



Message from the President

On behalf of the ACCE Board of Directors, I hope this finds you and your family well.

The start of the school year signals the end of summer and is a significant signpost on the road back to normalcy. Despite the worrisome rise in COVID-19 Delta variant cases, we are hopeful that the ongoing vaccination campaign throughout Canada will allow the economy to remain open and recover.

ACCE's mission to assist entrepreneurs has never been more important than during this unprecedented pandemic. As Canada's leading Chinese Canadian business association, we pivoted to digital program delivery under the new ACCESS sub-brand and presented an incredible total of 18 digital events since the pandemic restrictions began in March 2020.



Kevin Au-Yeung, President

Since the last newsletter, our most glamorous and highly anticipated event – the ACCE Awards Gala – was held on April 24, 2021, to recognize and honour the very best in Chinese Canadian entrepreneurship from coast to coast. Due to public gathering restrictions, we re-imagined the Awards Gala as a high-production-value virtual event with the same level of class and spectacle as we have grown to expect from our signature event. I would like to personally congratulate the nine new award recipients, including Lifetime Achievement Award winner Mr. Larry Law. In addition, I want to thank our title sponsor, BDC, and all of the awards sponsors for their support of the gala, as well as the judging panel and nominees for their contributions.

We then had our first chance to interact with seven of the newly minted award recipients at the Business Forum held on June 3, 2021. They talked candidly about their entrepreneurial journeys in relation to the topic "Seeing the Forest Through the Trees." On behalf of all the attendees, who benefited greatly from their sharing in both panel and small group discussions, I want to thank our award recipients for their time, and I thank TELUS Business for sponsoring this event.

We also held the first-ever ACCE Pitch Competition for high school students to show off their creative business ideas and presentation skills. The preliminary rounds of this competition took place behind the scenes, culminating in the live-event final round on August 13, 2021. All the finalists delivered great performances and demonstrated tremendous business insight for their age. I want to thank all of the participants, judges and sponsors for their contributions.

Along with the reopening of the Ontario economy and the gradual lifting of restrictions, we will resume in-person events as yet another signpost on the road back to normalcy. On September 16, 2021, we will have an Appreciation Reception at Porsche Centre Markham for the sponsors, award winners and nominators of the Awards Gala. To ensure the safety of the attendees, the attendance for this event will be capped in accordance with the reduced capacity of the venue, and all attendees are required to be fully vaccinated.

Despite having our first in-person event in 18 months, we will continue to have virtual programs under the ACCESS sub-brand. For example, our upcoming Annual General Meeting will be held virtually on September 29, 2021. Please visit our website, www.acce.ca, for more details on future programs.

As always, I want to thank our various stakeholders, including our sponsors, directors, members, volunteers, staff, various levels of government, and the media, for their support.

Lifetime Achievement Award

Mr. Larry Law, Living Water Resorts

Larry Law started his career as an architect in California in 1977. He then returned to Hong Kong, where he entered the field of real estate development.

In 1984, Larry immigrated to Toronto, where he continued to pursue developing real estate and building communities. His company, Law Development, has built more than 2,000 homes across Ontario, including numerous ones within the Cornell neighbourhood in Markham, Ontario.

Larry then went on to transform the lives of thousands of workers and residents in his adopted community of Collingwood, Ontario, when he purchased the 76-room Cranberry Inn and surrounding 750 acres in 1992.

Under Larry's watch, the inn was renamed Living Water Resort & Spa and quickly became a popular four-season tourist retreat. In addition, the lands were developed to build 400 new condominium units, a 5,000-sq.-ft. indoor spa, a golf course, a marina and four restaurants.

In 2019, Tourism HR Canada honoured Larry and Living Water Resorts with its Distinguished HR Service Award.

Larry has been generous in giving back with his time. He is a board member of Tyndale University, an advisor of Fairchild TV and the governor of Yee Hong Foundation. He frequently donates to local charities and hosts a free dinner for 300 underprivileged people each Christmas. He also encourages his staff to be involved in volunteer work across the community.



Rebecca Pang, Vice President, Commercial Financial Services, RBC Royal Bank, presented the Lifetime Achievement Award to Larry Law, Living Water Resorts.

Through all of Larry's business ventures, he has demonstrated his strong leadership abilities, incredible foresight and unwavering devotion to his community by improving the lives of everyone around him.

Entrepreneur of the Year Award

Mr. Glenn Yuen, Dynamic Risk

Founded by mechanical engineer Glenn Yuen, Dynamic Risk is a consultancy that provides highly specialized expertise on how to maintain oil and gas pipelines to prevent accidental releases.

The company grew from its humble beginnings in Glenn's parents' basement to become a pioneer and leader in the pipeline industry.

Under Glenn's leadership, Dynamic has become the pipeline industry's data standard for environmental protection and human safety. His innovation has led to

the industry's first quantitative analysis for predicting how and when natural gas pipelines would fail. These methodologies have been applied to the TransCanada pipeline, keeping Canadians and our environment safe in the process.

Dynamic has created over 140 experts in this field, and their highly sought services have impacted high-profile companies in Canada and abroad, including those in the USA, South America, the Middle East and Asia.

Glenn sold Dynamic in April 2021 and has been seeding new businesses since then as an angel investor.



Alec Morley, Senior Vice President, TD Canadian Business Banking, presented the Entrepreneur of the Year Award to Glenn Yuen, Dynamic Risk.

Starting with a window shade as its only product in 1979, Umbra is now well-known for applying its modern, accessible design philosophy to thousands of household items in its current offering.

Umbra's co-founders, Les Mandelbaum and Paul Rowan, attribute their success to a fierce commitment to setting trends rather than following them. Their reimaginations of basic, everyday products – even their garbage cans – are renowned for mixing art and commerce without any arrogance in design.

While Umbra has offices all over the world, China is Umbra's primary manufacturing base. In order to ensure quality control and protect its unique designs,

Best International Business Award

Mr. Les Mandelbaum, Umbra

the company has built its own factories in China. The products are in turn exported and sold in over 90 countries and are available through Amazon, eBay, Wayfair, Loblaw's and other retailers. The company evolved from having almost no online sales five years ago to now having online sales account for approximately 35% of its current overall sales.

While a few of the company's original, 40-year-old designs remain available, Umbra introduces 50 to 60 new, rigorously designed items each year to keep the product line fresh.



Jamie East, General Manager, Pfaff Auto, presented the Best International Business Award to Les Mandelbaum, Umbra.

Best Asia Pacific Business Award

Mr. Shaun Sakdinan, 4D Cityscape Inc.

Shaun Sakdinan is the founder of 4D Cityscape, through which he created unique, four-dimensional puzzles of the skylines of famous cities from around the world as they evolved over time.

Since its founding in 2010, the company has experienced tremendous growth through international licensing and distribution partnerships. It now has global licenses for puzzles for popular properties such as Disney's Marvel's Avengers and Frozen; DC Comics's Batman, Superman and Aquaman; Harry Potter; Game of Thrones; The Lord of the Rings and The Hobbit.

Its patented products are now available in more than 30 countries through prominent retailers, including Walmart, Amazon, Costco, Barnes & Noble, Toys "R" Us, Mastermind Toys and Smyths Toys.

4D Cityscape's four-dimensional puzzles have their roots in Hong Kong, which is also the heart of the toy industry, where 75% of all major buying in the industry is decided. Naturally, the company has an office in Hong Kong. It also has offices in Dongguan, China, and Toronto, Canada.



Emily Mo, Director, Hong Kong Economic Trade Office in Toronto, presented the Best Asia Pacific Business Award to Shaun Sakdinan, 4D Cityscape Inc.

Inspired by his father, who baked homemade cheesecakes for family birthdays, Christopher Siu taught himself to be a great pastry and bread baker over the years for his family's afternoon tea gatherings.

Prior to completing his pharmacy studies, Christopher had the opportunity to compete on Season 2 of MasterChef Canada. His culinary skills enabled him to become one of the top five finalists and gave him the confidence to turn his passion into his profession and open Daan Go Cake Lab. In 2021, he returned to the show for Season 7 – "Back to Win" – and won the title of MasterChef Canada.

Young Entrepreneur Award

Mr. Christopher Siu, Daango Sweets Inc.

A pharmacist by training, Christopher has a background that allows him to use the science of baking to innovate and develop new recipes, unique flavours and whimsical designs, such as cartoon character macarons, Hong Kong milk tea cakes and signature Diamond cakes.

He now has over 30 staff members working in the Richmond Hill, Scarborough and downtown Toronto retail locations, the central kitchen and the recently opened café that serves brunch alongside award-winning milk tea.



Pierre Gagne, Regional Vice President, GTA North West, National Bank of Canada, presented the Young Entrepreneur Award to Christopher Siu, Daango Sweets Inc.



Tristan Retelsdorf, Director, Brand & Customer Marketing, TELUS Business, presented the Most Innovative Award to Dr. Lew Lim, Vielight Inc.

Most Innovative Award

Dr. Lew Lim, Vielight Inc.

Dr. Lew Lim of Vielight Inc. is a world leader in practical brain stimulation, also known as "transcranial photobiomodulation" – a technology which involves directing near infrared light to the brain.

Although this technology is still novel and emerging, the evidence of its efficacy is rapidly gaining widespread acceptance. Its medical applications have the potential to forever change the treatments of certain conditions. The most significant milestone is the ongoing major clinical trial to validate the technology for treating advanced Alzheimer's disease, which affects more than 50 million people worldwide.

Dr. Lim owns key patents related to the technology and is constantly pushing scientific boundaries for practical solutions that save and improve lives. Staffed by seven doctorate-level scientists, Vielight Inc. is at the forefront of many breakthroughs in this field. The company is currently engaged in more than 20 research projects, many of which are in collaboration with top universities around the world.

Most Progressive Award

Mr. Andrew Au, Intercept Group

Husband-and-wife team Andrew and Shaheen Au created Intercept Group as a future-forward consultancy which helps global brands optimize their sales and marketing strategies in an age of digital transformation. It does so by helping businesses rethink their operations, reinvent their offerings and reconnect with their customers.

Andrew has been recognized as an industry trailblazer and thought leader and makes regular appearances on major news networks across the world. He has received more than 40 significant awards, including being named to the Forbes Top 30 Under 30 list.

Intercept is also looking to introduce artificial intelligence to optimize its strategy design process. Once "Project Newton" – a deep learning platform currently in development – is completed, it will be able to intake the results of Intercept's digital transformation projects and provide programmatic recommendations.

Intercept holds global contracts with Microsoft, Intuit, FedEx, HP and SAP. Building on its current success, Intercept anticipates its revenues to grow by 20% over the next three years.



Dave Ramsumair, District Vice President, Scotiabank, presented the Most Progressive Award to Andrew Au, Intercept Group.



Eddy Cheong, Group Financial Controller, Ming Pao Newspaper (Canada) Ltd., presented the Best Community Service Award to Jessica Zhang, Chancery Seniors Housing Investment Inc.

Best Community Service Award

Ms. Jessica Zhang, Chancery Seniors Housing Investment Inc.

Real estate finance expert Jessica Zhang identified the unique housing needs of young seniors who were not well-served by traditional senior care intended for older seniors. In 2017, she co-founded Chancery Seniors Housing Investments Inc. to fulfil this unique housing need.

Under Jessica's leadership, Chancery was able to develop traditional apartment-style housing, where young seniors can live with a level of independence while having access to a variety of essential services, such as dietary, wellness and life enrichment programs, and a dedicated geriatric care clinic for those living with Alzheimer's disease. The

goal of these facilities was to create desired ecosystems for those who are aged, weak, sick or needy – and to do so at reasonable prices for seniors from all walks of life.

Chancery has now created eight unique, innovative and industry-leading senior community projects in Canada and the US, valued at over 5 billion dollars. In the process, it has helped to relieve the demand for senior housing.

Jessica and Chancery have also given back to the community through generous donations to Fu Hui Education Foundation, SickKids Foundation and Yee Hong Foundation.

Best Start-up Award

Ms. Sabrina Hao, Reciprocity Corp. (Gamesquare Esports Inc.)

Sabrina Hao came to Toronto from China in 2013 and became a broadcast journalist for Omni Television's Mandarin newscast. Her media personality allowed her to showcase her interpersonal and marketing skills and led her to represent such brands as Porsche and Hudson's Bay.

She later crossed paths with Chad Larsson, an e-sports star, and David Fawcett, a venture capitalist. The three teamed up to co-found Reciprocity in 2018. Reciprocity's mission is to be one of the largest global professional e-sports team franchises, providing a global digital platform for sponsors to connect with a highly engaged young demographic.

Sabrina played a pivotal role in guiding Reciprocity to become the first North American company to break through into the Chinese e-sports market. It is now the

biggest franchise in the rapidly expanding global e-sports market, which has monthly audiences of over 150 million people worldwide.

Reciprocity now owns two North American teams, two European teams, one South American team and one Chinese team. Aside from participating in e-sports leagues through these teams, Reciprocity is building a large-scale network of gaming and e-sports media and content partners, including websites, influencers and streaming platforms.

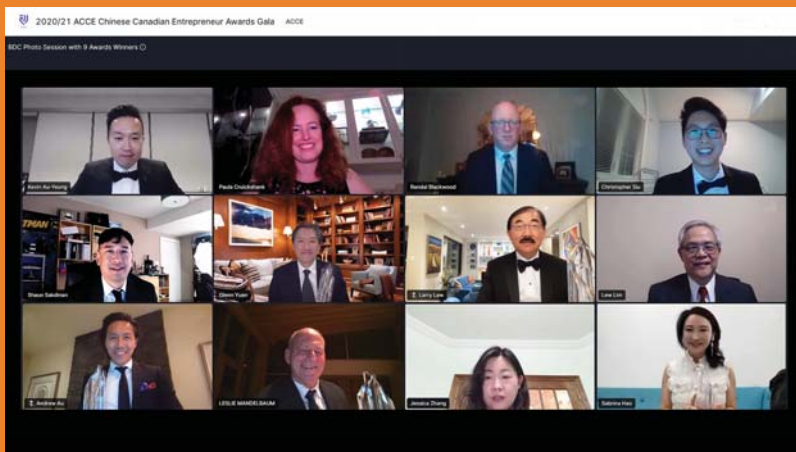
The overwhelming success of Reciprocity made it an attractive acquisition target. In March 2021, Gamesquare Esports Inc. (GSQ), a Canadian gaming and e-sports company, announced its acquisition of Reciprocity Corp.



David Kuo, Head of Branch Network, Ontario Region, HSBC Bank Canada, presented the Best Start-up Award to Sabrina Hao, Reciprocity Corp. (Gamesquare Esports Inc.)

Past Events

The 2020/2021 ACCE Awards Gala was held on April 24, 2021, hosted on the Hopin virtual platform. Kevin Au-Yeung, President of ACCE; Paula Cruickshank, Senior Vice President, Ontario, of BDC and Randal Blackwood, Vice-President, Financing, of BDC with the 2020/2021 ACCE Award winners. From left to right, top to bottom: Kevin Au-Yeung, ACCE; Paula Cruickshank, BDC; Randal Blackwood, BDC and Christopher Siu, Daango Sweets Inc. Shaun Sakdinan, 4D Cityscape Inc.; Glenn Yuen, Dynamic Risk; Larry Law, Living Water Resorts and Lew Lim, Vielight Inc. Andrew Au, Intercept Group; Les Mandelbaum, Umbra; Jessica Zhang, Chancery Seniors Housing Investment Inc. and Sabrina Hao, Reciprocity Corp. (Gamesquare Esports Inc.).



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A screenshot from the ACCE directors and advisors' video presented at the Awards Gala. From left to right, top to bottom: Sandra Tam, Bill Chen, Karen Mak, Amy Wong, Wilbert Lai, Joanna Lo, Kitty lu and Alan Kwong. Royson Ng, Fred Lai, Mandy Zhang, Karen Ng, Kevin Au-Yeung, Tina Woo, Eric Chan and Andy Yap. Edmund Tin, Jessie Ma, Jeffrey Shek, Ana Chan, Keith Chang, Tina Tian, Alan Hamm and Dennis Poon. Tim Chuang, Yuki Yuan, Alan Lo, Irwin Li, Nicholas To, Tom Yu, Allan Sum, Patrick Chu and Chris Collucci.



ACCE President Kevin Au-Yeung (left) presented an appreciation plaque to Paula Cruickshank (right), Senior Vice President, Ontario, of BDC (title sponsor) and Co-Chair of the 2020/2021 ACCE Awards Gala.



Sharon Zhu, Community General Manager of CIBC, presented scholarships to students from various colleges and universities.



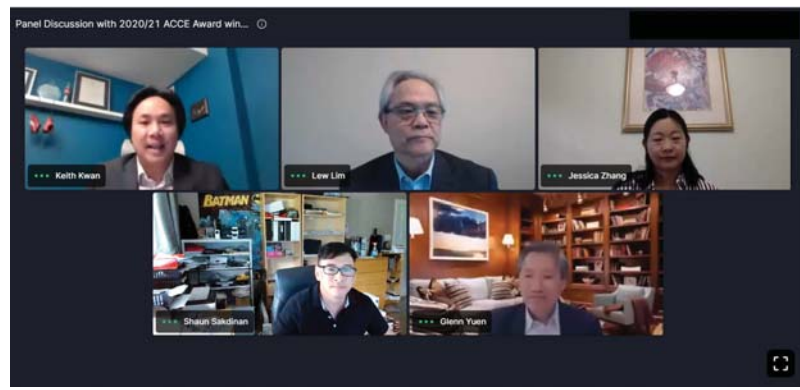
ACCE President Kevin Au-Yeung (left) presented a donation cheque to Dmytriy Pereklita (right) from One Piece a Day.



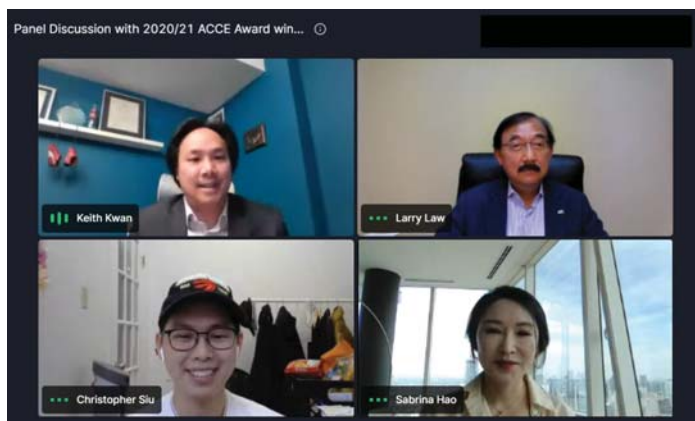
ACCE President Kevin Au-Yeung (left) presented a donation cheque to Stanley Chang (right) from Joanna Duong Chang Memorial Foundation.



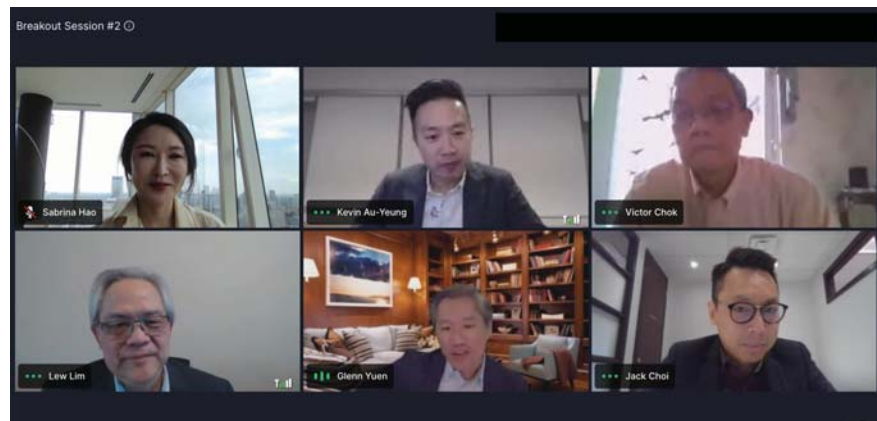
The 2021 ACCE ACCESS Business Forum was held on June 3, 2021, hosted on the Hopin virtual platform.



Keith Kwan, moderator of the event, with the 2020/2021 ACCE Awards winners. From top left: Keith Kwan, Lew Lim and Jessica Zhang. Shaun Sakdinan and Glen Yuen.



From top left: Keith Kwan and Larry Law. Christopher Siu and Sabrina Hao.



Guests and 2020/2021 ACCE Awards winners attended Business Forum breakout sessions.

Upcoming Events 2021

DATE	EVENT
Wednesday, September 29, 2021	ACCE ACCESS Annual General Meeting on Zoom
Tuesday, October 26, 2021	ACCE ACCESS Networking to Learn Webinar
Friday, October 29, 2021	ACCE Magnolia Club Networking
Wednesday, November 10, 2021	ACCE ACCESS Mandarin Speaking Webinar on Zoom
Thursday, December 2, 2021	ACCE ACCESS Christmas Celebration on Hopin



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The 2021 ACCE Pitch Competition final was held on August 13, 2021, hosted on Zoom.



The Med-Alert team won the 2021 ACCE Pitch Competition.

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The Pitchhikers team won the People's Choice of the 2021 ACCE Pitch Competition.

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