



BURNABY BUSINESS NEWS

Standing up and speaking out for Burnaby business

By Cory Redekop cory@bbot.ca

The Burnaby Board of Trade is the voice for local business in Burnaby. With our triple bottom line perspective, we advocate to all levels of government on a variety of issues on behalf of the business community. Visit bbot.ca to learn more or contact Cory Redekop, Manager of Policy & Events at cory@bbot.ca or 604-412-0100.

ITEM: Pipeline Expansion

ISSUE: Kinder Morgan's proposed expansion of the Trans Mountain Pipeline Expansion from Alberta through to the Westview terminal in Burnaby

BBOT ACTIONS & OUTCOMES: BBOT provided thoughtful, well-researched input to all parts of the approval process, issuing a comprehensive review to our members, submitting a Letter of Comment to the National Energy Board as part of its official "Commenter" status, and presenting in-person to the Ministerial Panel created by the new federal government.



ITEM: BC Family Day

ISSUE: Having BC's Family Day on a different date than the holidays of other provinces and the USA is an obstacle and irritant for business

BBOT ACTIONS & OUTCOMES: Issued a public statement and media interviews advocating a change to the date of BC's Family Day and outlining the business case for why misalignment is a costly inconvenience. **Advocated directly to Jobs Minister Shirley Bond to align BC's Family Day holiday with the holidays in neighbouring jurisdictions to better facilitate trade and business and not have BC businesses out-of-sync with their customers and clients.** Argued to change the date of BC's Family Day at the BC Chamber of Commerce AGM as part of their policy development process, insisting that many businesses miss out on opportunity when they are closed and their customers and competitors are not.



ITEM: Supporting Key Sectors

ISSUE: Burnaby's key sectors, including film/tv production and high tech, need support to ensure they continue to thrive

BBOT ACTIONS & OUTCOMES: BBOT promoted the importance of the Burnaby tech sector and advocated for a provincial co-investment fund to help leverage venture capital for the high tech sector—BBOT applauded the BC Government's subsequent creation of a \$100 million BC Tech Fund that provides financing to local tech companies. **BBOT highlighted the economic importance of the film/tv production sector in an open letter to the Minister of Finance, noting the recent success of the industry and urging caution regarding proposed changes to the film/tv tax credit regime. BC Government responded with industry consultations and measured changes to the tax credit system.**



Con't on p.3

JAN-FEB 2017

BURNABY BOARD OF TRADE
Events Calendar

JAN 25 GOVERNMENT REPRESENTATIVES RECEPTION

JAN 27 NRG MORNING: NETWORKING GROUP

FEB 02 ENVISION: CRAFT YOUR GOALS FOR 2017

FEB 07 POWER HOUR: REFERRAL ROUNDTABLE

FEB 08 LUNAR NEW YEAR BANQUET

FEB 21 BBOT MEMBERSHIP LUNCH AND LEARN

FEB 24 NRG MORNING: NETWORKING GROUP

MAR 07 POWER HOUR: REFERRAL ROUNDTABLE

MAR 16 AFTER HOURS RECEPTION AT 3AG SYSTEMS

MAR 31 NRG MORNING: NETWORKING GROUP

BBOT.CA

Platinum Annual Board Partners



Gold Annual Board Partners



Silver Annual Board Partners



Join us in building more inclusive communities and enriching people's lives.

Support for individuals and families living with a developmental disability or autism:

- Community inclusion programs and initiatives
- Variety of home living options
- Competitive, community based employment services
- Laurel Behaviour Support Services

A CARF accredited, not for profit community living service provider funded by the government of British Columbia.



Opening doors to a world of possibilities. Believe, Engage, Inspire.

Connect With Us 240-4664 Lougheed Hwy., Burnaby, BC, V5C 5T5
Tel (604) 299-4001

posAbilities.ca

quick & easy flu shot



It's easy & convenient.
Prevent the flu this year
while you get your groceries.
Walk-ins welcome*.

*You may also be eligible for a free flu shot.
See your pharmacist for details.

save **on** foods pharmacy

-
- Royal City Centre:** 610 6th St, New Westminster, 604-520-6087
Sapperton: 270 East Columbia St, New Westminster, 604-523-2583
HighGate Village: 7155 Kingsway, Burnaby, 604-540-1389
Madison Center: 4399 Lougheed Hwy, Burnaby, 604-298-5173
Marine Way: 7501 Market Crossing, Burnaby, 604-433-6314
Cameron: 3433 North Rd, Burnaby, 604-415-9992
Austin: 2662 Austin Ave, Coquitlam, 604-931-0503

Standing up con't from cover

ITEM: High Cost of Housing in the Region

ISSUE: Some business are having difficulties attracting and retaining employees due to the high cost of housing in the Lower Mainland according to BBOT business survey



BBOT ACTIONS & OUTCOMES:
The BBOT conducted personal interviews with nearly 100 businesses in the Lake City Business District as part of a Business Walk to understand the issues facing Burnaby businesses. Interviews found that Burnaby businesses are doing well overall but have challenges finding workers because of the impacts of the high cost of housing in the region. BBOT shares interview results with Burnaby government and tasks BBOT committees to review possible solutions.

ITEM: Fixing the PST

ISSUE: Current PST system discourages business investment



BBOT ACTIONS & OUTCOMES:
Drafted PST policy paper calling for refundable input tax credits for business investment in equipment, machinery and software. Presented PST policy paper in person to Honourable Mike de Jong, BC Minister of Finance and to the **Select Standing Committee on Finance and Government Services** which makes recommendations for the provincial budget. BC Government announced creation of a tax competitiveness commission to consider ways to modernize the PST in Budget 2016, which recently issued a report agreeing with BBOT recommendations on PST reform.

ITEM: Inter-Municipal Business Licenses

ISSUE: Companies that do business throughout Metro Vancouver have to apply and pay for a business license in each municipality they work in – a costly and burdensome requirement



BBOT ACTIONS & OUTCOMES:
BBOT successfully lobbied Burnaby City Council for the creation of a special license for inter-municipal businesses that would be valid across municipal boundaries. **Construction and trades sector can now work in Burnaby, New Westminister, Surrey, Delta, Richmond and Vancouver with a single license, saving time and money.** BBOT presented to Burnaby City Council again to lobby for the expansion of this successful program to include all cities across the region.

ITEM: Climate Change



ISSUE: The impacts of climate change may be beginning to be felt more acutely. Businesses need to get ahead of looming government environmental regulations.

BBOT ACTIONS & OUTCOMES:

The BBOT, with the help of its **Environmental Sustainability Committee**, provided input into the BC Government's consultation on its Climate Leadership Plan, advocating for innovative and market-based solutions to reducing carbon and more supports for the Clean Tech and Green Energy sectors. **BBOT advocated to the provincial and federal governments to ensure the business community is properly consulted, involved, and engaged before any environmental regulations or legislation is imposed, in an effort to ensure business priorities and concerns are appropriately considered.** The BBOT's signature **Pledge for a Sustainable Community** continues to be a leading resource for business. It played a large role in our Canadian Chamber of Commerce Bronze Medal recognition, was named a finalist for a global Corporate Social Responsibility award by the World Chamber of Commerce, and won an Environmental Star Award from the City of Burnaby. ■

Low Mortgage Interest Rates

**Asuncion (Sunny) Misenas,
Mortgage Consultant for**

New Purchases / Refinance / Transfers / Line of Credit / Debt Consolidation / First Time Home Buyers

Cell: 778-887-6279 Office: 604-495-8787

sunnym@cleartrust.ca



The Official Partner
of Big Dreams.
Like yours.



*The TD logo and other trade-marks are the property of The Toronto-Dominion Bank.

We're in the business of helping small business.

Every day, we're committed to helping Canadian small businesses grow. With TD's help, more and more small businesses are realizing their big dreams. If you're looking to grow your small business, then we're looking forward to meeting you.



Mary Vellani, CFP
Area Manager
604-561-7986
mary.vellani@td.com
Area Manager, Business Banking
Burnaby & Tri-Cities



M00572 (0116)

You're hired.

ServiceAbility

ServiceAbility Training Program is a new employment program designed to get you working in the service industry. ServiceAbility provides 4 weeks of essential skills and job readiness training, 2 weeks of workplace certificate training, 2 weeks of work experience and ongoing one-on-one career coaching.

Call us today to see if you're eligible for this no-cost program at 604.420.0509. Program starts November 7, 2016.



Funding provided by the Government of Canada through the Canada-British Columbia Job Fund.

www.serviceabilitytraining.ca



Paul Holden, BBOT President & CEO

Q&A with Paul Holden

If you had to sum up 2016 in 3 words what would they be?

Making Business Better

That is what we strive to do and I feel as though we had a significant impact in the business community in Burnaby this year. Our advocacy, programming and events all play a role, and will continue to do so, as we strive to be the best resource for, and voice of, the Burnaby business community.

What was your favourite part of the 2016 BBOT year?

2016 was a great year for the Burnaby Board of Trade. We experienced strong growth

within our membership, achieved record attendance at many of our signature events, and saw new additions and improvements to our diverse and unique programming such as the start of the Women's Business Success Network as well as the Burnaby Young Professionals Network. Another highlight was being recognized both nationally and internationally for the sustainability work we do as a business organization and our innovative programming.

What are you looking forward to in 2017?

The BBOT continuing to offer members excellent value for their membership investment by developing and expanding our innovative programs and events to connect with our diverse Burnaby business community.

If you could say one thing to all of BBOT's members, what would it be?

We're here for you. Whether you are looking for contacts, education, help, advice or support, we are here to provide you with whatever we can to aid in your success.

What was your favourite Christmas gift you received this year?

'Farewell to Upton Park' coffee table book ■



Welcome new members

- CAREY PET CARE SERVICES
- KIPLING MEDIA
- PRESTON MOBILITY/BRADLEY STOWE
- ROYAL PALACE BANQUET HALL
- ROYAL PRINTERS
- ELEMENT LIFESTYLE RETIREMENT
- JUILLET BEAUTY CENTRE
- NORTHERN TECH DEVELOPMENT
- ACCORD FINANCIAL
- MICROSOFT STORE
- WESTERN EXPORT CORPORATION
- REGUS
- TEAMLOGIC IT
- BC RECORDS MANAGEMENT SERVICES
- SUPERB SYSTEMS
- LITTLE BUDDIES PEDIATRIC THERAPY
- GARAGE LIVING

START 2017 OFF STRONG

Invest in your business through a Burnaby Board of Trade membership.
Call 604-412-0100 and start today!

A fantastic opportunity for Burnaby Youth to develop leadership skills & build character!

ROTARY YOUTH LEADERSHIP AWARD (RYLA) SOUTH

NOW ACCEPTING APPLICATIONS

Requirements:

- Burnaby Youth in grade 10 to 12
- Proven leadership and service in your school or community
- Must attend a fully sponsored 4 day leadership camp on the Easter Long Weekend from April 14th - 17th, 2017
 - Must be available to come in for an interview the 3rd week of January 2017

Youth from all over British Columbia will participate in a leadership camp experience
At Camp Elphinstone.

Deadline for applications
January 30th 2017
E-mail your resume to:
henryprab@hotmail.com
www.ryla5040.org

District 5040 **Rotary** Club of Burnaby Metrotown

Mortgage rule changes... Call me for details!

Your Mortgage Specialist

- First time buyers
- Self-employed
- Investors
- Lines of credit
- Refinances - Debt consolidation
- Construction financing
- Pre-approvals
- Private mortgages
- Credit issues

NAZARINA
Knowledge. Experience. Lending Solutions.

Celebrating 25 Years

Nazarina DiSpirito
604-789-2000
nazarina@telus.net
www.nazarina.com

@NazarinaD NazarinaDiSpirito

DOMINION LENDING CENTRES MACKLEM MORTGAGES
#108-15388 24TH AVENUE, SURREY, BC V4A 2J2
An Independently Owned & Operated Corporation