



*Because your support has made it possible for this Association to grow, it's a real pleasure at this holiday time for the Board to say "thank you" and we wish you a full year of happiness and success.*



*Board of Richmond Hill and Markham Chinese Business Association*

## Positive Thinking in Negative Climate – message from the President

As holiday season is approaching, I would like to wish you a warm, safe and happy holiday on behalf of our Board of Directors. We may have many wonderful plans to prepare for the celebration of this magnificent holiday season. However, the current economic situations may cause us some sort of uneasy emotions.

It seems that not a single body on earth or any governments or organizations can offer any quick solutions to revoke the current situation. However, personally, I would not feel helpless and be worried about my business or my job. Panic will not help, and besides, crisis always comes with opportunities. If we could have a positive thinking, we can best use of the current situation.

1. Corporate restructure to promote production effectiveness and maximize the usage of redundant assets during the down time
2. Improve production and human resources skill to save cost in long run as staff has time to be re-educated about production
3. Strengthen the human resources allocation for each position
4. Engage always needed human resources which become affordable during recession
5. Convert current production facilities from rental and or leasing to own as price of real estates, cost of borrowing and interest rate are comparatively lower than before to ensure further cost saving and benefit from future real estate appreciation
6. Penetrate into markets that were not accessible in the past and focus on preparation of bigger markets
7. Consolidate competitors to increase market shares and become a market leader to improve profit margin.

Business world wants the world to be stable to conduct business especially during this most tough time of our economy in the century. Thanks to our conservative policy in conducting business in Canada, our economy is in better shape than others for the moment. Unfortunately, we have to face a man-made challenge from Ottawa. Changing of government could be the last thing that the business world would prefer at this point of time.

We need a strong and stable government that has a clear policy to assist us in walking through this economic hardship.

As a business association, we are politically neutral. We encourage our members to express their concerns to their MP. We need harmony and unity to ride out the storm.

*Benedict Leung, C.A., President RHMCA*

## 不景氣中找順景 - 會長致辭

聖誕新年假期臨近，可惜興奮愉快的心情，受到經濟氣候轉向惡劣而大打折扣。世上沒有靈丹妙藥能一下子扭轉劣勢，但我個人相信，我不會徬徨無助，為工作或生意而憂愁。恐慌於事無補，危中自然有機。這時候我們要把握時機，運籌帷幄。

我們可以改組架構，盡用資源；提高人力質素，再培訓員工以加強生產力；趁成本下調招攬所需人才；運用地價及息口下調優勢，購買公司廠房或生產工具，既能減省租金，亦能靜待升值機會；併合對手以增加市場佔有利，擴大邊際利潤，以及領導市場。

然而，保持積極態度的同時，亦需穩定的政府共渡時艱。加國倚仗穩健政策得以避過更嚴峻的經濟困局，但卻出現一些人為挑戰。在這時刻，商界希望不到最後一刻，也不應更換政府。作為一個商會，我們政治中立。我們鼓勵會員們積極向你們的國會議員表達意見。際此艱難時刻，我們必需和諧。

**梁萬邦特許會計師**  
烈市萬市華商會會長

# Top economist predicted hard time ahead

On October 24th, TD Vice President & Deputy Chief Economist Mr. Craig Alexander came to our small business seminar to present his view on economic outlook. This is his third year to join us in this annual event sponsored by TD Bank Financial Group. RHMCA must also thank to Sheraton Parkway Hotel in Richmond Hill for the venue sponsorship.

Last year, he talked about the strength of Canadian dollars that had hurt Canadian exports. The situation in this year has changed drastically. The dollar is down and we are heading to a recession.

Mr. Alexander emphasized that, however, there was no need to be too pessimistic about Canadian economic performance. For example, he did not see that the real estate market in Canada would drop dramatically as it was in the U.S. According to him, the new immigrants that are coming year after year would be new forces in supporting the market. So he predicted that the property market would become strong again in mid 2010.

## 經濟師預測前路艱辛

道明銀行的副總裁兼副首席經濟師亞歷山大於十月二十四日，在本會的小生意研討會上，探討經濟前景走向。這是亞歷山大連續第三年擔任我們的研討會主講嘉賓。今年的研討會承蒙烈治文山喜萊登酒店的贊助，使會議能在舒適寧靜的環境下進行。

雖然經濟前景不甚樂觀，但亞歷山大對於加國房產市場道並不完全悲觀，主要是他認為加國每年都有新移民著陸，他們將是支撐房市的主要新動力。他本人樂觀預測加國房市至2010年時會回復暢旺。



Craig Alexander was the keynote speaker at RHMCA small business seminar on October 24. Over 150 attendants listened to his presentation on economic outlook.

## RHMCA events 華商會活動

### January 27th, 2009 Tuesday

RHMCA monthly membership event 每月會員例會  
Time: 6:00 p.m.  
Place: To be advised  
Fee: \$25 for members and \$35 for non-members.

### February 7th, 2009 Saturday

12th Annual Gala of Confederation of Greater Toronto Area Chinese Business Associations

An annual gala that will see the participations of political leaders, community celebrities and business executives, it is one of the signature events in Chinese community. 一年一度的大型宴會，雲集政、商及社區翹楚，是華人社區年度盛事之一。

Time: 6:00 p.m. – 11:00 p.m.  
Place: Hilton Suites Hotel, Markham  
8500 Warden Ave., Markham  
Fee: \$150.

### February 24th, 2009 Tuesday

RHMCA monthly membership event 每月會員例會  
Time: 6:00 p.m.  
Place: To be advised  
Fee: \$25 for members and \$35 for non-members.

### March 31st, 2009 Tuesday

RHMCA monthly membership event 每月會員例會  
Time: 6:00 p.m.  
Place: To be advised  
Fee: \$25 for members and \$35 for non-members.

(For enquiries please call 905-731 8806 or email to: [info@rhmc](mailto:info@rhmc))

### Markham Small Business Enterprise Centre events

萬錦市小企業中心活動: (for registration, please visit: [www.msbec.markham.ca](http://www.msbec.markham.ca))

To be published

### Richmond Hill Small Business Enterprise Centre events

烈治文山小企業中心活動:  
(for registration, please call 905-771 2546 or [ecdev@richmondhill.ca](mailto:ecdev@richmondhill.ca))

### January 27th, 2009 Thursday

Seminar on Income tax  
Time: 8:30 a.m. – 10:30 a.m.  
Place: Richmond Hill Council 1st Floor, 225 East beaver Creek Road  
Fee: Free.

### February 12th, 2009 Thursday

Seminar on E-marketing and Web 2.0  
Time: 6:30 p.m. – 8:30 p.m.  
Place: Richmond Hill Council 1st Floor, 225 East beaver Creek Road  
Fee: Free.

### February 26th, 2009 Thursday

Sales Process for a Customer Focus Approach seminar  
Time: 6:30 p.m. – 8:30 p.m.  
Place: Richmond Hill Council 1st Floor, 225 East beaver Creek Road  
Fee: Free.

## Annual Retreat of the Board

The Board of RHMBCA held its annual retreat in the end of November. All Board members came together at an exclusive meeting venue to discuss the future planning of RHMBCA. One of the major issues is enhancing the influence of RHMBCA to improve the environment of doing business in York Region and to help the small business weather the storm of recession. For that, we have set up a special committee and we will start working with the three levels of government, the financial institutions, the utilities corporations and other related parties.

The retreat concluded that we have to focus in our membership development. We have to articulate our membership benefits to increase member satisfaction. RHMBCA will also work more closely with Chinese Consulate General in Toronto and other related parties for a better linkage between Canadian and Chinese business communities.

本會於十一月底舉行了一次退修會議，商議會務發展。其中一項主要議題是如何發揮本會的影響力，協助小生意渡過經濟難關，及改善約克區營商環境。為此，本會成立一特別委員會，並開始與三級政府、金融機構、公用事業機構及相關組織接觸，共同研究扶助小生意的方法。會議總結出未來需要更著重發展會員福利，以及需要進一步與中國駐多倫多總領事館及相關組織團體合作，加強加中兩地商界連繫。



Directors were discussing RHMBCA development.

## New lineup of Board of RHMBCA

Please join the Board to welcome two new Directors, Mr. Alex Li and Ms. Gina Li. Their term will start in January 2009. There will also be two new Vice Presidents, Mr. Will Sung and Mr. Sunny Ho. Mr. Sung is one of our founders and he will focus in developing our Youth division in the upcoming year. Mr. Ho is active in community, which makes him the best candidate for our External Relations department.

Our new Executive Board members include: Ben Leung, President; Annie Ho, VP in Administration; Alaric Man, VP in Membership, Gin Siow, VP in Development; Michelle Chu, VP in Events; Sunny Ho, VP in External Affairs; Will Sung, VP in Youth; Homan Yip, Treasurer; Peggy Tang, Secretary; Sunny Ho, Legal Counsel; and David Ho, Past President representative.

本會董事局在新一年度展現新的面貌。首先我們十分高興兩名新董事Alex Li及Gina Li。此外我們的執行委員會亦增添了兩員猛將，他們是青年部副主席宋偉及主管外事部的副主席何志立。宋偉是本會創會董事，資歷深厚，而何志立活躍於社區，由他發展對外關係，最為恰當。



RHMBCA invited community and political leaders for an appreciation dinner on November 30th to express the Board's gratitude to them for their support in the past year. Guests include (front row from left) York Regional Police Chief Armand La Barge, York Regional Chair Mr. Bill Fisch, MP of Richmond Hill Hon. Bryon Wilfert (fourth from left), Madam Zhu Taoying, Chinese Consul-General, Mr. Huo, Mme Zhu's husband, Ms. Maureen Siu, Director of HKETO and Mr. David Cohen, Richmond Hill Councillor.

新的執行委員會成員將包括：會長梁萬邦；副會長(行政)何鄧小仙；副會長萬惠成；副會長蕭成振；副會長朱萬舒；副會長何志立；副會長宋偉；司庫葉變豐；秘書鄧俞建萍；法律顧問何志立；以及前會長代表何應榮。

## Richmond Hill Budget

January 13th, 2009 Tuesday

Budget Committee-of-the-Whole breakfast meeting  
烈治文山市政府預算諮詢早餐會

The Mayor and Council of the Town of Richmond Hill invite the business community to a special Budget Committee-of-the-Whole breakfast meeting. This is the opportunity for the public to learn about the Town's 2009 budget and provide your input.

烈治文山市長及市議會邀請商界及居民參加一個預算委員會的早餐會，會上公眾人士可以得悉市政府的2009年預算，並提出意見。

Time: 7:30 a.m. - 9:00 a.m.

Place: 225 East Beaver Creek, Council Chambers,  
1st Floor, Richmond Hill

RSVP: Mary Wong @ 905-771 2523 or email: [ecdev@richmondhill.ca](mailto:ecdev@richmondhill.ca)  
(seating is limited, please reserve early)



RHMBCA donated \$3120 to Unionville Home Society in Markham. This is part of the proceeds from one of RHMBCA events in September 2008.



RHMBCA representatives attended a reception by Hua Du Association on November 24th, 2008.

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