



SOUNDING BOARD



THE OFFICIAL PUBLICATION OF THE GREATER VANCOUVER BOARD OF TRADE AND ITS MEMBERS | SEPTEMBER 2016 | VOLUME 56 / ISSUE 8 | BOARDOFTRADE.COM

Taking our policy voice to Saskatchewan

ADVOCACY | Board of Trade heads to Canadian Chamber AGM in Regina to support four policy resolutions

BY IQBAL AHMED

In collaboration with other chambers from across the country, the Greater Vancouver Board of Trade is co-sponsoring four resolutions for adoption at the Canadian Chamber of Commerce AGM in Regina this month. The resolutions address pressing issues identified by our Members, and aim to make our region a better place to create and grow your business.

Resolutions adopted during the AGM will become a part of the Canadian Chamber's advocacy agenda to the federal government, amplifying the voice of our Members.

The GVBOT resolution "Enhancing Air Travel Competitiveness," is up for renewal this year. The updated resolution — co-sponsored by the Richmond Chamber of Commerce, Whistler Chamber, Prince George Chamber, Calgary, and the BC Chamber of Commerce — aims to build a more competitive and efficient air travel industry, further strengthening this important economic enabler.

The resolution offers suggestions on how



The Greater Vancouver Board of Trade is heading to the Canadian Chamber AGM in Regina this month, where the organization will partner with other chambers to call for increased air access and the creation of a national aviation strategy. | VANCOUVER INTERNATIONAL AIRPORT

the federal government can help open up air access to more airlines, which can help increase tourism and the movement of people throughout our vast country. In addition, the resolution also urges Ottawa to develop an overarching national

aviation hub and travel strategy.

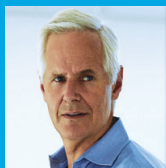
Another resolution proposed for re-adoption is "Credit Card Merchant Fees." Originally developed by the Kitsilano Chamber of Commerce, it addresses important issues facing retailers large and

small across the country. Currently, Canadian merchant businesses are paying some of the highest credit card acceptance fees in the world, costs which trickle down to the consumer regardless of their payment method.

Thanks to advocacy by the GVBOT and Canadian Chamber of Commerce, there has been significant federal progress on this issue. However, more needs to be done to prevent businesses from paying higher fees for credit card acceptance than necessary. This resolution is co-sponsored by the Greater Langley Chamber of Commerce.

A third resolution the GVBOT is supporting is called "Protecting Our Infrastructure (Asset Management)". It recommends the federal government quickly execute the necessary Provincial-Federal agreements to ensure infrastructure funding continues in a sustainable consistent manner. It also calls on the government to provide increased support for communities to report on the status of infrastructure, and establish project selection criteria that prioritizes funding

CONTINUED ON PAGE 4



In the limelight

X-Files Creator Chris Carter to be honoured with VIFF Screen Industry Award at Board of Trade

2

Federal Minister talks housing affordability this month

2

GVBOT CEO Iain Black looks ahead to fall events and policy priorities

4



At the helm

Board of Trade Governor Elio Luongo elected as the next CEO of KPMG in Canada

3

Q&A with Board Director Lori Mathison on her career and public policy

5

B.C. business groups advocate for Trans Mountain expansion

6



TURN FLIGHT TIME INTO PRODUCTIVE TIME

Fast, convenient boarding and takeoff. Productivity and connectivity amenities including in-flight wifi. Customs clearance and ground transportation arranged.



2 EVENTS AND SPEAKERS

FILM | Recognizing sustainability in B.C.'s film industry

X-Files Creator Chris Carter to receive VIFF Screen Industry Award at Board of Trade

For the second year in a row, the Greater Vancouver Board of Trade is partnering with BC Creates and the Vancouver International Film Festival to honour a key contributor to B.C.'s film sector.

X-Files director, writer and creator Chris Carter will receive the 2016 VIFF Screen Industry Builder Award on Oct. 7, at a special celebration hosted by the three organizations. Carter is being honoured for his commitment to sustainability during his recent reboot of the popular series, The X-Files, which was filmed in Vancouver.

Described by Time Magazine as a "televisionary," Carter created one of the most successful television franchises of all time with his award-winning The X-Files. The show ran a remarkable nine seasons on Fox, is still seen today in over 60 countries, spawned two films and several comic book and video game adaptations.

The impact of Carter's series is such that in 1997, Time Magazine named him one of the 25 Most



Chris Carter will be honoured Oct. 7 by BC Creates and the Board of Trade.

Influential People in America. Carter also created the shows "Millennium," "Harsh Realm," "The Lone Gunmen," and in 2016 brought "The X-Files" back to television with a six-episode limited run.

BC Creates is a communications initiative established by creative industries stakeholders to celebrate and engage British Columbia in the story of the Province's vibrant creative economy. As part of their role, BC Creates believes there is an

opportunity to highlight Vancouver as a world-class location for sustainable screen-based production.

Board of Trade Members are invited to attend this celebration and mix and mingle with members of the B.C. film industry. The event will also feature remarks from Jacqueline Dupuis, Executive Director of the Vancouver International Film Festival. **SB**

Get your tickets at boardoftrade.com/VIFF2016.

HOUSING | Let's talk housing and affordability

Federal Minister brings cross-country consultations to GVBOT Sept. 14

One of the significant challenges facing Greater Vancouver is the deteriorating affordability of housing. In the 2016 Greater Vancouver Economic Scorecard, Vancouver earned a "D" grade in Housing Affordability, placing 15th out of the 17 jurisdictions measured.

Although our region remains one of the most desirable places in the world to live, there is increasing concern about what rising housing prices mean for the future of residents and would-be residents who keep our economy moving.

On Sept. 14, the Greater Vancouver Board of Trade will host a keynote address by Jean-Yves Duclos, Canada's Minister of Families, Children and Social Development and Minister Responsible for the Canadian Mortgage and Housing Corporation.

In his remarks, Duclos will discuss the federal government's vision to keep housing in Canada's urban centres affordable and accessible for everyone.



The Honourable Jean-Yves Duclos

In addition, Duclos will outline some of the steps the government is taking to achieve this vision, including the development of a National Housing Strategy and collaborating with other levels of government to support affordable housing.

Join us for this important discussion about one of the most pressing issues facing Greater Vancouver. **SB**

Register for this event at boardoftrade.com/events.

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

MONDAY, SEPTEMBER 12, 2016

Food for Thought:

Growing Canada's economy through agriculture and agri-food

11:30 a.m. – 1:30 p.m.

Pan Pacific Vancouver
999 Canada Place, Vancouver

The Honourable Lawrence MacAulay

Minister of Agriculture and Agri-Food Canada, Government of Canada

Supporting Sponsors:

Port of Vancouver, Canpotex

TUESDAY, SEPTEMBER 13, 2016

The Business of Beer with the Company of Young Professionals

5:30 – 7:30 p.m.

Big Rock Urban Brewery & Eatery
310 West 4th Avenue, Vancouver

Sponsor: Big Rock Brewery

WEDNESDAY, SEPTEMBER 14, 2016

Let's Talk Housing

11:30 a.m. – 2 p.m.

Pan Pacific Vancouver
999 Canada Place, Vancouver

The Honourable Jean-Yves Duclos

Minister of Families, Children and Social Development, Government of Canada

Community Sponsor: Lex Rajah

MONDAY, SEPTEMBER 19, 2016

Adapting to Change: Positioning Canada as an Innovation Leader

11:30 a.m. – 2 p.m.

Four Seasons Hotel Vancouver
791 West Georgia, Vancouver

The Honourable Navdeep Bains

Minister of Innovation, Science and Economic Development, Government of Canada

WEDNESDAY, SEPTEMBER 21, 2016

Finding solid ground in a shifting environment for mining

11:30 a.m. – 2:00 p.m.

Fairmont Hotel Vancouver
900 W Georgia St, Vancouver

Pierre Gratton

President and CEO, Mining Association of Canada

Presenting Sponsor: New Gold Inc.

Supporting Sponsor: Teck

Community Sponsors:
Dentons LLP, Eldorado Gold Corp.

THURSDAY, SEPTEMBER 22, 2016

A global view of digital transformation in government and business

11:30 a.m. – 2:00 p.m.

Pan Pacific Vancouver
999 Canada Place, Vancouver

Michael E. Roach

Chief Executive Officer, CGI

FRIDAY, OCTOBER 7, 2016

Chris Carter, Creator of X Files, receives VIFF Industry Builder Award

11:30 a.m. – 2:00 p.m.

Fairmont Pacific Rim
1038 Canada Place, Vancouver

Chris Carter

Vancouver International Film Festival Screen Industry Builder Award Winner

Jacqueline Dupuis

Executive Director, Vancouver International Film Festival

Presenting Sponsor: Vancouver International Film Festival, BC Creates

WE FOR SHE:

Championing the Next Generation

October 14, 2016
Vancouver Convention Centre West

WeForShebc.ca

Pillar Partners



LEADERSHIP | Elio Luongo named KPMG Canada's top exec

Board of Trade Governor chosen to lead firm's Canadian operations beginning Oct. 1

BY GREG HOEKSTRA

Elio Luongo, Governor of the Greater Vancouver Board of Trade, has been elected to serve at the next CEO of KPMG in Canada.

KPMG made the announcement last month, citing Luongo's three decades of experience in corporate planning and restructuring, providing advice to some of Canada's largest companies and helping businesses grow and achieve long-term success.

"I am honoured to have been given the opportunity to lead the firm's dedicated and talented professionals," said Luongo, who currently serves as the Managing Partner of KPMG's Tax practice.

"Promoting Canada's competitive advantage will be an important guiding principle for my tenure. Our country has incredible potential, and I'm confident that KPMG's entrepreneurial and purpose-driven people will lead the way as we work to better serve the evolving needs of our clients and communities."

Luongo served as Chair of the

Board of Trade in 2013-14, a pivotal year in which the organization hosted the largest event in its history with Hillary Clinton.

"Elio has proven himself to be one of the brightest and highly skilled tax professionals in the country. But more importantly, he's also exceptionally energetic, focused, and strategic," said Iain Black, President and CEO of the Greater Vancouver Board of Trade. "We witnessed Elio's extraordinary leadership firsthand during his year as Chair of our organization."

Black's comments were echoed by Robin Silvester, 2016-17 Chair of the Greater Vancouver Board of Trade, who served alongside Luongo as a director in 2013-14.

"Elio possesses a unique blend of intelligence and competitiveness, which is what makes him such an outstanding business leader," said Silvester. "On behalf of our Board of Directors and Governors, I'd like to congratulate Elio and wish him all the best in his new role."

Sounding Board had an opportunity to catch up with Luongo by email. Below is a brief Q&A.

Elio, congratulations on being named the incoming CEO of KPMG in Canada. As you prepare to begin your new role, what are your personal goals, and how do you hope to see the organization evolve under your leadership?

Thank you. I'm honoured to have been given the opportunity to lead KPMG's dedicated and talented professionals in Canada. Throughout my entire career, I've been energized by the opportunity to help clients succeed—both here in Canada and globally. Together with my leadership team, we will be focused on growing our firm to be the clear choice for clients by offering the best advice, insights and assurances. We will also be the clear choice for our people by providing an excellent place to build careers through development and learning opportunities.

Like many of our clients, our industry is also going through a period of unprecedented change due to a number of factors such as changes in technology, changes in workforce as well as a changing global economy. I'm



Elio Luongo

excited about the tremendous opportunities ahead to help KPMG evolve to become more innovative and agile to anticipate and meet our customers' evolving needs.

What do you think makes a successful CEO?

I've been incredibly fortunate to have had the opportunity to work with some exceptional leaders and mentors during my time at KPMG. Many of these successful leaders have demonstrated a common trait of unwavering commitment. Commitment to delivering exceptional customer service for their clients. Commitment to supporting and

developing their people, as well as commitment to serving their communities.

What advice do you give to those who are starting their careers?

Never stop learning and make time to have fun! The generation that is just entering the workforce today will have the opportunity to be part of momentous change that will come with the fourth industrial revolution. With the introduction of new Artificial Intelligence and high-powered supercomputing, the workforce of the future is going to look very different than it does today. Opening yourself to new ideas and constant learning will be keys to success—but also make sure you find time to connect with the people around you and enjoy the journey.

Why do you think it's important for business leaders to be involved in chambers of commerce?

I'm very passionate about helping people and businesses succeed and the chamber of commerce provides an excellent opportunity for business leaders to be involved in and contribute to an association that makes a positive impact on the communities where they and their employees live their lives. **SB**



your business
in focus



Only HR professionals with a **CHRP, CHRL** or **CHRE** designation have a deep understanding of how businesses work and are trained to be high-impact leaders.

Let a **Certified Human Resources Professional, Leader** or **Executive** show you how their achievements set them apart.

PUT YOUR BUSINESS
IN FOCUS

hrpa.ca/infocus



PUBLISHER: Business in Vancouver Media Group
EDITOR: Greg Hoekstra, 604-640-5450
AD SALES: Katherine Butler, 604-608-5158

As the official publication of the Greater Vancouver Board of Trade, *Sounding Board* 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 11 times per year by Business in Vancouver Media Group in partnership with the Greater 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 GREATER VANCOUVER BOARD OF TRADE

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

OUR MISSION STATEMENT

The Greater 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.

BOARD OF DIRECTORS 2016-17

EXECUTIVE COMMITTEE

Chair	Robin Silvester President and Chief Executive Officer Vancouver Fraser Port Authority
Senior Vice-Chair	Anne Giardini, QC Chancellor Simon Fraser University
Vice-Chair	Evi Mustel Principal Mustel Group
Vice-Chair	Kari Yuers President and CEO Kryton International Inc.
Secretary-Treasurer	Elise Rees Retired EY Partner and Corporate Director
Finance and Audit Committee Chair	George Cadman, Q.C. Shareholder and Council Boughton Law Corporation
Policy Council Chair	Lori Mathison Managing Partner Dentons
Immediate Past Chair	Tim Manning, ICDD Corporate Director
Member at large	Sue Belisle President and Publisher Business in Vancouver Media Group
Member at large	Mary Anne Davidson Corporate Director
President and CEO	Iain Black Greater Vancouver Board of Trade

BOARD OF DIRECTORS

Alice Chen	Export Ventures Group and PwC
Lara Dauphinee	Fiore Group
Christine Day	Luvo Inc.
Robin Dhir	Twin Brook Developments Ltd.
Jan Grude	Pacific Blue Cross
Robin Hemmingsen	Autism Society of British Columbia
Peter Higgins	Purdy's Chocolatier
Mark Hoag	MNP LLP
David Hoff	Ledcor
Terry Hui	Concord Pacific Developments Inc.
Moray Keith	Dueck Auto Group
Christopher Lythgo	Business Development Bank of Canada
Michael McCarthy	TELUS
Sarah McCullough	Spectra Energy
Jessica McDonald	BC Hydro
Sacha McLean	McLean Group
Patricia Mohr	Scotiabank
Gordon Nelson	Rogers Communications Group
Meredith Powell	The Next Big Thing
Haroon Rashid	Paradigm Ltd.
Craig Richmond	Vancouver Airport Authority
Dr. Mark Schonfeld	Langbury Holdings
Lorne Segal, O.B.C.	Kingswood Properties Ltd.
Kirsten Sutton	SAP Labs Canada
Denise Turner	Bravura Business Solutions Inc.
Vivian Zalkow	Taymor Industries Ltd.

PUBLICATIONS MAIL AGREEMENT No. 40011551

Greater Vancouver Board of Trade, World Trade Centre
 Suite 400, 999 Canada Place
 Vancouver, B.C. V6C 3E1
 contactus@boardoftrade.com

@boardoftrade

@boardoftrade

@theboardoftrade

LEADERSHIP | It's time to get back to business

With a busy fall ahead, GVBOT's President and CEO underscores key priorities identified in Scorecard 2016

BY IAIN BLACK

September is shaping up to be an exciting month at the Greater Vancouver Board of Trade, with a rich calendar of events exploring many facets of our regional economy, including housing, technology, mining, agriculture and agri-foods, and craft beer.

We are particularly excited to host three federal Ministers from Ottawa this month, to discuss their cabinet portfolios and share some of the federal government's priorities with our Members.

Coordinating these kinds of meetings with elected officials is a crucial part of what we do as a chamber of commerce because it allows our Members to keep their finger on the pulse of current issues and, in many cases, engage face-to-face with the decision-makers of our country.

The business of food

To kick off our fall events calendar, the Honourable Lawrence MacAulay, Minister of Agriculture and Agri-Food, will speak on Sept. 12 about the dramatic growth in demand for Canadian agriculture products. This is particularly evident here in Canada's Pacific Gateway, where we export our nation's food and beverage products to markets throughout the Pacific Rim and beyond.

According to the provincial government, B.C. exported a record \$3 billion in agri-food and seafood products to 150 markets around the world in 2014. In total, the food and beverage processing industry is comprised of more than 1,800 firms, making it one of the largest manufacturing sectors in the province and a key pillar of the province's BC Jobs Plan.

In short, a flourishing agriculture and agri-food industry is an essential component of a healthy provincial economy. We look forward to hearing from Minister MacAuley about how Ottawa plans to grow the sector even

CONTINUED FROM PAGE 1

and the Board of Trade of Metropolitan Montreal which aims to address fraud in public procurement, and recommends the adoption of a False Claims Act, similar to that of the United States.

Finally, GVBOT will be co-sponsoring a resolution with the Calgary Chamber of Commerce



further, enabling us to become a world leader.

Housing affordability under the microscope

Two days later, the Board of Trade will host the Honourable Jean-Yves Duclos, Canada's Minister of Families, Children and Social Development, for a keynote on the topic that has dominated headlines across Greater Vancouver all year — *housing*.

As the Minister Responsible for the Canadian Mortgage and Housing Corporation, Duclos will discuss the federal government's vision to keep housing in Canada's urban centres affordable and accessible for everyone.

Housing affordability is an issue of critical importance to our region's economy. In the 2016 Greater Vancouver Economic Scorecard, our region earned a "D" grade in affordability, ranking 15th out of the 17 jurisdictions measured.

In recent months, the provincial government has taken some measures aimed at addressing housing affordability in our province and, more specifically, here in Greater Vancouver. As part of this process, the province has also started collecting data on home ownership, which is an important step towards informed decision-making.

We look forward to hosting Minister Duclos on Sept. 14, to learn more about actions the federal government is taking, including the development of a National Housing Strategy.

Increasing productivity through innovation

And finally, on Sept. 19 we are pleased to welcome the Honourable Navdeep Bains, Canada's Minister of Innovation, Science, and Economic Development, for a discussion on how we can collectively make Canada a global centre for innovation.

One of the key findings of our 2016 Greater Vancouver Economic Scorecard is that our region is stifled by low labour productivity levels, which are an important driver of living standards. To bolster productivity, our region needs to look for ways to increase innovation in all sectors.

I would encourage you to join us as we host Minister Bains for this meaningful discussion, including an interactive question-and-answer period, as we hear first-hand how the new federal government plans to boost innovation from coast-to-coast.

Moving our Scorecard forward

As we turn the corner after Labour Day weekend, the business community in B.C. is ready to get back to work.

This fall is shaping up to be a very busy season at the Greater Vancouver Board of Trade, both in terms of our planned advocacy efforts in advance of the next provincial election, as well as our robust schedule of events, many of which tackle topics identified in the 2016 Greater Vancouver Economic Scorecard.

If you haven't done so already, visit boardoftrade.com/scorecard2016, and let us know how you think we can best address some of the regional challenges identified in our report. Our team can be reached at advocacy@boardoftrade.com.

Likewise, if you have a suggestion for an event or speaker, let us know at boardoftrade.com/suggest. We look forward to hearing from you! **SB**

Iain Black is President and CEO of the Greater Vancouver Board of Trade.

the Canadian Chamber AGM. If successfully passed, these policy resolutions will ensure that the voice of the Greater Vancouver business community is effectively heard across the country. **SB**

Iqbal Ahmed is Manager of Public Policy Development at the Greater Vancouver Board of Trade. He recently joined the organization from the Calgary Chamber of Commerce.

LEADERSHIP | Life is about finding balance, from hot yoga to public policy

Q&A with Lori Mathison, Chair of the Greater Vancouver Board of Trade's Policy Council

Describe what you do in 10 words or less.

I am the managing partner of the Dentons' Vancouver office, where I also practice tax law.

Where is your hometown and how did it shape you as an individual?

I grew up in Winnipeg, where the people are so very genuine and you see the intersection of east-west. Canadian values. These roots have really shaped me, together with the perspectives I gained from going to law school in Montreal and now having my family and career in Vancouver.

What was your first job?

During school I worked as a teller at one of Canada's big five banks. Bank machines were only just starting to become popular so my role was fast-paced and people-oriented. At the same time, I quickly learned to stay calm under pressure when my branch was robbed during my shift!

What is the most important lesson you learned from your parents?

My parents were always true to their Scottish roots and taught me the importance of hard work, prudence, practicality and frugality.

Why did you join the Greater Vancouver Board of Trade?

I was very interested in the policy work that the Greater Vancouver Board of Trade is known for and I wanted to help to support the success of our community. Early on, I became a member of the Government Budget and Finance Committee and enjoyed the opportunity to use my technical tax knowledge and business experience in a broader policy context.

What makes Vancouver a great city?

We all know the immense assets that Vancouver has as a city, but what I am most proud of is simply being able to say "I am from Vancouver" — wherever I am in the world. Vancouver is

internationally recognized and people, without fail, have an extremely positive impression of Vancouver and Vancouverites.

How will our region be different 10 years from now?

As a quickly growing region, Greater Vancouver will have opportunities, but also many challenges that we must overcome. Assuming we can do so, we should see the benefits of improved public infrastructure, efficient transit, and sustainable investments. At the same time, the population should have embraced the lifestyle associated with living in a world-class city — community spaces, efficient commutes, and creative solutions to address affordability.

What is the best lunch spot in Greater Vancouver?

Jericho Sailing Centre on a nice sunny day. Food isn't glamorous but the view and relaxed setting are unbeatable.



Lori Mathison

What is your creative outlet?

Hot yoga is my source of balance, energy, and (on a good day) creativity.

What is your favourite vacation spot?

Whistler in the winter. Lake Okanagan in the summer.

What CEO do you admire and why?

I pick up traits and ideas from a number of leaders around the world. I find Jeff Weiner of LinkedIn to have a very engaged and focused leadership style. Given that we are of the

same generation, he is also very relatable.

What is one "life hack" that you think everyone should know?

The website Epicurious.com allows anyone to cook like a chef.


What is the secret to happiness?

I'm a "glass is half full" person. Try to enjoy each moment. When there are challenges look for the positives — or at least the lessons learned.

What is something most people don't know about you?

I have seven-year-old twins, a boy and a girl. They are a complete joy and make every single day special. **SB**

Lori Mathison is Managing Partner of Dentons' Vancouver office and Chair of the Greater Vancouver Board of Trade's Policy Council.

 The Greater Vancouver Board of Trade is fortunate to have 36 of our region's top executives and business leaders on its board of directors. For more information on these exceptional individuals, visit boardoftrade.com/directors.



Celebrating 30 years or more of Membership

Thank you for your support!

AECOM Canada	Business Development Bank of Canada	Deloitte LLP	Intact Insurance	Port of Vancouver	Thomas Downie Holdings
Air Canada	Cadillac Fairview Corporation	Dentons Canada LLP	Kearney Funeral Services	PricewaterhouseCoopers LLP	Thunderbird Marine Corporation
Andrew Peller Limited	Calkins & Burke	DLA Piper (Canada) LLP	KM Canada Marine Terminal LP	Prospero International Realty	UBC - Continuing Studies
Aon Reed Stenhouse	Canadian Broadcasting Corporation	Dominion Blue Reprographics	KPMG LLP	Protin Import	UBC Finance
Associated Engineering (B.C.)	Canadian Forest Products	ERCO Worldwide	Kruger Products LP	RBC Phillips, Hager & North Investment Counsel	UBS Bank (Canada)
Atlas Courier	Canadian Imperial Bank of Commerce	Ernst & Young LLP	Kryton International	RBC Royal Bank	Vancity
Ausenco Engineering Canada	Canadian National Railway Company	Fairmont Hotel Vancouver	Kuehne + Nagel	Real Estate Board of Greater Vancouver	Vancouver Airport Authority
Bank of Canada	Cathay Pacific Airways	Fasken Martineau DuMoulin LLP	Lantic	Rio Tinto	Vancouver Coastal Health Authority
Bank of Montreal	Central 1 Credit Union	FedEx Express Canada	Lawson Lundell LLP	Ritchie Bros. Auctioneers	West Coast Reduction
BC Hydro	Century Plaza Hotel & Spa	Finning International	MacDonald Dettwiler & Associates	Sauder School of Business	West Fraser
BC Institute of Technology	Chamber of Shipping of British Columbia	FortisBC	Marsh Canada	Scipio Holdings	Western Management Consultants
BC Maritime Employers Association	Colliers International	Four Seasons Hotel Vancouver	Mercer Canada	Scotiabank	Weyerhaeuser Company
BCB Corporate Services	Consulate General of Japan	Granville West Group Benefits Consulting	Metro Vancouver	Seaspan ULC	YMCA of Greater Vancouver
Bentall Kennedy (Canada) LP	Consulate General of Switzerland	Grieg Star Shipping (Canada)	Mining Association of B.C.	Shoppers Drug Mart	YWCA Metro Vancouver
Boughton Law	Consulate General of the Federal Republic of Germany	Harbour Cruises	Mitsubishi Canada	Sierra Systems Group	Mr. Andrew Saxton
Boyden global executive search	Consulate General of the United States	Hatch	Ocean Pacific Management	Simon Fraser University	Mr. Darcy Rezac
British Columbia Hotel Association	Courtney Agencies	HSBC Bank Canada	Orr Development Corporation	SNC-Lavalin	Mr. David Esworthy
British Consulate-General Vancouver	CPA of British Columbia	Hyatt Regency Vancouver	Pacific Blue Cross	TD Bank Financial Group	Mr. Doug Close
Bull Housser & Tupper LLP		IBM Canada	Pan Pacific Vancouver	Teck Resources Limited	Mrs. Marguerite Ford
Business Council of British Columbia		Imprint Plus	Parrish & Heimbecker	TELUS Corporation	Mr. Roy James
		Industrial Alliance Insurance and Financial Services	Pheidias Project Management Corp.	The Sutton Place Hotel	Mr. Win Stothert
		Insurance Corporation of B.C.	Polygon Homes	The Westin Bayshore, Vancouver	

RESOURCES | Business groups call on feds to back TMX

Board of Trade expresses support for Trans Mountain expansion project during Ministerial Panel meeting

The Greater Vancouver Board of Trade was one of several business organizations to present to the Trans Mountain Pipeline Expansion Ministerial Panel on Aug. 16, in a show of solidarity behind a project that could have long-lasting economic benefits for B.C.

Representing our Members and the broader Greater Vancouver business community, Vice President David Crawford expressed our continued support for the Trans Mountain Expansion Project, and our hope that our position will be reflected in their report back to Cabinet.

The Ministerial Panel — composed of Kim Baird, Tony Penikett, and Dr. Annette Trimbee — is tasked by Minister of Natural Resources, Jim Carr, to gather feedback from communities across Canada and provide the Minister with a public report.

While there are valid concerns being voiced by public groups, Crawford said the Board of Trade remains confident in both the technical and environmental rigour of the National

Energy Board (NEB) process, stating that the 157 conditions put forth by the NEB offer a comprehensive — yet realistic — high standard of pipeline safety.

Crawford added that our organization firmly believes this was a strong, evidence-based process, and should the project move forward, it is up to Trans Mountain to live up to the conditions that we believe sufficiently protect the environmental, economic and community interests of British Columbians.

In 2014, the Board of Trade was granted intervenor status in the NEB regulatory process. As intervenors, we brought forward our perspective on the importance of energy infrastructure development to B.C. and Canada, on the condition that we do so responsibly and to the highest international standards of marine and land safety. We are confident that our comments and concerns have been satisfied in the NEB's decision after a very thorough and robust independent process. This was reiterated to the panel.

The responsible development of market access for Canadian crude oil is of national importance. With Canadian production exceeding demand in its primary markets in the United States, and no midstream infrastructure in place to access new markets, Western Canadian Select is forced to trade below already depressed world crude prices.

As a result, Canada has become a supplier held captive by our only customer. This significant economic disadvantage has cost us well-paying jobs, investment in our communities and potentially billions in much needed government revenue that could be used to fund critical services like health care, infrastructure, social services and more.

By ensuring Canadian oil has access to tidewater, the Trans Mountain Expansion Project will extend Canada's reach into new markets, generate thousands of high-paying jobs, and create billions of dollars in government revenue.

Other presenters to the panel



This conceptual photo shows what Westridge Terminal could look like if the Trans Mountain Expansion Project gains approval. | SUPPLIED PHOTO

included the Business Council of B.C., the B.C. Chamber of Commerce, and the Canadian Chamber of Commerce. Similar to the Board of Trade, they also expressed their support for the expansion, highlighting the rigor of the NEB process and the national, provincial and local economic benefit that the proposed Trans Mountain

Expansion Project will bring. As Canada's Pacific Gateway, we know firsthand, the economic benefits of ensuring our natural resources have access to diversified markets around the world. The Trans Mountain Pipeline Expansion is perfectly aligned with this mission, and is vital to our continued economic prosperity. **SB**



A global view of digital transformation in government and business

Thursday, September 22, 2016 | 11:30 a.m. – 2 p.m.
Pan Pacific Vancouver, 999 Canada Place, Vancouver



Michael E. Roach

Chief Executive Officer, CGI

Now in its 40th year, with \$10+ billion in annual revenue and more than 65,000 professionals worldwide, CGI is a Canadian-based, global leader and Canada's largest technology company. CGI global clients now include 22 of the top 30 banks, 500+ governments and more than 1,000 health care agencies.



Join us as Michael E. Roach, CEO of CGI, recounts highlights of CGI's successful journey paralleled to major business and technology trends including the transformation of legacy operating environments in the face of digital disruption.



Food for Thought: Growing Canada's economy through agriculture and agri-food

Monday, September 12, 2016 | 11:30 a.m. – 1:30 p.m.
Pan Pacific Vancouver, 999 Canada Place, Vancouver



The Honourable Lawrence MacAulay

Minister of Agriculture and Agri-Food Canada
Government of Canada

Food is big business for this country and the future of the sector is bright, especially along the Pacific Rim, where demand for agricultural products has maintained dramatic growth over the past decade.

Federal Minister of Agriculture and Agri-Food Lawrence MacAulay will discuss the federal government's vision to help the sector be a world leader – competitive, innovative, safe, and well-positioned to make the most of emerging global opportunities and create jobs for Canadians.

Supporting Sponsors:



IN FOCUS | Photos from the Board of Trade's Signature Programs



The Leaders of Tomorrow mentorship program partnered with CPA BC to host an event with accounting leaders on Aug. 17. Learn more at boardoftrade.com/LOT. | VISION EVENT PHOTOGRAPHY



Members of the Women's Leadership Circle make connections during a July 7 event at the Terminal City Club. Want to get involved? Visit boardoftrade.com/WLC. | VISION EVENT PHOTOGRAPHY



2016-17 Chair Robin Silvester spoke to Members of the Board of Trade's under-35 program, the Company of Young Professionals, July 13 at the Port of Vancouver. Check out the program's upcoming events at boardoftrade.com/CYP. | NORAVERA VISUALS



Chris Carter, Creator of *The X-Files*, receives VIFF Screen Industry Builder Award

Friday, October 7, 2016 | 11:30 a.m. – 2 p.m.
Fairmont Pacific Rim, 1038 Canada Place, Vancouver



Chris Carter
Vancouver International Film Festival Screen Industry Builder Award Recipient

Jacqueline Dupuis
Executive Director, Vancouver International Film Festival

Presenting Sponsors:



boardoftrade.com



90% of booths already sold!



Greater Vancouver Board of Trade Show

Wednesday, October 26, 2016 | 3:30 – 7 p.m.
Fairmont Hotel Vancouver, 900 W Georgia Street, Vancouver

Why Attend?

Only \$10 stands between you and...
Connections, Learning & Prizes

Why Exhibit?

Exposure, Networking & Return on Investment

Learn more at boardoftrade.com/tradeshow

Title Sponsor:



Speaker Series Sponsor:



boardoftrade.com/tradeshow