions in British Columbia in the 1980s, great strides have been made including people with developmental disabilities in their communities. True citizenship, however, is more than just being present in the community. It includes the right to work, and people with developmental disabilities want to work.

In 2010, Canada ratified the U.N. Convention on the Rights of Persons with Disabilities, recognizing "the right of persons with disabilities to work, on an equal basis with others; this includes the right to the opportunity to gain a living by work freely chosen or accepted." Businesses in Surrey, with the help of programs such as Semiahmoo House's Customized Employment Program, have benefitted from hiring people with disabilities.

Four years ago, South Surrey's Fieldstone Artisan Breads hired Eric, a young man who has Down syndrome. The hiring

benefitted both employer and employee. Fieldstone has a worker who is dependable, cheerful, and never late. Eric, who does dishes, makes boxes, and vacuums, is valued for his work ethic and earns an income. Customized Employment is no longer needed as a support as Eric is fully included in his workplace by an employer that has heart and was open to the possibility of hiring someone with a disability.

Customized Employment relies on matching the strengths and interests of employees with the specific needs of the employer. Employer benefits from hiring someone with a disability include:

- Positive image in the community
- Visibility as a community leader
- Qualified, loyal, and productive employees
- A diverse worksite that leads to a diverse customer base



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▶ For more information on Customized Employment, email ce@shsbc.ca or go to <http://www.semi-house-society.com/CE-news.html>. People who want to work have a right to work.

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New Kelowna Service From YXX

Abbotsford International Airport (YXX) has announced that Northwestern Air Lease Ltd. will begin scheduled air service from Abbotsford to Kelowna and on to Red Deer, Alberta, starting March 3.

Northwestern Air is a family owned company founded in 1965 moved to Fort Smith Northwest Territory in 1985, to begin operations as a scheduled and charter service.

They currently offer scheduled service from Ft. Smith to Yellowknife, Hay River, Fort Chipewyan, Ft. MacMurray, Edmonton and between Red Deer and Kelowna and Ft. MacMurray. The aircraft fleet includes 6 Jetstream twin turboprop, 19 passenger, fully IFR aircraft. And will operate on a 5 day a week basis. More information can be found at www.nwal.ca and bookings can be made on line starting in February.



Surrey Board of Trade and Canadian Cancer Society Business Challenge

National April 2013 Daffodil Campaign 75th Anniversary

The SBOT is challenging its members to spread awareness and raise funds by participating in the Canadian Cancer Society's Daffodil Campaign.

Purchase daffodils and share them with the community - add a little colour to your office, give them to clients, get creative!

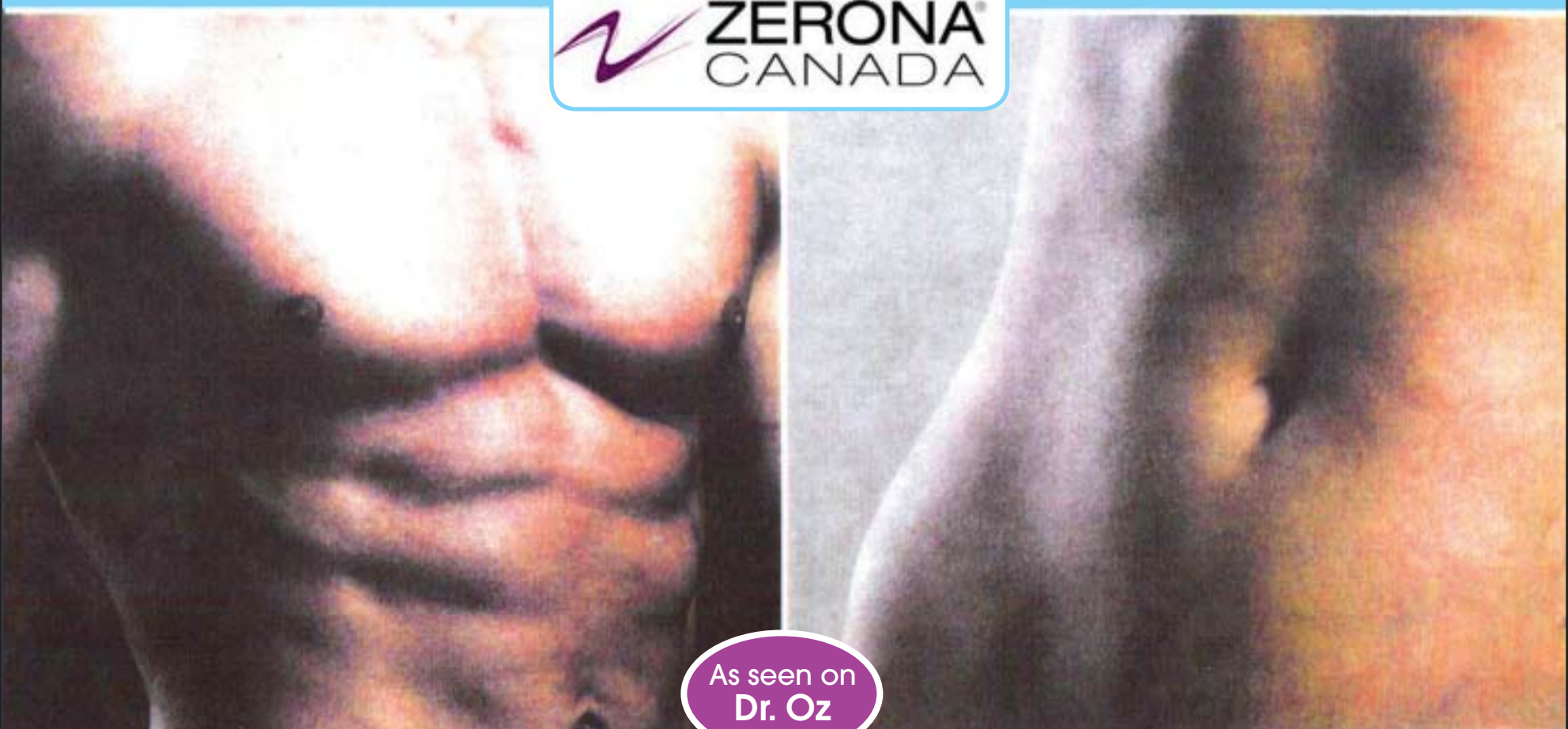
\$200 for 500 stems, \$100 for 250 stems

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