

With the long sunny days and soaring temperatures, summer is surely upon us. Since the last edition of Entrepreneur News, there have been a number of exciting events at ACCE which I wish to highlight and recap for you.

## Message from the President



First and foremost, the ACCE Awards Gala was held on March 23, 2013 at the Hilton Suites Hotel and Conference Centre in Markham. The Gala is ACCE's signature annual event, and this year's Gala was yet an unqualified success. Prominent political, business and community leaders were amongst the 800 guests in attendance. Our independent judging panel worked tirelessly on the challenging task of selecting this year's impressive batch of winners from an abundant pool of extremely high-caliber entrepreneurs nominated from coast to coast. I want to extend heartfelt congratulations to the winners in each of the nine awards categories, and especially to Michael Lee-Chin, the recipient of the 2013 ACCE Lifetime Achievement Award.

Shortly thereafter, the 2013 ACCE West Coast Diversity Business Networking took place on April 25, 2013 at the River Rock Casino Resort in Richmond, BC. There were over 150 attendees including representatives from various levels of government. The success of this event is a true reflection ACCE's successful expansion to the West Coast.

The 2013 ACCE Business Forum, co-organized with the Consulate General of the People's Republic of China, was held on May 18, 2013 at the Scarborough Civic Centre. The theme of this Business Forum was "Growing Your Business". The event was well-attended by over 300 guests, who all richly benefited from the winners' success stories panel discussion, exhibits and informational sessions.

Then on June 6, 2013, we held a Winners Club dinner at The School restaurant in Markham. The newly-minted winners of the 2013 Chinese Canadian Entrepreneur Awards participated in the Winners Club for their first time, and joined other winners from the past 16 years for an evening of great networking and sharing of insights, highlighted by enlightening presentations from the event sponsor, BDC.

Looking ahead, the ACCE Golf Classic, which has always been one of our most popular events, is just around the corner. It will be held at the Angus Glen Golf and Country Club on July 11, 2013. I hope to see you on the links for a great day of fun, food, draws, and networking. There will be great prizes to be won with the hole-in-one and longest drive contests, to name a few.

Of course none of these events will be possible without the support of various stakeholders such as our sponsors, volunteers, staff, various levels of government, and the media. I wish to thank everyone for their continuous support.

On behalf of ACCE's board of directors and staff, I want to wish everyone a very safe and enjoyable summer. Please visit our website, [www.acce.ca](http://www.acce.ca) to stay up-to-date on all the happenings here at ACCE. I look forward to seeing you at the upcoming events.

*Alan Kwong*

Alan Kwong  
President



ACCE President Alan Kwong presented an appreciation plaque to title sponsor BDC, accepted by Peter Lawler, Senior Vice President of BDC.

All winners, sponsors, guests and ACCE Directors at 2013 ACCE Chinese Canadian Entrepreneur Awards Gala held on March 23, 2013.

Michael is the Chairman of Portland Holdings Inc., a privately-held investment company that manages public and private equity, and has direct ownership in a wide range of businesses operating in various sectors including financial services, media, telecommunications, tourism, real estate and waste management. One of Portland's companies is the National Commercial Bank of Jamaica. Since its acquisition in 2002, the Bank's profits have grown from net after tax earnings of \$6 million U.S. dollars to \$116 million U.S. dollars last year. Under Michael's stewardship, NCB is now the largest bank in the country. Equally important is the bank's reputation as a leader in corporate citizenship. Since 2003, it has provided financial support to over 60,000 students.

The firm's Latin motto "Prosperitas cum Caritate" which translates to "doing well and doing good" is a wonderful summary of Michael's approach to business and to his personal life. Portland is committed to building strong indigenous businesses and equally important, Portland encourages these businesses to in turn improve the social well being of the communities in which they operate.

Michael was born in Port Antonio, Jamaica in 1951 as the eldest of nine children. In his youth, he worked in his parent's grocery store and in the engine room of a cruise ship. At the age of 19, he came to Canada to study civil engineering at McMaster University. After graduation, he returned to Jamaica where he worked for the government.

He found his true calling in mutual fund sales after taking

a junior-level job as a financial advisor in Hamilton, Ontario. At that time, with his astute investment philosophy and strong guiding principles, he borrowed \$500,000 to purchase stocks in a mutual fund company. The value in these stocks increased 700 percent in value over the next four years.

This windfall enabled Michael to acquire AIC Limited. Under Michael's leadership and his "buy, hold and prosper" approach, the company grew exponentially over the next two decades. At the company's historical peak, it had more than \$15 billion in assets under management. In 2009, AIC's retail investment fund business was sold to Manulife Financial.

Outside of his outstanding accomplishments in the financial and corporate realm, Michael has gained further acclaim for his civic generosity which includes a \$30 million donation to the the Royal Ontario Museum. This gift resulted in the building of the ROM's new main Bloor Street entrance dubbed "The Crystal". It leads into the ROM's main lobby and a three-story high atrium, the Hyacinth Gloria Chen Crystal Court, named after Michael's mother. Since its opening in 2007, "The Crystal" has become one of Toronto's architectural landmarks.

In addition to the arts and culture, Michael's philanthropic contributions also extend to education. He has provided financial support to thousands of students, funded university programs, and supported cutting-edge research. He founded the Michael Lee-Chin Family Institute for Corporate Citizenship at the University of Toronto's Rotman School of Business. The Institute's

## Lifetime Achievement Award Mr. Michael Lee-Chin, Portland Holdings Inc.



Ms. Tina Sarella, Regional VP, Commercial Financial Services, RBC Royal Bank presented the Lifetime Achievement Award to Mr. Michael Lee-Chin, Portland Holdings Inc.

mandate is to help current and future business leaders integrate corporate citizenship into business strategy and practices.

For his accomplishments in the business world and his community-minded generosity, Michael has received the prestigious Order of Jamaica and a Lifetime Achievement Award from the Canadian Youth Business Foundation. He holds honorary degrees from Wilfred Laurier University, McMaster University, York University, University of Toronto, University of the West Indies and Northern Caribbean University, and is currently the Chancellor of Wilfred Laurier University in Waterloo, Ontario.

## Entrepreneur of the Year Emmie Leung, Emterra Group



Mr. Michael McGhee, Senior Vice President Business Banking of TD Canada Trust presented the Entrepreneur of the Year Award to Ms. Emmie Leung of Emterra Group.

Simply Good Technologies is a retail marketing technology company which specializes in digital coupons. Founded in 2008 by former RIM employees Winston Mok, Ambrose Choy and David Man, the company originally provided mobile application development services to national banks, creditors and retailers, such as Scotiabank, Visa and Canadian Tire.

However, the true success of Simply Good to date can be attributed to mobile consumer marketing applications and the development of a full-fledged digital coupon platform for large retailers which allows consumers to receive coupons and incentives for their favorite stores on mobile devices.

Emmie Leung started a business sorting garbage and recycling junk more than 35 years ago in her backyard in Vancouver. Today, Emterra generates more than \$100 million dollars in revenue each year. Emterra also employs more than 900 people at 19 waste management facilities across Canada.

Emterra is constantly updating and improving its processes and technologies to reduce waste. Known for her innovation and resourcefulness, Emmie is credited with inventing the "blue bag" recycling system, introducing the first and largest single stream material recovery facilities, and has boldly launched the world's largest cold weather fleet with 60 compressed natural gas powered waste and recycling trucks.

As a strong believer of corporate citizenship, Emmie volunteers many hours to her community. She sits on the board of Simon Fraser University and other colleges. She was a member of the Canadian delegation for the UN World conference on Women, and has also introduced the award winning "Make your contribution at the curb" program. This program is very unique and promises a donation of \$1 from her company Emterra to local hospitals for every ton of recyclables processed. Niagara alone has benefited \$500,000 in donations from this program. Emterra also collected and repaired old bicycles which were donated back to the community for people who needed them.

## Award of Merit Mr. Winston Mok, Mr. Ambrose Choy & Mr. David Man, Simply Good Technologies Inc.

Simply Good Technologies has successfully introduced an innovative way for retailers to zoom in on customers who are interested in purchasing their products by evolving archaic un-traceable, generic paper coupons into fully traceable digital ones. With the use of this digital coupon technology, retailers can now target consumers who are interested in their products in unprecedented ways and save millions in wasted marketing dollars.

Mr. Brian Love, Director, Business Advisory Services Branch, Investment & Industry Division, Ministry of Economic Development, Trade and Employment presented the Award of Merit to Mr. Winston Mok, Simply Good Technologies Inc.





## Best International Business Award Dr. Aimee Chan, Norsat International Inc.

Summer 2013



Based in Richmond, BC, Norsat's satellite technologies are used around the world for emergency response and remote connectivity. These technologies have been put to action during recent earthquakes in Haiti and Japan, and the mine collapse in Chile, allowing coordination efforts and broadcast services to be established within hours of the event. They have also been used to provide communications for many international events, including President Obama's address to the nation from Afghanistan in May 2012.

Mr. David Kuo, Head of Branch Network, Ontario, HSBC Bank Canada presented the Best International Business Award to Mr. Kang Lan on behalf of Ms. Aimee Chan, Norsat International Inc.

Dr. Aimee Chan, a former NASA engineer has worked her way up through the ranks. Appointed CEO of Norsat in 2006, she is responsible for successfully guiding the company through a period of financial trouble.

Since Dr. Chan's time at the helm, Norsat has grown by 29% and in 2012 they were awarded the BC export award for advancing technology and Innovation. They were also named a finalist for the Business without Borders / HSBC International Business Awards.

Dr. Chan is also very involved in the community. She has become an inspiration to young, female engineers everywhere, actively taking on a variety of mentoring and leadership roles.

## Best Asia Pacific Business Award Mr. William Cheng, Premier Candle Corporation

Premier Candle Corporation is the largest candle manufacturer in Canada. The company was founded in 1996 by Jackie Cheng. His son, William Cheng now heads up Premier Candle as its CEO.

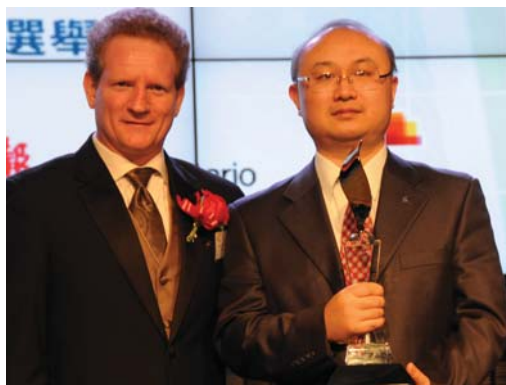
Premier Candle manufactures and provides a wide variety of candles ranging from simple, affordable candles to high-end fragrance candles. Premier Candle prides itself in its extensive product testing and its ability to develop creative custom designs of exceptional quality based on its customers' demands. Its products are sold through retailers around the world such as Bath & Body Works, Pottery Barn, Crabtree & Evelyn, Target, and CVS.

Premier Candle has highly automated facilities in North America. Full R&D, prototype development and sample production takes place in Canada where Premier Candle now employs more than 350 people in Toronto. Multi-process labour-intensive production is mostly conducted in Hong Kong, China, and Vietnam.

Ms. Gloria Lo, Director, Hong Kong Economic & Trade Office (Canada) presented the Best Asia Pacific Business Award to Mr. William Cheng, Premier Candle Corp.



## Most Progressive Award Mr. Jordan Deng, CIK Telecom Inc.



Mr. John Hughes, Partner, Deloitte LLP presented the Most Progressive Award to Mr. Jordan Deng, CIK Telecom Inc.

Jordan Deng immigrated to Canada from China in 2000 with a Master's Degree in engineering and an established IT consulting background. He then forged ahead into the growing telecom industry here in Canada by launching CIK in 2003. As CIK stands for "Customer Is King", the company's motto is also its name. After being involved in the wholesale calling card IP phone segments, CIK found its current core business of being a high-speed internet service provider in 2006.

Anticipating growth, Jordan was able to obtain higher bandwidth capacity over the next few years through negotiations with Bell and Rogers. With networks in each province, CIK is a leader in national network coverage amongst small independent service providers.

CIK currently has 180 employees at offices in Toronto, Vancouver and Montreal, as well as 3 offices in China to provide 24/7 customer service. CIK ranked No.98 as Canada's fastest growing companies on the 2013 Profit 500 Magazine. Based on its philosophy to provide high quality service and treating the customer as the king, CIK now has over 60,000 high-speed internet customers generates over 2,000 new customers per month. CIK has aggressive plans to continue its progressive growth within the Chinese and Indian communities, and also increasing its market share in Western Canada. Jordan believes the key to success is the ability to deal with constant change and being ahead of the curve by constantly upgrading CIK's infrastructure and research and development. Jordan hopes to eventually build his own television station empire using his country-wide network as a platform.

Allen Lau and Ivan Yuen shared a vision back in 2002 – to create a virtual place where people around the world can publish, share and read stories. By 2006, that vision was realized when they founded Wattpad. The namesake is the combination of "watt", which symbolizes electricity or "e", and "pad" represents an object that you can jot things down on, or "book".

Allen describes Wattpad as the text version of YouTube. Users can post a chapter of their stories online once a week and get feedback from readers. Alternatively, users can start a story, and ask its readers to finish it. Due to the nature of Wattpad, the founders had to install complex filters to avoid copyright materials from being posted and to govern the use of appropriate language.

After a challenging first few years where the volume of stories and readers were low, Wattpad has now become the best place to discover and share stories. Each month, there are 15 million unique visitors logging onto Wattpad to read or post stories, 1.5 million new stories are uploaded monthly, making Wattpad the leading e-reading application.

Wattpad is free of charge and available in many different languages. Margaret Atwood, the acclaimed Canadian novelist, is now Wattpad's ambassador.

Mr. Steve Ho, District Vice-President, GTAE, CIBC presented the Most Innovative Award to Mr. Ivan Yuen, Wattpad.

## Most Innovative Award Mr. Allen Lau and Mr. Ivan Yuen, Wattpad



Based in Saskatoon, Saskatchewan, Mr. Grant Kook is the founder, President and CEO of Westcap Mgt. Ltd., Saskatchewan's largest private venture capital fund manager with over \$500 million under management. Mr. Kook develops, capitalizes and manages a specialized family of funds that fill capital gaps in the economy.

For Mr. Kook, community service has forever been part of his life. His Father instilled in him an incredible spirit of community service growing up in Outlook, Saskatchewan.

Mr. Kook is extremely well known in his hometown for devoting much of his spare time to community service. Some of the organizations he has been involved with are: The Children's Hospital Foundation of Saskatchewan. During his tenure on the board, he helped bring to reality a much needed local children's hospital, slated to open in 2016.

In 2008, He was chairman of the board of SaskTel where he helped them attain its financial goals and contributed to the growth of the economy.

Mr. Kook has been influential in helping provide direction and insight into Saskatchewan's health care system. As Director of 3S Health Shared Services and the Saskatchewan Blue Cross Medical Services Incorporated, where he made sure all residents have access to health care benefits.

Some of the awards he has received have included: The commemorative medal for the centennial of Saskatchewan and 2012 Queen Elizabeth II Diamond Jubilee Commemorative Medal for his community service.

## Best Community Service Award Mr. Grant Kook, Westcap Mgt. Ltd.



Ms. Maureen Tang, Director, Sales and Marketing, Ming Pao Daily News presented the Best Community Service Award to Mr. Wally Mah on behalf of Mr. Grant Kook, Westcap Mgt. Ltd.

## Best Start-up Award Mr. Ivan Ho, Fit Factory Fitness Inc.



Mr. Adrian Cheung, Director, Multicultural Markets, BMO Financial Group presented the Best Start-up Award to Mr. Ivan Ho, Fit Factory Fitness Inc.

Do you want to be as strong and invincible as a U.S. Marine? You can be trained right here in Toronto. Fit Factory Fitness offers you true military style boot camp training by the professionals.

Fit Factory Fitness is the first to offer only true military training boot camp course in Toronto, and its "O Course" is the first and only military obstacle training program to be offered to civilian population in North America.

Nowadays, obstacle races are the hottest trend in the fitness industry. Every year, tens of thousands of people are drawn to obstacle races, such as Tough Mudder, Spartan Race, Warrior Dash and more.

After receiving the William F Bell Young Entrepreneur Award and establishing Fit Factory Fitness Inc. in 2011, the company has grown almost exponentially, and shows no signs of slowing down. The O Course program alone attracts between 100-300 people every Saturday. More The O Course programs are planned across Canada, and also in the U.S.

Fit Factory Fitness is also involved heavily in charity and the community. Last year, the company raised over \$42,000 for the Pink O Course with Rethink Breast Cancer. This year, Fit Factory Fitness sets a goal of \$1 million for various charitable projects and events.

## ACCE in community



▲  
2003 Award of Merit winner, Harvey Lam at his new Fountain Medical Centre grand opening ceremony.



▲  
ACCE team and guests at Minister Michael Chan's fundraising dinner.



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1-5. The 17th Annual ACCE Chinese Canadian Entrepreneur Awards was held on March 23, 2013 at Hilton Suites.

1. ACCE President Alan Kwong presented an appreciation plaque to keynote speaker, Honourable Victor Oh, Senator of Canada.
2. Mr. Michael Lee-Chin, 2013 ACCE Lifetime Achievement Award recipient with ACCE president Alan Kwong presented scholarships to five students from various colleges and universities.
3. 2013 ACCE Awards Major Sponsors. (Front row from left) David Kuo, HSBC Bank Canada; Gloria Lo, Hong Kong Economic & Trade Office (Canada); Maureen Tang, Ming Pao Daily News; Michael McGhee, TD Canada Trust; Peter Lawler, BDC; Alan Kwong, President of ACCE; Lesly Tayles, National Bank of Canada; Tina Sarella, John Man and Judy Lee, RBC Royal Bank; Adrian Cheung, BMO Financial Group; Steven Ho, CIBC; Julie Klein, HSBC Bank Canada; (Back row from left) Brian Love, Ministry of Economic Development, Trade and Employment; Royson Ng, Samtack; John Hughes, Deloitte LLP; Julie Hughes; Keith Kwan, Deloitte LLP; Wendy Brisebois, Kam Lo and Kitty Lu, TD Canada Trust.
4. ACCE President, Mr. Alan Kwong (Left 3) presented donation cheques to charities – Mr. Warren Li and Miss Lena Ma from Chi Heng Foundation Canada and Mrs. Angela Chan from Chinese Cultural Centre of Greater Toronto.
5. ACCE past award winners and sponsor at 2013 ACCE Awards Gala. (Front row from left): Amanda Collucci; Ben Hum; Ronald Chan; Elliot Tse; Alice Tang; Peter Lawler, BDC; Lesly Tayles, National Bank of Canada; Alan Kwong; Edward Zheng; Daisy Wai; Ron So and Charles Jiang. (Back row from left): Hugh Chow; Asher Lai; Alexander Yuen; Royson Ng; Wally Mah; Irwin Li; Joshua Huen and Kevin Wong.

## EventsCalendar

### ACCE Annual General Meeting & Appreciation Dinner

Date: Thursday, September 19, 2013

Venue: Casa Victoria  
8601 Warden Ave., Unit 4-6, Markham, Ontario, L3R 0B5  
(NE of Warden Ave. & Hwy 7)

### 2013 ACCE West Coast Gala

Date: Thursday, October 17, 2013

Venue: Fairmont Waterfront Hotel  
900 Canada Place Way, Vancouver, BC, V6C 3L5



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1. ACCE Mainland Chinese Entrepreneurs event at Willow Spring Winery was held April 6, 2013. Dr. Songnian Zhou, Chair of Mainland Initiative Committee (Back left 5).

2. Group photo with speakers at ACCE "Networking to Learn Seminar" – "How To Survive and Thrive In Times of Change" held on April 18, 2013 at Shangri-la Convention Centre.

3. 2013 ACCE West Coast Diversity Business Networking was held on April 25, 2013 at River Rock Casino Resort, Richmond, BC. (From left): Jordan Deng, CIK Telecom Inc.; Ellen Liu, Triumph Express Service Canada Inc.; David Lee Kwen, Misty Mountain Specialties; Alan Kwong, President of ACCE; The Hon. Nancy Greene Raine, Senator of Canada; Catherine Yuen, Principal Consultant (Western Canada) of the Hong Kong Economic and Trade Office (Canada); Amiee Chan, Norsat International Inc.; Fan Chun, event Chair of 2013 ACCE West Coast Diversity Business Networking and Royson Ng, Samtack.

4. Group photo with sponsors, ACCE past award winners, (Front left 5) Gloria Lo, Director of Hong Kong Economic and Trade Office (Canada) and (Front left 6) The Hon. Victor Oh, Senator of Canada at ACCE Winners' Club was held on June 6, 2013 at The School Fine Dining sponsored by BDC.

5. Sponsors, speakers, ACCE directors at 2013 ACCE Business Forum "Growing Your Business" held on May 18, 2013



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