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ABEX Awards
presented by
Conexus Credit Union
October 20, 2012
Regina, SK

The State of the Province
Address
with Premier Brad Wall
Presented by Sask Chamber
October 16, 2012
TCU Place, Saskatoon

Sharpening Your
Competitive Edge
Conference
November 6, 2012
Saskatoon, SK

The Saskatchewan Chamber of Commerce Update

**Battleford's Chamber leader receives
top Canadian honour**



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Ms. Linda Machniak, Executive Director of the Battlefords Chamber of Commerce received the Chamber Executive of the Year Award at the recent conference of the Chamber of Commerce Executives of Canada (CCEC). The award in the category for Communities under 100,000, is presented annually to a chamber executive who has proven their superior skill in leading an effective and professional chamber.

"Linda is a role model for all chamber executives across this province and the country and has been for many years. She and her team produce exceptional results in terms of

events, advocacy and member engagement. Her role in the creation of an immigrant welcome centre, the BBEX Awards and many, many other activities demonstrate her skill and commitment to the Battlefords." said Steve McLellan, CEO of the Saskatchewan Chamber of Commerce.

"Linda has been a great mentor and leader within the Saskatchewan chamber executives and I personally appreciate her calm, cool manner and how willingly she shares her years of experience," stated Jeff Richards, President of the Chamber of Commerce Executives of Saskatchewan.



The Saskatchewan delegation at the 2012 Canadian Chamber of Commerce AGM (plus Perrin Beatty, CEO, Canadian Chamber, centre) included Steve McLellan – CEO, Saskatchewan Chamber of Commerce; Curtis Hemming – Director of Government Relations, Saskatchewan Chamber of Commerce; Linda Machniak – Executive Director, Battlefords Chamber of Commerce; Michel Cyrenne – Executive Director, Estevan Chamber of Commerce; Leana Ross – Board President, Lloydminster Chamber of Commerce; Cory Furman – Board Chair, Regina & District Chamber of Commerce; John Hopkins – CEO, Regina & District Chamber of Commerce; Pat Tenney – Executive Director, Lloydminster Chamber of Commerce; Christian Braid – Board President, Greater Saskatoon Chamber of Commerce; DonnaLyn Thorsteinson – Executive Director, Humboldt & District Chamber of Commerce; Merle Lacert – CEO, Prince Albert & District Chamber of Commerce; Kent Smith-Windsor – Executive Director, Greater Saskatoon Chamber of Commerce. Missing: Pat Friesen, Past Chair, Saskatchewan Chamber of Commerce, and Fred Titanich, Chair of Saskatchewan Chamber of Commerce.

Calling all SIAST Alumni
We're looking for you!

SIAST Alumni Homecoming
October 20 & 21, 2012 in Saskatoon

Visit goSIAST.com/alumni to register as alumni and receive future updates.

CEO's Report - *Canadian Chamber Conference, and two exciting events*



I have just returned from the Canadian Chamber Conference in Hamilton. This conference is held in conjunction with the Chamber of Commerce Executives of Canada event, which makes it a seven day marathon.

Of all the things I learned, the most clear is that I'm not as young as I once was. After seven days of 7:00 AM to 10:00 PM meetings and dinners, it's nice to get home.

However, the more important element was a reminder of the amazing strength and professionalism of the staff and volunteers of the Chamber network. Every year I renew friendships and as I have a natural curiosity (some may call it being nosy) I am able to learn so much about what other chambers do to make them successful.

We learned about new staffing structures to serve members that add value to the business and the chamber. We heard about the power of 'Hope, Vision, Action' by listening to the amazing story of Second Cup co-founder, Frank O'Shea. We learned that public policy is a key and constant priority for chambers all across the country and while the level of activity changes with size of the chamber, advocacy is a core to all.

Another lesson learned is that even though we have fewer chambers in Saskatchewan than some provinces, we have some great leaders. This year Linda Machniak received an award for the Executive of the Year for communities with a population of less than 100,000. Considering there are hundreds of chambers in this category, Linda's win was a great testament to her many skills and her commitment to the Battlefords.

This is the time of year where we seem to follow the pattern of the birds and flock together.

On October 16th we are very pleased to host Premier Brad Wall in The State of the Province Address at TCU Place in Saskatoon. It will be an event where the Premier will lay out his vision and the government's plan for the next sitting of the legislature and beyond. The Saskatchewan Party has been in power for four years and I believe the Premier will paint a picture of what the next years and perhaps decade will look like. Please make every effort to attend – tickets are available at www.saskchamber.com.

Another BIG event for us in October is the ABEX Awards. This is our 29th year (A fact that shocks our chamber colleagues across the land) and we are planning a big night. The presenting sponsor is Conexus Credit Union and the theme is a tribute to the Royal Canadian Mounted Police in celebration of their 130th Anniversary. The ABEX Awards are on October 20th at the Delta Regina Hotel.

Both of these events will be celebrations of the current business success in this province. One will have our Premier share his vision for the future and the ABEX Awards will tell the stories of businesses who are currently achieved great things, with more to come.

I hope to see you at both events and as always, I appreciate the support of the membership in all our efforts.

Happy Thanksgiving to you all.



Steve McLellan

Saskatchewan Chamber announces 2012 ABEX Business Leader

The Saskatchewan Chamber of Commerce is pleased to announce the 2012 ABEX Business Leader, Holly Hetherington.

Holly is National Vice President of Aplin Executive, and Vice-President for Saskatchewan within David Aplin Group. Having spent over 20 years in the executive search field in Saskatchewan, including having owned her own executive search firm, Executive Source, before merging with David Aplin Group in March 2012, Holly has led assignments which have attracted business leaders to the Province from across Canada.

Holly has earned the position of being one of Saskatchewan's experts on Labour Market matters. She is Past Chair of the Saskatchewan Chamber of Commerce, and served for many

years on the Board of Directors of the provincial Chamber and the Canadian Chamber.

As well, she currently co-Chairs the Saskatchewan Labour Market Task Force, was honored by her peers as a Fellow Certified Management Consultant in 2007 and was named one of Saskatchewan's Women of Influence in 2006.

Her work in the area of student achievement sets Holly apart, and has paved the way for young entrepreneurs to make their mark on the province.

"We are very pleased to welcome Holly into this prestigious group of business leaders," said Saskatchewan Chamber CEO Steve McLellan. "Her work and dedication to the province, and to entrepreneurship, have made a difference in many lives."



Holly Hetherington

The ABEX Awards is Saskatchewan's most prominent and longest-running business awards, introduced in 1984 to highlight outstanding achievements in business excellence, honouring all private sector enterprises in Saskatchewan regardless of size and economic activity.

The ABEX Awards will be held at the Delta Regina Hotel October 20th. Tickets are \$150 each, or \$1200 for a table of eight, and are on sale now at www.saskchamber.com.

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Sharpening Your Competitive Edge

How to Set Your Business Apart from the Competition



One Day Conference:

Leveraging Aspects of Your Business
to Achieve Competitive Advantage

Business leaders from North America will share their stories of success.

- **Tim Hortons Inc.**
Speaker: C. Callie Woodward, Director Continuous Improvement
- **New Holland, Saskatoon**
Speaker: John Weist, Engineering Manager
- **Combine World**
Speaker: Charlie Smith, Founder/Owner
- **Magna Electric**
Speaker: Kerry Heid, President
- **Conexus Credit Union**
Speaker: Eric Dillon, CEO
- **A Regina Marketing Consultancy**
Speaker: Jeph Maystruck, Social Media Consultant
- **The Conference Board of Canada**
Speaker: Pedro Antunes, Director – Forecasting & Analysis

Date: November 6th, 2012

Time: 7:30am – 4:30pm
Lunch Included

Place: Radisson Hotel
Michelangelo – Salon A
405 20th Street East
Saskatoon, SK

Cost: \$150 plus GST before Oct. 6th
\$165 plus GST after Oct. 6th

Online Registration:

<http://chambermaster.saskchamber.com/Events/details/sharpening-your-competitive-edge-conference-85>

For More Information: Contact Michele Grella at 306-933-5751 or michele.grella@enterprisesask.ca.

Hotel Rooms: A block of rooms have been set aside at the Radisson Hotel. Room rate is \$159.00 plus taxes (rate is valid until Oct. 6th). When booking please refer to the SK Chamber of Commerce. To make a reservation call the Radisson at 1-306-665-3322.



Thank you to our renewing members for September, 2012.

Your continued support of the Chamber movement makes it possible for us to achieve on your behalf, and we want you to know we appreciate you as members!

Points North Freight Forwarding
Buffalo Cabs Ltd.
Cathedral Village Restaurant Ltd.
Weyerhaeuser
Key Chevrolet Cadillac
Display Business Systems
International
ARC Resources
SIAST
Horizon Computer Solutions Inc.

Dr. J. F. Dejager
BHP Billiton Canada
Houghton Boston Printers
Conexus Credit Union
Envirotec Services Inc.
Prince Albert Insurance
MacPherson Leslie & Tyerman
Can-Seed Equipment Ltd.
TNC Mall Properties
PMC Investments

Meridian Surveys
LML Industrial Contractors Ltd.
Babcock & Wilcox
CTV
Pillar Properties
Sask Mining Assoc. Ltd.
TC Enterprises
Accutec Systems
TD Canada Trust
Gene's Realty Partnership

Lloydminster Chamber Awarded Accreditation With Distinction at Canadian Chamber Annual Chamber Meeting

The Saskatchewan Chamber of Commerce congratulates Lloydminster Chamber on receiving Accreditation With Honour at the recent Canadian Chamber of Commerce Annual Meeting, in Hamilton, ON September 27.

In order to achieve accreditation, a chamber must meet minimum standards in critical areas, including areas of governance, operations, membership programming, policy and advocacy and strategic planning.

Accreditation is aimed at continuous operational improvement and standards of local chambers of commerce and an elevation of their profile across the country as effective and well-managed organizations.

“Accreditation is the acknowledgment that member chambers have been successfully evaluated against rigorous national standards of policy, service and performance,” said Steve McLellan, President of the Chamber Accreditation

Council of Canada and CEO of the Saskatchewan Chamber of Commerce. McLellan continued “That this brings the number of accredited chambers to more than 70 in Canada with another 20 in the process.”

Developed by a team of chamber executives, in conjunction with provincial and territorial chambers and the Canadian Chamber of Commerce, the accreditation program is operated by an arms-length organization called the Chamber Accreditation Council of Canada (CACC). The CACC is composed of representatives from across the country. The Council meets twice per year to review applications for accreditation.

Accreditation is a means of reinforcing and clarifying to the community at large what activities are pivotal to a chamber’s functions and determines the chamber’s unique value proposition vis-à-vis other organizations in the marketplace.

“We are extremely pleased to have been recognized in front of our chamber peers at the recent meeting in Hamilton” said Leana Ross, Lloydminster Chamber President. “This is rigorous process – one which we were proud to have passed on behalf of the members in our community. The recognition places us in an elite class of

chambers from across the country – those who have been able to meet the high standards set by the CACC” Ms. Ross continued.”



A vertical advertisement with a dark background. At the top, the words 'HEALTH & DENTAL BENEFITS' are written in large, bold, white and yellow letters. Below this is a graphic of a white document with a large white hash symbol (#) on it. Underneath the graphic, the text 'AFFORDABLE AND COMPREHENSIVE PLANS FOR CHAMBER MEMBERS' is written in white and yellow. At the bottom, there is a yellow button with the text 'REQUEST A QUOTE' in white. In the bottom right corner, there is a logo for 'Chambers of Commerce Group Insurance Plan' featuring a yellow key icon.

Saskatchewan Chamber Members in the news

Athabasca Basin Development Purchases 66% Ownership of Double Diamond Industrial Structures

In its 10th year of operations, Athabasca Basin Development has reached a significant milestone for the company: ownership into its tenth company: Double Diamond Industrial Structures.

“We are excited to be investing in Double Diamond Industrial Structures,” says Geoff Gay, CEO of Athabasca Basin Development. “This investment is a good fit with our overall portfolio of investments into companies servicing the mining and exploration sector. Double Diamond is a significant supplier to the industry, known for providing high quality modular structures for the mining, oil and gas, and other resource-based industries.”

Athabasca Basin Development purchased 66 per cent of the company with Prince Albert First Nations Business Development LP, Sturgeon Lake First Nation Developments LP, and Double Diamond senior management owning the remainder. Double Diamond Industrial Structures will continue to manufacture modular structures suitable for all types of industrial camps, remote offices, sleeper units, and dorms.

Double Diamond Industrial Structures is a Saskatoon based manufacturing facility specializing in the production of high quality modular structures for the mining, oil and gas, and other resource-based Industries. The company provides buildings to some of North America’s largest companies, and strives to supply and install the best modular structures possible that match the needs of its clients.

Athabasca Basin Development is an aboriginal investment company owned by the seven far north communities in Saskatchewan. Athabasca Basin Development looks for investments that are sustainable, well-managed and generate value for its shareholders. Investments are focused on the mining and exploration sector, and include partial or complete ownership in construction (Points Athabasca), underground mining (Mudjatik Thyssen Mining), security (Athabasca Basin Security), diamond drilling (Team Drilling), logistics (Points North), electrical (Flyer Electric), road maintenance (Lonona Contracting), air transport (West Wind Aviation), and industrial structures (Double Diamond). Since its formation in 2002, Athabasca Basin Development and its group of companies have grown to employ almost 1300 people and recent consolidated revenues exceeded \$110 million.

Saskatchewan Professional Wins Prestigious Award

Saskatchewan Research Council’s (SRC) Phillip Stephan was chosen as one of two recipients of the IPAC (Institute of Public Administration of Canada) Saskatchewan Promising New Professional Award at Government House in Regina September 20th. This prestigious award recognizes individuals who demonstrate leadership within the public service, the ideals and values of public administration, and the ability to improve upon the sound work of public administration in Saskatchewan. In his two years with SRC, Phillip has demonstrated these qualities on a consistent basis.

Phillip has been with SRC since 2010 where he started as a Business Unit Manager and was quickly promoted to Vice-President for Agriculture/Biotechnology.

In his current role, Phillip provides strategic guidance, management coaching, operational support and technical oversight. In just two years, he has had achieved significant impacts in SRC’s Agriculture / Biotechnology Division. Some of his notable achievements include acting as a key player in developing an international collaboration directed at improving the dairy industry in India, leading the acquisition of a successful business entity into SRC, and being instrumental in reorganizing the GenServe Laboratories™ Business Unit to improve efficiency and productivity.

SIAST cuts ribbon on new mining building

SIAST has officially opened the SIAST Kelsey Campus Mining Engineering Technology Building. The repurposed building includes geology and computer labs, traditional and technology-enhanced classrooms and student study areas, includes geology and computer labs, traditional and technology-enhanced classrooms and student study areas.

Cont’d on page 8

Members in the news *(cont'd)*

“The Mining Engineering Technology program was created with industry input, in response to industry need,” says Dr. Larry Rosia, president and CEO of SIAST. “It’s one of several SIAST programs that prepares students to contribute to this particularly vibrant sector of Saskatchewan’s economy.”

SIAST’s Mining Engineering Technology program has proven immediately popular with students. The first intake of the 25-seat program drew 56 qualified applicants within a matter of months.

Renovations to the 18,000-square-foot building used innovative partnering and contracting approaches to meet aggressive cost and schedule targets. The overall schedule from concept design to occupancy was 10 months at a cost of \$150 per square foot, less than half the estimated cost.

The Government of Saskatchewan contributed \$378,000 toward equipment for the program as well as ongoing operational funding support.

SIAST’s role in supplying the human capital required by the mining industry is clearly critical. More than half the workers needed by the sector in the decade ahead will require a technical or trades education.

Two-thirds of the space in the SIAST Kelsey Campus Mining Engineering Technology Building is devoted to the mining program and the rest will house SIAST’s Business Development and Advancement Division and other administrative offices.

WorkSafe Saskatchewan launches annual Youth Video contest

WorkSafe Saskatchewan is calling on young, aspiring filmmakers to create a two-minute video with the message: It’s your job: there’s no such thing as a stupid question.

WorkSafe Saskatchewan invites high school and home-schooled students (grades 9 to 12) from across the province to enter the contest.

The deadline for entry is Friday, April 19, 2013.

New to this year’s contest is the ability to move on to the national level. WorkSafe Saskatchewan will submit the top-three winning videos into the national “It’s Your Job” contest, sponsored by the Canadian Association of Administrators of Labour Legislation (CAALL), the Canadian Ministries of Labour, the Workers’ Compensation Boards of Canada, and HRSDC.

Saskatchewan young workers ages 18 to 25 can create and enter videos to the national contest post-secondary category. For rules and regulations for the post-secondary group, visit the HRSDC website.

The national winning entries in both categories will then move on to an international biannual contest in Dusseldorf, Germany in September 2013.

To get more details, the rules and regulations and to view previous winning videos, visit work2live.ca or worksafesask.ca/youth.

University of Regina to host 2014 JDC West Business Competition

The University of Regina will host the 2014 JDC West Business Competition January 17-19, 2014, an event which will bring over 600 business students from the top 12 business schools in Western Canada to Regina.

“I’m very pleased to see this prestigious event coming to Regina,” said Dean of the Faculty of Business Administration, Dr. Andrew Gaudes. “This is an excellent opportunity to put the University of Regina, and the city itself in the spotlight.”

Cont’d on page 9

JDC West celebrates academic excellence and team synergy by providing opportunities for business students in Western Canada to achieve excellence in academics, social responsibility, and social competitions. JDC West is the largest business case competition that is organized solely by and for business students in Western Canada.

Students from the University of Regina's Paul J. Hill School of Business finished first overall and won the School of the Year award at this year's competition, hosted by the University of Alberta in Edmonton. A team of 48 students from the Paul J. Hill School of Business competed against students from 10 other universities.

The 2013 competition will be hosted by the University of British Columbia (Sauder School of Business).

SGI named one of nation's top employers for young people

Saskatchewan Government Insurance (SGI) has been selected as one of Canada's Top 100 Employers for Young People by Mediacorp Canada Inc.

Previously, SGI has also been recognized as one of the Top 100 Employers in Canada, one of the Top 20 Employers in Saskatchewan, one of the Top Family Friendly Employers in Canada, one of Canada's Best Diversity Employers and one of the Top Employers for Canadians Over 40.

WCB Employer Representative Report

WCB Board member Karen Smith has detailed notes for the period September 2012. Highlights include information on the Committee of Review, financial targets and actuals, the new ECLIPSE claims system, privacy issues, the Fair Practice Office, prevention targets and actual statistics, SafeSask, and more.

The report in Word format can be found in its entirety by clicking [here](#).

Welcome to our new members!

Ridsdale Transport Ltd.

• www.ridsdale.ca

**Success Business Consulting,
Swift current**

MacKenzie Art Gallery, Regina

• www.mackenzieartgallery.sk.ca/

For membership information, or to refer your leads, contact Jesse Chatterson at 306.352.2671 or jchatterson@saskchamber.com.

Local CEO recognized for success

Laura Small, CEO of Women Entrepreneurs of Saskatchewan Inc. (W.E.) has been recognized by The International Alliance for Women (TIAW) for the difference she has made to the economic empowerment of women in Saskatchewan.

Laura is one of seven Canadians who have been named to the TIAW World of Difference 100 list. The awards honour women who are often the "unsung heroines" of our societies; ordinary women who accomplish extraordinary things.

Through her leadership at W.E., Laura has helped to shape and create the economic climate and business

community for women entrepreneurs in the Province. Laura is a true trailblazer and has worked tirelessly to help women start businesses, as well as access financing, training, mentoring and networking opportunities. Over her 15 years of service at W.E. she has listened to the needs of women entrepreneurs and has been their voice, persistently working towards creating a business climate where the barriers to success, recognition and advancement are eliminated.

"I am truly honoured to receive the TIAW Award. To be nominated by my peers and then recognized on an international scale for the

contributions I have made is a humbling experience," said Laura Small.

Women Entrepreneurs of Saskatchewan Inc. (W.E.) is a non-profit membership organization funded by Western Economic Diversification that works with women who are considering starting a business, purchasing a business, or who are operating an existing business. W.E. serves to complement, rather than duplicate, the services of other organizations in supporting women entrepreneurs and in promoting entrepreneurship as a career option for girls and women.



Legislative Report

Saskatchewan's population growing at fastest pace since 1920s

Saskatchewan's population grew by 22,154 people between July 1, 2011 and July 1, 2012, according to the latest figures released today by Statistics Canada. That's the most growth in a single year since 1921. There were 1,079,958 people living in Saskatchewan as of July 1, 2012.

In the most recent quarter April 1 to July 1, 2012, Saskatchewan's population grew by 6,851 - the largest increase in a single quarter since Statistics Canada started keeping quarterly records in 1971.

Sales & manufacturing stats for July

Saskatchewan's July retail sales were the highest on record for the month, hitting \$1.47 billion according to Statistics Canada - that's triple the national average.

The province's wholesale numbers continued to be strong as well, totalling \$1.9 billion in July, up 10.2 per cent from the same month in 2011 and placing Saskatchewan in third place among the provinces.

Canadian Centre for Nuclear Innovation to be named after Dr. Sylvia Fedoruk

Premier Brad Wall recently announced that the Canadian Centre for Nuclear Innovation (CCNI) located at

We helped Harke's Electrical get hard-wired for success.

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Up to \$20,000 for your business!*

THE SASKATCHEWAN
ADVANTAGE

Saskatchewan
Ministry of the
Economy

The advertisement features a smiling man in a dark shirt and brown suspenders in the foreground. Behind him is a close-up of an electrical panel with various wires and components. The background is a mix of the man's face and the electrical equipment. The text is overlaid on a semi-transparent white and green background.

the University of Saskatchewan (U of S) will be renamed in tribute to Dr. Sylvia Fedoruk who passed away September 26. It will be renamed the Sylvia Fedoruk Canadian Centre for Nuclear Innovation.

As a medical physicist, Dr. Fedoruk was the sole female member of the team that first successfully treated a cancer patient with Cobalt-60 radiation therapy at the U of S in 1951. The device and techniques Dr. Fedoruk helped develop are used to this day to treat cancers around the world. Daily, more than 45,000 radiation treatments are delivered in more than 80 countries.

Prince Albert Literacy Program wins national award

The Prince Albert Literacy Network's Child Care Worker Preparation for Certification Program has won the 2012 Great-West Life, London Life and Canada Life Literacy Innovation Award.

The Child Care Worker Preparation for Certification Program (CCWPCP) prepares First Nations, Métis and unemployed learners with lower levels of literacy to pursue child care careers. Eight of the participants have already found jobs at local child care centres.

Sask Chamber to host Premier Brad Wall in The State of the Province Address

Join the Saskatchewan Chamber as it presents The State of the Province Address with Premier Brad Wall at TCU Place in Saskatoon October 16 from 11:30 a.m. - 2:00 p.m.

Take part in this valuable networking luncheon and listen as the Premier outlines his government's direction for the province, and learn about the province's growth agenda.

Tickets are \$100 each or \$800 for a corporate table of eight, and are available online at www.saskchamber.com. Seating is limited - get yours today!

action! online is a monthly membership publication of the Saskatchewan Chamber of Commerce.

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