

## Give for philanthropy; give for business

In 2004, MINI Richmond decided to step forward and help the local authorities battle street racing which had become a major problem, and headlined in a number of high profile media. MINI Richmond felt it needed to support the Richmond RCMP in their initiatives, and for the past 4 years, has donated a MINI Cooper S to help promote their Resist The Race (RTR) program.

By working in conjunction with car enthusiasts, RTR assists them in finding a safe place to pursue their love of motorsports. After the MINI's lease expired, MINI Richmond donated the vehicle to the Touchstone Family Association whose mission is to strengthen the social health and independence of families and children through effective intervention and support services in the Richmond area.

While not every company can provide such sizable donations, there are a variety of reasons why every organization should consider giving back to their community:

**1: The opportunity to give back.** Being part of the Auto West Group of leading automotive companies, MINI Richmond has always strived to give back to the community once it had evolved into a sustainable and profitable business after its launch in 2002. This

is the main reason to seek out a charity to support. It allows you to share and pass on some of your good fortune and success.

**2: Community support and good will.**

Being part of a community is vital for all businesses, large and small. It fosters a sense of belongingness for an organization and helps all team members feel integrated into their own community.

**3: Marketing opportunities.** When you donate time, products, services or money, charity and non-profit groups usually have some sort of recognition program. Having your business name included is good promotion. It is one of the reasons you see athletic teams with business names on their uniforms. People are more apt to support businesses they feel are part of their world.

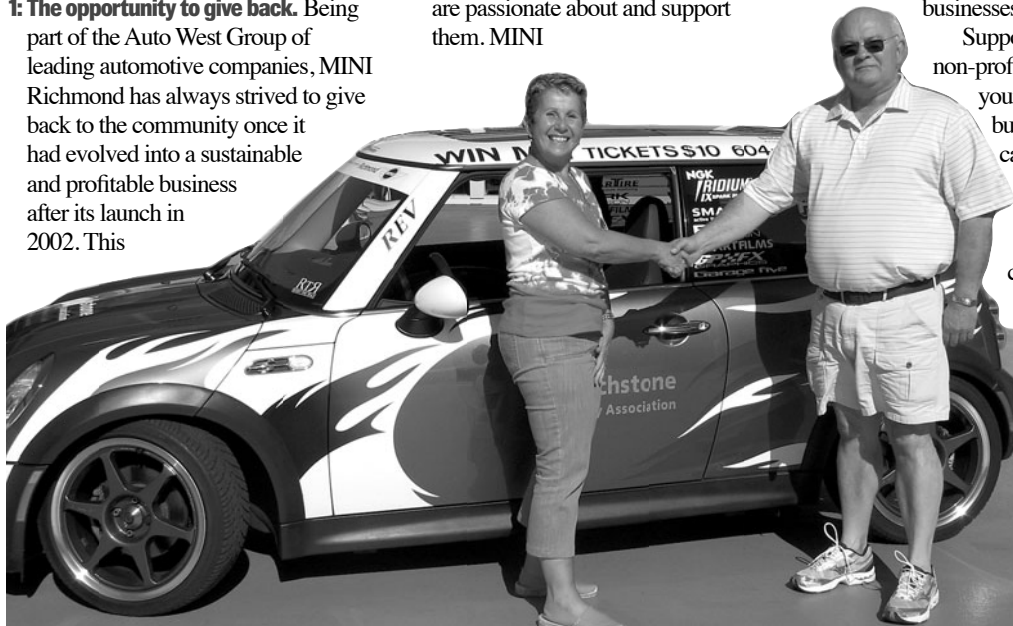
**4: The opportunity to support causes you believe in.** Tie your business purpose to a particular charity, but if you cannot, pick a charity or community group that you are passionate about and support them. MINI

Richmond chose to support Resist The Race because of its natural fit with their high performance products and target demographic. Afterwards, the Touchstone Family Association was chosen because its objectives fit well with MINI Richmond's family values.

**5: Giving time.** Contributions don't have to drain your company's finances. Many organizations have needs for time and services as well as cash. Contact the group you would like to help and ask them if there are volunteer opportunities available for you or your staff members.

**6: Networking.** As you get to know others and work with others for a cause that you believe in, you'll become a part of the group. You'll be involved and that can help you market your business in many ways—you'll know the needs of the community and be able to find ways to meet them. It's hard to buy that kind of market research anywhere, and especially challenging for smaller-sized businesses.

Supporting a charity or non-profit group can help your business grow, but most of all, it can be a great way to give back to your community and help support causes that need your help.



**Bob Starkey of Steveston was the winner of the Mini Cooper that was donated by Mini Richmond.**

## 2009 BUSINESS EXCELLENCE FINALISTS ANNOUNCED

On November 4, Twenty one finalists and three inductees will be honoured at the 32nd Annual Business Excellence Awards at the River Rock Theatre where the nine category winners will be announced. The awards are presented by the Richmond Chamber of Commerce.

The Business Excellence Awards is a long standing tradition in Richmond and celebrates achievement in our business community with finalists in each category selected from a wide group of nominations.

**The Business Excellence finalists for 2009 are:**

**Outstanding Customer Service**

1. Budget Appliance Centre Ltd.
2. Sip Wines
3. Creative Gift Solutions (CGS)

**Outstanding Workplace**

1. Dynamic Facility Services Ltd.
2. Reid Hurst Nagy Inc.
3. Riverside Palace Banquet Halls

**Business of the Year (1 - 20 Employees)**

1. Mother's Choice Products
2. Times Telecom Inc.
3. Sleep Shop

**Business of the Year (21 - 50 Employees)**

1. Easy Care Restoration
2. Ideon Packaging LLP
3. Holey Soles



**Business of the Year (51+ Employees)**

1. Donald's Fine Foods
2. Garden Protein International
3. Norsat International Inc.

**Young Entrepreneur**

1. Press Café Inc. – Aretis Baris
2. Sereca Fire Consulting Ltd. – Peter Senez
3. Shinka Martial Arts – Sensei Ono

**New Business**

1. Garden City Cabs of Richmond Ltd.
2. One Day Painting
3. Sign-A-Rama Richmond

**Hall of Fame (Inductee) Newsmaker of the Year (Inductee)**

Tickets for Business Excellence Awards dinner are \$110 (inclusive) per person and can be purchased on-line through our website at richmondchamber.ca or by calling the Chamber office at 604-278-2822.



Richmond Chamber of Commerce

**The Richmond Chamber Of Commerce • Published Monthly**

The Richmond Chamber of Commerce has been "Proudly serving our community for since 1925". In partnership with the *Richmond Review* the Chamber produces *Business Gateway* once per month. The statements and views expressed in this monthly publication are not necessarily those of the publisher. This publication's intent is to keep Chamber members and prospective members informed on important information, events and educational items. The Richmond Chamber of Commerce is located at Suite 101 - South Tower - 5811 Cooney, Road, Richmond, BC, V6X 3P6.

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For more information and to reserve for the events, please phone 604-278-2822; Email: rcc@richmondchamber.ca or see us online: richmondchamber.ca



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# Global Entrepreneur Week Canada nearing

From November 16th to the 22nd, more than 100 countries will come together to celebrate Global Entrepreneurship Week (GEW), a movement to inspire millions of people to embrace innovation, imagination and creativity.

GEW Canada will be connecting hundreds of organizations to champion a culture of entrepreneurship and mentoring, through local, national and global initiatives.

Students, educators, young adults, entrepreneurs, business leaders, mentors, employees, non-profit leaders, corporations, governments, and many others will participate in a wide range of programs.

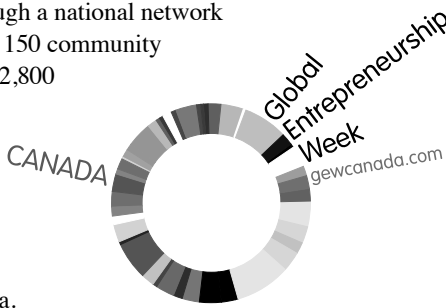
The Canadian Youth Business Foundation (CYBF) is the official host of GEW Canada. For more information, visit [gewcanada.com](http://gewcanada.com).

## The Canadian Youth Business Foundation (CYBF) is Canada's Entrepreneur Gateway

The Canadian Youth Business Foundation (CYBF) is the 'go to' place for youth entrepreneurship. As a national charity, we are dedicated to growing our nation's economy one young entrepreneur at a time.

We look at character not collateral, when providing youth, age 18-34, with pre-launch coaching, business resources, start-up financing and mentoring, to help them launch and sustain a successful entrepreneurial business.

Founded in 1996, CYBF has invested to date in more than 3,000 young entrepreneurs, whose businesses have created more than 16,600 new jobs, \$76 million in tax revenue and hundreds of millions of dollars in sales and export revenue. CYBF delivers its program coast to coast through a national network of more than 150 community partners and 2,800 volunteers including business mentors. Information about CYBF is available at [cybf.ca](http://cybf.ca).



# Upcoming Events

November

**WEDNESDAY NOVEMBER 4**

## 32nd Annual Business Excellence Awards

The Business Excellence Awards will be held Wednesday, November 4. For more information check our website at [richmondchamber.ca](http://richmondchamber.ca) or call the Chamber office at 604-278-2822. River Rock Theatre. No-host reception 5:30 pm. Dinner 6:45 pm. Tickets \$110 including GST. Table of 10 \$1,100 including GST.

**THURSDAY NOVEMBER 19**

## Business After 5

Join us for a great "Members Only" Networking experience with our hosts at Holiday Inn International, 10720 Cambie Road. 5:00 - 6:45 pm. Reservation are required.

**TUESDAY NOVEMBER 24**

## Lunch with Larry Berg, President & CEO, Vancouver Airport Authority

Location & Ticket information TBA. Registration 11:30 am Lunch Noon - 1:30 pm.

**THURSDAY NOVEMBER 26**

## Strictly Networking Breakfast 2009

Limited seating! Richmond Country Club, 9100 Steveston Hwy. Registration & Breakfast 7:00 - 7:30 am & Networking 7:30 - 9:00 am. Tickets: Members \$15.00+GST Non-Members \$25.00+GST

December

**THURSDAY DECEMBER 10**

## Annual Christmas Luncheon

Sheraton Vancouver Airport Hotel, 7551 Westminster Hwy. Registration & breakfast 11:15 am - Lunch Noon - 1:45 pm. Ticket Details TBA.

## The 2009 Green Car of the Year. Yes, the same colour as envy.



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When the Jetta TDI Clean Diesel was named Green Car Journal's 2009 Green Car of the Year<sup>®†</sup>, few people were surprised. With fuel efficiency of more than **1190 km per 55L tank<sup>††</sup>**, ultra low emissions, and the most torque in its class<sup>‡</sup>, this car truly has it all. And now, take advantage of Volkswagen's Green for Clean Program, with up to \$3,750 in incentives for recycling your old car for a cleaner vehicle. More details at your Volkswagen dealer or [vw.ca](http://vw.ca).



**Das Auto.**

[vw.ca](http://vw.ca)

\*Base MSRP of a new 2009 Jetta TDI Clean Diesel base model with 6-speed manual transmission is \$25,635 (including \$1,360 freight and PDI) financed at 0% APR for 36 months, equals \$712.08 per month. Dealer may sell for less. Down payment or equivalent trade-in, due at signing, may be required. Cost of borrowing is \$0 for a total obligation of \$25,635. PPSA, license, insurance, registration, any dealer or other charges, options and applicable taxes are extra. Offer ends December 31, 2009 and is subject to change or cancellation without notice. 2009 Jetta TDI Clean Diesel as shown is \$33,458 with options and accessories. Dealer order/trade may be necessary. \*\*Maximum of \$3,750 savings comprised of: (1) Volkswagen "Green for Clean" Program incentive of \$1,000 for lease or purchase of a new 2009 TDI Clean Diesel Sedan; (2) up to \$1,250 in incentives from the BC SCRAP-IT Program Society for the purchase of a qualifying vehicle following the scrapping of a qualifying vehicle. Incentives vary based on amount of CO<sub>2</sub> reduction, below or above 5 tonnes (\$750 or \$1,250). See [www.scrapit.ca](http://www.scrapit.ca) for full incentive details and conditions; and (3) \$1,500 PST reduction from the BC Government for the purchase of a new 2009 TDI Clean Diesel. For more information on the qualification for the PST reduction for fuel-efficient vehicles, visit [www.livesmartbc.ca/transportation/t\\_rebates.html](http://www.livesmartbc.ca/transportation/t_rebates.html). "Green for Clean" Program incentive available only with the purchase of a new 2009 TDI Clean Diesel Sedan. To qualify, customer must have a valid "Thank You" letter from the Clean Air Foundation. For full details and conditions, please see your Volkswagen dealer. Offer ends January 4, 2010 and is subject to change or cancellation without notice. †For more information, see [GreenCarJournal.com](http://GreenCarJournal.com). ††Based on the Government of Canada's estimated fuel consumption rating of 4.8L/100 km (highway) for the 2009 Jetta TDI Clean Diesel equipped with manual transmission and a 55L fuel tank capacity. City rating is 6.8L/100 km. Actual fuel consumption may vary based on driving conditions, driver habits and vehicle's additional equipment. ‡The Jetta TDI Clean Diesel has the highest torque rating in the compact car class. "Volkswagen", the Volkswagen logo, "Jetta" and "TDI" are registered trademarks of Volkswagen AG. "Das Auto & Design" and "TDI Clean Diesel" are trademarks of Volkswagen AG. "Green Car of the Year" is a registered trademark of R.J. Cogan Specialty Publications Group, Inc. © 2009 Volkswagen Canada.

# Hey, we asked...



**You are...**  
 ■ **Brian Williams**  
**of Ashton**  
**Service Group**

**How long in the**  
**business?**

■ 23 years

**How has the technology of**  
**your business**  
**changed?**

- GPS to help with vehicle tracking, dispatch and fleet maintenance
- computers for better customer data base management
- advances in tools for labour savings
- improved the client image of what we do
- advances in energy efficiency and water conservation

**How has recent legislation**  
**affected your business?**

- economic action plan has generated numerous government jobs for us
- HST, when it comes, will affect us the same as all service based companies

**How did it feel to be the**  
**recipient of the**  
**2008 Business of the Year Award**  
**26-70 Employees?**

- PROUD – proud of our company, our staff, our clients, everyone

**What impact (if any) has this**  
**had on your business?**

- recognition and acknowledgement by our clients and people that we met both socially and through business
- timing of winning the award was great based on the current economic conditions, Ashton is going through a growth spurt

**What's the weirdest or funniest**  
**thing that's happened on the job?**

- on a Saturday night, a major downtown restaurant called for a sewer backup – we got men and equipment on site to find that a pair of ladies “bloomers” were jammed in the sanitary sump pump system – the comment afterwards was that everyone hoped she had been luckier than the restaurant
- at other times, we have removed glasses, cell phones and even false teeth from toilets – once we return them to the client, we often wonder if they are used again....

# Welcome New Members

## AK Professionals Network Inc.

8291 Alexandra Rd.  
 Suite 205-210  
 Richmond, BC V6X 1C3  
 Phone: (604)-288-0077  
 Contact: Alan Lee  
 Email: alanlee@akfinancial.ca

## Awesome Nails & Spa

160 - 9040 Blundell Road  
 (Garden City Shopping Ctr)  
 Richmond, BC V6Y 1K3  
 Phone: (604)-278-3336  
 Contact: Lisa Tran  
 Email: tomhugh37@yahoo.com

## Coast Fraser Enterprises Ltd.

176E 53rd Ave.  
 Vancouver, BC V5X 1H8  
 Phone: (778) 869-3080  
 Contact: Frank Hui  
 Email: coastfraser@gmail.com

## F Sona Networks Corp.

Unit 100, 13200 Delf Place  
 Richmond, BC V6V 2A2  
 Phone: (604)-273-6333  
 Contact: Paul Erickson  
 Email: sales@fsona.com

## HC Property Services Ltd.

7191 Ash Street  
 Richmond, BC V6Y 2R9  
 Phone: (604) 725-0856  
 Contact: Hui Chu  
 Email: huichu58@hotmail.com

## Hoth Technical Services Inc.

48 - 5380 Smith Drive  
 Richmond, BC V6V 2K8  
 Phone: (604) 803-0527  
 Contact: Liam Hawthorne  
 Email: hoth@telus.net

## Ivy Institute of Social Design

Phone: (604)-207-6537  
 Contact: JP Sandoval  
 Email: jp@theivyinstitute.org

## Jameson Professional Painting & Handyman Service

11 - 10460 No. 3 Road  
 Richmond, BC V7A 4W5  
 Phone: (604)-418-1862  
 Contact: Matt Jameson  
 Email: mbjameson@shaw.ca

## Kimmie Graphics Creative Design Communication

11 - 7740 Abercrombie S. Dr.  
 Richmond, BC V6Y 3G6  
 Phone: (778) 892-7499  
 Contact: Kimberly Tiu  
 Email: info@kimmiegraphics.com

## Palms Day Spa Inc.

130 - 8200 Saba Road  
 Richmond, BC V6Y 4C6  
 Phone: (604)-278-4700  
 Contact: Maryam Shahgaldi  
 Email: info@palmsdayspa.ca

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 in  
**The Richmond  
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 Monthly  
 Newsletter**  
 please contact  
**Lesley Smith**  
 at  
**604-247-3705**  
 or by email:  
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# Around The Chamber

**Richmond Hospital/Healthcare Auxiliary Thrift Shop** "Curio" Sale will be held in our Thrift Shop at 3731 Chatham St., Steveston. Friday November 6th and Saturday November 7th, from 9:30 am to 12:00 pm AND 12:30 pm to 3:30 pm. There are over 200 treasures to be had, which include China, Glass, Silver, Brass, Jewellery, Vintage Linens, Pictures and Furniture. All proceeds to go to the Richmond Hospital.

**Volunteer Richmond Information Services** "Prepare Your Organization for 2010" workshop is being held on November 5 at Room 345/50, Richmond Caring Place (7000 Minoru Blvd. Richmond) from 6:00pm to 8:00pm. In this workshop, you will: Receive an overview of the O Zone, the official 2010 celebration site in Richmond, Be introduced to the 2010 transportation/traffic management plan. Leave with easy-to-use tools, templates and resources to help you assess the impact of the Games on your organization's operations and service delivery, Start developing your operational, communications and staffing plans. For more information contact Volunteer Richmond at (604)279-7020 or email info@volunteerrichmond.ca

**Lok's Hapkido School** will be holding its 13th Annual Dinner Banquet and Awards Dinner on November 28th at Shun Feng Seafood Restaurant at Unit 1425, 4380 No.3 Road (Parker Place) from 6:30pm. For more information contact Maria Chow at 604-307-8683.

**SOS Children's Village BC** is delighted to invite you to our 16th Annual Parade of Trees at Grouse Mountain. Tree decorating takes place December 3rd from 12pm-5pm and the Gala will be held at the top of Grouse Mountain from 6pm to 10pm. For all inquires about these events please contact: Ryan Butt at 604 582-2990 ext. 228 or email: ryanbutt@sosbc.org

**Congratulations! The Richmond Olympic Oval** has captured Gold in a showdown between the most acclaimed venues of the 2008 and 2010 Olympic Games. **Fast + Epp Structural Engineers** received the Gold award for Sports or Leisure Structures in the prestigious Institution of Structural Engineers 2009 Structural Awards which were announced in London, England October 9, 2009.

**The City of Richmond and Tourism Richmond** have launched the Share Richmond 2010 Olympic Contest which gives everyone the chance to win an opening or closing ceremony prize package for four people, including two sets of speed skating tickets, worth \$12,500. For more information or for all the details on how to enter and win visit www.allinrichmond.com/share2010.

**Steveston Community Society** presents "An Evening of Rhythm & Blues" on Saturday, November 7 at the community centre 4111 Moncton Street. For more information call 604-718-8094.

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