

BUSINESS VIEW

October 2005

Greater Saskatoon Chamber of Commerce

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Greater Saskatoon Chamber of Commerce

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Publication Agreement # 40052085

Saskatoon's Job Growth Rate Slows

- the rest of the province turns shockingly negative

Saskatoon businesses created 3,200 new jobs from September 2004 to September 2005. "While Saskatoon is doing a better job of attracting enough investment to create opportunities for our young graduates to stay here, the rest of the province continues to lose jobs and young people", stated Kent Smith-Windsor, Executive Director, Greater Saskatoon Chamber of Commerce. "In our view, Saskatoon alone needs to attract enough business investment annually to create 8,000 jobs each year. This is the number of new jobs needed each year in order to arrest just Saskatoon's youth exodus, so our city still has got some way to go", Smith-Windsor added.

"The whole province needs to attract enough investment to create about 18,000 jobs each year before parents, across Saskatchewan, can advise their children that this province offers the opportunities they need", Smith-Windsor observed. "The only way Saskatchewan will arrest and reverse its youth exodus is to change its business taxation and regulatory environment, including our unbal-

anced labour laws", stated Smith-Windsor. "Business investment will increase when the provincial policy framework encourages that investment", Smith-Windsor continued. Saskatchewan has the highest aggregate business tax load in the developed world. "In the context of the province's high tax and biased, labour policies, we shouldn't be surprised that job levels in Saskatchewan are shrinking", Smith-Windsor observed. "The shocking fact that Saskatchewan, as a whole, lost over 3,000 jobs from September 2004 to September 2005, while so much of our mining, oil, and gas activity is at record levels, shows in stark fashion that the provincial government's high tax, and labour biased policies are harming our province", Smith-Windsor concluded.

Too many businesses are avoiding investing in Saskatchewan. Unbalanced labour laws, high business taxes, uncompetitive business utility rates, and high worker compensation rates further inhibit the investment needed to turn around the troubling Saskatchewan youth exodus situation.



Photo Courtesy of Stuart Kasdorf Photographics Inc.

The President's View

by Jack Brodsky



Whew! I have had a busy month. September is when hockey season gears up with the start of training camp, the exhibition season and the start of the regular season in the Western Hockey League. Besides this very exciting time in my regular business, I was provided two very special opportunities by the Chamber.

On September 13 and 14 Shirley and I attended the World Business Forum at Radio City Music Hall in New York City. What an outstanding event! There were close to a dozen speakers over the two day event including Rudy Giuliani, Jack Welch, Colin Powell, Tom Peters, Richard Branson, Andrea Jung, Terry Semel and more.

These incredibly successful people all offered insights into their successes and failures in life. It was all very inspiring and motivating. I made many pages of notes that are all very valuable. However, there was one point that Giuliani made early in the conference that was repeated many times throughout the two days. Leadership is not about doing the popular thing, it is about doing the right thing. I wonder how many of our politicians live by this.

On November 2, 2005, your Chamber is sponsoring a Leadership Forum via satellite that includes many of these same speakers. I highly recommend that you attend this session. It will be full of powerful material that will be beneficial in all parts of your life.

On September 25 and 26, I was part of a delegation that attended the Canadian Chamber Annual General Meeting in Charlottetown, PEI. What was my first impression of my first trip to the Maritimes? What a huge country we live in!

Two very important things happened at this event. Russ Marcoux, President and CEO of Yanke Transport was inducted as Chair of the Canadian Chamber for the upcoming year. Russ has been involved with the Canadian Chamber for many years and will do an outstanding job as Chair.

As well, Kent Smith-Windsor, our Executive Director was recognized by his peers at the Canadian Chamber Executives as Executive of the Year. Having worked closely with Kent for the last several years, I know the great job he does for your Chamber and I have seen the respect he has within the Chamber community in North America.

We are extremely proud of Russ and Kent. Their recognition in Charlottetown is a great segue into Saskatoon's hosting the Canadian Chamber AGM in 2006. Marion Ghiglione, Chair

New Road will Link Northern Saskatchewan to Athabasca Oil Sands

- Joint centennial project will help economies in Alberta and Saskatchewan

A new all-weather road between La Loche, Saskatchewan and Fort McMurray, Alberta will create new economic opportunities on both sides of the border, improve access to services and schools, and create new recreational opportunities for people living in both provinces.

Alberta Premier Ralph Klein and Saskatchewan Premier Lorne Calvert announced construction of the \$45-million La Loche Road as a joint project to celebrate both provinces' centennials.

"The La Loche Road will give employers in the Athabasca oil sands access to a valuable new resource - the labour pool in northern Saskatchewan," said Premier Klein. *"In return, skilled workers in northern Saskatchewan will have lucrative new employment opportunities."*

"Transportation is the key to realizing the vast potential of both the people and resources of northern Saskatchewan," said Lorne Calvert, Premier of Saskatchewan. *"In this the centennial year for both Saskatchewan and Alberta, the time is right for our northern residents to take their rightful place in the economic and social mainstream of the province."*

Alberta will complete the 65-kilometre gravel road from Highway 881, just south of Anzac, to the Saskatchewan border, including a major bridge crossing at the Christina River. The estimated cost of this leg is \$40 million. Saskatchewan will upgrade the existing road (Highway 956) from the border to the junction of Highway 155, south of La Loche, at a cost of approximately \$5 million.

The road is expected to take three years to complete, with construction beginning as early as 2006.

The Regional Municipality of Wood Buffalo currently operates the Alberta leg of the road as a winter road. Once work is completed, motorists will be able to use the road year-round.

of the Organizing Committee, and Coni Evans, who will be Chamber President during the event, were part of our delegation. Planning is well under way for 2006 and true to Saskatoon's reputation, I am sure this will be a very successful event.

Last month I talked about some of the committee work that your Chamber does on an ongoing basis and had intended to complete that this month. However, since this month has been quite full I will finish those thoughts next month.

Business Showcase 2005

Business Showcase has come and gone for 2005. The event could not happen without the support of our sponsors and exhibitors. The Greater Saskatoon Chamber of Commerce would like to acknowledge the following support:

Business Showcase 2005 Sponsors:

Presenting Sponsor: Horizon Computer Solutions Inc.

Platinum Sponsor: Saskatchewan Industry and Resources

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Russel Marcoux, CEO Yanke Group of Companies appointed Chair of Canadian Chamber

Russel Marcoux, CEO of Yanke Group of Companies in Saskatoon was appointed volunteer Chair of the Board of the Canadian Chamber of Commerce for 2005-2006 at its Annual General Meeting in PEI today.

"The strength of the Canadian Chamber is that we represent businesses of all size, from every sector of the economy and in every region of Canada," said Russel Marcoux, Chair of the Board of Directors. *"We will harness our extensive and diverse network of members to promote the Canadian Chamber's policies in the next federal election in Canada."*

"Mr. Marcoux brings to the Canadian Chamber his hands-on and practical experience in running several successful companies," said Nancy Hughes Anthony, President and CEO of the Canadian Chamber of Commerce. *"He understands the need to put in place government policies that will enable businesses and the economy to grow, something that he will be advocating for in his role as Chair over the next twelve months."*

Russel Marcoux is joined on the Canadian Chamber Leadership Team by:

Nancy Hughes Anthony, Full-Time President and CEO, the Canadian Chamber of Commerce, Ottawa, Ontario.

Sean Finn, First Vice-Chair; Senior Vice President Public Affairs, Chief Legal Officer & Corporate Secretary, CN, Montreal, Quebec.

John Peller, Second Vice-Chair; President & CEO Andrés Wines Ltd., Grimsby, Ontario.

Roger Thomas, Third Vice-Chair; President & CEO, Canadian Oil & Gas Division, Nexen Inc., Calgary, Alberta.

James Lea, Treasurer; President and CEO, Maritime Electric, Charlottetown, PEI.

Jim Westlake, Immediate Past-Chair of the Board; Group Head, Personal & Business Clients Canada, RBC Financial Group

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WSI Internet Consulting & Education



Food for Thought

by C.M. (Red) Williams

Capitalizing on our Edge

The Canadian livestock industries have a distinct edge over all others in that we have instituted individual animal identification early and are continually refining the system. By comparison, the US beef cattle industry expects to have a system in place by 2009. We must capitalize on this advantage in the world markets where we are players.

The consumer driving demand for food safety, and from that knowledge of where, when, how and by whom their food was prepared, means that there is market advantage to those that can provide the information on demand, but more particularly impress on the purchaser of this ability. It is interesting that this concern about food safety comes when it is less of a concern domestically than ever before.

Beyond the consumer is of course the need as a country to protect our livestock from diseases, both endemic and introduced. Outbreaks must be identified immediately and actions taken. This requires trace back capabilities to the farm of origin as well as the transportation sequence. And, I might add, it requires animal health sentinels (usually veterinarians) at strategic locations that can recognize the emerging threat and set the countermeasures in motion.

This is a situation where we all have a part to play. We need to alert our domestic consumers of this "made in Canada system" but because many of us travel or have contacts abroad we must inform them of our superior livestock products and the consumer protection built in to our production systems. Producers and governments have invested millions of dollars in this system so we need to get our money back with interest.

Investment Climate is Optimistic for the Future

- but increased private sector investment is vital to ensure Saskatchewan is competitive

The 4th annual economic review by the Chartered Accountants of Saskatchewan says the province once again shows a generally positive investment climate but an increase in private sector investment is required.

"Saskatchewan as a Place to Invest", the 1st of 3 reports being released under the title Saskatchewan Check Up 2005, notes while the federal government and other jurisdictions have been reducing their corporate income tax rates, Saskatchewan has sustained a general corporate tax rate of 17% since 1995. In 2004, this was the highest of all jurisdictions. The trend for Saskatchewan's tax rate on small businesses was more in synch with the other provinces. Nonetheless, it was still the highest small business corporate tax rate in the western provinces in 2004. These comparatively high tax rates present an impediment to attracting private sector capital and remaining competitive.

In addition to high tax rates, the province continues its unique and heavy reliance on indirect taxes, such as corporate capital tax, which do not relate to the profitability of the business. Saskatchewan Check Up notes the work of the Saskatchewan Business Tax Review Committee and anticipates a long term plan to address our uncompetitive tax regime.

A bright spot on the investment climate is the area of innovation. After 4 years of successive decline, 2004 marked at 140% increase in patents per million population.

The private sector share of research and development (R & D) continues to hold stable at between 26 and 27% in the areas of natural sciences and engineering; but this is less than half of the participation rate of the private sectors in Canada overall. An increase in private sector R & D is vital to increased employment opportunities and ensuring Saskatchewan adequately competes with other provinces across Canada. Though relatively small compared to other jurisdictions, R & D in the field of agricultural biotechnology holds a promising future.

Taxpayer supported debt to GDP saw a slight increase in 2003. In 2004 it is now taken a much welcomed decline to 20.8%. Overall, in the past 10 years, the province has cut its debt to GDP almost in half.

The Chartered Accountants of Saskatchewan will soon release their assessment of Saskatchewan as a place to live and after that, Saskatchewan as a place to work.

Saskatchewan Check-Up 2005 is intended to be a factual "snapshot" profiling 15 key indicators of life in Saskatchewan. For comparative purposes, the same indicators are used to measure each of the other Western provinces, as well as Ontario and Canada as a whole. The full report as well as further details from the research documents is available on the internet at www.icas.sk.ca.

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Synchrotron News ...

Welcome to the first instalment of "Synchrotron News"! In this space we will include updates on the development of the Canadian Light Source, newsworthy items such as events and distinguished visitors, as well as business community-relevant news such as new contracts with industrial customers or visits by distinguished national and international visitors.

- **Synchrotron Light in all Beamlines:** Much of August was spent on the installation of important equipment into our storage ring for the Canadian Macromolecular Crystallography Facility (CMCF) beamline. One of our most industrial usage-relevant stations, CMCF will allow researchers to study proteins, with particular application to the pharmaceutical and biotech industries. All seven of our Phase I beamlines are now receiving light and the machine itself has surpassed all of its first-year design goals.
- **Busy summer for Business Development:** Throughout the summer we hosted a number of delegations, including senior research staff from steel manufacturer IPSCO and from Rockwell-Collins Canada. Rockwell-Collins is a partner in the Synchrotron Laboratory for Micro and Nano Devices (SyLMAND), a Phase II beamline dedicated to nanotechnology research and manufacturing. We are also actively looking for a new Business Development Officer with assistance from our local and provincial business community stakeholders.
- **Building Expansion Gets Underway:** October will see the start of construction of a new wing of offices and meeting space on our mezzanine, as well as the start of initial work on the BioMedical Imaging and Therapy (BMIT) facility, the first beamline in the \$50 million, seven beamline Phase II project.
- **CLSI Signs MOU with the ELETTRA Synchrotron in Italy:** A Memorandum of Understanding on Collaborative Research between Sincrotrone Trieste (ELETTRA), Italy and the Canadian Light Source was signed in Ottawa on June 6, 2005. The first project undertaken by the two facilities will be in Life Science Imaging.

For more information, please visit our website, phone 657-3500 or e-mail clsi@lightsource.ca

Members in the News ...

- **University of Saskatchewan Library Hosts 2nd Annual Fundraising Gala on Friday, November 4, 2005.** To be held in the Adam Ballroom of the Delta Bessborough Hotel, this evening will commence at 6:00 pm with a Veuve Clicquot Champagne Reception, a fabulous dinner (at 7:00 pm) followed by a scintillating talk by best-selling author and literary editor Nicolas Basbanes. The entertainment will be provided by the Skip Kutz Trio. Tickets are \$150/ticket or \$1200 for tables of 8 (a \$75 charitable tax receipt is available). To reserve your tickets contact Edna Jen Warrington at (306) 966-5944 or email Edna.warrington@usask.ca. You may also order tickets online at <http://library.usask.ca/gala2005/tickets.html>.
- After 26 years in the Canadian broadcasting industry, **Don Semenov** of **GIG Graphic Image Group** is retiring and closing his doors.
- The **Balancing Work and Family Alliance** and the **Work and Family Unit, Saskatchewan Labour** have partnered to sponsor the inaugural **Saskatchewan Work & Family Balance Awards ...** the Gala Dinner and Celebration will be held December 1st at the Delta Bessborough Hotel, call 933-7983 for your advance tickets to the gala ... to get your application go to www.bwfa.ca as the deadline for applications is November 4th.
- The Silver Jubilee edition of the prestigious **India International Trade Fair 2005** will be held at Pragati Maidan, New Delhi from November 14 - 27, 2005 ... information is available at www.iitfonweb.com ... **What is your business' China / India strategy?**

Greater Saskatoon Chamber of Commerce - Board of Directors



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CTF: Control Spending, Cut Taxes

- Provincial Auditor reveals 26% spending increase since 2001

The Canadian Taxpayers Federation is calling for tax relief and spending reductions in light of a new report from the provincial auditor.

The report, entitled “**Understanding the Finances of Government**,” shows the province recorded an \$844 million surplus for the 2004-05 fiscal year – resulting in an \$800 million decrease in provincial debt.

“*This debt repayment is great news for taxpayers,*” said MacLean. “*Government debt is little more than a tax increase for our children and grandchildren. The problem is the province is forecasting an increase in government debt this year and in the future. This is unacceptable given that revenues are extraordinarily high right now.*”

Surplus revenues only temporary

The report indicates that the majority of the surplus consisted of a one-time transfer from the federal government and increases in non-renewable resource revenues. Federal transfers were nearly \$2 billion last year -- an increase of \$700 million from the previous year. Non-renewable resource revenues increased by \$333 million.

“*If Saskatchewan had not received a one-time equalization payout and oil prices stayed the same year-over-year, the provincial auditor would be reporting a \$244 million deficit,*” added MacLean. “*Despite this large surplus, our provincial finances are on very thin ice, and when the handouts from Ottawa dry up and oil prices return to normal, we could be piling up Devine-style deficits. The provincial budget is a house of cards.*”

Spending is sky-rocketing

The report reveals that since 2001 government spending has increased by 26 per cent while Saskatchewan’s population has modestly declined.

“*The reality is we need to control spending,*” said MacLean. “*The auditor’s report clearly shows that Saskatchewan is completely reliant on federal handouts and windfall oil revenues. If we are going to provide desperately-needed school and income tax relief, we are going to have to make better choices.*”

Source: Canadian Taxpayers Federation Media Release, September 8, 2005

Saskatoon - Canadian Leader in Economic Growth with GDP of 7% in 2005

- Conference Board of Canada’s Metropolitan Outlook - Autumn 2005

With their economies both growing by 7% this year, Saskatoon and Kitchener will lead all 20 Canadian cities covered in the Conference Board of Canada’s Metropolitan Outlook - Autumn 2005 report released recently.

“*Saskatoon’s economy is firing on all cylinders, continuing a decade-long spurt in economic growth during which real gross domestic product (GDP) increased by an average of 3.7% annually,*” said Mario Lefebvre, Director, Metropolitan Outlook Service.

“*Our region continues to show strong growth, and the 2005 GDP result of 7% is exceptional,*” said Ted Mitchell, Chief Executive Officer, SREDA. “*The conference Board’s report for 2005 shows Saskatoon as a clear Canadian leader in economic growth. Our results are stronger in every category, and we expect this positive trend to continue throughout 2006.*”

More than 7,000 new jobs were created in the Saskatoon region in 2005 alone, lifting retail sales growth to a whopping 11% this year.

The Conference Board’s report also indicates that the strong 5.6% increase in employment this year will allow the unemployment rate to fall to 4.7% in 2005 (from 6.2% in 2004) and personal income to rise by a very healthy 9.4%.

Saskatoon received an economic structure rating of 93%, indicating that our region is one of the most diverse in Canada.

NOTE: We still need to create 8,000 jobs per year to arrest youth exodus.

Source: SREDA Media Release, September 29, 2005

Greater Saskatoon Chamber of Commerce - Committee Chairs



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Aboriginal Opportunities
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Celebrate Success!
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Celebrate Success!
Jill Sauter
Superior Cabinets

“Chamber on Business” Luncheons

Craig MacFarlane

Motivational Speaker and Goodwill Ambassador

"Craig MacFarlane has been a featured speaker to the who's who of the corporate world including such companies as GM, Ford, Coca Cola and AT&T. He has spoken at the Republican National Convention three times at the invitation of George Bush. Craig's unique and inspiring story continues to have a major impact wherever he appears. For more information on Craig go to www.cmpride.com."

Wednesday, November 9th, 2005

Park Town Hotel

Jason Skotheim

Vice President of Operations, Horizon Manufacturing Inc.

"Does Saskatchewan have the Right Environment for Startup M&P"

Tuesday, November 15th, 2005

Ramada Hotel & Golf Dome

Mark Francis

Independent Business Consultant

"CNQ - Canada's New Stock Exchange, Democratizing the Capital Markets"

Tuesday, November 29th, 2005

Saskatoon Club

Figuratively Speaking ...

Compiled by John MacIntyre

- Percentage of Canadians who trust more in small to medium sized business (SME) to create jobs, according to a survey by Leger Marketing: 66
- Percentage of Canadians who trust more in government to create jobs: 16
- Percentage of Canadians who find that creating your own company and being self-employed is the most rewarding: 41
- Percentage of Canadians who find engaging in several trades or professions in different companies throughout their career is the most rewarding: 28
- Decline in the average number of hours people work each week, according to Statistics Canada: 1.4
- Average work week in hours across all industries, according to Statistics Canada: 33.3
- Percentage of respondents to an online poll conducted by working.com who feel they are working longer and longer hours: 57
- Percentage of respondents who agreed with Statistics Canada: 23
- Percentage of CEOs who get fired (or forced to resign or retire under pressure) not because of "current financial performance" but for mismanaging change, according to a new study by LeadershipIQ.com: 31
- Percentage of CEOs who get fired for ignoring customers: 28
- Percentage of CEOs who get fired for tolerating low performers: 27

Greater Saskatoon Chamber of Commerce

On-Line Auction

www.saskatoonchamberauction.com

If your company is able to donate an item to the Chamber's On-Line Auction in support of our office renovation fund, it would be greatly appreciated.

Looking for great deals ... place your bid now !

For more information, please call: **Jim Zaiachkowski**, at (306) 664-0713 OR jzach@boardoftrade.com

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Government Affairs
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FirstSask Mortgages



Health Opportunities
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Saskatoon Health Region



Health Opportunities
Dave Dutchak
MD Ambulance



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BREAK FOR SUCCESS

Networking Breakfast

Tuesday, October 25th, 2005

7:15 - 9:00 am

Hilton Garden Inn

(formerly Quality Hotel)

Build your business and networking opportunities

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

Saskatoon Health Region Corporate and Public Affairs Department presents North America's foremost communication measurement guru:

Angela D. Sinickas, ABC, Sinickas Communications, INC.

"How to Measure Your Communication Programs: Developing An Ongoing Process"

A half-day workshop including a special luncheon presentation - *"Calculating the ROI on Your Communications."*

Tuesday, October 18th, 2005, 11:45 am to 4:30 pm – All Seats \$199.00

Auditorium, Rependa Centre, Saskatoon City Hospital

For luncheon presentation only, 12:00-1:15 pm
IABC/CPRS Members: \$25
Non-Members: \$40

Contact: Gloria Suchar at gloria.suchar@saskatoonhealthregion.ca for more information or tickets.

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



Bright Lights. Big Ideas.

The Greater Saskatoon Chamber of Commerce presents:

Leading to Greatness: Building the True Success

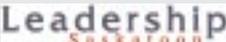
Live satellite event - November 2nd, 2005

Share a day with the world's most brilliant business minds. You will not only learn the best leadership and management thinking, strategies and practices, but also the best tools for implementation.

Featured speakers include:

- **Sir Richard Branson**
- **Carly Fiorina**
- **Canadian Malcolm Gladwell**
- **Jack Welch**
- **Rudy Giuliani**
- **Stephen Covey**
- **Marcus Buckingham**
- **Fortune 500 CEO Panel**

For conference details and ticket information, please contact the Chamber office at 244-2151, or visit www.eboardoftrade.com.

Presented in partnership with: 

4th Annual

20/20 Health Vision Conference

November 21st & 22nd, 2005

Hilton Garden Inn (formerly Quality Hotel)

"Dare to Lead"

Saskatchewan people want and need World Class health care. For this to become a reality, we need to stretch the boundaries and look outside common practices to find new opportunities.

Workshops will focus on topics including: Saskatchewan as a Centre of Excellence in Aboriginal Health; World Class for Life; Medical Mile; and Nuclear Medicine and Medical Imaging at the CLS. The Celebrate Success! Health Awards will include the presentation of the Leader Award of Excellence in Health Innovation.

Keynote speakers:

Senator and Lt.-General (Ret.) Romeo Dallaire, a former UN Commander, and author of an internationally recognized book, "Shake Hands with the Devil - The Failure of Humanity in Rwanda."
John Cross, Chairman of the Board of Philom Bios, and a founding partner of the Company.

Call the Chamber office at 244-2151 for details and tickets information, or visit www.eboardoftrade.com.

Size Matters

... help others connect with us

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

Refer your leads to:

Jim Zaiachkowski

Project Director

Phone: (306) 664-0713

E-mail: jzach@eboardoftrade.com

OR

Derek Crang

Director of Investor Relations

Phone: (306) 664-0702

E-mail: dcrang@eboardoftrade.com

BUSINESS VIEW

is the official publication of the
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