

events @

April 3
Mayor of Surrey
Dianne Watts Lunch

April 10
Breakfast in the City

April 11
South Surrey/Ocean Park
Crime Reduction Breakfast

April 18
B2B Surrey Community
College

May 3
Surrey Industry Tour

May 7
Provincial Election
Business Dialogue

May 10
May Crime Reduction
Breakfast

May 23
Top 25 under 25 Awards

June 4
Guildford Crime Reduction
Breakfast

June 6
Golf Tournament

June 20
49th President's Dinner-AGM

www.businessinsurrey.com



@SBoT



facebook.com/
SurreyBoardofTrade



flickr.com/sboft



Click on this icon on
our website to access
our mobile site.



Scan the code
to link to
our website

Building The North Delta Segment of SFPR - Over Half a Million Cubic Metres of Material Removed

In North Delta the challenge was to build the South Fraser Perimeter Road between the houses on top and the railway tracks below, despite much of it being near vertical real estate. Neil Valsankar, an engineer, described the scene, "It's a very tight space and there was a lot of clay in this area which had to be removed and replaced with more stable material. In all they moved about half a million cubic metres of soil. Once the original soil was replaced the two split-elevation roadbeds were built and the new highway began taking shape rapidly."

"Terracing to strengthen hillsides has been done for thousands of years," said Valsankar, "whether as a vineyard 2000 years ago, or what you're seeing here. The series of terraces stabilizes the slopes much better than one really big wall. We have two types of walls in play here. The walls at the top of the hill towards the residences are further anchored by what's



Work goes on even in the heavy rain.

called "shotcrete" anchors, which go deep into the ground and reinforce the hillside from any slippage, which otherwise may have occurred." He said the lower retaining walls for the grade separation are bound to the road, so the weight of the roadbed is leveraged to support those walls.

"This section is one of the most challenging of the SFPR construction apart from the slope, is having to build the bridges over the creeks and ravines," he said. "Moving the large bridge girders into place in this muddy, wet

and cold environment has been remarkable. In particular the creeks are salmon bearing, and so the builders had to increase the amount of space around them to protect the creeks from any intrusion by the construction or any debris. Another challenge has been managing the construction while ensuring the railway tracks, which are in frequent use, are not affected. At times they even had to insert culverts under the tracks to provide drainage, however it was achieved without any problems."

This section of the project has had up to five to six hundred people at various times, including a couple of hundred people working on the equipment, about 50 specialists to build the walls and the bridges as well as the general road construction which required specialists as well.

"This remarkable bit of engineering is moving ahead very well," said Valsankar, "we're a little ahead of where they expected to be, and are targeting completion near the end of this year."



Changes to the BC Recycling Regulation

– How are you affected as a business owner?

The BC Government has passed a regulation that requires businesses to assume responsibility for the collection and recycling of packaging and printed material once a resident is done with its use. The changes that require businesses to assume responsibility have been made to the BC Recycling Regulation and the 'responsibility' is referred to as an Extended Producer Responsibility.

It is not the first time in Canada that such changes have been made to the regulation or such a regulation has been passed. The provinces of Ontario, Quebec and Manitoba already have the Extended Producer Responsibility included in their

legislation. If your business has a permanent establishment in BC and you are a brand owner, franchisor or first importer (i.e., retailer or distributor) of packaged goods or printed paper sold to residents, then you are likely to meet the Recycling Regulation's "producer" definition, which means that you should take immediate action to comply with the regulation.

BC Businesses that would be affected by the BC Recycling Regulation include food manufacturers, consumer packaged goods (cosmetics, electronics, toys etc.), retail businesses (grocery, general merchandise, convenience, drug

store), banks and credit unions, quick service restaurants, newspaper and magazine publishers, paper manufacturers and more. There are penalties for non-compliance with the regulation which include fines and prohibition from selling, offering for sale, distributing or using the product in a commercial enterprise.

Business owners could appoint an agent such as Multi-Material British Columbia (MMBC) which is a non-profit agency, to perform your obligations under the Recycling Regulation. If MMBC is appointed as your stewardship agent, your continued ability to conduct business in BC will be protected.

More information on the application process or to notify your intent to appoint MMBC as an agent is provided in their website (www.multimaterialbc.ca). MMBC directors come from organizations such as the Retail Council of Canada, Food and Consumer Products of Canada, Canadian Federation of Independent Grocers, Tim Hortons etc., which are directly or indirectly related to and producing packaging. MMBC has taken the lead in dealing with the impacts of the changes to the BC Recycling Regulation and has submitted an updated packaging and printed paper plan to the BC Ministry of Environment on Febru-

ary 25, 2013. Additional details on the updated PPP plan can be found on the website of MMBC.

The Surrey Board of Trade urges its members to review information regarding the implications of the changes to the BC Recycling Regulation to determine if your business is affected. We would like to hear your comments or any concerns on the financial and logistical implications of the Extended Producer Responsibility on your business in Surrey. Jay Rao of Levelton Consultants is Chair of the Environment Team.

For more information see www.multimaterialbc.ca

GOOD SELECTION
OF USED SCOOTERS,
WHEELCHAIRS &
WALKERS

KEEP MOVING - KEEP ACTIVE

eclipse
medical inc.

WHY BUY A SCOOTER ANYWHERE ELSE? **NO HST!**

FREE Delivery within Trade-in Area



**Lift
Chairs**



Wheelchairs



Walkers



Scooters



**Acorn
Stairlifts**

**VIBREX
Exercise
Machine**

VIBREX
Vibration Exercise Machine



SAVE ON SCOOTERS AND MEDICAL EQUIPMENT

15231-16TH AVENUE • 604-541-7550

Hours: Monday - Friday 9:00-5:00pm Saturday 10:00-4:00pm

From the SURREY BOARD of TRADE BUSINESS in Surrey

April & May 2013

The official newspaper of the Surrey Board of Trade. No portion of this publication may be reproduced in whole or part without the permission of the Surrey Board of Trade.

Editor:

Ray Hudson
604.634.0345

Editorial Consultant:

Beau Simpson, Now Newspaper

Publisher:

Anita Patil Huberman
anita@businessinsurrey.com

Contributing Writers:

Ray Hudson, Anita Huberman,
Jay Rao, Marek Zhanel

Photography:

Ray Hudson and submitted

Advertising:

Now Newspaper
604.572.0064

Delivery Issues:

delivery@thenownewspaper.com

Office:

Tel: 604.581.7130
Fax: 604.588.7549
Web: www.businessinsurrey.com
#101, 14439-104 Avenue
Surrey BC V3R 1M1 Canada

www.the^{now}newspaper.com
the^{now}
NEWSPAPER

Printed on Recycled Stock using vegetable based inks
Please recycle this product.

▶ From the President's Desk

The Surrey Board of Trade (SBOT) along with the South Surrey-White Rock Chamber of Commerce and Cloverdale Chamber of Commerce has reached a new level in building a business partnership between the three parties.

A memorandum of understanding between the three organizations has been signed which will create the foundation for the three organizations to further work together in the name of advocacy, economic development and other commonalities as we work toward promoting Surrey as a whole on the business front.

Each organization has their niche in terms of the area they cover and membership they represent in the various areas of the city. However, as one group we can create a stronger voice for the business community in Surrey.

The SBOT received funding from IECBC's Employer Innovation Fund to assist in the development of initiatives and resources to attract and integrate skilled immigrants into BC work places.

The SBOT, which is one of 11 organizations in the province was awarded funding,

to pilot a 12-month employer focused program to assist small businesses in phasing in immigrants into their labour pool.

This is exciting news for the SBOT given the fact we have 1,200 people a month moving into Surrey. It further assists in recognizing the cultural diversity we enjoy.

Just a quick note with regard to the partnership the SBOT and soon-to-be developed Ronald McDonald Family Room in the Surrey Memorial Hospital

The 2,000 sq. ft. room that is planned for the second floor in the hospital is scheduled to be open by June 2014.

Located inside hospitals, the family rooms offer a respite to families with seriously ill children. The family rooms remove families from the everyday hospital setting and place them in a home-like environment where they are able to relax.

A campaign is underway to raise \$1 million to develop the room at the Surrey Memorial Hospital. To date approximately \$300,000 has been raised.

Along with donations the recruitment of campaign cabinet volunteers is underway. Basically these volunteers will actively

Jim Mihaly
49th Surrey
Board
of Trade
President



recruit volunteer support and solicit support for the campaign. If you feel you have the time to serve in this role contact the SBOT office for more information.

The government of BC will implement the transition from the Harmonized Sales Tax (HST) back to the Provincial Sales Tax (PST) system as of April 1.

Businesses should be aware of how these changes will affect them, and further, be prepared for the April 1 date.

The SBOT has hosted a variety of workshops entitled, "How the PST will affect your business" that have helped many businesses. There is also a PST Information section on our website at www.businessinsurrey.com.

Preparing for the transition from HST to PST in advance is crucial for business. Make sure you have a plan.

▶ Brand Value Equals Economic Value Business

I am a great believer that change is unrelenting – unceasing. If we just tried to maintain the status quo, then that would be the death of us. Creative investments and partnerships for the not for profit business organization that is the Surrey Board of Trade (SBOT) implies dynamism, offers new perspectives to create value to our members, to our stakeholders and to the business community. I think that the SBOT and all businesses, small and large, have to push their imaginative limits and think: not only what we do, but what we can do! Our ambition will always be to do that which is important but what others can't do. That is entrepreneurialism.

And because we are an independent voice of business, with the support of our members we are able to drive the many leadership programs that my Surrey Board of Trade President refers to in his article in this Business in Surrey Newspaper. In essence these programs support business and attract business – and create a healthy city. Some examples are:

1. Support of a Surrey Community Court: This is important to business because we want to ensure that Surrey is an economically viable city. When we have stronger judicial systems we also have stronger economies. However, with our collaborative focus on job creation, we need investment in the justice sector to address our city's individualized public concern. For there to be public confidence in our justice system is essential to a strong economy! The Surrey Board of Trade has long advocated for a Community Court in Surrey – that is a Surrey-made Community Court. The community court is about partnership and problem solving. It's about creating new relationships, both within the justice system and with health and social services,

community organizations, area residents, merchants, faith communities and schools. The March Justice and Business Dialogue took place and presented ideas and action on how to move forward.

2. To move forward, we need to make our ideas clear to those running for provincial office as MLA's. Certainly when we have our May 7th Provincial Election Business Dialogue in partnership with the Fraser Valley Real Estate Board from 5:30-9pm at Eaglequest Golf Course – we will address our key provincial election issues in the areas of Crime/Justice, Education, Environment, Finance/Taxation, Innovation/Industry, International Policy, Social Policy/Health/Homelessness/Families-Childcare, Transportation.

3. A series of Crime Reduction Breakfasts will take place in the coming months

4. Meeting with Prime Minister Stephen Harper to discuss federal budget priorities – one of eight people – was a privilege

5. Continuing the campaign for reduction of tariffs to help alleviate cross border shopping

6. Recognizing Excellence in International business through our International Trade Awards. Congratulations to Fruiticana and Safe Software as our 2013 Winners!

7. Annual meeting with CEO's of Lower Mainland Chamber's and Boards of Trade to discuss best business practices

8. My appointment on Canada's National Film Board continues – and I simply am amazed at the caliber of Canadian films being made and their global recognition has just begun.

9. Recognizing that business fraud is a reality through our Fraud Awareness Dialogue – to give business tools to be safe.

10. Surrey Women in Business Awards,

Anita Huberman
Surrey Board
of Trade CEO



sponsored by Century Group – 3 Civic Plaza: Congratulations! The winners were: **Entrepreneur:** Jill Martyniuk, Romancing the Home

Professional: Christine Trischuk, Christine Trischuk Consultants

Corporate/Leadership: Peggy White, Guildford Town Centre

Innovator: Wendy Bollard, Peninsula Productions Society

Not-for-Profit Leader: Christiana Flessner, Canadian Wheelchair Foundation

11. Cloverdale Rodeo: a significant tourism and economic attraction to Surrey takes place Victoria Day long weekend in May.

12. New benefits: In addition to our current offering: Surrey Board of Trade and Prestige Performance Consulting Ltd have partnered to increase the value to its membership that goes beyond discounts. **Complimentary** strategic & confidential business performance reviews that zeros-in on key high priority areas.

▶ **Question to members:** Is your business facing challenges finding skilled workers? Let me know at anita@businessinsurrey.com.

In conclusion, take ongoing risks in an informed way and have the courage to think differently. Your business and your organization will win. Any questions, as always call me at 604-634-0342.

GET INVOLVED!
Contact the SBOT and volunteer on Teams: Finance & Taxation, Environment, Social Policy, Transportation, International Trade, Innovation and Crime & Justice.

Global Economic Shift Underway

By Jock Finlayson



How long before China bypasses the United States to become the world's largest economy? The question has taken on new significance in the aftermath of the 2008-09 global financial crisis and associated economic downturn. China already ranks as the second biggest national economy; it is also the number one exporter, as well as the top manufacturing nation and a voracious consumer of energy, minerals/metals and many other industrial raw materials.

A new report from PricewaterhouseCoopers, "The World in 2050," underscores how the 2008-09 recession and the slow economic recovery that has followed in its wake have served to accelerate the transition to a new global balance of power. The report looks at how two dozen national economies are expected to change in relative and absolute size over the next four decades. The main conclusions are:

- China becomes the largest economy by 2017. This is based on calibrating the value of economic output using "pur-

chasing power parity" (PPP) exchange rates, which adjust for price differences across countries, and therefore are a better reflection of actual living standards. If one instead uses "market exchange rates," China still overtakes the US, but not until the second half of the 2020s.

- By 2030, India is the world's third largest economy, ahead of Japan, Germany, Russia and Brazil.
- By 2020, the biggest seven emerging market economies – the E7 – together overtake the G7 countries in combined economic output (GDP), measured using purchasing power parity exchange rates.
- Canada manages stay within the top 20 nations, but our position slips as various emerging market economies move up in the rankings.

Not only did China, India and most other key emerging markets avoid falling into recessions in 2008-09, but they came out of the crisis with stronger underlying fundamentals, particularly in the area of public finances. According to studies by the Brookings Institution, emerging economies, as a group, are expected to see their public sector debt loads decline as a share of GDP over the next ten years. In contrast, most advanced economies are in the midst of an unprecedented run-up in government debt that has seen sovereign debt/GDP ratios climb to 75% or higher in the US, Japan and much of Europe. (Canada, fortunately, is

in considerably better shape in terms of the health of our public finances.) All else equal, smaller government debt burdens represent a strategic advantage for many developing countries.

The global rise of China, India and other emerging markets carries important implications for BC and Western Canada. As a whole, the West's international comparative advantages lie mainly in resource-based sectors – agri-food, energy, minerals, metals, and forest products. Western Canada also has strengths in a several tradable knowledge-based service industries, such as engineering, education, scientific and technical services, and environmental management. Global demand is increasing steadily for many resource-based goods and sophisticated services, driven predominantly by robust economic growth in emerging markets.

The PWC projections discussed above, like those produced by other think tanks and forecasting groups, assume that China, India and other emerging markets will continue to post relatively strong economic growth going forward, while the major advanced countries limp along. While by no means far-fetched, these assumptions are open to criticism, and they aren't necessarily accepted by all analysts. Moreover, in terms of income per person, which is the best gauge of a nation's prosperity, most emerging market economies will continue to lag far

behind the leading developed countries for decades to come.

However, the basic message doesn't really change. China, India and other emerging markets are indisputably on the march, while the mature developed countries struggle with slow-growing or shrinking work forces, ballooning government debts, and lower potential growth rates. Before the decade is over, emerging markets are expected to account for half of world-wide output and for 45-50 percent of international trade, proportions that will then increase further after 2020. In short, we are on the cusp of a new world order, as economic, demographic, financial and ultimately political power, inexorably shifts away from the West and the North to the nations of the East and the South.

Jock Finlayson is the Executive Vice President and Chief Policy Officer at the Business Council of BC



Cheryl Carline
President & CEO

Tinu Mathur
Chair

Welcome Announcement

Burnaby Hospital Foundation welcomes Cheryl Carline as the new President & CEO and Tinu Mathur as Chair of the Board of Trustees.

Burnaby Hospital Foundation is the philanthropic arm of Burnaby Hospital. The Foundation raises financial resources needed for innovative health care equipment, state-of-the-art technology, capital projects and educational outreach.

To find out how you can help, visit us online or call 604.431.2881.

www.bhfoundation.ca

60 Years of Caring | BURNABY HOSPITAL FOUNDATION

More to love! New Creations and Favorites



Create-A-Face Pancake

Breakfast Sampler



Everything you



about breakfast.sm

8170 120 Street, Surrey
604-596-4994

Full Citizenship For People With Developmental Disabilities

- Rights and Responsibilities

As we progress as a society in our understanding and appreciation of the rights of people who have developmental disabilities and shift from a paradigm of charity to one of respect and thoughtful support, we will necessarily start to talk about the responsibilities that come with being a citizen in an inclusive community. However, without full rights for people with developmental disabilities in written policy *and* real practice, the responsibilities of being a citizen remains largely a theoretical concept. When specifically examining employment in the community, the *right* to work must be fully supported by the community before the *responsibility* to work becomes the focus. We must get to the point that people who can work (and nearly all people can work) are expected to contribute to their community by working.

On a broad scope, Article 27 of the United Nations Convention on the Rights of Persons with Disabilities, which Canada ratified in 2010, states that countries must "recognize the right of persons with disabilities to work, on an equal basis with others." The article goes on to state that the work environment must be "open, inclusive, and accessible to persons with disabilities." While these rights are not yet fully embraced by the community, there is cause to be optimistic that they will be. Programs that support the employment of people with developmental disabilities, such as Semiahmoo House's

Customized Employment and community-minded employers, such as Fieldstone Artisan Breads, Cobs Breads, and Morrison Café in South Surrey are seeing the benefits of inclusive hiring practices.

Employers that are inclusive in their hiring practices tend to share the following traits:

Community-Minded: thinking beyond their business, considering what is good for their community.

Creative: willing to look at traditional job roles in their workplace and customize them to fit the employee - focus on what they are best at.

Person-Centred: see their employees as people and treat them accordingly, assuming that things will work for the best and are willing to work with employees and their support people to make this happen.

In an inclusive community, where housing, employment, transportation, and recreation are accessible to all, there are rights and responsibilities for citizens. For people who have developmental disabilities, the shift of focus from rights to responsibilities will be a welcome one as it will come when all people are fully included as citizens, in action as well as in word.

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



HAMILTON DUNCAN ARMSTRONG+STEWART
BUSINESS + LITIGATION LAWYERS
TRADEMARK AGENTS



Surrey's Business Lawyers

- Buying & Selling a Business
- Banking & Commercial Finance
- Corporate Law
- Land Development
- Collections & Insolvency
- Business Litigation
- Trademark Agents
- Employment Law
- Wills & Estates

Suite 1450, Gateway Tower
13401 — 108th Avenue
Surrey, BC V3T 5T3
Tel: (604) 581-4677
Fax: (604) 581-5947

Suite 210, Rodeo Square
5620 — 152nd Street
Surrey, BC V3S 3K2
Tel: (604) 575-8088
Fax: (604) 575-8118

www.HDAS.com

HAMILTON DUNCAN ARMSTRONG + STEWART LAW CORPORATION

EXPERIENCE + EXCELLENCE + TRUST + SERVICE

Phase 3 NOW LEASING

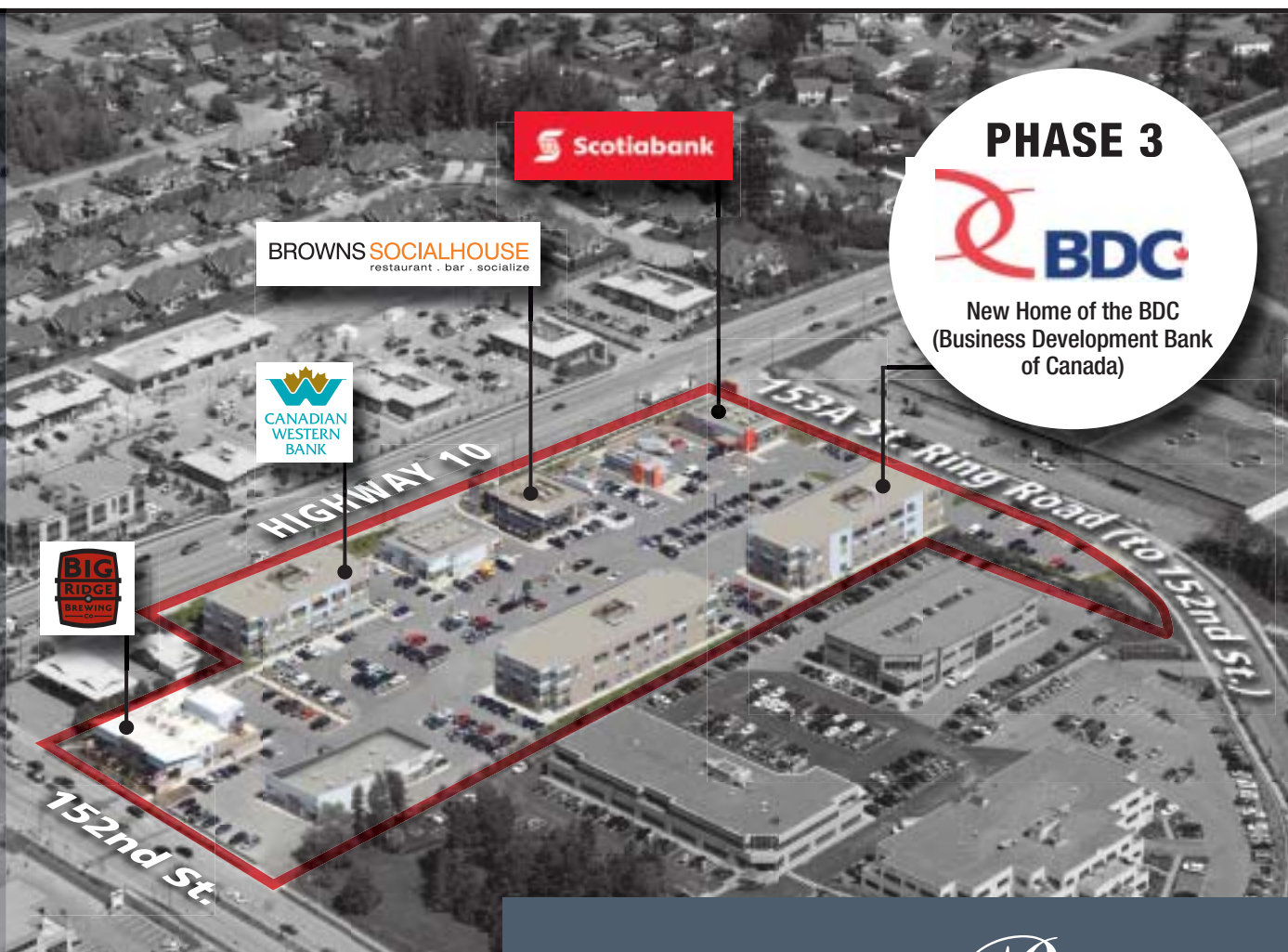
JOIN THE FOLLOWING TENANTS:

BDC (Business Development Bank of Canada)

Hamilton Duncan Armstrong + Stewart Law Corporation

Timeline Floors Inc.

Jade Electrolysis



PANORAMA PLACE

PHASE 1 - 100% OCCUPIED
PHASE 2 - 100% OCCUPIED
PHASE 3 - NOW LEASING

Office/Retail for Lease
SE Corner of Hwy. 10 and 152nd St.



Gordon MacPherson / Ryan Schwartz
604.510.5555

www.panoramaplace.ca



The smart business accessory

It's simply good business practice to keep law firm McQuarrie Hunter in your back pocket. That way, we can respond with speed and efficiency to all of your legal needs, large and small.

McQuarrie Hunter is the essential business accessory.

**McQuarrie
HUNTER LLP**
BARRISTERS & SOLICITORS

MCQUARRIE.COM

Central City Tower, Surrey

Commercial Lending ■ Commercial Real Estate ■ Corporate Law
Employment Law ■ Family Business and Succession Planning
Franchising ■ Intellectual Property - Trademarks & Licensing
Litigation ■ Non-Competition / Non-Disclosure Agreements

Chamber Insurance Program

– Another Great Offering!

– by Brad Funk

This past week I interviewed a business owner who purchased the Chambers of Commerce Group Insurance plan in 1987. He said the reason that they originally went with the plan was because it was the only plan available for a small business his size. So in November 1986 he joined the Surrey Board of Trade and immediately applied for the insurance plan. It has now been 26 years since that original purchase.

In 1987 the plan options included Life insurance, Weekly Indemnity, Long Term Disability, Dependent Life and had 4 Extended Health options and 4 Dental Plans to choose from. Today it offers over 40 different Extended Health options and 32 different Dental Plans. In addition, it has also added Employee Assistance Programs (EAP), Critical Illness and was one of the first Group Benefit Providers to add Best Doctors. These changes were made and the plan evolved, because the needs of employers and business people are always changing.


Now another tremendous benefit the “Business Assistance Service” has been added. Most small businesses can't afford to have specialists on hand to help deal with problems that require an expert

opinion, so “Business Assistance Service” is designed to fill this gap. This confidential service provides access to professional accounting, counselling, legal and human resource experts who understand the challenges small business owners face. In total it will provide up to six hours of services per calendar year.

In addition, there is a counselling resource that is available for employees who may be struggling with a personal problem that is causing them to be absent from work or to underperform. Owners now have the resources available to help employees deal with situations affecting performance, through face-to-face counselling with a trained professional.

If you have been thinking about adding a benefit plan that would allow you to better attract and retain employees while keeping your costs down and

stable, one of the advisors at Schmidt and Funk Financial Services would be please to talk with you about the Chambers of Commerce Group Insurance plan that is available to all members of the Surrey Board of Trade. Check us out at www.schmidtandfunk.com.

 This confidential service provides access to professional accounting, counselling, legal and human resource experts who understand the challenges small business owners face.




Domino's Pizza

Open For Lunch Now
Enjoy Our Lunch Specials
Tel: 604-575-6400

NOW OPEN FOR LUNCH!
SUNDAY to THURSDAY 12 NOON - 11PM
FRIDAY & SATURDAY 12 NOON - 12AM

ORDER ONLINE www.dominos.ca
before April 30/13
and RECEIVE 50% OFF ANY PIZZA
Enter Promo code 8704
Limit 3 pizzas per order/per day

IT'S AS EASY AS 1-2-3

1 Cheesy Bread
2 Medium Pizzas
with 3 Toppings on each

\$20⁹⁹*

Order Code 3275

Upsize to Large add **\$6⁰⁰***
Order Code 4276

FEAST PIZZA DEAL

Any 2 Medium
Feast Pizzas

\$21⁹⁹*

Order Code 3225

Upsize to Large add **\$6⁰⁰***
Order Code 4225

Offers only valid at the Sullivan Square Centre Location.
For our new low price menu and other deals, please contact store or order online

**103 - 15335 Hwy 10,
SURREY
604-575-6400
www.dominos.ca**




*Coupons are only valid at Domino's Pizza, Sullivan Square Centre #103-15335 Hwy 10, Surrey BC. Not valid with any other coupons and offers. Limited delivery area. Delivery charges may apply. Drivers carry less than \$20.00. All orders are subject to applicable taxes.



TAX BITES - BUSINESS FOR SALE

By Marek Zhanel, CGA



about buying the business. The real test comes when asked to provide an acceptable security and obtain the necessary financing. A parent may be lenient, but the taxman not so much so.

If you're thinking about selling in the next few years, consider getting an experienced evaluator who can accurately assess your business for value (obvious or hidden) and put you in tune with what prospective buyers will be looking for. This almost always involves having a strong, proven management team in place while reducing the owner's involvement in day-to-day operations.

A rushed sale of businesses is unlikely to maximize the after-tax dollars. Start preparing now, so that your business is worth as much to others as it is up to you.

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

Tax Act.

Depending on the purchase price, the \$750,000 lifetime capital gains exemption may substantially reduce the tax, however, certain requirements must be met. The exemption is only available to individual shareholders resident in Canada selling qualifying corporate shares. In general, the qualifying test stipulates that at the time of sale 90% of the fair market value of a corporation's assets must be attributable to an active business in Canada. Two other tests, pertaining to the holding period of shares and the use of assets, apply to the 24-month period preceding the disposition of shares. Further tests or the alternative minimum tax may limit this exemption. Timing is a critical factor. Shares that don't qualify today may be "purified" to qualify in the future.

Whether selling within the family or to a third party, owners should make sure early on that no family member harbors an unrealistic expectation of their upcoming role. Selling a business to the next generation is worth considering when the future owner has a proven potential and is serious

International Trade Award Winners Named

Tony Singh of Fruiticana (large business) and Don Murray and Dale Lutz of Safe Software (small business) Inc. were the winners of the 5th Annual SBOT International Trade Awards Lunch. Every year, this event brings the Surrey business community together with international trade organizations, consulate offices, export/import industry professionals and international business people.

Nominations for the Surrey International Trade Awards were accepted from businesses that are members of the Surrey Board of Trade or based in Surrey, that export or import their product or service internationally.



Tony Singh, Fruiticana



Don Murray and Dale Lutz of Safe Software Inc

"We LOGO Everything"

- Corporate Gifts
- 1000's of Christmas Ideas
- Fund-raiser Giveaways
- Employee Incentive Programs
- Trade Show Giveaways
- Festival Giveaways

**Over 1,000,000
products to choose from!**

Check out our website at:
www.yourpromo.ca

West Coast 
Promotional Products



Call Today 1-855-861-1471 • nita@yourpromo.net

Talking Fraser River

WITH JEFF SCOTT, CEO, FRASER SURREY DOCKS

Jeff Scott started with Fraser Surrey Docks (FSD) officially in April of 1993, after having done some project work for them prior to that time. While working toward his Bachelor of Commerce in Finance, he worked part time at Port Metro Vancouver. He then began working at Fraser Surrey Docks while attending the Marine Training Institute (a BCIT school) on the North Shore. As part of a work term project, he was supposed to go to Neptune Terminals but ended up at Fraser Surrey Docks instead. Over the 20 years since, he's done virtually every job there is to do there.

"I'm very fortunate to have acquired this insight into the operation on the stevedoring side, the land side, operating, maintenance, financial and marketing side as well as the customer service side."

What are the key things that have brought FSD to where it is now?

Growth: I think what Fraser Surrey Docks has been able to do is capitalize on some of the market swings over the last few years which has allowed it to grow and expand at certain times. When I first started, there was

a bit of a swing in the forest products business and we were able to capitalize on that. We expanded our terminal and added some space. We started out as a one-acre terminal and now we're over 150 acres.

We've seen a growth in containers, forest products and a few other commodities that have allowed us to evolve into a very diversified, multi-purpose company, able to provide customers with a multitude of complex solutions to their shipping needs, so we're not just one flavour.

Location: We probably have one of the best locations out of any of the marine terminals in the Gateway. We're on the right side (south side) of the river from both the road and rail perspective. We have direct access from CN and CP and in close proximity, SRY Raillink. We also have BNSF from the US. We're 15 minutes from Delta Port, 20 minutes from the US border and 20 minutes from the Trans Canada Highway and we have the new South Fraser Perimeter Road directly adjacent to our facility. This gives us direct access to Highway 1 and the rest of Canada.

The big thing we talked about in the last

article was the coal through-put facility. Neptune now has its certificate, so where are you in this process?

We believe we're in the final stage of our permitting process led by the port authority, and we're confident that we will get the permit. We've done a consultation component with the City of Surrey and other municipalities, consultation with first nations, a pretty stringent environmental assessment, involving looking at air assessment and soil remediation, spill response and marine contingencies, fire contingencies, and we've had to review our process and review the project in conjunction with all of those. It all ensures that we have a safe, efficient and effective operation that meets all of their standards. We've shown that we've mitigated against any exposure, and risk, and we're very confident that we've accomplished that. Our plan is to have an emission-free facility, and we're very confident that we're putting the right pieces together that will ensure we are successful.

How do you deal with the negative perceptions people have of coal?

First, we have employees who have to work in that environment, and we have to make sure they can go home to their families at the end of the day without any greater risk. So we have to build a facility that doesn't have the risks that some people perceive coal has.

Secondly, Ours is a contained facility, fully enclosed. We receive coal belly-fed off the cars into a contained pit facility equipped with suppression and the conveyor belt facilities are both fully enclosed and fitted with water suppression. We handle the product for less than a minute. Even as the rail cars exit, we spray them to ensure there are no coal remnants left behind. And finally, the suppression water is captured in tanks, cleansed and recycled back into the fully contained suppression system. We're confident that it's an emission-free facility.

In the next edition, we talk with CEO Jeff Scott about the need to dredge the Fraser to new depths.

Jeff Scott



Surrey's new research recruit is good news for medicine and the economy

What if your child's hockey coach had a portable medical device that could immediately indicate that a crash on the ice had caused a young player to suffer a serious brain injury?

Access to this type of technology is much closer than you think, thanks to the work of creative minds like that of Dr. Ryan D'Arcy, who has just been named the Surrey-based, Surrey Memorial Hospital Foundation BC Leadership Chair in Multimodal Technology for Healthcare Innovation. A neuroscientist, D'Arcy specializes in translating medical research discoveries into new technology and medical devices that can be used to diagnose and treat patients of all ages with brain injuries or illness.

D'Arcy's return from Halifax was made possible by the creation of this new \$5.25-million endowed research chair position the first for Surrey Memorial Hospital and Fraser Health. Donors to Surrey Memorial Hospital

Foundation contributed \$1.5 million, \$1.5 million from Simon Fraser University and \$2.25 million from the provincial government's Leading Edge Endowment Fund (LEEF). Fraser Health is developing new lab space for D'Arcy, and he will have access to patient care facilities and resources at Surrey Memorial Hospital, the Jim Pattison Outpatient Care and Surgery Centre, and other healthcare facilities.

D'Arcy's arrival in Surrey will benefit our economy as well as people with brain trauma or illness, because his work is focused on translating new knowledge about the brain into neurotechnology and medical devices that can be commercially produced.

He is expected to lead the development of a diverse and prosperous medical technology sector, starting with neurotechnology innovations for advanced diagnosis and treatment at Surrey Memorial Hospital.

Surrey Memorial Hospital Foundation

was immediately attracted to D'Arcy's work when Fraser Health expressed interest in recruiting him to Surrey, says Sarah Kocaba, the Foundation's Director, Corporate & Community Partnerships.

"We saw Dr. D'Arcy's focus on bringing innovative new medical devices to market very quickly as a win-win situation for our donors, our patients and the local economy. He will also raise our hospital's profile in medical research. We are thrilled to welcome him to Surrey."

D'Arcy previously founded and led Halifax's Institute for Biodiagnostics (Atlantic), a world-renowned Institute. While there, Dr. D'Arcy raised more than \$50 million in investment and established a critical mass of scientists, engineers, and clinicians focused on health technology products to help neurological patients.

He has been instrumental in leading the development of a number of new med-

ical devices, including the Halifax Consciousness Scanner, a portable scanner to evaluate brain status following trauma. (This is the device that may allow a hockey coach to assess players for potential concussions or brain injuries.) D'Arcy has also devised brain imaging technology applications to help Vancouver Island brain injury survivor Captain Trevor Greene rewire his ability to walk, following an attack in Afghanistan. In addition, he created the world's first virtual reality rehearsal for removal of a brain tumour.

For more information Colleen.Pitcher@fraserhealth.ca

Dr. Ryan D'Arcy

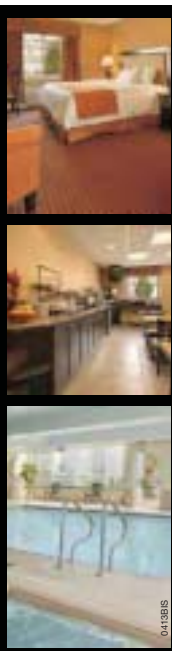


NEWLY RENOVATED INCLUDING 42" HDTVs
RAMADA LANGLEY/SURREY

- 83 Deluxe Guest Rooms Including Jacuzzi Suites and Executive Floor
- Complimentary Hot Breakfast Buffet
- Meeting Rooms and Business Centre
- Free Wireless High Speed Internet
- Indoor Pool, Hot Tub and Fitness Centre
- 100% Smoke-Free Property

RAMADA
 AWARD WINNING

19225 - Highway 10 (56th Avenue), Surrey, BC • tel 604 576 8388
 toll free reservations 1 888 576 8388 • reservations@RamadaLangleySurrey.com
 www.RamadaLangleySurrey.com



Valley Women's Network

The Surrey Delta Chapter of the Valley Women's Network cordially invites you to join our luncheon meetings held on the 4th Wednesday of the month (except July & August).

Registration and networking starts at 11:15am
Venue: Eaglequest Golf and Country Club, 7778 - 152nd Street, Surrey, BC
Program and Lunch: 12:00pm - 1:30pm
 Cost: Pre-registered guests \$28
 Or \$30 at the door
 (Cash or cheque - no credit cards please)

Email Reservations: sdvwnreservations@gmail.com
 More information: www.valleywomensnetwork.com

0413BIS

ACROSS *the* Board

 **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 or Zinnat for more info: 604.581.7130.

Announcements & Congratulations

Justin Maxwell is the new Chief Operating Officer at of **AngusOne Professional Recruitment Ltd.** He brings a decade of business development, start-up, human resources, and management experience in the real estate, banking, and environmental technology sectors to the company. He has worked locally and internationally with ING Group, Intrawest Corporation, The Related Group and Blue Planet Water Solutions. **More info: justin@angusone.com or at 604-609-7195.**

The **Surrey Board of Trade** is challenging 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. Flower delivery: March 26th and 27th between 9am - 5pm. **More info: <http://bit.ly/H9f2LS>.**

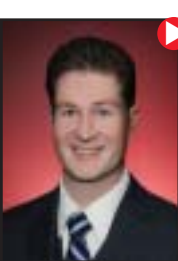
Chylan Emergency Gear Inc. has moved to a new location at 109-6039 196th Street. The new space includes a fantastic new show room and 800 sq. ft. of classroom space where they will be hosting variety of classes starting in the spring of this year. These classes include Self Defense with Eagle Claw International, and their very own Food Preservation Cooperative. **More info www.chylan.ca.**

The **City of Surrey's** 2013 Community Beautification Grant program grants are now available, and there is no deadline to apply. You're invited to apply for a grant and help make your community more beautiful. **More info: Community Beautification Grants at <http://www.surrey.ca/city-services/555.aspx>**

Tochi Sandhu, Director of Commercial Business Development at **Envision Financial** in Delta has received the Queen Elizabeth II Diamond Jubilee Medal. A three-time former Olympian, he is well known in the local community for his personable and friendly ways.

The **Ferndale (Washington) Chamber of Commerce** and **Silver Reef Hotel Casino Spa** will present the first annual Cross-Border Expo on Thursday, June 6, 2013. The event will showcase over 60 exhibitors and feature two educational sessions: "Cross-Border Business, Marketing and Distribution" and "Cross-Border Real Estate Investment". The goal is to attract both tourism and business visitors for a one to five-day visit. The exhibits and program will also attract attendees from both Whatcom and Skagit Counties. Vendor exhibits will be housed in the new 10,000 sq. ft. "Event Center at Silver Reef", and the seminars will be conducted in the adjoining state-of-the-art 150-seat theatre. **More info: InternationalMarketAccessInc.com**

Imperial Oil offers Chamber Members the Esso Business and Fleet Card program for fuel rebates. The program lets you control and manage fuel expenses for your company vehicles through rebates of 3.5 cents per litre, and online management for invoices, payments and service. **More info: <http://bit.ly/WvFBBW>.**

 **Dan Moseley** has joined the partnership of law firm **McQuarrie Hunter LLP**. Moseley joined the firm as a summer student in 2005, articulated with the firm in 2006, and since then has developed a robust litigation practice. **More info: 604-581-7001**

Glynn and Susan Thomas of **Printfastic Printing** have joined **Minuteman Press** in Surrey. **More info: Glynn Thomas, glynn@minutemanpress.com; www.surrey.minutemanpress.com.**

Surrey Libraries Board of Trustees was elected in January 2013. **Linda Stromberg** (Chair) and **John Shepherd** (Vice-Chair) will lead the organization. The community representatives are: **Rakesh Arora, James Bennett; Marina Haddad, Karen Reid Sidhu, Mirela Skrijelj, Upkar Tatlay, Anne Van Rhyn**, and **City of Surrey** representative, **Councillor Marvin Hunt**. **More info: Melanie Houlden, Chief Librarian, mghoulden@surrey.ca**

Vancity Credit Union has dedicated a \$10 000 community project grant to maintenance and construction of boardwalks in the Delta Nature Reserve. The grant was awarded to the **Burns Bog Conservation Society**, which maintains the facilities. The boardwalks host over 50 000 visitors annually, ensuring safe public access to a sensitive wetland area. New construction, by volunteers, is set to begin in May. **More info: Nicholas Ellan 604-572-0373; www.burnsbog.org.**

Welcome New Members

JANUARY & FEBRUARY

Active Learning Centre
All Mortgages Financial Inc.
Amenida Seniors' Community
Balvir S. Padda, Transportation
Blair Mann Photography & Design
Capital West Partners
Christine Trischuk, Consultants
Concern Cleaning Services
Corporate Transition Group (CTG)
Dale's Alignment & Brake Service Ltd.
DMCL Chartered Accountants LLP
Dr. Melanie Rapoport Inc.
DVL Homes Ltd.
Empowered Business Coaching
Firstar Performance Apparel
Gary Gallant of Expedia Cruiseship Centers
Girlfriendz Studio 7 Inc.
Gorman Retail Solutions Inc.
Holiday Inn Express Hotel & Suites Langley
Hudson Plating and Coating Company Ltd.
- Plating Division

Humjot Singh, Transportation
Integritas Security Group Inc.
Jasbir Singh, Transportation
Joseph S. Chow Ltd.
Keywest Asphalt Ltd.
Khoobsurat Collection Ltd.
MacLean Law Group
Melchora Owen of Sun Life Financial
Metro Vancouver Crime Stoppers
Nelson Roofing & Sheet Metal Ltd
Nordstar Kitchens
Obsidian Property Management Ltd
Odgers Berndtson
Paul W. Schwartz Law Corporation
Puneet P.K. Sandhar Law Corporation DBA
Sanghera Law Group
Remex Auto Collision Ltd.
Sterling Plumbing & Heating
Sukh Gill - Student Member
Surrey Fire Fighters Charitable Society
Surrey Memorial Hospital Auxiliary

Artist of the Month:

Lana Hart is currently displaying her work at the Surrey Board of Trade at 101-14439 104th Ave in Surrey. Lana grew up on the west coast of British Columbia. She studied with many different artists, potters, and directors. She has a degree in Theatre Design from UBC, which may explain why she weaves a story throughout each painting. Primarily working in acrylics her style could be described as Impressionistic Realism. She is a founding member of the North Delta Artist Guild and a group of Art Marketeers called 11-UP.

For information on art rentals or purchasing, call the Arts Council for 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

Submission Info:

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

job postings @ www.businessinsurrey.com

Join!

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.

more stories

@ www.businessinsurrey.com



Jim Mihaly (left) and John Leech

MOU signed with Applied Science Technologists and Technicians of BC

On March 20th, the Surrey Board of Trade and the Applied Science Technologists and Technicians of BC (ASTTBC) signed a Memorandum of understanding to promote economic cooperation, international marketing opportunities, to work together on technology education, career issues and skills shortages. The members of ASTTBC work in applied science technology fields such as architecture, bio-medical engineering, building, civil, electrical, electronics, environmental, fire protection, house inspection, information, mechanical,

onsite wastewater and other related disciplines tied to the built and natural environment. "A critical challenge facing the BC economy is the increasing shortage of skilled workers including technologists, technicians and technical specialists. ASTTBC is taking pre-emptive action on addressing a technology skills gap in partnership with educators, business and industry associations, government. We are proud to have solidified this partnership with the Surrey Board of Trade for this reason", said John Leech, CEO of ASTTBC.

Head 'em up, Move 'em out, Rodeo's Comin'!

With only eight weeks remaining until Rodeo Weekend, life is getting very busy for Mike MacSorley who took over as General Manager in October.

MacSorley grew up in Vancouver and now lives in North Van, was running a couple of food franchises before he responded to an ad for the job.

"I'd been at the PNE for about 14 years, five or six years as the operations manager and before that I was the food and beverage person."

What he likes about the Cloverdale Rodeo & Country Fair is that there is nothing ambiguous about the event. They have a theme and a brand and they don't have to explain what they are.

"You have two things in one," MacSorley says. "You have the sport component in the rodeo, then you have the country fair."

Looking after that the rodeo is Jamie Rogers, an established rodeo manager. He gets the stock and the cowboys and he's teaching the GM that side of things because "that's really new to me."

When asked about the brevity of the Rodeo and Country Fair, he said he hasn't had to deal with that issue yet, but the bigger concern is making the best use of all the buildings total.

"It doesn't mean a longer event," he says, "does it mean more events, different events? In short, how do we ensure the buildings and grounds are being best used for the businesses and residents of the city of Surrey, rather than asking if we should stretch this event to six days?"

He says they're trying to fully rent the buildings and turn "this place" into a 365 days a year adventure with the rodeo as the main jewel.

MacSorley says this year, they're planning on 45 indoor exhibitors, 40 food vendors and 15 acts as well as outdoor vendors. It's a very large group, and it all runs on about 8 thousand volunteer hours and produces an economic impact of around \$5 million.

Now all they need is sunshine and warm temperatures – not so much to ask.



Mike MacSorley, General Manager

More information on Surrey Board of Trade @ www.businessinsurrey.com

Because every dollar matters to your small business.

Jumpstart™
HIGH INTEREST
Savings Account
WITH
24/7 Access

Our small business solutions make it easier to manage your cash flow. You can access your money anytime, from anywhere with our online, mobile or app banking. Plus, with our Business Jumpstart™ High Interest Savings Account, you earn interest¹ while staying on top of the day-to-day.

Grow your small business with the right accounts today.

vancity.com/smallbusiness

Vancity
Make Good Money.™

¹ Interest is calculated on the closing daily balance in an account and paid monthly. Interest rate is per annum, simple interest (interest is calculated only on the original principal and not on the sum of the principal plus accrued interest).

There is no monthly fee for Business Jumpstart™ High Interest Savings Account. Transaction and/or additional service fees may apply. See vancity.com/BusinessJumpstart for a list of fees. All fees and interest rates are subject to change.

Vancity (TM), Jumpstart (TM), and Make Good Money (TM) are trademarks of Vancouver City Savings Credit Union.

Surrey Women in Business Winners Announced



From L to R: **Christiana Flessner**, **Jill Martyniuk**, **Peggy White**, **Christine Trischuk**, **Wendy Bollard**

Surrey, B.C. – On Wednesday, March 13, 2013, the Surrey Board of Trade hosted the 4th Annual Surrey Women in Business Awards Luncheon. The sold-out event recognized the hard work of Surrey's businesswomen and their contributions to Surrey.

MC Steve Darling of Global TV BC led the afternoon's program and kept guests laughing. Keynote Speaker Rebecca Legge of Canada Wide Media Limited shared her success story with the audience. Excitement was obvious throughout the room as winners were announced in five categories. The winners are: Entrepreneur Category: **Jill Martyniuk**, Romancing the Home; Professional Category: **Christine Trischuk**, Christine Trischuk Consultants; Corporate/Leadership Category: **Peggy White**, Guildford Town Centre; Innovator Category: **Wendy Bollard**, Peninsula Productions Society; Not-for-Profit Leader Category: **Christiana Flessner**, Canadian Wheelchair Foundation.

Nominations were submitted in five categories and judged on the nominee's work in Surrey, business acumen, leadership, balanced lifestyle and community involvement and service.

NOTARY PUBLIC

Approved by most Banks, Credit Unions and Trust companies.

SHAHNAZ RAHIMTULA CGA
"Get the personal attention you deserve!"

- Purchase/Sale of Property, Business & Mobile Home
- Mortgages, Lines of Credit & Discharges
- Wills, Powers of Attorney & Statutory Declarations
- Probate & Estate Notarizations
- Representation Agreements
- Health Care Directives, Travel Consents
- Promissory Notes & Other Notary Services

Open Saturdays By Appointment Only

#201-7288-137 St., Surrey
Web: www.srnotary.ca
Email: Shahnaz@srnotary.ca

604-591-7171
Fax: 604-591-8840

Natural Stone Inventory

Slate, Marble, LedgeStone, Pebble

50% - 70% OFF

CLEARANCE!



19661 96th Avenue, Langley, BC
Office: 604-888-3771 • Sales: 778-996-8133
www.stoneandtile.ca

BC'S #1 DIESEL SPECIALIST!



Includes Oil Change & Lube Plus All This:

- Inspect and Top All Fluids
- Inspect Tires and Adjust Pressure
- Verify Anti Freeze strength
- Examine all Belts & Hoses
- Inspect Brake System
- Examine Wiper Blades & Washer Operation
- Advise as to Tune-Up Condition
- Examine Battery, Glowplugs, Charging & Ignition Systems
- Examine Lighting & Instrumentation

DIESEL TRUCKS FROM
\$129⁹⁵

BY APPOINTMENT ONLY
Fluids & Enviro Fee Extra. Limited time offer.

SPECIALIZED SERVICE FOR
Powerstroke • Cummins • Duramax
Diesel • General Maintenance
Performance Modifications



5957 - 206A St., Langley
www.bernhausendiesel.com
604.532.9445

