

# BUSINESS VIEW

April 2006

Greater Saskatoon Chamber of Commerce

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## 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)

## Chamber Gives Provincial Budget 'C' Grade

- new business tax review action started
- growth indebt arrested
- education property tax cuts missing in action
- does Saskatchewan want to be great?

The Greater Saskatoon Chamber of Commerce has given the Provincial Government a "C" for the 2006 - 2007 budget released recently. A clear platform for economic growth has started, but additional issues will need close attention to spur the level of growth in business investment needed to arrest youth exodus from Saskatchewan. Competition for investment already exists and will only continue to intensify, so Saskatchewan must be more aggressive in creating a successful business tax policy framework. Alberta recently reduced general corporate income tax and further reduced education property tax rates. It is clear that Saskatchewan must be willing to meet these competitive forces head on. This budget does not yet fully bring Saskatchewan into a position to win the competition for investment at the level needed to arrest and reverse Saskatchewan's youth exodus. The changes announced in this budget will at-

tract business investment to drive additional job creation, but not enough to arrest and reverse youth leaving our province.

This provincial budget was an opportunity for the government to take a badly uncompetitive business tax situation and make significant improvement. While many positive changes were announced, the province delayed comprehensive action on: reducing business education property tax loads, full sales tax harmonization, and investment retarding resource base capital taxes. These delays will hinder the level of Saskatchewan's youth retention success. The announced capital tax cuts, corporate income tax cuts, and the refundable sales tax input credits on capital purchases are necessary precursors to additional business capital investment and the attendant job creation. Importantly, the province did arrest a debt accumulation record that saw accumulated debt grow

*Continued on Page 2*



**Awards Finalists and  
Hall of Fame inductees  
announced ... see page  
7 for details**



Photo Courtesy of Stuart Kasdorf Photographics Inc.

# The President's View

by Coni Evans



Blair Knippel and I had the pleasure of attending the tabling of the 2006/07 Government of Saskatchewan Provincial Budget in Regina recently. On a positive note, the Greater Saskatoon Chamber of Commerce is very pleased that the government has agreed to implement most of the Business Tax Review Commission's recommendations. We fundamentally believe that these positive changes will promote more internal and external business investment in Saskatchewan; however, we must remain vigilant as Saskatchewan is in a position where we have to be more than just competitive. We need to start getting plans together for the future on what we need to do to win and then start acting on those plans right now. There is a competition going on for our capital, our youth and our labour pool; we must strive to win this competition because we believe second place isn't good enough.

We were quite dismayed at the increases in government spending in this year's provincial budget. In our opinion, government spending remains out of control and, considering the future of our very province is at risk, we will pay the price whether it is tomorrow or next year. We will continue to press the government for productivity gains as a means to arrest spending increases. In short, we will continue to work with the provincial government to ensure that Saskatchewan is the most competitive place to invest. We must all continue to forge ahead positively and optimistically about all of the good things going on in Saskatoon and Saskatchewan. The Greater Saskatoon Chamber of Commerce believes that Saskatchewan can win against other cities and provinces for investment capital. We believe that we can be the preferred place to do business in Canada.

I had the pleasure of attending the Junior Achievement Banquet; from the enthusiasm shown at this event, I know that Saskatoon is in great shape for the future. I don't think that one presenter failed to remind the Achievers that they can succeed right at home. Make sure you take the time to remind our youth that success can be achieved in the Saskatoon region.

Also, if the quality of this year's finalists at the SABEX Finalists Awards Reception is an indication of Saskatoon's current state, there are many success stories that each of us are forgetting to promote. If you know one of the finalists or even if you don't, a phone call or email congratulating them on a job well-done could show them that Saskatoon isn't afraid to celebrate our successes.

In conclusion, these events verify the quality of our future, our current businesses as well as the positive enthusiasm we project as a community. Saskatoon is a great place to succeed so let's get the message out over and over again!

## Chamber Gives Provincial Budget 'C' Grade

Continued from page 1

by over \$1 billion from 2001 to 2004. Unfortunately, a longer-term debt reduction plan remains absent from government planning. The government has yet to adopt a productivity agenda, and spending increases continue at a rate higher than population growth and inflation.

Chamber President Coni Evans stated *"The province's lack of action in implementing comprehensive education property tax reductions following the Boughen Report is disappointing, but the province did show it is willing to act on the advisory recommendations with its start on the changes recommended by the Business Tax Review Committee and changes in the urban school board funding formula. With the tax changes announced, youth exodus will slow. To arrest and reverse youth exodus, more action is needed on sales tax harmonization, resource base capital tax elimination, and a further reduction in education property tax loads. Our province needs to attract enough business investment to create so many opportunities that our youth would be foolish to leave."*

Saskatchewan's resources of oil, gas, potash, uranium and coal are at record high prices. We need to capture this momentum by securing more business investment in these job creation-driving sectors of our economy. The economy of our province should be seeing rapid job expansion, but we are not. The government of Saskatchewan's tax and labour policies are still creating doubt in the minds of investors and these doubts are inhibiting the job creation potential of our province.

*"One 'B', Two 'C's', Two 'C-'s, Four 'D's', and one Fail. This report card shows progress, but fails to capture the potential of what should be Canada's star pupil. Simply put, no other province in Canada has the array of raw resources and latent brainpower of Saskatchewan. Our people and our government have yet to decide if we want to build the policy base necessary to capture our potential for the province's next century. The provincial government's report card has moved substantially from two consecutive failing grades to a 'C' and this needs to be acknowledged. We also need to remind the provincial government that Saskatchewan has honour roll potential and it needs to further enhance the business climate of this province in order to achieve Saskatchewan's remarkable opportunity to become a 'go to' economy."* concluded Kent Smith-Windsor, Executive Director.

For full report card grading  
and comments visit:

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

## 2007 National Economic Development Conference to be Hosted in Saskatoon

The Saskatchewan Economic Developers Association (SEDA) and the Saskatoon Regional Economic Development Authority (SREDA) Inc. are pleased to announce the hosting of the national Economic Developers Association of Canada (EDAC) Conference in Saskatoon from September 15 to 18, 2007. The event will bring an estimated 400 to 500 conference delegates from across Canada, as well as Canadian consular officers from around the world, who will view Saskatchewan's economic and community assets first hand.

Sonja Dahlman, President of SEDA, points out that "the 07 EDAC Conference will profile Saskatoon and the Province as the heart of cultural diversity, innovation, technology, rural and regional development and natural resources. The conference will also be supported by regional and provincial sector tours to illustrate that by 'coming together to move ahead', Saskatchewan is poised for continued success." SEDA's mandate is to increase the capacity of communities to grow and direct their economic future.

The 2007 conference theme '**Meet us in the Heart**' is reminiscent of Saskatoon's 'hub city' nickname, as well as the Province of Saskatchewan's central location in the heart of Canada. The four-day event will be hosted at the Delta Bessborough together with other community partners.

"I am extremely pleased by EDAC's decision to host this event in Saskatoon," said Ted Mitchell, Chief Executive Officer, SREDA. "This further affirms Saskatoon as a leading market both provincially and nationally." SREDA is dedicated to building the economy by encouraging the location of complementary new business to the region. Pre and post conference tours will be implemented for dignitaries and investment officers within the province.

"This is exciting news for our province and for the City of Saskatoon," Deputy Premier and Regional Economic and Co-operative Development Minister Clay Serby said. "Attracting this national conference speaks to the quality and calibre of Saskatchewan's economic development practitioners and the activities they undertake, and affirms the province's leadership role in economic development. I look forward to welcoming the delegates to our province."

Source: Saskatchewan Economic Developers Association and  
Saskatoon Regional Economic Development Authority  
February 15, 2006 Media Release

## New Director of Business Development Joins Canadian Light Source

Long-time Saskatchewan business leader and scientist Murray McLaughlin has been appointed Director of Business Development of the Canadian Light Source (CLS) at the University of Saskatchewan, effective the beginning of April.

**For more information visit  
[www.lightsource.ca](http://www.lightsource.ca)**

## Learn And Be Inspired By The Best!

A series of eight sales training seminars live via satellite

The Greater Saskatoon Chamber of Commerce is pleased to present a series of learning seminars to help you build a stronger sales team. It's about learning, growth, sales, negotiation, self-esteem, empowerment and fun. The seminars will be provided live via satellite by the best and most highly acclaimed business speakers and authors in North America.

**Laurie Beth Jones**

**Wednesday, June 7, 2006**

After launching and running her own successful advertising agency for 15 years, Laurie Beth Jones burst onto the national scene with *Jesus, CEO*, a book which espoused bringing spiritual principals back into the business world. That and subsequent books spent more than thirteen months on the Business Week Bestseller List, and have been translated into twelve languages, with worldwide sales exceeding one million copies. Using practical wisdom, bursts of humor and reality-based thinking, Ms. Jones has become one of the world's leading consultants for businesses who want to take their work and their workers to unparalleled levels of performance, satisfaction and success.

### **The 4 Elements of Success - 12:30 PM to 3:30 PM**

Laurie Beth Jones challenges you to look to the elements of creation to find a wisdom that is profoundly simple. Laurie introduces *The Path Elements Profile* - a tool so simply intuitive that everyone from Fortune 500 CEO's to school-aged children have successfully applied its insights. You'll view others differently and you may be surprised to learn how others see you! Get started on highly actionable principals that can transform your workplace and your relationships.

### **Teach your People to Fish! - 5:30 PM to 8:30 PM**

Whether you manage a team of people or you're managing your own business plan, in this session with Laurie Beth Jones you'll discover how to deal with these situations that limit your productivity: grounding Problems, excitement (or lack thereof), transformation (making things happen), and release (freeing yourself to soar to new heights).

**For more information please contact Jim Zaiachkowski @ 664-0713 or [jzach@eboardoftrade.com](mailto:jzach@eboardoftrade.com) or visit [www.eboardoftrade.com](http://www.eboardoftrade.com).**

## Welcome New Members ...

Baba's Homestyle Perogies  
Bridge City Auto / Vespa Saskatoon  
CCL Transport  
Cherished Memories Funeral Services & Crematory Inc.  
Collision Plus Autobody Ltd.  
Denture Cottage  
Flowers by Fred  
Global Safety & Training Services Inc.  
Golf USA  
Imagine That Signs Decals & More Inc.  
Nagel's AV Services  
Performance Productions  
Raylen Commodities Inc.  
Saskatchewan Newspaper Group  
Saskatoon Zoo Society  
Vaganza's Natural Pet Products



# Food for Thought

by C.M. (Red) Williams

## Hartley Furtan's Challenge

Professor Hartley Furtan has defined the problem of the grains and oilseeds sector and thrown out a challenge to the general public as to what they wish to do about the situation. The problem is not over production, nor inefficiency, nor even gross farm income. The issue is low grain prices and high input costs leaving a small or even negative profit margin.

Furtan suggests that one solution is to do nothing, so with predictions for a number of years of low grain prices the result will be a decrease in production and a growing social problem for those farmers that were depending upon the sale of land for their retirement. On the other hand, if some method of providing an assured income is developed then the Canadian taxpayer needs to understand and support the approach.

The reason why the grains and oilseeds industry, out of all the industries that struggle from time to time, should be singled out for special attention is quite direct. There is approximately \$85B of GDP which depends directly on a supply of grain and oilseeds. The industries stretch from cattle feeding to flour milling. These many industries have already suffered from the variability in grains supplies but could shrink or move to the US where supply and price are predictable.

Now, there is the issue of how to support the grains and oilseeds industry without unnecessarily inflating production, or bringing down the wrath of the WTO. As CAIS was designed it is allowed to support income up to 70% of some base, but it is the remaining 30% that needs attention. The challenge is it would cost in the order of \$3B.

## Canadian Chamber Update ...

### Canadian Chamber's Reaction to the Speech from the Throne

Through this Speech from the Throne, the government has confirmed that it will focus on meeting the commitments made during the election campaign; this focus will be welcomed by Canadians.

The Canadian Chamber hopes that in the months ahead, the new government will turn its attention to putting in place a wide-ranging and comprehensive strategy aimed at increasing productivity growth in Canada. Growth in productivity allows businesses to pay higher wages and salaries and still keep costs (and, therefore, prices) down and remain profitable and competitive. It allows our economy to grow faster without inflation pressures than it would otherwise. As national income rises, government tax receipts increase and funds can be returned to the public through increased public services and/or tax cuts which, again, boost economic well-being.

In order to boost productivity, the new government must focus on reducing punitively high marginal tax rates, burdensome regulations, barriers to trade, and investing in productivity-enhancing areas (like education, skills and training, and research and innovation) while ensuring that all government programs are delivered and managed in the most efficient and cost-effective manner.

While the federal government's preference is to reduce the GST, the Canadian Chamber believes that the highest emphasis must be placed on reducing personal income tax rates across all income tax brackets but particularly for low- and mid-income earners who face the most punitive effective marginal tax rates of all. Canada's uncompetitive personal income tax system reduces the incentive for individuals to increase work activity, stay in Canada, upgrade their skills and save. Moreover, we must strive to continuously do more with respect to reducing corporate taxes as Canada has the second highest effective tax rate (which includes corporate income taxes, capital taxes, and sales taxes on capital inputs) on corporate investment among the 36 industrial and leading developing economies. We must continue to lower the general corporate income tax rate to put Canada in a stronger position to attract businesses and increase employment.

The Canadian Chamber strongly believes that by undertaking the right investments and focusing on long-term goals, the new government can create favourable conditions to promote productivity-led growth that will raise the standard of living of Canadians in the years to come.

*Source: Canadian Chamber of Commerce Newsletter, April 5, 2006*

## Greater Saskatoon Chamber of Commerce - Board of Directors



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# Saskatoon is Business Cost Competitive, but not Business Tax Competitive

In the most recently released KPMG 2006 Competitiveness Study, Saskatoon ranked as the most cost competitive city in the mid west region of North America. This competitive position is the result of comparatively lower lease costs, land costs, and wage rates. From a provincial business tax policy perspective, Saskatchewan remains the highest tax costly jurisdiction in Canada based on a six-city analysis just completed by the Greater Saskatoon Chamber of Commerce.

KPMG's competitivealternatives.com website offers detailed comparative analysis of various costs when Saskatoon is compared to six other cities in Canada, against which our city competes for job generating business investment. Overall costs in Saskatoon are very competitive, however, when business tax analysis is applied to these same investment decisions, provincial tax policy relating to: capital taxes, corporate income taxes, business sales tax costs, and education property taxes provide a much different picture.

The KPMG Study does not analyze royalty rates or resource base capital taxes - which remain a significant problem in attracting Saskatchewan investment in the important areas of oil and gas, potash and uranium.

Two charts from the competitive alternatives detailed analysis website clearly show Saskatchewan's business taxation policy problem. In the analysis, Saskatoon has the highest combined capital, property, and business sales tax rates in the country, based on a six-city comparative. The compared cities include: Moncton, NB; Red Deer, AB; Edmonton, AB; Kelowna, BC; Kitchener/Waterloo region, ON; and Saskatoon. When comparing income taxes for head office functions, Saskatoon has the highest business income tax rates for the same comparative group.

Contrary to those who object to the findings of the Saskatchewan Government's Business Tax Review Committee, businesses heavily weigh tax loads in analyzing investment location decisions. *"This is why the quick adoption of the Business Tax Review Committee's recommendations by the Government of Saskatchewan is so important"*, stated Kent Smith-Windsor, Executive Director of the Greater Saskatoon Chamber of Commerce. *"When businesses analyze their after tax return on investment in Saskatoon (Saskatchewan), the tax costs deter too many projects in our city and in our province and that's costing us needed jobs"*, Smith-Windsor concluded.

*"For our city and our Province to get the business investment needed to generate the career opportunities for our grads to stay in our city and our province, the Provincial Government has to adopt the Business Tax Review findings right now.... Our young people won't wait"*, Coni Evans, newly elected Chamber President, said.

## Figuratively Speaking ...

Compiled by John MacIntyre

- Percentage of workers who said they called in sick when they felt well at least once during the last year, according to CareerBuilder.com's annual survey of absenteeism: 43
- Percentage of workers who chose Wednesday as the most popular day to call in sick (getting over the mid-week hump by fabricating an excuse): 27
- Percentage that chose Monday: 26
- Percentage that said Friday: 14
- Percentage of hiring managers who said they are more suspicious of employees calling in sick on a Monday or Friday: 63
- Average number of vacation days received by each employed adult in France, according to Expedia.com in its fifth annual "Vacation Deprivation" survey, conducted by Harris Interactive: 39
- Percentage of French adults who take at least one 3-4 week vacation a year: 45
- Average number of vacation days received by each employed adult in Canada: 20
- Percentage who say they use all of their vacation days: 54
- Percentage of meeting time that professionals believe is wasted, according to a study by Verizon Business: 50
- Percentage of professionals who admit to daydreaming in meetings: 91
- Percentage who have brought other work to meetings: 73
- Percentage who have fallen asleep: 40

## Greater Saskatoon Chamber of Commerce - Board of Directors



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# Employment Program Seeks Work Placements

The Saskatchewan Intercultural Association Inc. (SIA) is a non-profit organization dedicated to the promotion of equal opportunities and fair treatment of all people in our culturally diverse society. The SIA has been working with Saskatchewan's cultural communities for the past 40 years and has over 70 group members representative of approximately 10,000 individuals.

One of the SIA's current projects is the MY WAY program. Moving Young Women's Aspirations to Reality is a 9-month employment program designed for immigrant and refugee women between the ages of 17 and 30, who are living in the Saskatoon community. This initiative is funded in part through the Government of Canada's Youth Employment Strategy (HRSDC).

The first phase of the project is aimed at linking participants with

community members and community-serving organizations. The participants are introduced to a wide range of career persons and work places as a means of facilitating the development of their long-term employment goals. The second phase of the project is aimed at enhancing the participants' essential skills as identified by the Government of Canada, and introducing them to employment related life skills, while continuing to undertake career visits.

The SIA is currently in Phase II of the project. As part of their career development goals, and giving them 'Canadian' work experience, the SIA will be seeking work placement opportunities for our participants (Placements to begin on May 1st, 2006). If your organization is interested in participating in this program, please feel free to contact either Kristin Ward or Smita Garg at 978-1818 or by e-mail: myway.sia@sasktel.net.



*Western Compensation & Benefits Consultants  
conducts an annual benefits survey to provide  
the information needed.*

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Call **NANCY MACLEOD**  
(604) 683-9155 or  
(800) 781-2411

For more information, please visit our website at  
[www.wcbc.ca/annual](http://www.wcbc.ca/annual)



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

## Benefits Costs Rising Dramatically...

Employee benefits represents a significant proportion of employees' compensation packages.

Over the last 5 years salaries have increased at an annual rate of approximately 3% while the cost of extended health benefits plans have increased by about 15% per year.

**What Should an Employer Do from a Planning Perspective?**

An employer wants to ensure that their benefit plans are competitive from a coverage perspective. But, employers do not wish to be overly generous nor miss opportunities to incorporate plan provisions which will limit their current and future costs.

In order to benchmark and plan employee benefits coverage, employers need access to accurate and up-to-date benefits information.

The comprehensive WCBC Benefits Survey has just been released.

**CALL NANCY MACLEOD AT**  
**(800) 781-2411 OR (604) 683-9155**  
[www.wcbc.ca/annual](http://www.wcbc.ca/annual)

## Greater Saskatoon Chamber of Commerce - Committee Chairs

							
<b>Aboriginal Opportunities</b> Brian Chalmers FirstSask Mortgages	<b>Agribusiness Development</b> Jill Sauter Jill Sauter Marketing & Communications	<b>Celebrate Success!</b> Laura Small Women Entrepreneurs of Saskatchewan Inc.	<b>Celebrate Success!</b> Doug Osborn MacPherson Leslie & Tyerman LLP	<b>Future Opportunities</b> Marion Ghiglione Handy Special Event Centre	<b>Future Opportunities</b> Michael Gorniak Thomson Jaspar & Associates	<b>Government Affairs</b> J. Blair Knippel Deloitte & Touche LLP	<b>Government Affairs</b> Brian Chalmers FirstSask Mortgages



## ***Awards Finalists and Hall of Fame Inductees Announced***

The Celebrate Success! Committee recently announced the finalists for the various awards at a Champagne Reception on April 4<sup>th</sup>. The finalists are as follows:

### **SABEX Community Involvement**

*Sponsored by: SaskTel*

MD Ambulance

Mosaic Potash Colonsay

Saskatoon Blades Hockey Club

Saskatoon Credit Union

Saskatchewan Indian Gaming Authority

### **SABEX New Business Venture**

*Sponsored by: Global Infobrokers Inc.*

Family Pet Cremation Services

Hilton Garden Inn Saskatoon

PickNic's Restaurant & Fine Pastries

SandCastle Resort/J.E.M. Tours Ltd.

watercycles energy recovery inc.

### **SABEX Growth & Expansion**

*Sponsored by: Muskeg Lake Cree Nation*

Brunner's Construction Ltd.

GC Teleservices Canada Corporation

J.A.B.A. Construction Limited

Jenny's Bridal Boutique

OTV Technologies Ltd.

### **SABEX Export**

*Sponsored by: Mosaic Potash Colonsay*

Chatty's Indian Spices Inc.

Container Port of Saskatchewan

Kinnaird Bagpipes & Reeds Inc.

Venmar CES, Inc.

### **SABEX New Product**

*Sponsored by: Saskatchewan Research Council*

Comfort Pak

Progressive Yard Works Ltd.

Venmar CES, Inc.

watercycles energy recovery inc.

Wilson's Greenhouse & Garden Centre

### **ATHENA® International**

*Sponsored by: BPW - Saskatoon and SaskPower*

Dr. Vicki Holmes

Mr. Percy Hoff

Ms. Marla Adams

### **SABEX Marketing**

*Sponsored by: Handy Special Event Centre*

Centennial Plumbing, Heating &

Electrical

DSG Canada Saskatoon Diesel

Frakas, Shops for Women Inc.

TCU Financial Group

TCU Place

### **SABEX Customer Service**

*Sponsored by: CIBC*

Ghost Transportation Services

Merlin Ford Lincoln

Oakwood Nissan

Ray's Moving & Storage Co. Ltd.

TCU Financial Group

### **SABEX Business of the Year**

*Sponsored by: BMO Bank of Montreal*

North Ridge Development Corporation

Top Shot Concrete Inc.

Traxx Footwear

Value Tire (Saskatoon) Ltd.

### **SABEX Hall of Fame Inductees**

*Sponsored by: RBC Royal Bank*

Les Dubé and Irene Dubé, The Concorde Group of Companies

### **AWARD OF INNOVATION**

*Presented by: Innovation Place and the University of Saskatchewan ILO*

John Gordon, Department of Veterinary Microbiology, Western College of Veterinary Medicine "A Novel Anti-Inflammatory Agent for Neutrophil-associated Pathology"

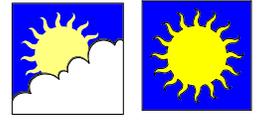
Larry Gusta, Department of Plant Science, College of Agriculture "Rob5 Gene-Stress Tolerance in Plants"

Deborah Haines, Department of Veterinary Microbiology, Western College of Veterinary Medicine

Brian Chelack, Prairie Diagnostic Services, Western College of Veterinary Medicine "Bovine Colostrum for Prevention of Disease in Newborn Calves"

## ***Congratulations!***

**Award recipients will be announced  
at the Gala on May 9<sup>th</sup>. Call 244-2151 or visit  
[www.eboardoftrade.com](http://www.eboardoftrade.com) for ticket information**



## COMPETITION WATCH

### Comparison of Cost Indices Among Selected Cities in Western Canada and US Midwest

City	Cost Index
Edmonton, AB	93.3
Calgary, AB	94.7
Winnipeg, MB	94.1
<b>Saskatoon, SK</b>	<b>92.8</b>
Cheyenne, WY	96.4
Lincoln, NE	96.5
Minneapolis, MN	103.8
Houston, TX	102.9

### Cost-Competitiveness: 2006 Rankings by Country

Country	Cost Index	Rank
Singapore	77.7	1
<b>Canada</b>	<b>94.5</b>	<b>2</b>
France	95.6	3
Netherlands	95.7	4
Italy	97.8	5
United Kingdom	98.1	6
United States	100.0	7
Japan	106.9	8
Germany	107.4	9

Business Costs are expressed as an index with the United States being assigned a baseline index of 100.0. A cost index less than 100 indicates lower costs than the US.

Source: [www.competitivealternatives.com](http://www.competitivealternatives.com)



## RESOURCE WATCH

### Mineral Production

	Units of Measure	December			January - December		
		2005	2004	%Change	2005	2004	%Change
Saskatchewan							
Crude Oil	'000 m3	2,125	2,138	-0.6	24,301	24,584	-1.2
Natural Gas	'000,000 m3	830	831	-0.0	9,490	9,409	0.9
		January			January - December		
		2006	2005	%Change	2005	2004	%Change
Salt	'000 tonnes	164	164	0.2	1,123	1,123	0.1
Potash K2O	'000 tonnes	667	917	-27.2	10,133	9,638	5.1
Other *	'000,000 kgs	1,040	1,045	-0.5	11,169	11,698	-4.5

\* Includes Potassium Sulphate, Ammonium Sulphate, Bentonite, Coal and Uranium. Gold and Base metal will be included quarterly.

### SaskPower Electric Energy Statistics

	4 <sup>th</sup> Quarter			January - December		
	2005	2004	%Change	2005	2004	%Change
Saskatchewan Supply (GWh)						
Coal Generated	2,958	2,986	-0.9	11,570	12,302	-6.0
Natural Gas Generated	178	231	-23.2	734	876	-16.2
Purchased Power	714	713	0.2	2,559	2,892	-11.5
Imports	314	451	-30.4	1,126	1,530	-26.4
Hydroelectric	1,175	792	48.4	4,573	2,746	66.5
Other	10	10	-3.8	34	35	-2.3
Interdepartmental Usage	-24	-27	-10.6	-103	-111	-7.4
Line Losses	-486	-524	-7.1	-1,688	-1,838	-8.2
Total Supply	4,839	4,632	4.5	18,803	18,432	2.0
Disposition						
Residential	685	673	1.8	2,514	2,484	1.2
Commercial	2,540	2,441	4.1	9,753	9,634	1.2
Oilfields	555	528	5.1	2,264	2,165	4.6
Farm	343	359	-4.5	1,337	1,350	-0.9
Reseller	321	324	-0.8	1,266	1,261	0.4
Exports	394	308	27.9	1,670	1,538	8.6
Total Disposition	4,839	4,632	4.5	18,803	18,432	2.0

Source: Government of Saskatchewan, Bureau of Statistics  
Monthly Statistical Review, Volume 32; No. 4, April 2006

## Committee Chairs



**Health Opportunities**  
John Hyshka  
Phenomenome Discoveries



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

## Greater Saskatoon Chamber of Commerce

### On-Line Auction

[www.saskatoonchamberauction.com](http://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@eboardoftrade.com](mailto:jzach@eboardoftrade.com)

**"Chamber on Business"  
Luncheons**

**Elson McDougald**

*Western Lakota Energy Services*  
"Win-Win Partnerships Between  
Industry and Aboriginal Communities"  
**Friday, April 21<sup>st</sup>, 2006**  
Hilton Garden Inn

**Maura Davies**

*Saskatoon Health Region*  
"State of the Health Region" Address  
**Tuesday, April 25<sup>st</sup>, 2006**  
The Radisson Hotel

**Jerome Konecsni**

*Genome Prairie*  
"Genomics - Why Should I Care"  
**Wednesday, May 3<sup>rd</sup>, 2006**  
Heritage Inn

**Randy Boldt**

*Saskatchewan Immigration*  
**Thursday, May 18<sup>th</sup>, 2006**  
Ramada Hotel & Golf Dome

**Celebrating  
Saskatchewan's World  
Leadership in Mining  
Thursday, May 25<sup>th</sup>, 2006**  
Delta Bessborough Hotel

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



**Awards Gala**

**May 9<sup>th</sup>, 2006**

TCU Place  
Cocktails 6:00 pm ... Dinner 7:00 pm ... Awards 8:00 pm  
Tickets: \$95 + GST / person ... \$750 + GST / table of 8

For more information visit: [www.eboardoftrade.com](http://www.eboardoftrade.com)  
or call the Chamber @ 244-2151  
**COME CELEBRATE!**

**Thank you to all our sponsors**

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**BREAK FOR SUCCESS**

Networking Breakfast

Sponsored by:  **infosource**  
Canada - Saskatchewan  
Business Service Centre

**Wednesday, April 26<sup>th</sup>, 2006**  
7:15 - 9:00 am  
**The Willows Golf & Country Club**

**Build your business and  
networking opportunities**

Coffee Sponsored by: **Starbucks**

**PRESIDENT'S  
GOLF CLASSIC**

**Tuesday,  
June 13<sup>th</sup>, 2006**  
Saskatoon Golf & Country Club

Shot Gun Start: 1:00 pm  
BBQ: 6:30 pm

*Sponsor a Hole  
Sponsor a Prize  
or Golf a Round*

For more information call:  
(306) 244-2151

**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](mailto:jzach@eboardoftrade.com)

OR

**Derek Crang**

Director of Investor Relations

Phone: (306) 664-0702

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

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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)