



A FIRESIDE CHAT WITH THE DRAGONS

Dragons' Den stars Bruce Croxon and Manjit Minhas visit Vancouver this month

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SOUNDING BOARD



THE OFFICIAL PUBLICATION OF THE GREATER VANCOUVER BOARD OF TRADE AND ITS MEMBERS | MARCH 2017 | VOLUME 57 / ISSUE 3 | BOARDOFTRADE.COM

Premier touts fifth consecutive balanced budget at GVBOT

ECONOMY | Post-budget address focuses on job creation, tax reduction, and 'fiscal fundamentals'

BY GREG HOEKSTRA

It was a little over five years ago that Premier Christy Clark stood in front of 600 business leaders at the Board of Trade and unveiled the newly minted BC Jobs Plan — a comprehensive, long-term strategy aimed at creating jobs across the province.

Five years later, Premier Clark returned to the same venue to give a recap of the 2017-18 Provincial Budget, and in that speech, came full circle back to the success of the jobs plan to date.

"I believe that a job is the single most life-changing thing that can happen for most people," said Clark. "We have gone from ninth to first in Canada in job creation. We have the lowest unemployment rate in Canada for the first time since 1976."

Clark also noted that B.C. has led Canada in economic growth for two years in a row, for the first time in more than 50 years. She



attributed much of this success to the BC Jobs Plan and her government's commitment to bolster the private sector.

"Our task as a government is to support the private sector in creating more opportunities for people to work," said Clark. "You're the ones that create jobs.

The economy doesn't get better when the government gets bigger."

Premier Clark also touted her government's commitment to balance the budget yet again, which has led to B.C. having the only triple-A credit rating of any province in Canada.

"It's our fifth straight balanced budget, recognizing that if we don't look after the fiscal fundamentals, we can't get anything else done properly," said Clark. "If we had a credit rating today that was the same as Ontario's, we would be paying \$2.23 billion every year in additional interest

to the banks...that is more money than many departments in our government spend in a year."

Some of the highlights from Budget 2017 that Clark chose to underscore were the government's commitment to cut MSP premiums in half for households earning less than \$120,000 a year, the move to eliminate PST on electricity purchases for businesses, and the decision to cut the small business tax rate from 2.5 per cent to 2 per cent — giving B.C. the second-lowest small business tax rate in the country.

Following her keynote, the Premier was joined on stage by Board of Trade Governor and Lifelabs CEO Sue Paish for a moderated Q&A session.

Listen to audio of the speech and Q&A at boardoftrade.com/bcbudget. SB

Read more about the Board of Trade's reaction to BC Budget 2017 in Robin Silvester's Chair's Message on page 4.



The Missing Middle

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2 EVENTS AND SPEAKERS

HOUSING | GVBOT sets its sights on housing affordability

April 18 forum will explore the need to increase and diversify housing supply in the region

Greater Vancouver is in the midst of a housing affordability crisis. In the Greater Vancouver Economic Scorecard 2016, our region earned a “D” grade for housing affordability, ranking 15th out of 17 similar jurisdictions around the world.

Our region’s poor housing affordability inhibits our ability to attract and retain talented workers, which directly affects the ability to grow businesses.

In order to help address this, the Greater Vancouver Board of Trade will host Housing Forum 2017 on April 18. This half-day event will bring together developers, academics, business owners, municipal officials, and community leaders to discuss one of the most pressing issues facing our region.

Housing Forum 2017 will kick off with a keynote address by Eric Carlson, President of Anthem Properties. Following that, Session One will dive into “The Missing Middle” and its impact on attracting a skilled workforce. Panellists include



Michelle Davey, Superintendent of the Vancouver Police Department, Tsur Sommerville, Senior Fellow of the UBC Centre for Urban Economics and Real Estate, and Jon Stovell, President of Reliance Properties.

Session Two will focus on the need to create more housing supply. Panellists include David Hutniak, CEO of Landlord BC, Anne McMullin, President and CEO of the Urban Development Institute, Andrew Ramlo, Executive Director of Urban Futures, and Kishone Roy, CEO

of the BC Non-Profit Housing Association.

The forum will conclude with a discussion on how to foster a YIMBY (Yes in my back yard) movement here in Greater Vancouver. Panellists so far include Simka Marshall, B.C. Chairperson for the Canadian Federation of Students, and Daniel Oleksiuk, Member of Abundant Housing Vancouver. **SB**

Register for Housing Forum 2017 at boardoftrade.com/housing2017.

ECONOMY | A national outlook

Bank of Canada’s Deputy Governor addresses Board of Trade this month

The Greater Vancouver Board of Trade is excited to announce that the Bank of Canada’s Deputy Governor, Lawrence Schembri, will give a keynote address to the B.C. business community on March 22.

Business investment is critical for the Canadian economic outlook and the formulation of monetary policy. However, investment has been weak in Canada and globally since the Great Recession.

In recent months there have been growing signs that business investment intentions may be improving in Canada, albeit against a background of elevated uncertainty.

In his remarks, Schembri will examine the forces that influence business investment and their implications for our national economic outlook.

Schembri was appointed Deputy Governor of the Bank of Canada in 2013, serving as one of two deputy governors responsible for overseeing the Bank’s analysis and activities to promote a stable and efficient financial system. In 2016, Schembri became responsible



Lawrence Schembri

for overseeing the Bank’s analysis of domestic economic developments.

As a member of the Bank’s Governing Council, he shares responsibility for decisions with respect to monetary policy and financial system stability, and for setting the strategic direction of the Bank.

Don’t miss this opportunity to hear directly from one of Canada’s top financial minds. **SB**

Tickets for this event are on sale now 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, MARCH 13, 2017

Igniting Investment for Business Growth:
Fireside chat with the Dragons
6:15 – 8:30 p.m.

Vancouver Convention Centre — West
1055 Canada Place Way, Vancouver

Bruce Croxon
Former Dragon, CBC Dragons’ Den
Co-host, The Disruptors, BNN

Manjit Minhas
Dragon, CBC Dragons’ Den
Co-founder, Minhas Breweries,
Distillery and Winery

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BC Innovation Council

WEDNESDAY, MARCH 22, 2017

Keynote Address by Bank of Canada Deputy Governor Schembri
7:15 – 9 a.m.

Pan Pacific Hotel — Crystal Pavilion
999 Canada Place, Vancouver

Lawrence Schembri
Deputy Governor, Bank of Canada

TUESDAY, MARCH 28, 2017

Professor Santa Ono President and Vice-Chancellor, UBC
11:30 a.m. – 2 p.m.

Four Seasons Hotel Vancouver
— Park Ballroom
791 West Georgia Steet, Vancouver

Presenting Sponsor: Sauder School of Business Robert
H. Lee Graduate School

Supporting Sponsor: Boyden

WEDNESDAY, MARCH 29, 2017

Wendy McDonald Awards Reception
5 – 7 p.m.

TELUS Garden, 5th floor
510 W Georgia Street, Vancouver

Master of Ceremonies
Jill Krop, Director of News and
Community, Global News BC

Silver Program Partners: TELUS, Pacific Blue Cross

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Monday April 03, 2017

boardoftrade.com/governorsbanquet

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FRIDAY, APRIL 7, 2017

Emergency Preparedness: Business Resilience Forum
7:15 a.m. – 12 p.m.

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

Keynote Speakers

Don Forgeron
President and CEO, Insurance Bureau of Canada

The Honourable Naomi Yamamoto
Minister of State for Emergency
Preparedness, Province of British Columbia

Speakers

Becky Denlinger, Deputy Minister
Emergency Management Ministry of
Transportation and Infrastructure,
Province of British Columbia

Steve Litke, Senior Program Manager,
Watersheds and Water Resources, Fraser
Basin Council

Alex Yanev, Principal, EQE Consulting

Additional speakers to be announced.

Presenting Sponsor: Insurance Bureau of Canada

Community Engagement Partner: Canadian Red Cross

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ENTREPRENEURSHIP | The Dragons are coming!

Celebrity entrepreneurs Manjit Minhas and Bruce Croxon share wisdom and advice at Board of Trade on March 13

BY GREG HOEKSTRA

Two of Canada's most recognizable entrepreneurs are coming to the West Coast this month for a fireside chat hosted by the Greater Vancouver Board of Trade.

Manjit Minhas and Bruce Croxon, stars of the popular CBC television series *Dragons' Den*, will visit the Board of Trade on March 13 for an inspirational evening event that will help kick off the 2017 #BCTECH Summit.

Many will recognize Croxon as the co-founder of popular dating website Lavalife, which sold for a whopping \$170 million in 2004 following its meteoric rise. He now runs Round13 Capital, a venture capitalist fund dedicated to investing in early-stage digital companies.

Croxon gained notoriety as a cast member of *Dragons' Den* from 2011 to 2013, alongside original "Dragons" Kevin O'Leary and Robert Herjavec. He can still be found on television today as co-host of the BNN show "The Disruptors."

Minhas is co-founder of Minhas Breweries, Distillery and Winery — a company she started at age 19 in Alberta with her brother, Ravinder. Today, the family business produces more than 90 brands of beers, spirits, liqueurs and wines, which are sold in Canada, the U.S. and 16 other countries worldwide.

Minhas Breweries generates more than \$155 million in revenue each year and has earned Minhas the moniker as Canada's "Beer Baroness." Minhas joined the cast of *Dragons' Den* in 2015 for its tenth season and continues to star in the show to this day.

On March 13, the pair will take the stage in Vancouver for an interactive and engaging discussion on entrepreneurialism and, more specifically, how small businesses can attract interest from potential investors.

If you're a small business owner or have an idea for an innovative new company, you won't want to miss this opportunity to hear from two of Canada's leading entrepreneurs, who built their small businesses

into multi-million dollar companies in highly competitive markets. The event will also feature opening remarks by the Honourable Amrik Virk, B.C.'s Minister of Technology, Innovation and Citizens' Services.

A variety of ticket packages are available, starting as low as \$99. By popular demand, the Board of Trade is offering bulk pricing for companies that want to send their employees or clients. A VIP Experience is also available, featuring a special reception and a picture with the Dragons.

Below is a Q&A that *Sounding Board* conducted with Minhas and Croxon.

Give us your elevator pitch — what do you do?

Minhas: I create and market high-quality great tasting beers, spirits and wines around the world.

Croxon: I am a hands-on investor in early to growth stage technology companies in Canada.

Where do your best ideas come from?

Minhas: From travelling around the world and meeting new



Bruce Croxon

Manjit Minhas

The Board of Trade hosts a fireside chat with *Dragons' Den* stars Bruce Croxon and Manjit Minhas on March 13 to kick off #BCTECH Summit 2017.

people and seeing new places. Croxon: I am not really an original idea person. My strength is recognizing someone else's good idea when I see it and then helping to build a company around it.

What advice would you give to others thinking of starting a business?

Minhas: Stop researching your industry/idea/business and start! Also, don't spend more money than you have — living and operating within your means had been the key to my success.

Croxon: My advice to entrepreneurs is that today, more than ever before, it is important to pick something you love to do

because you will be working 24-7. Maybe if you love it, it won't seem so much like "work."

What do you look for in a company you thinking about investing in?

Minhas: A passionate, flexible entrepreneur that has grit. Croxon: When considering an investment, I go to the people first. Especially in tech, ideas change fast so it really is more about the team. From there, I look hard at the gap between what it costs to get a customer and what that customer is worth to the business. **SB**

Tickets for this event are selling fast! VIP packages and bulk pricing at boardoftrade.com/dragons.

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SOUNDING BOARD

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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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LEADERSHIP | Working for you

Chair Robin Silvester shares highlights from 2017 B.C. Budget Report Card

BY ROBIN SILVESTER

Last month, members of our Government Budget and Finance Committee made the trek across the Strait of Georgia for the release of B.C. Budget 2017 in Victoria.

This annual trip to the provincial capital is a tradition for our organization and an integral part of the work we do on behalf of our region's business community. On the morning before the budget is officially released to the public, our committee members enter into a "lockup" with hundreds of representatives from stakeholder groups spanning the entire spectrum, from health care to education to mining to trucking.

Inside the lockup, stakeholder groups are provided with an advanced copy of the soon-to-be-released budget — after voluntarily giving up their cell phones and internet access — so that they can comb through the details and assess how the government's plan will impact their industry, clients, or members.

This year, our committee members awarded the 2017-18 Provincial Budget an overall grade of "A" on our annual report card, based on the criteria of Economic Vision, Fiscal Prudence, and Tax Competitiveness. The committee was particularly pleased to see a fifth consecutive balanced budget from the government, which still managed to reduce the overall tax burden on residents and businesses through cuts to MSP premiums, the elimination of PST on electricity purchases for businesses, and a reduction in the small business income tax rate.

The committee was encouraged



Robin Silvester

to see measures that would help businesses attract and retain human capital — one of the key challenges facing our region, as identified in the Greater Vancouver Economic Scorecard 2016.

For example, the budget included a pledge from the province to work with municipalities to expedite housing development application, approval and permitting processes. Our committee's hope is that collaboration with local governments will help to address our region's housing affordability crisis by increasing and diversifying housing supply.

The new budget also took other meaningful measures on the human capital front, including an additional \$165 million allocated for mental health care and \$20 million for child care funding, to support the creation of up to 2,000 new child-care spaces.


The budget earned its highest grade in the Fiscal Prudence category, given the government's continued commitment to balance the budget and reduce debt. It's this kind of solid financial management that has led to

B.C.'s continued triple-A credit rating from Standard's and Poor's — making us the only province in Canada with such a strong rating.

In terms of transit and transportation funding, this year's budget identified \$4.5 billion in investments over three years. This included \$2.3 billion for the replacement of the aging Massey Tunnel with a new 10-lane bridge, \$731 million in transit infrastructure, \$198 million for Highway 1 Lower Lynn Corridor improvements at the north end of the Second Narrows Bridge, and \$70 million for a new counter-flow lane on the Alex Fraser Bridge.

These investments caught the attention of our committee, given the importance of moving people and goods efficiently and the significant cost of congestion on our regional economy. Moving forward, it will be important that the Province set aside the required funding to fully participate in cost-sharing of the Federal Government's Public Transit Infrastructure Fund.

As I mentioned above, this annual analysis of the Provincial Budget is an important part of the work we do for our Members. On behalf of the board of directors, I'd like to thank George Kondopoulos, Chair of our Government and Budget Finance Committee, for leading our delegation to Victoria once again and volunteering his time and expertise. **SB**

 To read the committee's full analysis and report card, visit boardoftrade.com/bcreportcard17.

Robin Silvester is 2016-17 Chair of the Greater Vancouver Board of Trade. He also serves as President and Chief Executive Officer of the Vancouver Fraser Port Authority.



CALL FOR NOMINATIONS

In accordance with Bylaw 9.5 – Nominating Committee – a Nominating Committee, chaired by Immediate Past Chair, Tim Manning, has been established to receive nominations for directors for the 2017-18 year of the Greater Vancouver Board of Trade.

In accordance with Bylaw 9.6 – Nominations – nominations for directors may be made in writing by any member of the Greater Vancouver Board of Trade. The nomination package can be found at boardoftrade.com/nominations. The call for nominations will open Tuesday, March 7, 2017 at 8:00 a.m. PST and close Tuesday, April 4, 2017 at 5:00 p.m. PST.

For further information regarding the nomination process, please contact David Crawford, Vice President and Assistant Secretary-Treasurer, Greater Vancouver Board of Trade at:

Tel: 604-640-5457 / **E-mail:** dcrawford@boardoftrade.com

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LEADERSHIP | 'The happiness of the pursuit'

Board of Trade Director Christopher Lythgo on family, his first job, and his decision to make Vancouver home

Describe what you do in 10 words or less.

Make Canadian private companies the most competitive in the world.

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

I was born in Ottawa into a military family. Growing up, we moved very frequently all over Canada and Western Europe. Really forced me to become an extrovert, get used to meeting new people and trying new things. I since married a Vancouver girl, so this is now my hometown!

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

Looking back, I now admire how my father was committed to serving his country as a professional soldier and conducting himself with such high integrity. My mother is tenacious, determined and the rock of the family. I hope to be a blend of both of them!

What was your first job?

My first paycheque was in grade

11 as a dishwasher at Earls Restaurant in White Rock. Humbling experience and required a lot of hustle! Spent most of my evenings and every weekend there saving up for university tuition. Eventually worked five years for that organization across multiple roles and many locations.

Why did you join the Greater Vancouver Board of Trade?

I've literally grown up with the organization and have applied my energy to building this community. Joined the Leaders of Tomorrow (LOT) mentorship program in 2003, then helped transform the Company of Young Professionals (CYP) program into a vibrant tribe with real purpose. Now a member of the Board of Directors.

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

I'm cautiously optimistic. I want to raise my family here. But we mustn't become complacent as citizens. We must insist that our elected leaders apply thoughtful foresight in their policies

and investments so that future decisions sustain this region as a wonderful place to live, work and play.

What is your favourite vacation spot?

My wife and I have very different ideas of vacations. She prefers sunshine, poolside and a few magazines. I can't sit still, prefer to explore and have adventure. We've found a happy medium in summer cruises with exotic ports of call.

What is the most difficult thing you have ever done?

In my late 20s, I decided to put family first and forego career advancement in other cities. I chose to stay in Vancouver, get married and start a life here. It's the best decision I've ever made.

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

In my mid-twenties, I enlisted and served four years as an officer in the Army Reserve. I had an opportunity to jump in to the "family business" and it was an experience that changed my life.



Christopher Lythgo

What is your favourite restaurant in Greater Vancouver?

Best meal in this city is hands down my mother-in-law's Italian cooking. Although you have to marry in to the famiglia to get a seat at that table! My wife and I can often be spotted on "date nights" at Earls Yaletown.

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

I would want to witness the first permanent human colony on Mars. A momentous occasion for our species. It's likely to happen in my lifetime!

What is the secret to happiness?

To know exactly what makes you happy and don't worry about what works for other people. For me, it's the "happiness of the pursuit rather than the pursuit of happiness." **SB**

Christopher Lythgo is Senior Partner and Regional Team Lead, Advisory Services, for the Business Development Bank of Canada.

 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.

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6 AROUND THE BOARD

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



BCIT President Kathy Kinloch gave her annual address to the business community on Feb. 7 at the Board of Trade. This year's speech focused on the subject of technology disruption and the need for companies to adapt. Following her keynote, Kinloch was joined on stage for a panel discussion. Pictured L-R: Kathy Kinloch; Jeff Booth, Co-Founder, President and CEO of BuildDirect; Nadia Dobrianskaia, Computer Scientist at Simba Technologies; and moderator Sue Paish, President and CEO of Lifelabs. | MATT BORCK



Canada's top military officer, General Jonathan Vance, spoke to GVBOT on Feb. 2 about the future of Canada's armed forces. | MATT BORCK



Following General Vance's keynote address, Board of Trade Members had the unique opportunity to go aboard the HMCS Brandon and watch a search and rescue exercise in Coal Harbour. | ALISON RUSSELL



The Greater Vancouver Board of Trade kicked off its 2017 B.C. Election Series on Feb. 3. Pictured above, BC Green Party Leader Dr. Andrew Weaver (right) takes part in a Q&A moderated by Board of Trade CEO Iain Black. | MATT BORCK



GVBOT's 2017 B.C. Election Series continued on Feb. 10 when the organization hosted BC NDP Leader John Horgan. Pictured above, Horgan fields questions during a Q&A moderated by Board of Trade Governor Janet Austin. | MATT BORCK



The third event in GVBOT's 2017 B.C. Election Series with party leaders took place on Feb. 22, when Premier Christy Clark gave her post-budget address at the Board of Trade. Premier Clark shared highlights from the newly unveiled budget, then took part in a Q&A with Board of Trade Governor Sue Paish. | 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)

TAX | Family trusts for small businesses? Makes cents

MNP tax experts share advice with small businesses at GVBOT's new 'Thrive Series'

BY RYAN HOAG

As part of the Greater Vancouver Board of Trade's new Thrive Series, MNP was pleased to host an event on Feb. 16 where several of our tax partners spoke on tax compliance and planning opportunities that can be key to the success of a small business. One of the topics discussed was the important role that a family trust can play in supporting a business.

A common misperception about family trusts is that they are only for the extremely wealthy. This is simply not true. In fact, in the right situation a family trust can be a very worthwhile vehicle for a relatively small business.

The immediate benefits of a trust include income splitting with lower-taxed family members such as a spouse or adult children. Income splitting helps a small business preserve its cash so that it can be used where it matters — in the business.



Ryan Hoag speaks to the Small Business Council on Feb. 16.

The long-term benefits of a trust can include maximizing the after-tax proceeds on the ultimate sale of a business. As capital gains realized by a family trust retain their identity as they flow through the trust to its beneficiaries, individual beneficiaries may be eligible for the "capital gains exemption."

This can result in significant tax savings on the sale of the business.

Additionally, a trust can provide a significant tax deferral and provincial probate savings because a family trust survives the death of an individual. Such estate taxes are often funded by the business itself, which can cause significant financial stress to a small business.

A trust can be relatively simple and does not need to be onerous to provide significant benefits to a small business. At the same time, flexibility can also be built into the terms of a trust so that it can adapt to changes in circumstances.

Like many things, however, a family trust requires proper planning. The Income Tax Act contains many complex rules for trusts that need to be carefully navigated by a qualified tax accountant to achieve its intended and desirable outcomes. **SB**

Ryan Hoag is a Partner with MNP's Tax Services Team at the Vancouver office.

STRATEGY | It's time to thrive

Learn how to establish a digital ROI framework for your small business

Are you a small business owner looking to excel in a constantly evolving marketplace?

If so, you won't want to miss the new Thrive Series, hosted by the Greater Vancouver Board of Trade's Small Business Council.

These monthly events will help you stay ahead of the latest business trends while providing a valuable opportunity to connect with other motivated business-people from across the region.

The goal is to help accelerate the growth of the Board of Trade's small business members, while integrating them into Greater Vancouver's business community.

Join us on March 15 for the next installment in the Thrive Series, focusing on "Establishing a Digital ROI Framework." This interactive session will teach small business owners how to calculate their digital return on investment (ROI) and measure how their sales funnel relates to digital ROI.

Guest speaker Rochelle Grayson will also explore industry best practices and share examples of digital ROI frameworks. Grayson is a serial entrepreneur



Rochelle Grayson

and digital media executive with 20 years of business, technology, and education experience. She is currently the Industry Chair and Program Advisor for UBC's Digital Strategy Certificate Program and Social Media Program and also a faculty member at Langara College's School of Management.

Don't miss this opportunity to get a crash course in digital ROI while networking with other like-minded small business owners from across the region. **SB**

Tickets available today at boardoftrade.com/events.



Governors' Banquet and Rix Awards 2017



Monday, April 3, 2017 | 6 – 9:30 p.m. | Vancouver Convention Centre – West | 1055 Canada Place Way, Vancouver

Single tickets now available. Visit boardoftrade.com/governorsbanquet for details



Council of Governors Inductee

Tim Manning

Retired Regional Vice President
RBC Royal Bank



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The Rix Award for Engaged Corporate Citizenship



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RECOGNITION | 2017 Wendy McDonald Award winners announced

Board of Trade honours six outstanding women in the B.C. business community

BY BRIDGITTE ANDERSON

The Women's Leadership Circle is excited to announce the winners of the third annual Wendy McDonald Awards. Presented in honour of the late Wendy McDonald — a Canadian business icon who served as the Greater Vancouver Board of Trade's first female Chair in 1990 — these awards shine a spotlight on outstanding individuals who champion diversity in the local business community.

Please join me in congratulating this year's six winners. To learn more about these outstanding individuals and read their full interviews, visit our website at boardoftrade.com/wlc.

Bridgitte Anderson is the 2016-17 Vice Chair of the Women's Leadership Circle. She also serves as Chair of the WLC's Recognition Committee, which selected this year's honourees.



COMMUNITY CATALYST
Prem Gill
CEO, Creative BC

What business or community leaders do you look up to, and why?

I have always been in awe of people I know who have started their own businesses, risk takers and those going for the unknown. Here in Vancouver we have such a great start-up culture, it is in our DNA to go for it.



WOMEN TO WATCH
Jessica Gares
Senior Communications Officer, Media and Issues Management, BC Lottery Corporation

What is the most daunting challenge you have faced in your career?

Without a doubt that would be hosting a 4.5-hour live talk show on CKNW for the first time. I felt ill I was so nervous. My first show was far from perfect but I was asked to host a second show as a fill-in. This experience taught me to never use fear as an excuse to turn down an opportunity for growth.



WOMEN TO WATCH
Veronica Knott
Student, Bachelor of Applied Science, Mining Engineering at UBC

What advice would you give to young women looking to establish and grow their career?

I think the best advice I've ever received was to not be afraid to ask for help. Young women are often told a lot about independence and although this is essential part of leadership, the benefit of support should never be undervalued. Having people around you to help guide, give advice, mentor and support is essential to success. **SB**



DIVERSITY CHAMPION
Dr. Lesley Shannon
Associate Professor, SFU and NSERC Chair for Women in Science and Engineering for BC/Yukon

What motivates you as a business or community leader?

Learning and people. I love to learn new things and am motivated by the creation of "highly qualified personnel" (as opposed to products). I'm a big believer in the idea that success belongs to the team and failure belongs to me. Helping people grow and achieve the best version of themselves is not only extremely rewarding but results in better outcomes from the team.



OUTSTANDING MENTOR / SPONSOR
Dr. Rabab K. Ward
Professor Emeritus, UBC

What advice would you give to young women looking to establish and grow their career?

Be prepared. Learn and acquire the knowledge and skills for the career you want. You must also have a solid foundation in your personal and family life. Balance your personal life and your career. Know yourself and what you want. Be confident and reduce self-doubt. Be nice to all people you work with, not only to your boss. It is your peers, and not your boss, who determine whether you get promoted.



ENTREPRENEURIAL INNOVATION
Caren McSherry
Owner, The Gourmet Warehouse Inc.

How do you define success?

Success is not just defined by money, although that is the start. The ability to give back to your community by donations and volunteering is paramount. To mentor young entrepreneurs is important, as is having the respect of your peers. Being an expert in your field... you must have depth in knowledge.

Connect with this year's winners!

Wednesday, March 29, 2017

Wendy McDonald Awards Reception

TELUS Garden

5th Floor, 510 W Georgia Street
Vancouver

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