

## ENJOY MEMBERSHIP WITH US!

*During the month of June, partial proceeds from each membership sold will go to supporting one of four member charities:*

*Burnaby Neighbourhood House*

*Burnaby Community Services*

*Canada Scores Vancouver*

*Charlford House Society for Women*

### REASONS TO JOIN

- Connect with a team of professionals that has your back and supports your business
- Show your support for a thriving economy and a successful business community here in Burnaby
- Get a seat at the table with the city's largest and most active business networking, advocacy and economic development organization

### BENEFITS OF JOINING

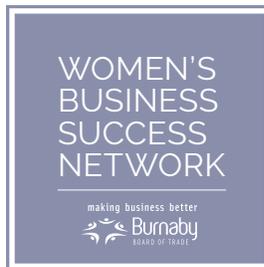
- Grow your network with meaningful connections to over 1,000 local businesses
- Save money on everyday business costs with exclusive partner programs
- Promote your business and share your story with thousands of other professionals from across the region
- Align your brand with our 108-year reputation and credibility
- Be the first to know of important local business issues
- Learn and develop useful business skills and strategies

### WHY JOIN TODAY?

As a new member start earning benefits immediately with:

- An enhanced online listing that will profile your company and make your online presence more robust and searchable. **VALUE \$99**
- A free member showcase table at the Burnaby Business Showcase and Expo. **VALUE \$250**
- Members who 'Join in June' could qualify for special gas savings. Available to companies with two or more vehicles. **SAVE up to 7¢ per litre on gas**
- Event voucher. **VALUE \$25**
- Free name badge. **VALUE \$10**
- Admin fee waived. **VALUE \$50**
- Your membership is helping to support a local charity. **PRICELESS**

## BBOT PROGRAMS



### WOMEN'S BUSINESS SUCCESS NETWORK

The Burnaby Board of Trade's "Women's Business Success Network" (WBSN) is a group of women and men interested in supporting women at all levels of business. The WBSN fosters important discussions, facilitates meaningful connections, and advances advocacy positions in support of women in business.



### THE BURNABY YOUNG PROFESSIONALS NETWORK

The Burnaby Young Professionals Network engages Burnaby's emerging young professionals. Young professionals will develop key skills, network with like-minded individuals, be empowered to be active in the community, access events and workshops, and mentor and share expertise with one another.



### ACCESS STUDENT CAREER DEVELOPMENT PROGRAM

The Access program provides senior post secondary students with the connections and tools needed to compete in today's job market and provides local businesses with access to Burnaby's top young talent. Access is an 8-month-long program that consists of workshops, events, leadership development and mentoring. Visit [accessprogram.ca](http://accessprogram.ca) for more information.



### PLEDGE FOR A SUSTAINABLE COMMUNITY

The Pledge for a Sustainable Community is a globally recognized sustainability program that helps businesses take first and next steps to reducing their environmental footprint. Program participants have access to resources, tips and case studies to help them create a more sustainable workplace. Visit [bbotpledge.ca](http://bbotpledge.ca).

## BURNABY BOARD OF TRADE EVENTS

Over 60 events a year of all types to help your business connect, learn, influence and grow.

### NETWORKING OPPORTUNITIES

The Burnaby Board of Trade is the unrivaled place to connect with professionals and business owners from across Burnaby and the region. Broaden your network and cultivate referrals at events such as **NRG Morning**, our signature facilitated networking breakfast, **Power Hour Referral Roundtable**, an intimate discussion focused on introductions and referrals, or **BBOT After Hours**, lively and casual business socials held at venues throughout the city.

### EDUCATION AND LEARNING

Stay ahead of trends and refresh your skills at educational opportunities on a variety of topics. **Workshops, roundtables, and seminars** tackle issues such as hiring and firing employees, sales strategies, digital branding, social media, and management skills.

### WOMEN IN BUSINESS

Powered by the Burnaby Board of Trade's 100-plus member Women's Business Success Network, these events are specifically tailored to support women in business. Functions such as **leadership panels, personal and professional development opportunities**, and **unique social events** are organized by and for women in business.

### ASIA-PACIFIC

Engage with Burnaby's dynamic and diverse business community via events organized by the Burnaby Board of Trade's Pacific Gateway Committee. Events such as the **Lunar New Year Banquet, High Tea Dim Sum, or International Trade Forum** focus attention on and celebrate Burnaby's economic, cultural and business ties to the Asia-Pacific.

### BURNABY YOUNG PROFESSIONALS

The Burnaby Young Professionals Network engages professionals **35 years old and younger** with a focus on building strong networks in the community as well as personal and professional development useful to careers and future opportunities.

### SIGNATURE MAJOR BUSINESS EVENTS

Connect with the biggest and most influential players in Burnaby's business community at these key events throughout the year. Attracting hundreds of attendees, these signature functions represent exclusive networking and educational opportunities unique to the Burnaby Board of Trade such as the **State of the City Luncheon** featuring the Mayor of Burnaby, the annual **Burnaby Business Golf Tournament**, the **Burnaby Business Excellence Awards**, and various engagements with political and community leaders.

[Click here](#) to see a listing of the BBOT's upcoming events.

## BURNABY BOARD OF TRADE COMMUNICATIONS

A benefit of membership is staying on top of the news AND promoting your business.

**NEWSLETTER** | Subscribe to our newsletter. The BBOT's e-newsletter is delivered every Tuesday and has over 4,000 business subscribers. [Sign up](#) and stay on top of upcoming events and community news.

**ON YOUR BEHALF** | A letter sent direct to you from our CEO offering members a behind-the-scenes glance into what we are doing to make business better in Burnaby. Look for "On Your Behalf" in your inbox.

**ADVOCACY** | The BBOT advocates on behalf of business on a number of key issues. Read white papers and alerts to find out what issues are affecting your bottom line. Visit [BBOT Advocacy](#) for more information.

**MEMBER NEWS** | [Submit your news](#) for posting on our website and inclusion in the BBOT e-newsletter and social channels.

**MEMBER SPOTLIGHT** | The member spotlight gives your business exposure in our e-newsletter as well as in our monthly Burnaby Now full-page newspaper ad.

**MEMBER 2 MEMBER** | [Member 2 Member](#) deals are an exclusive benefit of membership and allow you to offer deals to over 1100 members of the business community.

**ENHANCED LISTING** | [Enhance your online presence](#) at [bbot.ca](#) with video, pictures, links and enhanced content.

**BEHIND THE BUSINESS SPOTLIGHT** | Members are offered a sneak peek behind some of Burnaby's amazing businesses. [The spotlight is featured on our website, e-newsletter and on social media.](#)

### JOIN US ON SOCIAL!

[Twitter](#) | [Facebook](#) | [LinkedIn](#) | [Instagram](#) | [YouTube](#)

## BUSINESS RESOURCES

The BBOT maintains a collection of top business resources for entrepreneurs, business owners and professionals. [Find detailed information on the subjects listed below](#) on our website.

[Starting Your Business](#)  
[Financing Your Business](#)  
[Registering Your Business](#)

[City Regulations & Bylaws](#)  
[International Business Resources](#)  
[Certificates of Origin/Corporate Documentation](#)

## MEMBER BENEFITS



**Chambers of Commerce Group Insurance Plan:** Members can access to this national insurance program that allows any size business to enjoy group dental, extended health, short-term and long-term disability, life and critical illness insurance.



**UPS:** Take advantage of the UPS Members Benefit Program! Members receive 40% off all small package shipments including imports to Canada, 30% off brokerage entry preparations fees, at least 75% off freight shipments over 150 lb. and more.



**First Data Merchant Services:** Interested in lower credit card transaction costs, a robust user-friendly online reporting tool, and the latest technology? First Data offers that and more. Get a free cost analysis and start saving today!



**Grand and Toy:** Specialized, preferred pricing for BBOT members. Save up to 85% on over 7,500 quality office products. Order online, e-mail or by phone.



**Perkopolis:** BBOT members have free access to this exclusive discount program that offers savings on shopping, travel, entertainment and services.



**Payworks:** Canadian-owned Payworks provides integrated web-based Payroll, HR and Employee Time Management solutions to businesses of all sizes across Canada.



**Esso:** Enjoy exceptional fuel savings, and easy-to-use fuel management tools. Members receive 3.5¢ per litre discount.



**Park N' Fly:** Receive two complimentary days of parking on your first visit, and find even more offers exclusive to members.



**PetroCanada:** Realize savings, convenience and security with a Petro-Canada SuperPass. Save 2¢/litre on all gas and diesel purchases.



**Ambassador Program:** Our experienced ambassadors volunteer time and expertise to help new members connect and network, building effective and lasting relationships.



**Ribbon Cutting:** The ceremonial opening of a new or recently renovated/relocated business can be performed by BBOT President & CEO, Paul Holden.



**Business in Vancouver:** Receive a free subscription to *Business in Vancouver* and get *BIV* content in a weekly print edition, e-newsletters and online through BIV.com.



**Advertising Discounts:** 20% off Burnaby Now printed advertising and digital marketing services. 15% off transit and SkyTrain ads from Lamar Transit Advertising.

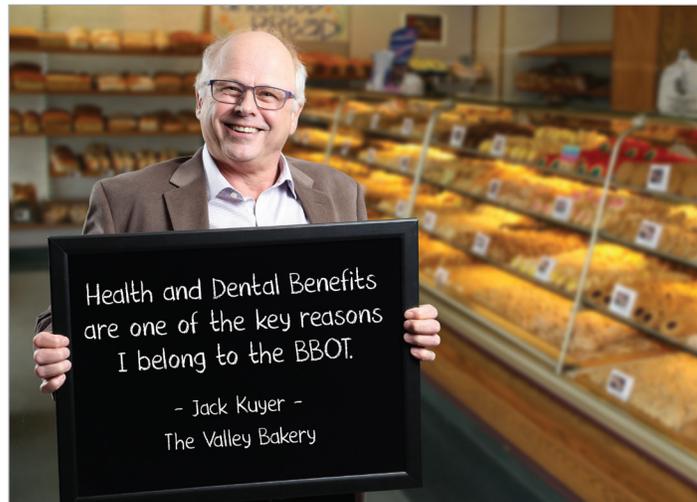


**Johnson Home Insurance:** Home-auto insurance plans with special savings and services including 24-hour service, accident forgiveness, and identity theft coverage.



**Member to Member Discount Program:** Offer exclusive discounts and deals to fellow members, encouraging members to do business with each other and save money.

## TESTIMONIALS



## FOUR TEAMS



## FOUR GREAT CAUSES

ONE STRONG  
BUSINESS COMMUNITY

---

The Burnaby Board of Trade presents

**“Join in June” Membership Competition**

Throughout the month of June, four teams will compete to bring in new members to the Burnaby Board of Trade. Our goal is to build a strong Burnaby business community and to support our participating member charities.

 **Team Orange**  
Captain: Chad Schmidt – Advisor, *Schmidt & Funk*  
Charity: Canada Scores

 **Team Green**  
Captain: Ryan St. Germaine – CEO, *BCJobs.ca*  
Charity: Burnaby Neighbourhood House

 **Team Blue**  
Captain: Lara Graham – Publisher, *Burnaby Now*  
Charity: Burnaby Community Services

 **Team Red**  
Captain: Nancy Small – Exec. Dir., *Tourism Burnaby*  
Charity: Charford House Society for Women

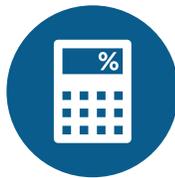
For every new member, \$100 will be donated to the team’s charity—one of four local non-profit groups.  
Plus, the winning team is awarded a BONUS donation for their charity!

**Choose a team. Give to a great cause. Become part of our strong business community.**

#BuildingStrongCommunities #MakingBusinessBetter

Contact **Marisol Sanchez** e. [marisol@bbot.ca](mailto:marisol@bbot.ca) t. 604.412.0100 | [bbot.ca](http://bbot.ca)

# ADVOCACY REPORT 2018



## FEDERAL TAX CHANGES FOR CORPORATIONS

**ISSUE:** Changes to the taxation of private corporations, including limiting Lifetime Capital Gains Exemptions, preventing holding passive income in a business, and taxing payments to family members of a business owner

**BBOT POSITION:** The Burnaby Board of Trade opposes the proposed changes as they will potentially hurt small business and chill entrepreneurship, and called for their implementation to be stopped

### BBOT ACTIONS & OUTCOMES:

- ✓ Contacted and met directly with our Burnaby Members of Parliament to express our concerns about the potential impact of these changes
- ✓ Made a formal submission to the Department of Finance calling for the changes to be stopped until a more robust engagement and consideration process is undertaken
- ✓ Attended a meeting with Minister Morneau to engage firsthand about the proposed changes and ask about potential impacts on our members

### BBOT WINS:

- ✓ Proposed changes to the Lifetime Capital Gains Exemptions cancelled
- ✓ Federal government provides some valuable exemptions for businesses holding passive income
- ✓ Federal government provides some greater flexibility for paying family members of a business owner, especially spouses
- ✓ Small business tax rate lowered to 9%



## SUPPORTING WOMEN IN BUSINESS

**ISSUE:** Businesses need more women represented at the board and executive levels

**BBOT POSITION:** Targeted regulatory changes should be enacted to encourage more women to be considered for vacancies on boards of directors

### BBOT ACTIONS & OUTCOMES:

- ✓ Launch of Women's Business Success Network to develop women's events, policy and programming
- ✓ BBOT makes the business case for more women on corporate boards and in executive positions, taking the issue public with various media appearances and a formal submission to the Parliamentary Committee on the Status of Women

### BBOT WIN:

- ✓ BC Chamber of Commerce adopts BBOT position as formal provincial policy
- ✓ BC Securities Commission launches review in line with BBOT recommendations



## BC FAMILY DAY

**ISSUE:** BC's Family Day is on a different date than the holidays of other provinces and the USA

**BBOT POSITION:** Having Family Day misaligned with neighbouring jurisdictions is a obstacle and irritant for business and the date should be changed

### BBOT ACTIONS & OUTCOMES:

- ✓ Outlined business case for why misalignment is a costly inconvenience for many businesses and took the issue public with various media appearances
- ✓ Advocated directly to the Premier, Labour Minister, and local provincial MLAs for aligning Family Day

### BBOT WIN:

- ✓ Family Day now moved to 3rd Monday in February



## METROTOWN DOWNTOWN PLAN

**ISSUE:** City of Burnaby was proposing an update to the community plan for the Metrotown area to guide how the area is developed and grows in the future  
**BBOT POSITION:** Creating a downtown core in Metrotown will encourage significant economic activity and create opportunity for business

### BBOT ACTIONS:

- ✓ Met with senior City of Burnaby staff and with the Mayor of Burnaby to discuss the priorities of the business community for the area
- ✓ Pushed for the City to ensure that the road network is protected and enhanced so businesses can continue to move goods and services efficiently
- ✓ Highlighted the importance of having a diverse mix of commercial opportunities for all kinds of businesses as the area develops



## BC'S MINIMUM WAGE

**ISSUE:** BC minimum wage increased to \$15 per hour  
**BBOT POSITION:** Changes to the minimum wage need to be made in slow, equal increases over several years to allow businesses to plan and to mitigate wage inflation all along the pay scale

### BBOT ACTIONS:

- ✓ Published a report on the Burnaby business perspective on the minimum wage based on member feedback, highlighting the concern with the speed of increases and the 'knock on' effects on other wages
- ✓ Presented in-person to the Fair Wages Commission and made the case for slow, equal increases to \$15 per hour to accommodate the concerns of business
- ✓ Advocated directly with local Burnaby MLAs



## CANADA'S ANTI SPAM LAW

**ISSUE:** Canada's Anti Spam Law (CASL)  
**BBOT POSITION:** CASL hampers marketing and sales efforts and is a significant burden on business. CASL should be amended to remove burdens and barriers

### BBOT ACTIONS & OUTCOMES:

- ✓ Created a policy solution to CASL for the BC Chamber of Commerce and successfully lobbied for its adoption as official BC Chamber policy
- ✓ Spearheaded--along with the London, Ontario Chamber of Commerce--a national policy for the Canadian Chamber of Commerce to fix CASL by removing the biggest burdens for business
- ✓ Met directly with all three Burnaby Members of Parliament to push for CASL to be reviewed, amended, and replaced
- ✓ Published key CASL information for our members on dedicated landing page and hosted several education/training seminars on the topic

### BBOT WINS:

- ✓ Federal government suspends portion of CASL
- ✓ Federal government launches review of CASL and how to fix it

## OTHER BBOT WINS

- ✓ BC Government announces significant funding to address childcare affordability and accessibility, helping more parents get back into the workforce
- ✓ Major actions taken by BC Government to address the high cost of BC real estate which is making BC less attractive and competitive

The BBOT's advocacy efforts are member-driven. Policy positions are developed via BBOT member committees and working groups, and are approved by the members who form our Board of Directors.

# BBOT 2018 MEMBERSHIP APPLICATION

*For office use only:*  
 Chamber Insurance  
 First Data  
 Pledge Member

Check the team you are supporting:

- Burnaby Community Services** (blue team)
- Burnaby Neighbourhood House** (green team)
- Canada Scores** (orange team)
- Charlford House Society for Women** (red team)

Join in June volunteer: \_\_\_\_\_

## Business Details

Please fill out all information as you would like it displayed in our Membership & Resource Directory

**Company Name:** \_\_\_\_\_ **Date:** \_\_\_\_\_

**Physical Address:** \_\_\_\_\_ **City:** \_\_\_\_\_ **Postal:** \_\_\_\_\_ **Province:** \_\_\_\_\_

**Mailing Address:** \_\_\_\_\_ **City:** \_\_\_\_\_ **Postal:** \_\_\_\_\_ **Province:** \_\_\_\_\_  
 (If different from above, not to display)

**Phone:** \_\_\_\_\_ **Fax:** \_\_\_\_\_ **Web Site:** \_\_\_\_\_

**Number of Full-Time Employees:** \_\_\_\_\_ **Part-Time Employees:** \_\_\_\_\_ **Total Number:** \_\_\_\_\_

**Company Description:** \_\_\_\_\_

Please note that your listing will be placed into the Membership Directory category which best suits your company description. This info along with your contact email addresses may be shared with our partners. The Burnaby Board of Trade operates in full compliance with Canada's Anti-Spam laws.

## Contact Details

**Primary Contact:**

**First Name:** \_\_\_\_\_ **Last Name:** \_\_\_\_\_

**Position:** \_\_\_\_\_

**Phone:** \_\_\_\_\_ **Ext:** \_\_\_\_\_ **Cell:** \_\_\_\_\_ (Internal use only, not published)

**E-mail:** \_\_\_\_\_

**Secondary Contact:**

**First Name:** \_\_\_\_\_ **Last Name:** \_\_\_\_\_

**Position:** \_\_\_\_\_

**Phone:** \_\_\_\_\_ **Ext:** \_\_\_\_\_ **Cell:** \_\_\_\_\_ (Internal use only, not published)

**E-mail:** \_\_\_\_\_

We agree to receive email messages in the form of weekly e-newsletters and other periodic emails from the Burnaby Board of Trade (201-4555 Kingsway, Burnaby, BC | bbot.ca). Our consent can be withdrawn at any time using the links provided in every email.

## Method of Payment

Number of Employees	Annual Fee	GST	Investment
<input type="radio"/> 1-3	\$ 345	17.25	\$ 362.25*
<input type="radio"/> 4-10	\$ 415	20.75	\$ 435.75*
<input type="radio"/> 11-25	\$ 544	27.20	\$ 571.20*
<input type="radio"/> 26-50	\$ 732	36.60	\$ 768.60*
<input type="radio"/> 51-100	\$ 1,185	59.25	\$ 1,244.25*
<input type="radio"/> 100+	\$ 1,705	85.25	\$ 1,790.25*
<input type="radio"/> additional branches	\$ 150	7.50	\$ 157.50*

\*Plus Administration Fee \$50.00 + \$2.50 GST (one time only)

Payment Method:      Cheque       Credit Card  (Visa/MC/AMEX)

Credit Card Number: \_\_\_\_\_ Expiry Date: \_\_\_\_\_ 3 Digit CVS: \_\_\_\_\_

Name on Card: \_\_\_\_\_

\*\*All memberships are subject to review by the Board of Directors and the membership committee. The Burnaby Board of Trade reserves the right to withdraw memberships at any time. Membership fee is non-refundable.

Submit this application by faxing 604-412-0102 or scan and email to admin@bbot.ca.