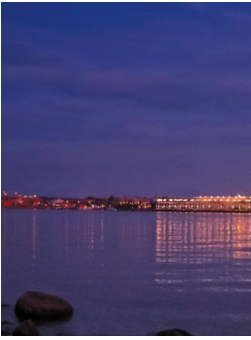




GVBOT ANNOUNCES RECIPIENTS OF THE 2018 RIX AWARDS

Gordon Diamond, Leslie Diamond, and Beedie to be recognized at annual gala

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SOUNDING BOARD



THE OFFICIAL PUBLICATION OF THE GREATER VANCOUVER BOARD OF TRADE AND ITS MEMBERS | DECEMBER 2017 | VOLUME 57 / ISSUE 11 | BOARDOFTRADE.COM

Local businesses ready to tap into global markets

ECONOMY | Trade Accelerator Program welcomes its first cohort of companies for new export training initiative

BY GREG HOEKSTRA

The Trade Accelerator Program (TAP) is officially underway in British Columbia, with the first cohort of participants putting the final touches on their export plans.

Representatives from nearly two dozen businesses rolled up their sleeves last month and took part in two days of interactive TAP workshops led by some of Canada's top industry practitioners and export advisors.

The intensive training session informed companies of the exporting resources available to them and explored the fundamentals of exporting and international trade. In mid-November, the group reconvened for a working session, where participants were tasked with creating an export plan for their businesses.

To date, feedback on the program has been overwhelmingly positive from participating companies.



"TAP is giving us the resources and confidence to grow our business further and navigate the international market," said Oliver Harwood, Owner Studiostone Creative, a company that offers innovative and creative do-it-yourself products and educational services. "I want to say just how

impressed we are with the line-up of speakers you put together. Every speaker was clear and brought a level of experience that we could feel and learn from."

Those sentiments were echoed by Dan Wainwright, President of PACRIM Distributors, a company that aims to export craft beers

from B.C., Washington, and Oregon around the world.

"TAP puts fuel on the fire of entrepreneurship," said Wainwright. "The things you learn are not 'Nice-to-Dos' they are 'Must-Dos.' I would highly recommend TAP to anyone looking to take their export game to the next level."

Another company participating in the program's first cohort is Urban Racks. Founded in 2006, the company provides innovative bicycle parking and storage systems in communities across North America.

"As we grow in a rapidly changing market, the professionals and industry experts that TAP assembled have been invaluable in providing insights to help us accelerate our international growth plan," said Kosta ChatziSpiros, President of Urban Racks.

The Trade Accelerator Program was created by the Toronto Region Board of Trade in 2015 and has since been expanded to B.C. as part of a partnership between the Province of British Columbia and World Trade Centre Vancouver, with support from national sponsor RBC. **SB**

TAP is now accepting applications for its second cohort, which is scheduled to begin in January 2018. Apply today at tapbc.ca.



Economic Outlook 2018

Economists, executives and experts share their insights on the year ahead at our 29th annual forum

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YVR CEO Craig Richmond prepares for his annual GVBOT address

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Chair Anne Giardini on the launch of TAP and making new connections

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Director spotlight

Q&A with Rita Andreone, new director of the Board of Trade and Partner at Lawson Lundell LLP

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WCBC shares three tips for compensation planning in 2018

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Photo highlights from recent events and activities

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ECONOMY | What's in store for 2018?Gain insights and intel at 29th annual Economic Outlook Forum

The Greater Vancouver Board of Trade's annual Economic Outlook Forum is set to return on Jan. 19, presented by National Bank.

This year's forum will include a keynote address by Stéfane Marion, National Bank's Chief Economist and Strategist, highlighting what Canadians and British Columbians can expect from their economies in the coming year.

In addition, the forum will also include three sessions that will delve deeper into specific aspects of our economy with academics and senior business leaders.

For example, this year's forum

will take a closer look at British Columbia politics in the session "A Changing Province: Policy and the Economy." Panellists Shachi Kurl, Executive Director of the Angus Reid Institute, and Kevin Milligan, Professor of Economics at UBC, will explore topics such as tax changes, minimum wage, labour, and environmental policy.

A second session will highlight the importance of our rural economy and how its changing dynamics impact residents here in the Lower Mainland. That session will feature Chief Corrina Leween of the Cheslatta Carrier Nation, Susannah Pierce, External Affairs Director

of LNG Canada, and Susan Yurkovich, President and CEO of the Council of Forest Industries.

And finally, a third session will take a closer look at our evolving regional economy, with a focus on the current — and future — state of Greater Vancouver's industrial makeup. Speakers confirmed so far include Craig Hemer, Partner at Boyden Vancouver, and Kirsten Sutton, Managing Director of SAP Labs Canada and Global Head of Engineering for SAP Jam. More speakers will be added in the coming weeks. **SB**

Register at boardoftrade.com/economicoutlook.

AVIATION | YVR prepares to lift off

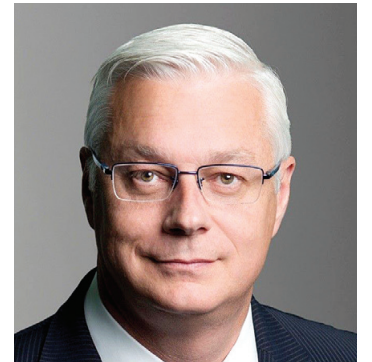
Vancouver Airport Authority CEO gives annual GVBOT address Jan. 23

Vancouver International Airport is now one of the fastest-growing airports in North America, welcoming millions of new passengers every year and establishing connections with key destinations all over the world.

This incredible growth not only creates opportunities but also highlights the importance of YVR's evolving role in our economy. YVR is more than just an airport: it is a key pillar of our community that supports the ambitions of British Columbians.

On Jan. 23, YVR's President and CEO, Craig Richmond, will give his annual update to the Greater Vancouver Board of Trade. In this year's presentation, Richmond will discuss how YVR's growth will support businesses and communities for years to come.

As the President and CEO of Vancouver International Airport, Richmond is the driving force behind an award-winning connecting hub — known for its innovative approach to business, forward-looking strategy and exceptional customer care.



Craig Richmond

In 2016, he was awarded the Excellence in Visionary Leadership Award from Airports Council International – North America for his outstanding work in aviation and his contributions to YVR.

Under his direction, YVR has received significant recognition, and in 2017, was awarded Best Airport in North America from Skytrax for a record-setting eighth year in a row. **SB**

Get your 'boarding pass' at boardoftrade.com/yvr2018.

UPCOMING EVENTSSee our full events calendar at boardoftrade.com/eventsIs there a speaker you'd like to hear from or topic you'd like explored? Make a suggestion at boardoftrade.com/suggest**FRIDAY, DECEMBER 15, 2017**

Leaders of Tomorrow

Discovery Series:
Leading with Emotional Intelligence
7:30 – 9:30 a.m.

Pinnacle Hotel Harbourfront
— Tuscan Room
1133 West Hastings Street

Carolyn Stern
Emotional Intelligence Trainer/Facilitator

Event Partners: Carolyn Stern, El Experience

Platinum Program Partner: BCIT Business

Gold Program Partners: London Drugs, SFU Beedie School of Business, Langara School of Management

THURSDAY, JANUARY 11, 2018**New Year, New Connections 2018**

5:30 – 8:30 p.m.

Anvil Centre
777 Columbia Street
New Westminster

Host Chamber: New West Chamber

Sponsor: City of New Westminster

FRIDAY, JANUARY 19, 2018

29th Annual

Economic Outlook Forum
Presented by National Bank
7:15 a.m. – 1 p.m.

Keynote

Stéfane Marion
Chief Economist and Strategist,
National Bank of Canada,
Executive Vice-President,
Financial Markets

Panel Sessions

A Changing Province: Policy and the Economy**Understanding the importance of our rural economy****The evolving regional economy**

Title Sponsor: National Bank

Supporting Sponsor: CN

Community Sponsors: TELUS, YVR International Airport, Pacific Blue Cross, BCIT Business, Boyden

Preferred Media Partner: Business in Vancouver

Community Engagement Partner: Angus Reid Institute

TUESDAY, JANUARY 23, 2018

CEO Series

YVR lifts off
11:30 a.m. – 2 p.m.

Vancouver Convention Centre — EAST
1055 Canada Place

Craig Richmond
President and CEO,
Vancouver Airport Authority

Presenting Sponsors: Stantec, CIBC

Supporting Sponsor: Graham

Community Sponsors: AeroMexico, Air Canada

Preferred Media Partner: Business in Vancouver

THURSDAY, JANUARY 25, 2018

Leaders of Tomorrow

Discovery Series:
12th Annual Speed Networking Night
4 – 7:30 p.m.

The Loft at Earls
1095 Mainland Street, Vancouver

Platinum Program Partner: BCIT Business

Gold Program Partners: London Drugs, SFU Beedie School of Business, Langara School of Management

TUESDAY, JANUARY 30, 2018**Board of Trade 101**

7:15 – 9 a.m.

Greater Vancouver Board of Trade
400 - 999 Canada Place

THURSDAY, FEBRUARY 8, 2018**Shaping the Next Century:**
Building a strategic plan for the University of British Columbia

11:30 a.m. – 2 p.m.

Fairmont Hotel Vancouver
— Pacific Ballroom
900 West Georgia Street, Vancouver

Santa Ono
President and Vice-Chancellor
University of British Columbia

Preferred Media Partner: Business in Vancouver

Pillar Partners



RECOGNITION | GVBOT announces recipients of the 2018 Rix Awards

Board of Trade to recognize Gordon Diamond, Leslie Diamond, and Beedie at annual gala

BY GREG HOEKSTRA

The Greater Vancouver Board of Trade will pay tribute to Gordon and Leslie Diamond in April 2018, presenting the couple with its prestigious Rix Award for Engaged Community Citizenship in recognition of their many philanthropic endeavours and decades of community service.

In addition, the organization will also present a Rix Award for Engaged Corporate Citizenship to Beedie, an iconic British Columbian company that has been giving back to the community since it was first founded by the late Keith Beedie in 1954.

The awards are presented each year in honour of the late Dr. Don Rix, a renowned philanthropist who served as the Board of Trade's Chair in 2008-09. The 2018 awards will be presented at the 31st Annual Governors' Banquet on April 23, where the Board of Trade will induct Immediate Past Chair Robin Silvester into its Council of Governors.

Celebrating Gordon and Leslie Diamond

Gordon and Leslie Diamond are two of the most generous benefactors our community has ever seen. They are perhaps most well-known in the community for their \$20 million donation to the VGH & UBC Hospital Foundation — the largest donation in the foundation's history — which led to the creation of the Gordon and Leslie Diamond Health Care Centre, one of the top facilities of its kind in Canada.

The couple also created the Diamond Foundation, one of Canada's largest private family foundations, which has benefitted countless Vancouver residents and British Columbians over the past three decades.

Since 1984, the Diamond Foundation's donations and pledges total more than \$140 million, distributed in the areas of education, health care, social services, and at-risk youth initiatives.

Dozens of local organizations have received financial support from the Diamond Foundation over the years, including



the BC Cancer Foundation, BC Women's Hospital, University of British Columbia, Simon Fraser University, Jewish Federation of Greater Vancouver, the Vancouver Art Gallery, United Way of the Lower Mainland, King David High School, the Vancouver Holocaust Education Centre, and many more.

Leslie Diamond has a long history of giving to the people of British Columbia through her financial support and personal involvement with many organizations. She is a director of the Diamond Foundation and has served on the boards of many organizations such as Vancouver Foundation, United Way, YWCA, and the BC Women's Hospital, to name a few.

Celebrating Beedie

Beedie was chosen as this year's Rix Award for Corporate Citizenship recipient in recognition of the company's customer focus, outreach, environmental initiatives, and internal work culture.

Established in 1954, Beedie has grown from humble roots to become the largest private industrial landowner, developer, and landlord in Western Canada. Stemming from its industrial roots, the company's growth has naturally diversified into mixed-use, retail, and residential developments, as well as capital investments.

For over 60 years, the company has been proving that Beedie projects are "Built for Good." Founder Keith Beedie understood that being deeply involved in

the communities where he lived and worked was not only good for business — it was the right thing to do.

To date, Beedie has given more than \$30 million to deserving organizations. Major donations have included \$2.7 million to help finance Burnaby General Hospital's MRI unit and \$22 million to create Simon Fraser University's Beedie School of Business, a launching pad for tomorrow's industry leaders.

The company also has an employee-driven volunteering platform, Beedie Cares, which focuses on "small dollar, big impact" initiatives such as Vancouver Sun's Adopt-A-School program, CKNW's Orphans' Fund, Boys and Girls Club of Greater Vancouver, Ronald McDonald House BC, and more. All are testaments to the culture of giving that Keith started, and his son Ryan has nurtured.

Beedie is proud to be recognized as an employer of choice. Having been named one of the Top 50 Best Workplaces in Canada since 2015. **SB**

Learn more about this year's awards and gala ceremony at boardoftrade.com/governorsbanquet.

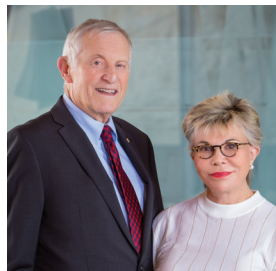


Monday, April 23, 2018 | 6 – 9:30 p.m. | Vancouver Convention Centre — West | 1055 Canada Place Way, Vancouver



Council of Governors Inductee

Robin Silvester, ICD.D
President and Chief Executive Officer
Vancouver Fraser Port Authority



The Rix Award for Engaged
Community Citizenship

Gordon Diamond, O.B.C., LL.D.
Leslie Diamond, O.B.C.

The Rix Award for Engaged
Corporate Citizenship

Beedie

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ABOUT THE PUBLICATION

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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 | Connecting the dots

Chair Anne Giardini on how the Board of Trade forges new connections and collaboration between Members

BY ANNE GIARDINI

Last month I had the great pleasure of attending the launch of our Trade Accelerator Program (TAP) — a new Greater Vancouver Board of Trade initiative that brings together local business owners who are ready to “tap into new markets” and begin exporting their products and services.

The energy of our charter participants was wonderful, and I was struck by their belief in their businesses and by their eagerness to forge new connections — not only with key trade contacts in other countries around the world, but also with each other.

In his opening remarks at the start of the day, TAP facilitator Dave Archer, visiting us from World Trade Centre Toronto, encouraged the participants to get to know one another. He explained that when the program ran in Toronto, many companies ended up only exporting, but doing business with each other. “The person sitting next to you may already be doing business in the country you’re planning to export to,” he said. “And may be able to help you.”

When we get to know, trust and work with each other, we never know when — or where — we’ll meet our next valued client, frequent customer, or trusted business partner.

This ability to get to know each other is one of the most compelling reasons to be a Member of an organization such as ours. The Greater Vancouver Board of Trade is more than a business association; it’s a business hub and a collaboration incubator.

One Member who has embraced this philosophy is Shane Gibson, an author and sales trainer who first joined the Board of Trade 24 years ago when he was a mere 18 years old.



Anne Giardini, O.C., Q.C.

The ability to get to know each other is one of the most compelling reasons to be a Member.

In a recent conversation with our team, Shane pointed out that he can attribute more than 40 clients or contracts directly to his membership and involvement in the Greater Vancouver Board of Trade, including work with UBC, UVIC, TransLink, HUB International, Canaccord, and dozens of other companies and individuals.

“If you take the time to get strategic it can really pay off. The GVBOT hosts multiple events every week. What I do is look at who my ideal client is and what type of events they would attend, and that’s where I focus my energy,” says Shane.

“For me a big lesson I learned earlier on is you get out of the Greater Vancouver Board of Trade what you put into it. I got into the habit of saying ‘yes’ when people asked me to be part of events, committees and Board of Trade

initiatives,” he adds. “By rolling up my sleeves and working alongside other business leaders in the community, we established relationships with depth and meaning. This community has been my greatest source of business relationships and growth.”

Shane’s experience is not unique. The time and effort that you put into your membership pays dividends over and over.

In late October, 65 companies had the opportunity to showcase their products and services to more than 500 attendees at our annual Trade Show. One telecommunications company told our staff that not only did they generate leads from many attendees, but they also struck a business deal with one of the other companies exhibiting across the aisle.

If your company is a Member of the Greater Vancouver Board of Trade, I encourage you to take a look around our website and consider how you might engage more deeply, meaningfully and profitably with our organization and with other Members, whether through an upcoming speaker event, a networking reception, one of our four Signature Programs, or by using our new and improved online Member Directory, which can help you identify other Board of Trade Members to do business with.

If you’re reading this column in Business in Vancouver and your company is not currently engaged in the Greater Vancouver Board of Trade, give our team a call for a discussion about how we can benefit you and create a customized experience that will pay off for your organization. You might discover that you can’t afford to *not* be a Member. **SB**

Anne Giardini, O.C., Q.C., is 2017-18 Chair of the Greater Vancouver Board of Trade. She is a corporate director and Chancellor of Simon Fraser University.

Check out our new online Member Directory!

It’s easier to search, more accessible, and mobile-friendly.

Update your company’s information today at boardoftrade.com/directory.

LEADERSHIP | ‘Developing our region as a vibrant hub’

Board of Trade Director Rita Andreone on the importance of driving positive changes and ‘blue-sky’ thinking

Describe what you do in 15 words or less.

Corporate Director and Lawson Lundell LLP Chair and Governance, Investment and Corporate Partner.

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

I was born and reside in Greater Vancouver. This influences me in many ways, including my experiences and my community and professional roles. I appreciate our natural surroundings and the enjoyment they bring, I value community and relationships, and I place importance on engagement, personal responsibility, and hard work.

What was your first job?

I worked in the laundry for an extended care facility.

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

This is not so unusual in Vancouver any longer, but my parents and extended family were mainly refugees. This informs my perspectives and certainly, my appreciation of every opportunity that Greater Vancouver,

its economy, industries, and institutions have afforded me — to take up, develop and make my own.

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

I credit my parents for my work ethic and sense of personal responsibility, but also for the importance of family, community service, and compassion.

Why did you join the Greater Vancouver Board of Trade?

I hope that it is obvious that its role in developing our region as a vibrant hub for commerce, trade, travel, and free enterprise was a natural fit for me. By participating on the board of directors, I hope to actively define and advance its strategy, using all my skills, perspectives, and experience.

How do you think our region will be different 10 years from now?

Our region will continue to grow in importance and become a more populous hub for tourism, technology, and trade. Greater Vancouver will have much denser city centres, with

much more developed transit and transportation, but hopefully, remain green, vibrant, and desirable.

What is your creative outlet?

Cooking and eating. I love travelling and experiencing different cultures.

What is your favourite vacation spot?

Maui and Rome.

What is the last TV show you binge-watched?

“Veep” and “Grace and Frankie.” Same long weekend!

What were you like in high school?

Very young. I was idealistic and excited by possibilities.

If you could witness any event of the past, present, or future, what would it be?

So many possibilities, but I have often thought about this relatively recent one. The fall of the Berlin Wall in 1989. I would to have liked to have witnessed the first people who crossed over into West Germany in the first few hours: the excitement,



Rita Andreone, Q.C.

optimism and the emotion, yes, but also the trepidation and fear of retribution? I recall watching footage of West Berliners lining entry points to greet East Berliners with champagne, cheers and hugs. Many restaurants offered the visitors free food. To have witnessed reunions of friends and family!

What qualities make someone successful?

Success is such a personal concept. Ultimately, isn't it achievement of goals, whatever they may be? I guess as a society, we look to certain benchmarks as evidence of success, but there are so many examples that call them into question. For me,

success is achieving personal equilibrium.

If you retired tomorrow, how would you keep busy?

Health permitting, most businesspeople I know that have “retired” seem busier than ever while doing more things that they enjoy. I think that many of us today define retirement differently than our parents did — more as a next stage, maybe with a broader purpose. I would hope to worry less about building in a personal sense and more about “blue-skying” possibilities, driving positive changes, and testing status-quo thinking. These are times of exponential developments. I'm already energized by those coming up behind me, but I see opportunities to lead, motivate, encourage, and guide them. **SB**

Rita Andreone is Chair of Lawson Lundell LLP's Executive Committee and Governance, Investment and Corporate Partner. She also serves as a Director of the Greater Vancouver Board of Trade.

 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.



Welcome to some of our newest members

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arcadis.com

Fluor Canada Ltd.
fluor.com

Musqueam First Nation
musqueam.bc.ca

Tanner Elton
Ivan Hopkins

Axcess Box Mobile Storage Inc.
accessbox.com

FSH Design Inc.
fshdesign.org

Natural Linked Resources Inc.
linkednr.com

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Interested in Membership opportunities for you or your business? Call 604-681-2111 or visit boardoftrade.com/join.

HR | Three tips for compensation planning in 2018

WCBC releases results from annual salary and benefits surveys

BY BARRY D. COOK

Canadian employers will be increasing their salaries in 2018 by approximately the same amounts as implemented in 2017. At the same time, employers are experiencing challenges in attracting and retaining employees. These are some of the findings contained in a survey recently completed by Western Compensation & Benefits Consultants.

Nationally, employers expect to increase their salaries on average by 2.4 per cent, which is similar to the increases implemented in 2017. However, the magnitude of salary increases varies by geographic region, level of position and type of industry.

Employees in Greater Vancouver, Edmonton, Toronto, and Southwestern Ontario will receive higher increases, as will professional/technical employees and those employed in the finance, insurance, and real estate industries. Salary increases are implemented 12 months apart and two out of three employers implements the increases in the first calendar quarter.

Annual bonus programs continue to be an integral component of total compensation, particularly in the private sector. Bonus opportunities at the executive level usually exceed 50 per cent of annual salary, while they are typically 15 to 20 per cent for managers/supervisors and 10 to 12 per cent for professional/technical staff. Two-thirds of the employers surveyed paid bonuses to virtually all their eligible employees for the last fiscal year.

The typical employer is experiencing annual voluntary employee turnover of 5 to 10 per cent. However, in the past 12 months, employers have been particularly challenged in the attraction and retention of professional/technical employees as well as management/supervisory staff. Employers believe that offering competitive salaries is the most effective strategy for addressing these attraction/retention challenges. Offering challenging work and promotion opportunities, along with having a good reputation as an organization were identified as other effective strategies.

Employers in the survey identified attraction of new employees

and retention of existing employees as top human resources priorities for 2017 and 2018.

Below are three recommendations for employers as they begin their compensation planning for 2018.

Ensure compensation is competitive

If the employer is confident that its overall cash compensation levels are competitive, it would be appropriate to consider an overall average salary increase of about 2.5 per cent in 2018. On the other hand, if the employer's compensation has not been recently benchmarked to the market this should be considered before increasing the salaries.

It is conceivable that the employer's existing compensation levels are below or above market levels and, if so, the employer's compensation strategy for 2018 should not consist of simply increasing the salaries by 2.5 per cent.

Determining if your compensation is at the desired market level is accomplished by obtaining and analyzing reliable, up-to-date market compensation data.



Barry D. Cook

Differentiate between employees

Providing the same salary increase to all employees is not an appropriate strategy. Employees who may be new in their positions and are "ramping up" to full competency in the role should be awarded higher increases to prevent them from becoming underpaid for their contribution.

High performers should receive salary increases higher than those awarded to average performers. The typical employer expects to provide high performing employees with salary increases which are nearly double those being awarded to average performers.

At the opposite end of the spectrum, any employees with job performance issues should receive lower than average increases.

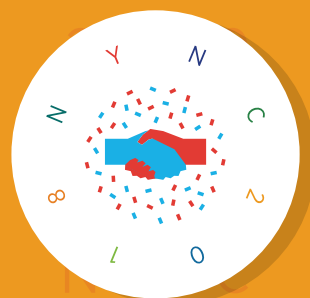
Invest in good employee communications

The typical employee is not aware of the continuing investments which employers must make to plan and administer their compensation programs.

Organizations can obtain good employee relations payback from educating employees on the employer's compensation administration and current compensation changes in the market. **SB**

Barry D. Cook is a Partner at Western Compensation & Benefits Consultants.

Compensation research reports recently released by WCBC contain a wealth of information to assist employers in their compensation and benefits planning. More than 500 organizations contributed data regarding employer policies and the compensation paid to over 400 positions. Did you know that Members of the Greater Vancouver Board of Trade are eligible to receive a 15 per cent discount on 2018 compensation research reports? Call 604-683-9155 for details or visit wcbc.ca.



NEW YEAR NEW CONNECTIONS 2018

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



The Honourable John McCallum, Canada's Ambassador to China, speaks to media following his Nov. 1 address. | VISION EVENT PHOTOGRAPHY



The Honourable Andrew Scheer, Leader of the Official Opposition, sits down for a Q&A with Members of the Greater Vancouver Board of Trade on Nov. 16. The discussion was moderated by the Board of Trade's 2017-18 Chair and SFU Chancellor Anne Giardini. In his remarks, Scheer shared his vision for the future of the Conservative Party of Canada. His speech, entitled 'Prosperity for Hardworking Canadians,' focused on lower taxes, responsible government spending, and championing small business. | MATT BORCK



Austin Nairn, Executive Director of World Trade Centre Vancouver, welcomes participants to the launch of the new Trade Accelerator Program on Nov. 6. | VISION EVENT PHOTOGRAPHY



Marsha Walden, CEO of Destination British Columbia, gives a keynote address to business leaders on Nov. 8 about 'The Power of Tourism.' In her remarks, Walden stressed that B.C.'s tourism sector generates \$15.7 billion in revenue, creates 127,700 jobs, and contributes \$7.4 billion to our provincial GDP. | MATT BORCK



Former Bank of Canada Governor David Dodge and Jane Bird share their insights on Canada's economy and our national infrastructure on Nov. 22. Both Dodge and Bird are senior advisors for Bennett Jones LLP. | MATT BORCK



Sandy Boucher of Grant Thornton LLP speaks to a packed room of Small Business Council Members during a Thrive Series event on Oct. 18. The seminar focused on the importance of whistleblower programs. | VISION EVENT PHOTOGRAPHY



29th Annual

Friday, January 19, 2018

Economic Outlook Forum

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