

This past year, I had the opportunity to meet up with many of our members at various events. Many of you have given me very good, valuable feedback and encouragement as to where ACCE is heading and that ACCE is being recognized as the leading Chinese business association in the main stream. This was truly reflected in our activities throughout the year, such as participating in the two Small Business Forums organized by Enterprise Toronto and Markham Small Business Enterprise Centre respectively during the Small Business Week in Ontario; working with many Chinese community organizations and the international foreign trade office of Korea (the Kotra); and participating at numerous networking sessions, seminars, trade missions, and charity fundraising events.



At the ACCE Annual General Meeting in September this year, I was re-elected as the President of the Association along with many new directors. I am very confident that the new board of directors with their actions and commitment will bring ACCE to another level of achievement.

On October 26, 2009 ACCE launched the Nomination Drive for the Chinese Canadian Entrepreneur Awards 2010 by holding a media conference at the Ontario Investment and Trade Centre. The event has been very successful and we are very pleased with the continuing support from our sponsors given the current economy. This year, we have established a new award, the "Best Asia Pacific Business" Award, as sponsored by the Hong Kong Economic & Trade Office. This award is to recognize companies that use Hong Kong as a platform to reach the Asian Pacific markets.

As the nomination is now underway, we look forward to the 14th Annual Chinese Canadian Entrepreneur Awards Gala which is to be held on April 10, 2010 at the Hilton Suites Hotel, Markham. This signature event of ACCE recognizes the excellence and the achievements of Chinese entrepreneurs in the community.

In the upcoming months, we will be launching a "Welcome Kit" designed to help new immigrants who want an "all-in-one package" in which they can get the necessary information for starting a new business and other useful resources from various banks, financial institutions and government agencies.

At this wonderful time of the year, I would like to extend our sincere gratitude and appreciation to all our members, sponsors, the business community, the judging panel, the media and the government bodies. I would also like to take this opportunity to thank our dedicated directors, volunteers and staff for their hard work. A special acknowledgement of thanks goes to our General Manager, Ms. Karen Ng, who has been with us for over 10 years.

May your holidays be filled with joy and the coming year be overflowing with all the good things in life. Let us also remember those in need of our help and prayers.

Wishing you all a very Merry Christmas and a Happy New Year ! Gong Hei Fa Choi!

Royson Ng President





























Past Events













- "The Korea IT Showcase 2009 in Canada" was held on July 15, 2009 at Hilton Suites, Markham, Ontario. From left: Markham Mayor Frank Scarpitti, KOTRA Executive Director Kwang-Hee Kim and ACCE President Royson Ng.
- The ACCE Golf Classic 2009 was held on July 16, 2009 at Agnes Glen Golf Course. The winners of the tournament are as follows: 1st place: Gin Siow, Michelle Chu, Sunny Ho & Kit Wong; 2nd place: Timothy Yee, Simon Wong, Taurus Chan & Alex Wong; 3rd place: Sid Kohn, Craig Logon, Trent Howard & Bruno Gismondi; Men's Longest Drive: Alex So; Ladies Longest Drive: Cherry Chan; Man's Closest to the pin: Sam Choy & Henry Tam; Ladies Closest to the Pin: Cherry Chan & Susan Gong.
- From left: ACCE Golf Classic 2009 Title Sponsor Frank Pa of Atlantic Financial presented trophies to 1st place winners: Gin Siow, Michelle Chu, Kit Wong and Sunny Ho.
- 4. ACCE Golf Classic 2009 Gold Sponsor Stephen Bald (left 1) of BDC presented trophies to 2nd place team.
- ACCE Golf Classic 2009 Silver Sponsor Dan Joyce (right 1) of Synnex presented trophies to 3rd place winners: (from left) Sid Kohn, Craig Logan, Bruno Gismondi and Trent Howard.
- "The Korea IT Showcase 2009 in Canada": organizer-KOTRA, sponsors and guests. From left: Mike Stevenson, Scott Swaile, Robert Chin, Hyo-Choon Yoon, Royson Ng, Markham Mayor Frank Scarpitti, Soon-Yong Hong, Kwang-Hee Kim and Stephen Chait.











1. Guests, Directors and members at the 2009 ACCE Annual General Meeting on September 24, 2009 at Casa Victoria.

2.

Markham Small Business Forum 2009 was held on October 23, 2009 at Markham Civic Centre. From left:

Vernier Tao, Edmund Tin, Kitty Iu, Markham Councillor Joe Virgilio, Karen Ng, Sandra Tam and Wilbert Lai.

3.

The media conference of 2010 Chinese Canadian Entrepreneur Awards (CCEA) was held on October 26, 2009 at the Ontario Investment and Trade Centre. Major sponsors and advisors of 2010 CCEA (from left): Christine Lam, Adrian Cheung, Sandra Tam, Andy Yap, David Kuo, MPP Monte Kwinter, Kam Lo, Madonna Lee, Royson Ng, John Man, Maureen Siu, Norman Morris, Cyril Lai, Stephen Bald, Fred Lai and Wilbert Lai.

4.

2004 Entrepreneur of the Year Award winner, James Chim, Chairman & CEO of Sarku Japan presented a speech to promote 2010 CCEA.

5.

The "BMO Symposium – An Economic Outlooks and Path to Success for Newcomers to Canada" was held on October 31, 2009 at BMO Institute for Learning. ACCE partnered this event with BMO Bank of Montreal. From left: Heather Grand, Karen Ng, Royson Ng, Adrian Cheung and Yi Frank Zhong.







- Sandra Tam, VP of Education and Counseling and Karen Ng, ACCE General Manager, attended a "Welcome Kit" meeting with the Honourable Michael Chan, Ontario Minister of Citizenship and Immigration.
- A Winners' Club CEO reception was held on September 29, 2009, sponsored by JVJ consulting Inc. and Walton Capital Management. Sponsors and past winners(back row from left): Justin Tse, Amy Liu, Amanda Collucci, Daisy Wai, Gin Siow, Lorne Pare, Royson Ng, Jane Ip, Gordon Chan, Kam Ko and Fred Lai. (front row from left) Garry Lee, Elliot Tse, Alan Kwong and Charles Jiang.
- Royson Ng presented certificate of appreciation to speaker Ms. Sara Plant (left) of BMO Harris Private Banking spoke on the topic of Estate planning for business owners at the November 18, 2009 "Networking to Learn Seminar".





- The 2009 ACCE Campbell's Foodservice Award winner: Chinese Tea Culture Canada Inc. (From left): Connie Yu-Fong, Royson Ng, Emily Kung Quance, Rita So and Winnie Zhang, President of the Cambridge Food & Wine Society.
- Representatives of supporting organizations of CCEA: Ministry of Economic Development and Trade, BDC, Centennial College Centre of Entrepreneurship, Ming Pao Daily News and PricewaterhouseCoopers.
- 2009 CICS Annual Gala.
- Markham Board of Trade Business Excellence Awards Gala 2009. ACCE Directors with Richard Cunningham (left 2), President of Markham Board of Trade and Tony Nicolaou (left 4), Chair of the Markham Board of Trade.

ACCE in the Community





Building stronger communities.

BMO (A) Bank of Montreal Proud to be a part of our community

NARKHAM





Nurturing Opportunity Through Knowledge

resource centre · free consultations · small business seminars

Sandra Tam Manager

Markham Small Business Enterprise Centre

Economic Development Department, Town of Markham 1380 Rodick Road, Suite 100, Markham, Ontario, Canada L3R 4G5 T 905.248.2736 • F 905.479.2055

sandratam@markham.ca • www.msbec.markham.ca

Call our Commercial Banking Manager today for an appointment and find out how we can help your business succeed.

歡迎致電預約,讓我們的商業理財顧問助您輕鬆理財,業務蒸蒸日上。

Kitty Iu, Manager Business Development

TD Commercial Banking

500 Highway 7 East, 3rd Floor Richmond Hill, Ontario LAB 1J1

T: (416) 567-1403 F: (905) 771-5700 Email: kitty.iu@td.com



Commercial Banking

道明商業銀行



NOW GET UNLIMITED NATIONWIDE AND LOCAL TEAM CALLING AND TEXTING FOR ALL SMALL BUSINESSES¹

rogers.com/team



Excludes premium messaging and requires 2+ lines on the same business account number. Available to qualified business customers (with valid proof of business ID) subscribing to select 3-yr term business plans. Offer available for a limited time and is subject to change withou otice. ThRogers & Mobius Design are trademarks of or used under license from or with permission of Rogers Communications Inc. or an affiliate. BlackBerry, RIM, Research in Motion, SureType and related trademarks, names and logos are the property of Research In Motion Limited and are registered and/or used in the U.S. and countries around the world, used under license from Research In Motion Limited. All other brand names & logos are trademarks of their respective owners. © 2009 Rogers Wireless.

Deloitte.

Andy Yap, CA Private Company Services

葉炳恆,特许会计师 私人企业服务部

1 Concorde Gate

North York, ON M3C 4G4 Canada 多伦多,加拿大

直线: +1 416-775-4751 传真: +1 416-601-6564 andyap@deloitte.ca www.deloitte.ca



Member of Deloitte Touche Tohmatsu



ONE STOP SHOPPING FOR

Commercial Mortgage Mutual Funds* GIC's RRSP's & RRIF's website: http://www.atlfn.com/

11 Locations to Serve You:

98 Annila Avenue, Suite 211, Markham, ON, 1,38,951, Tel. (2005) 940-2735 Feat 1995; 940-802

98 Annila Avenue, Suite 211, Markham, ON, 1,38,951, Tel. (2005) 940-2735 Feat 1995; 940-802

97 Church Street Sunds, Lind 188, Ajax, ON, LIS 8BA, Tel. (2005) 606-8170 Fax: (4005) 606-9728

1140 Burnshamelery Road, West, Lind 126, Majax, ON, LIS 8BA, Tel. (2005) 606-8170 Fax: (4005) 606-9728

1140 Burnshamelery Road, West, Lind 126, Majax, ON, LIS 8BA, Tel. (2005) 806-8118 Fax: (5005) 806-9728

1150 Bundan Servet West, Suite 211, Bichmond Bill, ON, LiB 1 1A5, Tel. (2005) 806-9718 [18 Fax: (5005) 806-8072 [18 Fax: (5005)



ADDRESS: 3411 McNICOLL AVE UNIT # 11-16 SCARBOROUGH ON. M1V 2V6

TEL: (416)-298-6632 FAX: (416)-298-6639

email: info@sixfortune.ca

優質亞洲美食 進口、代理、批發

coface (CANADA)

A Worldwide Leader in Accounts Receivable Management

Accounts Receivable Insurance

Factoring/Receivable Financing

Commercial Collections Credit Reports

信用保險

應收帳款融資 商業債項代收服務

商業信用評估報告

Kingsley Chan Office: (647) 426-4727 | Fax: (647) 426-1879

Email: kingsley_chan@coface.ca

www.coface.ca

Your Trade Risks, Under Control

Andrew Wong President





Cooper Machine & Tool Co.

Custom Machinery and Plastic Bag Machinery

580 Oster Lane, Concord, Ontario, Canada, L4K 2C1 Tel: +1 (905) 738-8508 Email: info@coopermachine.ca Fax: +1 (905) 738-8567 Web: www.coopermachine.ca



ELLIOT TSE Registered Physiotherapist (Canada, U.K., Australia, H.K.)

Physiotherapy

- Massage Therapy
- Occupational Therapy
- LASER Therapy
- Acupuncture





Fully Equipped Gymnasium Day, Evening & Saturday Appts. Orthopaedic & Sport Injuries

Motor Vehicle Accident Stroke Rehab (In-Home)

Wheelchair Assessment



www.timesphysiotherapy.com

550 Highway 7 East, Suite 304, Richmond Hill (Hwy 7/Leslie, Times Square 3/F)





Met with your banker lately? Now would be a good time, whether your company is in the market for a loan or not.

Your banker can be your best friend when economic times are tough. But, as in any relationship, credibility and trust are key, and that requires mutual respect, honesty and staying in touch.

"Contact your banker often and keep them posted on what's happening with your company, even if you're not looking for money" says Gary Fitchett, a Toronto-based financial consultant and author of the "Financing Toolkit for Small & Medium Businesses". "Bring them into your inner circle, have them visit your operations at least once a year. Ideally, develop that relationship during good times so that you can count on the bank when times get tough."



As businesses of all sizes have discovered, tightening credit markets have made getting a loan far more onerous. If you talk to the experts though, it's not all doom and gloom. Bankers are much more receptive to loan requests from companies they have established relationships with, notes Edmée Métivier, Executive Vice President of Financing and Consulting at the Business Development Bank of Canada (BDC).

In fact, banks are quite willing to loan money to companies with solid business models. But expect more stringent due diligence and more questions from lenders.

"Banks are more cautious these days" says Métivier. "They want some degree of confidence that your company's business model will survive. They are less inclined to take shortcuts on their due diligence checks. So expect slower turnaround times."

Borrowing money in a recession can make good business sense for well-managed companies that plan ahead. Fitchett and Métivier recommend a few things to consider

inquire about getting a temporary extension.

Your business loan to-do-list

1. Decide what type of money you need

Is it equity, working capital or long-term money for fixed assets? Knowing what type of money you need will determine whether you approach a bank, credit union, venture capitalist or other financier.

2. Two lenders are better than one

Never leave yourself exposed to one lender. Part of your planning for the worst should be to shop around and establish additional sources of credit. If you are large enough, divide your financing between different institutions. If you are smaller, split your financing needs into shorter-and longer-term.

3. Satisfy the five "Cs" of lending

Entrepreneurs should understand what criteria a lender will be applying in its assessment. Fitchett refers to these as the "five Cs of credit".

Character: Does your management have the skills, experience and track record to deliver?

Capacity: Do you have the ability to repay the loan? Banks will be looking at both your track record and your anticipated cash flow. Capital: Is your equity base strong?

Conditions: How are local, national and even international events affecting your business?

Collateral: Often mistaken as the most important thing a banker wants, collateral is actually lower on a banker's priority list, compared to the other "Cs".

4. Talk to your banker

As discussed earlier, don't be a stranger; keep the lines of communications open. This includes meeting all of your company's reporting requirements on a timely basis.

"Sending your financial statements and other reports late to your banker leaves a very bad impression" warns Fitchett.

Likewise, do not exceed your approved credit limit. If your company is going to need additional money, talk to your banker in advance to

"In other words, don't come in at 11:30 on a Friday morning and say I can't meet the payroll in half an hour. You will get a very chilly response," adds Fitchett.

And lastly, be realistic about your short- and long-term cash flow projections and share this information with your banker. This can be used as the basis for your line of credit once it's required.

5. Do your homework

in preparing for that critical meeting with your banker:

When a banker asks for more data and more paperwork, don't put up a fuss. Banks are in the business of lending money, but their head offices are doing more thorough due diligence these days to ensure the money they loan is for sound business ventures.

BDC's Métivier also stresses the importance of firming up your business plan. "You'd be surprised how much time we bankers spend injecting focus and analysis into prospective clients' business cases and plans. Entrepreneurs who do their homework and produce a solid business plan are more likely to get funding."

6. Run a tight ship

This is back to basics stuff that not all companies stay on top of, focusing on activities like collecting accounts receivables, paying bills and tracking inventory. Banks will want assurances that you are taking care of such business fundamentals.

In a nutshell: prepare, well in advance. Be forthcoming – answer a banker's questions 10 times if need be and disclose problems earlier than later. Diversify your risk. And, above all, master your business plan.







The unveiling of a Provincial plaque commemorating the late Jean Lumb, ACCE Lifetime Achievement Award winner.

Enterprise Toronto Small Business Forum 2009. From left: Edmund Tin, Wilbert Lai, Jack David, Jason Li, Alan Kwong and Karen Ng.

The 2009 Annual General Meeting. Four new directors of ACCE on board. Gordon Chan (2nd row left 3), Phoebe Chow (front row left 4), Kitty Iu and Sandra Tam. (front row right 1, 2)



Upcoming Events

Date	Events
January 21	ACCE "Networking to Learn Seminar" – In partnership with Markham Board of Trade "Mark Your Presence Know" by Brian Brennan, President, MAX Potential Time: 7:00pm – 9:30pm Venue: Canada Room, Markham Civic Centre, 101 Town Centre Blvd., Markham Fee: Member: \$20.00 Non-member: \$25.00
February	ACCE Chinese New Year Party – details to follow
March 18	ACCE "Networking to Learn Seminar" – details to follow
April 10	Chinese Canadian Entrepreneur Awards Gala 2010 at Hilton Suites, Markham
May 15	ACCE Business Forum at North York Civic Centre, Toronto
June 17	ACCE Appreciation Dinner – details to follow
July 15	ACCE Golf Classic 2010 at Angus Glen Golf Club, Markham

Board of Directors (2009-2010)

Royson Ng Tel: (905) 480-4800 Email: royson@acce.ca

Vice President, Association Development: Tel: (905) 415-3922 Ext.123 Email: alan.k@pharmeng.com

Vice President, Communication & Publicity: Elliot Tse Tel: (905) 707-9888 Email: elliotacce@gmail.com

Vice President, Education and Counseling: Sandra Tam Tel: (905) 248-2736 Email: sandratam@markham.ca

Vice President, Membership & Recruitment: Tel: (416) 230-8491 Email: whyzoom@yahoo.ca

Vice President, Nominations: Edmund Tin Tel: (416) 953-3232 Email: edmundtin@yahoo.com

Assistant Vice President, Nominations: Kitty lu Tel: (416) 567-1403 Email: kitty.iu@td.com

Vice President, Programs: Adrian Cheung Tel: (416) 438-8244 Email: adrian.cheung@bmo.com

Vice President, Sponsorship: Tel: (905) 889-8689 Email: kamko@kobotic.com

Assistant Vice President, Sponsorship: Phoebe Chow Tel: (905) 763-5060 Email: phoebe_chow@hsbc.ca

Treasurer & Director: Yonnie Chung Tel: (905) 470-8191 Email: yonniester@gmail.com

Secretary & Director: Karen Nguyen Tel: (416) 275-8882 Email: karen_nguyen2@yahoo.com

Directors: Dominic Chan Tel: (416) 801-2392 Email: dominic_chan@rogers.com

Tel: (905) 946-9688 Ext. 221 Email: gordonchan@canadacomputers.com

Alan Hamm Tel: (416) 254-1215 Email: strategic_solutions@hotmail.com

Immediate Past President Joanna Lo Tel: (416) 775-8857 Email: Jlo@deloitte.ca

Fred Lal Tel: (905) 795-0134 Ext. 228 Email: flai@amazingcustomfab.com

Wilbert Lai Tel: (416) 298-3678 Email: wilbertlai.cma@rogers.com

Tel: (416) 775-4751 Email: andyap@deloitte.ca

Legal Counsel: Jeffrey K.F. Shek Tel: (905) 889-7600 Email: js@jeffreyshek.ca



*Sources: 2006 Toronto Chinese Media Survey - Foundation Research Group

WE SPEAK 140 LANGUAGES AROUND THE WORLD. BUT WE'RE ESPECIALLY FLUENT IN ONE. **OUR CUSTOMERS'.**

HSBC Bank Canada 1-888-310-HSBC (4722)



ued by HSBC Bank Canada



Get your Chinese **New Year** gift card today...



rs, and consultants. Also a major supplier of Packaged Consumer products to ntack.com

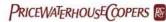
Dedicated to your long-term success.

pwc.com/ca/private

Private Company Services

For more information contact: Christine Lam 416 228 1919 christine.w.lam@ca.pwc.com

Arthur Chan 416 218 1413 arthur.chan@ca.pwc.com





BREA THROUGH:

CERTIFICATION APPROVAL

www.globaladvantage.ca

Your international approval for UL, CSA, TUV and CE marking.



Your Accounts Receivable Guarantor

Contact Marvin TODAY For a Quote!

www.vericheque.com

Email: marvin@vericheque.com

Cell: 416-456-7661 / Toll Free: 1-800-268-3284 x239







观爱的新老融名:

六年了・我們凱撒 、從兩名員工、到現在約35名員工; 從2集美容庫約 商陽小店、到4星級酒店的高級SPA。 今年我們還將它帶個了祖國中國。短短的一年我 們又有了兩問簽店、威謝大家一直以來的支持和關注、凱撒SPA會加倍努力、為大家管 **浩一個美麗與雜康的空間。**



