



RICHMOND HILL & MARKHAM CHINESE BUSINESS ASSOCIATION
烈治文山市·萬錦市華商會

Published by Richmond Hill & Markham Chinese Business Association

Business & Charity
商業與公益



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No. 0093686
香港童軍總會
Scout Association of Hong Kong

100周年童軍獎券
Hong Kong Scout Centenary Raffle
成就百載 綻放未來
March On to Another Century

籌得款項用作拓展香港童軍運動
Fund raising for support of the Scouting in Hong Kong
2011年3月26日(星期六)在九龍柯士甸道童軍總會中心抽獎
To be drawn at the Hong Kong Scout Centre, Scout Path, Austin Road, Kowloon on Saturday, 26 March 2011
www.scout.org.hk

Returns from the Not-For-Profit 非營利事業的回報

During a visit in Hong Kong, President of RHMBCA, Mr. Will Sung, bought a raffle ticket from Hong Kong Scout Association. The raffle ticket caught his eyes. It was not only a chance for the buyer to win something big. It was also a discount coupon for certain products and food.

“Successful charitable fund-raising has much in common with managing a business. It requires leadership, persistence, and creativity.”¹

This saying from the famous philanthropist David Rockefeller, Sr. tells it all about business leaders participating charitable or philanthropic activities.

The creative idea of the raffle tickets and discount coupons helps the scout association raise substantial fund. The persistence of business individuals enables the non-profit sector to have strong operation boards in running their organizations. And the leadership of these non-profit organizations contributes to the well-being of the whole mankind.

To some, charitable giving is straight forward, that is, to donate money and make a difference. In fact, donations can be investments. Similar to the venture capital for the for-profit companies, the non-profit sector also needs growth capital to help them sustainable. Thus comes to the advent of strategic financier for the non-profit organizations.

Nonprofit Finance Fund is a community development financial institution in the United States focused exclusively on the nonprofits. Through grants and loans, this organization has worked to connect money to mission effectively so that nonprofits can keep doing what they do well. According to their report in last September, their philan-

thropic equity investments program has tripled the program delivery and doubled the revenue of the recipient organizations.²

When Paul Newman made his own salad dressings and then gave to neighbours as gifts in the 1980's, he would never have thought about turning it into a multi-million business that is donating 100% of its profit every year. In the past three decades, his company had donated over 300 million dollars. His success has inspired other business to adopt his social enterprise model.

The salad dressing is branded as Newman's Own, with Paul Newman's face on the label. He recalled when he was told of the idea, "I said, "Are you crazy? Stick my face on the label of salad dressing?" And then, of course, we got the whole idea of exploitation and how circular it is. Why not, really, go to the fullest length, and the silliest length, in exploiting yourself and turn the proceeds back to the community?"³

In exploiting themselves, some directors of RHMBCA are also sitting in the boards of other community charitable organizations. They include C.S. Leung and Daisy Wai in York Central Hospital; Ernest Cheung in CICS; Alex Li, Gin Siow and Michelle Chu in SEAS Centre; Kit Wong and Matthew Lyn in Cathay Lions Club; and Sunny Ho in Carefirst Foundation. The list of RHMBCA's members' participation in philanthropic activities will be exhaustive.

本會會長宋偉年初走訪香港時,購入一張香港童軍總會的慈善獎券。但獎券不只是獎券,還是一張飲食及購物的減價優待券。

美國慈善家洛克菲勒曾說過:「其實籌款就好像管理一盤生意,需要領導才能、堅持及創意。」¹

這份創意幫助增加香港童軍總會慈善獎券的銷量;而商界精英的堅持令到非營利機構得以運作;而這些非營利機構的工作,則造福整個社會。

大多數人會認為慈善公益不外乎是捐錢,但其實這也是一項投資。營利企業會透過資本市場籌措營運經費,非營利機構亦需要同樣的機制讓他們生存。這於是產生了策略性的融資組織。

美國的非營利融資基金便是這樣一個機構。他們透過撥款與貸款,專門為非營利機構提供資金,結果成績斐然。該組織去年九月發表報告,指出公益基金協助非營利機構的收入倍增,更令他們的服務遞增兩倍。²

荷里活影星保羅紐曼是社會企業的佼佼者。他與好友合作製了一些沙律醬,原意是送贈鄰居作禮物,沒料到竟變成一家大企業。最令人敬佩的,是這家企業的所有利潤都是用來回饋社會。在過去三十年來,他創辦的Newman's Own 共捐了三億美元。

保羅紐曼的社會企業模式,贏得很多人的仿效。本會多位理事也秉承他的服務社會精神,加入不同的服務機構擔任理事,如梁中心和韋邱佩芳加入旭康醫院,張文政是華諮處理事,李旭陽、蕭成振和朱蕙舒加入協群社區服務中心,黃卓傑和凌柱根是國泰獅子會理事,而何志立則是耆暉會基金會會長。還有會員當中,不少也參與社會公益工作,恕未能盡錄。

1 http://www.woopidoo.com/business_quotes/index.htm
2 <http://nonprofitfinancefund.org>, "Philanthropic Equity Pays Off for Nonprofit Sector", September 21, 2010
3 http://www.woopidoo.com/business_quotes/index



Business sees the power of giving back 為善最樂，營商最優

The sustainable growth of a community and the continuous development of business are interrelated. Without the existence of one, the other will diminish. Business people will understand that their employees, customers and suppliers are mainly from where they do businesses. The growth of their community will therefore give them more businesses. It just likes the healthy earth yielding strong crops.

To ensure the community a sustainable growth, the government needs to use its tax money wisely. But this is not a game wholly rely on the government. All parties in the community have to work together to win the game. They need to care about one another. And each party has to make its own contribution to the society. Many social deeds are long term investments that may not bring in instant returns. Services in health, education, law and order, transportation or helps for the needy are just some of the examples. Yet the individual business opportunities and gains are usually generated from the well-being of the whole society. And these business opportunities are always heading to a larger area or a higher level because of good deeds. That is why the philanthropic movements and business developments are mutually beneficial.

The Past Presidents, Directors and members of Richmond Hill & Markham Chinese Business Association are all warm-hearted. They have been active in various charitable activities and thus help build a good name for RHCBA. Despite the nature of RHCBA as a business association with the mandate of promoting members businesses, we are always supportive to community services. We may not be the front line charitable organization to raise funds for the service agencies, but we are definitely one of the donors when we can afford to do so. As I have mentioned in the beginning of this message, the existence of community growth and business development relies on each other. Therefore, I sincerely hope that all of us can embrace the idea of making more by giving back.

This is the first issue of 2011. I take this opportunity to wish you a prosperous year ahead. Hope all of you enjoy the fruits of your charitable acts.

Will Sung
President, RHCBA

商業的發展與社區的持續成長是息息相關，互為因果的。營商人士都明白他們的顧客、僱員以至供應商，都是大多數來自他們生意所處的社區。進步壯大的社區做就商界萌長的環境，其關係有如植物生長於土壤。

然而社區的進步壯大，卻不能單靠政府的責任和稅金的支持。社區公益是眾人之事，需要眾人的關心和通力合作。社區公益事宜繁多，有很多事情更是長遠投資，並沒有立竿見影的效益。例如醫療、教育、治安、交通以至對弱勢社群的關注等等。唯眾人的公益事業卻有帶動個人生意，走上更高服務層次和擴闊更廣營商空間的效果。在一個社區中，如果公益事業枯萎，相信那社區的商業生機，再也不能蓬勃。

烈治文山市萬錦市華商會在過去歷任會長、理事和會員的推動和參與下，對社區的公益時加注意，共襄善舉。雖然本商會主旨乃推廣會員們的營商機會和開拓渠道，讓會友能接觸各界，包括加國三級政府或國際官商機構。在公益事業上本會不會站於第一線，仿如慈善團體般主導負責與執行。惟本會對公益事業亦常作推廣和聲援，亦於有限度的經濟能力下作出捐獻，不遺餘力。承如前述公益事業發達，商業生機處處的推論，本人希望會友們能夠藉著參與公益事業，帶出商界高層次的服務範圍，和創新的營商眼界。

藉今期2011年首次會訊，本人向各位會友祝願新的一年生意興隆，為善最樂，福有猶歸。

宋偉
烈治文山市萬錦市華商會會長



Markham Mayor Frank Scarpitti (left) and Richmond Hill Mayor Dave Barrow (right) hosted Chinese New Year dinners to celebrate the Year of the Rabbit with the communities.
為慶祝兔年來臨，萬錦市長薛家平(左)和烈治文山市長巴羅(右)，分別舉行農曆新年晚宴，與眾同樂。

Witnessing the growth of RHMBCA 本會成長的最佳見證人

The success of an organization relies on the support from its members. Matthew Lyn is definitely one of the strongest supporters of RHMBCA. He is one of the founders of this association in 1993. In these years, he has witnessed the growth of RHMBCA, from an unknown group to a well-connected association in York Region.

Moved to Canada from Jamaica in the early 1970's, Matthew joined the real estate industry as a developer, speculator and investor. When he saw the growth of the Chinese community in Highway 7 area in the early 90's, he joined others to form a group named Richmond Hill & Markham Chinese Business Association.

The objective of this group is to become a voice of the Chinese business. But the small and young association was hardly heard in the early days. Through the leadership of different presidents, the group had drawn attention from the community in the second half of the 90's. Then in the early 2000's, RHMBCA began building up a strong relationship with the three levels of governments. Now in the early 2010's, RHMBCA is joining other sister associations to link up Canadian and Chinese markets. As a founding Director, Matthew supported each President's leadership and vision.

Markham Population Quadrupled

"I remember one day when I drove up to Markham in 1975, I saw a sign about Markham's population, it was 73,000," he recalled. "Today, how many people are living in Markham? 270,000!"

Indeed, the growth of RHMBCA and Markham is exponential. It is also the same to Matthew Lyn. He now has five grandchildren. But he does not have immediate plan to retire. He is still active in the community. Other than RHMBCA, he is also sitting in the boards of Cathay Lions Club and Tsung Tsin Association of Ontario. And he has been with these associations for an extensive period of time.

His tie to Tsung Tsin, an association for the Hakkar Chinese from Caribbean area, is particularly strong. It is proved to be strong enough to make it his lifetime achievement. In 1988, he successfully helped building a permanent location for TTAO in Scarborough. Now he is the Honourary Life President of TTAO.



於上世紀七十年代初從牙買加移民來加國的凌桂根，可以說是本會成長的最佳見證人。因為他是創會成員之一。從本會最初無人知曉，至今在約克區廣為人識，他都一一經歷。

移民後即投入地產開發及投資業務的凌桂根，眼見七號公路日益發展，於是與一群華商於1993年成立本會，希望將華商組織起來，形成一股聲音。但這聲音最初軟弱無力，經歷歷屆會長帶領下，終於使本會在社區上受到注目，繼而與三級政府建立良好關係。踏入二十一世紀後，本會與友會致力開拓中國市場。本會的每個發展階段，都得到凌桂根全力支持。

回憶萬錦市面貌在過去數十載的變化時，凌桂根只簡單的說：「1975年我開車進入萬錦市時，見到一個路牌寫著：萬錦市，人口73,000。可知現時萬錦市有多少人口？是270,000人啊！」

開枝散葉的又豈只是萬錦市，凌桂根亦兒孫滿堂。但他不但未有即時退休的打算，還積極參與社區。除了本會外，他也是國泰獅子會及崇正會的長期理事。他與崇正會的連繫尤其深厚。該會將來自加勒比海地區客家人組織起來，凌桂根於1988年時，成功協助該會在士嘉堡興建會址。如今他是崇正會的終身榮譽會長。



Board of RHMBCA, Councillors of Richmond Hill and Markham, and Chief of York Regional Police visited some Chinese shopping malls in the Chinese New Year Day to send greetings to retailers.

秉承傳統，本會理事與烈治文山市及萬錦市的市議員，以及約克區警察總長於兔年大年初一及年初二，到多處華人商場，向商戶拜年，祝生意興隆，萬事勝意。



Chinese New Year Greetings 兔年拜年活動



JCY Jewellery donated a gift for CNY Gala lucky draw. 珍珠園送出珍珠項鍊給華商之夜作抽獎禮品。

Welcoming New Members 歡迎新會員



Jim Cleghorn (left) and Bill Goulbourne (right), Pillar to Post



Rebecca Chu
Smart Reach eMarketing



Richard Tam
York Central Hospital



Amy Hung
Amy Hung Insurance Agency



Beverly Au
Paintlounge



David Dai
Investors Group



Eric Chung
Seeker Green Products Ltd



James Ho
Richmond Hill Toyota



Justin Liu
Eco Carpet Cleaning



Hannah Hua
Interior Designer



Janice Yan



Marlene Gaylot
Dynamic Immigration



Victor Au, VA Photography

CORPORATE MEMBERS

GENIVAR	Nerissa Hernandez, Natalia Ferdman, Dan Connolly
Kylemore Communities	Mariam Aboutaam, Patrick O'Hanlon, Frank Spaziane
SNAP Richmond Hill	Nic Ahola

GENERAL MEMBERS

	Albert Yong
168 Sushi	Ming Chen
Audi Uptown	Aaron Madar
CBP Marketing	Olivia Chan
IBT Employment	Leo Ralph
Jia Jia International Moving	Xi Jie Yu
K & K Imp. Exp. Group	Anna Chiu
Lowell Lo Design Inc.	Lowell Lo
The Speech Therapy Centres of Canada	Julie Segal

YOUTH MEMBERS

Best Deal Tires Inc.	Karen Yu
RBC	Lydia Lin

Events 活動

RHMCBA Event 本會活動

May Networking Event

Date: May 31, Tuesday
Time: 6 pm - 10 pm
Venue: To be confirmed
Enquiry: 905-731 8806 or
email to info@rhmcba.ca

Markham Small Business Centre 萬錦市小型企業中心

Open House

Date: March 30, Wednesday
Time: 4:30 pm - 6 pm
Venue: Markham Convergence Centre,
7271 Warden Ave., Markham
Enquiry: 905-477 7000 ext 3883 or
email to sandratam@markham.ca

Richmond Hill Small Business Enterprise Centre 烈治文山市小型企業中心

Search Engine Optimization

March 31, Thursday, 6 pm - 8 pm
Venue: Richmond Hill Council Chambers,
225 East Beaver Creek Rd.,
1/F, Richmond Hill
Enquiry: 905-771 2523 or
email to ecdev@richmondhill.ca

Social Media

April 28, Thursday, 6 pm - 8 pm
Venue: Richmond Hill Council Chambers,
225 East Beaver Creek Rd.,
1/F, Richmond Hill
Enquiry: 905-771 2523 or
email to ecdev@richmondhill.ca

Practical Exporting

May 10, Thursday, 6 pm - 8 pm
Venue: Richmond Hill Council Chambers,
225 East Beaver Creek Rd.,
1/F, Richmond Hill
Enquiry: 905-771 2523 or
email to ecdev@richmondhill.ca

Business Plan Boot Camp

April 12, Tuesday, 6 pm - 9 pm
Venue: Richmond Hill Central Library,
1 Atkinson St, Meeting Rm A & B
Enquiry: 905-771 2523 or
email to ecdev@richmondhill.ca

Summer Company 2011

An opportunity for students and young entrepreneurs, 15 to 29 years old, to start and run their own summer business. Program offers up to \$3000 award, plus coaching and mentorship. Application deadline: May 9, 2011

Details: visit the website of Ministry of Economic Development and Trade: www.ontario.ca/economy

Richmond Hill Cultural Plan Survey

Richmond Hill is developing a Cultural Plan to ensure that creativity and innovation are at the forefront of what makes the Town a vibrant community. The Town is conducting a survey to gather ideas and input from the widest possible cross-section of the community. For details of the Cultural Plan and survey, please visit www.richmondhillculturalplan.com.

The BRIDGE

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The 6th oasis in the city 城市中的“六”舟

There is a sixth oasis in the Greater Toronto Area, but we never heard of the first, second, third, fourth or the fifth.

6th is not a number. It is a name of a residence. It is named “The Sixth” because it overlooks the 6th and 7th holes of a golf course. “The 6th hole, par 3 was the most difficult to play in the entire PGA in 2002,” President of Kylemore Communities Mr. Patrick O’Hanlon explains. “Plus, it’s a cool name for an exceptional condominium.”

The golf course is Angus Glen in Markham. The Sixth is one of the state-of-the-art projects of Kylemore Communities. Situated on a hill to maximize views, The Sixth is actually two buildings that will encompass 130 suites. “The views will be indescribable, looking out onto the course, Bruce Creek, the pond and trees,” Mr. O’Hanlon continues. “Residents will have a nearly 240-degree view, and unlike a condo in the city, these vistas will be unobstructed by hydro lines and train tracks. It will be like living in a resort within the GTA.”

This prestigious low rise residential condominium will rise six stories above the lush Angus Glen golf course in the established West Village community. It also offers hotel-style amenities to inspire the body mind and soul from the fitness centre, whirlpool, yoga room, party room with catering kitchen, wet bar, walkout to a landscaped outdoor garden; billiards, card room, furnished guest suite for overnight visitors and much more.

More than a residence, it's life style

Kylemore is a renowned developer. For over two decades, Kylemore’s principals were involved in building 10,000 homes across North America. Its principals include classic architecture, the finest features and materials, innovative floor plans and unique interior designs.

What makes Kylemore different from the others is that they don’t just design and build exceptional homes, they build communities, and they build lifestyles.

The relationship of Kylemore and Angus Glen began in 1996 when Kylemore was involved in building a community around Angus Glen. It was later acquired by the golfing resort company. A distinguishing element of the entire Angus Glen community is the sense of belonging and camaraderie that permeates the area. Kylemore holds regular events throughout the year to encourage neighbourly interaction. “I get to know most of the residents personally,” Mr. O’Hanlon says. “This truly is a special community in every sense of the word.”

The Sixth is joining the community this Spring.



大多倫多地區出現了“六”舟。這是名符其實的綠舟，不是六條龍舟。這綠舟並不很遠，就在萬錦市的 Angus Glen 高爾夫球場內。

“六”其實是一個柏文項目。「取名“六”是因為這個項目鳥瞰球場的第六洞及第七洞。」發展商 Kylemore Communities 總裁 Patrick O’ Hanlon 表示：「這球場的第六洞，第三杆是 2002 年 PGA 最高難度的一杆。而且“六”這個名稱很別緻，正好配合這個出眾的柏文項目。」

“六”有兩座六層高大廈共 130 個單位。坐落山丘之上，景觀怡人，是 Kylemore Communities 的最新發展項目。據 O’ Hanlon 介紹，這兒的住客會享有 240 度廣濶景致，風景不受電線或火車軌破壞。置身其中，尤如身在渡假勝地。

這個柏文項目與 West Village 毗鄰，附有多項酒店般的設施，如健身室、瑜珈房、熱水池、桌球房、橋牌室、連廚房的派對房等，戶外有美麗花園，大廈還有家具齊全的訪客單位。

Kylemore Communities 是北美著名的發展商。過去二十年，建造了一萬個設計匠心獨運，用料優質上承的住宅單位。與其他發展商最不同之處，是 Kylemore Communities 要建造的，不只是住屋單位，而是一個社區，一種生活品味。

Kylemore Communities 與 Angus Glen 的關係始於 1996 年。當時 Kylemore Communities 要在 Angus Glen 建造一個項目，隨後更成為這個著名高爾夫球場集團的成員。Angus Glen 社區最獨特之處，是住客都有強烈的歸屬感，彼此間有深厚情誼。那裡定時舉行活動，增進鄰舍關係。O’ Hanlon 表示：「我差不多認識這裡每一個人，這社區確實是與眾不同。」

今個春季，“六”將會成為這社區的一份子。



The 14th Annual Chinese New Year Gala of the Confederation of Greater Toronto Chinese Business Associations on February 13, 2011

大多市華商總會之第十四屆華商之夜，於二月十三日舉行



Presidents of the four member associations of CGTCBA

Gala organizing committee tossed to the guests 晚會籌委會向嘉賓致敬。



Guests of Honour 榮譽嘉賓



Federal Minister of Citizenship and Immigration
Jason Kenney
聯邦公民及移民部長肯尼



Ontario Minister of Culture and Tourism
Michael Chan
安省文化及旅遊廳長陳國治



Richmond Hill Deputy Mayor **Vito Spatafora**
烈治文山市副市長施偉圖



Markham Mayor **Frank Scarpitti**
萬錦市長薛家平



Chinese Consul-General to Toronto **Chen Ligang**
中國駐多倫多總領事陳立綱



Director of Hong Kong Economic and Trade Office
Maureen Siu
香港經貿處處長蕭聯蓮



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Town of Markham



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Stephen Bald, BDC



Kenny Wan Chartered Accountant



Linda Mack, Cleanol



Town of Richmond Hill

2011-2012 Spring, Summer collection by Dan Liu



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