

BUSINESS VIEW

Saskatoon and District Chamber of Commerce

CELEBRATE SUCCESS! ANNOUNCES THE FINALISTS FOR 2003

Finalists for a variety of awards were announced recently at the Celebrate Success! Finalist Reception- sponsored by Women Entrepreneurs of Saskatchewan Inc. Co-hosted by the Saskatoon and District Chamber of Commerce and Women Entrepreneurs of Saskatchewan Inc., the Celebrate Success! Awards Gala will be on May 13, 2003. The awards for Saskatoon Achievement in Business Excellence (SABEX), the ATHENA® Award, and the new Award of Innovation will be presented.

The Award Finalists are as follows:

SABEX Award - Marketing

(Sponsored by SaskTel)

Brainsport
Planet S

Saskatoon Funeral Home

SABEX Award-Community Involvement

(Sponsored by the Saskatoon & District Chamber of Commerce Past Presidents' Council)

Saskatchewan Indian Gaming Authority
Saskatoon Blades Hockey Club
Superior Cabinets

SABEX Award - Customer Service

(Sponsored by CIBC)

Centennial Plumbing Heating & Electrical
Mawson Health & Fitness Centre Inc.

SABEX Award - Innovation

(Sponsored by PricewaterhouseCoopers LLP)

Audio Books to Go Canada, Inc.
Black Sun
Mourning Glory Funeral Services
New Media Campus Inc.
Wolfe Home Furnishings

SABEX Award - Growth & Expansion

(Sponsored by Aspen Developments)

Black Sun
Independent Medical Rehabilitation
New Media Campus Inc.
Norampac
WellingtonWest

SABEX Award - Exports

(Sponsored by IMC Potash Colonsay)

Nu-Fab Burton L.P.
PrintWest Communicaitons
Superior Cabinets

SABEX Award - New Product

(Sponsored by Saskatchewan Research Council)

Audio Books to Go Canada, Ltd.
Mister Print Productions Ltd.
Pine View Farms

SABEX Award - New Business Venture

(Sponsored by Saskatchewan Indian Gaming Authority)

Independent Medical Rehabilitation
Mawson Health & Fitness Centre Inc.
Pine View Farms
Wellington West
Wilson's Greenhouses & Garden Centre

SABEX Award - Strategic Alliance

(Sponsored by University of Saskatchewan)

Cover-All/Canadian Food for the Hungry
Rawlco Radio
SIGA/S'toon City Hospital Foundation

SABEX Award - Business of the Year

(Sponsored by Bank of Montreal)

Mourning Glory Funeral Services
New Media Campus
Superior Cabinets

SABEX Hall of Fame Recipient

(Sponsored by Royal Bank of Canada)

Wright Construction Western Inc.

ATHENA® Award Finalists

(Sponsored by Business and Professional Women - Saskatoon & SaskPower)

Leanne Bellegarde Daniels
Eldeen Pozniak
Patricia Thomas

Innovation Place/UST

Award of Innovation Finalists

(Sponsored by Innovation Place and University of Saskatchewan Technologies Inc.)

Inventors: Dr. John Gordon / Dr. Fang Li
Technology: IL-8 "Novel
Anti-inflammatory Agent"

Inventors: Dr. Rui Wang / Dr. Yaoge
Huang / Dr. Weimin Zhao

Technology: EaxBu & BuSY
(BioNatCom) "Novel Plant Extracts for
Treatment of Erectile Dysfunction and
Hypertension"

Inventor: Dr. Kailash Prasad
Technology: "SDG for Various Disease
States"

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A VIEW FROM OUR
PRESIDENT
Dan Anderson

It is the day after the release of the 2003-04 Provincial Budget, and I thought I would share with you a few observations on the subject. Jack Brodsky and I traveled to Regina for the Budget presentation, and I am grateful for the excellent contributions of both Jack and Coni Evans, the Co-Chairs of our Government Affairs Committee. The agenda of this committee is both challenging and important, and we should all take comfort in the fact that these two very energetic and committed individuals, together with their fellow Committee members, have volunteered their time to move it forward.

Jack and I spent the morning of budget day at the Legislative Building in Regina. We started the morning off in a pre-budget speech "lockup", during which we were given a summary of the budget by Department of Finance personnel. We then proceeded to the Legislative Assembly for the budget speech. The Finance Minister delivered the budget speech effectively. His address was followed by remarks from the Opposition Finance Critic, also effectively delivered, who indicated that his party would be studying the budget over the next several days and would be making further comment in due course.

Managing the finances of a province is no small task. This is especially true in Saskatchewan where we have a small population, a large land mass and a still significant dependence on agriculture and non-renewable resources which can lead to wide performance fluctuations from year to year. As a citizen and taxpayer of the province, I am grateful that the Finance Minister, the Finance Critic and their respective party colleagues and staffs are willing to take part in managing the affairs of our province. The process will never be perfect, but we must all, I believe, strive to do the best that we can in any set of circumstances.

There was some debate in the House around the issue of whether the 2003-04 Budget is a balanced or a deficit budget. The uncertainty and debate seems to center around the functioning of the Fiscal Stabilization Fund (FSF) that was created in fiscal 2000-01 "to stabilize the fiscal position of the province from year to year and to facilitate the accomplishment of long-term objectives." I am not an accountant and do not claim to have a full working knowledge of the FSF, but it is my understanding that this fund does not exist in anything other than an accounting sense: it is not a fund that has any cash or other assets in it. It is a notional account only, the existence of which depends upon borrowing by the province. The FSF will only be considered to have increased in size in years that the province has paid down some debt. Likewise, the FSF will only be considered to have decreased in size in years that the province adds to the provincial debt.

The government estimates that in fiscal 2003-04 the FSF will decrease by \$392.7 million, which means that the provincial debt will increase by this amount. (The total estimated debt increase in fiscal 2003-04 is \$482.6 million, bringing the total debt, including

Crown corporation debt, to just over \$12 billion). Regardless of whether accounting practices determine this to be a balanced budget, as the NDP Party suggests, or a deficit budget, as the Saskatchewan Party suggests, the important thing to keep in mind is that the budget projects an increase in our overall debt during the 2003-04 fiscal year. This situation must be addressed. We simply cannot afford to increase our provincial debt, and measures must be taken to ensure that this trend does not continue.

The health sector will be the recipient of \$2.527 billion or 42% of budgeted expenditures for 2003-04. This represents a \$175 million increase over forecast expenditures during fiscal 2002-03. About \$80 million of this increase will be funded from the overall \$320 million in special health care transfers expected from the federal government over the next three years. This will leave \$240 million of those special transfers for years two and three of the program. The big question, of course, is what will happen when this special federal program runs out? Health care costs continue to rise. In the government's estimation there will be a 7% increase this year over 2002-03. The extra money from the federal government will help to cover the increased costs, but only in the short-term. When this extra money runs out the increased costs will have to be funded from another source or services will have to be scaled back.

This is a significant issue, and one that the Chamber's Health Opportunities Committee will be examining carefully in the coming months. We believe that changes are needed in the way the health care system is structured in order to ensure that an acceptable and appropriate level of health care can be achieved and sustained. We also believe that increased partnering between the public and private sectors will play a key role in restructuring efforts. Changes are inevitable, and the Chamber plans to play an active role in the search for the best solutions to these challenges.

Budgets are estimates. The 2003-04 Budget assumes a 6.8% growth in Saskatchewan's economy in 2003. Many criticize this as unrealistic. While it may be acceptable to be optimistic in making growth forecasts, they must be backed by action to ensure they are realized. Economic growth is crucial to generating government revenues to fund the many worthwhile programs and projects set forth in the Budget. But this growth must be promoted and nurtured if it is to occur. The Chamber believes that initiatives such as the reductions in the tax burden on individuals and small businesses and the reductions in resource royalties that have been implemented recently contribute to our competitiveness. Such initiatives will assist greatly our economic growth, but we must make it even more attractive to live and work in Saskatchewan. Tax and royalty reductions will result in a reduction in tax revenue from individual taxpayers, but an increase in overall tax revenues if more people come to live and work here and more businesses are developed here.

Your Chamber representatives join me in wishing you success as you move into the spring business season. Please feel free to contact the Chamber office if you have any questions or comments about tax issues, or any other matter of interest to you.

Best regards.

Saskatoon  Shines!

SASKATOON BUSINESS ORGANIZATIONS CALL FOR PROVINCIAL AUDITOR REVIEW OF ISC

A consortium of business and real estate industry groups recently called for a complete audit, by the Provincial Auditor, of Saskatchewan’s Information Services Corporation before any proposed changes in fees or assessment methods are put into effect.

The groups that have participated in this urgent call for a complete, impartial review on the part of the Provincial Auditor include:

- Saskatoon & District Chamber of Commerce
- North Saskatoon Business Association
- Saskatoon Real Estate Board

Six weeks ago, these organizations, as part of a broad consortium of business and industry interests called on the government to “Freeze the Fees and Fix the System”, until such time as the ISC system worked in an acceptable manner, and until such time as the information was available upon which to make crucial decisions about land transfer fees, and the manner in which they are charged. In the past six weeks, there have been some changes – but the system continues to come up short on service!

The rationale for a fee increase has not been explained, nor was a proper accounting of costs that should be borne by land transfer system users developed. And now, a proposal has been put forward that completely alters the method by which fees are charged.

The groups have sent a letter to the Government of Saskatchewan and the Provincial Auditor, calling for clarification and explanation through an audit of ISC. What the home-owning public of Saskatchewan has received, to this point, is a veritable “muddying of the water”, consisting of a rush of last-minute changes. Notably absent from the Government’s proposals have been the needed transparent approach and the documented rationale for the decisions to date.

Saskatoon and District Chamber of Commerce - Board of Directors

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& Tyerman LLP

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Women
Entrepreneurs of
Saskatchewan

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Associates Inc.

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Executive



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Hockey Club

Executive



Coni Evans
Saskatoon City
Hospital
Foundation

REMEDIES FOR CANADA'S AGRICULTURAL HEART

Food for Thought - Our Future Beef Industry

by C.M. (Red) Williams, PAg

Little can be more boring and totally unproductive than having the government and opposition parties jibbing back and forth over a thousand people coming to or leaving the province. Individuals, particularly young people with tradable skills, will go to where the immediate opportunity lies. So let's have less finger pointing and more solid suggestions on what will increase the population of Saskatchewan.

It is not a matter of choice for Saskatchewan because we must have a stronger rural tax base to keep it functioning. Almost everyone agrees, some would prefer that nothing changed, that the way to draw people to the rural areas is by value adding to the commodities that we produce in such large quantities and so efficiently. You might ask how it can happen? Who will come and why would they choose Saskatchewan?



C.M. (Red) Williams

Our first premier Walter Scott had the vision of three million people. We got side tracked because we chose, through individual choices by government policy, to base our rural economy on the export of grains. However times have changed, the export of further processed products is the way to go and therefore it is time to pick up on the Scott vision and head for two million people in this province by 2025 as a starter.

Some will scoff at this challenge. It is not only possible but it is essential. Development of the Outlook irrigation to its potential will add a third of a million. We will need 6000 people to staff the three meat-processing plants required to match the hog and cattle expansion underway. Every dollar of production spins through the economy creating jobs in the service sector at every turn. What a goal, and what a vision!

CU EXPO

Major International Conference on Community-University Partnerships Scheduled for Saskatoon

From May 8th to May 10th, the Community-University Institute for Social Research (CUISR), together with partners in the community and the university, will host what is believed to be the largest Canadian conference promoting partnerships among universities, community groups, government and private sector. Up to 500 people are expected to attend "Community-University Research: Partnerships, Policy and Progress" at the Saskatoon Delta Bessborough. Speakers include former national First Nations leader Ovide Mercredi, Canadian diplomat Stephen Lewis, social justice commentator Judy Rebick, and Saskatchewan provincial court Judge Mary Ellen Turpel-Lafond.

"It's rare to find such high-calibre people from such diverse backgrounds gathering for one event," said CUISR university co-director and U of S geography professor Jim Randall. CIHR president Alan Bernstein, SSHRC president Marc Renaud, and NSERC corporate development director Bill Coderre have all accepted invitations to speak. *"This shows that the main federal granting councils realize the importance of these partnerships,"* said Randall.

The aim of the conference is *"to start and maintain partnerships that spur development of new knowledge and research priorities for Canadian communities in the midst of change,"* said Randall, noting that *"Community-university partnerships -- as a model of research -- are emerging throughout the developed world."*

The conference will serve as a catalyst for research and community development, linking the research needs and practical knowledge of community-based organizations with the technical expertise of researchers and professionals in a wide range of disciplines.

"This conference will help develop public policies that enshrine the community voice in dialogue and debate around policy issues," said Kate Waygood, CUISR community co-director and member of the Community Development Team of the Saskatoon Health Region. *"Not only is CUISR research having a cumulative impact on the community, but there are many other similar contributions being made by groups throughout the country. This conference will serve as a window on all of those accomplishments and show the rest of the country what is being achieved in Saskatoon."*

The conference is designed to appeal to a diverse audience, offering 120 roundtable discussions, workshops, research reports, poster presentations, and storytelling sessions. It will also include several on-site tours of community organizations and research facilities including the Canadian Light Source synchrotron on campus.

For further information visit:
www.usask.ca/cuisr/cuexpo or call: 966-2121

FORT McMURRAY BUSINESS DEVELOPMENT INITIATIVE

- launched by new markets joint venture group

The Saskatoon Regional Economic Development Authority Inc. (SREDA), the North Saskatoon Business Association (NSBA), Tourism Saskatoon, the Saskatoon Airport Authority, the Saskatchewan Research Council (SRC), and the Saskatoon and District Chamber of Commerce announced the launch of a multi-pronged initiative to leverage opportunities in one of Canada's economic hot spots.

As the focus of a large portion (\$50+ billion) of Canada's business initiated capital investment, the Fort McMurray market represents a multi-layered opportunity for Saskatoon businesses. These opportunities are to provide support, outsourcing and sub-contract opportunities for Fort McMurray businesses which are challenged to meet continuing growth in demand for services, while operating at or near full capacity in terms of financial and human resources.

To stimulate the development of business relationships between Fort McMurray based businesses and Saskatoon based businesses, the business group collaboration will over the coming year:

1. Regularly invite Fort McMurray business leaders to come and learn about the unique strengths of Saskatoon businesses, and help Saskatoon business leaders build win-win strategies for Fort McMurray and Saskatoon business joint ventures.
2. Keep in touch with Fort McMurray businesses with a direct market campaign supplemented by regular distributions of Saskatoon based news publications to acquaint Fort McMurray businesses with the business happenings of Saskatoon and region.
3. SREDA and the Saskatoon Airport Authority will analyze the demand and supply dynamics for direct services of air and road transportation infrastructure between the two cities.
4. The SRC and the Saskatoon Chamber will jointly host local businesses as well as Alberta business leaders at an informal networking function during the Alberta Chambers of Commerce Annual General Meeting in Fort McMurray May 22 – 24, 2003.
5. As part of the Fort McMurray hosting event, SRC will be celebrating its receipt of the prestigious Alberta Science and Technology (ASTech) Award for Outstanding Achievement in Applied Science and Innovation, in recognition of SRC's world leading pipeline technology discovery and application which has been a critical building block for oil sands development in Fort McMurray.

As this project moves forward in the coming years, the Saskatoon initiators will also promote tourism opportunities and post secondary education opportunities for Fort McMurray residents seeking additional education and tourism choices into the future.

Executive Saskatoon and District Chamber of Commerce - Board of Directors



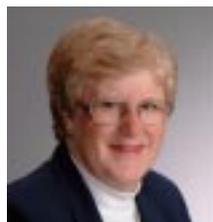
Asit Sarkar
 U of S - College of Commerce



Ted Farr
 Rawlco Radio



Alan J. Felix
 Nu-Fab Burton Limited Partnership



Marion Ghiglione
 Handy Special Events



J. Blair Knippel
 Deloitte & Touche LLP



Ron B. Kocsis

MEMBERS IN THE NEWS ...

Action Office Interiors is celebrating 20 years in business, and 20 years as a Chamber member.

ERCO Worldwide, a division of Superior Plus Inc., has changed its name from **Sterling Pulp Chemicals** to ERCO Worldwide, highlighting their focus on Engineering, Research, Commitment and Optimization.

Rick Brunson of Brunson Martin & Associates Ltd. recently was recognized by the provincial Appraisers' Institute, named to its Honour Roll for his many contributions to the industry, and to the local community.

Dr. Dennis Johnson, Saskatoon Chamber of Commerce Past President and Director of the Saskatchewan Synchrotron Institute is the recipient of a Rotary Golden Wheel Award for business and industry.

IN MEMORIUM ...

The Saskatoon business community recently suffered the loss of two prominent members.

David Eckmire, chair of the Saskatoon Air Services Group, founding member of the Saskatoon Airport Authority, and active member of the Saskatchewan Aviation Council, was a tireless promoter of improved air service to the city. David created Citation Management, where he used his engineering training as a consultant. He was persuasive, fair-minded, future-oriented and passionate about Saskatchewan.

James Woodward, spent most of his career at ASL Paving. He also served on the Boards of Directors, and as President, for both the Saskatchewan Roadbuilders Safety Association and the North Saskatoon Business Association. He also was active with the Rotary and Kiwanis clubs, and a supporter of the Saskatoon Pre-school Foundation and Hope Cancer Centre.

BUSINESS VIEW

PENNER FARM SERVICES HAS ACQUIRED AN INTEREST IN MACKAY EQUIPMENT SALES AND PLAINSMEN DAIRY EQUIPMENT

Penner Farm Services has signed a Letter of Intent with Mackay Equipment Sales and Plainsmen Dairy Equipment. The deal is planned to close in May, 2003. The combined hog and dairy equipment company will operate as Mackay Farm Services.

"We will provide full service for all product lines from two locations, Regina and Saskatoon" said Eldon Mackay, President of Mackay Equipment Sales. Plans are underway to move the dairy and hog divisions of Mackay Equipment Sales to a new Saskatoon location that will accommodate a showroom, expanded hog and poultry equipment product line, barn supplies and the dairy equipment division. The Regina office will continue to operate out of the current Plainsmen location with an expanded hog equipment product line in the future.

Combining forces with Mackay will provide Plainsmen customers in the Saskatoon region with a stable support base. The group is committed to providing prompt quality service. Both locations will carry an inventory to support the full Westfalia-Surge product line.

Penner Farm Services is owned by Reginald, Darrel and Randy Penner. The Penner family has served the hog, poultry and dairy producers in western Canada for more than 30 years. "Our motto – *Quality Service You Can Depend On* – is the driving force behind our success," said Reg. "We will continue to earn our customer's respect and loyalty by providing superior service."

Plainsmen Dairy Equipment has been a Westfalia-Surge dealer since 1981. Its Saskatchewan based team has over 70 years of combined experience in the dairy industry. "Our personnel have been extensively trained and graduated from numerous dairy equipment and dairy hygiene training and certification courses offered by Westfalia-Surge."

Eldon Mackay has operated Mackay Equipment Sales for the past 30 years, serving customers across Alberta, Saskatchewan and Manitoba. Partnering with Penner provides Mackay with the benefits of a larger buying group, expanded product lines, specialized skills, turnkey capability, and experience in handling rapid growth.

Saskatoon and District Chamber of Commerce - Board of Directors



Vlatka Tustonic
Saskatoon Health
Region



Cliff Wiegiers
Wiegiers
Financial



Arlene Wiks
CIBC



Ken Wood
Saskatchewan
Place

Aboriginal Opportunities



Ron Rivard

Agribusiness Development



Joanne
Thompson
Deloitte &
Touche

Attention All Members

seeking to dispose of surplus office furniture. Your Chamber is in need of boardroom and front reception furniture, coffee station furniture, and coat storage. Please contact the office at (306) 244-2151.

**Online Access to New Employees!
Free Job Listing Service!**

www.saskatoonwork.com is the local portal to jobs in Saskatoon. It's the official web site of the Saskatoon Labour Market Committee (SLMC) and links directly to SaskNetWork/SaskJobs, and other major Saskatoon job listings. It will link employers to SaskJobs where they can post their job openings. Hundreds of job seekers per day will view your job posting. Check it out on line. If you have questions or need more information, call Derrel Friesen of SLMC at 933-6279.

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Saskatoon and District Chamber of Commerce - Committee Chairs

<i>Celebrate Success</i>	<i>Future Opportunities</i>	<i>Government Affairs</i>	<i>Government Affairs</i>	<i>Health Opportunities</i>	<i>Knowledge Industry</i>	<i>Knowledge Industry</i>	<i>Transportation</i>
Laura Small Women Entrepreneurs	Ron B. Kocsis	Co-Chair Jack Brodsky Saskatoon Blades	Co-Chair Coni Evans Saskatoon City Hospital Foundation	Dave Dutchak MD Ambulance	Co-Chair Asit Sarkar U of S-College of Commerce	Co-Chair Ted Farr Rawlco Radio	David Spearin Logistics Marketing Serv.

"Chamber on Business" Luncheons

Elwin Hermanson

Saskatchewan Party Leader

Wednesday, April 23rd, 2003

The Saskatoon Inn
"Road to Recovery"

Gerald Grandey

President & CEO, Cameco Corp.

Wednesday, April 30th, 2003

Sheraton Cavalier Hotel

"OPPORTUNITY CREATOR SERIES"

*"Business Building the Opportunity Base
in Saskatoon in Saskatchewan"*

Bill Compton

*Plant Manager, ERCO Worldwide, A Division of Superior
Plus Inc. (formerly Sterling Pulp Chemicals)*

Wednesday, May 21st, 2003

Quality Hotel

*"ERCO Worldwide - Providing & Utilizing Clean
Environmental Technologies"*

Tim Gitzel

President & CEO, Cogema Resources Corp.

Wednesday, May 28th, 2003

Quality Hotel

"OPPORTUNITY CREATOR SERIES"

*"Business Building the Opportunity Base
in Saskatoon in Saskatchewan"*

Minding Your E-Business Seminar

Tuesday, May 6th, 2003

Breakfast 7:30 am ... Seminar 7:45 - 10:00 am
Sheraton Cavalier
Free registration

Space is limited so please RSVP by Thursday, May 1st

Phone: (306) 244-2151 Fax: (306) 244-8366

E-mail: chamber@eboardoftrade.com

Seminar sponsored by the Canadian Bankers Association,
in co-operation with the Canadian Chamber of Commerce,
the Saskatoon & District Chamber of Commerce, the Canadian Institute
of Chartered Accountants and Industry Canada.

BUSINESS VIEW

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Saskatoon Centennial Auditorium

Cocktails 6:00 pm

Dinner 7:00 pm

Awards 8:00 pm

Tickets:

\$90 + GST / person

\$700 + GST / table of 8

For more information contact the Chamber @ 244-2151

PRESIDENT'S



Tuesday, June 10th, 2003

Moon Lake Golf & Country Club

Shot Gun Start: 1:00 pm

Sponsor a Hole
Sponsor a Prize
or Golf a Round

For more information call (306) 244-2151

Celebrate Success!

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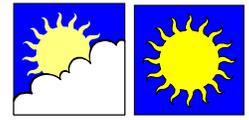
Inventors: Dr. Bernhard Juurlink / Dr. Phyllis Paterson / Dr.
Huse Kamencic / Dr. Robert Griebel

Technology: "OTC for Treatment of Spinal Cord Injury"

Celebrate Success!

Recognizing business excellence is an important element in creating the best business climate in Canada and to create a city of opportunity. The Saskatoon and District Chamber of Commerce, under the "Celebrate Success!" masthead, will recognize and celebrate the many successes of Saskatoon businesses and individuals who have attained excellence on a local, national, and international level. These individuals and businesses have contributed greatly to improving the business climate of Saskatoon and district.

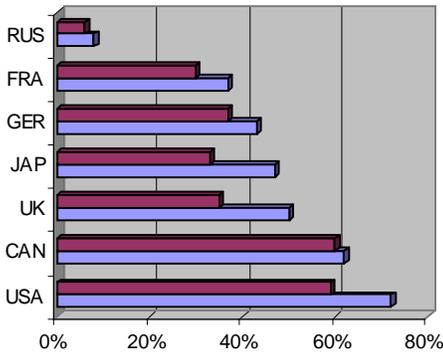
"Celebrate Success!" will also acknowledge those who have been honoured or recognized for their achievements through other local, provincial, and national award presentations over the past year. The Saskatoon and District Chamber of Commerce and Women Entrepreneurs of Saskatchewan believe that "Celebrate Success" demonstrates why Saskatoon shines in so many ways.



INTERNET WATCH

ACCESS TO INTERNET

% of individuals who had accessed the internet within a 30-day period



Source: Ipsos-Reid, The Face of the Web 2002

USE OF INTERNET

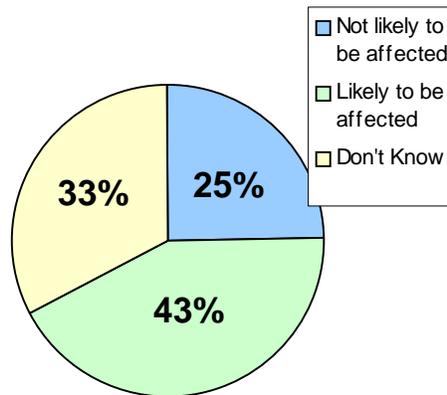
	2002	2000
Purchased a product or service online	62%	36%
Conducted online banking	37%	20%
Downloaded a music file	44%	38%

Source: Ipsos-Reid, The Face of the Web 2002

PERCEPTION WATCH

IMPACT OF IRAQ CONFLICT

Businesses expecting economic harm from the conflict in Iraq



Source: Canadian Federation of Independent Business, Quarterly Business Barometer, 1st Quarter of 2003

EXPECTED PERFORMANCE

Business expectations for their performance over the next 12 months

Much stronger	9%
Somewhat stronger	43%
About the same	34%
Somewhat weaker	12%
Much weaker	2%

Source: Canadian Federation of Independent Business, Quarterly Business Barometer, 1st Quarter of 2003

TRAINING WATCH

TRAINING METHODS USED

Courses or classes	5.1%
On-the-job, monitoring	48.9%
Combination of above	39.2%
None of the above	6.8%

Source: CFIB, Research Results

EFFECTIVENESS OF METHODS

Tutoring with another staff member	63.7%
Tutoring with a trainer	53.2%
Workshops / seminars	41.8%
Classroom courses	25.9%
Booklets / information sheets	13.9%
CD Rom Training	10.3%
Via Web	8.8%
None	1.2%

Source: CFIB, Research Results

AREAS FOR IMPROVEMENT

Technical Skills	61.9%
Customer Service	60.2%
Computer Skills	52.9%
Marketing Skills	44.1%
Business Management Skills	39.5%
Communications Skills	31.7%
Internet Skills	23.8%
Other	9.6%

Source: CFIB, Research Results

Building the Best Business Climate in Canada, Thereby Creating a City of Opportunity.

Size Matters

... help others connect with us

Tell your business associates about the work of the Chamber of Commerce.

Refer your leads to:

Jeff Sharp

Membership Director

Phone: (306) 664-0702

E-mail: jsharp@eboardoftrade.com

OR

Denise Winslow

Project Director

Phone: (306) 664-0713

E-mail: dwinslow@eboardoftrade.com

Fax: (306) 244-8366

BUSINESS VIEW

is the official publication of the **Saskatoon and District Chamber of Commerce**

for comments or suggestions contact:

Jodi L. Blackwell

Research & Operations Director

345 3rd Avenue South

Saskatoon, SK S7K 1M6

Phone: (306) 244-2151

Fax: (306) 244-8366

e-mail: chamber@eboardoftrade.com

Website: www.eboardoftrade.com