



OTTAWA INVESTS \$1.5M TO INCREASE EXPORTS IN B.C.

Federal Government announces funding for the Trade Accelerator Program

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SOUNDING BOARD



THE OFFICIAL PUBLICATION OF THE GREATER VANCOUVER BOARD OF TRADE AND ITS MEMBERS | MAY 2019 | VOLUME 59 / ISSUE 5 | BOARDOFTRADE.COM

Board of Trade announces CEO's upcoming departure

TRANSITION | Hon. Iain Black plans to leave his role after more than seven years at the helm

The Greater Vancouver Board of Trade's board of directors has announced that President and CEO Iain Black plans to leave the organization in the coming months to commence the next chapter of his career.

For the past seven and a half years, Black has led the Board of Trade through a process of re-invention, renewal, and financial restoration. Under his steadfast leadership, the organization has materially grown its membership base, increased its public policy and advocacy impact, expanded its four Signature Programs to promote lifelong professional development, and delivered more than 1,000 events — including hosting some of the most sought-after speakers in the world.

"It is with very mixed emotions that we announce Iain's departure in the coming months," said Lori Mathison, 2018-19 Chair of the Greater Vancouver Board of Trade, in a statement to Members.



Leaving a role you love is always difficult. It is harder still when your colleagues both at the board table and at the office have been so dedicated, so talented and, as a result, so very successful.



"Iain's unwavering leadership, vision, and drive have propelled this organization to reach new heights over the past seven and a half years. He leaves the organization in an extremely strong position for the future, and we thank him sincerely for his contributions. Iain will be deeply missed around the board table

and by his dedicated team at 999 Canada Place."

Black has accepted a CEO role in the technology and new economies sector, returning to the industry where he has spent most of his career.

"Leaving a role you love is always difficult," said Black. "It is harder still when your colleagues both at the board table and at the office have been so dedicated, so talented and, as a result, so very successful. I am so proud of what these extraordinary people have achieved together, and will always consider it a great privilege to have served in this role."

The board of directors has formalized the creation of a CEO Search Committee to be chaired by board chair Lori Mathison, tasked with recruiting a replacement in the coming months. Black will continue to serve in his role during the transition.

As a first step in the process, potential candidates can indicate their interest by emailing ceosearch@boardoftrade.com.



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ECONOMY | Ottawa invests \$1.5M to increase B.C.'s export capacity

Federal Government strengthens the Trade Accelerator Program

World Trade Centre Vancouver is excited to announce that the Government of Canada has pledged \$1.5 million in support of its Trade Accelerator Program.

The funding was announced on April 23 by the Honourable Mary Ng, Minister of Small Business and Export Promotion for the Government of Canada.

“Our global brand is strong once again and the world wants — and needs — more Canada. Today’s investment in the World Trade Centre Vancouver’s Trade Accelerator Program will help over 700 B.C. businesses export to 1.5 billion customers made available through Canada’s many trade agreements,” said Minister Ng. “Our government, under the leadership of Prime Minister Justin Trudeau, is delivering on our commitment to help small- and medium-sized businesses start up, scale up and access new markets.”

“We thank the Government of Canada for this crucial financial support, which will enable us to build on the recent success of our Trade Accelerator Program (TAP) and help hundreds of



Minister Ng announces the funding in Vancouver on April 23. | STEPHEN A. SMITH

additional companies grow,” said Austin Nairn, Executive Director of World Trade Centre Vancouver.

The Trade Accelerator Program operates across the country, with World Trade Centre Vancouver delivering the program in B.C. since 2017, thanks to a \$2.5-million partnership with the Government of British Columbia announced in April 2017.

“Export activity directly benefits communities across B.C., creating jobs for people around our province,” said the Honourable Bruce Ralston, B.C. Minister of Jobs, Trade and Technology. “This

federal investment of \$1.5 million into the Trade Accelerator Program, which the province supports in partnership with the Greater Vancouver Board of Trade, will go a long way to keep helping small businesses and entrepreneurs get their goods and services to global markets.”

To date, World Trade Centre Vancouver has hosted nine TAP cohorts in four cities across B.C., with 140 companies completing the program. **SB**

Learn more about the program and how to apply at tapbc.ca.

REGION | A five-year outlook

Metro Vancouver’s new Chair, Sav Dhaliwal, to deliver his first GVBOT address

Metro Vancouver’s enviable quality of life attracts more than 35,000 people every year to the region. This growth brings challenges — from affordability to climate change, transit and pressure on our industrial lands — as we strive to accommodate our 2.5 million residents and many businesses across the region.

On May 22, Metro Vancouver’s new board chair Sav Dhaliwal will give his inaugural address to our region’s business leaders at the Greater Vancouver Board of Trade. In his remarks, Dhaliwal will outline Metro Vancouver’s Five-Year Financial Outlook, including nearly \$5.5 billion worth of capital projects, and discuss key initiatives such as the Climate 2050 strategy and the Industrial Lands Task Force.

Dhaliwal was elected Chair of the Metro Vancouver board in November 2018, following a decade on the board and 16 years as a Councillor in the City of Burnaby. He has also served as President of the Union of B.C. Municipalities and Lower Mainland Local Government Association and worked with the Federation of Canadian



Sav Dhaliwal

Municipalities on a number of standing committees.

Prior to local politics, Dhaliwal enjoyed a long career in the private sector, working in information technology at TELUS. He has also served a number of not-for-profit organizations in Burnaby.

He has been recognized by the Government of Canada, UBC and the Goel Family Charitable Foundation, the Fiji Association of British Columbia, and the Chetna Association of Canada for his community service. **SB**

Registration is now open at boardoftrade.com/metro2019.

UPCOMING EVENTS

See our full events calendar at boardoftrade.com/events

Is there a speaker you’d like to hear from or topic you’d like explored? Make a suggestion at boardoftrade.com/suggest

FRIDAY, MAY 10, 2019

Gateway Forum:

Innovating for future success

7:30 a.m. – 12 a.m.

Sheraton Vancouver Wall Centre Hotel
1088 Burrard Street

KEYNOTE

Hon. Claire Trevena

Minister of Transportation and Infrastructure
Province of British Columbia

SESSION 1

Municipal Goods Movement

SESSION 2

Building the Gateway of Tomorrow

SESSION 3

Smart Infrastructure and Construction

Presenting Sponsor: GCT Global Container Terminals

Supporting Sponsors: CN, Port of Vancouver,
Vancouver International Airport

Community Sponsor: BCMEA

Presented in partnership with: World Trade Centre Vancouver

FRIDAY, MAY 10, 2019

Leaders of Tomorrow Discovery Series

Exclusive roundtable and office tour with SAP

7:30 – 9 a.m.

SAP Vancouver Office
910 Mainland Street

Signature Program Sponsor: BCIT Business

Supporting Sponsors: Londong Drugs, SFU Beedie School of Business, Langara School of Management

THURSDAY, MAY 16, 2019

Seizing Opportunity:

Building the Mines of Tomorrow

11:30 a.m. – 2 p.m.

Fairmont Waterfront Vancouver
900 Canada Place

Michael Goehring

President and CEO
Mining Association of British Columbia

Supporting Sponsors: Newmont Goldcorp, TECK

WEDNESDAY, MAY 22, 2019

Metro Vancouver’s 5-Year Outlook

11:30 a.m. – 2 p.m.

Four Seasons Hotel Vancouver
791 West Georgia Street

Sav Dhaliwal

Board Chair, Metro Vancouver
Councillor, City of Burnaby

Presenting Sponsor: Port of Vancouver

Presented in partnership with: World Trade Centre Vancouver

WEDNESDAY, MAY 22, 2019

Members’ Reception with Dockside

5 – 7 p.m.

Granville Island Hotel
1253 Johnston Street, Granville Island

THURSDAY, MAY 23, 2019

Women’s Leadership Circle

Wendy McDonald Diversity Awards Reception 2019

5:30 – 7:30 p.m.

TELUS Garden
5th Floor, 510 West Georgia Street

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Monday, May 27, 2019

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COMMUNITY | YVR celebrates a decade of success

YVR named Best Airport in North America for tenth year in a row

Vancouver International Airport (YVR) celebrated being named Best Airport in North America for a record 10 years in a row by the Skytrax World Airport Awards on April 1. The Skytrax Awards are recognized as the global benchmark of airport excellence with more than 13.5 million completed questionnaires, making it the largest annual global airport customer satisfaction survey.

“To be recognized as Best Airport in North America for a decade is an honour—one we share with our partners and the people who work on Sea Island,” said Craig Richmond, President and CEO of Vancouver Airport Authority. “YVR is the 24,000 individuals — the baggage handlers, the screening officers, the first responders — who come to work every day and make Sea Island a place worthy of being recognized as the best in North America.”

YVR plays a significant role in the local, provincial and national economy, supporting a broad range of jobs and driving business activity. The airport’s record growth, which included



Employees from the Vancouver Airport Authority, Air Canada, WestJet, U.S. Customs and Border Protection, Dexterra, BC Ambulance Service, Securiguard, and Fairmont Vancouver Airport celebrate following YVR’s tenth consecutive win at the Skytrax World Airport Awards.

25.9 million passengers and 338,000 tonnes of cargo in 2018, is made possible by the 24,000 people who work on Sea Island.

YVR’s operations, together with tourism and cargo, contribute more than \$16 billion in total economic output, \$8.4 billion in GDP and \$1.4 billion in government revenue across the province.

The accolade highlights the strength of YVR’s unique not-for-profit operating model,

which ensures that all revenue generated is reinvested back into airport operations, maintenance and future projects to the benefit of its customers, partners and community.

To facilitate recent and projected growth, YVR is investing in 75 major capital improvement projects scheduled over the next 20 years. **SB**

Learn more about the awards at worldairportawards.com.

COMMUNITY | Port recognized at Oceans Awards gala

ECHO Program wins award for leadership in ocean conservation

The Vancouver Fraser Port Authority-led Enhancing Cetacean Habitat and Observation (ECHO) Program received the Award for Conservation Leadership in Support of Corporate Responsibility at last month’s Ocean Awards gala at the Vancouver Aquarium. The award recognized the progressive efforts of the program and its ability to collaboratively advance meaningful ocean conservation work.

The program is a collaborative initiative that brings together government agencies, the marine industry, conservation and environmental groups, First Nations individuals and scientists to better understand and reduce the cumulative effects of commercial vessel-related activities on at-risk whales in this region.

“We are honoured to receive this award, which recognizes not just the important work of the ECHO Program, but the collaborative efforts of a diverse group of advisors and partners who are working together to support the recovery of southern resident killer whales,” said Orla Robinson, ECHO Program manager.

Since its inception in 2014, the ECHO Program has advanced a number of world-leading research projects on reducing underwater noise from vessels and has implemented several large-scale voluntary underwater noise reduction initiatives, made possible because of the collaborations of many partners and participants.

In the last few years, over 5,000 vessel passes have been measured, accumulating the biggest database of vessel noise measurements in the world. Over the last two summers, nearly 2,000 deep sea vessels slowed down in Haro Strait to reduce underwater noise in this important southern resident killer whale feeding area.

In 2017, based on results of research studies undertaken by the ECHO Program, the Vancouver Fraser Port Authority introduced underwater noise reduction incentives to quiet vessels calling at the Port of Vancouver, making Canada the first country in the world with a marine noise reduction incentive. **SB**

Learn more about the program at portmetrovancover.com.



Nash Johnston LLP welcomes Frank Borowicz, QC as Counsel

We are privileged to announce that Frank Borowicz, QC, one of Canada’s pre-eminent lawyers, has joined Nash Johnston LLP as Counsel to the Firm. Frank is a prominent arbitrator and mediator, with over 40 years of distinguished expertise and client representation in corporate governance, regulatory compliance, risk management, and conflict resolution.

Frank is a former Chair and current Governor of The Vancouver Board of Trade and an independent director of several public and private companies. He has also served as a Director of the BC International Commercial Arbitration Centre, and as Chairman of the BC Industry Training Authority.

A graduate of Harvard, Dalhousie, and Loyola of Montreal, Frank was a founding faculty member of the University of Victoria Law School. He has the highest Martindale-Hubbel professional rating, is a Judicial Justice of the BC Provincial Court, a Queen’s Counsel, and an Honorary Chartered Professional Accountant.

Nash Johnston LLP is a leading civil litigation and dispute resolution Firm based in Vancouver. The Firm represents corporate and institutional clients in a broad range of commercial disputes, negligence, insurance-defense and subrogation claims, and environmental and class proceedings.

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The Taming of the Shrew
Andrew McNee & Jennifer Lines
Photo: Emily Cooper

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ABOUT THE PUBLICATION

Sounding Board is the Greater Vancouver Board of Trade's official publication, distributed to all its Members, as well as all subscribers of Business in Vancouver newspaper. Sounding Board is published 11 times per year by Business in Vancouver Media Group in partnership with the Greater Vancouver Board of Trade. The newspaper is read by business leaders and elected officials across B.C. and beyond, with a conservatively estimated total readership of 37,500.

ABOUT THE BOARD OF TRADE

The Greater Vancouver Board of Trade is Western Canada's most active and influential business association. We accelerate business success through our advocacy and public policy initiatives, our four Signature Programs for professional development, and our 100+ events each year, which educate and connect our region's business community. We engage with decision-makers to develop our region as a vibrant hub for commerce, trade, travel, and free enterprise. And we've been doing it with tangible results, for more than 130 years.

MISSION STATEMENT

OUR PURPOSE is to support sustainable prosperity throughout the Greater Vancouver region.
OUR VISION is to be an active, innovative, trusted, credible business organization, known for influencing decision-makers, and educating, connecting with, and engaging our communities.
OUR MISSION is to provide leadership, information and connections, and public policy support that help ensure the Greater Vancouver region is competitive and the preferred Pacific Gateway for trade, commerce, and travel.
WE ARE informed, respectful, principled, collaborative, and professional.

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LEADERSHIP | Taking action to fill B.C.'s labour demand

Chair Lori Mathison on the challenge of attracting skilled human capital to our region and province

BY LORI MATHISON

If you ask business leaders to identify some of the top challenges facing British Columbia's economy, there is one continuing theme that emerges, regardless of their industry.

Our province is experiencing a skilled labour shortage. From the tech sector, to health care, to construction and the trades, businesses of all sizes are reporting capacity constraints primarily as a result of a fully utilized workforce. As our economy continues to grow, there could soon be unprecedented pressure on our labour market.

In May 2018, the Board of Trade released the Greater Vancouver Economic Scorecard 2018 in partnership with the Conference Board of Canada. The report ranked our region against 19 others around the world on 38 different economic and social indicators.

The report warned that a scarcity of skilled labour was a serious threat to our economic competitiveness. Our region needs to attract more workers from across Canada and internationally and demonstrate our ability to be a viable place to relocate a family, while also doing more to retain workers in the 24-35 age group. These findings have been reinforced by a number of recent reports over the past 12 months.

In the 2018 CPABC Business Outlook Survey, 85 per cent of B.C. CPA respondents indicated that the ability to attract and retain skilled labour is a key hindrance to business success. Looking ahead, in the latest edition of WorkBC's B.C.'s Labour Market Outlook, the province is forecasting that there will be 903,000 job openings between now and 2028 to fill roles



Lori Mathison

For B.C.'s economy to grow sustainably its workforce needs to have the skills that employers require, both in the short and long-term.



vacated by retirees, as well as new positions. Labour shortages are worsened when the skills of the workforce do not match the needs of employers.

Talent shortages were also identified as a problem by CPAs, and three-quarters of Business Outlook Survey respondents said their business had challenges finding employees with the right skills. According to a Conference Board of Canada report, this can also cost the provincial government billions of dollars in foregone GDP and millions in tax revenue. When employers are not able to recruit skilled talent it lowers business productivity and places a higher reliance on existing staff to do the work, which could affect business

revenue and staff retention.

For B.C.'s economy to grow sustainably its workforce needs to be versatile and have the skills that employers require, both in the short and long-term. This involves ongoing collaboration between employers, post-secondary institutions, and government. We need to look at equipping people with not only job-specific skills, but also soft skills like communication, critical thinking, and working as part of a team.

The needs of employers are shifting at a more rapid pace than ever and post-secondary students, including those who have gone back to change careers and re-skill, need the opportunity to gain on-the-job experience to hone skills critical to their career development. In CPABC's budget recommendations to the provincial government for the upcoming fiscal year, they asked the government to make work-integrated learning, such as co-op, a mandatory component of post-secondary education and to work with post-secondary institutions and industry to explore innovative approaches that would create a broader-range of opportunities for students.

While it's difficult to predict what the future labour force will look like, developing soft skills are critical and crucial in a world of shifting labour demands and technological change. Increasing our efforts in helping people develop these types of skills, as well as ensuring new graduates have the technical knowledge they need to hit the ground running, will set future generations up for success. **SB**

Lori Mathison is 2018-19 Chair of the Greater Vancouver Board of Trade. She also serves as President and CEO of the Chartered Professional Accountants of British Columbia.



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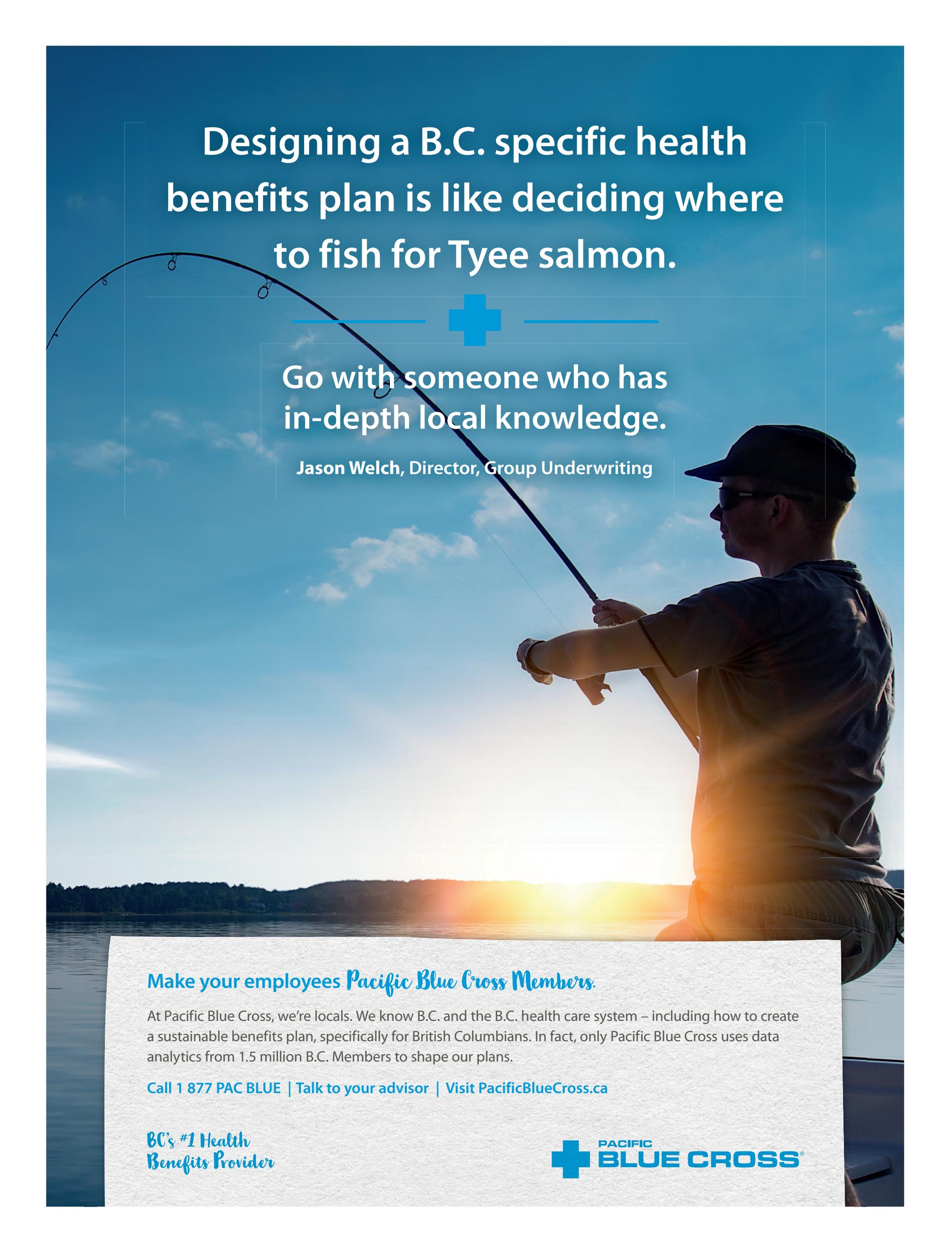
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IN FOCUS | Photos from recent events and activities at the Board of Trade



The Honourable Andrew Scheer, Leader of the Conservative Party of Canada and Leader of the Official Opposition, was in Vancouver on April 12 for a keynote address to the Greater Vancouver Board of Trade. In his remarks, Scheer outlined his party's priorities heading into the 2019 federal election and shared his vision for the future of our country. Following his remarks, Scheer took questions from GVBOT Members in a Q&A moderated by CEO Iain Black. Listen to audio from the event at boardoftrade.com/scheer. | VISION EVENT PHOTOGRAPHY



Bryan Cox, CEO of the BC LNG Alliance, takes part in a fireside chat with Susannah Pierce of LNG Canada on April 12. | VISION EVENT PHOTOGRAPHY



Surrey Mayor Doug McCallum (middle) and Vancouver Mayor Kennedy Stewart (right) discuss the cities' joint Smart Cities bid with moderator Ray LeBlond (left) on April 16. | MATT BORCK



Andrew Petter, President and Vice-Chancellor of Simon Fraser University, gave his annual Board of Trade address on April 24, followed by a conversation with B.C.'s Lieutenant Governor Janet Austin. | MATT BORCK



Santa Ono, President and Vice-Chancellor of the University of British Columbia, discussed UBC's strategic plan during his annual Board of Trade address on March 11, followed by a Q&A with Chair Lori Mathison. | MATT BORCK



City of Vancouver Mayor Kennedy Stewart drew a sold-out crowd of more than 330 for his first official address to the Greater Vancouver Board of Trade on April 10. In his remarks, Mayor Stewart reflected on his first six months in office and identified some of the key challenges facing our city and region. | MATT BORCK

Did you know the Greater Vancouver Board of Trade hosts more than 100 speaker events, seminars, and networking receptions each year?

More photos at [facebook.com/boardoftrade](https://www.facebook.com/boardoftrade)

TRADE | A fair process. A better Deltaport.

Global Container Terminals CEO on strengthening the Pacific Gateway

BY DORON GROSMAN

Trade through the Pacific Gateway helps to create the jobs and growth that support Vancouver, British Columbia, and, indeed, all of Canada's quality of life.

To strengthen and sustain that trade, Canada needs container port capacity. That is why GCT Global Container Terminals is proud to be participating in the Greater Vancouver Board of Trade's inaugural Gateway Forum on May 10, joining other stakeholders to discuss how best to sustain and strengthen Canada's Pacific Gateway.

The Forum is timely. We are at a cross roads and must decide how we build needed container port capacity, where we build it, and who will pay for it.

So far, there is only one option on the table and local communities as well as environmental and Indigenous groups have concerns about it, relating to migratory shorebirds, crab and fish habitat, and impacts on biofilm and orca populations.

Many in these groups feel they are not being heard, and that the process is moving too quickly – Canadian Environmental Assessment Agency (CEAA) hearings that begin on May 14 were announced in March with short lead times for concerned parties to register, and very little publicity.

We at GCT Global Container Terminals are putting forward an alternative approach that we feel merits consideration.

The Canadian Deltaport Project is a smart, phased, and environmentally considerate plan to provide capacity at Roberts Bank in Delta through the addition of a fourth berth (DP4) at the existing GCT Deltaport terminal. It would expand the existing terminal footprint to incrementally deliver needed capacity without unnecessary impacts on the environment, on Indigenous fishing grounds, on the workforce, and on taxpayers.

The expansion at Roberts Bank is important to the success of the Pacific Gateway, and, therefore, to the future of the region, the province, and the country. It



carries high stakes for the environment, local communities, workers, and Indigenous peoples. This decision is too important to rush. Moreover, there is still time to get it right. Based on current forecasts, additional capacity won't be needed until the 2030s, at the earliest.

The City of Delta Council recently approved a staff recommendation that Delta Mayor

Harvie attend the public hearings and state that the CEAA process for the port expansion should not proceed any further until there is greater certainty regarding the project's appropriateness to address Canada's trading needs. They further requested that the Canadian Deltaport Project (DP4) be properly assessed, and asked for "greater certainty and consensus regarding impacts

on critical habitats and endangered species, including biofilm, migratory shorebirds and the southern resident killer whales."

We couldn't agree more. A fair process will lead to a better Deltaport that is ready to play its part in the success of the Pacific Gateway. **SB**

Doron Grosman is the President and CEO of Global Container Terminals Inc.



Seizing Opportunity: Building the Mines of Tomorrow

Thursday, May 16, 2019 | 11:30 a.m. – 2 p.m.

Fairmont Waterfront Vancouver | 900 Canada Place



Michael Goehring

President and CEO
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Michael Goehring, the recently announced MABC President and CEO, delivers his first official address to B.C.'s business community.

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Wendy McDonald Diversity Awards Reception 2019



MASTER OF CEREMONIES

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Thursday, May 23, 2019 | 5:30 - 7:30 p.m. | TELUS Garden, 510 West Georgia St.

These annual awards are presented in honour of the late Wendy McDonald, a Canadian business icon who served as the first female Chair of the Greater Vancouver Board of Trade. The awards serve to increase the profile of outstanding women and champions of women in our community.

Purchase your tickets now at
boardoftrade.com/wmda2019

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