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SOUNDING BOARD

THE OFFICIAL NEWSPAPER OF THE VANCOUVER BOARD OF TRADE AND ITS MEMBERS

“Our hope is that this Scorecard will truly ‘move the dial’ and be the start of a new era for Greater Vancouver’s business community.” Chair Tim Manning, pg. 4

SEPTEMBER 2015 • VOLUME 55 • NUMBER 8

THIS ISSUE

VBOT and VIFF to honour Frank Giustra • 2

Ken Martin appointed to YVR board of directors • 3

Meet the candidates at our federal election event • 3

Celebrate Small Business Month at INSPIRE • 5

Bringing global shipping companies to Vancouver • 5



CPAs share insights with LOT program • 8

Q&A with the 2015-16 WLC Chair • 11

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BY GREG HOEKSTRA

Two of the most recognizable names in B.C.’s business community will co-chair a major new initiative launched by **The Vancouver Board of Trade**.

Former B.C. Finance Minister **Carole Taylor** and retired **Vancouver Airport Authority** CEO **Larry Berg** will lead a new committee this fall for the recently announced Regional Economic Scorecard.

The milestone report, which is part of a new collaboration with

the **Conference Board of Canada**, will be published and unveiled at The Vancouver Board of Trade’s 27th Annual Economic Outlook Forum on Jan. 26.

In addition to Taylor and Berg, the Regional Economic Scorecard Committee will also include Members of The Vancouver Board of Trade’s board of directors, including **Tim Manning**, Regional Vice President of Commercial Financial Services at **RBC Royal Bank**, **Janet Austin**, CEO of **YWCA Metro Vancouver**, **Robin Silvester**, President and CEO of **Port**

Metro Vancouver, **Lori Mathison**, Managing Partner at **Dentons**, and **Kim Baird**, former Chief of **Tsawwassen First Nation**.

Other key business and community leaders appointed to the committee include **Jonathan Whitworth**, CEO of **Seaspan**, **Kathy Kinloch**, President of **BCIT**, **Yuen Pao Woo**, President of **HQ Vancouver**, Dr. **Arvinder Bubber**, President of **A.S. Bubber and Associates**, **Wayne Duzita**, AVP, Western Region, **AEROTERM**, **Michael Geller**, President, **Geller Group**, and

Jock Finlayson, EVP of the **Business Council of British Columbia**.

The Scorecard will offer a research-based and comprehensive overview of how Greater Vancouver performs in relation to 21 international regions on key economic and social indicators. The report will also include a special analysis of the unique factors underpinning Greater Vancouver’s economy.

Watch for more details to be revealed in the months ahead at boardoftrade.com/scorecard.

Looking beyond city limits

VBOT announces new Scorecard initiative to focus on our regional economy, led by two B.C. business icons



Carole Taylor, OBC



Larry Berg, OBC



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VIFF and VBOT honour business trailblazer

Lionsgate Entertainment founder Frank Giustra to receive inaugural Screen Industry Builder Award Oct. 1

Frank Giustra, the founder of **Lionsgate Entertainment**, blazed a trail that led to building an independent film studio that could compete with the Hollywood titans of industry.

Among his many accomplishments, Giustra has helped establish British Columbia as a key player in the international screen entertainment business. Throughout his career, he has demonstrated that as investors and risk-takers we can ensure B.C.

is positioned for a prominent role in the global creative economy.

In recognition of his immense contributions, Giustra will receive the inaugural **Vancouver International Film Festival (VIFF) Screen Industry Builder Award** at a special event on Oct. 1, hosted by **The Vancouver Board of Trade**.

The award, recognizing thought-leaders that showcase Vancouver as a destination for excellence and innovation in screen-based media, will be presented in

collaboration with **BC Creates**, an initiative established by key B.C. creative industry stakeholders to celebrate the myriad accomplishments, contributions and future potential of British Columbia's vibrant creative economy.

In addition to founding Lionsgate Entertainment, now one of the world's largest independent film companies, Giustra is also a major shareholder of **Thunderbird Films**, a company focused on content and distribution in the

television and film sector.

"Film and television have always been great passions of mine, and to receive this inaugural VIFF Builder Award in my hometown, is a special honour that I will share with the people who have worked with me throughout the years to achieve great things in the industry," said Giustra, when the award was officially announced.

For more information, or to purchase tickets, visit boardoftrade.com/events.



Frank Giustra

EVENTS CALENDAR UPDATE

See our full events calendar at boardoftrade.com/events

THURSDAY, SEPTEMBER 10, 2015

Leaders of Tomorrow Graduation Night 2015

5 – 7:30 p.m.

Josh Campanaro, Regional Chef, JOEY Restaurant Group

Kemp Edmonds, Sales Engineer, HootSuite

Alexa Loo, Olympian, Coach and City of Richmond Councillor

Elisha McCallum, Vice President, FleishmanHillard Vancouver

Pinnacle Hotel Harbourfront
1133 W Hastings Street

WEDNESDAY, SEPTEMBER 16, 2015

Networking Breakfast Series: Orientation and Roundtable

7 – 9 a.m.

Pinnacle Hotel Harbourfront
1133 W Hastings Street

WEDNESDAY, SEPTEMBER 16, 2015

Company of Young Professionals Social with The Whitecaps FC

5 – 9 p.m.

Gate A, BC Place
777 Pacific Blvd

Platinum Program Partner:
BCIT School of Business
Gold Program Partners:
BCLC, Chartered Professional Accountants British Columbia

THURSDAY, SEPTEMBER 17, 2015

Scotiabank & The Vancouver Board of Trade's Golf Classic

11 a.m. – 12:30 p.m.

Registration
(practice greens open)

1:15 p.m.
Shotgun start

6:30 – 9 p.m.
Dinner, auction and awards

University Golf Club
5185 University Blvd., UBC

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Pacific Blue Cross

Media Partners:

The Globe and Mail, NEWS1130

Community Engagement Partner:

Boys & Girls Clubs of South Coast BC

MONDAY, SEPTEMBER 21, 2015

Canada Votes 2015: All Candidates Members' Reception

5 – 7 p.m.

Simon Fraser University
— Segal Building
500 Granville Street

Candidates from all six Vancouver ridings have been invited.

Vancouver Centre | Vancouver East | Vancouver Granville | Vancouver Kingsway | Vancouver Quadra | Vancouver South

TUESDAY, SEPTEMBER 22, 2015

Canadian Mining: Down, but never out

11:30 a.m. – 2 p.m.

Pierre Gratton, President and CEO, Mining Association of Canada

Four Seasons Hotel Vancouver — Park Ballroom
791 West Georgia Street

Presenting Sponsor: Goldcorp Inc.
Supporting Sponsors:

Teck Resources Ltd., McMillan LLP
Community Sponsor: New Gold Inc.

WEDNESDAY, SEPTEMBER 30, 2015

The Morning Leader: The Changing Face of Leadership and Partnership

7 – 9 a.m.

The Coast Coal Harbour Hotel
1180 West Hastings Street

Michael Eckford, Former CKNW & Urban Rush Host

Eleena Marley, Senior Manager, Advisory, EY

Dr. Sheryl Staub-French, Associate Professor, Engineering, UBC

Sarah Wallis, VP/GM, ivivva, lululemon

Maili Wong, Vice President & Portfolio Manager, CIBC Wood Gundy

Gold Program Partner:
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YVR International Airport

Head of Canadian Mining Association to give VBOT address

As the old adage goes "What goes up must come down." And it did.

The Canadian mining industry is in the midst of a significant downturn after what was a spectacular super cycle that characterized the better part of the last decade. But the mining industry will not stay down too long — it always bounces back.

Canadian mining companies are doing what they can to control costs and prepare for the next upturn. However, the industry cannot act alone. Opportunities for mineral investment and development are abundant in the province of B.C. and across the country. To seize growth opportunities when markets rebound, Canadian governments also need to do their parts to maintain the country's leadership in mining and to ensure Canada can compete for highly-mobile global mining investment. These conversations are even more important, given that a federal election campaign is now underway.

Join **Pierre Gratton**, President and CEO of the **Mining Association of Canada**, on Sept. 22 as he addresses **The Vancouver Board of Trade** about the upside to a downturn in being a useful period to position the sector for future success. Gratton will also speak to the mining industry's important contributions to Canada's interconnected



Pierre Gratton

economy, and will explain why policy makers need to remain focused on mining during this down period, or risk playing a costly game of catch-up when resources boom again.

Gratton was appointed President and CEO of the Mining Association of Canada in 2011. Prior to his appointment, Gratton was President and CEO of the **Mining Association of British Columbia (MABC)**.

Gratton is also a distinguished lecturer for the **Canadian Institute of Mining, Metallurgy and Petroleum (CIM)**, Vice-President of the **Interamerican Mining Society**, and Vice-President of the Raw Materials Committee of the Business and Industry Advisory Committee to the **OECD**.

To purchase tickets for this luncheon, visit boardoftrade.com/events.

What speaker, topic or issue do you want explored? We'll look into it.

E-mail: dcrawford@boardoftrade.com

Register now at boardoftrade.com/events

Missed last month's **Sounding Board**?

Read past issues online at boardoftrade.com/soundingboard

VBOT Governor joins YVR board

Meet election candidates from across Vancouver

Ken Martin appointed to airport authority's board of directors

BY GREG HOEKSTRA

The Vancouver Board of Trade is excited to announce that **Ken Martin** has been appointed to the **Vancouver Airport Authority's** board of directors, a select group of local business and community leaders that helps ensure YVR operates in a safe, efficient and reliable manner.

As one of YVR's nominating entities, The Vancouver Board of Trade is eligible to nominate an individual to sit on the airport's board of directors for a three-year term. Martin was chosen given his wealth of management experience as the retired CEO of **Pacific Blue Cross** and years on our own board of directors.

"As Chair of The Vancouver Board of Trade in 2012-13, Ken provided the needed leadership, vision and resolve during one of the most transformational years in the organization's history," said **Iain Black**, President and CEO of The Vancouver Board of Trade.

"With Ken's deep operations knowledge as a senior executive, his command of board governance

and his ability to 'cut to the chase' on any matter of pertinence, Ken brings an acute focus to any board of directors."

Martin served as President and CEO of Pacific Blue Cross from January 2003 until his retirement in 2013. Under his leadership the organization experienced substantial growth and strengthened its position as B.C.'s leading provider of cost-effective health, dental, life, disability and travel coverage.

In addition, Martin has also served on a number of other boards, including **ICBC**, **Ovarian Cancer Canada**, the **International Federation of Health Plans** and the **Canadian Life and Health Insurance Association**.

"I'm excited to have the opportunity to serve on the YVR board and contribute to the continued success of YVR, which for the past six years has been awarded the distinction of being the Best Airport in North America," said Martin.

"Transportation of people and goods is a critical component of economic and job growth for Vancouver, the province, and the country, whether it's by air, sea or



Ken Martin

land. As forecasts indicate another million people will move to the Lower Mainland in the next couple of decades, transportation will become an increasingly important element of ensuring job growth and the continuation of a robust economy and quality of life for all."

Martin joins 13 other individuals on YVR's board of directors, including nominees from the **City of Vancouver**, **City of Richmond**, **Government of Canada**, the **Chartered Professional Accountants of British Columbia**, and more.

To learn more, visit yvr.ca.

Meet election candidates from across Vancouver

On Oct. 19, Canadians will go to the polls to elect the 42nd Canadian Parliament.

The Vancouver Board of Trade is proud to be hosting an after-work networking reception on Sept. 21 with Vancouver Electoral Riding Candidates from Canada's four leading parties.

This will be a unique opportunity for our Members to meet with local federal election candidates, and for candidates to engage with the local business community.

Each of the four major federal parties will be given an opportunity to have a representative candidate speak to where their party stands on the important economic and business issues facing Canada.

The reception will begin at 5 p.m. at Simon Fraser University's Segal Building, located at 500 Granville St. The event costs just \$20, which includes appetizers and one drink.

Due to limited capacity, those interested in attending are encouraged to reserve tickets.

As of press deadline, the following candidates had confirmed their attendance to The Vancouver Board of Trade:

Vancouver Centre:

Conservative: Elaine Allan

Green: Lisa Barrett

Liberal: Dr. Hedy Fry

NDP: Constance Barnes

Vancouver East:

Green: Wes Regan

Liberal: Edward Wong

Vancouver Granville:

Green: Michael Barkusky

Liberal: Jody Wilson-Raybould

NDP: Mira Oreck

Vancouver Kingsway:

Green: Catherine Moore-Gaska

Liberal: Steven Kou

NDP: Don Davies

Vancouver Quadra:

Green: Kris Constable

Liberal: Joyce Murray

NDP: Scott Andrews

Vancouver South:

Green: Elain Ng

To register for this event or to see the most current list of attendees, visit boardoftrade.com/election.



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SOUNDING BOARD

PUBLISHER: Business in Vancouver Media Group

EDITOR: Greg Hoekstra, 604-640-5450

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As the official publication of The Vancouver Board of Trade, the *Sounding Board* newspaper provides analysis and discussion of regional and national issues facing the business community, along with input from member companies, allowing them to raise their profile in the business community.

Sounding Board is published 12 times per year by Business in Vancouver Media Group in partnership with The Vancouver Board of Trade.

Sounding Board is read by leading business executives and their employees. The paper has a primary circulation of 12,500 and a conservatively estimated total readership of 37,500.

ABOUT THE VANCOUVER BOARD OF TRADE

The Vancouver Board of Trade is Vancouver's chamber of commerce. Since 1887, The Board of Trade has been an active proponent of business in Vancouver. The World Trade Centre Vancouver is the international division of The Vancouver Board of Trade and is affiliated with more than 300 WTCs worldwide.

OUR MISSION STATEMENT

The Vancouver Board of Trade works in the enlightened interest of its members to promote, enhance and facilitate the development of the region as a Pacific centre for trade, commerce and travel.

OUR BASIC PRINCIPLES

The Board of Trade believes that the market system is the only system that works effectively in the allocation of scarce economic resources for efficient and stable economic growth and job creation. The Board of Trade recognizes the imperfections of the market system and supports the need for publicly provided services such as social services, health services and public education. The Board supports the philosophy of less government involvement in the business sector and believes that governments should not do what can be done in whole or in part by the private sector.

PUBLICATIONS MAIL AGREEMENT No. 40011551

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Vancouver, B.C. V6C 3E1
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Christine Day	Luvo Inc.
Michael Dervish	Scotiabank
Maninder Dhaliwal	Lions Gate International
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Denise Turner	Bravura Business Solutions Inc.
Kari Yuers	Kryton International Inc.
Vivian Zalkow	Taymor Industries Ltd.

Looking forward with optimism

BY TIM MANNING

If you've been following the news this summer, you might be feeling a little uneasy about the state of the global economy and how it could impact our province, your industry, or your ability to make a living. And, who could blame you?

For the past few months, it seems as though we've been inundated with one negative headline after another, each painting a gloomier picture than the last. Just last week, these fears were compounded when **Statistics Canada** released new figures showing that Canada's economy had shrunk for a second straight quarter, meaning our country has met the technical definition for a recession.

But before we panic, it's important to remind ourselves of all the reasons for us to remain optimistic here in British Columbia – and there certainly are a number of reasons to do just that.

Earlier this summer, my employer, **RBC Royal Bank**, released a Provincial Outlook that actually painted a rosy picture for B.C.'s provincial economy. In fact, that report projected that British Columbia would continue an "impressive upswing" for the remainder of this year, finishing as the strongest provincial economy in Canada for 2015.

According to the report, consumer spending is up in B.C., with retail sales surging early in the year, led by a record number of British Columbians purchasing new vehicles in the first quarter of 2015.

In addition, population growth is outpacing the national average with a record number of people migrating to B.C. from Ontario. Our unemployment rate remains below the national average, and our real GDP is forecast to grow by a solid 3.0 per cent in 2015 and 3.1 per cent in 2016.

Tourism is also on the rise. Last month, the provincial government released the statistics showing that B.C. welcomed 150,000 more visitors in the first six months of 2015 than the same period in 2014 – an increase of 8.3 per cent year over year. This was driven by a spike in international visitors thanks to lower fuel prices, the lower Canadian dollar, and more direct flights to **Vancouver International Airport**. These growing tourism stats are great news when you consider that tourism contributes more than \$7 billion to B.C.'s

GDP and employs 132,200 British Columbians – approximately 1 in every 15 jobs.

Meanwhile, **Port Metro Vancouver** also released its mid-year cargo statistics last month, which showed continued growth in trade through the Pacific Gateway. Even despite softening markets and economic uncertainty around the globe, our port still saw 1.5 per cent growth in the first six months of this year compared to 2014, with increases in demand for Canadian wheat, sulphur, potash, lumber, and consumer goods.

So, just to recap, we have a positive GDP forecast, low interest rates, solid unemployment numbers, increasing migration to B.C., growing tourism, and a provincial government that is committed to balancing its budget. In other words, all indicators are that B.C.'s economy is performing quite well in these volatile economic times, so take all that negative media coverage with a grain of salt.

In my view, our role as business leaders in uncertain times such as these is to remain positive, focus on what we do well, closely monitor global trends, investigate new opportunities for growth, diversify our economy, and learn from the experts – which is exactly where **The Vancouver Board of Trade** comes in.

Taking a regional focus

As you will have read on the cover of this month's *Sounding Board*, The Vancouver Board of Trade is about to undertake a major, one-of-a-kind project that will compare Greater Vancouver's regional economy to 21 other similar regions around the globe.

The research for this landmark report is already underway by the **Conference Board of Canada** and is supported by an impressive committee of some of B.C.'s top business leaders, including co-chairs **Carole Taylor** and **Larry Berg** (to see the full list of committee members, turn to page 1).

The goal of this report is to tell us what we're doing well in Greater Vancouver (some of which is outlined above), where there are opportunities for growth, and where we're simply falling behind the pack. Our hope is that this study will lead to a regional economic strategy, which will make our economy even stronger, more diverse, and more resilient to economic upheaval in other parts of the world.



Tim Manning, 2015-16 Chair,
The Vancouver Board of Trade

The report – which we're referring to as our Regional Economic Scorecard – will also focus on how Greater Vancouver can begin to work together for economic prosperity, in a coordinated fashion *as a region*. In short, our hope is that this Scorecard will truly "move the dial" and be the start of a new era for Greater Vancouver's business community.

Learning from the experts

As we head into fall, we also head into our busiest events season here at The Vancouver Board of Trade, and the next few months are shaping up to be chock-full of compelling content.

In the weeks ahead, I'm personally looking forward to our Sept. 9 event with **Dominic Barton**, the Global Managing Director for **McKinsey & Company**, the world's leading management consultancy firm. In his address, Barton will share his perspectives on forces at work in the global economy and how they are changing the business landscape here in B.C. – creating not just challenges, but also opportunities.

In addition, we'll also hear from **Pierre Gratton**, head of the **Mining Association of Canada** on Sept. 22, about how our country's mining companies are weathering the economic storm and preparing for the next upswing.

Finally, on Oct. 2 we'll host **Andy Calitz**, the CEO of **LNG Canada**, who will share perspectives on planning a major LNG project – a sector that obviously holds great potential for B.C.

Behind the scenes we are still finalizing details for many more thought-provoking speaker events this fall, so I would encourage you to visit boardoftrade.com/events often, to stay up-to-date on these many great learning and networking opportunities.

Tim Manning is 2015-16 Chair of The Vancouver Board of Trade. He also serves as Regional Vice President, Commercial Financial Services at RBC Royal Bank.

Celebrate Small Business Month with B.C.'s top entrepreneurs

Small Business BC and **TD Canada Trust** are proud to present **Luvo Inc.** CEO **Christine Day** as the keynote speaker at the 6th Annual INSPIRE Celebration of Entrepreneurship on Oct. 1.

As CEO at **lululemon athletica**, Day grew the company's revenue from \$290 million to \$1.6 billion, making it the most profitable retail-apparel company in the world.

Now at Luvo, Day plans to revolutionize frozen food world and challenge public perception of frozen versus fresh meals. Drawing upon her experience at lululemon and as the head of **Starbucks'** Asia-Pacific division, her remarks will focus on "How to recognize industry disruption and create a business around it."

The evening kicks-off celebrations for this year's Small Business Month in October and will be held at the TELUS World of Science in Vancouver with 400 members of government, small- and medium-size business owners and industry influencers in attendance.

For nearly a decade, B.C. has celebrated Small Business Month to recognize the important contributions of small businesses to the economy and our local com-

munities. It is also a time to acknowledge the organizations and groups that help small business owners across the province and highlight the programs and resources that are available to entrepreneurs.

"The most amazing thing about an event like this is learning from the determination and ingenuity of other successful entrepreneurs," says **George Hunter**, Small Business BC's CEO.



Christine Day, CEO, Luvo

"Big things often have small beginnings, and business owners need a little inspiration now and then to stay brave, patient and persistent."

With that in mind, this year's panel discussion will be about "Leadership and Growth Strategies for Driving Bottom-Line Results."

During the panel, **Roger Hardy**, Co-Founder, Chairman and CEO, **Shoes.com**, **Kate Ross LeBlanc**, CEO and Co-Founder, **Saje Natural Wellness**, and **Dan Eisenhardt**, Founder, President and CEO, **Recon Instruments Inc.** will share their business stories advice and more importantly their inspiration on how to turn a business into an industry leader.

Tickets for this event are on sale now. To reserve your spot, visit sbbc.co/INSPIRE2015.

Vancouver touted as global hot spot for shipping

The Government of Canada and the Province of British Columbia are partnering with the **International Ship-Owners Alliance of Canada (ISAC)** to bring international shipping company operations to Vancouver. The partnership efforts have reestablished the **Vancouver International Maritime Centre (VIMC)**, which will promote Vancouver to the international shipping industry as the preferred maritime centre location.

The B.C. government is contributing \$1 million to re-vitalize the VIMC and diversify B.C.'s economy. The province has committed to an additional \$2 million over the next two years with all of the funding to be used by the non-profit VIMC for the development and execution of an investment attraction strategy aimed at strengthening the province's shipping industry. The federal government has also committed \$3 million to match funding from the Province, and ISAC will provide an additional \$300,000.

This initiative, to attract international shipping head offices to Vancouver, capitalizes on Canada's opportunities as a Pacific Gateway and as a maritime province to create high-value knowledge jobs associated with global trade.

"The volume of global seaborne trade is predicted to rise from nine billion metric tonnes per year to between 19-24 billion by 2030 due to the demand for resources by China and India," says VIMC Executive



Director **Kaitly Arsoniadis-Stein**. "Vancouver, situated on the Pacific corridor, has exceptional professional corporate services, including taxation and legal, to support international shipping businesses."

Founding Chairman and current VIMC CEO and Chairman **Graham Clarke** adds, "By building a maritime hub that brings together products, companies and expert services, Canada will gain the advantage of the resulting relationships, synergies and high-level jobs creation."

For more info visit vancouverimc.org.



Frank Giustra receives VIFF Screen Industry Builder Award

Presented by BC Creates

Thursday, October 1, 2015 | 11:30 a.m. – 2 p.m.

Pan Pacific Vancouver, 999 Canada Place, Vancouver



Frank Giustra

CEO, Fiore Group and Founder, Lionsgate Entertainment

In recognition of his immense contributions to the 'creative economy', Frank Giustra will receive the inaugural Vancouver International Film Festival Screen Industry Builder Award.

Additional remarks by:

Jacqueline Dupuis

Executive Director, Vancouver International Film Festival

Peter Leitch

MPIIA Chair, Northshore/Mammoth Studios President and Co-founding Stakeholder of BC Creates

Presenting Sponsors:



Canada Votes 2015: All Candidates Members' Reception

Candidates from all six Vancouver ridings have been invited.

Vancouver Centre | Vancouver East | Vancouver Granville

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Monday, September 21, 2015 | 5 – 7 p.m.

Simon Fraser University – Segal Building, 500 Granville St., Vancouver

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Around the Board

Clockwise from top left: 1) This photo from the City of Vancouver Archives shows The Vancouver Board of Trade's 60th Year Banquet at the Hotel Vancouver in 1947. *Photo by Jack Lindsay* **2)** In contrast to our first photo, this snapshot shows The Vancouver Board of Trade's 128th Annual General Meeting, held June 26 in the same historic hotel. Standing at the podium is Chair Tim Manning, outlining his priorities for the 2015-16 year. *Photo by Matt Borck.* **3)** The Vancouver Board of Trade was proud to partner with Facebook July 17 for a special 'Boost your Business' seminar at the River Rock Casino Resort. Pictured from L-R: Thomas DeShutter, Vice-Chair of our Small Business Council, the Honourable Alice Wong, Minister of State for Seniors, the Honourable James Moore, Canada's Minister of Industry, and Kevin Chan, Head of Public Policy for Facebook Canada.

4) The Honourable Sergio Marchi, President and CEO of the Canadian Electricity Association, spoke at The Vancouver Board of Trade on June 30 about the many compelling challenges facing Canada's electricity industry. *Photo by Tyson Jerry.* **5)** The Vancouver Board of Trade's Policy Council meets on Aug. 26 to discuss current issues facing Greater Vancouver's business community and determine what the board's advocacy priorities should be for the fall. **6)** Vancouver Board of Trade Members filled the Donnelly Group's flagship cocktail tavern, the Granville Room, on Aug. 27 for a complimentary networking reception. **7)** Leaders of Tomorrow students Callum McGuffie and Ting Xie emcee the annual LOT Speed Interview Night on June 24, 2015. This year, the LOT program attracted more than 270 applications for 125 spots. Learn more about the program at boardoftrade.com/LOT.



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MENTORSHIP PROGRAM



CPAs share insights at LOT Accounting Speaker Series

Students from across the Greater Vancouver region learn from working professionals

BY CORBIN LOWE

Post-secondary students from across Greater Vancouver gathered at the **Vancity Theatre** in Yaletown on Aug. 12 for a discussion on how to achieve success in the world of accounting.

Attendees were privileged to listen to three different speakers who had three different insights into why getting your CPA is so important, as part of the Leaders of Tomorrow program's ongoing Accounting Speaker Series.

Arnold Singh, CPA, CA, Partner at **KPMG**

travelled the world with his CPA designation and said he's found it tremendously helpful throughout his career. Singh said that he has found that with his CPA, he has instantly gained a foot in the door because people understand how difficult it is to achieve.

Victor Wong, CPA, CMA, Senior Associate at **MNP** said he has utilized his CPA across many different professions, while noting how broad a scope the CPA brush paints. The CPA designation doesn't just make you an accountant, said Wong. It also provides you a window to many different professions.

The third and final speaker, **Amanda Collinge**, CPA, CGA, Project Manager at **Raymond James Ltd.** said she has carved a much different path than her counterparts, but noted that she's utilized her CPA as a way to get her foot in the door. From there, Collinge has been very opportunistic by moving on from jobs whenever she could find a new opportunity. Collinge added that she has found it extremely beneficial to find a mentor that is rising through the ranks of an organization.

Before and after the presentations, attendees mingled in the theatre's reception

area, networking and talking to industry professionals. Several accounting firms brought their recruitment team and post-secondary students gained the opportunity to talk with the recruitment teams as well as other accountants in Greater Vancouver.

This event was open to non-LOT Members, so it was a good opportunity for participants to meet other post-secondary students who are not currently Members of The Vancouver Board of Trade.

For more information on the CPA designation, visit bccpa.ca. For more on the LOT program, visit boardoftrade.com/LOT.



LNG Canada project: Taking the time to build it right

Friday, October 2, 2015 | 11:30 a.m. – 2 p.m.

The Sutton Place Hotel, 845 Burrard Street, Vancouver



Andy Calitz
CEO, LNG Canada

Andy Calitz, CEO of LNG Canada, will share some of the opportunities and challenges associated with planning an LNG project in British Columbia. Join us to hear how LNG Canada is planning to sustainably develop an LNG export facility that will provide a security of supply of abundant Canadian natural gas to global markets. And, in the process, become a trusted entity that delivers long-term value to First Nations, local communities, British Columbia and Canada.

Following his keynote, Mr. Calitz will be joined in a panel discussion with other industry experts.

Presenting Sponsor:

LNG CANADA
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boardoftrade.com/events



CYP
THE COMPANY OF YOUNG
PROFESSIONALS

Peer Leadership Forums help connect professionals under 35

For five years now, **The Vancouver Board of Trade's** Company of Young Professionals (CYP) program has hosted one of the best kept secrets in the city – Peer Leadership Forums.

Peer Leadership Forums are unique discussion groups for working professionals under the age of 35, which get together once a month to share ideas, personal goals, and insights they've learned from industry leaders. The result is new friendships, new perspectives, and a lot of fun.

Each peer leadership forum is comprised of a diverse team of emerging leaders representing a wide variety of industries. Teams meet from September to May and are formed based on age, life stage, and their specific goals. Through Peer Leadership Forums, you can gain perspective from other motivated young professionals who want to see you succeed.

In order to join one of our Peer Leadership Forums, you must be enrolled in The Vancouver Board of Trade's under-35 program, the Company of Young Profes-



sionals. Once enrolled, visit boardoftrade.com/peerleadership before Sept. 15, so we can place you on the best possible team.

This year's kickoff event takes place Sept. 29 at the Pinnacle Hotel Vancouver Harbourfront, so don't delay!

For more information on how to get involved, or for information on how a company can sponsor their young up-and-comers for this professional development opportunity, visit boardoftrade.com/CYP or email programs@boardoftrade.com.



The journey of learning and growing as an individual

A personal account of my experience in the Leaders of Tomorrow mentorship program

BY ALI NAJAF

Launched in 1999, **The Vancouver Board of Trade's** Leaders of Tomorrow (LOT) program connects top post-secondary students with leading industry professionals. It is recognized as the premier mentorship program in B.C. and focuses on the four pillars of mentorship, leadership, networking, and volunteerism. I am fortunate to say that I had the opportunity to experience all four of these.

Last fall, I was eager to find out what I wanted to achieve in life. It was then that I first heard of the LOT program and decided to apply. I was extremely lucky to have a chance to be a part of the program, which only accepts half of the students who apply each year. And, after hearing the experiences of other Beedie alumni at orientation, I decided to go a step ahead and pledged to participate actively in LOT

events throughout the next 12 months.

One of the best parts of the LOT program is that you can attend three of The Vancouver Board of Trade's speaker luncheons, in addition to unlimited Leaders of Tomorrow workshops and member networking receptions at no cost. I took full advantage of this opportunity and attended more than 15 events as an attendee or volunteer.

The most memorable experience was listening to **Calin Rovinescu**, the CEO of Air Canada. He described how Air Canada is transforming itself to capture a greater share of global traffic flows and is making significant investments in aircrafts, products, technology and routes. I am passionate about airlines and it was a great opportunity for me to listen about the future of that industry.

In addition to attending events, I was selected to sit on



Ali Najaf is a student at SFU's Beedie School of Business and participant in The Vancouver Board of Trades' LOT program for post-secondary students.

the organizing committees for various events. This helped ignite my own project and event management skills.

One of the great opportunities that I had was to host the Leadership Café with **Big Brothers of Greater Vancouver**. I was the

MC for the event, allowing me to implement my communication skills. I felt that I was part of a team that set a higher bar for future events.

It's been a great experience as it was a diverse team made of people from other schools, which

provided me the opportunity to learn how to work in a group setting with people I didn't know before.

LOT has been a great platform to grow my network in the corporate world. It's been a great experience to be a part of LOT and to be surrounded with the best of the best students in Greater Vancouver.

The key takeaway message was that the more you get involved, the more you get out of the program. Programs like this allow us to grow individually while learning mutually from the people we meet and the connections we make.

Ali Najaf is a student at SFU's Beedie School of Business, pursuing a BBA with a concentration in Human Resource Management and Accounting. For more information on the LOT program, including how you can apply to become a mentor or a mentee, visit boardoftrade.com/LOT.



The Vancouver Board of Trade's Golf Classic

Thursday, September 17, 2015 University Golf Club, UBC

Looking for a way to get involved in your community? Proceeds from this year's Golf Classic sponsorship and ticket sales will benefit **The Vancouver Board of Trade's four Signature Programs** and the **Boys and Girls Clubs of South Coast BC**.

Your participation will support:



Find out more at boardoftrade.com/golf



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LOT
LEADERS OF TOMORROW®
MENTORSHIP PROGRAM

Going back to school with JOEY Restaurants

Fostering growth opportunities through Royal Roads University and the Leaders of Tomorrow program

Chances are there has been a time in your career when you have asked yourself, “What direction should I choose? Should I go back to school to further my education, or should I stay where I am and continue to build my career?” At **JOEY Restaurants**, our team members no longer have to make that choice.

At JOEY, we take a 360-degree approach to people development. We have partnered with the best people, companies, and organizations in the field of leadership development to create customized learning paths that give our people the foundational knowledge that they can then directly apply to running their businesses.

Leaders in the JOEY organization are given the opportunity to embark on different paths to mastery in their careers with us. These learning and development courses have been designed in partnership with **Royal Roads**

University to support mastery in four distinct areas — Business, Leadership, Coaching, and Culinary. Once partners complete all eight courses, they will receive a certificate in Leadership and Management and the opportunity to continue their pursuit to Mastery in one of the four designations.

“I appreciate so much being able to experience this course and learn as much as I did. We who work for JOEY are so lucky to have these classes made available to us because they are hugely beneficial not only for us as employees but as human beings,” said one program participant.

“It was an amazing course! I learned a lot about myself as well as the other people I worked it. Overall it fun and interactive and it really validated what I believe the JOEY brand is,” added another.

The overall learning experi-



Members of The Vancouver Board of Trade’s LOT program take part in a roundtable discussion with executives from JOEY Restaurants.

ence opens up the world of leadership to our people and allows them to find their own personal leadership style. At JOEY, people are supported not only in developing themselves but are given the tools and to develop others into talented leaders in their own right. The development does not stop there.

JOEY Restaurants also partners with local high schools and

colleges and is an active sponsor and participant in **The Vancouver Board of Trade** Leaders of Tomorrow (LOT) mentorship program.

“The LOT program, through The Vancouver Board of Trade, has allowed our partners to provide leadership and mentorship to up and coming students and leaders in the industry,” says **Amy Hamdorff**, Recruit-

ment Manager for JOEY Restaurants and a mentor in the LOT program. “It’s an incredible partnership. The learning and growth opportunities are endless.”

To learn more about the JOEY organization and the “Path to Mastery” program, visit joey-restaurants.com/careers. To learn more about the Leaders of Tomorrow mentorship program, visit boardoftrade.com/LOT.



The Vancouver
Board of Trade

Welcome to some of our newest members

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A. Mamun & Company Inc.

Leo Yu
AJ Clothing Inc.

Dick Lam
Bank of Nova Scotia

Jonathan Peretz
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Herbert Fensury
Enfocom International Corporation
enfocom.com

Mallory Holmes
Food.ee
food.ee

Lauren Downer
Gem Advertising
gem-advertising.com

Tania Andrews
Global Exposure Consulting

Lanna Hodgson
International Ship Owners Alliance of Canada

Daniel Eberhard
Koho Financial Inc.
koho.ca

Mike Jamieson
Make Your Mark Training and Consulting Inc.
makeyourmark.net

Margaret Bacon
Margaret Bacon RMT
margaretbaconrmt.com

Mona Kwong
Mona Kwong Inc. (Consulting)

Stephen Reichert
Reichert & Associates

Blaine McNamee
Rufus Guitar Shop Ltd.

Jo-Ann Panneton
The Potential Project

Ray Christopherson
Travel Medicine & Vaccination Centre
tmvc.com

Robin Dhir
Twin Brook Developments Ltd.
winbrook.ca

Karim Virani
Virani Trading
viranitrading.com

Individuals

Roann Liew

Sanam Hadavi

Jaz Poole

Sean Harris

Greg Williams

Matin Momtazi

John-Edward Franquet

Michael Macaulay

Ivana Nikolic

Elysse Chaffe

Kyla Humphreys

Marie Hunter

Jeff Starnaman

Leadership loves company



WOMEN'S
LEADERSHIP
CIRCLE®

Meet the new WLC Chair

Fiona Douglas-Crampton on success, career advice, and the Women's Leadership Circle

Q: What is your vision for the Women's Leadership Circle this year?

A: Our goal is to move the perception from women as a disadvantaged group, to seeing women as a strategic advantage. This is not just a more realistic and positive view, it's also true. So it's the overall theme for our work this year.

Q: Describe your business in 10 words or less.

A: A charitable organization focused on educating the hearts of children.

Q: Why did you join The Vancouver Board of Trade?

A: I started as an employee! I was on the Membership Marketing Team for almost six years. I knew The Vancouver Board of Trade was the centre of the business community, but didn't realize just how valuable the relationships would be in the future.

Q: How do you define success?

A: Success to me is about having a meaningful life. For me, that's a combination of strong loving relationships, feeling that I am contributing to others' lives and being helpful, and a steady stream of new challenges and learning opportunities.



Fiona Douglas-Crampton, President and CEO of the Dalai Lama Center for Peace + Education, is the new Chair of The Vancouver Board of Trade's Women's Leadership Circle for 2015-16.

Q: What advice do you have for other young professionals?

A: Don't worry about trying to "plan" out your life or career path. Life has too many twists and turns for that. Instead, focus on getting clear on your values, being self-aware, building strong relationships, and being brave and positive.

Q: What are you most proud of?

A: For me it always comes down to relationships. The life I have with my family is by far the best thing I've ever been a part of.

Q: Where do you get your best ideas?

A: I am definitely an extrovert and a people person. So I get my best ideas from brainstorming with others, preferably, face-to-face.

"Our goal is to move the perception of women as a disadvantaged group, to seeing women as a strategic advantage."

The Morning Leader returns Sept. 30

As the face of leadership is changing, so are the traditional gender roles in the home. Join Members of the Women's Leadership Circle on Sept. 30 as they discuss how you can create an effective partnership to drive your personal and professional success.

This diverse and engaging panel will discuss perspectives of the stay-at-home dad, the C-Suite executive wife, and parenthood as a member of the LGBT community. Following a moderated panel discussion, guests will have the opportunity to participate in a dialogue at their table to share best practices and benefit from the wisdom in the room.

Panellists confirmed so far include **Michael Eckford**, Former CKNW and Urban Rush Host; **Eleena Marley**, Senior Manager, Advisory, EY; Dr. **Sheryl Staub-French**, Associate Professor of Engineering at UBC; **Sarah Wallis**, VP/GM of **ivivva** at **lululemon**; and **Mai Wong**, Vice President and Portfolio Manager, **CIBC Wood Gundy**.

Tickets are just \$49 for Members and include coffee, tea and a light buffet breakfast at the Coast Coal Harbour Hotel. Register today at boardoftrade.com/WLC.



The Vancouver
Board of Trade

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DOUG HAYHURST, CPA, FCA, ICD.D

DIRECTOR, BALLARD POWER SYSTEMS INC.
AUDIT COMMITTEE CHAIR, CANEXUS CORPORATION
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- ┆ **Acclaimed faculty** - Taught by national and local academics, seasoned directors and leading governance experts.
- ┆ **Flexible scheduling** - Modules may be taken in any of the nine cities where the DEP is offered (space permitting).
- ┆ First step towards the **ICD.D designation** upon completion of a written examination and a board meeting simulation chaired and vice-chaired by some of Canada's most senior directors.
- ┆ Non-members of the ICD receive a **complimentary one-year membership** upon application.

The Vancouver offering of the DEP is being offered in collaboration with the **Beedie School of Business, Simon Fraser University**. Applications are now being accepted. Apply early. Contact the ICD at **1.877.593.7741 x228** or **education@icd.ca**.

MODULE I: November 13-15, 2015

MODULE III: April 15-17, 2016

MODULE II: January 22-24, 2016

MODULE IV: June 10-12, 2016

APPLICATION DEADLINE: SEPTEMBER 24, 2015



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