

BUSINESS VIEW

January 2004

Saskatoon and District Chamber of Commerce

In this issue:

President's View	2
Canada's Economy to Rebound in 2004.....	3
Food for Thought - Boys and their Plans	4
Canada West Foundation	4
Be a Chamber Champion	5
Members in the News	5
News from Our Committees	6
Member 2 Member Program Participants.....	7
Upcoming Events	8

Saskatoon and District Chamber of Commerce

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

Publication Agreement # 40052085

Chamber Launches

Saskatoon Interactive Map (S.I.M)

NumaCorp. and the Saskatoon and District Chamber of Commerce are proud to present Saskatoon with its first fully interactive map (Saskatoon Interactive Map). This first generation SIM offers residents and visitors "Self Directed" and "Direct-to-Destination" functionality. Major civic facilities, key locations and businesses will be one click away via a front page navigation system.

The most significant advantage of SIM is the accuracy and timeliness of changes in Saskatoon's roadways, property developments and geographic expansions. Rather than waiting a year for next year's map to display the new overpass, users will be updated immediately. Keeping residents informed is a primary function of SIM.

Tourists, Saskatoon residents and businesses will be able to access Saskatoon Interactive Map via Saskmap.com, Saskatoon.com, Eboardoftrade.com, Tourismsaskatoon.com and the Saskatoon Airport Authority website, yxe.ca. Additional access points will become available in upcoming months.

Work has already begun on the second generation SIM which will allow users a wider range of services including "Self Directed Destination", "Point to Point Destination", "Distance Plotting" and other unique functions.

Entry level listings on the interactive map begin at \$50.00 plus GST for Chamber members and \$150.00 for non-members. The entry level listing will show a business' physical location on the map by way of a blinking beacon - linked from a category listing, and provide the visitor with a profile consisting of an interior or exterior photograph and a 25 word description of the business. Profiles with added features and links to existing websites are available as well.



Photo Courtesy of Stuart Kasdorf Photographics Inc.



The President's View

by Dan Anderson

There have been some good things happening in Saskatoon and District, and as we start 2004 we should recognize them and remember that these positive initiatives need our continuing support to see them through to completion, and other new initiatives will need the same.

I have heard and read comments from a number of our business and political leaders that there is a real possibility we will see a crane in downtown Saskatoon sometime in 2004. Some of our younger readers may not know what I am referring to here, and this is something we must change. Meaningful discussion surrounding the possibility of new construction occurring at the Gathercole site and related to new highrise housing is exciting. There are, of course, the ever present naysayers and those who would like the decision-makers to study these issues to death before taking any action, in the hope that the perfect plan will suddenly emerge from all of the debate. This is unlikely to happen. We need to make the best decisions we can, based on our current knowledge, experience and intuition. As business people, we know that indecision and inordinate delay can spell disaster, and we therefore need to support our leaders who are saying that now is the time to act. Demonstrative support is crucial at a time like this.

Sasktel has recently acquired a significant ownership interest in the Saskatoon Square building, one of Saskatoon's premier office towers. This was an important decision not only for Sasktel, but also for the many other tenants in the building and for the City of Saskatoon. Sasktel's purchase demonstrates a long-term commitment to our City in a very meaningful way, and will enhance greatly the viability of the building. There are no doubt some who would argue that Sasktel's money should have been spent differently, either on a different building (existing or new), or in a different location. However, when I compare the downtown office tower situation in Saskatoon to that in Regina and other cities, I conclude that we can very much use the support of our downtown infrastructure from companies such as Sasktel. As our existing office towers become fully occupied and stable, we can hope that demand for office space will continue to increase, as this will ultimately lead to new construction and more of those cranes that I referred to above. We should therefore congratulate Sasktel for their decision, and celebrate the fact that our local economy is stronger because of it.

The building will also be welcoming Saskatoon Health Region as a new tenant and minority owner. Moving administrative staff of SHR away from very expensive hospital space that can be better utilized to deliver actual health care services makes perfect sense to me.

There are predictions from the Conference Board of Canada and others that Saskatoon is likely to experience continuing and meaningful positive growth in 2004. Alan Thomarat, executive director of the Saskatoon and Region Homebuilders Association, is also expecting strong performance in the housing industry this year, for both single- and multiple-dwelling units. Our economy and our City are expected to grow. This, of course, is nothing other than an expectation of what the commentators think that you, our business leaders, will be able to accomplish this year. It is an aggressive agenda, as these things tend to be. However, if what I have come to learn over the last number of years about the quality of our business community is any indication, you will not only meet, but also surpass these expectations.

It is always very pleasing to hear about how well people from our Province do when they strike out and pursue their careers internationally. I recently read in the StarPhoenix about Dr. Larry Matthies, a North Battleford born NASA scientist who has played a key role in developing the vision systems that will guide the Spirit and Opportunity robotic probes as they explore the surface of Mars over the coming months, looking for evidence that at one time there was life there. If such evidence is found, the implications for humankind would be immense, as would the implications for some of our local companies such as SED Systems, that, like Dr. Matthies, have much to contribute in this field.

On a final note, I would like to add my two cents, plus PST, on the debate concerning the recent Boughen commission report on funding K-12 education in Saskatchewan. I have learned over the years that taxation issues are usually very complex and difficult. (I find it much like the physics principle that for every action, there is an opposite and equal reaction.) The Chamber will continue to follow this issue, study the implications of the report, and try to influence in a positive way the government's decision on this topic. I doubt that much good can come from an increase of 1% across the board in our PST rate. Others have said it, and I agree, that this is the wrong message to be sending not only to our citizens, but also to those outside our borders who might be thinking about coming here to live or to set up a business. In addition, this whole debate, and especially the discussions surrounding the question of who should be taxed and at what level in order to pay for education expenses, demonstrates very clearly that our governments' policies must be geared toward growing our economy and attracting new businesses, new investment and new people to our Province. We must do this in order to afford those programs such as education and health that we need and expect. Shifting the tax burden around among those people and businesses currently in the Province just won't cut it in the long term.

Best of luck to you and your businesses in 2004!

Canada's Economy to Rebound in 2004

In its 2004 Economic Outlook, the Canadian Chamber of Commerce forecasts a better year for the Canadian economy. For 2004 as a whole, growth in real gross domestic product (GDP) is expected to average around 3.0 per cent, a big improvement over the 1.7 per cent growth rate anticipated for 2003.

"We expect the Canadian economy to rebound in the coming year," stated Nancy Hughes Anthony, President and CEO of the Canadian Chamber of Commerce. *"A healthy U.S. economy should translate into stronger demand for Canadian goods and services but the domestic side of the Canadian economy will propel the economy forward in 2004."*

The Canadian Chamber expects that healthy gains in employment and personal income combined with low interest rates should continue to support moderate gains in consumer spending in 2004. In addition, business investment is expected to remain robust as corporate profits continue to improve and businesses strive to improve productivity. Lastly, the need to boost inventories bodes well for future production and will be a source of growth in 2004.

In terms of interest rates, the Canadian Chamber expects the Bank of Canada to ease rates early in the year if the Bank's expectations for economic growth are not met for the last quarter of 2003 and the first quarter of 2004. However, as economic growth strengthens in the second half of 2004, and with the core rate of inflation expected to creep up, Canada's central bank is expected to deliver, in total, a 50 basis points increase in the fourth quarter of 2004.

The Canadian Chamber is also anticipating further gains for the Canadian dollar in the year ahead. With the U.S. dollar expected to continue to weaken in 2004 versus most major currencies, the Canadian dollar is expected to appreciate to 79 U.S. cents by the end of 2004.

"There are significant risks to our outlook, most notably an appreciating currency and its negative impact on exports and economic growth," continued Ms. Hughes Anthony. *"The effect of the sharp rise in the Canadian dollar is a major uncertainty at this time."*

Canadian \$ Value and its Effect on Canada's Trade Surplus

	Jan-03	Dec-03		
Canadian \$	0.6381 US	0.7789 US		
			\$ Billions	
	Nov-03	Oct-03	Nov-02	
Total Exports	29.40	35.31	32.10	
Total Imports	29.36	27.24	27.80	

Therefore, due to the lower Canadian Dollar, Canadians have been exporting less, importing more, and depleting the trade surplus to over \$4.3 Billion as of November 2003. *Source: Stats Canada*

Changes to the Saskatoon and District Chamber of Commerce 2003-2004 Business Directory

Land of the Loon

Phone Number should be 306-982-4478

Herbal Magic

Phone Number should be 306-955-5551

Add

Bellamy H20 / DBA: Saskatchewan Clear

Dennis Bellamy

18-1100 7th Ave N, Saskatoon, SK S7K 2V9

Phone: (306) 249-4002, Fax: (306) 249-6408

bellamyh2o@sasktel.net

Category – Water softening equipment / service / supplies

Category - Beverages

Concerned About?

PMS/Menopause • Weight Management • Energy
Sports Injuries • Arthritis • Low Sex Drive
Skin Care • Cellulite • Digestive Problems?

Herbal Magic
Systems International
Weight Management and Nutrition Centres

103 - 2100 8th St. Phone: 306-955-5551
Saskatoon, SK S7H 0V1 Fax: 306-249-9551

www.herbalmagic.ca

Health & Wellness, Naturally!

What is your newsletter saying about you?

An effective newsletter does more than simply provide information. When done correctly, it can be the most powerful influencing tool your business or organization has ever had access to.

Your newsletter is a potential relationship builder that can increase sales, raise awareness, generate financial support, build loyalty, or foster enthusiasm among employees.

To find out how to get more value from your newsletter, give us a call. We Do Newsletters has the expertise and experience to help you identify your needs and develop effective and compelling newsletters.

We Do Newsletters
ph 306-343-8519
fax 306-477-5418
email about.newsletters@shaw.ca

If you would like to subscribe to our free e-newsletter, *About Newsletters*, simply email us your contact information.



Food for Thought

by C.M. (Red) Williams

Boys and their Plans

We have a family story about my son at about five, hauling a very crooked and gnarled tree limb out to the front yard each day, only to have me take it to the back and put it on the lumber pile that I planned to build something with some day. "Well Dad", he said, "with this stick, some wheels and a box I would have a wagon." Needless to say, he soon had a wagon to haul bricks and dirt and his younger sisters around the yard.

Over the years, other boys, not so young, have come to me with their stick of an idea, and we have worked at building feedlots, cattle herds and businesses. Perhaps not surprising, the smaller ideas were more difficult to implement because the output, be it finished steers, or home canning was too small to satisfy a sustainable market. Matching that was the need for a good business plan, management experience, and seed capital.

Another boy approached me recently with a stick of an idea that if fleshed out would result in a new pork packing plant in Saskatchewan. As a matter of fact several boys have the idea of building plants to kill pigs and/or cattle. The idea with the hogs is to build an extra \$5 to \$10 per animal into the profit over shipping them to Alberta, Manitoba or the US. The spin off in jobs and associated businesses goes without saying. The wagon this boy has in mind is larger than most others I have helped with. The returns on investment in pork packing is not assured nor as large as high-tech. So if you have a few dollars to spare, preferably a few million, just contact me. A world class plant handling one million hogs a year would take over \$5m. Not much if you say it quick.

Canada West Foundation Happenings ...

Ottawa and the West

On October 17,2003, the Canada West Foundation hosted a Calgary conference at the Kahanoff Centre to mark the 30th anniversary of the 1973 Western Economic Opportunities Conference (WEOC).

WEOC brought together Prime Minister Pierre Trudeau and the four western premiers at the time to discuss national policies regarding economic development and diversification in western Canada. At the time, WEOC seemed to accomplish little for the western provinces in terms of improved federal-provincial relations, however it did unite British Columbia with the rest of the western provinces and signalled a greater regional self-confidence and national profile for western provinces.

Participants of the *Ottawa and the West* conference in 2003 explored the future of federal government engagement with the regional economy. It has also led to renewed federal-provincial relations and continues to shape the perceptions and attitudes of political and bureaucratic decision makers.

A Capital Question: Infrastructure in Western Canada's Big Six

Of all western industrialized countries in the OECD, Canada has one of the lowest rates of public and private investment as a percentage of GDP, but one of the highest rates of government consumption as a percentage of GDP. For most of the major western cities, the infrastructure deficit lies in transportation – roads, traffic control, bridges, interchanges, and public transit. Because of the lack of funding to finance needed infrastructure, most cities will see an increase in tax-supported debt.

Potential long-term costs of avoiding creating, replacing or repairing infrastructure includes higher government operating costs, negative impacts on the environment, and threats to public health and safety. If governments continue to defer critical maintenance and rehabilitation of aging infrastructure, future costs will be much higher, since infrastructure will need to be replaced rather than repaired.

Achieving Potential: Towards Improved Labour Market Outcomes for Aboriginal People

Achieving Potential: Towards Improved Labour Market Outcomes to Aboriginal People, published by the Canada West Foundation, addresses the Aboriginal human capital opportunities that exist in Western Canada. By using 2001 Census data to explore educational and labour market disparities for Aboriginals and assessing public opinion survey data, the Canadian West Foundation was able to come up with key findings regarding Aboriginal opportunities in Western Canada. The key findings include a lack of success in obtaining and retaining employment, a low level of Aboriginal high school graduates, and lower employment levels for Aboriginals versus non-Aboriginals who do not have a

Continued on next page

Saskatoon and District Chamber of Commerce - Board of Directors



President
Dan Anderson
MacPherson
Leslie & Tyermer
LLP



Vice-President
Laura Small
Women
Entrepreneurs of
Saskatchewan



Vice-President
Al Scholz, PAg
A.N. Scholz &
Associates Inc.



Past President
Lester Lafond
Lafond
Financial Inc.



Executive
Jack Brodsky
Saskatoon Blades
Hockey Club



Executive
Coni Evans
Saskatoon City
Hospital
Foundation



Executive
Asit Sarkar
U of S - College
of Commerce



Ted Farr
Rawlco Radio

Be a Chamber Champion

Do you want to **grow your business or sales, meet and greet new business people, grow your networks, and become more recognized in the business community?** Join the Chamber Champions team.

A new Chamber program is being developed called the **Chamber Champions**. Team members will be considered ambassadors for the Saskatoon & District Chamber of Commerce. This is your invitation to join the team and **become recognized** as a Chamber Champion.

This Chamber team will **emphasize the fun side of business** while still contributing to the Chamber's goal of making Saskatoon the Best Business Climate in Canada.

The Chamber Champions are now looking for team members and team leaders. If you are interested in getting involved by becoming a Chamber Champion, contact Jeff Sharp at the Chamber of Commerce for more information. Phone 664-0702 or email jsharp@eboardoftrade.com.

Canada West Foundation Happenings ... (Continued)

high school education. It was also discovered that nearly 75% of Western Canadians placed a high priority on increasing Aboriginal employment as a government policy. Western Canadians feel Aboriginal employment can be increased by reinforcing the value of education, considering and improving social conditions of Aboriginals in the work force, and to recognize, reward and celebrate success.

Regional Water Works: Sharing Urban Water Services

Using information gained from interviews, *Regional Water Works* uncovers a series of practical lessons and proposes a number of recommendations for increasing the amount and effectiveness of regional cooperation in the area of water services. Key lessons include safe drinking water for all residents must be a top priority, provinces have a major role to play in promoting and facilitating regional approaches, financing water infrastructure is a key challenge, and broad, system wide perspectives are critical to the long-term maintenance of western Canada's watersheds.

This report recommends that large cities should be open to exploring the development of shared water services and that ensuring the safety of drinking water is a shared responsibility. Water service agreements should take into account all their environmental effects, and water conservation mechanisms should also be built into the service agreement. It also recommends provincial governments should become more involved in facilitating regional water systems, and water management and land use planning should occur both at an integrated local level and at the larger regional level.

Members in the News ...

The Board of Directors for **Ag-West Biotech Inc.** recently announced the appointment of **Dr. Ashley O'Sullivan** as the company's new President and CEO. Ag-West Biotech supports the development of Saskatchewan's bio-based industries through investments, aiding in strategic alliances, regulatory advice, communications and education activities.

Saskatchewan Blue Cross is presenting an event to honour Olympic Gold Medalist and Saskatoon native **Catriona LeMay Doan** on January 21st at the Centennial Auditorium. The evening includes a reception, gourmet meal and entertaining program. Proceeds will support **The Saskatoon Foundation Catriona LeMay Doan Endowment for Children and Youth** and the **Saskatoon Lions Speed Skating Club**. Call 667-5209 for more information.

The **City of Saskatoon** has announced it is providing the **Mendel Art Gallery** with \$163,000 toward the cost of its Facility Renovation and Expansion Plan. The total estimated cost of the plan is \$13.15 million.

Saskatoon and District Chamber of Commerce - Board of Directors



Alan J. Felix
Nu-Fab
Burton Limited
Partnership



Marion Ghiglione
Handy Special
Events



J. Blair Knippel
Deloitte &
Touche LLP



Ron B. Kocsis



Vlatka Tustonic
Saskatoon
Health Region



Cliff Wiegers
Wiegers Financial
& Insurance
Planning Services



Arlene Wiks
CIBC



Ken Wood
Saskatchewan
Place

News From Our Committees

Submitted by We Do Newsletters

In keeping with the mission statement of the Saskatoon and District Chamber of Commerce, our committees are actively building the best business climate in Canada, thereby creating a city of opportunity. Here's what the Government Affairs Committee has been doing:

Government Affairs Committee

The Committee has finalized its Strategic Plan for 2004.

President Dan Anderson represented the Saskatoon and District Chamber of Commerce at the mid-January pre-budget round table discussion Finance Minister Ralph Goodale held with Saskatoon's business and community leaders.

On the labour front Kevin Wilson of the Labour Laws sub-committee is working with the Saskatchewan Chamber of Commerce to arrange a meeting with Premier Calvert to inform him that in the view of the Saskatoon and District Chamber of Commerce and the Saskatchewan Chamber the government should not amend provincial labour laws to make them any more restrictive on employers. A meeting with the Deputy Minister of Labour on this issue has been scheduled for the end of January.

Jack Brodsky, Committee Co-Chair, and Kent Smith-Windsor were in Regina to receive the Final Report of the Ray Boughen Commission on Financing Saskatchewan's K-12 Education System. This report has been met with mixed reaction by the Chamber and the Committee in particular.

The preliminary review of the Boughen Commission points to a tax shift against business – something the Chamber cannot support.

Committee members also met with Industry and Resources Minister Eric Cline to present their views on competition and to seek the government's support for the province's resource-based industries, especially uranium mining. Presentations were also made by the Knowledge Industry Committee and the Healthcare Opportunities Committee

The Saskatoon and District Chamber of Commerce prepares and collects various research documents on a variety of subjects. Please go to our website (www.eboardoftrade.com) and click on Research Papers to learn more about the following topics:

- Introduction to, and Impacts of, the Kyoto Protocol on Saskatchewan, Canada, and the World
- Saskatoon South Downtown ... A Vision Without Action is Just a Dream
- New Horizons for Canada's Rural Economy: Some Lessons from Rural America
- Environmental Assessment for New McClean Lake Operating Licence
- Innovation Saskatchewan: Doubling the Population
- Right to Work: Investment Attraction, Growth Stimulation, and Job Creation Through Effective Labour Legislation
- Kyoto and Municipalities
- Manufacturing and Processing Taxation in Saskatchewan: A Tool for Growth
- Submission to the Romanow Commission on the Future of Health Care in Canada
- Property Tax for Education Purposes in Saskatchewan
- Saskatchewan Corporate Income Tax Policy
- Cost of Exodus
- Submission to the Provincial Income Tax Review Committee
- The Business and Property Tax in Saskatoon

"People with goals succeed because they know where they are going ... It's as simple as that"

- Earl Nightingale

Saskatoon and District Chamber of Commerce - Committee Chairs



Aboriginal Opportunities
John Lagimodiere
ACS Aboriginal Consulting Services



Agribusiness Development
Lorne Hadley
AGenuity Consulting Inc.



Celebrate Success
Cliff Wiegiers
Wiegiers Financial & Insurance



Celebrate Success
Arlene Wiks
CIBC



Future Opportunities
Ken Wood
Saskatchewan Place



Future Opportunities
Willy Marcotte
RPS Retirement Planning Services



Government Affairs
Jack Brodsky
Saskatoon Blades Hockey Club



Government Affairs
Coni Evans
Saskatoon City Hospital Foundation

Member 2 Member Program Participants

The Member to Member Privilege Card has been developed to promote member businesses and enhance the value of membership with the Saskatoon and District Chamber of Commerce. The following is a listing of businesses participating in the program. This list is also posted on our website www.eboardoftrade.com.

2020 IT Solutions Corporation - 20% off regular priced point of sale, manufacturing & processing, and integrated accounting software for all Chamber members and free software installation for businesses located in Saskatoon.

Advanco Group - 10% off all retail products purchased.

Amatus Hair and Body - 15% off haircuts, manicures, and pedicures. Need a customer gift? Gift our services at reduced cost to you.

Azon Canada, Inc. - 5% off oversized digital printing.

Bonanza Steakhouse - 10% off regular priced entree.

Boston Pizza (51st Street only) - 20% off food items (excluding alcohol), dine in only, not valid with any other promotion or offer.

Brown, Jim (J.R. Brown Enterprises) - 10% off Electronics: Living Air & Water Purifiers. 5% off Nutritional Supplements (EYI) Calorad, Infinityz & Coral Calcium. Buy @ Cost? Ask Me! (except computers).

California Fitness - Free week pass + \$100 off Regular Memberships to Chamber Members.

Cardwell Human Resources - 20% off Organizational and Human Resource Consulting and 10% off Career Transition and Personal Counselling.

CEG Energy Options Inc. - Direct Pur-

chase natural gas savings program. (Contact Chamber Office for details)

Century 21 Dome Realty Limited, Agent: Carla Browne. - 100 bonus Airmiles with completed real estate transaction.

Chamber of Commerce, Group Insurance Plan - 1 to 25 employees. (Contact Chamber Office for details)

Champetre County - \$50.00 off on spring, summer and fall site rentals on all corporate staff functions.

CJVR FM / CK 750 - Call sales reps Dave Marcoux or Wally Cameron at 653-0750 to invite a huge rural audience to your business. Special rates and promotions available.

CJWW / Hot 93 / Magic 98.3FM - Call Ken McFarlane @ 244-1975 for special advertising rates and packages.

Comfort Pak Canada - 10% discount on all regular priced merchandise.

Country Inn & Suites by Carlson - Pleased to offer all members a minimum 10% discount on hotel accommodations.

Creative Display - 10% discount on all display hardware, graphics and services.

Curves for Women - 1 Free figure analysis, free workout and corporate rate to Chamber Member to Member participants.

Custom Cleaners - 20% off dry-cleaning.

Definity The Salon & Esthetics - 20% off hair & esthetic services. 10% off retail products. Gift certificates available (1 gift cer-

tificate per person @ 25% off regular price).

Dena's - 10% off all regular priced merchandise.

Digital Environmental - 10% off all Topographic, Recreation and Travel Maps to Chamber Members.

Displayco Canada - Discount on selected hardware systems & graphics production.

Don's Photo - 10% off all photo finishing.

Dundee Securities, Agent Leonard Elchuk. - Free financial planning consultation.

Early's Farm & Garden Centre - 10% discount on all regular priced merchandise (not valid on "sale priced items", cannot be combined with other coupons or promos). Must present card at time of purchase - not transferable.

Ecol Direct Mail - 10% off for all Chamber members on direct mail services.

Eye Witness Security Systems, Division of Flaman Sales. - 10% off surveillance system. (min. 4 camera system)

Fosters Shoes - 10% discount on footwear only. (no discount on repairs or access)

Georgia Mills - 10% discount on all regular priced merchandise.

Group Medical Services - 10% savings for employer sponsored health and dental plans. Employees save 15% on individual health, prescription drug, dental or travel plans. (applies to first year premium on new purchases and companies of 7 or more)

Guided Discoveries Learning Group - 10% discount off training (design & delivery) and business planning.

Horizon Computer Solutions - FREE initial 2 hour Internet Security consultation. We at Horizon can help you avoid embarrassing -- and potentially costly -- breaches of security.

Imperial Oil - Fuel savings program. (Applications available at the Chamber Office)

Industrial Training & Design Ltd. - 10% off consulting services. 20% off computer based training programs.

Member 2 Member participants list to be continued in the February issue of Business View.

Saskatoon and District Chamber of Commerce - Committee Chairs



Health Opportunities
Dave Dutchak
MD Ambulance



Health Opportunities
Vlatka Tustonic
Saskatoon Health Region



Knowledge Industry
Ted Farr
Rawlco Radio



Knowledge Industry
Asit Sarkar
U of S - College of Commerce



Transportation
David Spearin
Logistics Marketing Services



Applications and nominations are now being accepted for the 2004 SABEX Awards and the ATHENA® Award. Categories include:

- Athena® Award
- Business of the Year
- Community Involvement
- Customer Service
- Exports
- Growth & Expansion
- Innovation
- Marketing
- New Business Venture
- New Product

For more information, contact the Chamber office or download the application forms from our website (www.eboardoftrade.com). The deadline is noon – March 15th, 2004.

Along with presenting these awards, we would also like to celebrate the success of companies that have won other business-related awards over the past year. If you know of award winners in our city (or are one yourself), please provide this information to the Chamber office so that we can acknowledge their accomplishments at the Celebrate Success Gala on May 11th.

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



Chamber Luncheons

Dr. Phil Prince

*President & CEO of CERI
(Canadian Energy Research Institute)*

"Economic Impact of the Nuclear Industry in Canada"
Wednesday, January 28th, 2004
 Quality Hotel

Maureen McCaw

President, Criterion Marketing Research

Wednesday, February 4th, 2004
 Hotel tba

Peter MacKinnon

President, University of Saskatchewan

"State of the University"
 Address
Wednesday, February 11th, 2004
 Hotel tba

Lois Sterner

Vice-President, Canadian Council of Technicians & Technologists

Wednesday, February 18th, 2004
 Hotel tba

Co-sponsored by SATA (Saskatchewan Advanced Technology Association)



BREAK FOR SUCCESS

Networking Breakfast

Tuesday, January 27th
Quality Hotel
Build your business and networking opportunities
 7:15 - 9:00 am

To register phone the Chamber Office at 244-2151
 (Pre-registering is recommended)



Friday, January 30, 2004
 9:00 am - 2:00 pm
 Centennial Auditorium

CONTACT is an annual business seminar that provides opportunities for students in the College of Commerce at the University of Saskatchewan to interact and build relationships with the business community.

For more information call (306) 652-5883 or visit the website at www.commerce.usask.ca/contact

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

Jim Zaiachkowski

Project Director

Phone: (306) 664-0713

E-mail: jzach@eboardoftrade.com

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