

**Greater Saskatoon  
Chamber of Commerce**



# **2010 Annual Report**

Photograph courtesy of Darren Roberts Photography

## Our Mission

The Greater Saskatoon Chamber of Commerce is a member-driven organization comprised of 1,700 professional, business, community and individual persons.

Working in partnership with the community and with business, our mission is to Build the Best Business Climate in Canada, Thereby Creating a City of Opportunity.

## Our Vision

Through advocacy and leadership, the Chamber promotes ethical business practices, enhances the environment for business growth and job creation, and facilitates strong relationships between community, educational, business and governmental organizations.

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### **GREATER SASKATOON CHAMBER OF COMMERCE**

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# Annual General Meeting Agenda

Thursday, March 10<sup>th</sup>, 2011  
Top of the Inn, Sheraton Cavalier Hotel

11:45 am	Welcome & Introduction of Guests	Troy Larmer
12:00 noon	Luncheon	
12:40 pm	Chamber of Commerce 104 <sup>th</sup> Annual General Meeting Motion to accept Minutes of the 103 <sup>rd</sup> AGM	
	Vice President - Finance Report Motion to accept 2010 Audited Financial Statements	Christian Braid
	Consideration of Motions:	Brian Chalmers
	a) Appointment of Auditors	
	b) Actions of Officers and Board of Directors	
	c) Approval for Signing Authority	
	Swearing in of President, 1 <sup>st</sup> Vice-President and Vice-President - Finance	Mayor Don Atchison
	Introduction of the 2011 Board of Directors & Executive	Brian Chalmers
	Presentations:	
	a) Presentation to Outgoing Board Members	Brian Chalmers
	b) Remarks of Outgoing President	Brian Chalmers
	c) Presentation	Jamie McIntyre
	Presentation of Gavel to Monica Kreuger	
	a) Motion to ratify the actions of the AGM meeting of March 10, 2011	
	b) Remarks of Incoming President	Monica Kreuger

**Greater Saskatoon Chamber of Commerce**  
**“Celebrating over 100 years of Business Building Saskatoon”**

## President's Report

As we enter 2011 there are a couple of issues I believe should be addressed which will assist in the long term sustainability of our city. City Council has just approved a 3.99% increase in property taxes for the upcoming year. Since 2003 we have seen civic expenditures grow by an average of 7.5% on an annual basis and this trend is increasing. Using the current trend of tax increases and projecting them forward we would realize a doubling of our tax bill in the area of 20 years. This trend is not sustainable, and new approaches to how the city financially operates must be found.

Much attention has been made by City Council in respect to affordable housing. The significance of prolonged property tax increases must be recognized as a barrier to sustainable affordable housing in this city. While I understand the city is growing and there are serious demands placed on the city, I also recognize the progress City Administration has made on the productivity agenda and the internal culture, and what we are presently doing will not sustain us.



The other issue that is just below the surface but has significant ramifications is the City's defined benefit retirement plan and the enhancements they have made to the plan over time. When you look over the provincial scene, most sectors including the provincial government, crown corporations and the private sector have moved to the defined contribution plans to better enable the employer to manage the cost and liability with this benefit. Not only are we as taxpayers paying for a luxury that no one in the private sector can afford, but as taxpayers we are on the hook for significant unfunded liabilities. This is an opportune time to make a change as in most work environments there are significant retirements beginning to happen and a new generation is entering the workforce.

I am not proposing draconian approaches to converting between the plans. It can be done in a managed and responsible way using a combination of grandfathering for those that are significantly invested in the present scheme, potentially allowing those at a mid-point a choice, and those with a short history to migrate to the new plan. In this way the human impact would be limited, while still allowing the city to mitigate future unfunded liabilities and manage the existing unfunded balance.

Comments on these issues are not meant to be critical or to be dismissive of the progress made in making the running of the City more businesslike. It is about long term sustainability, learning from the errors of other jurisdictions and making the necessary course corrections sooner rather than later.

A handwritten signature in black ink, appearing to read 'Brian Chalmers', written in a cursive style.

Brian Chalmers  
2010 President

# 2010 Chamber Objectives / Results

In 2010, your Chamber Board established several objectives for your Chamber's efforts. Here are the results:

## OPERATIONS

- Exceed the North American average membership retention rate of 86%.  
**Result:** 92.87% - Saskatoon's average retention rate for the last three years was 94%.
- Grow Membership by 3% by year end.  
**Result:** Grew Chamber membership by 3.125% in numerical terms and 1.8% in revenue terms.
- Adapt new social marketing communication tools.  
**Result:** Dramatic improvement and more underway.
- Generate a profit from the newsletter by end of plan period.  
**Result:** Loss of \$1,406.
- Generate a net surplus on operations by year-end.  
**Result:** Over \$41,105 with a healthy retained surplus of \$295,421.

## ADVOCACY

- Continue "Target 8000" reports monthly during plan period.  
**Result:** Reports issued each month. 4,000 lost jobs in 2010.
- Prepare and stage a SYPE/Youth mixer and Strategic Plan presentation by end of year 2010.  
**Result:** Completed.
- Complete review and definition of AIMS, Best Managed City Report under the MITACS Project.  
**Result:** Completed.
- Hold a "Productivity in Government" Forum with City, Health and SaskEnergy as presentations.  
**Result:** Outstanding.
- Complete brainstorming on issues. The Board plans to develop a common understanding of issues that affect the future capacity of Saskatoon.  
**Result:** Underway - substantially completed.
- Continue to press the "Productivity in Government" agenda and succeed in getting at least one more institution formally adopting a productivity agenda before end of plan period.
  - SaskEnergy had an excellent report in 2010.
  - Fourth Annual City of Saskatoon report received. Fifth report is expected in April 2011.
  - Several lean initiatives are underway at the Saskatoon Health Region and Government Departments.
  - The Saskatchewan Rate Review Panel now requires a productivity report with each rate increase request from SaskPower, SaskEnergy, or SGI.
  - SaskPower has an internal savings target of \$2 billion over 10 years.

## COMMITTEES / BOARDS

- Actively engage in committee activity and succeed in getting each committee to execute at least one activity during plan period.  
**Result:** Completed.
- Organize and facilitate a Board "Check-Up" session by end of plan period.  
**Result:** Outstanding.

## NETWORKING / SKILLS / DEVELOPMENT

- Continue Chamber on Tap and Business by Design.  
**Result:** Completed.

## COMMUNICATION

- Develop an initial new media strategy and begin implementation.  
**Result:** Evolving but completed - Constant Contact, online registrations.
- Add two new member outreach tactics through new media.  
**Result:** Ongoing.
- Develop an internal / external market outreach project through new media.  
**Result:** Ongoing.
- Branding
  - Chamber **Result:** Underway
  - City **Result:** Started

## COMMITTEES

Actively engage in committee activity and succeed in getting each committee to execute at least one activity during plan period.

Results:

### Aboriginal Opportunities Committee

**Co-chairs:** **Melanie Stroh**, Radisson Hotel  
**Lana Binning**, RAVE

The Aboriginal Opportunities Committee's goal is to encourage, and foster relationships between Aboriginal Businesses, the Chamber, and the Business Community as a whole. We provide networking opportunities and reach out to post secondary institutions and their students to get them involved on our business community.

**Completed:** Aboriginal Workforce Symposium February 9<sup>th</sup>, 2010

### Agribusiness Development Committee

**Chair:** **Bert Sutherland**, BERT radio on-line

The AgriBusiness Development Committee provides members, stakeholders and the public with a foundation for proactively fostering development of agricultural business opportunities in Saskatoon and surrounding communities. The Committee does this by: communicating facts and developing positions on emerging business opportunities, fostering a network of positive influencers and bringing investment to agribusiness projects. The AgriBusiness Committee is excited to continue working hard for Saskatoon in 2010, and welcomes any new members interested in joining.

**Completed:** Going Green... Growing Green, Fall 2010

**Completed:** Agribusiness Networking Events - April, September and December 2010

### Business Growth Committee

**Chair:** **Tracy Arno**, Adecco

The purpose of this Committee is to champion and facilitate growth in small to mid-sized companies (encouraging dream bigger/grow from within), facilitate start-ups; attract new business, encourage succession planning, and we work on helping companies to build "reputation capital" (eg how to retain, train, attract employees). The Committee works to improve the capacity of our business community to compete.

**Completed:** Business by Design - Winter 2010 and Fall 2010

**Completed:** Business by Design Technology Series - Spring 2010

**Completed:** Shaken with a Twist - Monthly

### Celebrate Success! Committee

**Co-chairs:** **Monica Kreuger**, Global Infobrokers  
**Troy Davies**, M.D. Ambulance Care Ltd.

The *Celebrate Success!* Committee recognizes excellence within the greater Saskatoon business community through the delivery of a series of business events including the annual *Celebrate Success! Awards Gala*. The goal of the committee is to recognize, promote and celebrate business excellence and community success raising community awareness of the contribution of business to the quality of life in our community. The *Celebrate Success!* Committee is excited to begin planning the next Awards Gala in May 2010.

**Completed:** SABEX Awards May 2010

**Completed:** Celebrate Success! Awards Auction 2010



Photograph courtesy of Tourism Saskatoon



### Environmental & Sustainability Committee

**Co-chairs:** **Al Scholz**, A.N. Scholz & Associates Inc.  
**Shane Borchardt**, Cameco Corporation

The Environment & Sustainability Committee recognizes that sustainability is about living and working in ways that meet and integrate existing environmental, economic and social need without compromising the well-being of future generations. This committee is working on the local challenges and opportunities to becoming more sustainable.

**Completed:** Creation of Environmental & Sustainability SABEX Award for the 2010 SABEX Awards.

### Future Opportunities Committee

**Chair:** **Bill Brooks**, eclecticthink international

This Committee uncovers a new way to achieve growth opportunities for the metropolitan Saskatoon market, to create high quality jobs and secure a more promising future. This committee wants those who look at the world differently.

**Completed:** Luncheon: School of Architecture - February 2010

### Going Global Committee

**Co-chairs:** **Ken Ziegler**, Robertson Stromberg Pedersen LLP  
**Monica Kreuger**, Global Infobrokers  
**Troy Davies**, M.D. Ambulance Care Ltd.

This Going Global Committee is a new committee dedicated to creating awareness about the opportunities of doing business outside Saskatchewan. Going Global is for all businesses from the one person shop to a larger firm that has yet to break outside the domestic market. Experienced exporters / importers are also welcome!

**Completed:** Luncheon: Trade with the E.U. - December 2010

### Government Affairs Committee

**Chair:** **Christian Braid**, Braid Flooring & Window Fashions Inc.

The Government Affairs Committee stimulates government at all levels to establish approaches that offer clear competitive advantages for business in Saskatoon area in order to accelerate business activity in our region. In 2010 the committee plans to identify what components have become priorities for Chamber members, as well as continue to lobby the Government for fair and just movements for businesses in Saskatoon.

**Completed:** Hosted several City Ministers at the federal and provincial level as well as the Mayor State of the City Address.

### Health Opportunities Committee

**Co-chairs:** **Dave Dutchak**, M.D. Ambulance Care Ltd.  
**Debby Criddle**, Bayshore Home Health

The Health Care Opportunities Committee educates and promotes opportunities for business services, education, research, commercialization and development in health services, and explains the role of the health care industry in creating the Best Business Climate in Canada for the Greater Saskatoon region.

### Knowledge and Youth Development Committee

**Chair:** **Dawn Wotherspoon**, ClubMynx Fitness Inc.

The Knowledge and Youth Development Committee is primarily an advocacy group, providing a youthful perspective on the many emerging "hot topics" affecting the future development of Saskatoon. The committee is comprised of youth entrepreneurs, professionals and post secondary students who are all passionate about voicing their opinions, and influencing change to make the city of Saskatoon all that it can be. In addition to focusing on advocacy topics, the Knowledge and Youth Development Committee also facilitates the Student Apprentice Program and the New Business Owners Club (NBOC).

**Completed:** New Business Owners Club

**Completed:** Untied Thursdays

**Completed:** Advocacy Work: Clarion Project, Saskatoon Public Library

## Membership Development Committee

**Chair:** **Troy Larmer**, Cree-Way Gas Ltd.

The Membership Development Committee engages new and existing members to provide even better value for Chamber member-investors. Chamber membership enhances networking possibilities for you in our growing city. New business opportunities are springing up in the Saskatoon region at an ever-increasing pace and membership in and involvement with the Greater Saskatoon Chamber of Commerce allows you to keep up with that growth, helping you get to know the new faces of business in Saskatoon. Consider a membership and allow us to introduce you to Saskatoon.

**Completed:** "Chamber On Tap" 1<sup>st</sup> Wednesday of every month

## Science City Committee

**Co-chairs:** **Carol Reynolds**, Genome Prairie

**Sanjeev Singh**, Brett Wilson Centre for Entrepreneurial Excellence

The Science City Committee aims to promote our City's science-based businesses and to bridge the gap between the science and business communities. This committee achieves this through education and the promotion of productive and interactive events, meetings and presentations involving Chamber members, government, industry and academia.

## BOARD

- Organize and facilitate a Board "Check-Up" session by end of plan period.  
**Result:** Completed

## NETWORKING

- Stage at least two unconventional mixers for Chamber members by end of plan period.  
**Results:**
  - Chamber On Tap
  - Shaken with a Twist
  - Agribusiness Networking Events
  - Untied Thursdays



Photograph courtesy of Tourism Saskatoon



# 2011 Board of Directors



**President**  
**Monica Kreuger**  
Global Infobrokers



**1<sup>st</sup> Vice President**  
**Christian Braid**  
Braid Flooring and  
Window Fashions Ltd.



**2<sup>nd</sup> Vice President**  
**Troy Davies**  
M.D. Ambulance  
Care Ltd.



**Past President**  
**Brian Chalmers**  
Concentra Financial



**Executive**  
**Tracy Arno**  
Adecco



**Barry Berglund**  
CTV



**Gerry Bonsal**  
SIASST Kelsey Campus



**Debby Criddle**  
Bayshore Home Health



**Lynn Hnatick**  
MacPherson Leslie  
Tyerman LLP



**Troy Larmer**  
Cree-Way Gas Ltd.



**Randell Morris**  
Saskatchewan Indian  
Institute of Technologies



**Shawna Nelson**  
Sheraton Cavalier



**Sanj Singh**  
W. Brett Wilson Centre  
for Entrepreneurial  
Excellence



**Rhonda Speiss**  
PotashCorp



**Tony Van Burgsteden**  
AREVA Resources



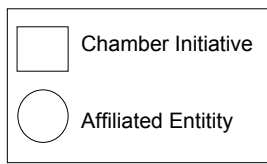
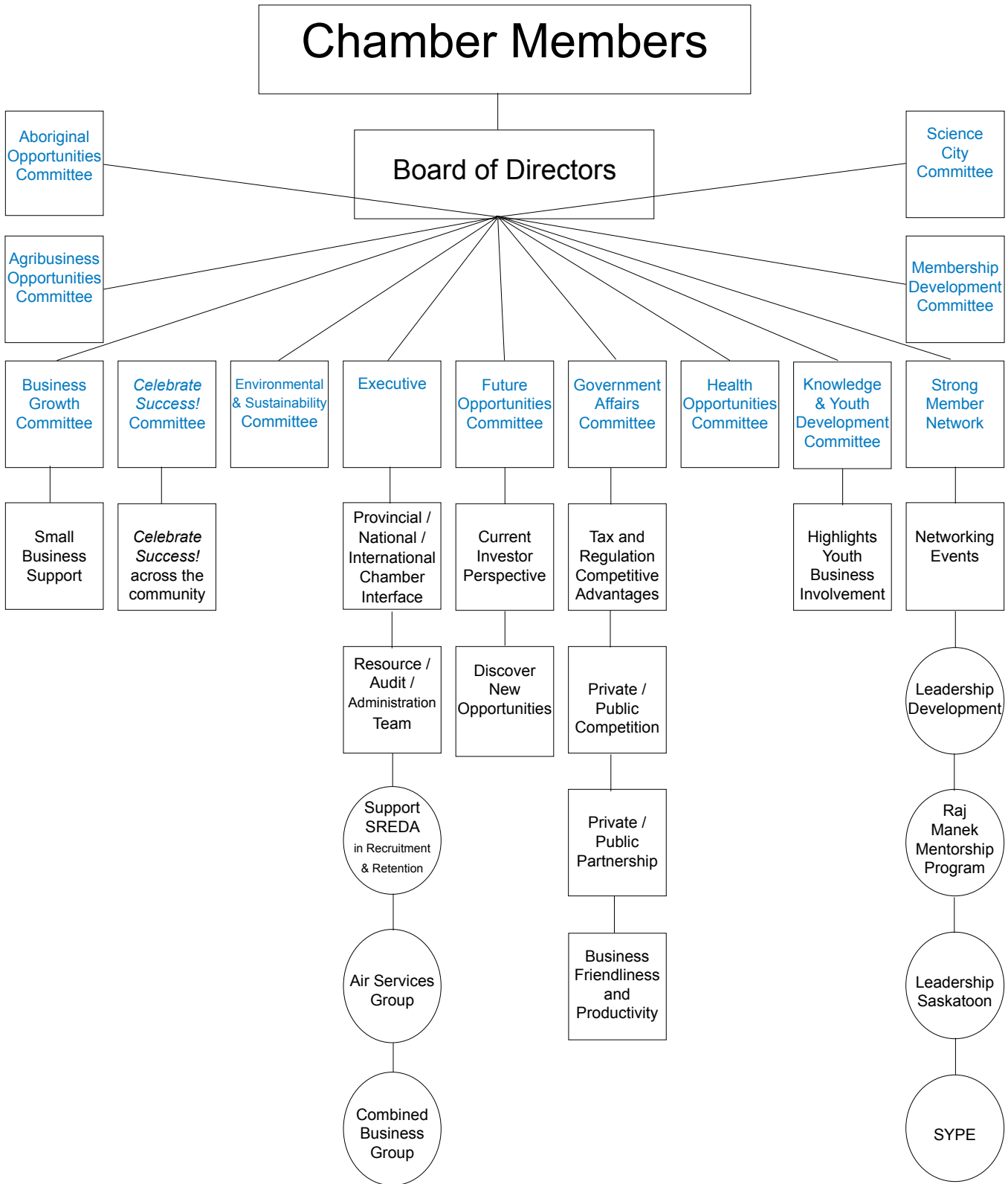
**Stacey White**  
Wiegers Benefits

## Staff

Kent Smith-Windsor  
Derek Crang  
Terry Lawrence  
Judy Chudskov  
Breanne Lishchynsky  
Roz Macala  
Linda Saunders  
Kevin Meldrum

Executive Director  
Membership & Marketing Director  
Administration  
Membership Relations Officer  
Committee Co-ordinator  
Executive Secretary  
Accounting  
Business View Editor

# Organizational Structure



# Minutes of the 103<sup>rd</sup> Annual General Meeting

Chair: Jamie McIntyre  
Thursday, March 9<sup>th</sup>, 2010  
6:00 pm - Prairieland Park

1. President Jamie McIntyre called the meeting to order.

2. Minutes of the 102<sup>nd</sup> Annual General Meeting:

**MOTION:** That the minutes of the 101<sup>st</sup> Annual General Meeting be accepted as distributed.

Bill Brooks / Gerry Bonsal

Carried

3. 2009 Financial Report: Monica Kreuger

**MOTION:** That the 2009 Audited Financial Statements of the Greater Saskatoon Chamber of Commerce be approved as circulated.

Louis Christ / Stacey White

Carried

4. Consideration of motions:

a) Appointment of Auditors:

**MOTION:** That Parker Quine LLP Chartered Accountants be appointed as auditors for Greater Saskatoon Chamber of Commerce for the fiscal year 2010.

Tracy Arno / Jack Brodsky

Carried

b) Actions of Officers and Board of Directors:

**MOTION:** That it be resolved that all acts, contracts, by-laws, proceedings, resolutions, appointments, elections, payments, and other matters enacted, made, done, and taken up to the date of this Annual Meeting by the Board of Directors and by the Officers of the Corporation are hereby approved, ratified, and confirmed.

Marion Ghiglione / Debby Criddle

Carried

c) Approval for Signing Authority:

**MOTION:** That any two of President, 1<sup>st</sup> Vice President, Vice President - Finance, and Executive Director of the Greater Saskatoon Chamber of Commerce have signing authority.

Rhonda Speiss / Nathan Flaman

Carried

5. 2010 Board of Directors:

Tracy Arno  
Bill Brooks  
Troy Davies  
Monica Kreuger  
Rhonda Speiss  
Stacey White

Gerry Bonsal  
Brian Chalmers  
Nathan Flaman  
Troy Larmer  
Melanie Stroh

Christian Braid  
Debby Criddle  
Lynn Hnatick  
Jamie McIntyre  
Tammy Van Lambalgen

6. Presentations:
  - a) Presentation to Outgoing Board Members  
Marion Ghiglione, Gail Shivak, and Fred Farrell
  - b) Presentation of President's Award  
Jamie McIntyre awarded the *2009 Member / Volunteer of the Year* to **Tracy Arno, Branch Manager Adecco Employment Services**. *"She is energetic and is working hard on the Business Growth Committee. She has teamed up with Christian and the Committee to do a survey from a group of businesses. This was how they formed the Business by Design Series"*.
  - c) Marion Ghiglione presented Jamie McIntyre with a commemorative gift.
7. Remarks of Outgoing President – Jamie McIntyre  
*"It has been a special year. We have an energetic slate of Directors. Half of which are women. We have grown to an 1800 membership base. Our Chamber has increased while others are struggling. The year ended on a positive financial balance. I am happy to report a healthy Chamber. The quality of the committees has really improved. Thank everyone in the room for giving me a chance to be the President for the past year. I am looking forward to becoming a Past President and working with other Past President's"*.
8. Swearing in of Officers:  
Judge Albert Lavoie swore in:  
Chistian Braid as Vice-President Finance  
Monica Kreuger as 1<sup>st</sup> Vice-President  
Brian Chalmers as President
9. Jamie McIntyre presented the President's gavel to Brian Chalmers.
10. Incoming President's remarks – Brian Chalmers.  
*"What is our rational? What is instrumental in our cornerstone? Wouldn't it be great if...? Let's attain the dreams of our forefathers. Now is the time to seize opportunities. Good gets you to the game. We are capable of not only Building the Best Business Climate in Canada but also the World. We are capable. Thank you to Jamie, our Past Presidents, Kent and staff, and my colleagues at Concentra. As well I would like to thank my family for their support and the grounding that families bring. Welcome to the new Board members. Embrace the time. Engage Board members and the business community"*.
11. Other Business - n/a
12. Adjourn

**MOTION:** to adjourn

*Tracy Arno / Marion Ghiglione*

*Carried*



## 2010 New Investors

101035311 Saskatchewan Ltd.	Imperio Plumbing & Heating	Saskatoon Home Magazine
101047819 Sask Ltd.	Innovative Residential	Saskatoon Jazz Society
360 Saskatoon.com	iPM Occupational Therapy	Saskatoon Livestock Sales
A-1 Lo-Cost Income Tax & Accounting Services Ltd.	Itracks (Interactive Tracking Systems Inc.)	Saskatoon Oral and Maxillofacial Surgery Associates
AAA Detailing Inc.	Japp Construction	Saskatoon Pediatric Dentistry
Airsource	Joborilla.ca	Satisfaction Hearing Systems Ltd.
Alchemy Clothing and Salon	Joyce Doran Bookkeeping Services	Sexual Health Centre Saskatoon
Basaraba Services	JPM Business Solutions Inc.	Shaw Communications - Advertising Services
Bergen Coaching Services	Kenroc Building Materials Co. Ltd.	Shi, Zhen Hua
Beyond Measure Design Inc.	Kolisnek Developments	SIAST Students' Association Kelsey & Woodland Campuses Inc.
BlackSun Inc.	Kotko Kleaning	SimplexGrinnell
Body Sense Esthetics	Kristen's Homemade Preserves	Sine Dolore Consulting Inc.
Bressers Mechanical	Lead Management Consulting Inc.	Sobaan Imports Inc.
Canada Consultancy Services	The Lemon Tree Salon & Studio Ltd.	Sotano Hair Studio
Canadian Prairie Analytical Lab	Loraas Disposal Services	Suncap Energy
Candle Lake Golf Resort	LPC Consulting Ltd.	Temple Gardens Mineral Spa Resort
Church of Lutheran Brethren of Canada Inc.	MacNeil Motors Inc.	Thurston Engineering Services
City in a Box Relocations Inc.	March West Trading Post	U of S - Goodspeed Career Services - Professional Programs
Community Futures Saskatchewan	Mario Taillon Medical Prof Corp	Universal Realty Ltd.
Complete Health Services Inc.	McHolm Law Office P.C. Inc.	USANA HEALTH SCIENCES
Concept Forge Inc.	The Medicine Shoppe Pharmacy - Broadway	Vaiz Enterprises
Crosby Hanna & Associates	MHR Consulting	Vanguard Business Consulting Service Ltd.
Crossroads Therapeutic Solutions	Newcomer Information Centre	Veritas Research & Communications
Custom Cleaners	Nu-Fab - Kitchen Craft Cabinetry	Villa Royale Residential Group
Cynasure Business Development Group Inc.	Palisades Residential Group	Walden Renos
Darren Roberts Photography	Payless Building Supplies Ltd.	Wandzura, Tammy - Mortgage Broker - TMG
DO Consult	Planning Opportunities Kisiskatchewan	Wang, Ping
Domes Charolais	Praxis Group of Schools, The	Weczeria Food & Wine
Dream2 Financial Services Inc.	Rainbow International Restoration	Weight Loss Forever Ltd.
Dwight's NextEnergy	Realty Executives Saskatoon - Slade Desrochers	WiBand Communications Corp.
Easy Learn Tutoring Inc.	Redworks Communications	Witt, Bryan
Edmonton International Airport	Reed Security	WMB Management Ltd.
Essence Floral Design	RONA	WorkSource Solutions 2008 Ltd.
Euro-Fab Structures Ltd.	Rosten Bergsma Business Solutions Inc.	Wu, Rui Liang
Feeds Innovation Institute	Ryan, Shirley	Zee Medical Service Co.
Findlater Fine Foods	S & S Delivery Service Ltd.	Zhang, De Wang
Fine Lifestyles	The Salvation Army - Public Relations & Development	Zhou, Da Yong
Flooring & Design Essentials	Sandyridge Gas & Grocery	Zhou, Dawn
FUEL Business Services Inc.	The Saskatoon Colostrum Company Ltd.	
Glen Hoff Collision Centre		
Gourmet Taste		
Hanneson Construction Inc.		
Horizon Leasing & Financing Ltd.		
Hot Heels Fashion Footwear		

Thank you for your support of your Chamber and our community.