



**Calendar of Events  
Spring 2012**

**May**

**Conference on Business:**  
*Building on Opportunity*  
May 9-10, 2012  
Sheraton Saskatoon

**Register online today:**  
[www.saskchamber.com](http://www.saskchamber.com)

**Reminder**

**ABEX Registrations Now  
Open**

**Deadline: May 31, 2012**

**Nominate someone today:**  
[www.saskchamber.com](http://www.saskchamber.com)

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**The Saskatchewan Chamber of Commerce Update**

**Conference on Business agenda finalized**



The agenda for Conference on Business 2012 has been set, and Saskatchewan Chamber of Commerce members are encouraged to register promptly!

Set for May 9-10 at the Sheraton Cavalier in Saskatoon, the Conference promises excellent networking, education and SCC policy

development input opportunities.

Visit the website to register today: [www.saskchamber.com](http://www.saskchamber.com), or view the PDF file here.

**Sask Chamber CEO promotes SK trade to Bangladesh**

During the first week of March Steve McLellan, Sask Chamber CEO travelled to Bangladesh at the request of STEP to participate as part of a delegation in a Trade Show and series of seminars hosted by the Canada-Bangladesh Chamber of Commerce and the Canadian High Commission in Bangladesh. The trip included a couple of days at the trade show



*Left to right – Canadian High Commissioner to Bangladesh Ms. Heather Cruden , Steve McLellan, Masud Rahman, President, Canada/ Bangladesh Chamber of Commerce and Industry (CanCham).*

visiting companies from Canada and Saskatchewan selling into the Bangladesh market as well as local companies who represented Canadian companies in market.

As part of the Trade Show were a series of seminars and Steve McLellan presented at several on the benefits of buying from Saskatchewan and promoting the services of STEP to the local business people.

## Enterprise Saskatchewan's employee & business attraction campaign will feature media blitz

Enterprise Saskatchewan is budgeting \$700,000 for its Real Growth, Real Opportunity national marketing campaign in 2012; the campaign hopes to attract new employees and business to the province.

Included in the campaign will be \$400,000 for television and online advertising, as well as internet development and events. The focus will be on recruitment to address the number one identified pressing need of the Saskatchewan business community – skilled workers.

For further details, see the article by Geoff Lee for Pipeline News here.

**“In the business world, everyone is paid in two coins:  
cash and experience.**

**Take the experience first; the cash will come later. “**

*– Harold Geneen*

## Sask Chamber CEO promotes SK trade to Bangladesh *(cont'd from page 1)*

While the Trade Show was in the capital city of Dhaka, the Saskatchewan delegation also travelled to Chittagong City where STEP and the High Commission presented a seminar to local commodity buyers. Chittagong is port city and receives the bulk of Bangladesh imports. It is clear those business people are very familiar with Saskatchewan wheat and pulse crops and are big fans of our products.

“The trip was a real adventure for me in terms of learning about the Bangladesh culture and also more of the export market system in which Saskatchewan does so well. It was also a reinforcement of the belief we have held in the great work STEP does in global trade and it's largely due to their expertise Saskatchewan has such a huge export sector. Jennifer Evancio worked tirelessly before, during and after this trip setting up meetings, coordinating activities and ensuing follow-ups were done in the proper manner “said McLellan.

The Sask Chamber does not often participate in these trips as they believe unless there is a clear role and benefit for involvement it becomes a 'junket', not a business trip. In this particular case the connection with the Canada-Bangladesh Chamber of Commerce as well as the Dhaka and Chittagong Chambers were productive for all of us. The 'Chamber' brand is well known globally and when we can open doors for our members and help STEP wave the Saskatchewan Flag we will certainly be there.

“Leadership is doing what is right when no one is watching.”

*-- George Van Valkenburg*

## Welcome to our new members!

**Glaslyn & District Chamber of Commerce**

**Mega Scientific**

**Moose Jaw Ford Sales Ltd.**  
[www.moosejawfordsales.com](http://www.moosejawfordsales.com)

**Nomad Capital Corp.**  
[www.nomadcapital.ca](http://www.nomadcapital.ca)

**Rio Tinto Exploration Canada**  
[www.riotinto.com](http://www.riotinto.com)

**Merit Contractors Saskatchewan**  
[www.meritcontractors.sk.ca](http://www.meritcontractors.sk.ca)

*For membership information, or to refer your leads, contact Jesse Chatterson at 306.352.2671 or [jchatterson@saskchamber.com](mailto:jchatterson@saskchamber.com).*



## Building on Potential

*What does your registration cover?*

### Fantastic Professional Development Sessions:

**Board Governance 101** - Governance is about leadership and accountability; governance and board consultant **Irene Seiferling** will speak on the development of high caliber governance systems, clarify board and management roles and responsibilities, identify key relationships to sustain for organizational success, and outline ways to set up boards which will add value to an organization.

**Membership Sales Strategies** - Strategy and leadership expert **Todd Letts** from Ontario will present ideas on ways to build and retain a strong membership base, featuring best practices models from across Canada. Mr. Letts will also be conducting the brief session "**Skinny Strategic Planning**" during the Chamber Leaders' meeting Wednesday afternoon.

**Effective Lobbying and Advocacy** - This panel discussion will feature municipal and former provincial officials, offering Chamber representatives individual perspectives on how best to advocate their issues to various levels of government. Humboldt Mayor **Malcolm Eaton** will join **Dan Perrins**, Director of Outreach & Training with the Johnson-Shoyama School of Public Policy, to provide perspectives on best practices in lobbying and advocacy.

### Excellent Networking Events:

**Chair's Dinner 'Welcome Reception** - Sponsored by Canalta Hotels, the reception is a lead-in to the Chair's Dinner.

**Chair's Dinner** - Join the Chamber as we thank our outgoing Chair, and welcome our new one, at our prestigious gala dinner.



### Topnotch Keynote

#### Addresses:

**Hon. Perrin Beatty** - Join the Saskatchewan Chamber (SCC) to hear the the **Honourable Perrin Beatty**, President and Chief Executive Officer of the 192,000 member Canadian Chamber of Commerce, Canada's largest and most representative national business association, provide an update on the Chamber's work and an overview of business in Canada.

#### Addressing Barriers to Growth

This panel discussion will feature some of the province's leading business experts discussing issues SCC members have identified as the most pressing challenges facing Saskatchewan business today.

This panel will discuss some of the work being done to overcome these barriers, rather than reiterating the problem. Joining Chamber delegates will be **Alan Thomarat**, CEO of the Canadian Home Builders Association - Saskatchewan, **Tim LeClair**, CEO of the Saskatoon Regional Economic Development Authority, **John Hopkins**, CEO of the Regina & District Chamber of Commerce, and **Vern Bachiu**, of Westcap Management's Business Ready Investment Development Gateway Program. You won't want to miss this "meeting of the minds" and learn more about these solutions!

## *Saskatchewan Chamber Members in the news*

Congratulations to the incoming Dean of the Faculty of Business Administration at the **University of Regina**, Dr. Andrew Gaudes, who will take over the position effective August 15, and best wishes to Acting Dean Dr. Morina Rennie.

**SXNM SuccessionMatching Ltd.** is pleased to announce its new partnership with RBC Royal Bank. The Moose Jaw based company and Canada's largest chartered bank have come together to help entrepreneurs and business owners overcome the challenges of business exit planning and succession.

Founded by Alison Anderson, Successionmatching.com is a new web-based portal designed to bring buyers and sellers together with the help of a unique, custom-made software that provides a secure confidential site for people to explore business options and connect. Congratulations, SXNM!

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**Athabasca Basin Development Limited Partnership** (ABDLP), an entrepreneurial aboriginal-owned company, has purchased a nearly 30% share of West Wind Aviation, which operates a fleet of 23 aircraft and employs 250 people. Established in 1983 to provide corporate air charter service, it has grown to include corporate aircraft management, medevac/air ambulance, maintenance, avionics, world-class Aerocentre facilities in Regina and Saskatoon, ground services, fueling and scheduled flights. ABDLP is owned by the seven far north communities in Saskatchewan, and looks for investments in the mining and exploration sector that are sustainable, well-managed and generate value for its shareholders. Kudos, ABDLP!

Congratulations as well go out to Ilene Busch-Vishnaic, who will take over as **University of Saskatchewan** President for a five year term effective July 1, and best wishes to outgoing President Peter MacKinnon.



# Legislative Report

## **Saskatchewan Government to consult on renewal of labour legislation**

The Government of Saskatchewan is proposing to modernize, simplify and amalgamate labour legislation as well as explore the creation of a Saskatchewan Employment Code.

The intent of the review is to: (1) restructure and re-organize the legislation so it is easier to use and understand; (2) eliminate inconsistencies to reduce confusion; and (3) clarify which legislation applies in particular situations. Some examples of the topics under consideration are: essential services legislation, union financial disclosure, notice requirements, collection of employees' wages after business closure, variable hours of work to meet needs of both employers and employees, and indexation of the minimum wage. To view the discussion paper, visit [www.lrws.gov.sk.ca/modernizing-legislation](http://www.lrws.gov.sk.ca/modernizing-legislation)

## **2011 GDP growth highest in almost 15 years**

Saskatchewan's economic growth in 2011 was its fastest in almost 15 years according to data released today by Statistics Canada. Saskatchewan's GDP grew by 4.8 per cent, second highest in the nation and the best performance since the starting year of this statistic in 1997. Alberta led economic growth in 2011 with an increase of 5.2 per cent.

According to the report, Canada's GDP rose by 2.6 per cent in 2011. The report referenced Saskatchewan's improvement was based on better than expected crop production, high residential construction, and gains in wholesale and retail trade. It also suggests that strong population growth contributed to the overall rise.

## **February retail sales hit record numbers**

Saskatchewan's retail sales took a jump in February with a 6.2 per cent increase in February 2012 over February 2011 totalling \$1.38 billion, the highest ever for the month. Saskatchewan had the third highest percentage increase in Canada over this period.

Retail sales rose by 0.7 per cent in February 2012 when compared to January 2012. Saskatchewan had the highest percentage increase in Canada during this period. Nationally, sales dropped by 0.2 per cent.

## **Saskatchewan employers offer 280 positions to skilled workers from Ireland**

Saskatchewan employers have offered more than 280 positions to skilled workers as a result of the March 2012 mission to Ireland. This means that the goal of this recruitment mission has already surpassed its objective of 275 jobs being offered.

The delegation, which included 27 Saskatchewan employers, took part in recruitment fairs in Dublin and Cork. The employer-driven mission included both Premier Brad Wall and Advanced Education, Employment and Immigration Minister Rob Norris. The Government of Saskatchewan provided on-the-ground advice to Saskatchewan employers and assistance to potential candidates.

"The response from Ireland was both positive and sobering," Norris said. "While thousands of people in Ireland continue to look for opportunities in Canada and elsewhere, we are pleased to be able to invite more than 280 of the skilled applicants to come and discover the Saskatchewan Advantage."

*Cont'd on page 6*

# Legislative Report *(cont'd from page 5)*

## **Record wholesale trade statistics in February**

February was a record-setting month for wholesale trade in Saskatchewan according to a report released by Statistics Canada today.

“This record-setting month for wholesale trade is a good indicator that our economy is growing, and that both businesses and families are feeling confident,” Enterprise Minister Jeremy Harrison said. “Businesses and consumers are in purchase mode and wholesalers are stocking up to meet the greater demand for goods.”

Between January 2012 and February 2012, wholesale trade was up 6.0 per cent, the second highest among the provinces. Saskatchewan had the third highest percentage increase in the nation on an annual basis, as trade rose by 11.7 per cent in February 2012 over February 2011.

## **Saskatchewan’s economy shows its strength as EI numbers drop**

Saskatchewan’s economy continues to show its underlying strength as the number of people receiving Employment Insurance (EI) decreased to 9,610, a 13.7 per cent drop, in February 2012 compared to the same month in 2011.

“With 23 months of year-over-year decreases in the number of people receiving EI benefits, our economy is showing its solid foundation,” Advanced Education, Employment and Immigration Minister Rob Norris said. “Average weekly earnings are rising and job opportunities are plentiful. This combination of factors builds even greater confidence in employers and investors.”

Saskatchewan experienced a 3.8 per cent decline in regular EI beneficiaries compared to January 2012 which ranks as the second highest decline among provinces.

The trend of fewer EI beneficiaries also continues in both Saskatoon and Regina. Saskatoon posted a year-over-year decrease of 14.8 per cent and Regina dropped by 17.1 per cent.

Saskatchewan had the second lowest number of regular EI beneficiaries as a percentage of the labour force population (1.2 per cent) behind Alberta at 0.9 per cent, and below the national average of 2.0 per cent.



## *events! of interest*

### **Royal Teen Trade Show**

*Regina, SK*

*May 26, 2012*

The Michael A. Riffel High School Entrepreneurship 30 class, in connection with Junior Achievement, has created a company called Riffel Events. Our business venture is the **Royal Teen Trade Show**. On Saturday May 26<sup>th</sup> from 10:00a.m to 5:00 p.m., there will be a trade show held at Michael A. Riffel High School at 5757 Rochdale Blvd. This trade show is unique because it is the first created “by teens for teens”. Local business involvement and sponsorship are being sought.

Admission to the event is free, and there will be door prizes, entertainment and a concession. For more information, email teacher Connie Perrault at [c.perrault@rcc.sk.ca](mailto:c.perrault@rcc.sk.ca) or Riffel Events president Brandi Klein at [brandi.klein@hotmail.com](mailto:brandi.klein@hotmail.com).

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### **Saskatchewan Forum 2012 Conference Board of Canada**

*Regina, SK*

*May 29-30*

Brad Wall will be headlining the Conference Board of Canada’s Saskatchewan Forum 2012, to be held at the Ramada Hotel and Convention Centre May 29-30. Wall will join nearly 200 senior representatives of all the major stakeholder groups to discuss the province’s unique challenges and opportunities. The assembled public and private sector leaders will debate the key issues, such as how to build resilience in the economy, how to mitigate the potential pitfalls of rapid growth, and how to coordinate policy and planning to ensure a prosperous future for all concerned.

The full list of speakers and current agenda is featured here. The Saskatchewan Forum 2012 will focus on how to optimize the current and future workforce, and the conditions required for sustainable growth, such as access to capital, infrastructure investments, and economic resilience. Register at <http://bit.ly/lmOcOn>

### **Prairie Skies Musical Theatre Co.**

*Edenwold, SK*

*July-August 2012*

Saskatchewan is the Land of Living Skies... what better way to celebrate the arts than by combining musical theatre and the province’s natural beauty? The first of its kind in Saskatchewan, Prairie Skies Musical Theatre Co. will feature young professional artists from across the country and local youth performers to create a unique professional musical theatre tourism experience.

This summer, from late July through mid-August, near the Village of Edenwold, 20 performances of the timeless Broadway hit “The Wizard of Oz” will take place in open-air theatre. Corporate sponsorship is being sought. For more information, contact sponsorship chair Colleen Vancha at [prairieskiessk@gmail.com](mailto:prairieskiessk@gmail.com).

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### **Junior Achievement Business Hall of Fame**

*Regina, SK*

*May 30, 2012*

The Junior Achievement Business Hall of Fame is an event celebrating business excellence recognizing the successes of the Achievers in the Student Venture/Company Program throughout the program year. Throughout the evening awards will be presented to Achievers and the Achiever Companies for their accomplishments. Junior Achievement will also be recognizing the accomplishments of two local business persons by inducting them into the Business Hall of Fame.

For more information on the event please contact JA at (306) 955-5267 or at [info@jasask.org](mailto:info@jasask.org)

*Events! of Interest will be a regular column featuring select Saskatchewan endeavours which correspond to the SCC’s mandate, which SCC is a partner on, or which SCC feels may be of interest to its members.*

*Submitted events will be subject to SCC editorial approval, and may be edited for length. While we will try to include as many relevant and appropriate events as possible, we regret that not all events submitted will be used.*

*Send event particulars to [dmbarker@saskchamber.com](mailto:dmbarker@saskchamber.com).  
Deadline for each issue is the 25<sup>th</sup> of the month prior.*

# INSIGHTS TO TOMORROW

By John Lee, President, Communities of Tomorrow

## PART THREE: FINDING NEW WAYS TO DIG A HOLE

In last month's column, I talked about the world of opportunities opening up in the municipal infrastructure sector. With the global spending on infrastructure expected to run into the range of \$1 trillion, a lot of money is up for grabs for innovative businesses with the vision to go after it.

But businesses aren't the only ones who stand to benefit from the infrastructure revolution. This period of renewal also challenges municipalities to rethink their old ways of doing things and come up with new and better ways.

An example of this is Communities of Tomorrow's Service Connector. From time to time, we host brainstorming sessions with municipalities to identify their top challenges. At one session, repairing and replacing municipal water service connections emerged as the top issue.

If you are a homeowner you can appreciate the importance of this issue. You've probably seen – or, worse luck, experienced – what happens when a city crew has to dig up a homeowner's front lawn to get at a water shut-off valve.

Communities of Tomorrow created the End-to-End Service Connection Design project. To work on solutions to the issue, engineering and public works staff from seven cities joined with business experts as well as researchers from the National Research Council, University of Regina, SIAST and the Saskatchewan Research Council.

The pilot project's initial tests this past winter have been successful. From here, we are looking forward to developing even more exciting cutting edge technology including the use of robotics to achieve trenchless removal of water and sewer lines.

If the technology is successful, CT will look for western Canadian firms to manufacture the product and, potentially, to provide service connection replacement services for communities that can't afford to buy the equipment.

Once perfected, the technology could save cities significantly on the current cost of service connection replacement, which could result in millions of dollars in savings for Saskatchewan municipal taxpayers on existing service connections. The system has the potential to be commercialized right here in Saskatchewan for the world market.

Once perfected, the technology could save cities up to 40% of the current cost of service connection replacement, which could result in savings in excess of \$20 million for Saskatchewan municipal taxpayers on existing service connections. The system has the potential to be commercialized right here in Saskatchewan for the world market.

Service Connector is one of the best examples of Communities of Tomorrow's "innovation hub" business model. By bringing together municipalities, researchers and entrepreneurs, we create win-win-win situations that generate business opportunities, new technology and stronger cities for everyone in the province.

[www.communitiestomorrow.ca/](http://www.communitiestomorrow.ca/)

The 2012 Business and Industry dinners set an all-time record for attendance – 1,500 people. Proceeds from the events will fund a quarter of a million dollars in scholarships and bursaries for SIAST students in the 2012-2013 academic year.

On behalf of everyone at SIAST, thank you to the many business partners that supported the 2012 SIAST Business and Industry dinners.

We hope to see you in 2013!

Sincerely,  
Pam McLellan  
Director, Donor and Alumni Relations



*Time is running out to register for the 2012 Conference on Business, "Building on Potential"*

*Build on the potential of your SCC membership by attending the conference, taking part in the professional education sessions, developing policy items, and exploring networking opportunities.*

*Register today!*

saskatchewan  
chamber of  
commerce



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