

Annual Report

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Burnaby
BOARD OF TRADE

Platinum



Langara.

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Gold



SUNOCO LP



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Silver



Thank You to Our Annual Partners.

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The Burnaby Board of Trade.

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We exist to make **Burnaby the best place to do business** by connecting government, people and businesses, amplifying their voices, and creating conditions for businesses to grow and thrive.



List names: *(Left to right, top row to bottom row)*

Amanda Jiang, Abhi Chahal, Anh Dang, Chris Wei, Mallory Gladman, Tiffani Santos,
Angie Whitfield, Denan Kuni, Ann Goncalves, Robyn Hastings, Frankie Andrews,
Gabriela Da Silva, Valentine Baretta, Sarah Rainey, Angela Grace Caguioa

A message from the **CEO.**

This year reinforced something I see every day in my work across Burnaby: people care deeply about the future of this city and want to play a role in shaping it.

“**Business leaders, community partners, elected officials, and entrepreneurs share a common belief that Burnaby’s best days are still ahead of us.**

Burnaby continues to earn recognition as one of the most innovative and dynamic business communities in British Columbia, and the Burnaby Board of Trade is proud to support and advocate for the businesses helping drive that momentum forward. At a time when the pace of change can feel relentless, Burnaby continues to stand out as a community grounded in stability and confident in its future.

One year ago, we shared BBOT’s 2026–2028 Strategic Work Plan and a vision for where we wanted to take the organization. Over the past year, we have begun turning that vision into action. We strengthened our advocacy and economic development efforts, expanded opportunities for businesses to connect and contribute, and continued to build partnerships that support Burnaby’s long-term success.

While I am proud of what we have accomplished this year, it is the people behind those accomplishments who inspire me most. Throughout this report, you will see examples of businesses investing in their communities, leaders sharing their expertise, and organizations working together to address challenges

and create opportunities. That spirit of collaboration is one of Burnaby’s greatest strengths.

Thank you to our members, Board of Directors, volunteers, partners, and dedicated team for your leadership, partnership, and ongoing commitment to strengthening Burnaby. I look forward to the work ahead and to the continued growth and success we will build together.



Angie Whitfield

CEO, Burnaby Board of Trade



A message from the **Chair.**

Despite the challenges facing the business community, it's been a remarkable year for the Burnaby Board of Trade and for its members

At every BBOT event, I'm reminded how Burnaby's strength lies in the ingenuity, resilience, and ambition of its businesses, large and small.

Following the adoption of our Strategic Plan, the BBOT has been guided by four key priorities: amplifying advocacy, fuelling economic development, elevating experiences, and uplifting our members. These pillars reflect how we aspire to show up for our business community.

I've been especially proud to see the BBOT's reach and impact grow in meaningful ways. The expansion of our Clean Energy Summit from a one-day event to a three-day conference signals both the opportunity in this space and Burnaby's ongoing role as a leader. Our 26th Annual Burnaby Business Excellence Awards welcomed a record number of attendees, underscoring the strength and vibrancy of our local economy.

Behind these successes is a dedicated team led by our CEO, Angie Whitfield, whose leadership continues to strengthen the organization and enhance the member experience. The launch of new internal committees, including the Membership Committee, Economic Development

Committee, and Women's Advisory Committee, has created new avenues for engagement, insight, and leadership within our community.

The BBOT's advocacy work continues to strengthen, ensuring that the voice of Burnaby's business community is heard clearly and constructively across all levels of government.

Thank you to our members, partners, and staff for your continued support and commitment. Together, we are building a stronger, more connected, and more resilient business community here in the City of Burnaby.



Carl Funk

Chair, Burnaby Board of Trade



The Treasurer's Report.

As the Treasurer of the Burnaby Board of Trade, I am pleased to present the Audited Financial Statements, as prepared by Reid Hurst Nagy Chartered Professional Accountants, for the year ended December 31, 2025.

In 2025, the Burnaby Board of Trade built upon the previous year of strategic transition, marked by the development of a new strategic plan, investments in operational infrastructure and a reassessment of key projects. In 2025, the Burnaby Board of Trade continued to see strong overall revenue growth and maintained a conservative approach to fiscal management. At year-end, the organization saw a bottom-line excess of revenue over direct costs and expenses of \$27,406. While this reflects a marked improvement from the \$(130,707) deficit reported in 2024, it should be noted that a significant portion this variance stems from the prior year's non-recurring costs that supported long-term organizational transformation.

Overall, the Burnaby Board of Trade's net revenues generated in 2025 after direct costs, were \$946,210 (2024: \$951,228). As a membership-based organization, membership revenues continue to serve as a core financial pillar, representing 36% of overall revenue. We saw a 1% decrease in membership renewals in 2025, demonstrating a need to further develop member outreach and engagement, and new member acquisitions also declined by 23%. These declines coincided with an internal restructuring of our membership team. With this renewed focus now in place, we see are already seeing the benefits in 2026, with more targeted outreach and improving revenue generation. We sincerely thank our members for their continued confidence and support.

Events and functions made the most significant contribution to our organization in 2025, representing 43% of overall revenue and surpassing membership revenue for the first time. Alongside our core events this was achieved with the help of the Clean Energy Summit. We would like to thank all the attendees and event sponsors for their support in making our new and events a success throughout the year. Despite a 25% increase in revenue from events and functions compared to the previous year, inflationary cost pressures led to tighter margins. This has led to a review of ongoing event costs with a view to improving margins in the forthcoming year.

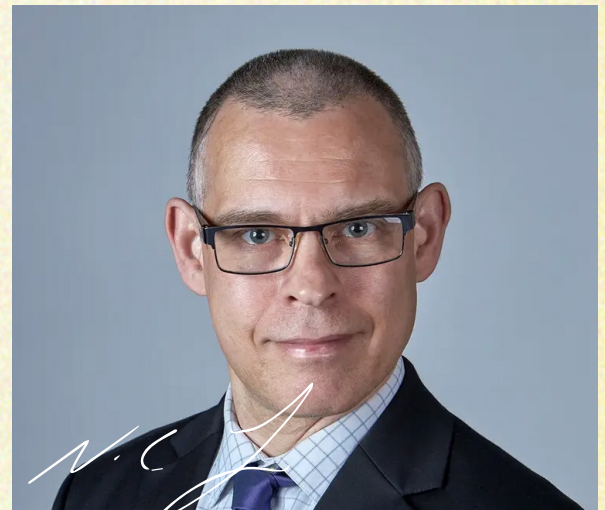
While net revenues after direct costs declined marginally by 0.5% in 2025, the BBOT managed to reduce total expenses by 15% compared to 2024, despite incurring a number of one-time strategic costs. This was achieved because of the prior year's nonrecurring recruitment and transition costs related to the hiring of our new CEO, the cessation of the Burnaby Works program in 2025, and through payroll cost reductions. Notably, when the non-recurring items are excluded from both years, operating expenses would have still decreased by 11%, reflecting the savings resulting from internal restructuring and natural attrition that commenced in the latter half of 2024. We do not anticipate these operational savings being replicated in the forthcoming year as the team has now been fully resourced.

On this adjusted basis, stripping out the nonrecurring strategic costs, the organization would have achieved a much more significant operating surplus, highlighting the BBOT's ongoing commitment to responsible financial management and operational efficiency.

Finally, as part of a comprehensive financial review involving processes, investment returns and risk management, we changed our banking partner to the Royal Bank of Canada and our auditor to RHN Chartered Professional Accountants.

Nick Johnson

Treasurer, Burnaby Board of Trade



Board of Directors.

Executive Committee

Chelsea Fitzpatrick-Lindsay x

Noodle Mercury Strategies
(through April 2026)

Carl Funk •

Interim Chair
Beedie Developments

Dana Martin *

Past Chair
Scotiabank

Nick Johnson *

Treasurer
ABC Recycling

Raj Sharma •

Chair, Board of
Governors
BC Hydro

Humphrey Ng *

Chair, Governance
Committee
Juuga Marketing

Directors

Carmen Gonzalez *

City of Burnaby

Lara Graham x

BIV
(through August 2025)

Paula Skaper *

33 Dolphins Growth
Strategy

Cynthia Lam •

GBC Law

Matthew Hui *

Belmar Consulting

Shiera Stuart x

Gateway Casinos and
Entertainment

Daniel Getz •

BCIT

Mike Kaerne •

HollyNorth Production
Supplies Ltd.

Tom Dielschneider x

Svante

Jason Wong •

YVR Prep

Navreen Gill •

Burnaby Family Life

Trevor Boudreau *

Simon Fraser University

Kristopher Kim-Sing *

KPMG

• seeking Re-Election

* serving 2nd Year of Term

x not Seeking Re-election

2026 Board Nominees.

Presented by the 2026 Nominating Committee

Dawn Farahani

BCAA | Vice President, People & Culture

Dawn Farahani is Vice President, People & Culture at BCAA, where she leads the organization's people strategy across talent, engagement, DEI, labour relations, and total rewards. She brings extensive experience in human resources leadership, including senior roles at Colliers International across North America. Dawn is known for aligning people strategy with business performance and leading complex organizational initiatives. She adds strong expertise in workforce strategy, organizational effectiveness, and governance to the Board.

Steven Piepgrass

HTEC | Chief Operating Officer

Steven Piepgrass is Chief Operating Officer at HTEC, where he leads engineering, construction, operations, and project execution across clean hydrogen infrastructure. With over a decade of senior leadership experience in energy systems—including natural gas, renewable natural gas, and hydrogen—he has led large-scale infrastructure projects and multidisciplinary teams. Steven brings deep technical expertise and a strategic understanding of the energy transition, adding significant value to the Board in clean technology, infrastructure development, and emerging economic sectors.

Claire Wang

Pacific National Exhibition (PNE) | Vice President, Finance and Corporate Services

Claire Wang is Vice President, Finance and Corporate Services at the Pacific National Exhibition, where she leads financial strategy and corporate services for one of British Columbia's most prominent entertainment organizations. Her role spans financial oversight, digital transformation, and enterprise operations, supporting complex, large-scale events and business activities. Claire brings over 18 years of experience across financial reporting, FP&A, audit, and corporate functions, including prior executive leadership as VP of Finance and Administration at Burnaby Hospital Foundation. She offers a strong ability to connect financial performance to strategic decision-making, adding depth in financial governance, operational oversight, and organizational effectiveness to the Board.

Justin Wood

Glentel Inc. | General Counsel & Vice President, Human Resources

Justin Wood is General Counsel and Vice President, Human Resources at Glentel Inc., where he oversees legal, governance, and people functions within a national telecommunications organization. His background includes progressive legal leadership roles with Pattison Food Group and Save-On-Foods, with expertise in corporate governance, risk management, and labour relations. Justin brings a strong governance lens, strategic thinking, and experience operating in complex, fast-paced environments, contributing valuable insight in risk, compliance, and organizational leadership.

An aerial photograph of a city skyline at dusk. The sky is a deep blue with scattered clouds. In the foreground, there is a dense residential area with many houses and trees showing autumn foliage. In the middle ground, several tall skyscrapers are visible, some with lights on. The background shows a hazy horizon with distant mountains.

“

*We Listen to **Lead**
We Create **Belonging**
We Accelerate **Action.***

2026–2028 Strategic Plan.

Focus Areas

Amplify Advocacy

Championing the Voice of Burnaby's Business

BBOT acts as the trusted voice and connector between business and government, advocating for a thriving, inclusive and sustainable economy in Burnaby.

Fuel Economic Development

Creating the Conditions for Businesses to Grow and Thrive

The BBOT will champion an inclusive and forward-looking economic development agenda in partnership with the City of Burnaby, acting as a catalyst for opportunity, competitiveness, and investment attraction.

Elevate Experiences

Delivering High-Impact Programs and Events That Inspire, Equip and Connect

The BBOT will reimagine its programs and events to be purposeful, inclusive, and adaptive—meeting real business needs and fostering meaningful engagement.

Uplift Members

Building a High-Value, Connected, and Representative Business Community

The BBOT will ensure membership delivers measurable value, fosters meaningful connections, and reflects the full diversity of Burnaby's business landscape.

Amplify Advocacy.

Strong communities need a strong business voice. As the voice of Burnaby's business community, BBOT works to ensure local businesses are informed, represented, and heard on the issues shaping our economy. Through government relations, strategic communications, policy development, member engagement, and community partnerships, we bring forward business perspectives, strengthen relationships, and help influence decisions that affect Burnaby's future.



The Burnaby Board of Trade is a critical partner in advancing a strong, resilient economy. By championing local businesses, amplifying their voice, and connecting them to new opportunities, the Board plays a central role in positioning Burnaby as a leading hub for investment, innovation, and trade.

Paul Choi, MLA, Burnaby South-Metrotown
Parliamentary Secretary for Trade



Amplifying in Numbers

337,054+

Digital impressions generated, amplifying the voice of Burnaby businesses.

104,402+

Accounts reached, increasing awareness of local business and economic opportunities.

1,194

New followers, expanding BBOT's community.

66

Government, industry, and community engagements, strengthening relationships and influence.

52

Weekly business updates delivered, keeping members informed and connected.

14

Advisory and advocacy committees, ensuring business perspectives are represented.

4

Levels of government engaged to advance business priorities.

2

Provincial policy resolutions advanced through the BC Chamber network: Housing Affordability and Strengthening Canada's Critical Minerals Supply Chain for a Clean Economy.

A Seat at the Table

Advocacy begins with representation. The BBOT brought the voice of Burnaby's business community to advisory committees, working groups, and leadership tables where priorities are discussed and decisions are shaped.

Where We Listen

- Economic Development Committee
- Government Relations Committee
- Women's Advisory Committee
- Membership Committee

Where We Represent

- City of Burnaby Environment Committee
- City of Burnaby Transportation Committee
- City of Burnaby Public Safety Committee
- Healthy Community Committee
- Tourism Burnaby Board
- BC Chamber Policy Review Committee
- Mayor's Task Force on Economic Growth & Resilience
- MLA Business and Economic Leadership Council
- Invest Vancouver Advisory Committee
- Burnaby Intercultural Planning Table



Fuel Economic Development.

A strong economy creates opportunities for businesses to invest, attract talent, innovate, and grow. Through strategic partnerships, economic leadership, and community collaboration, BBOT works to help shape the conditions that support business success and strengthen Burnaby's position as one of British Columbia's most dynamic business communities.

“*BBOT brings real energy and intention to how economic development shows up locally. Their deep understanding of Burnaby's economy, and their ability to convene the right voices at the right time, creates meaningful conversations that reinforce the importance of community-led economic development. That kind of place-based leadership is essential to building a strong, competitive economy.*

Katie Fitzmaurice, Invest Vancouver



Fuelling in Numbers

116 Years

Supporting Burnaby businesses and contributing to a strong local economy since 1910.

32 Years

Working alongside the City since 1994 to support business growth, strengthen competitiveness, and help shape Burnaby's economic future.

5

Strategic leadership appointments advancing Burnaby's voice in regional and provincial decision-making.

3

Economic surveys shared to inform planning, policy, and economic priorities.

1

Economic Development Committee launched to strengthen collaboration and guide priorities.



Elevate **Experiences.**

Through member engagement; we heard clearly that events remain one of the most valued aspects of BBOT membership. This year, we focused on delivering more intentional and impactful experiences that bring people together, spark timely conversations, and create opportunities for collaboration, learning, and business growth.

“As a Relationship Manager, Commercial Banking at RBC, **I value spaces that foster genuine relationships, and BBOT consistently delivers.** Their events are thoughtfully curated, creating meaningful opportunities to engage, learn, and strengthen both business and community connections.

Mayette Salen, RBC



Record breaking attendance at 26th Annual BBEA

Hosted at Brian Jessel BMW, our largest Business Excellence Awards yet reflected the remarkable growth, innovation, and success taking place across Burnaby.

Elevating in Numbers

3,683

Connections made through attendees at BBOT events, bringing Burnaby's business community together.

76

Government and industry leaders featured, creating direct access to decision-makers, business leaders, and emerging ideas.

51

Opportunities to learn, connect, and engage through networking events, business forums, educational sessions, and celebrations.

26 Years

Celebrating business excellence through the Burnaby Business Excellence Awards.

4

Strategic programming themes focused on Workforce Development, Equity, Diversity & Inclusion, Climate & Sustainability, and International Connections.

3 Days

Clean Energy Summit expanded from one day to three, attracting participants from across Canada and around the world.

1

Women's Advisory Committee relaunched to create meaningful opportunities for connection, mentorship, and leadership.

Women's Advisory Committee

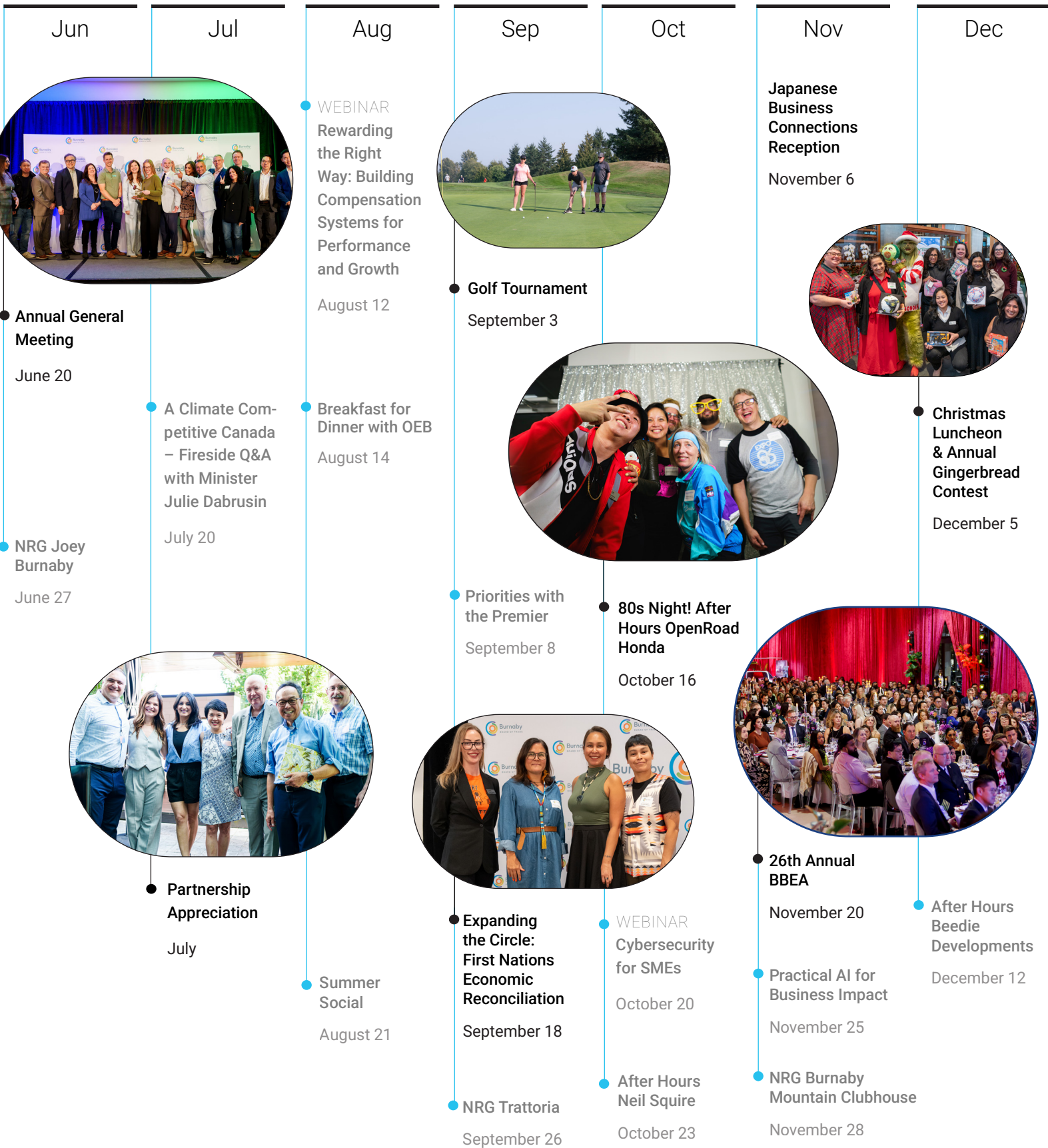
The BBOT proudly relaunched the Women's Advisory Committee to create more opportunities for women in Burnaby's business community to connect and support one another. The strong response to the committee's relaunch reinforced the importance of creating spaces where women can share experiences, exchange ideas, and build lasting connections across Burnaby's business community.







Clean Energy Summit

Expanding opportunities for innovation, investment, and sector growth while welcoming attendees from around the world to Burnaby.

2025



2026

Jan	Feb	Mar	Apr	May	Jun
<ul style="list-style-type: none"> NRG Whitespot Kensington January 30 	<ul style="list-style-type: none"> Lunar New Year Luncheon February 12 Building Predictable Sales Growth with EleWin Consulting February 19 Clean Energy Summit February 25 - 28 	<ul style="list-style-type: none"> New Member Reception March 12 Economic Address with Premier Eby March 13 How AI is Changing Cybersecurity with VCURA March 25 Rise Together: Women in Business March 26 NRG Hilton Hotel Vancouver Metrotown March 27 	<ul style="list-style-type: none"> Burnaby United: Preparing Burnaby Businesses for FIFA World Cup April 9 After Hours BC Centre for Ability April 16 	<ul style="list-style-type: none"> What CUSMA Means for Burnaby Businesses May 6 A Taste of Station Square with Holiday Inn May 7 Local Government Reception May 11 Right Relations with the Indigenous Business Community May 13 Laying the Groundwork: Delivering Critical Infrastructure Amid Economic Uncertainty May 21 	<ul style="list-style-type: none"> State of the City June 8 WEBINAR Commercial Solar 101 June 10 NRG OEB June 17

Uplift **Members.**

Uplift Members remained a key focus for BBOT this year, with continued efforts to strengthen the overall member experience across every touchpoint. From improved communications and onboarding to enhanced engagement opportunities and member support, BBOT focused on creating a more seamless, valuable, and connected experience that strengthens each member's investment in the organization.

“*Our membership with the Burnaby Board of Trade has delivered one of the strongest returns on investment we've seen as a business. The relationships, visibility, and advocacy opportunities that come through BBOT membership have created real value for our company and our team and the community we serve.*

John McCarthy, McCarthy Properties



Uplifting in Numbers

503

Active member portal users, connecting members to events, resources, benefits, and business opportunities.

216

Member stories and business updates shared, increasing visibility across the BBOT network.

70

Business resources shared, highlighting funding opportunities, programs, and tools to support growth.

68

Businesses visited, strengthening relationships and learning directly from members.

34

Community events promoted, connecting members to opportunities across Burnaby.

25+

Exclusive member benefits, providing savings and value-added programs to maximize membership.

20+

Member-to-member offers, encouraging members to support one another and strengthen local business connections.

Membership Committee

The BBOT proudly reintroduced its Membership Committee, bringing together nine talented and diverse members and Board Directors dedicated to strengthening member engagement and connection. The committee plays an important role in supporting fellow members through peer-to-peer relationship-building and engagement, while helping businesses maximize the value of their BBOT membership. Through their expertise and community connections, the committee also helps support the continued growth, reach, and long-term success of BBOT's membership community.

BBOT Ambassadors

Chad Schmidt

S+F Group Benefits Inc.

Samantha Kruchak

IDRS - Data Print Mail

Cindy Lee

Burnaby North Road BIA

James Chung

Coit Services

Cathy Kuzel

Connected Woman

Erin O'Kane

Mulberry PARC

Jemia Zagiel

Pacific Ropes Contracting Ltd.

This year, we welcomed **131 new members.**

#SmartCohort

A5 Cleaning Services

Acsenda School of Management

Aiman El-Ramly Promotional Group

Alfred Horie Construction

Amray Land Surveying Ltd.

Anna Gradie Coaching

Best Western Plus Burnaby Hotel

Big O Tires Burnaby

Blanc Restaurant Group Inc.

BlueForce Energy Holding Inc.

Burnaby Housing Authority Corporation

Burnaby Sports Hall of Fame

Callizen Learning Inc.

Can-Design Enterprises Ltd

CHY Design

Cittabase Solutions Inc

Civic Innovation Lab

Clutter to Cash Vancouver

CoFunction Workspaces Ltd.

Consulate General of Ireland

CopperTeams Canada Inc.

Costco (Burnaby-Brighton)

Costco (Burnaby-Willingdon)

CUPE BC Division

Delta Q Technologies Corp.

Dhinsa Law Office

Discussions by Design Consulting Services

Distinctive Tech & Media Literacy

Dixon Mitchell Investment Counsel

Dolce Amore

DP World Canada

EastWest Physiotherapy

ECO Canada

Edward Jones - Anna Li

Edward Jones - Hedieh Rahmani Tehrani

ElektraFi Innovations Inc

Empowered Development Ltd.

EQUINOX HVAC

FireHealth

FORGE Technical Solutions

Frame & Associates Consulting Inc.

Freshet News

Globe Gen Energy

Gold Key Insurance - Trisha Arnold

Golden & Associates

Happy Gilmore Golf

Happy Tails

Harmony Haven Landscaping

Hong Kong Airlines Ltd.

IATSE Local 891

Il Cappello Enoteca

Imperial Motorcycles Ltd.

IPOP - Inclusive Place of Pickleball

ITgrity Technologies Inc.

J.C.Smart Power Grid Solutions Ltd.

LC Fitness Management

Leadershyft

Lee's Donuts Brentwood

Lee's Donuts Gastown

Lee's Donuts Granville Island

Limitless Snow Removal Corp.

LOCAL Cannabis Co.

Melina Solutions

MEM Services, Ltd. DBA Servus Group
MET Fine Printers
Metroplace Strata Corporation
Mint Auto Body & Glass ICBC
Next Pin Travel
North Focus Media
NutraEx Food Inc.
On Your Own Time
One Oak Counselling
Onion Strategy
Only Strata Snow Removal
Open Door Group
OpenForm Management Ltd
OpenRoad Audi Boundary
Outgrowth SEO
Pacific Fasteners LTD
Pacific Mergers and Acquisitions Inc.
Pacific National Exhibition
PalaTable Catering & Events Ltd.
Prime Boiler Services
ProSafe Training School - Burnaby
Campus
Public Storage
Puggers Video Production
REP IT UP Solutions Ltd.
RevoGen Energy Ltd.
Roco Build Construction Inc.
Saddleback Church Vancouver
Sandler by EleWin Consulting Inc.
Securisquad Services Ltd.
ServiceMaster Clean of Vancouver
- Specialty Cleaning
ServiceMaster Restore
Shift
Skede Solutions Ltd
SMIJ Marketing & Media
Society to End Homelessness
Sol Benefits Consulting
Spin Key Media
Stagevision
Stor-X Organizing System Burnaby & New
Westminster
SustainTech Solutions Inc
SYNQ Labs
Tecnet Canada Inc.
TimeBack
TLD, a corporate division of London Drugs
Tranquility Tax Solutions
Two Oceans Ventures
Uthervers Digital Inc.
Value Property Group
Van Cheong Tea Inc.
Vancouver Rise FC
VCURA
Veridian Wellness Clinics
Voltech Fire Protection
WasteKnot Weddings & Events
Wholesale Energy
WonderPoint Wellness Centre
WorkSafeBC
Yo-Bones BBQ Catering
Zukaro Media Roco Build Construction Inc.

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