

POWER50

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2014 was the year we got back to business, whether in real estate (we grow ever more expensive, ever higher), politics, culture, community (remember the teachers' strike?), or commerce. At the heart of good business is negotiation, and this year's list—our 14th—pays special attention to those who braided together disparate interests, especially following this summer's Supreme Court decision recognizing the Tsilhqot'in people's title to their land. Everything changes as we reconsider relationships with First Nations and with partners across the world drawn to the excellence of our setting, our fortune, and our stewardship

REAL ESTATE
01 | *Previously: 13*
LUIGI AQUILINI
FOUNDER, AQUILINI INVESTMENT GROUP | AGE: 82

The Aquilini fortune is built on real estate. Patriarch Luigi started buying in East Vancouver in the 1950s and has never stopped. He and sons Francesco, Roberto, the Canucks, but even the core. The first of four resided and this year they added Moncton, Burnaby, at So. The future points to even industry-leading strategy venture projects in Tsawwassen and northern B.C. Supply

Aquilini Investment Group founder Luigi Aquilini and sons Roberto, Francesco, and Paolo

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president of Aquilini Construction and Development, Luigi is key to these partnerships: one man able to shake hands on a deal—no bureaucracy, board of directors, or dicey financing to consider. The First Nations are the largest landholders in B.C., and building trust with them creates tremendous opportunities (an oil pipeline from northern Alberta to the coast among them) for this nimble private company. The Aquilinis have a broad range of businesses, from golf courses to blueberry farming, aquaculture to waste-to-energy, but mostly they hew to the advice Bob Hope once gave someone who asked how to get rich: “Buy real estate. Never sell it.”

POLITICS

02 | *Previously: 1*

Christy Clark

PREMIER, BRITISH COLUMBIA | AGE: 49

 Premier Clark understands the power of simplicity. She defied the odds and won the 2013 provincial election on a single issue: the economy. Since then she has governed on a minimalist doctrine, focusing almost solely on the nascent liquefied natural gas industry she promises will create not only 100,000 jobs but unparalleled wealth—enough to wipe out the provincial debt. Staking the economic future of the province on this industry, she'll need at least one big-name LNG proponent to commit to a multibillion-dollar venture here or her plan will almost certainly be in jeopardy. Her biggest gain of 2014: getting the teachers to sign a historic six-year agreement after being on the picket line for five weeks. It was a huge coup for the Clark government. She also managed to develop a workable


relationship with many of the most powerful unions in the province, much to the dismay of the provincial New Democrats and their new leader, John Horgan. The future battles between Clark and Horgan, who is fiery and quick on his feet, should make for compelling political theatre. **What was your high point in 2014?** *Reaching a negotiated settlement to end the teachers' strike.* **Your low point?** *The Mount Polley tailings pond breach.* **What is one thing you'd change about yourself, if you could?** *It's better to focus on what you can do differently in the future than worry about things you can't change.*

POLITICS

03 | *Previously: 2*

Gregor Robertson

MAYOR, CITY OF VANCOUVER | AGE: 50


 If the measure of power is that every person in the city knows you well enough to either love you or hate you, Robertson has that in buckets. An Insights West poll showed only two percent of people had never heard of the mayor who bulled through the city's most controversial bike lane on Point Grey Road, oversaw multiple contentious community plans and development projects, introduced a rigorous building code that brought howls of protest over doorknobs, and went to legal battle with CP Rail—to name just a few things on the mayor's to-do list. Forty-six percent were positive about him, 39 negative—half of those “extremely negative.” Mission accomplished. **Who do you rely on for advice and inspiration?** *I was inspired by the many aboriginal leaders during Vancouver's Year of Reconciliation. We are committed to becoming the world's first City of Reconciliation.*

BUSINESS

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Thomas Fung

CHAIR & CEO, FAIRCHILD GROUP | AGE: 63

 For one of Vancouver's richest men, 2014 was a year to celebrate and reflect. Son Joseph's wedding to Michelle Tam was the event of the year with billionaire guests. Couldn't make it? There was still something for you from the outside: an eight-minute-long fireworks display over the harbour capped off the evening. (Yes, most of us are not allowed fireworks displays in Coal Harbour.) With his only son married, Fung, head of a \$400-million retail and media empire, is thinking generational change. He is the same age as when his father, Fung King Hey, founder of Hong Kong investment firm Sun Hung Kai, died just after he retired. “The lessons I learned from that is I'm not going to force myself into a slow mode,” he says. “I'm more busy than ever.” He did promise his wife a vacation every year to places where he has no business interests. This year, it was Croatia. “I still had people come up to me there with ideas for business that are worth thinking about further. If not me, then my son could look into them.” **Low point of 2014?** *Witnessing what's happening in my hometown of Hong Kong. So sad!* **One thing you'd change about Vancouver?** *The city has the worst piracy issues to be dealt with. Heavy penalties should be imposed.* **One thing you'd change about yourself?** *I would like to change roles with those individuals who take things for granted, even for a day, to let them understand things don't come easy.* **Who should be #1?** *Gregor Robertson, who has not surprised me with extraordinary bylaws.*

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VANCOUVER

14th ANNUAL

THE POWER50

Politicians, activists, artists, and titans of industry showed this year that influence is better wielded through consensus

Plus, 5 ways to keep your eye on

REAL ESTATE

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Terry Hui

PRESIDENT & CEO, CONCORD PACIFIC | AGE: 50

 When Douglas Coupland called Vancouver a city of glass, it was Hui he was identifying. Hui's Concord Pacific spent a couple decades building tall on the Expo lands—the push to develop the final dozen towers is on the go—and has expanded to re-create the city of glass on Lake Ontario in Toronto, while other projects keep the company busy in Calgary, Surrey, Richmond, the Okanagan, and Porteau Cove. Like other Vancouver developers, Hui is more than a simple-minded builder. He loves sports like longboarding, wake surfing, and off-roading, and a financier/friend once described him as “really creative, highly artistic, thoroughly technical, and intensely analytical.” He's no peacock, however, and resolutely stays out of the press, even as a neighbourhood group struggles to pull him into a courtroom.