

Entrepreneurs NEWS

Summer 2010

Message from the President

I am extremely pleased with the 14th Annual Chinese Canadian Entrepreneur Awards Gala that was successfully held on April 10, 2010 and attended over 760 people. You may have noticed that this year, we have introduced a new award, namely, the Best Asia Pacific Business Award to recognize exceptional contributors in Canada that use Hong Kong as a gateway to expand their business into China and the Asia Pacific. Also, we have started the planning of our 15th Anniversary Awards Gala event to be held on 2nd April 2011. Please make sure you put this date on your calendar, so that you won't miss it.

In May, our Business Forum sponsored by TD Canada Trust was a very successful event and attracted over 400 people to listen to our awards winners sharing their success stories, followed by many informative breakout sessions and booths participated by many government agencies. We did a survey where almost half of the surveyed participants are thinking of starting up a business (42%) and while 58% are existing businesses. 95% of the audience rated the event from "Good to Excellent". This will definitely become our second signature event.

June was extremely busy for ACCE when we held the annual appreciation dinner for sponsors, volunteers and winners. Appreciation plaques were presented to volunteers and sponsors.

We are proud to have partnered with Kotra on its ICT Road Show Canada 2010 that showcased over 40 Korean vendors held at the Hilton Suites Hotel in Markham. It was a big success with more than 300 attendees. We are pleased to have recruited many new members during this event, because of the fact that ACCE constantly provides many benefits to its members. ACCE actively promotes business solutions to its members through trade shows, networking opportunities and business forums.

Our Golf Classic Tournament is proudly sponsored by the RBC Royal Bank of Canada, to be held on the 15th July at Angus Glen Golf Course. This will provide great networking opportunities for our sponsors, winners and members.

ACCE will launch a "Welcome Kits for Newcomers" in July. Many thanks to BMO Bank of Montreal for being the title sponsorship. Other participating sponsors include Wal-Mart and the Government agencies. ACCE hopes the information in the kits will help many more newcomers to overcome any challenges in settling down and especially learn how to get started in business through the many useful information and brochures provided by various government agencies.

I am very honored to have served with ACCE for the last 2 years as President. I am very proud of the achievement of the current Board of directors that has served with me during my presidency. Equally proud of the fact that ACCE has achieved many new milestones and will leave a good legacy for the in-coming new Board of directors in the upcoming September Annual General Meeting, to formulate our 2011-2012 strategies.

Wishing you a good summer with lots of fun.



Royson Ng
President



▲ ACCE President Royson Ng presented an appreciation plaque to title sponsor: Ms. Lesley Lawrence of BDC.

◀ All winners, sponsors, guests and ACCE Directors at 2010 Chinese Canadian Entrepreneur Awards Gala

Lifetime Achievement Award Mr. Bing Thom, Bing Thom Architects Inc.

During a sparkling 40-year career, Vancouver-based architect Bing Thom has spread his innovative design and urban planning concepts across Canada and the world.

His most notable creations include the Hong Kong Pavilion at Expo '86, Canada Pavilion for Expo '92 in Seville, Spain, master urban plans for the City of Dalian and the City of Yuxi in China. Other signature projects include UBC's Chan Centre for the Performing Arts, Richmond's Aberdeen Centre and Washington, D.C.'s Arena Stage theatre complex.

Bing Thom was born in Hong Kong in 1940 and moved to Vancouver in 1950 with his two older brothers. At that time, none of them could speak a word of English.

The 1958 Brussels World's Fair showcasing the world's best architecture and design made a huge impression on him. He began studying architecture at UBC and graduated in

1966. After earning a master's degree in architecture at UC Berkeley and working in Singapore and Tokyo, Thom joined the renowned architect, Arthur Erickson's firm.

In 1980, he founded his own firm, Bing Thom Architects, seeing himself in the tradition of the "master builder". With his strong trans-Pacific roots, his thinking is a fusion of Asian and Western cultural influences.

The Bing Thom Architects Foundation has supported numerous cultural and social activities. He is also serving on the Boards of the University of British Columbia and the Vancouver Public Library.

He received various awards, not limited to the Order of Canada, the Queen Elizabeth II Golden Jubilee Medal, and the 2010 Royal Architectural Institute of Canada Architectural Firm of the Year Award.



Mr. Rizwan Ahmad, VP, Commercial Financial Services of RBC; Mr. John Man, VP, Asian Commercial Financial Services of RBC and Mr. Royson Ng, President of ACCE presented the Lifetime Achievement Award to Mr. Bing Thom, Bing Thom Architects Inc.

Entrepreneur of the Year Mr. James Jiang, Canada Menergy Corporation



Ms. Vivian Abdelmessih, Senior VP, Business Banking, TD Canada Trust presented the Entrepreneur of the Year Award to Mr. George Jiang, Co-founder, Canada Menergy Corporation.

Canada Menergy Corporation is improving the environment, one heat pump installation at a time. Menergy is one of the largest providers of professional ground source heating and cooling in Canada and China.

Menergy, founded by Mr. James Jiang, with its head office located in Toronto, focuses its efforts on underground conductivity research and development, geothermal systems installation, heat pump manufacturing and energy performance contract management projects. The company owns many patents in the areas of energy conservation and environmental protection.

Menergy has a twenty seven years track record in Canada. With more than three hundred full time employees worldwide, the company has become

an international leader specializing in geothermal ground source heating and cooling systems - an environmentally friendly heating and cooling option.

Menergy co-operates with Beijing University of Technology, Tianjin University and high-level academics in a research & development program. Joint research & development areas include Ground Conductivity Testing Devices, Ground Source Heat Pumps and underground design software. Its Ground Source Heat Pump (GSHP) series is the most advanced and best available anywhere.

"Advanced technologies, Scientific concepts, Quality services are the core elements of Menergy's success". Menergy's popularity is on the rise. Paving the Way for a Greener Tomorrow is Menergy's mission statement.

Award of Merit Mr. Kim Zhang, Tian Bao Travel

Mr. Kim Zhang and his wife Pamela established Tian Bao Travel Inc. in Toronto, Canada since 1992, from a two person small travel agency to currently one of the Canada's largest and most innovative, reliable and reputable Travel Companies. Rapidly growing and expanding during the last 18 years, Tian Bao Travel Inc. has now a team of over 70 well-experienced employees working with a group of travel experts in the management level, with 10 offices located in Toronto, Montreal, Vancouver and Shanghai respectively.

With the leadership of Kim and his wife, Tian Bao Travel Inc. has been successfully built up its strong foundation in the travel industry. By observing marketing changes, Tian Bao Travel has been transformed from a ticketing agency to a full service travel Company, offering air tickets, tour packages, cruise vacations, rail service, travel

insurance and escorted tours to China, Asia, Europe, Africa and Mediterranean destinations etc..

Thanks to the great support of all the Tian Bao's valuable customers, the Company was able to achieve a continuing impressive record of sales based on high standard products, distinctive services and the personal and professional integrity of the staff and business practices. Recently, Tian Bao Travel has been appointed as the exclusive General Sales Agent of the admission ticket and group hotels for 2010 Shanghai World Expo in Canada.



MPP Monte Kwinter, Parliamentary Assistant to the Minister of Economic Development and Trade presented the Award of Merit award trophy to Mr. Kim Zhang, Tian Bao Travel.

Best International Business Award Ms. Irene Zhang, Everest Clinical Research Services Inc.



Mr. Mark Bolger, Regional Manager, Asia, Export Development presented the Best International Business Award to Ms. Irene Zhang, Everest Clinical Research Services Inc.

Irene immigrated to Canada from China in the mid 1980's and wanted to become a successful statistician. After receiving her Masters degree in mathematics and statistics from Queens University in 1989, she landed a job with Johnson and Johnson. In 1992, she then went to work for the Upjohn Company as the first biostatistician of the statistical unit.

Her hard work and persistence paid off. By 1997, Irene had become the director of her unit and during that time, UPJOHN had merged with PHARMACIA making it one of the top 10 pharmaceutical companies in the world. After many years of success with Pharmacia, she decided it was time to step out on her own.

Irene realized that there was a niche in the pharmaceutical marketplace and she wanted to fill it. She formed EVEREST Clinical Research Services Inc. in 2004.

Everest Clinical Research manages medical statistics and programming for pharmaceutical and biotech companies. Irene knew that many Pharmaceutical companies outsource these services, and she forged ahead to make Everest the firm these companies would turn to. She managed to pull together a team of 15 of her former employees and created the independent contract research organization.

Irene has established many contacts in the pharmaceutical industry and was able to market her company's services successfully. Today, she has more than 60 employees with offices in Toronto and New Jersey. Sales have doubled over the last three years, and plans are being made to open a third office soon in Shanghai.

Best Asia Pacific Business Award Mr. Patrick Lau and Mr. Damon Lau, Round 5 Corporation

The brothers Damon and Barron have been involved with mixed martial arts since they were kids. While working at their Father's advertising company, Damon had an opportunity to meet mixed martial arts superstar Randy Couture. After becoming good friends, they and the legend teamed up to form a business appropriately named Round 5.

It was during a brainstorming session where the two were talking about developing MMA related products, that Randy and the brothers Lau, came up with an idea about designing and manufacturing their first series of collectible Martial Arts figurines.

The brothers were a terrific team. Damon, with his sales and promotional skills managed to recruit Chinese manufacturers in Hong Kong to produce their collectibles, and brother Barron came up the artistic designs. Patrick offered his advertising agency's resources and joined his sons on a quest to promote and market

their products.

Large retailers like Walmart were one of the first to sign up to sell their figurines. Soon after, Round 5 acquired a licensing agreement with the Ultimate Fighting Championship (UFC) which now gives them access to literally hundreds of Martial Arts celebrities.

After their success with Walmart and signing with the UFC, Jakks Pacific, one of the biggest toy manufacturers in the world, wanted in on the action and formed a strategic alliance with the Lau's and now, Round 5 has access to many untapped international markets!

Today, over 6,000 retail outlets in North America including Toys R Us, Target, K Mart, Zellers, Best Buy and of course, Walmart, carry their products. And, the popularity of their figurines doesn't seem to be letting up. Sales continue to increase worldwide.



Ms. Maureen Siu, Executive Director, Hong Kong Economic & Trade Office presented the Best Asia Pacific Business Award to Mr. Damon Lau and Mr. Patrick Lau, Round 5 Corporation.

Most Progressive Award Mr. Juan Lau, Icon Digital Productions Inc.



Mr. Harley Mintz, Vice Chairman & Tax Partner, Deloitte & Touche LLP presented the Most Progressive award to Mr. Juan Lau, Icon Digital Productions Inc.

Making a Big impression is what Icon Digital Productions is all about!

Since 1995, Icon Digital Productions set out on a mission to be the leader in large format digital printing and helping companies with their print promotions and advertising needs. Icon features a state-of-art production facility that is equipped with the most comprehensive array of leading edge technology in the industry, capable of producing "BIGGER THAN LIFE" graphic visuals for major companies across Canada and the US.

If you've ever watched a Maple Leafs hockey game or a Raptors basketball game at the Air Canada Centre, TTC buses wrapped as a chocolate bar or stage backdrops in theatres, chances are you've witnessed Icon Digital Productions at work!

Known for their quality workmanship and execution of large promotional projects, Icon has earned trust and loyalty among major companies like: Sony, Maple Leaf Sports, Entertainment, Christian Dior, Hudson's Bay Company, Clear Channel, Guess Jeans, Shopper's Drug Mart, and Nestle, to name a few...

In 2009, Icon launched its new digital signage division Gridcast, to help companies deploy digital signage networks. To date, their signage division has successfully deployed screens at Pearson International Airport, Hudson's Bay, Dundas Square, Bank of Montreal and cosmetic counters in retail locations across Canada.

Icon's motto is to "excel at all things large"... and from the looks of things... their future is only going to get BIGGER.

Best Community Service Award

Dr. Chi-Ming Chow, C. M. Chow Medicine Professional Corporation

Dr. Chi Ming Chow is a well-established medical professional who is very active within his community. He is a Board member and media spokesperson for the Heart and Stroke Foundation of Ontario (HSFO). He is also the vice president of the Chinese Canadian Council, HSFO. For many years, Dr. Chow has made it a priority to promote health and wellness to the public paying particular attention to the Chinese Community.

In an effort to do this, he has served as co-chair of the HSFO Chinese public symposiums for several years. He is the producer and medical consultant for a series of Chinese DVDS entitled: TAKING CONTROL - the series looks at heart health and lists preventative measures each of us can take in order to make our lives and heart more health.

Dr. Chow also makes numerous appearances on National and Local television as a spokesperson,

relaying vital information and news about cardiovascular health to both the Chinese and mainstream media.

And, as if his days weren't busy enough...Dr. Chow has also found time to author a number of popular medical education software programs which are being widely used by medical professionals and students across the world.

His contributions to the medical community as well as the Chinese community have not gone un-noticed. He has been the recipient of the coveted John Reudy Award for Innovation in medical education by the Association of Faculties of Medicine of Canada and Dalhousie University as well as receiving the Heart and Stroke Volunteer Award of Excellence in 2007 and 2008.



Mr. Cyril Lai, Regional General Manager, Ming Pao Newspapers (Canada) Ltd. presented the Best Community Services award to Dr. Chi-Ming Chow, C.M. Chow Medicine Professional Corporation.

Most Innovative Award

Mr. Idris Mootee, Idea Couture Inc.



Ms. Susan Gordon, VP, National & Regional Marketing, Rogers Communications Inc. presented the Most Innovative award to Mr. Idris Mootee, Idea Couture Inc.

Idea Couture Inc. is a strategy and innovation firm. The company started by Idris Mootee in 2008, aims to make corporations in Canada and around the world... "the best they can be".

Idea Couture helps companies find their major flaws or deficiencies in operations, manufacturing, product marketing and other areas and outlines a game plan to correct those deficiencies. The company helps companies build bridges between the ever changing technological culture and their own. Helping them to better understand ways in which to make their company more successful in the new emerging marketplace.

Idea Couture does this, by physically moving into the company, watching day to day operations, diagnosing the problem and moving ahead to develop a marketing strategy that will successfully lead the organization toward success.

Idris Mootee believes that executives in any organization hold the keys to their own success. He says that executives need to demonstrate a strong degree of uniqueness or strangeness. Strangeness is defined as "innovation", "diversity", "authenticity", and "originality".

Mootee believes that the most powerful tool executives have at their disposal, is their imagination, their own will to innovate or "be different" from the rest, and to empower their managers to do the same. This is where Idea Couture comes in to play.

Mootee believes there are eight ways to make innovation happen:

1. Wear different hats
2. Demand more attention to detail
3. Use the lenses of other domains
4. Ask more questions
5. Ask more POWERFUL Questions
6. Investigate "different" ways to do things
7. Foster new knowledge
8. Create a visual/verbal journal - "a picture says a thousand words"

Best Start-up Award

Mr. Jason Lu and Ms. Debbie Fung, Yoga Tree Inc.

Health and Wellness has become the mantra for a Canadian couple whose mission is to improve the lives of others.

Jason and Debbie Lu have a love for the practice of Yoga. So much so, that they both decided to leave the corporate world behind them and branch out into their own business offering Yoga Classes of their own. They formed Yoga Tree in December of 2007 and have never looked back.

Yoga Tree Studios are unique. Not only do they promote health and well being proactively through its' Yoga classes, they also offer specialty seminars and workshops for women and seniors and fitness classes for mommy and baby.

Yoga Tree is truly a full service health and wellness

business. In less than two years, the company has grown by leaps and bounds - serving more than 4,500 people and offering over 75 yoga classes each week.

Yoga Tree has also gained recognition within the Richmond Hill and Thornhill Communities by assisting in fundraising initiatives for those respective communities. Their popularity has grown so much that founder Jason Lu was approached by an athletic wear company, Lululemon to act as their spokesperson for their very popular brand.

Jason and Debbie's unique personal approach to business has touched the lives of many, and as the demand for their Yoga and Wellness classes grow, they are living proof that sometimes.. all it takes is passion and a dream!



Mr. David Kuo, District VP, Metro Toronto, HSBC Bank Canada presented the Best Start-up award to Ms. Debbie Fung and Jason Lu, Yoga Tree Inc.

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5. Mr. Adrian Cheung, Director, Multicultural Markets, Greater of Toronto Division, BMO Bank of Montreal presented scholarship cheques to scholarship winners at the 2010 CCEA Gala.

6. Cheques presentation to two charities: Heart & Stroke Foundation and S.E.A.S. Centre at 2010 CCEA Gala.

1. Hon. Diane Finley, Minister of Human Resources and Skills Development Canada, presented greeting message plaque on behalf of the Prime Minister Stephen Harper to ACCE president Royson Ng.

2. Past winners, honorable guests, and title sponsor representatives at ACCE Winner Club Reception and dinner sponsored by BDC.

3. An ACCE Winner Club Reception and dinner was held on May 7, 2010. (From left) Royson Ng; David Agnew, President of Seneca Collage; Gail Shea, Minister of Fisheries and Oceans; Raymond Kwan, President of Amsdell; Edward Zheng, Chief Executive Officer of Amsdell; Michael Chan, Minister of Tourism and Culture and Frank Scarpitti, Mayor of Markham.

4. Distinguished guests at CCEA 2010. (Front row from left) Hon. Diane Finley, Minister of Human Resources and Skills Development Canada; Hon. Michael Chan, Minister of Tourism and Culture; His Worship Frank Scarpitti, Mayor of Town of Markham and MPP Monte Kwinter, Parliamentary Assistant to the Minister of Economic and Trade. (Back row left 6 & 7) Madame Tao Ying Zhu, Counsel General of The Consulate General of the People Republic of China in Toronto, and Mr. Ming Wu Hou, Counsel of Consulate General of the People Republic of China in Toronto.

Wilbert W.C.Lai, M.B.A., C.M.A.

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1. ACCE Directors and Advisors at Mayor Scarpitti's Annual Business Address & Luncheon on 19 May, 2010.
2. Sponsors, speakers, ACCE Directors & Advisors at the 2010 ACCE Business Forum.
3. 2010 ACCE Business Forum

4. ACCE appreciation dinner was held on June 17, 2010. Royson Ng presented appreciation plaques to all award sponsors.

5. Appreciation plaque presentation to 2010 CCEA sponsors.

6. Korea ICT Roadshow Canada 2010. (First row from

left) Kwan S Kim; MPP Charles Sousa, Director General, Kotra; Yun Sik Kim, Consul General, Consulate General of the Republic of Korea, Toronto; Jin In Hong, MP Lois Brown, Royson Ng, Yong H Lee. (Back row from left) Chan S Kim, and Jim Brown.

7. All ACCE Directors, members, volunteers and guests at the ACCE Appreciation Dinner 2010 at Diamond Banquet Hall.



Date	Event
September 23	ACCE Annual General Meeting
October 19	15th Chinese Canadian Entrepreneur Awards media conference
October 21	ACCE "Networking to Learn Seminar" – details to follow
November 18	ACCE "Networking to Learn Seminar" – details to follow
December 9	Christmas Celebration

Upcoming Events

Board of Directors (2009-2010)

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ACCE, home of the Chinese Canadian Entrepreneur Awards, annually recognizes companies or individuals who have achieved high levels of success or have contributed great value to the community. It is our objective to assist Chinese Canadians to develop and grow new businesses through the sharing of expertise, workshops, networking, mutual support, and to strengthen their competitiveness in both the local and global marketplace.

The Association of Chinese Canadian Entrepreneurs (ACCE),

formerly known as "Chinese Canadian Entrepreneur Club", is a non-profit organization incorporated in 1994. In 1995, the Association signed a letter of co-operation with the Centre of Entrepreneurship of Centennial College to foster entrepreneurship training.

Since 1992, the association has been organizing various seminars for business people and entrepreneurs. In 1997, in association with Centennial College, Ministry of Economic Development and Trade, PricewaterhouseCoopers (formerly known as Coopers & Lybrand) and Ming Pao Daily News, we held our first Chinese Canadian Entrepreneur Awards.

Our mission is to encourage entrepreneurship and to strengthen the competitiveness of Chinese Canadian business in the global market. It is also our objective to assist Chinese Canadians to develop new businesses by sharing their expertise through quality training and mutual support. Our processes include providing a network for members to share resources, organizing seminars, workshops, conferences and other special programs on relevant business topics, and facilitating communication between government official and new businesses. A new initiative is to assist entrepreneurs to explore and develop the trade potential in the Asian Pacific Region for Canadian goods and services.

As a non-profit organization with ambitious goals, we need continued support from our members and the Chinese business community as well as assistance from our friends in the Canadian business environment.

You are welcome to join us in our future endeavours and dreams.

Mission Statement

- To promote entrepreneurship in the Chinese Canadian community.
- To recognize the contribution of Chinese Canadian Entrepreneurs.
- To encourage new business start-up.
- To promote social responsibilities in entrepreneurs.

Main Events

Chinese Canadian Entrepreneur Awards

Join us each April at our Awards Gala where we recognize 6-8 outstanding Chinese Canadian Entrepreneurs.

ACCE Business Forum

A chance to learn from and network with the most recent Award recipients.

ACCE Golf Classic

It is a special day that our guests, both corporations and individuals, celebrate summer with joy and excitement with their business partners as well as friends. The event also provides the opportunity for entrepreneurs to network.

Networking to Learn Seminars

Make valuable business contacts and learn about various Government Programs that can assist your business, and enjoy our spotlight on many business within the community.

Committees

Membership Committee

Maintain the membership registration and retention of the Association. Review, propose and implement new membership strategies for the Association. Report to the Board the status of new membership recruitment. Provide a networking platform and organize activities (e.g. social, training, seminars) for members in order to attract new members and retain existing members.

Substantiate membership base and bridging between members of the Association and the ACCE Board.

Education/Counselling Committee

Provide valuable information and effective training to members so as to improve their competitive edge in a constant changing environment. Apart from hosting our own seminars, we also co-organize joint events with fellow associations and municipal governments such as Taiwan Entrepreneur Society Taipei/Toronto, Town of Markham and Town of Richmond Hill etc. with a view to out-reach our programs to other business communities.

The association is also showing its social responsibility by participating in the Education, Language and Mentoring (ELM) program which is a government funded joint project with Chinese Professional Association Canada (CPAC) and Centre for Information and Community Service (CICS) to provide training, mentoring and counselling to new immigrants in order to help them getting started in Canada.

Communication and Publicity Committee

This Committee is to effectively utilize all media which include ACCE's official website, newsletter, and also the Chinese and Mainstream newspaper, TV and radio programs to enhance the communication between ACCE and people outside the organization. Promote a quality profile of the Association, its vision and goals to the public. Now the Committee is working on the revamping of ACCE's official website.

Association Development Committee

Internally: - To grow unique the Association culture, the sense of belongings, responsibilities and fun. Streamline administration work.

Externally: - Develop and maintain relationships with past winners, nominees, nominators, and other contacts, including Presidents of other associations etc. to gain continuous and future support for the Association.