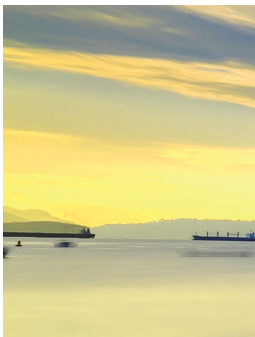




BOARD OF TRADE WELCOMES LNG FRAMEWORK

Revised tax measures will help make our province more competitive globally

3



SOUNDING BOARD



THE OFFICIAL PUBLICATION OF THE GREATER VANCOUVER BOARD OF TRADE AND ITS MEMBERS | APRIL 2018 | VOLUME 58 / ISSUE 4 | BOARDOFTRADE.COM

Measuring the business climate in British Columbia

ECONOMY | Board of Trade and ICBA survey business owners on provincial and federal policy changes

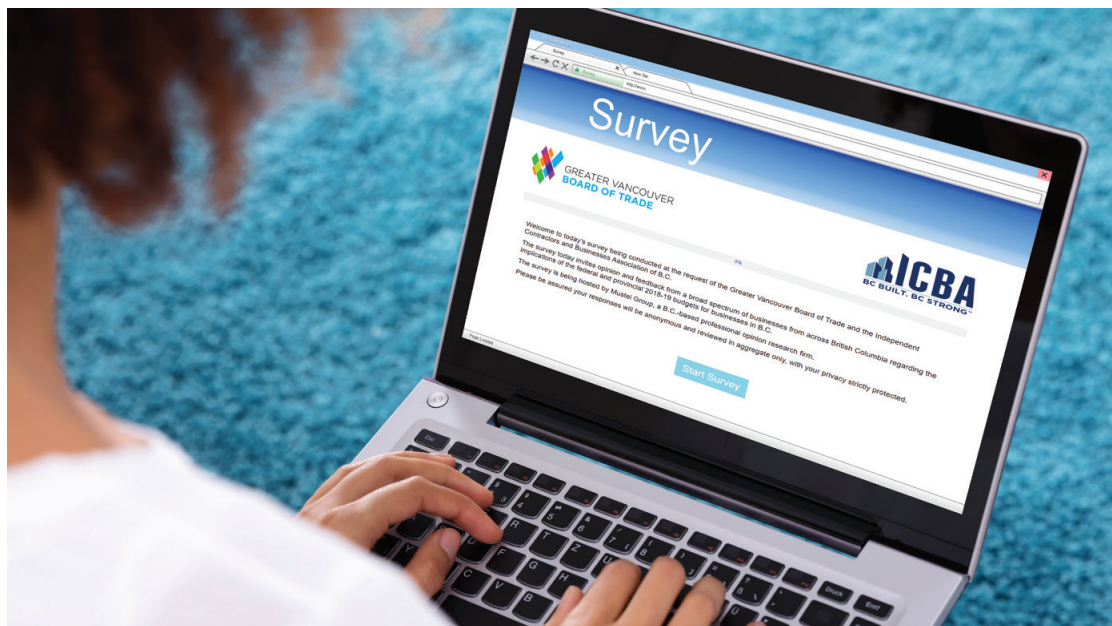
BY IAIN BLACK

Last month the Greater Vancouver Board of Trade launched a new survey in partnership with the Independent Contractors and Businesses Association of British Columbia.

This survey, which was conducted independently by the research firm Mustel Group, set out to ask B.C. business owners about some of the measures announced in the provincial and federal budgets, and the impacts those new policies are expected to have on their businesses.

The survey covered measures such as the employer health payroll tax, increases to B.C.'s minimum wage, the speculation tax, federal small business tax reforms, the planned increases to Canadian Pension Plan contributions, and more.

Respondents also had the opportunity to register anything else that might affect their



business in either the provincial or federal budgets.

Members of the Greater Vancouver Board of Trade were eligible to complete the survey, provided they owned a

business or were a senior manager in a decision-making role. In addition to the Independent Contractors and Businesses Association, with whom we were pleased to partner, the survey

was also extended to other business organizations across the province.

Our goal in conducting this survey is to gauge the sentiments of our Members and

business owners throughout British Columbia, and better understand the impact that government policies could have on business and investment decisions. These insights enable our organization to better advocate on behalf of our Members. At the Board of Trade, we are increasingly concerned about the cumulative impacts on business of new tax and regulatory policies introduced by all levels of government.

The survey will be closing in the next few days, at which time the results will be tabulated and analyzed by the team at Mustel Group. All survey responses will remain confidential and anonymous. SB

Results from the survey will be released in mid-April. Watch for the findings inside the next issue of Sounding Board, or visit our website at boardoftrade.com/advocacy.

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



Practical education

Board of Trade helps pair post-secondary students with local businesses

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Joining forces

Business groups make joint submission to the Labour Code Review Panel

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Director spotlight

Q&A with David Hoff, Ledcor's Senior VP of Corporate Communications and Public Affairs

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Photo highlights from recent events and activities

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Edelman survey reveals opportunities for businesses and CEOs

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EDUCATION | Board of Trade plays matchmaker between businesses and students

SFU students gain workplace experience at EA as part of Small Business Council program

BY CINDY HA

It has been one year since the Greater Vancouver Board of Trade's Small Business Council launched its new Practical Education Program (PEP), and so far, both students and participating businesses have experienced great success.

The program pairs post-secondary institutions with local businesses, to give students more practical projects to learn from and apply their skills.

SFU students paired with EA

Recently, four undergraduate students from SFU's Beedie School of Business were paired up with Electronic Arts (EA).

The students were striving for their Business Analytics and Decision Making certificate. To achieve the certificate, they are required to take additional courses in management information systems, marketing, and operations, ending with a capstone course in their final semester. The capstone course is

where PEP plays a part in pairing businesses with students.

Since completing the program, the students were able to land jobs in their field. The students all agreed that the Practical Education Program was invaluable compared to their other courses, and said it made them feel confident in the skill set they brought into the workforce.

Real-world experience

Jenny Pei, who majored in Marketing and Business Analytics, says PEP demonstrated to her that she had the skills in demand for the current job market. The program applied the students' data analysis skills and required them to present to senior management, which resulted in increased confidence. Pei is now an Associate Data Analyst at EA.

Lily Nguyen, who majored in Management Information Systems and Business Analytics, says she was pushed to think on her feet and be resourceful with the challenge that data is not always clean or organized.



SFU students Jenny Pei, Season Ji, Tawfiq Jamal, and Lily Nguyen were given the opportunity to complete a project for Electronic Arts as part of the Practical Education Program. Learn more at boardoftrade.com/pep.

Since completing PEP, Nguyen has joined Vancouver Coastal Health as a Junior Decision Support Advisor.

Tawfiq Jamal, an honours graduate in Business Analytics, Marketing, and Operations Management, says that "the exploratory nature of the project entailed a level of accountability that has never been matched through my curricular assignments." Jamal has also joined

EA as an Associate Data Analyst.

Because the students were given the opportunity to handle real data in a practical environment, they treated the project with more dedication and responsibility.

The benefit of the program has been mutual for Electronic Arts. The high-profile video game development company shared their positive experience, saying the problem-solving skills, analysis depth, professionalism,

and presentation skills from the students were outstanding.

The project also gave the company the opportunity to assess each student's strengths, capabilities, and progress. This resulted in two new employees.

EA shares its recommendation that local businesses participate in PEP, and endorses the program as a great way to give valuable work experience to promising young students, while also identifying potential candidates for future positions.

Moving forward

The Practical Education Program is committed to creating smart business partnerships between industry and students.

Are you ready to take the initiative and pair your business up with post-secondary students, who can bring a fresh perspective and help solve problems?

Learn more about PEP and how your business can get involved at boardoftrade.com/pep. **SB**

Cindy Ha is currently in her final semester in BCIT's Marketing Management diploma program. She is a Member of the Board of Trade's Leaders of Tomorrow mentorship program and volunteers to write articles for the Small Business Council in her free time.

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

SATURDAY, APRIL 7, 2018

CYP Community Outreach Initiative

Serving Dinner at Salvation Army Harbour Light

3:45 – 5:30 p.m.

Salvation Army Harbour Light
119 East Cordova Street

Platinum Program Partner: BCIT Business

Preferred Media Partner: Daily Hive Vancouver

TUESDAY, APRIL 10, 2018

World Trade Centre – Vancouver

Trade and Investment Opportunities in the U.K.

8 – 9:30 a.m.

The Right Honourable Dr. Liam Fox MP
Secretary of State for International Trade
United Kingdom

Fairmont Hotel Vancouver
— Saturna Island Room
900 West Georgia Street

Presented in partnership with:
Greater Vancouver Board of Trade

TUESDAY, APRIL 12 & 13 2018

World Trade Centre – Vancouver

Trade Accelerator Program – Greater Vancouver

8:30 a.m. – 5 p.m.

Fairmont Waterfront
900 Canada Place Way

2-Day Vancouver Workshop:

- April 12, 2018
- April 13, 2018

Project Funded by: Province of British Columbia,
Greater Vancouver Board of Trade

National Partners: RBC Royal Bank, Export Development
Canada

Supporting Partners: Global Affairs Canada, BC Chamber of
Commerce, Business Development Bank of Canada



FRIDAY, APRIL 13, 2018

Making ICBC work for British Columbians

7 – 8:45 a.m.

The Honourable David Eby
Attorney General and Minister responsible for
Liquor, Gaming, and ICBC
Province of British Columbia

Fairmont Hotel Vancouver
— Waddington Room
900 West Georgia Street

BOARD OF TRADE 101

Get the most out of
your Membership

Tuesday, April 24, 2018
7:30 – 9 a.m.
400 - 999 Canada Place

MONDAY, APRIL 23, 2018

Governors' Banquet and Rix Awards 2018

6 – 9:30 p.m.

HONOURING

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

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

Beedie

Vancouver Convention Centre – West
1055 Canada Place

Rix Awards Sponsor: The Jim Pattison Group

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RESOURCES | GVBOT welcomes B.C. LNG policy framework

Revised tax measures will help make B.C. more competitive

The Greater Vancouver Board of Trade welcomed the B.C. government's March 22 announcement to improve our jurisdiction's competitiveness for bringing British Columbia LNG projects across the finish line.

The revised tax measures announced will help put B.C. on a globally-competitive footing for the LNG investments that have many other options around the world. The elimination of the LNG income tax, not faced by project proponents anywhere else in the world, is the centerpiece of the changes. Additional measures announced by the government included placing LNG plants on an equal tax footing with other manufacturing sectors for PST treatment, and establishing that the rate for electricity by LNG plants' will be lowered to the standard industrial rate.

The carbon tax for the liquefaction terminals, the most stringent in the world and designed to drive technological innovation to further reduce emissions over time, appears to remain in line with B.C.'s overall carbon tax framework.



A rendering of the proposed LNG Canada facility in Kitimat. | LNG CANADA

"The LNG framework announced today is a necessary step in the right direction to make B.C. LNG projects attractive and globally-competitive," said Iain Black, President and CEO of the Board of Trade. "We have every reason to be optimistic that major projects, like the \$40 billion LNG Canada proposal, among others, will be able to make positive Final Investment Decisions. This will unleash hundreds of millions of dollars in project construction, investment, revenues to the Crown, and a new lease on life for B.C.'s vast upstream natural gas resources in the northeast."

Should LNG Canada and other projects make FIDs in the near

future, the implications for British Columbia's reputation as an attractive jurisdiction to invest and build major projects will be profound. There will be substantial economic benefits for First Nations partners, and B.C. businesses — including those in Greater Vancouver — who will have opportunities in the construction and ongoing operations phases.

The establishment of a sizeable LNG industry speaks to the significant role B.C.'s natural gas can and should play in addressing the global climate challenge, and will serve as a model for the responsible development of our natural resources. **SB**

LABOUR | Business groups make joint submission to Labour Code Review Panel

Thirteen business organizations from across the province have endorsed a joint submission to the B.C. Labour Relations Code Review Panel.

Together, our groups are concerned about potential changes to the Labour Code, given that our province has experienced a long period of labour relations stability with very few work stoppages.

"Given the labour peace over the past decade and the largely functional relationships and institutions, we are urging the Review Panel to tread very lightly," said Iain Black, President and CEO of the Greater Vancouver Board of Trade.

"Our groups are also collectively concerned about the layering on of costs — both regulatory and transactional — for the employers who drive our provincial economy and create jobs across British Columbia, including the 5,000+ Members of the Board of Trade across the Lower Mainland."

Workplaces have evolved and continue to change rapidly as technology, and new

generations of workers demand flexibility, choice, and innovative workplaces. Any changes to the Labour Code need to ensure that opportunities for B.C.'s economy to attract investment, talent and jobs are not compromised in the process.

The submission calls for the vast majority of the Labour Relations Code's provisions to be sustained, including the current approach to union certification by secret ballot vote.

The joint submission was made by the BC Chamber of Commerce, BC Hotels Association, Canadian Federation of Independent Businesses, Canadian Franchise Association, Canadian Home Builders Association, Canadian Manufacturers & Exporters, Greater Vancouver Board of Trade, Independent Contractors and Businesses Association, New Car Dealers Association of BC, Restaurants Canada, Retail Council of Canada, Tourism Industries Association of BC, and the Urban Development Institute. **SB**

Read the full submission at boardoftrade.com/news.



Making ICBC work for British Columbians

Friday, April 13, 2018 | 7 – 8:45 a.m.



Honourable David Eby

Attorney General and Minister responsible for Liquor Gaming and ICBC, Province of British Columbia

With ICBC confronting a loss of \$1.3 billion this fiscal year, Attorney General David Eby has announced an ambitious strategy to get the corporation back on track with fundamental changes to the auto insurance system. The changes will increase the care for those injured in a car crash and provide more affordable rates, with less spent on legal costs.

Attorney General Eby will speak to the Greater Vancouver business community about the work underway by the B.C. Government and ICBC to address the current challenges.

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Trade and Investment Opportunities in the U.K.

Tuesday, April 10, 2018 | 8 – 9:30 a.m.



The Right Honourable Dr. Liam Fox MP

Secretary of State for International Trade, United Kingdom

The Greater Vancouver Board of Trade's World Trade Centre is excited to welcome the United Kingdom's Secretary of State for International Trade, Dr. Liam Fox, for a discussion on trade and investment opportunities for Canadian companies across the pond.

Join us to learn about opportunities for your business and discuss how the United Kingdom and Canada can cooperate in the future and build a stronger bilateral relationship.

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SOUNDING BOARD

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ABOUT THE PUBLICATION

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

ABOUT THE BOARD OF TRADE

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

MISSION STATEMENT

OUR PURPOSE is to support sustainable prosperity throughout the Greater Vancouver region.

OUR VISION is to be an active, innovative, trusted, credible business organization, known for influencing decision-makers, and educating, connecting with, and engaging our communities.

OUR MISSION is to provide leadership, information and connections, and public policy support that help ensure the Greater Vancouver region is competitive and the preferred Pacific Gateway for trade, commerce, and travel.

WE ARE informed, respectful, principled, collaborative, and professional.

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LEADERSHIP | Community builders

Chair Anne Giardini on the 2018 Rix Awards recipients and B.C.'s next Lieutenant Governor Janet Austin

BY ANNE GIARDINI

Vibrant, prosperous communities don't arise by accident. They are the shared project of people who dedicate their time and energy to improving our collective quality of life, people who see need and opportunity and who work to bring about change for the better.

The collective project of building community is advanced by businesses that generate prosperity, jobs and innovation, and particularly those that have giving programs that sustain community projects and causes.

Charities, non-profits and institutions of education play an important part in ensuring that the community is healthy, sustainable, well-educated, caring and inclusive.

Another important player is government, including those elected officials and public servants who design and implement public policies that advance in the best interest of citizens and promote the health of our overall economy.

One of my greatest joys at the Greater Vancouver Board of Trade is the regular opportunity to interact with community builders from business, non-profits, higher education and government. Once a year, we take time to acknowledge the contributions of just a few of our outstanding community builders, sharing their achievements and celebrating their success.

Later this month, at our 31st annual Governors' Banquet and Rix Awards gala, the Greater Vancouver Board of Trade will pay tribute to two community builders, Gordon and Leslie Diamond. The Diamonds will receive the Rix Award for Engaged Community Citizenship in recognition of their many philanthropic projects and their decades of service to our community.



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

Over the years, the Diamonds have donated an astonishing \$140 million to dozens of organizations, among them the BC Cancer Foundation, BC Women's Hospital, Simon Fraser University, the University of British Columbia, Vancouver Art Gallery, and United Way of the Lower Mainland to name just a few.

At the gala we will also present the Rix Award for Engaged Corporate Citizenship to Beedie, an iconic B.C. company that has been giving back to the community since it was founded in 1954 by the late, remarkable Keith Beedie. (Dr. Keith Beedie – he received an honorary degree from Simon Fraser University in June 2016.)

For over 60 years, the company that Keith Beedie started, and that his family continues, has been ensuring that Beedie projects are "Built for Good." Keith Beedie acknowledged 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. That legacy still drives the company today.

To date, Beedie has given more than \$30 million to deserving organizations across the Lower Mainland including \$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 hub of innovation and thought-leadership for tomorrow's leaders.

The 2018 Rix Awards will be presented on April 23 at our annual black-tie gala attended by business, government, and community leaders. At the gala we will also induct the Board of Trade's immediate past chair into its Council of Governors. This year's inductee is Robin Silvester, President and Chief Executive Officer of the Vancouver Fraser Port Authority, who led the Board of Trade through a remarkable year as Chair in 2016-17.

Speaking of past Chairs of the Board of Trade, the recent announcement that Janet Austin, CEO of YWCA Metro Vancouver, will serve as B.C.'s next Lieutenant Governor has been met with excitement and enthusiasm.

Janet has dedicated her career to championing important issues including poverty, inclusion, housing, and women's equality. She is one of our community's greatest assets. During her term as Chair of the Board of Trade in 2014-15, she emphasized collaboration between community organizations and non-profits across all industries and stressed that we are always stronger when we work together. Janet made our organization – and many others – better, stronger, more caring and more inclusive. We could not ask for a more thoughtful leader to represent Her Majesty the Queen in British Columbia.

Many of us think about the strengths, needs and opportunities of our community every day. Leaders like Gordon and Leslie Diamond, Beedie and Janet Austin help to ensure the success of our collective project of community-building. **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.

TAP

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LEADERSHIP | 'Pitch in and help'

Board of Trade Director David Hoff on farm work, connecting the Cascadia Corridor, and the art of a breakaway pass



David Hoff

I was on the VIA Rail board of directors for over 10 years. We are a long way from high-speed rail (HSR) to Seattle. High-frequency rail (HFR) is very possible



Describe what you do in 12 words or less.

Let people know all the amazing contributions Ledcor's employees make every day.

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

Gleichen, Alberta — a prairie, farming, railway and First Nation's town of 400 people. I learned that life is tough and to be self-starting, self-reliant and grateful.

What was your first job?

Farm labourer — feeding cattle, haying, shoveling grain, picking rocks and fixing fences.

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

Be optimistic, strive, but be humble, pitch in and help, care for others.

Why did you join the Greater Vancouver Board of Trade?

In 1994, I was living in Ontario, and turned down some good jobs in Toronto because I wanted

move to Vancouver. A few weeks after I arrived, I joined the Board of Trade to learn more about the business community and network. For the princely sum of \$325! I found a job in Victoria, but maintained my membership, because I knew I would be back.

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

Greater Vancouver and greater Seattle will be more integrated economically, socially and politically. Urbanites will need to do painful things to protect our wilderness and biodiversity.

What is your creative outlet?

Might not be a normal answer, but team sports. I play ice hockey (defence) and a well-placed break-away pass is a work of art! Otherwise, I write.

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

I was on the VIA Rail board of directors for over 10 years. We are long way from high-speed rail (HSR) to Seattle.

High-frequency rail (HFR) is very possible.

What were you like in high school?

A geek who played a lot of sports.

What was the first concert you attended? And the most recent?

Fleetwood Mac / The Eagles. Most recent was U2.

If you had to change careers, what would you do next, and why?

Go back to information technology, computers, programming, because all of the solutions are scalable.

What qualities make someone successful?

Persistence.

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

Going for a walk in the middle of the day.

What is the most recent TV show that you binge-watched?

Game of Thrones, Band of Brothers, Ash and the Evil Dead.

What is the most difficult thing you have ever done?

Raise two kids properly.

What is your favourite vacation spot, and why?

Jasper. Because it is out of the way and unchanged since the 1970s.

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

Apollo 11 moon landing, July 20, 1969.

If you retired tomorrow, how would you keep busy?

Writing.

What is the secret to happiness?

Balancing hope and truth. **SB**

David Hoff is the Senior Vice President of Corporate Communications and Public Affairs at Ledcor.

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



Asako Okai, Consul General of Japan in Vancouver, and Senator Paul Massicotte speak at a Canada-Japan trade event on March 22. | MATT BORCK



The Honourable Mike Farnworth, B.C.'s Minister of Public Safety and Solicitor General, sits down for a Q&A with Board of Trade President and CEO Iain Black on March 2, at an event on cannabis in the workplace. In his remarks, Minister Farnworth shared the B.C. government's guiding principles as it prepares for the federal legalization of cannabis later this year. His remarks were followed by a panel discussion with industry leaders and legal experts. Listen to audio from the event at boardoftrade.com/cannabis. | MATT BORCK



A panel of industry experts, including the CEO of Mitsubishi Canada and the former Canadian Ambassador to Japan, discuss business opportunities for B.C. companies in Japan.



The Honourable Catherine McKenna, Canada's Minister of Environment and Climate Change, was in Vancouver on March 15 for the 2018 GLOBE Conference. During her visit, she gave a speech to the B.C. business community at the Greater Vancouver Board of Trade. | PATRICK TRINH



Members of the Board of Trade's under-35 program, the Company of Young Professionals, rolled up their sleeves and helped sort food donations at the Greater Vancouver Food Bank on March 3.



World Trade Centre Vancouver took its Trade Accelerator Program to Kamloops in late February, helping businesses from B.C.'s interior prepare to export their products and services. Learn more about the program at tapbc.ca.

LEADERSHIP | Lingerin g distrust around the world

Edelman Trust Barometer survey reveals opportunity for businesses that look beyond financial performance

BY LAUREN MCCRAE

Trust is a powerful asset for businesses, and Canadian businesses are among the most trusted globally, but CEOs and boards of directors are the least trusted authority figures according to Canadians.

This data comes from the 2018 Edelman Trust Barometer, a global online survey that sampled more than 33,000 respondents in 28 markets, including 1,500 general population and 200 informed public respondents in Canada.

In 2017, the Edelman Trust Barometer reported that trust was in crisis, having declined broadly since the previous year. The 2018 results paint a similar picture globally, with no recovery in global public trust in the institutions of business, government, the media or NGOs. Canada avoided the plunge in trust experienced in the U.S. this year (down 9 percentage points to 43 per cent), but remains among the “distruster” countries, with average levels of trust in institutions holding steady at 49 per cent.

In Canada, uncertainty about government trust — according to the survey, 46 per cent believe that government is the most broken institution — presents an opportunity for business leaders.

However, CEOs and boards of directors have their work cut out for them, as little more than a third of Canadians rate them as credible (the lowest of all authority figures — 36 per cent for CEOs and 34 per cent for boards of directors). This lack of trust is tied to the belief of more than two-thirds of Canadians (68 per cent) that CEOs are “driven more by greed than a desire to make a positive difference in the world.”

Nearly 7 in 10 Canadians (68 per cent) believe CEOs should take the lead on change rather than waiting for government to impose it.

“CEOs and business leaders have a huge opportunity in front of them,” said Bridgitte Anderson, General Manager of Edelman Vancouver and Chair of the Women’s Leadership Circle, during a March 7 presentation to the Greater Vancouver Board of Trade.

“Canadians want business leaders to contribute to positive change, to take the lead on key issues and make a difference in society.”

Companies headquartered in Canada are now the most trusted globally, holding steady at 68 per cent.

“The trust afforded to ‘Brand Canada’ is a significant opportunity for our businesses, but it is imperative that they are proactive in seizing it,” said Lisa Kimmel, President and CEO, Edelman Canada. “It is time for businesses to look beyond financial performance. We need to start leveraging those attributes that have made Canadian companies so trustworthy in the first place: our values and our sense of purpose.”

The Trust Barometer reveals the five things that Canadian businesses must do to build trust, including drive economic prosperity, invest in jobs, innovate, guard information quality, and ensure equal opportunity.

In this context, the work of the WLC is more relevant today than ever. This includes our program



L-R: Edelman Canada CEO Lisa Kimmel, Globe and Mail B.C. Editor Wendy Cox, former B.C. Finance Minister Carole Taylor, and Edelman Vancouver General Manager Bridgitte Anderson on March 7. | MATT BORCK

CEOs and business leaders have a huge opportunity in front of them. Canadians want business leaders to contribute to positive change, to take the lead on key issues and make a difference in society

of events, recognition of women who are making significant contributions to our local communities, and advocacy to our political leaders.

We remain committed to helping businesses see the advantages of ensuring equal opportunity for women and other minority groups and supporting them as they work towards this goal. **SB**

Lauren McCrae is Director of Lux Insights and member of the Women’s Leadership Circle Advisory Committee.



As young professionals, what is one important change you would like to see made to Greater Vancouver’s transportation system by 2030?

That is the question that we posed to our Peer Leadership Forum teams, with a challenge to work together and craft a unique and innovative proposal.

In front of a live audience, the top teams will pitch their ideas to a panel of judges – in hopes of being declared the 2018 Big Idea champions.

Big Idea Pitch Contest

Tuesday, April 24, 2018 | 5:30 – 8:15 p.m.

CBC Vancouver, Studio 700 | 700 Hamilton Street

Presenting Sponsor: Supporting Sponsor: Platinum Program Partner: Event Partner: Preferred Media Partner:



boardoftrade.com/events



Wendy McDonald Diversity Awards Reception

Wednesday, May 23, 2018 | 5:30 – 7:30 p.m.

TELUS Garden, 24th Floor | 510 West Georgia Street

Entrepreneurial Innovation Award Sponsor:



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GOVERNORS' BANQUET AND RIX AWARDS 2018



MONDAY, APRIL 23, 2018
VANCOUVER CONVENTION CENTRE — WEST
1055 CANADA PLACE, VANCOUVER

Single ticket purchases are now available: boardoftrade.com/GovernorsBanquet

HONOURING

ROBIN SILVESTER

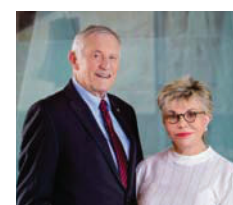
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