

**The Burnaby Board of Trade**

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**Working Together  
For a Stronger  
Business  
Community**

**2021**

making business better  
 **Burnaby**  
BOARD OF TRADE



# Join Us in Building a Strong Business Community

Your business needs an ally in your corner. As one of the region's largest and most active business associations, the Burnaby Board of Trade is a vital partner for businesses and organizations across our city. If recent challenges have taught us anything, it's that we're stronger when we work together. Don't go it alone – join the Burnaby Board of Trade!

The Burnaby Board of Trade's mission is to support local business, and that's never been clearer.

Our role as a trusted *convener* and connector for local businesses and the community at large, is central to the work we do. In fact, in today's world where people and communities are increasingly divided, the Burnaby Board of Trade's ability to convene diverse interests, is more vital than ever before.

As a *catalyst* for economic growth, we are a critical partner in growing the businesses – and business leaders – who create local opportunity, and in ensuring our city and region remain a great place to live and do business.

Most importantly, we are your *champion* and we fight for you. By listening to what keeps you up at night, working together to find solutions, and advocating for change to all levels of government, we stand up for the interests of our members each and every day.

## Reasons to Join

- Connect with a team of seasoned professionals who are there to support you and your business with resources, information and advice.
- Be part of a business network that is welcoming, collaborative and supportive.
- Help build a thriving local economy in Burnaby and across the region.

## Benefits of Joining

- Grow your network with meaningful connections to over 1,000 local businesses.
- Access opportunities for personal and professional development for you and your employees through members-only educational sessions, volunteer committees, and engaging events.
- Stay on top of business issues and help take action to build a better business climate.
- Access resources and guidance to help you grow and thrive.
- Save money on everyday business costs with exclusive partner programs.

**Ready to join?** Visit [bbot.ca](http://bbot.ca), call 604.412.0100 or email [admin@bbot.ca](mailto:admin@bbot.ca).



# Resources

## Guidance and Connection

With access to important resources and qualified, trusted networks, the Burnaby Board of Trade can connect you with the information and tools you need.

## Economic Recovery Resources & Programs

As economic recovery unfolds the BBOT provides the most up-to-date resources and in-house expertise on government supports as well as access to economic development programs to support business recovery.

## Environmental Sustainability

Sustainability resources, toolkits and events are available to help you accelerate your transition to and have a voice in growing a green economy.

## City Resources & Information

As the official economic development partner of the City of Burnaby, the BBOT can help you navigate issues related to doing business in Burnaby.

## Business Document Services & Export Services

The Burnaby Board of Trade can provide exporters with certificates of origin, and can assist with corporate summaries, new business name approvals, and other registry and document services.

## Marketing and Promotional Support

Gain access to city and region-wide marketing campaigns to promote your business, plus leverage our direct communications with thousands of professional contacts to amplify your brand and messages.

### Cost-Saving Benefits

Access members-only discounts to save money for your business and give perks to your employees.

#### Save Money On Your Business Bottom-Line

##### Chambers Plan

*The #1 group insurance plan for small-to-medium businesses in Canada*

##### Credit Card Processing Discounts

##### Shipping and Office Supplies Savings

#### Share Savings with Your Employees

##### Shopping, Dining and Entertainment Discounts

##### Gas and Fuel

##### Parking

**“Being part of the BBOT and the Chamber of Commerce Group Insurance Plan has helped us navigate through the trials of COVID successfully. The Burnaby Board of Trade’s professionalism, education opportunities, and connectedness to other businesses and government, has been a contributing factor to our continued success.”**

Lisa A. Schmidt, Vice President, Sales and Marketing | Habitat Systems Inc



## Business and Community Impact

### COVID-19 Response

- The BBOT provided first-to-market information to our businesses community on the latest government announcements, restrictions and supports. The BBOT helped countless local businesses access COVID-19 support funding through guidance documents, one-on-one personal phone calls and through COVID-19 Support Townhalls which saw hundreds of business attendees.
- The BBOT regularly met with government officials from all levels to fight for better support for business, including on daily calls with the federal government and through regular updates with provincial and city officials. We've helped push for enhanced wage subsidies, better rent supports, tax cuts and deferrals, and clarity around regulations and restrictions.
- Convened the *Burnaby Business Recovery Task Force* which brought together small business, major employer, government, non-profit, education and labour leaders to develop 13 recommendations and actions to help local business in the short and medium term, including expanding patios for Burnaby restaurants, creating a local PPE Supplier List, and advocating for new direct business grants.
- The *Digital Development Assistance Program* provided immediate, hands-on assistance to help local businesses compete better online, and the *Building Resilience to Thrive* certificate program helped prepare Burnaby businesses for the post-COVID workforce and marketplace.

### Government Advocacy

- The Burnaby Board of Trade has led the fight to fix property taxes in BC, and to stop the wild fluctuations and high tax bills faced by many local businesses.
- To keep business moving, the Burnaby Board of Trade worked with its members on 22 recommendations to the City of Burnaby to improve transportation and transit - including more North-South roads, better transit options, more curbside parking for goods delivery, and more car share options.
- Through two member-based taskforces, the Burnaby Board of Trade provided a series of recommendations to the provincial Minister of the Environment on how to grow the green economy and help local businesses enhance their sustainability.

### Supporting Buying Local

The Burnaby Board of Trade's *#BuyLocalBuyBurnaby* campaign ran throughout 2020 across print, digital, and social media platforms and reached tens of thousands of individuals in Burnaby throughout the region. This campaign resulted in countless searches of our member directory by people looking for local suppliers, and encouraged consumers to seek out and support Burnaby businesses from retailers and restaurants, to home services and health care, and beyond.

**“A strong connection to the community is essential for a business to flourish. The Burnaby Board of Trade offers just that: a life line to the community.”**

Chloe Ellis, Group Consultant | RBC