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 new 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 or a hillside terrace.”

The walls at the top of the hill towards the residences are further anchored by what’s 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, which 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.

“Remarkable bit of engineering is moving ahead very well,” said Valsankar, “we’re a little ahead of where they expected to be, and are targetting 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 it. 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 product, 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 February 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.
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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 of the three chambers 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 in undershadow 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 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.

Jim Mihaly
49th Surrey Board of Trade President

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 entrepreneurship.

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 organizations – 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.

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, 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.

Anita Huberman
Surrey Board of Trade CEO

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.
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 Pricewaterhouse-Coopers, “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 into the second half of the 2020s. 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.
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.

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.
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 pleased 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.
Another aspect of the aging population is that, a large number of Canadian business owners will be selling their business in the next few years. But not all will be prepared even when opportunity knocks unexpectedly.

The sale could be the assets, shares or a combination thereof. The asset sale is common for businesses in capital-intensive industries and is often preferred by the buyer. By purchasing only assets, the buyer avoids taking on corporate liabilities (known or otherwise) and benefits from increased tax deductions. The share sale is more common for knowledge or services based businesses. The seller often favours this type to take advantage of a capital gains tax exemption that is not available in an asset deal.

The needs and expectations of buyers and sellers are usually far apart. Without the benefit of preparation and time, this gap may be impossible to bridge. Not because the lawyer or accountant is not fast enough to restructure, spin-off or bundle up assets (or shares), but because of red tape and strict rules under the Income 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 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. If you’re considering 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.

Don Murray and Dale Lutz of Safe Software Inc

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.

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**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.

Don Murray and Dale Lutz of Safe Software Inc

Tony Singh, Fruiticana
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 based in North Shore. As part of a work term project, he was supposed to go to Neptune Terminals 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 throughput 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.

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 conditions.

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.

His expertise 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 he approached the foundation on 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, 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 medical 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@fraserracer.ca
Welcome New Members

Justin Maxwell is the new Chief Operating Officer at AngusOne Professional Recruitment Ltd. He brings a decade of business development, start-up, human resources, and management experience 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 with them 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/H9FL2Ls.

Chylan Emergency Gear Inc. has moved to a new location at 109-6039 196th Street. The new space includes a fantastic new showroom 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 program will also attract attendees from both Whatcom and Skagit Counties. Vendor Haddad, Karen Reid Sidhu, Mirela Skrijelj, Upkar Tatlay, Anne Van Rhyn, Abdul Vawda, and Jim Mihaly (left) and John Leech.

Tochi Sandhu, exhibits will be housed in the new 10,000 sq. ft. “Event Center at Silver Reef”, and the construction, by volunteers, is set to begin in May. 604-572-0373; www.burnsbog.org.

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.

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 604.585.2878.

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 he 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.

The Rodeo and Fair will run from Friday to Sunday
May 17 – 20, 2013
For more see cloverdalerodeo.com

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.

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