

BUSINESS VIEW

January 2005

Greater Saskatoon Chamber of Commerce

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Province's Property Tax Relief Comes Up Short!

- Commercial industrial users education property taxes are still too high - costing Saskatoon's young people jobs

Education property tax loads in Saskatoon continue to be a barrier to the investment needed to generate jobs for Saskatchewan's young people. "Even after the just announced provincial discount, education property tax loads on Saskatoon businesses will be the highest in the country" stated Kent Smith-Windsor, Executive Director of the Greater Saskatoon Chamber of Commerce.

"The province is not keeping its election commitment to implement the Boughen Commission property tax reductions even though the government increased sales taxes by 1% in 2004," continued Smith-Windsor. The 2004 sales tax increase was sufficient to finance a 25% reduction in property taxes in Saskatoon according to the province's own Boughen Study.

While the province has used federal government money to reduce the education portion of property taxes by up to 8% (subject to a \$2500 cap), Saskatoon businesses will still be paying education property tax rates 300%

higher than a competing business in Alberta. "This token gesture by the province bears no resemblance to the province's own Commission's recommendations," declared Smith-Windsor.

"The provincial government's lack of commitment to being tax competitive when we have lagged our neighbouring province's job creation is just astounding", observed Smith-Windsor.

The Greater Saskatoon Chamber of Commerce will continue to press for a positive investment climate in our province as this building block is critical to create opportunities for our youth.

Leadership Saskatoon

is now accepting applications for the 2005/06 program.

Please visit:

www.leadershipsaskatoon.com for more information.



Photo Courtesy of Stuart Kasdorf Photographics Inc.

The President's View

by Laura Small



Chartered Accountants Request Formal Business Tax Review to Ensure Province's Future Competitiveness

Strong private sector participation is crucial to job creation and increased investment.

Happy New Year! As 2005 unfolds, and the Province's Centennial celebrations begin, there is a great deal of optimism and excitement about what the New Year will bring. A number of events late in 2004, such as the grand opening of the Synchrotron and funding for the South Downtown development, indicate positive growth for our city. I believe it is because of projects like this, and the infrastructure plans of the City, that the Winter 2005 Metropolitan Outlook from the Conference Board of Canada indicated that Saskatoon is expected to be among the five fastest-growing economies in 2005.

However, it would be great to maximize our growth potential. Saskatchewan's Chartered Accountants latest Saskatchewan Check-Up report suggests three areas where consequential change would identify Saskatchewan as the most desirable province in which to live, work and invest. I have taken the following excerpt from their document which identifies the three areas:

"One is in economic development. Saskatchewan has tried to stimulate growth in some cases by supporting selected participants rather than industries. This effort has encountered the inevitable failures. It is time to recognize and accept that growth is inherently uneven, best stimulated by encouraging broad activity and entrepreneurship. A change should be initiated to dramatically lower barriers to business generally, to attract attention and position the province distinctly.

A second is the taxation of capital. Welcome changes were made recently in the corporate capital tax threshold, but this tax remains a barrier to outside investment. Similarly, our high levies on property for school and municipal purposes tax local capital unreasonably, and can threaten local investment. A change in the reliance on these capital taxes would be a highly favourable development in attracting investment both from external sources and from our own entrepreneurs.

A third is in work rules. Productivity is a critical driver of competitiveness. Saskatchewan enjoys a natural advantage in its workforce, known for its practicality and strong work ethic. We need to ensure that work rules capitalize on these strengths."

I agree with their comments. While there are signs of positive growth, the business environment in our province is far from ideal and the Greater Saskatoon Chamber continues to push to improve our business climate through tax reform, government productivity, reduction of barriers to business, and appropriate labour legislation.

Saskatchewan's Chartered Accountants have met with the Honourable Harry Van Mulligen, Saskatchewan Minister of Finance and have formally requested the provincial government undertake an independent and objective business tax review to identify and evaluate the provincial direct and indirect costs to business in Saskatchewan.

According to Saskatchewan Check Up 2004, the economic review of our province by the Chartered Accountants of Saskatchewan, the province has a generally positive investment climate but the private sector has not contributed to the economy with the same intensity as seen in other provinces. In particular, the report highlights the Saskatchewan Government's unique and heavy reliance on indirect taxes (taxes assessed on other than profit). Saskatchewan's reliance on corporate indirect taxes is unusual within Canada because these taxes are extremely unpopular with company owners, managers and investors owing to their lack of relation to profitability.

"We would like to see a tax regime developed that is more attractive, fair and competitive," says Nola Joorisity, FCA, Chief Executive Officer for Saskatchewan's Chartered Accountants. *"A stronger participation rate by private business is crucial if we are to create the jobs our province needs to keep our young people and our working residents here in our province."*

Over the last five years Saskatchewan has seen a 40% decline in its rate of new patent registrations per capita, and new business incorporations have remained static.

Welcome changes were made recently in the corporate capital tax threshold, but our business tax regime remains a barrier to outside investment. Similarly, our high levies on property for school and municipal purposes tax local capital unreasonably, and can threaten local investment. A full external review of the business tax structure has not been done since 1965.

The Institute of Chartered Accountants of Saskatchewan belongs to the Canadian Institute of Chartered Accountants who represent 68,000 Chartered Accountants around the world. As an impartial organization, and a leader in creating and interpreting information, the Institute has the privilege and the responsibility of providing accurate and independent information to a wide range of interests.

Moderate Growth for Canadian Economy in 2005 - Canadian Chamber

In its 2005 Economic Outlook, the Canadian Chamber of Commerce forecasts a year of tempered growth for the Canadian economy. For 2005 as a whole, growth in real gross domestic product (GDP) is expected to average around 2.8%, a slight increase from the 2.7% growth rate anticipated for 2004, but much lower than the expected 3.5% growth rate in the U.S. for 2005. (View the Economic Review and Outlook, at www.chamber.ca)

"We expect the Canadian economy to grow moderately in the coming year," stated Nancy Hughes Anthony, President and CEO of the Canadian Chamber of Commerce. *"Economic growth will be fuelled largely by robust business investment in machinery and equipment, supported by moderate gains in consumer spending and healthy increases in government spending, but the boost to economic growth from exports that we saw last year will wind down."*

The Canadian Chamber expects that the past appreciation of the Canadian dollar, softer commodity prices and competition from low-cost countries will continue to dampen real export growth through 2005. However, a high employment rate, rising personal incomes and a continued low interest rate environment should continue to support moderate gains in consumer spending in 2005. While growth in corporate profits is expected to be much more muted as energy and commodity prices retreat somewhat, business investment in machinery and equipment will continue to be a key driver for the economy.

In terms of interest rates, the Canadian Chamber expects the Bank of Canada to leave rates unchanged in the first half of the year. However, as economic growth picks up in the second half of 2005, and with the core rate of inflation expected to trend towards 2% by the end of 2005, Canada's central bank is expected to deliver, in total a 50 basis points increase in the second half of 2005, bringing the overnight rate to 3% by year-end 2005.

The Canadian Chamber is also anticipating that the Canadian dollar will generally trade in the 82 to 86 U.S. cent range in 2005, ending the year at about 85 U.S. cents.

There are risks to the Canadian Chamber's economic outlook. In the face of a massive and unsustainable current account deficit in the U.S. foreign investors could turn their back on the U.S. dollar, which could cause the Canadian dollar to rise more significantly and resulting in lower economic growth than projected. Conversely, as interest rates rise at a faster pace in the U.S. than in Canada, the Canadian dollar could retreat and economic growth could accelerate above 3% resulting in interest rates heading higher than forecast.

Changes to Labour Laws will Hurt Business - Saskatchewan Chamber

On November 19, 2004, the Saskatchewan Government introduced significant changes to *The Labour Standards Act* and *The Trade Union Act*. The amendments proposed are contained in Bills 86 and 87. The Saskatchewan Chamber of Commerce is deeply concerned that these changes will have a detrimental impact on economic development in this province and will do significant harm to existing business.

The following is a brief summary of the proposed amendments:

Bill 86 - Labour Standards Act Amendments:

- Expand the decision-making powers of the Director of Labour Standards.
- Decisions of the Director are subject to an apprehension of bias.
- Investigations are intrusive and may be disruptive in the workplace.
- Enhance already strong whistleblower protection.
- Appeals process to Adjudicator enhanced to include decisions of the Director.

Bill 87 - Trade Union Act Amendments:

- Expand powers of the Chair and Vice-Chairs of the Labour Relations Board.
- Power to make regulations, rules, and issue orders - ie. Production of documents, filing of replies authority to enter workplaces and search for evidence.
- Broadly inclusive and intrusive powers and immunity from prosecutive or civil suit.
- Ability to impose a first collective agreement 90 days following the issuance of a certification order.
 - Defeats the whole purpose of collective bargaining - if the union is not achieving their goals in the bargaining process, they can wait until the 90 days are up and an agreement will be drawn up for them, likely in their favour.

These amendments fail to address any employer concerns, such as secondary picketing, employer free speech or the voting process in the certification / decertification process, etc.

The Minister of Labour has also directed her Department to develop regulations aimed at making operational Section 13.4 of the *Labour Standards Act*, which deals with the allocation of hours to part-time employees. About ten years ago, this piece of legislation was introduced, but due to the successful efforts of the various business associations in Saskatchewan, it was never proclaimed. If the Minister is successful in proclaiming this now, it will cause great difficulties in many businesses that employ part-time workers. The hours that are allocated to part-time employees will have to be distributed on the basis of seniority. Minister Higgins does not seem to understand the potential difficulties that will arise from "Government Directed Hours".

As a member of the Province's business community, the Greater Saskatoon and Saskatchewan Chambers of Commerce are asking that you contact your local MLA to voice your concerns over these proposed changes. We need to unite and stand up for Saskatchewan Enterprise!



Food for Thought

by C.M. (Red) Williams

Getting Programs in Gear

The following quote is from the "National Rural Policy Framework". Read it carefully as it comes as close as one can to an explanation of why governments have difficulties with implementing good rural initiatives: **"Rural development is complex, involving a wide range of policy and programs areas. To manage this reality, most governments have established cross-departmental coordinating structures. These structures generally have a management mandate, without direct access to the resources required to address rural development. Much of their effort is expended on engaging and aligning relevant departments and agencies."** (Federal / Provincial / Territorial Background Policy Document. Draft 7, Nov. 2004.)

This is the enigma; governments have good intentions but with cumbersome high overhead systems of implementation. The suggestion that the private sector take on responsibility for delivery draws quick criticism that some individual or corporation will make money from a program designed to offer public assistance. There is growing interest in a third alternative; delivery by an agency that is neither government or contracted, but a melding of both. This gives government some ongoing oversight of the project, but leaves an independent body the flexibility to implement in the most efficient and effective manner. STEP and Tourism Saskatchewan are working models that were hived off from a government department; ACRE was set out at arms length to look back at government and advise; and Saskatchewan Agrivision is an initiative of business that successfully works on rural initiatives that marry business skills with efficient delivery.

Chamber Congratulates PotashCorp Accomplishments

The Greater Saskatoon Chamber of Commerce wishes to congratulate PotashCorp following the recent announcement by the Canadian Institute of Chartered Accountants of winners of their annual Corporate Reporting Awards (CRA).

PotashCorp received top scores in all four award categories: annual reporting, corporate governance disclosure, electronic disclosure and sustainable development reporting. PCS was awarded the Overall Award in Excellence, the Awards of Excellence for Electronic Disclosure and Sustainable Reporting, as well as Honourable Mention for Excellence in Annual Reporting, and was recognized in the Mining Industry sector.

It is our great honour to have companies like PotashCorp based in Saskatoon. Aside from the huge economic impact that PCS has in our city, the public relations benefit for Saskatoon derived from the leadership position of companies like PotashCorp is really a priceless way to promote our great city. Congratulations for this achievement as it is clearly well deserved.

The CRAs recognize excellence in financial and corporate reporting nationally. Eligible participants were from the top 50 Canadian companies, as measured by market capitalization as of March 31, 2004 in each industry sector on the TSX.

Saskatchewan Ambassadors Program

Launched six years ago, the Saskatchewan Ambassadors Program is based on the premise that Saskatchewan's best sales force is made of enthusiastic residents and expatriates who believe in the opportunities available in our province.

The goal of the Saskatchewan Ambassadors Program is to promote a positive image of Saskatchewan as a good place to live, work and do business, which can help lead to increased business opportunities for Saskatchewan companies and products.

Ambassadors are business people, educators, activists, artists and entertainers, community leaders, students ... anyone who has a love of and for Saskatchewan! Through business and personal interactions, volunteer Ambassadors help our province expand its trade and investment opportunities to become even more prosperous.

If you are interested in becoming an Ambassador, or would like more information, please visit the program website at www.saskambassadors.com or contact Saskatchewan Industry and Resources toll free at 1-800-597-5796.

While you're on the Ambassadors website, look for the latest edition of Saskatchewan Connections.

Promoting Saskatchewan benefits us all, no matter what business any of us is in.

Saskatoon and District Chamber of Commerce - Board of Directors



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Alan J. Felix
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Burton LP

Canadian Chamber of Commerce Update ...

Finance Committee Releases Pre-Budget Consultation Report

Recently the House of Commons Standing Committee on Finance released its much-awaited report containing a number of recommendations that stemmed from the pre-budget consultation process. The Committee heard from almost 300 witnesses representing nearly 200 groups during more than 40 hours of pre-budget hearings held over a three week period.

In a minority government situation, it was difficult to obtain consensus on many of the issues. Consequently, a number of the Committee's recommendations changed along the way as different drafts of the report were circulated. The recommendations that survived were the ones that enjoyed a greater degree of consensus.

The Canadian Chamber of Commerce has drafted a summary of some of the recommendations made by the Committee. The recommendations are for the most part, quite general, lacking the specifics that were contained within our pre-budget submission. For example, the Committee recommended that the federal government undertake a review of tax rates and did not make any specific recommendations as to how far taxes should be cut or how the tax system should be reformed.

The Chamber's summary can be found at: <http://www.chamber.ca/cmslib/general/FinanceReport041220.pdf>

House of Commons Committee Releases Report on the Employment Insurance Program

Following a recent hearing conducted by the

Subcommittee on Employment Insurance Funds, the House of Commons Standing Committee on Human Resources, Skills Development, Social Development and the Status of Persons with Disabilities released a report entitled "Restoring Financial Governance and Accessibility in the Employment Insurance Program: Part One". The Canadian Chamber of Commerce appeared in mid-November before the Subcommittee on Employment Insurance Funds and called on the federal government to stop the practice of using the EI program as a holding tank for a grab bag of social programs; to end the practice of setting the EI premium rate unnecessarily high; to eliminate the employer EI premium multiple of 1.4; to refund employers for EI premium over contributions; and to develop a meaningful process for setting the EI premium rate.

The Committee's report shows an adoption of the Canadian Chamber recommendation of refunding employers for EI premium over-contribution. The federal government has 150 days to respond to the Committee report. The Committee's report can be found at: http://www.parl.gc.ca/committee/CommitteeHome.aspx?SelectedElementId=e1_&Lang=E&ParlSession=381.

Also, the Canadian Chamber of Commerce has sent a letter to Minister of Human Resources and Skills Development Joseph Volpe and Finance Minister Ralph Goodale, regarding the EI rate setting that occurred last month.

The announcement of a reduction in the EI premium rate to \$1.95 of insurable earnings means that the 2005 rate remains significantly higher than the recently released Chief Actuary's break-even rate, calculated to be \$1.92.

This announcement, made just three weeks before year-end, was not a positive ending to what has amounted to yet another year of unilateral EI rate setting by the government. The absence of a rate setting mechanism, which will permit meaningful stakeholder feedback and the inclusion of independent expert advice, is long overdue. The Canadian Chamber participated in consultations with regard to a new rate-setting process in May 2003.

The Chamber's letter indicates that while the December announcement indicates that the government remains committed to putting in place a new permanent rate setting mechanism, 2005 is the fourth consecutive year the government has implemented a new EI rate without meaningful stakeholder input.

The Canadian Chamber Calls on Federal Government to Lower Airport Rents

As of January 1, 2005, the federal government is expected to proceed in the planned increases in rents applied to the nine airport authorities across Canada. In 2004, the federal government collected in excess of \$250 million dollars from airport authorities in the form of rent. In a recent letter to the Minister of Finance, the Canadian Chamber asked the federal government to freeze rents at the 2004 level and complete their current National Airports Rents Policy Review, which was initiated in December 2001.

Continued on Page 6

Saskatoon and District Chamber of Commerce - Board of Directors



Jamie McIntyre
Cameco
Corporation



Pat McNeil
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Estate



Rob Norris
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Douglas Osborn
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& Insurance
Planning Services



Arlene Wiks
CIBC



Ken Wood
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Centre

Canadian Chamber Update,

Continued from Page 5

Lower Taxes will Boost Productivity and Help Firms Adjust to Stronger Dollar

During its quarterly board meeting in Ottawa, the Canadian Chamber of Commerce board of directors issued a statement that urged the government of Canada to reduce taxes to help improve Canada's productivity and Canadians' standard of living and to assist firms hurt by the stronger Canadian dollar.

The Chamber's release stated that lower taxes, especially those on capital investments, would encourage further spending by businesses in productivity-enhancing equipment and technologies. Increasing productivity in Canada is crucial to Canada's ability to compete globally and to improving Canadians' standard of living. Reforming Canada's tax system has always been crucial but now more than ever it is urgently needed to ease the impact on firms that are vulnerable to a stronger dollar. The Canadian Chamber of Commerce President & CEO Nancy Hughes Anthony was also able to

reiterate the Chamber's message during a meeting with Finance Minister Goodale.

Capital cost allowance is one area where the government can take immediate action to reduce taxes. If firms were allowed to write off their capital investments more quickly, they would be more disposed to investing more in productivity enhancing equipment and technologies.

The Canadian Chamber urged the government to immediately undertake studies of all the asset classes with an eye toward changing any capital cost allowance rates in Budget 2005 that do not line up with the true economic life of the relevant asset.

The Canadian Chamber of Commerce also called for the elimination of all capital taxes at the federal level. In Budget 2003, the federal government recognized that capital taxes are a barrier to increased productivity and agreed to eliminate the federal large corporations tax by 2008. However, the Canadian Chamber believes that the time horizon is extremely lengthy. In addition, the federal government should now phase-out the special capital tax on large financial institutions.

In its pre-budget submission to the House

of Commons Finance Committee in November, the Canadian Chamber of Commerce also called for reductions in all levels of personal income tax, with a priority on low income Canadians, to boost productivity by providing a greater incentive to work, save and invest.

For more information on the Chamber's recommendations, view the Pre-Budget Submission on the Chamber's Web site at <http://www.chamber.ca/cmslib/general/PreBudget041103.pdf>.

Chamber Speaks Out on Identity Theft

In support of members concerns about the spread of identity theft (as outlined in the Canadian Chamber of Commerce 2003 resolution), the Chamber submitted comments to Justice Canada in support of making identity theft a stand alone offence under the Criminal Code.

The submission, "CCC Response to Identity Theft Consultation" may be found on the Chamber Web site, www.chamber.ca/cmslib/general/Markham041201.pdf.



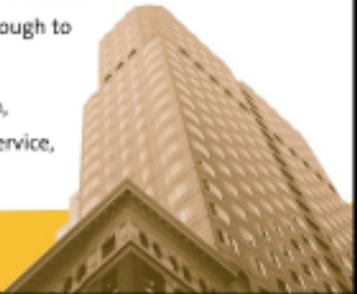
Recruit & Retain the BEST Board Members

Eight out of ten companies review their directors' compensation practices every year. The recently released WCBC National Board of Directors Compensation Survey indicates that nearly 40% of survey companies expect to complete their reviews in the first quarter of 2005.

Are you paying enough...

The governance demands placed upon corporate directors has increased. This, coupled with the challenge of recruiting and retaining qualified board members, is putting upward pressure on directors' compensation. Our survey shows that the directors' compensation practices of other companies is the most significant consideration when making changes. Directors are typically paid an annual retainer plus meeting fees and other compensation. Is your organization paying enough to recruit and retain the BEST Board Members?

WCBC's survey is comprehensive in scope, reporting on board composition, governance, all forms of compensation for regular and board committee service, directors' risk protection and anticipated future compensation changes.



Western Compensation & Benefits Consultants conducts an annual Board of Directors Compensation Survey to provide the information needed.

Members of the Saskatoon & District Chamber of Commerce receive a 20% discount on this and any of WCBC's 10 other salary/compensation surveys.

For more information please visit:
www.wcbc.ca/annual

Call Linda Reid
(604) 683-9155 or
(800) 781-2411
www.wcbc.ca/annual

WCBC Western Compensation & Benefits Consultants

Philom Bios Inc. Shares to trade on the Over-the-Counter Market and Company Acquires New Manufacturing Facility

Philom Bios Inc. is pleased to announce that it has entered into an arrangement with Union Securities Ltd. of Saskatoon to facilitate over-the-counter trading in its shares. Union Securities will publish bid and ask prices, and trades, in the Company's common shares on its website at www.saskstockmarket.com, and will also publish daily price information in the two major daily newspapers in Saskatchewan, the Saskatoon *StarPhoenix* and the Regina *Leader Post*. Union Securities will also help the Company reach a wider audience of potential investors by introducing the Company to other investment professionals.

Calvin Sonntag, President of Philom Bios said, "The Board of Directors made a commitment to shareholders to enhance liquidity. We hope current and prospective shareholders find this trading facility helpful. By providing ready access to current trading information and a more visible mechanism to facilitate transactions, we hope to build a more transparent and liquid market for Philom Bios stock."

Philom Bios is also pleased to announce the successful acquisition of an 86,000 square foot manufacturing facility for a total purchase price of \$3.4 million. This facility, located in Saskatoon, will replace leased facilities and by consolidating all manufacturing operations to a single location and will lower operating costs.

"This facility ensures that we are well positioned to serve the needs of our customers and provides for the operational flexibility required to succeed in the competitive marketplace we see in front of us," said Sonntag.

Business Numbers Grow in 2004

The City of Saskatoon recently reported a growth in both the number of business licenses obtained as well as new licenses for 2004. At year end, there were 7231 Commercial / Industrial / and Home-Based Licenses, compared to 6890 the previous year. In addition, the number of new licenses increased from 791 in 2003 to 873 for 2004.

The City plans to release its Annual Report of Business Licenses next month.

Mendel Expansion Moves Forward

2004 was a phenomenal landmark year for the Mendel Art Gallery. Not only did the gallery celebrate its 40th anniversary with gusto through a year-long series of special activities and events, but it moved forward with exciting plans for the renovation and expansion of the facility. According to Jocelyn Kost, President of the Mendel's Board of Trustees, "The City of Saskatoon's recent approval of the gallery's request for \$867,000 is the climax of the Mendel's 40th anniversary! We are inspired by the strong support of His Worship Mayor Don Atchison and City Council, and are indeed fortunate to have such visionary leadership in our community. We are now ready to proceed with the next phase of our ambitious initiative, which includes developing working drawings, creating a site development plan, tendering the project, and selecting a general contractor."

Terry Graff, the gallery's Director and CEO, echoes Ms. Kost's statement: "This is exceptional news, representing not only a vote of confidence in the Mendel and its highly valued programs, but in the extraordinary potential of the City of Saskatoon as a dynamic, world-class centre for the art and culture. The realization of the Mendel's exciting plans for a renovated and expanded facility signals an incredible period of growth and development for the visual arts and cultural activity in Saskatoon and Saskatchewan. We commend His Worship Mayor Don Atchison and City Council for their 'can do' attitude and vision for the community."

The total cost of the Mendel's Facility Renovation and Expansion Project is estimated at \$18 million. The gallery's 'Expanding the Vision' Campaign, which is aimed at the private sector, has a target of \$4.6 million. The City's total contribution is estimated at \$4.5 million, while \$4.15 million is requested from the province, and \$4.5 million from the federal government. The outstanding conceptual design for the expand facility was created by Kindrachuk Agrey Architecture, Saskatoon, in conjunction with Lundholm Associates Architects, Toronto. The architectural plans can be viewed at the gallery.

Saskatoon and District Chamber of Commerce - Committee Chairs



Aboriginal Opportunities
Alan J. Felix
Nu-Fab
Burton LP



Agribusiness Development
Ben Voss
BDI - Ben Don
Innova-



Celebrate Success
Cliff Wiegers
Wiegers Financial
& Insurance



Celebrate Success
Arlene Wiks
CIBC



Chamber Champions
Leigh Pickford
Pelican Signs
& Decals



Future Opportunities
Marion Ghiglione
Handy Special
Events



Future Opportunities
Michael Gorniak
Thomson Jasper
& Associates



Government Affairs
Jack Brodsky
Saskatoon Blades
Hockey Club

Health & Fitness Expo 2005

- unique concept offers something for everyone

Mark your calendars for Saskatchewan's premier wellness event - the Greater Saskatoon Chamber of Commerce Health and Fitness Expo 2005- taking place April 2nd and 3rd at the Saskatoon Field House. This inaugural event will host over 3,000 attendees, and 125 exhibitors from all areas of health, fitness and wellness, featuring products and services that cover a multitude of health related issues for the general public.

"The Health & Fitness Expo is a first for Saskatoon at this level," stated Jim Zaiachkowski of the Greater Saskatoon Chamber of Commerce. *"The marketplace has had previous shows in smaller venues, with fewer exhibitors. Our show will cover over 60,000 square feet of floor space at the Saskatoon Field House, almost doubling any previous show in exhibitor participation and attendance."*

The Expo is guaranteed to offer something for everyone in attendance, including CPR Classes, a Blood Pressure Clinic, "Simple Exercise for Work or Home" Seminars, Healthy Eating Tips, Equipment and Interactive Displays, and Product Seminars. There will also be a fun side to the show, featuring a Fashion Show, Entertainment, Tae Kwon Do Demonstrations, Hip Hop Aerobic Demonstrations, Autograph Sessions, door prizes and giveaways.

The Greater Saskatoon Chamber is pleased to have The Running Room involved as the title sponsor of the event along with Magic 98 / Hot 93 / CJWW as the Presenting Sponsor. For ticket or exhibitor information for the **Running Room Health & Fitness Expo 2005**, please contact Jim Zaiachkowski at 664-0713, email address - jzach@eboardoftrade.com, or Derek Crang at 664-0702, email address - dcrang@eboardoftrade.com. You can also visit the Chamber's website at www.eboardoftrade.com.

Health & Fitness Expo

April 2nd and 3rd, 2005

Saskatoon Field House

Book Your Booth Early ...

Exhibitor Space Will Not Last Long !

Saskatoon and District Chamber of Commerce - Committee Chairs



Government Affairs
Coni Evans
Saskatoon City Hospital Foundation



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



One Month FREE Long Distance

Long Distance Rates As Low As
4.5 ¢ per Minute

Greater Saskatoon Chamber of Commerce Announces A New Membership Benefit - Discounted Long Distance Rates. Sign Up Before March 31, 2005 And Receive One Month FREE On Your Long Distance Charges

For More Information, Please Contact
Jim Zaiachkowski or Derek Crang
at the Chamber Office - 244-2151

or

Parker MacDonald, Manager
Business Development,
SelectCom - 877-567-3300 x106

Jetsgo adds Saskatoon as part of Major Western Expansion

Jetsgo recently announced that the addition of Saskatoon to its schedule makes it the only discount airline serving all 10 Canadian provinces. The full Western Canada expansion program extends Jetsgo's service to four new cities, moves two cities from seasonal service to year-round, and adds 46 new city pairs to its schedule. New service rolled out January 10th.

"The new Jetsgo cities are Prince George, Kelowna, Fort McMurray and Saskatoon," said Michel Leblanc, President and CEO of Jetsgo. *"Victoria and Abbotsford will now receive year-round service and, in addition, we've created a significant number of new connections and options through Vancouver, Edmonton, Calgary and Winnipeg. We are very proud of the fact that we are now the only discount airline flying to every province and we've done it in less than two-and-a-half years since our launch in June 2002."*

"We've been absolutely delighted with the response we've had during our visits to the new Jetsgo destinations and we're looking forward to providing them with low fares and our special brand of smiling service," said Michael Granshaw, Jetsgo's CEO. *"This is a significant move for Jetsgo that expands the availability of discount travel to Canadians."*



BREAK FOR SUCCESS

Networking Breakfast

Thursday, January 27th, 2005
Quality Hotel

Guest Speaker: Connie Loney,
TD Merchant Services, will highlight the
Chamber's Merchant program which offers
special rates on Visa, Mastercard and
Interac for Chamber Members only.

**Build your business and
networking opportunities**

7:15 - 9:00 am

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



Nominations for the SABEX Awards
are now being accepted.

Nomination forms and more
information available at
www.eboardoftrade.com

Return the completed forms before
4:00 pm on Friday February 18, 2005

in an envelope marked
"confidential" to:

SABEX Awards Selection Committee
c/o Greater Saskatoon
Chamber of Commerce

"Chamber on Business" Luncheons

Gary Billingsley

President, Great Western Mineral Group

**"A New Industry for
Saskatchewan"**

Wednesday, February 2nd, 2005
Saskatoon Inn

Jacqueline Orange

President & CEO,

Canada Investment & Savings

"National Savers' Study Results"

Wednesday, February 16th, 2005
Quality Hotel

Robert Watson

President & CEO of SaskTel

Wednesday, March 16th, 2005
Travelodge Hotel

Peter MacKinnon

President, University of Saskatchewan

"State of the University" Address

Wednesday, March 30th, 2005
Quality Hotel

President's Celebration & Annual General Meeting

Thursday, March 10th, 2005
Western Development Museum

Cocktails in Boomtown: 6:00 pm ... Dinner: 7:00 pm ...
Program: 8:00 pm

Thank you to Laura Small, President 2004 ...
Swearing in of Jack Brodsky, President 2005
Entertainment / Music by **We B 50**: 9:00 pm

Celebrating our past, and dreaming big for the future.

**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:

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