

# BUSINESS VIEW

January 2006

Greater Saskatoon Chamber of Commerce

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**Remember to VOTE  
for the  
2006 Board of Directors.**

Ballots have been sent by fax.

## Greater Saskatoon Chamber of Commerce

345 3<sup>rd</sup> Avenue South  
Saskatoon, SK S7K 1M6  
Phone: (306) 244-2151  
Fax: (306) 244-8366  
E-mail: [chamber@eboardoftrade.com](mailto:chamber@eboardoftrade.com)  
Website: [www.eboardoftrade.com](http://www.eboardoftrade.com)

## It's all about Leadership

*-if it is to be, it is up to our business leaders*

The

## President's View

by Jack Brodsky



The most important message we want to get out to everyone in our province is the concept of Saskatchewan creating a job for every one of our graduates. As lofty a goal as that may appear, when we look at the situation, it is not an unreasonable expectation. Other jurisdictions are obviously creating more jobs than graduates. Our graduates would not otherwise be leaving for greener pastures. We continue to talk about (as opposed to act upon) the great potential that our province has to be a major player on the national and international scene. We have made no bones about how strongly we feel about government policy over the years as it has done a lot to deter the economic growth required to create those jobs in our province. We have been clear in stating that immediate implementation of the recommendations of the Business Tax Review Committee is a critical component in any growth strategy to create and sustain those jobs.

There is one area where I believe we

are all to blame and where we must change our ways if we are to grow into the future. This component is our attitude. How many of us allow our children to grow up believing that there will be little opportunity for jobs in our province? We accept, with little resistance, that this concept is a given and we prepare ourselves and our children for the inevitable. Perhaps if we start to change this attitude within ourselves and our children we can start to be a part of the solution to our "brain drain".

Another part of this attitude concept is in terms of growth of our businesses. In the years our family owned a construction business we were as guilty as anyone for limiting our potential by being very conservative in our view of the future. We were always concerned about the time that things would slow down, when the local economy would grind to a halt. I am not promoting a "damn the torpedoes, full speed ahead" mentality, but rather in a global economy there are many opportunities worldwide for Saskatchewan products and services. There are huge opportunities for Saskatchewan businesses to sell products and services to neighbouring provinces, especially the one that is growing so fast it is having trouble supplying these

*Continued on Page 2*



Photo Courtesy of Stuart Kasdorf Photographics Inc.

products and services for themselves. With a clear statement from our provincial government that the recommendations of the Business Tax Review Committee will be implemented, there will be a growing number of opportunities right here at home. It is time for our business community to start to respond to some of these opportunities by preparing for growth.

Business is about seizing opportunity and managing risk. There always must be a balance. As a person who has been involved in business for many years in this province, I know that we have a very conservative approach to growing our businesses, and rightly so. I am suggesting that right now or in the very near future, and in some industries, the opportunity for growth and success might justify taking on a little more risk.

I have done a bit of a commentary on most Chamber Committees over the previous months. Two very important committees that I have not yet spoken about are Celebrate Success! and Government Affairs.

Celebrate Success! is the Chamber Committee that organizes the annual Celebrate Success! Gala. It is extremely important that we celebrate the success of local businesses. So often we do not recognize the greatness that is around us and the purpose of this committee and the Gala is to ensure that we recognize the businesses in our region that are doing well. Past President Laura Small has been a driving force in this area for years. After a year away from chairing the committee while she was Chamber President, Laura is once again co-chair of the Celebrate Success! Committee spearheading the new Celebrate Success! Luncheon Series. Doug Osborn, a Chamber Board Member, co-chairs the committee with Laura. Besides organizing and promoting the Gala event, the group also ensures that potential award candidates are identified and nominated so that there is competition in all categories. The new and easy to use Nomination Forms are now available and I encourage you to call the Chamber office at 244-2151 or to go on [www.eboardoftrade.com](http://www.eboardoftrade.com) for more information about the luncheon series, download the nomination forms and to order your Gala tickets. Thanks to Laura, Doug and the Celebrate Success! Committee for doing such a great job in this area.

The Government Affairs Committee is one that is near and dear to my heart. After many years of disinterest in politics, government, and the ability for advocacy groups to make a difference, I was asked to consider serving on the Chamber Board and taking on the position of chair of the Government Affairs Committee. For me, being a part of this committee has renewed the fire in my (ample) belly with regards to the importance of a vibrant business community and the key role that governments play in creating an environment where that

business community can succeed. This committee, which is now co-chaired by incoming President Coni Evans and Second Vice-President Blair Knippel, meets with officials from all levels of government on an ad-hoc basis to discuss issues relating to business. We have been very vocal on various issues, including taxes, royalty rates, and in general the business environment. We like to think that our work, combined with the work of other business groups, had something to do with our province undergoing the Business Tax Review that was just completed. We have also made headway on our government productivity efforts. There is much work left to do.

Committee work can be very rewarding and we are always looking for new talent, ideas, and energy. Please contact me or anyone at the Chamber if you have any interest in any of our committees.

## NAFTA Victory Complete: Wheat Tariff to Come Off

Canadian spring wheat will be able to move freely into the United States once more, after a NAFTA panel recently issued its final decision on an appeal launched two years ago by the CWB.

The last hurdle has now been crossed to the removal of a US tariff that has virtually closed the border to Canada's largest crop since 2003. In issuing its decision, the NAFTA panel dismissed a challenge by the North Dakota Wheat Commission, the group that began the trade dispute.

*"This is a very significant victory that finally corrects a trade injustice for the Prairie wheat farmers,"* said Ward Weisensel, CWB Chief Operating Officer. *"There was never any legitimate basis for the tariff, as this decision has affirmed. We are pleased to be able to once again freely market Prairie farmers' high-quality wheat to our valuable American customers."*

Canadian hard red spring wheat can enter the United States without any duty liability as soon as the NAFTA Secretariat issues the notice of final panel action, a process that should be completed soon.

In October 2005, prompted by a NAFTA panel directive, the US International Trade Commission re-examined and subsequently reversed its 2003 decision. It ruled that Canadian wheat imports do not injure US producers and do not drive down American wheat prices.

The tariff had been set at 14.2%, but was ordered lowered to 11.2% after a NAFTA ruling was issued in June 2005 on a separate CWB appeal. In the crop year before the tariff was imposed, the CWB sold about one million tonnes of hard red spring wheat into the US, worth about \$250 Million.

*Source: The Canadian Wheat Board News Release, December 12, 2005*

# Business proposes Policy Priorities for all Political Parties in Election 2006 - Canadian Chamber

In announcing its intent to publish its Election Scorecard, the Canadian Chamber of Commerce recently urged all federal political parties to adopt policies that will improve Canada's productivity and fuel long-term economic growth. The Canadian Chamber will issue its Election Scorecard once all the election platforms have been released.

*"We need a government in Ottawa that recognizes business generates wealth and creates jobs, which improves the standard of living of all Canadians,"* said Russel Marcoux, Chair of the Board of the Canadian Chamber of Commerce. *"Our members want the parties and the candidates in the federal election to focus on ways to improve Canada's competitiveness, increase our international trade and attract more investment and skilled labour to Canada."*

The Canadian Chamber is calling on all federal parties to commit to:

- A Qualified Workforce – highly-educated, skilled, motivated and entrepreneurial.
- Prudent Fiscal Policies – competitive taxes, lower national debt and effective spending.
- Competitiveness and Innovation – Smart regulations, effective Research and Development, and pro-trade and investment policies.
- Infrastructure – transportation, communications and borders.

*"Each party's policies will be reviewed against the Canadian Chamber priorities,"* added Nancy Hughes Anthony, President and CEO of the Canadian Chamber of Commerce. *"It is important for all parties to recognize that business, investors and Canadians need certainty about Canada's economic policies and that their promises must be delivered."*

Program spending must be reined in while parties need to elaborate their plans for personal and corporate income tax reductions. Lower corporate income tax rates will stimulate economic activity, creating employment and increasing national wealth so that the government can afford to support social programs.

The Canadian Chamber of Commerce released its detailed economic policy recommendations in September in its pre-budget presentation to the government and in its paper, *PROMOTING PRODUCTIVITY PURSUING PROSPERITY: Improving Canada's Standard of Living and the Quality of Life for Canadians.*

## Canadian Chamber of Commerce Election 2006 Policy Priorities

### A Qualified Workforce

- Reform Canada's Employment Insurance system to increase labour market flexibility;
- Overhaul the immigration system to attract skilled labour and professionals;
- Prioritize government spending to invest in those areas that enhance productivity, such as higher education.

### Prudent Fiscal Policies

- Further reduce personal income tax rates across all tax brackets;
- Reduce the general corporate income tax rate;
- Eliminate the corporate income surtax;
- Raise the threshold at which the top marginal personal income tax rate applies;
- Ensure that Capital Cost Allowance rates line up with the true economic life of the relevant asset;
- Continue to reduce Canada's public debt burden.

### Competitive and Innovative Policies

- Strengthen Canada's trade and economic cooperation with the United States;
- Improve access for Canadian goods and services to world markets;
- Eliminate inter-provincial trade barriers.
- Reduce the regulatory burden on business including the adoption of a single securities regulator in Canada;
- Increase the commercialization and adoption of research and development;
- Position Canada as a world leader in information and communication technology;
- Accelerate SME e-Business adoption;
- Maintain and strengthen Canada's market-based approach to energy;
- Establish improved patient access to the health care system.

### Modern Transportation and Communication Infrastructure

- Prioritize government spending to invest in those areas that enhance productivity, such as infrastructure;
- Eliminate the inequities in the airport rent formula;
- Ensure a trade efficient Canada-US border.

*Source: Canadian Chamber of Commerce Website*



# Food for Thought

by C.M. (Red) Williams

## The Time is Now

After almost twenty years of pushing the "ethanol" envelope, I am of the opinion that there is a chance Saskatchewan is in a position to fulfill the dreams of many communities. In the beginning there was Kerrobert with a tiny pilot plant, followed by Poundmaker Agventures with a 12M litre plant. There followed many communities that tried but couldn't put it all together. Now, in addition to Poundmaker, we have Weyburn coming on stream with 25M litres and Husky in Lloydminster due to weigh in with 135M litres capacity in the spring of 2006. That fills the provincial mandate for ethanol in local gasoline. The Saskatchewan Ethanol Council, with Lionel LaBelle as President, has made tremendous strides in two years to get ethanol on the federal and provincial agendas.

There are still several groups that want to build mainly integrated ethanol-cattle feedlot units on the Poundmaker model, however, that will require that we export product to the rest of Canada, mainly Ontario and BC. To make this happen, two things must be in place: there has to be a national Renewable Fuels Standard, and some initial patient capital sources to match locally raised funds.

The national regulations are required so that ethanol can move freely across provincial boundaries, and the capital is required to kick start the several communities that have plans ready for implementation. The integrated units are a boon to member farmers because they can supply the grain, green chop for silage and straw for bedding, as well as receive the manure for fertilizer. To put it bluntly; if it isn't you, who? If not here, where? And if not now, when? So listen up - THE TIME IS NOW for ethanol.

## Labour Market Shifting and Eroding ...

### Opportunities in goods-producing sector outpace increase in provincial population, but youth and skilled workers are leaving the province.

*Saskatchewan as a Place to Work*, the final report in the Saskatchewan Check Up 2005 series, shows our youth and skilled workers are leaving the province. In 2004, Saskatchewan lost 3,000 residents with post-secondary certificates and diplomas and 2,100 people with masters and higher level degrees in 2004, with the majority of these skilled workers (59%) moving to Alberta. In contrast, Saskatchewan gained workers with bachelor degrees at twice the national average, adding 3,300 people with this level of education over 2004. In addition, in the last five years, Saskatchewan has lost over 13,500 youth (age 15 to 24) to other provinces, making it one of highest rates of youth out-migration in Canada.

In 2004, employment growth from mining, oil and gas, durable manufacturing and construction outpaced the increase in the provincial population. The resource sector appears to be in good shape to deliver more job growth in 2005, but Saskatchewan will need skilled workers, particularly in the trades and technical occupations to fully capitalize on this growth. Ensuring the supply of appropriately skilled workers to the labor force in the long term is an issue across Canada as "boomers" retire en mass and technology continues to up the ante in terms of skill requirements.

Keeping people means creating jobs. While the record in 2004 is positive, (4,500 new jobs) the total created (less than 1%) remains meager. Alberta, with three times our population, created nine times as many new jobs. Manitoba, with a similar population, created 20% more. The depth of our job market still does not offer the range of choice and mobility that can attract and hold people. To create a critical mass that begins to generate its own momentum for growth, Saskatchewan must continue to improve its climate for investment, and the incentives for taking action.

Saskatchewan's Aboriginal people will play an important part in the solution to the eroding Saskatchewan labour force. It is projected an additional 16,000 Aboriginal people aged 25 to 49 will enter the labour force between 2003 and 2013. High school and university completion rates for Aboriginal people are increasing but they continue to have half the educational attainment of non-Aboriginals. A continued and sustained effort will be required by all stakeholders to maximize the educational attainment and economic participation of Aboriginal people.

The report also shows:

- Saskatchewan's real wage (wages reduced for inflation with the Consumer Price Index) increased by 2.6% to \$16.33 per hour in 2004, but we continue to have the lowest real wage in the measured jurisdictions.
- The wage gap between male and female workers decreased as average pay for women increased by 4.7% in 2004 while the average pay for men increased by 1.7%.

The full report as well as further details from the research documents is available on the Internet at [www.icas.sk.ca](http://www.icas.sk.ca)

*Source: Institute of Chartered Accountants of Saskatchewan, Media Release October 11, 2005*

## Greater Saskatoon Chamber of Commerce - Board of Directors



**President**  
Jack Brodsky  
Saskatoon Blades  
Hockey Club



**1<sup>st</sup> Vice-President**  
Coni Evans  
Saskatoon City  
Hospital  
Foundation



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J. Blair Knippel  
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**Past President**  
Laura Small  
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Entrepreneurs of  
Saskatchewan



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Handy Special  
Events



**Executive**  
Jamie McIntyre  
Cameco  
Corporation



Brian Chalmers  
FirstSask  
Mortgages



Ted Farr  
Rawlco Radio

## Members in the News ...

- The **University of Saskatchewan** reports that **Dr. Grant Issac** has been appointed the Dean of the College of Commerce for a five-year renewable term, effective July 1, 2006.
- The **Saskatoon Community Foundation** is pleased to announce **Jim Wasilenko** has been elected chairperson of the Board of Directors. He is joined on the executive committee by **Susan Milburn** (vice-chair), **Myrna Bentley** (secretary-treasurer) and **Dale Linn** (past chairperson). Other member of the Saskatoon Community Foundation board are: Fred Ballantyne, Bernie Broughton, Scott Cherry, Judy Harwood, Wes Heinrichs, Bart Hunter, Wally Mah, Bonnie Marcoux, Craig Peterson, and Jan Thompson.
- The **Saskatoon Airport Authority** is pleased to announce that 2005's total passenger traffic continues to climb. As of the end of November, they handled 825,362 passengers in 11 months, which surpasses their record best year, 1998, of 822,003 passengers. The last 3 months saw passenger traffic increase by 14.1%, representing a year to date increase of 12.2% over last year.
- **Jack Mintz**, President and CEO of the **C.D. Howe Institute** has been named to the "Tax Business 50" list of the world's most influential tax experts. The list represents the most influential individuals in the field who are shaping the future of global taxation. The Tax Competitiveness Report, authorized by Jack Mintz, made global headlines and helped secure his addition to the list.

## Figuratively Speaking ...

*Compiled by John MacIntyre*

- Percentage of Canadian post secondary students who have at least one credit card, according to a survey conducted on behalf of Mosaik MasterCard: 77
- Of these students, percentage who are currently carrying a balance: 72
- Percentage of these who plan to pay it off entirely by their next statement due date: 53
- Percentage of workers who claim they are neat, according to a survey by Ajilon Office: 21
- Percentage that admit to being messy: 20
- Percentage of women that keep their space organized: 56
- Percentage of men that do: 42
- Percentage of US adults for whom Great Britain holds a special place, and who consider it to be a close ally, according to the results of a nationwide Harris poll: 74
- Percentage of respondents who consider Canada to be a close ally: 48
- Percentage that think of Australia as a close ally: 44
- Percentage of employees who said the most respected quality in a boss is his/her ability to bring out the best in people, according to the results of a series of survey questions conducted by Badbossology: 60
- Percentage who said authenticity (i.e. "walking the talk"): 28
- Percentage who said being open to feedback : 10

## Welcome New Members ...

Deoson Enterprises  
 Dream Home Appraisal Co. Ltd.  
 Jill Sauter Marketing &  
 Communications  
 Luthercare Communities  
 Mackie Physiotherapy  
 Paddock Wood Brewing  
 Pembrook Capital Advisors Inc.  
 Michael Rogalski  
 Trick Design Ltd.  
 Vern's Place Mohawk  
 Wholife Journal

## 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

## Greater Saskatoon Chamber of Commerce - Board of Directors



Alan J. Felix  
Nu-Fab  
Burton LP



John Hyshka  
Phenomenome  
Discoveries



Pat McNeil  
Royal LePage  
Saskatoon  
Real Estate



Rob Norris  
U of S -  
Office of  
the Secretary



Douglas Osborn  
MacPherson  
Leslie &  
Tyerman LLP



Jill Sauter  
Jill Sauter  
Marketing &  
Communications



Vlatka Tustonic  
Saskatoon  
Health Region



Cliff Wiegiers  
Wiegiers Financial  
& Insurance  
Planning Services

## Transforming Bio-Resources: Saskatchewan's Connection

POS Pilot Plant of Saskatoon creates value from the nation's bio-resources. All across our land - from the cold pristine waters of the Atlantic Ocean, through the fertile agricultural regions, to the northern reaches of our boreal forests the rainforests of the Pacific Northwest - POS works behind the scenes on behalf of clients. For nearly 3 decades they have honed our bioprocessing expertise in the areas of extraction, fractionation, purification, and modification.

A recent 3rd party survey of the POS clients found that 100% of Canadian clients reported the work performed at POS improved their competitive position, 86% of Canadians reported they developed a new business or product as a result of POS work, and that client satisfaction ratings were 8.27 out of 10. POS fits within the direction of the federal government's Agricultural Policy Framework, as well

as its Innovations Strategy.

Activities of the POS Pilot Plant have resulted in:

- 390 new jobs created by Canadian clients.
- \$39 Million estimated annual economic impact of new jobs.
- \$121 Million estimated 5 year total new sales from Canadian clients.
- \$36 Million estimated 5 year new export sales.
- 23 new technologies under development.
- 22 new markets under development.
- 18 new Canadian businesses or new products under development.
- \$27,524,180 economic impact on Saskatchewan's economy (using minimum economic multiplier of 2.0).
- \$25,070,250 economic impact on Saskatoon's economy (using minimum economic multiplier of 1.5).

**For more information on the POS Pilot Plant visit: [www.pos.ca](http://www.pos.ca)**



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- Creating a new position?
- Preparing your HR budget?
- Needing access to reliable salary adjustment forecasts?
- Managing the rising cost of benefits programs?

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- Information Technology
- Marketing & Sales
- Engineering & Technical
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- Compensation Policy
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For more information, please visit our website at [www.wcbc.ca/annual](http://www.wcbc.ca/annual)



Members of the Saskatoon & District Chamber of Commerce receive a 15% discount when purchasing any of WCBC's annual salary/compensation surveys.

### Greater Saskatoon Chamber of Commerce - Committee Chairs



**Aboriginal Opportunities**  
Brian Chalmers  
FirstSask  
Mortgages



**Aboriginal Opportunities**  
Alan Felix  
Nu Fab Building  
Products



**Agribusiness Development**  
Pat McNeil  
Royal LePage  
Real Estate



**Agribusiness Development**  
Jill Sauter  
Jill Sauter  
Marketing &  
Communications



**Agribusiness Development**  
Ben Voss



**Celebrate Success!**  
Laura Small  
Women  
Entrepreneurs of  
Saskatchewan Inc.



**Celebrate Success!**  
Doug Osborn  
MacPherson  
Leslie &  
Tyerman LLP



**Future Opportunities**  
Marion Ghiglione  
Handy Special  
Events

# Wellington West Aboriginal Investment Services has developed a unique set of services

Doug Barrett



More and more economic opportunity is headed toward First Nations bands and people, and these economic gains need to be invested for future generations to use. Nobody seems to understand this better than Doug Barrett, the vice president and managing director of Aboriginal Investment Services at Wellington West Aboriginal Investment Services, of Winnipeg.

With a quarter of a billion dollars of First Nations monies under management, WWC is an investment management firm that designs products to fit First Nations needs and not fit the needs around available products. Barrett seeks to become a long-term business partner for bands, working with them to advise on and structure financial transactions, all while working within First Nation decision-making protocols, taxation issues, trust guidelines and needs, and with the federal government.

Over the years, the Wellington West Aboriginal Investment Services division has not only served the needs of various First Nations bands in what it thinks is a creative and unique way, it has actually developed specific investment products for aboriginal groups because of their experiences with difficult and complicated operating restrictions placed on bands. One of the primary solutions WWC developed is a product called an "equity linked note", a debt instrument guaranteed at maturity by a provincial government but which gives the holder the upside of whatever equity market or business deal is prudent for the community and the Trust.

*"Essentially, you can have a provincially guaranteed debt instrument that generates the return provided by a global basket of blue chip stocks,"* says Barrett. *"Every now and again, you can have your cake and eat it too. You just need to think outside of the box. Typically other investment houses just want to provide investment management services to the First Nation and/or the First Nation Trust. From my perspective the only way to provide proper investment advice is to understand the goals and aspirations of the community or First Nation at large and the only way to do that is by being involved with the day to day challenges and opportunities of the community or First Nation. By acting as a partner, whether it be for analyzing economic opportunities or planning for the future, Wellington West is in a better position to provide prudent and useful long-term investment advice."*

Barrett continues, *"The image of overlapping areas indicates the unique but overlapping areas of responsibility or activity of the*

*Band administration and the Trust administration. You can't properly guide the trust without understanding what the Band wants to do or is doing. The Band's activities and objectives generate requirements and expectations of the Trust. Most of the other brokerage houses or investment counsel firms just want to do the investment management and do not want to get involved with the First Nation on a broader scale. From my perspective, that limits their understanding and eliminates a valuable resource to the First Nation. Understanding the First Nation's need for money is a perfect example of those overlapping areas of influence. The need is huge and places extraordinary demands on the Trust and yet you must keep "protection of principal" as your number one priority and income/return second. It is a tough balancing act. If you don't understand the need and the political pressures, the balancing act is that much tougher."*

Barrett says First Nations develop capital pools in various ways. A band may be coming in to money from a resource deal such as oil and gas revenue, hydro claims, or starting or acquiring profitable enterprises. There may be revenues from the settlement of treaty land entitlement claims. All of this money generally goes into trusts to protect those dollars for future generations. Barrett helps them figure out what they need the money to do for them, then helps them invest it. But he also helps them with his unique, continued contact and advice that goes beyond just the investment of the funds.

Barrett is obviously proud of his achievements, despite having lingering concerns about many remaining situations impacting the economic life of First Nations peoples. *"Virtually every reserve I've been to requires huge dollars for infrastructure, housing, etc. The \$5 billion [recently announced by the federal government to improve native welfare] is definitely a good thing, but I fear it is nowhere near close to what is required to level the playing fields within our society. Personally I think everyone needs to think real long term and concentrate on the next few generations; allowing status Indians to benefit from their on-reserve income-tax free status off-reserve would be a good start. And yes, I am fortunate enough to see first hand many of the benefits of our investing. The cash flow from investments flows first into community infrastructure and social and economic development. The benefits are tangible, long lasting and quite gratifying."*

## Greater Saskatoon Chamber of Commerce - Committee Chairs



**Future Opportunities**  
Michael Gorniak  
Thomson Jaspar & Associates



**Government Affairs**  
J. Blair Knippel  
Deloitte & Touche LLP



**Government Affairs**  
Coni Evans  
Saskatoon City Hospital Foundation



**Government Affairs**  
Brian Chalmers  
FirstSask Mortgages



**Health Opportunities**  
Vlatka Tustonic  
Saskatoon Health Region



**Health Opportunities**  
Dave Dutchak  
MD Ambulance



**Knowledge Industry**  
Rob Norris  
U of S - Office of the Secretary

**"Chamber on Business"  
Luncheons**

**Lorne Babiuk**

*Vaccine and Infectious Disease Organization*

**"Saskatoon as a Life  
Science Leader:**

**How can we make it happen?"**

**Tuesday, January 31<sup>st</sup>, 2006**  
Sheraton Cavalier

**Premier**

**Lorne Calvert**

**"State of the Province" Address**

**Thursday, February 9<sup>th</sup>, 2006**  
Delta Bessborough

**Laura Kwiatkowski**

*Rogers Communications*

**Tuesday, February 21<sup>st</sup>, 2006**  
Hilton Garden Inn

**Peter MacKinnon**

**"State of the University"  
Address**

**Wednesday, March 1<sup>st</sup>, 2006**  
The Saskatoon Inn



**Luncheon Series**

*Celebrating business excellence!*

**Tuesday, January 17<sup>th</sup>, 2006**

Willows Golf & Country Club  
Successful Business Strategies

- Marketing
- Growth & Expansion
- Exporting

*Featuring:*

**Philom Bios Inc.**

2002 SABEX Marketing Award  
Speaker: John Cross

**Golden Opportunities Fund Inc.**

2005 SABEX Growth & Expansion Award  
Speaker: Grant Kook

**Nu-Fab Burton LP**

2005 Export Award  
Speaker: Sandy Sitkowski

**Tuesday, February 7<sup>th</sup>, 2006**

Sheraton Cavalier  
Successful Business Strategies

- Community Involvement
- Customer Service
- New Business Venture
- New Product

**Thursday, February 23<sup>rd</sup>, 2006**

Saskatoon Club  
Successful Business Strategies

- Business of the Year

**Business Exchange Social**

**Wednesday, January 26<sup>th</sup>, 2006**  
Credit Union Centre

5:30pm

Guest Speakers:

**Jack Brodsky**, President Saskatoon  
Blades and Saskatoon Chamber  
and

**Kent Smith-Windsor**, Executive  
Director, Saskatoon Chamber

7:00pm

**Saskatoon Blades  
vs. Regina Pats**

*Sponsored by: Wieggers Financial*

**Running Room  
health, wellness &  
fitness expo**

**February 11<sup>th</sup> and 12<sup>th</sup>, 2006**

Saskatoon Prairieland Exhibition

Featuring:

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- Equipment displays
- Interactive displays
- Demonstrations
- Educational workshops

**Book Your Booth Early ...**

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**President's Celebration  
& Annual General Meeting**

**Thursday, March 9<sup>th</sup>, 2006**  
Western Development Museum

Cocktails: 6:00 pm

Dinner: 7:00 pm

Programme: 8:00 pm

Thank you to

Jack Brodsky, President 2005

Swearing in of

Coni Evans, President 2006

Entertainment: 9:00 pm

**Celebrating our past, and  
dreaming big for the future.**



**BREAK FOR SUCCESS**

Networking Breakfast

**Wednesday, January 25<sup>th</sup>, 2006**

7:15 - 9:00 am

**Smiley's Restaurant**

702 Circle Dr E

**Build your business and  
networking opportunities**

To register call: (306) 244-2151  
(Pre-registering is recommended)

**BUSINESS VIEW**

is the official publication of the  
**Greater Saskatoon  
Chamber of Commerce**

For comments or suggestions contact:

**Jodi L. Blackwell,**

Research & Operations Director

345 3<sup>rd</sup> Avenue South,

Saskatoon, SK S7K 1M6

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

E-mail: [chamber@eboardoftrade.com](mailto:chamber@eboardoftrade.com)

Website: [www.eboardoftrade.com](http://www.eboardoftrade.com)