



NEW GOVERNMENT TABLES ITS FIRST FEDERAL BUDGET

Changes to the infrastructure funding model good news for major transit projects

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SOUNDING BOARD



THE OFFICIAL PUBLICATION OF THE GREATER VANCOUVER BOARD OF TRADE AND ITS MEMBERS | APRIL 2016 | VOLUME 56 / ISSUE 4 | BOARDOFTRADE.COM

Board prepares to honour community builders

RECOGNITION | Chair Tim Manning on volunteer appreciation and the prestigious Rix Awards

BY TIM MANNING

Behind every good chamber of commerce stands an army of volunteers.

The Greater Vancouver Board of Trade is no exception, driven by more than 400 individuals who lend their time, talents, and expertise to helping us lead our public policy committees, four professional development programs, and more than 100 annual business events.

Volunteers are the engine that propels our non-profit organization forward, and they outnumber our staff by more than 10 to one. Even our board of directors – 36 of the brightest and most well-respected business and community leaders in the Greater Vancouver region – is powered by volunteers.

Statistics Canada estimates that Canadians spend nearly two billion hours each year volunteering, which is remarkable when

you consider that volunteering is nearly unheard of in other parts of the globe. Giving back is engrained in our culture and national identity.

Later this month, National Volunteer Week will take place across Canada, providing an

opportune time for all of us to reflect on the value of volunteering and the impact it can have on our communities.

So it's fitting that April is also the month that we present our annual Rix Awards, in memory of the late Dr. Don Rix – an iconic

business leader, philanthropist and volunteer who served as Chair in 2008-09.

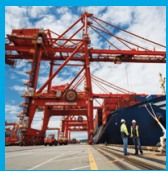
This year, David Podmore will receive the 2016 Rix Award for Engaged Community Citizenship, in recognition of his past leadership of the BC Pavilion Corporation, his key role in helping bring the 2010 Olympics to Vancouver, and his decades of volunteer work, including as Chair of the BCIT Foundation, President of the Urban Development Institute, President of the Greater Vancouver Home Builders Association, Chair of the BC Children's Hospital Foundation, and much more.

FortisBC will receive the 2016 Rix Award for Engaged Corporate Citizenship, in recognition of the company's community safety initiatives, energy efficiency and conservation programs, and their strong corporate culture that encourages employees to also volunteer and give back.

The awards will be presented April 11 at our 29th Annual Governors' Banquet, along with a special tribute to Janet Austin, who served as our 2014-15 Chair and has donated her time to many other local organizations over her career, including the Canadian Paediatric Society, Big Sisters of the Lower Mainland, United Way of the Lower Mainland, BC SPCA, MOSAIC, the Women's Health Research Institute, Dr. Peter AIDS Foundation, the Council for Early Child Development, and more than a dozen others.

It's not too late to join us for this special celebration of community spirit. Tickets are available at boardoftrade.com/GovernorsBanquet.

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



Beyond the Budget

In this op-ed we shed light on the good, the bad, and the ugly in Budget 2016 for British Columbia

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2 EVENTS AND SPEAKERS

TRANSPORTATION | The future of long-haul passenger rail in B.C.

VIA Rail's CEO shares his vision on May 17

Transcontinental railway has long been a part of our Canadian identity and helped bolster Confederation in 1867.

Since its creation in 1977, VIA Rail has been proud to continue the transcontinental tradition and to connect our country from east to west, from the Ocean, spanning Halifax to Montreal to the Canadian, which connects

the 4,466 km between Vancouver, Jasper, Edmonton, Saskatoon, Winnipeg, and Toronto. So iconic is the Canadian train that it is depicted, along with VIA Rail's cross country passenger rail network, on the Canadian 10-dollar bill.

As we approach the 150th anniversary of Confederation, the Canadian continues to be an important travel artery for Canadians and tourists alike.



The Canadian travels 4,466 km through over 60 cities, towns, villages, and remote parts of our great country. In 2015, over 90,000 trips were made on the Canadian.

VIA Rail continues to invest in

the west to ensure that passenger rail remains an option for future generations to enjoy. On May 17, Yves Desjardins-Siciliano, President and CEO of VIA Rail, will present his vision for the future

of passenger rail in B.C. and outline the future development of services in Western Canada. **SB**

All aboard! Register today at boardoftrade.com/viarail.

UPCOMING EVENTS

See our full events calendar at boardoftrade.com/events

MONDAY, APRIL 11, 2016

Greater Vancouver Board of Trade's Governors' Banquet and Rix Awards 2016

6 - 9:30 p.m.

Vancouver Convention Centre — West
1055 Canada Place, Vancouver

INDUCTION INTO COUNCIL OF GOVERNORS Janet Austin

CEO, YWCA Metro Vancouver

RIX AWARD FOR ENGAGED COMMUNITY CITIZENSHIP

David Podmore

O.B.C., MA (ESc.), D.TECH. (HON.),
MCIP (RPP), FRI, RIBC
Chairman and Chief Executive
Officer, Concert Properties Ltd.

RIX AWARD FOR ENGAGED CORPORATE CITIZENSHIP

Fortis BC

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Mott Electric, Polygon, Bosa Properties,
The Kingswood Group of Companies,
Peter & Joanne Brown Foundation,
Smythe CPA

FRIDAY, APRIL 15, 2016

(Unconventional) Women in Business

11:30 a.m. - 2 p.m.

Cascades Casino Resort Ballroom
201393 Fraser Highway, Langley

PANELLISTS

Leah Garrad-Cole

Creator, Love Child Organics

Tamara Vrooman

President and CEO, Vancity

Sue Paish

President and CEO, LifeLabs

Anne Giardini

Director, Writer and Chancellor, SFU

In partnership with Greater
Langley Chamber of Commerce

Venue Sponsor:

Cascades Casino & Resort

Decor Sponsor: Celebrate The Moment

WEDNESDAY, APRIL 20, 2016

Company of Young Professionals Creativity Cafe: From Ideas to Actions

5:30 - 7:30 p.m.

SFU Vancouver,
Harbour Centre Campus
515 West Hastings Street
— Room 1400

Mia Maki

CPA, Professor, Consultant,
and Creativity Expert

Sponsor: Chartered Professional
Accountants — British Columbia

THURSDAY, APRIL 28, 2016

3rd Annual Metro Vancouver Dream Employer Awards

11:30 a.m. - 2 p.m.

The Sutton Place Hotel
— Versailles Ballroom
845 Burrard Street, Vancouver

Steve Mossop

President, Insights West

Sandra Miles

Miles Employment Group

In partnership with:

Insights West, Miles Employment Group

FRIDAY, APRIL 29, 2016

Transportation Summit

7:15 a.m. - 1:30 p.m.

Sheraton Wall Centre Vancouver
— Grand Ballroom
1088 Burrard Street, Vancouver

SPEAKERS INCLUDE

The Honourable Todd Stone

Minister of Transportation and
Infrastructure and Deputy House
Leader, Province of British
Columbia

Kevin Desmond

CEO, TransLink

Additional speakers to be
announced

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SPORT | New federal Minister shares her mandate with business community

The Honourable Carla Qualtrough will speak to the Greater Vancouver Board of Trade on April 6 about her new federal mandate as Canada's Minister of Sport and Persons with Disabilities, including how the business community can play a supporting role in the lead-up to Canada's 150th anniversary.

Qualtrough, the new Member of Parliament from Delta, was appointed Minister of Sport and Persons with Disabilities following the federal election last fall. Given her personal history and experience as a Paralympic athlete living with a visual impairment, this was a welcome appointment for many in Canada's sports and disability communities.

In recent years, our country has been fortunate to host a number of international sporting events, including the World Junior Hockey Championships, Ford Men's World Curling Championships, FIFA Women's World Cup, and Toronto 2015 Pan and Parapan American Games.

On the road to Canada's 150th anniversary in 2017, Minister Qualtrough's mandate is an active and wide-ranging one including the delivery of a Canadians with a Disability Act, supporting efforts to renew sport infrastructure in communities across the country, and supporting our athletes as they compete across the globe, including this summer at the Rio 2016 Olympic and Paralympic Games.

In addition, Qualtrough will also be working with her colleague, Minister of Health Jane Philpott, to deliver a national strategy for concussion awareness to ensure there is a responsible pan-Canadian approach to dealing with this highly prevalent type of brain injury.



Carla Qualtrough, Canada's
Minister of Sport and Persons with
Disabilities

Prior to being elected, Qualtrough practiced human rights law at the federal and provincial levels. She chaired the Minister's Council on Employment and Accessibility in B.C. and was an adjudicator with the Workers' Compensation Appeals Tribunal.

Qualtrough has volunteered locally, nationally, and internationally, including with the International Paralympic Committee and for the Toronto 2015 Pan and Parapan American Games. She has also served as President of the Canadian Paralympic Committee and Chair of the Sport Dispute Resolution Centre of Canada. Among many awards for her work, she has been named one of Canada's Most Influential Women in Sport six times, and received a Queen Elizabeth II Diamond Jubilee Medal in 2012.

Don't miss this chance to hear from Minister Qualtrough about how the federal government plans to meet these challenges and strengthen Canada's sport and disability communities over the next four years. **SB**

Limited tickets still remaining 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

Register now at boardoftrade.com/events

ECONOMY | New government tables its first federal budget

Board of Trade welcomes revamped funding model for infrastructure projects

The Greater Vancouver Board of Trade assigned an overall grade of “B” on its 2016 Federal Budget Report Card, following the budget’s release on March 22.

The grade was determined by the Board of Trade’s Government Budget and Finance Committee, based on four key criteria originally submitted to Finance Minister Bill Morneau in December 2015.

“Today’s budget delivered on the government’s election promise to boost spending for social programs and stimulate growth in key sectors of our economy,” said Iain Black, President and CEO of the Greater Vancouver Board of Trade.

“While the business community will always be cautious when it comes to embracing large deficits, we are satisfied that many key economic investments and priorities have been included.

“In the coming months, we will also strongly encourage the government to communicate its road map to return our country to a balanced budget,” said Black.

2016 REPORT CARD RESULTS

Economic Vision: A-

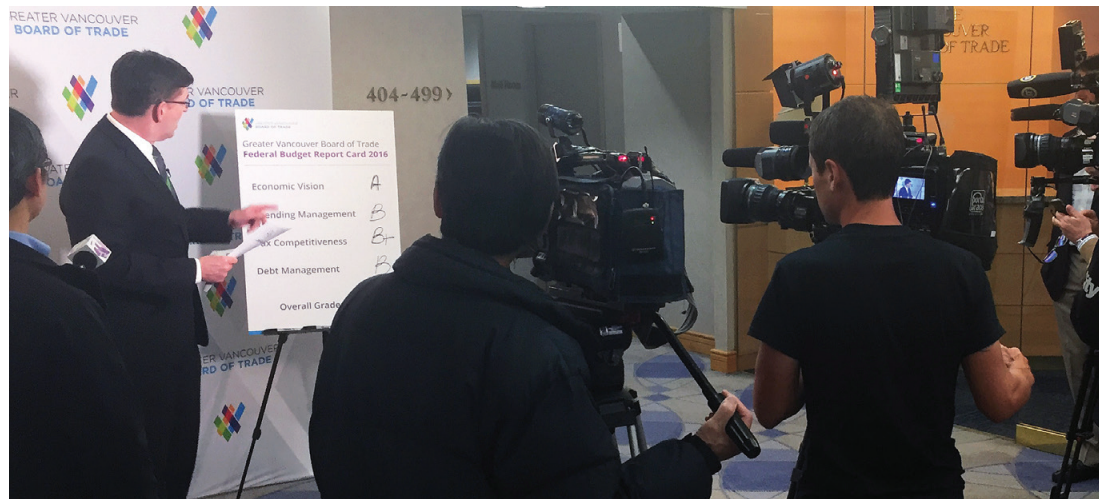
This year’s budget earned strong marks for its economic vision. In particular for our region, the committee was happy to see Ottawa commit to providing 50 per cent of funding for transit infrastructure projects.

The government will also provide funding to help accelerate design, implementation and construction work for new large-scale projects in Greater Vancouver.

“We see the \$370-million allocated for the Lower Mainland as a down payment that will help move forward two key projects that our organization has been advocating for — the extension of the Broadway subway line, and rapid transit into Surrey and Langley,” said Black.

Spending Management: B

While the government’s increase in annual spending was substantial, the committee was satisfied that the increase was largely focused in areas that will have economic benefits in years to come.



Iain Black, President and CEO of the Greater Vancouver Board of Trade, fills in the 2016 Federal Budget Report Card during a press conference on March 22, 2016. | GREG HOEKSTRA

The committee was pleased with the specific inclusion of the one-year extension of the Mineral Exploration Tax Credit, and the \$8.4-billion investment in capacity-building, education and social infrastructure for First Nations.

Tax Competitiveness: B+

The committee was glad to see no increase to business tax rates, however, the budget proposes that the small business rate will remain at 10.5 per cent instead of

following through on a decrease to 9 per cent in 2019. In addition, the Board of Trade welcomed news that the government will not implement a new tax on stock options, which was previously feared by B.C.’s burgeoning tech sector.

Debt Management: B

In terms of debt management, the committee was satisfied that the increased spending is being reasonably matched with economic growth, such that the

important debt-to-GDP ratio remains stable through the projected years.

The committee did note, however, that it’s incumbent on the government to keep spending within declared levels, and to appropriately apply any unexpected gains to the deficit, in order to hasten the return to a balanced budget. **SB**

For more commentary, read our op-ed on page 4 or visit boardoftrade.com/budget2016



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SOUNDING BOARD

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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.

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OPINION | Federal Budget 2016 a mixed bag for British Columbia

A closer look at the Liberal government's first budget, including what we liked, and what we felt was missing

BY IQBAL AHMED

With an overall grade of "B" on its annual Report Card, the Greater Vancouver Board of Trade believes the Federal Budget includes some good, some bad, and some ugly, for B.C.'s business community. It offers supports for important sectors in our economy; however it lacks specifics and fails to address important health care and taxation challenges.

But what's of most concern for the Greater Vancouver Board of Trade and its Members is the budget's total omission of any reference to the Canada's Pacific Gateway and trade-enabling infrastructure.

The Good: Sector-specific supports and public transit
 Budget 2016 allocated significant funding for the high-tech sector, which employs more than 86,000 people in B.C. With a budding start-up culture and world-class universities, our region is uniquely situated to take advantage of the government's focus on building strategic relationships between business, academia, and the public sector.

The federal government also scrapped plans to introduce a new tax on stock options, which was a key request in our pre-budget submission to Finance Minister Bill Morneau. This is good news for cash-strapped tech start-ups, which uses stock options as a compensation tool and a way to attract top talent.

Another positive is the budget's focus on public transit, delivering on another important aspect of the GVBOT's pre-budget submission. While the initial transit investments are small, they offer a "down payment" on major projects, and will help move regional priorities such as the Surrey light rail and Broadway-Millennium subway expansion forward.

Finally, we are pleased to see the government continue vital supports for the struggling natural resources sector.

The Bad: Transfers, taxes, and specifications

The lack of specifics in the budget unfortunately tempers some of "the good" listed above. While supports for industries such as high-tech



More than 20 per cent of Canada's exports flow through our port each year, yet there was no mention of the Pacific Gateway or trade-enabling infrastructure in the 2016 federal budget. | PORT METRO VANCOUVER

are welcome, the budget appears to lack a vision or policy framework for how the funding will be used. For example, it allocates \$200 million a year over four years to "catalyze private sector dynamism" and connect "ideas to the marketplace," but it does not propose any policy levers to accomplish this.

Furthermore, it cancels a planned reduction in the small business tax rate. This scheduled tax break would have been a welcome relief to small businesses across Canada. It would especially benefit those in resource dependent communities, feeling pressures of falling commodity prices.

The budget also failed to address the Greater Vancouver business community's growing concerns over Canada Health and Social Transfers. Currently, the per-capita health transfer methodology fails to capture the differing demographic and population pressures faced by each province. With its rapidly growing number of seniors, this disproportionately impacts B.C.

The Ugly: Forgotten Gateway

The most concerning, however, is the budget's total omission of any reference to Canada's Pacific Gateway, and any planned development of trade-enabling infrastructure.

With 20 per cent of Canadian exports flowing through Port Metro Vancouver alone, the Pacific Gateway is a vital economic enabler that has been entirely overlooked in the 2016 Budget.

We urge the federal government to renew its focus on

trade and the movement of goods through Western Canada and consider appointing a Minister Responsible for the Pacific Gateway.

With emerging Asian markets hungry for Canadian natural resources, and the Trans-Pacific Partnership on the horizon, our infrastructure deficit and trade challenges continue to hamper our economy's ability to fully tap into global opportunities.

Projects such as the replacement of the George Massey Tunnel, port expansion at Roberts Bank, and widening of the Trans Canada Highway from Kamloops to the Alberta border represent key Pacific Gateway initiatives that enhance Canada's strategic advantage and must be supported by the federal government.

While it is important to provide immediate support for families and communities feeling the pressures of a slowing economy, the government cannot ignore the investments needed for long-term economic growth.

Budget 2016 set out a commendable agenda and will help support Canadians and some important sectors of our economy. However, it missed a significant opportunity and failed to address the future of Canada's Pacific Gateway.

We hope subsequent budgets will prioritize Gateway infrastructure and recognize Canada's importance as a global trading partner. **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 | 'Work hard and do the right thing, you will sleep at night'

Board of Trade Director Christine Day started out serving pancakes at IHOP. Now she's reinventing the food industry.



Christine Day, CEO, Luvo

Describe what you do in 10 words or less.

Disrupting the food industry by creating healthy, nutritious food.

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

I grew up in Northern Ireland, Vancouver, British Columbia, and Bellevue, Washington. What shaped me was living in so many places. It made me adaptable, resilient, confident and family oriented.

What was your first job?

My first job after babysitting (which I started at age 12 for a family with five kids under 8 years old for 25 cents per hour) was at age 15, a waitress at IHOP (International House of Pancakes). My first lesson in customer service was "if the customer is having a bad day, you will be the last thing making it worse." I could carry up to 10 big and small plates at a time.

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

My parents taught me many great lessons. Being Irish, everything is a story or saying. Some of my favourite sayings are: Being loved and loving others are your greatest accomplishments. Be yourself, don't live a life of comparison. Appreciate the talents of others. Laughter is the best medicine or in the worst case, what gets you through it. If you don't like the view, move. Work hard and do the right thing, you will sleep at night.

Why did you join the Greater Vancouver Board of Trade?

I joined the Greater Vancouver Board of Trade because of the great succession of leaders who have invested their time. A strong economy, grassroots advocacy, and strong engagement are critical to a strong economic base. We face complex decisions that affect future generations and I want to be a part of the solution.

What makes Vancouver a great city?

I love Vancouver because of its beauty and the influences of Europe and Asia. We are fortunate to enjoy what the rest of the world can only dream of. Having visited over 80 countries and hundreds of cities, I am grateful for our quality of life.

How will the Greater Vancouver region be different 10 years from now?

While time will change the industries we are in, but I hope it's what we choose to keep the same that matters most. Greater Vancouver is a gateway to the East and West. We will have a strong economy and diverse population. Our responsibility is to steward our resources and infrastructure to ensure that our future generations remain one of the top cities to live in.

What is your creative outlet?

Remodelling. I keep the trades and furniture stores busy.

What inspires you?

Making a difference. The opportunity to create a market shift based on a greater purpose.

If you retired tomorrow, how would you keep busy?

I would be busy with travel, family, our boat, writing and reading books, and helping small businesses through Campfire, the VC fund I am a partner in. I have never understood how anyone could be bored unless they are standing in a long line.

What is the secret to happiness?

The secret to happiness is choosing it. Choosing who you love, where you live, where you work and how hard you work. Relationships and work are not always easy but they should be worth it. **SB**

If you could have lunch with one famous person, who would it be? (And what would you order?)

John Oliver — I love intellectual humour. I would order a crab and avocado salad.

What were you like in high school?

In high school I was a sporty smart girl. I was well-liked, but not "popular." Because I started waitressing at 15, I was financially independent at an early age. (Read that as: it was not easy for my parents to parent me!)

 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.



Via Rail's Vision

The future for passenger rail in B.C. and plans for Dedicated Tracks

Tuesday, May 17, 2016 | 11:30 a.m. – 2 p.m.

Fairmont Hotel Vancouver, 900 West Georgia, Vancouver



Yves Desjardins-Siciliano

President and Chief Executive Officer, VIA Rail

Yves Desjardins-Siciliano will present his vision for the future of passenger rail in B.C., including the corporation's plans for the Canada 150 celebrations. He will also present VIA Rail's Dedicated Tracks project and its role in the development of services in western Canada.



Third Annual



In partnership with:

Insights West

miles™
Employment Group Ltd.

Thursday, April 28, 2016 | 11:30 a.m. – 2 p.m.

The Sutton Place Hotel, 845 Burrard Street, Vancouver

Who is your dream employer?

Join us April 28 as we announce the winners of the third annual Metro Vancouver Dream Employer Awards. During which, Steve Mossop of Insights West and Sandra Miles from Miles Employment Group will share key highlights from the 2016 survey, as voted on by the local business community.

Following their remarks, a panel of HR leaders from the top 10 companies will join Mossop and Miles on stage for a discussion on creating an engaged workplace that can attract and retain the best talent.



Steve Mossop
President, Insights West



Sandra Miles
President and CEO,
Miles Employment Group

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



Vishnu Prakash, India's High Commissioner to Canada, spoke to B.C. business leaders at the Greater Vancouver Board of Trade March 15 about business opportunities with India. | MATT BORCK



Teresa Wat, B.C.'s Minister of International Trade, at a Japan-Canada trade symposium on March 21, hosted in partnership with the Canadian Chamber.



Greater Vancouver Board of Trade President and CEO Iain Black (left) sits down for a Q&A with business strategy legend Michael Porter (right) on March 3. Porter spoke about the shift to a low-carbon economy to a crowd of more than 1,000 people. | MATT BORCK



The Honourable John McCallum, Canada's Minister of Immigration, Refugees and Citizenship, speaks to media following his March 18 speech to the Greater Vancouver Board of Trade. In his remarks, McCallum discussed how immigration can contribute both socially and economically to our country. | MATT BORCK



Canada's Minister of Small Business and Tourism Bardish Chagger (far right) visited the Greater Vancouver Board of Trade's office on March 29 for a roundtable discussion on female entrepreneurship. The event was co-hosted by the Women's Enterprise Centre. | AARON ROBINSON



A panel of media, academic and business influencers discuss results of the 2016 Edelman Trust Barometer survey on March 10. Prior to the panel discussion, Edelman Canada Chair John Clinton (far left) gave a keynote. | MATT BORCK

Did you know the Greater Vancouver Board of Trade hosts nearly 150 speaker events, seminars, webinars, and networking receptions each year?

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

MOTIVATION | Sharing 'ideas worth spreading'

Third annual TED-inspired event puts local young professionals centre stage

BY HAYLEY WOODIN

What does the future of the sharing economy look like, and how does that tie into values-based leadership? How can you recession-proof yourself, and what are the positives – and negatives – of bringing a hustler mentality to your career?

The headliners of this year's CYPx event shared "ideas worth spreading" to a full house of Company of Young Professionals (CYP) members at the program's annual TED-inspired event. Held at the Vancity Theatre in Yaletown on March 15, the experiences, insights and stories shared by each speaker were as interesting and engaging as their topics of choice.

Daniel Dubois turned down a professional basketball contract in Europe to pursue an opportunity with Hootsuite's The Next Big Thing Fellowship. Touring Australia and Fiji for six months, and having access to all of the outdoor equipment he

could ever dream of, inspired him to found ShareShed, which connects outdoor gear owners to those looking to experience the great outdoors. Dubois led an over 20-person team around Europe to further explore the future of the sharing economy, and what he found was that wealth is truly determined by access over ownership.

The motto "hustle beats talent when talent doesn't hustle" pushed Natasha Jung to pursue "success" full-throttle. What she later discovered was that she first had to define her version of success, and ensure that her heart was in her work before she worked her life away. After reflecting on her intentions, Jung realized that the steps she had been taking over several years had prepared her to take that leap of faith and try her hand at her dream career. The results?

Jung shared that her greatest validation came from having someone with a professional opinion ask her to continue on with her work in the field.



Daniel Dubois speaks about his inspiration to start ShareShed during CYPx at Vancity Theatre. | NORAVERA

Hustle, when intentioned, pays off.

Jason Leo Carvalho, winner of *Business in Vancouver's* Forty Under 40, knows the value of mentorship and networking. Connected to the likes of Ebay's Jeffrey Skoll and former Canadian Prime Minister Paul Martin, Carvalho shared how surrounding himself with people who "have his back," and building a reliable well of resources, opportunities,

knowledge and partnerships can "recession-proof" anyone across all industries, in any economic climate.

From all three impressive presentations, CYP Members took away the importance of setting goals that reflect one's own values and definition of success. The next young professionals' event will be a Creativity Café with CPA, professor, consultant and creativity expert Mia Maki. Join the Company of Young

Professionals on April 20 for a highly interactive session on how to be a more innovative thinker. **SB**

Hayley Woodin is a freelance journalist and media specialist at Kwantlen Polytechnic University. She sits on the CYP advisory committee, and chairs the program's events committee.

Learn more about the Company of Young Professionals program at boardoftrade.com/CYP.



New Date New Course



Northview Golf & Country Club
6857 168th Street, Surrey

TUESDAY, JULY 12, 2016

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The Honourable Todd Stone
Minister of Transportation and
Infrastructure and Deputy House
Leader, Province of British Columbia



Kevin Desmond
CEO, Translink

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RECOGNITION | Winners of the 2016 Wendy McDonald Awards

Meet 11 outstanding individuals who are championing diversity in the Greater Vancouver business community

BY FIONA DOUGLAS-CRAMPTON

The Greater Vancouver Board of Trade's Women's Leadership Circle is excited to reveal the winners of the second annual Wendy McDonald Awards.

Presented in honour of the late Wendy McDonald – a Canadian business icon who served as the Board of Trade's first female Chair in 1990 – these awards shine a spotlight on outstanding individuals who champion diversity in the business community.

Please join me in congratulating this year's 11 winners.

To learn more about these individuals and their efforts, visit boardoftrade.com/WLC.

Fiona Douglas-Crampton is 2015-16 Chair of the Women's Leadership Circle.



DIVERSITY CHAMPION Tina Osen

President and CEO of HUB International Insurance Brokers

What are your top suggestions on what others can do to champion diversity in their organization and community?

It's important to celebrate differing viewpoints and ideas when you don't all have "group think." People with different backgrounds and experiences will approach challenges with unique perspectives.



DIVERSITY CHAMPION Dr. Elizabeth Anne Croft

Associate Dean, Education and Professional Development, University of British Columbia

What are your top suggestions on what others can do to champion diversity in their organization and community?

Practice. While policies are necessary and important, policies without practice can detract from diversity efforts. Leaders must actively promote and model the value of policies that support an inclusive, supportive and healthy environment.



COMMUNITY CATALYST Merran Smith

Executive Director, Clean Energy Canada

What motivates you as a business or community leader?

The ability to create change is a great motivator. When I started this organization a little over five years ago, the wins were small. But over time those small wins helped to build great momentum. Incremental change shouldn't be overlooked. Every great idea starts somewhere small and grows.



COMMUNITY CATALYST Maureen McGrath

Media Personality, Corus Entertainment (CKNW)

What single thing can people do to make a tangible impact in their community?

Share stories. When people share their stories, they empower other people. On some level there is comfort in knowing someone else has gone through what you are going through and more importantly managed to get through it.



ENTREPRENEURIAL INNOVATION Natacha Veronika Beim

CEO and Founder, CEFA Early Learning Schools

What one piece of advice would you give to a woman considering an entrepreneurial career?

When I opened my schools, I did so because I wanted an extraordinary school to exist... If you have an idea that could change the world, or even just change one person for the better, don't hesitate.



OUTSTANDING MENTOR / SPONSOR Judy Brooks

Entrepreneur and Board Member

What benefit have you experienced as a result of mentoring others?

Beyond the immense happiness of seeing others become elevated, the biggest benefit has been my own evolution and growth. I continually learn from the diversity of ages, sexes, backgrounds and belief systems of my mentees. They've helped me keep my outlook fresh.



WOMAN OF PROMISE Laura Best

Lawyer and Co-Founder, Embarkation Law Corporation

What advice would you give to young women looking to establish their careers?

Speak up! Confidence matters as much as competence. Give presentations, ask for what you want, come prepared with your ideas and be sure to voice them. People are going to take credit for your ideas and accomplishments. Don't be afraid to take up the space you deserve and worked for.



WOMAN OF PROMISE Annie Chou

Cardiologist, Lions Gate Hospital

What advice would you give to young women looking to establish their careers?

There will always be obstacles and challenges precluding you from easily achieving your dream. Counter that with perseverance, hard work, and a smile on your face and you will accomplish your goal and enrich your career.



WOMAN OF PROMISE Andrea Palmer-Boroski

CEO, Awake Labs

What motivates you as a business or community leader?

I am motivated by the impact that my company can have on individuals' lives. Every time I hear a story of how our product could affect a family, a classroom, a workplace, it makes me even more motivated to ensure we can bring it to life for those people.



WOMAN OF PROMISE Maryam Sadeghi

CEO, MetaOptima Technology Inc.

What do you think makes an individual successful?

It starts from you. As a woman, scientist, and entrepreneur, I understand how much confidence and self-esteem it requires to build your business. Self-esteem is a reflection of your personal evaluation. It is how much you believe in yourself and your power to make things happen.



WOMAN OF PROMISE Sharon Kaur Singh

Associate, Bennett Jones LLP

What advice would you give to young women looking to establish their careers?

Step 1: Ask for advice from others. Step 2: Get involved and give back to your community (professionally and socially). Step 3: Help others to grow their career. Step 4: Love what you do, and if you stop loving it, move on. Step 5: Be genuine. Step 6: Recognize others' involvement and give credit.