

2014 Annual Report



Our Mission

The Chamber, in partnership with community and business, is committed to ensuring that the Saskatoon region has the “Best Business Climate in Canada, Thereby Creating a City of Opportunity, as a means by which this community can ensure future health and prosperity for our children, well into the 21st century”.

The short version is “Building the Best Business Climate in Canada, Thereby Creating a City of Opportunity in a World of Possibility”.

Our Vision

Our members lead in creating a prosperous Saskatoon region.

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GREATER SASKATOON CHAMBER OF COMMERCE

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E-mail: chamber@saskatoonchamber.com Website: www.saskatoonchamber.com

Annual General Meeting Agenda

Wednesday, May 27th, 2015
The Saskatoon Club

4:00 pm: Cocktails, Appetizers, Networking

4:30 pm: Welcome & Introduction of Guests, Dignitaries, Past Presidents,
President Tony Van Burgsteden, Emcee

Message from our Sponsor, SaskTel

Call Meeting to Order – President Tony Van Burgsteden
Chamber of Commerce 108th Annual General Meeting
Motion to accept Minutes of the 107th AGM
President’s Comments

Vice President - Finance Report - Jason Yochim
Motion to accept 2014 Audited Financial Statements

Consideration of Motions: President Tony Van Burgsteden
a) Appointment of Auditors
b) Actions of Officers and Board of Directors
c) Approval for Signing Authority

Swearing in of President, 1st Vice-President and 2nd Vice-President Finance -
Hon. Gordon Wyant, Attorney General

Presentations:

- a) Presentation to Outgoing Board Members – President Tony Van Burgsteden
- b) Presentation of Volunteer of the Year Award – President Tony Van Burgsteden
- c) Presentation of Collage/Caricature/Ring to Tony Van Burgsteden –
Past President Tracy Arno
- d) Presentation of President’s Gavel to Tanya Knight – President Tony Van Burgsteden

Closing Remarks:

- a) Motion to ratify the actions of the AGM meeting of May 27th, 2015
- b) Remarks of Incoming President - Tanya Knight
- Introduction of the 2015-16 Board of Directors

5:30 pm Networking, Cocktails and "Meet the Chamber Board"

Greater Saskatoon Chamber of Commerce
“Building the Best Business Climate in Canada”

President's Report

Dear Chamber Supporters,

The opportunity to serve as your President for the past 12 months has been an honour. I have met so many wonderful people from a remarkable variety of businesses in our city. I am consistently impressed with and amazed at the vibrancy and strength of our business community.

A case in point: The past 12 months brought one of the steepest declines in oil prices in recent history, the completion or winding down of some of the major capital projects in the potash sector, and the first slowdown in Saskatoon's booming construction industry since 2008. Yet despite all of this, the Saskatoon economy continues to grow, albeit at a slower pace than before. This is a testament to the diversity and stability of the economic base our city has developed over the past 10 years.

From the end of the Second World War through 2005, the lure of greater opportunities to the West has drained human and economic capital from our city and province. This has consistently limited both our business and population growth, while Alberta's economy and population rapidly expanded due to investment dollars flowing into that province.

However, the combination of a slowing economy and political uncertainty in Alberta is providing an opportunity for Saskatoon to attract investment capital and entrepreneurs unlike anything we have seen for several generations. To facilitate this, we need to continue to strive to build the best business climate in Canada. This will allow us to take full advantage of the many growth opportunities available to us, and sustain the business growth and momentum Saskatoon has experienced in recent times.

A big thank you to the great team that make up our Chamber staff: Kent, Roz, Terry, Derek, Kevin, Ryan, Linda, Meghan, Czarina and all the volunteers that help make this Chamber special. Please let us know how we can best serve you, our members – the drivers of our economy and our community. Thank you!



Tony Van Burgsteden
President 2014-15



2014 Chamber Objectives / Results

In 2014, your Chamber Board established several objectives for your Chamber's efforts. Here are the results:

Operations

- Exceed the North American Chamber average membership retention rate of 86%.
Result: 91.6%
- Grow Membership by 3% by year end.
Result: Membership revenue grew by 0.92%
- Generate a profit from the newsletter by end of plan period.
Result: Loss of \$2,470 (Advertising revenue up by 5%, circulation increased by 9%)
- Generate a net surplus on operations by year-end.
Result: Surplus of \$47,099 for the year with a retained surplus of \$505,341.

Advocacy

- Continue "Target 8,000" reports monthly during plan period.
Result: Reports issued each month. Just under 7,800 jobs created in the year.
- Continue to press the "Productivity in Government" agenda and succeed in getting at least one more institution formally adopting a productivity agenda before end of plan period.
 - SaskEnergy had an excellent productivity report in 2014.
 - Eighth City of Saskatoon Productivity report showed genuine progress.
 - Several lean initiatives are underway at the Saskatoon Health Region and Provincial Government Departments.
 - The Saskatchewan Rate Review Panel now requires a productivity report with each rate increase request from SaskPower, SaskEnergy, and SGI.
 - SaskPower has an internal savings target of \$2 billion over 10 years.
- Continue to press for property tax competitiveness improvement. Nation leading research continues to build the business case. Our tax elasticity model developed with the assistance of Dr. Adam Found is the first of its kind in Canada and will be used as part of our core advocacy work. This is the first model ever developed for Chamber advocacy purposes.
Result: City and Provincial efforts are ongoing. Progress on Provincial property tax competitiveness is slow but proceeding. Much work still needed to achieve our objective of having the best property tax policy in the country.

Committees / Boards

- Each committee to execute at least one activity during plan period.
Result: Exceeded! Saskatoon now has the most actively engaged membership base among Chambers in North America.
- New Strategic Plan released for 2014.
Result: Chamber volunteer team members presented to all internal committees and outreach is underway.

Networking / Skills / Development

- Continue Chamber on Tap, Shaken with a Twist, and Business by Design.
Result: Ongoing and growing.

Communication

- New media strategy implementation.
Result: Evolving - online registrations and eblast system well received by membership as measured by external evaluation tools.
- Add two new member outreach tactics through new media.
Result: LinkedIn project well received. Other tactics continually evolve in this fast change business space.
- Branding - Prosperity Saskatoon
 - Chamber **Result:** More work to be done
 - City **Result:** Outstanding

Committees

Actively engage in committee activity and succeed in getting each committee to execute at least one activity during plan period.

Results:

Agribusiness Development Committee

Co-Chairs: Bert Sutherland, BERTradio Online
Loran Forer, Bank of Montreal

The AgriBusiness Committee identifies, discusses and recommends action on issues and concerns that impact the growth and development of the Agri-business sector in the Greater Saskatoon Area.

Completed: Multiple speakers throughout the year

Business Growth Committee

Chair: Elise Hildebrant, The Mortgage Centre

The Business Growth Committee has been set up based upon the priorities we set at a board retreat. We want to champion and facilitate growth in existing companies (encouraging to dream bigger/grow from within); facilitate start-ups; attract new business; encourage succession planning and work on helping companies to build “reputation capital” (e.g. how to retain, train, attract employees). We will be action focused and work towards making change in our community in a positive way.

Completed: Business by Design Technology Series (March 2015)

Completed: Shaken with a Twist - Monthly

Business of Science & Technology Committee

Chair: Raj Nayak, Industry Liaison Office, University of Saskatchewan

The Business of Science aims to promote our City’s science and technology-based businesses and to bridge the gap between the science, technology and business communities. This committee achieves this through education and the promotion of productive and interactive events, meetings and presentations involving Chamber members, government, industry and academia.

Celebrate Success! Committee

Co-chairs: Lynn Eberle, Saskatchewan Polytechnic

The Celebrate Success! Committee recognizes excellence within the greater Saskatoon business community through the delivery of a series of business events including the annual Celebrate Success! Awards Gala. The goal of the committee is to recognize, promote and celebrate business excellence and community success; raising community awareness of the contribution of business to the quality of life in our community.

Completed: Celebrate Success! Nominee Reception on April 23rd, 2015

Completed: Celebrate Success! Awards Gala on May 14th, 2015



Image Courtesy of Grant Romancia Photography

Environmental Sustainability Committee

Chair: **Colleen Yates**, Equinox3 Consulting Ltd.

The Environmental Sustainability Committee provides information and resources to assist chamber members understand and operate using the triple bottom line approach of economical, social and environmental sustainability. We provide tools, educational opportunities and celebrate success stories by demonstrating how improvements in environmental performance improve business performance.

Completed: Continued support of sustainable business practices

Completed: Brownfield Development Workshop (January 2015)

First Nations and Métis Opportunities Committee

Chair: **Chris Sicotte**, Affinity Credit Union

The First Nations and Métis Opportunities Committee goal is to encourage and foster relationships amongst First Nations and Métis business, the business community, and post-secondary institutions and students.

Completed: First Nations Business Mixer (January 2015)

Going Global Committee

Co-chairs: **Ken Ziegler**, Robertson Stromberg Pedersen LLP
Monica Kreuger, Global Infobrokers

Going Global is a committee dedicated to creating awareness about the opportunities of doing business outside Saskatchewan. Our Group is comprised of local business people interested in developing the Global Market.

Completed: Welcome to Saskatoon Networking event (February 2014)

Government Affairs Committee

Chair: **Michael Chudoba**, Innovative Residential

The Government Affairs Committee stimulates government at all levels to establish approaches that offer clear competitive advantages for business in the Saskatoon area in order to accelerate business activity in our region.

Current Issues: Government Productivity

Completed: Mayors Lunch (April 2015)

Health Opportunities Committee

Co-chairs: **Dave Dutchak**, M.D. Ambulance Care Ltd.
Sanjeev Singh, AdeTherapeutics Inc.

The Health Opportunities Committee educates and promotes opportunities for business services, education, research, commercialization and development in health services, and explains the role of the health care industry in creating the Best Business Climate in Canada for the Greater Saskatoon region.

Planning: Health Opportunities Conference "Getting to Great" (October 2015)

Networking

- Stage at least two mixers for Chamber members by end of plan period.

Results:

- Chamber On Tap (monthly)
- Shaken with a Twist (monthly)
- Luncheons
- New Member Breakfast

Chamber Accreditation



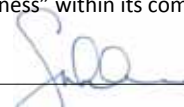
This certificate attests that the

Greater Saskatoon Chamber of Commerce

pursuant to an accreditation evaluation process that assesses structure, operations, and offerings, is hereby recognized as a chamber of commerce accredited with distinction for a period of three years.

This chamber of commerce has demonstrated that it meets a high standard of excellence in service to its members through strict adherence to a prescribed set of programs, services, management and governance principles, and policy and advocacy initiatives.

This chamber is a leader and “the Voice of Business” within its community.



Steve McLellan
President
Chamber Accreditation Council of Canada



Image Courtesy of Grant Romancia Photography

2015-16 Board of Directors

Bill Cooper

Manager, Public Relations
PotashCorp
 Phone: (306) 933-8871
 Email: bill.cooper@potashcorp.com

My favorite thing about Saskatoon:
"Saskatoon is a vibrant, growing community and a great place to for my wife and I to raise our two young daughters."



Silvia L. Martini

Vice-President, Strategy & Market Development
Interlink Research Inc.
 Phone: (306) 281-9019
 Email: martini.interlink@sasktel.net

My favorite thing about Saskatoon:
"The infectious and abundant passion, intelligence, creativity and generosity that so positively form the tapestry of our lives in Saskatoon."



Karl Miller

President
Meridian Development Corp.
 Phone: (306) 384-0431
 Email: kari@meridiandevelopment.ca

My favorite thing about Saskatoon:
"The amazing generosity of the people in Saskatoon. People are always willing to help and offer advice and guidance, giving Saskatoon that small town feeling within a rapidly growing and vibrant city. I have travelled to many countries and Saskatoon is one of the finest cities, in my opinion, in the world and is my home."

Peggie Koenig

President / CEO
Koenig & Associates
 Phone: (306) 934-1774
 Email: pkoenig@koenig.ca

My favorite thing about Saskatoon:
"The vibrancy of Saskatoon never fails to impress me. There is energy in this city that extends across politicians, volunteers, students, employees, and business owners resulting in a business community that is resilient and supportive of one another."



2nd Vice-President:

Kelly Bode

Lawyer and Owner
WMCZ Lawyers
 Phone: (306) 659-1249
 Email: kelly.bode@wmcz.com

My favorite thing about Saskatoon:
"The community is always what comes to mind first. There is a collegiality in this city that is unlike many others - whether you're talking about supporting new businesses, or arts and culture or volunteerism or involvement in various events, the community in this city provides the foundation for success and opportunity in so many different sectors."



President:

Tanya Knight

Regional Managing Partner
MNP LLP
 Phone: (306) 664-8295
 Email: tanya.knight@mnp.ca

My favorite thing about Saskatoon: *"The people. I am overwhelmed by how friendly and inviting the community is. Saskatoon is a beautiful city, has great amenities and is full of opportunity."*



1st Vice-President:

Jason Yochim

Executive Officer
Saskatoon Region Association of Realtors®
 Phone: (306) 343-3444
 Email: jason@srar.ca

My favorite thing about Saskatoon:
"Great city to raise my children and to provide opportunities for their future in employment and recreation. Excited to be involved with The Chamber to work toward maintaining a prosperous, vibrant and growing community for future generations."

Past President:

Tony Van Burgsteden

Associate Vice-President of Reporting and Controls
Federated Co-operatives Limited
 Phone: (306) 244-3250
 Email: T.VanBurgsteden@fcl.ca

My favorite thing about Saskatoon:
"Its size. Saskatoon is large enough to offer most big-city amenities, but small enough that you see someone you know wherever you go"





Kristy Rempel
 Donor Services Manager
Saskatoon Community Foundation
 Phone: (306) 665-1756
 Email: kristy.rempel@saskatooncommunityfoundation.ca

My favorite thing about Saskatoon:
"The unique culture here – we manage to remain a very close knit community while still welcoming growth and diversity. Big city with a small town feel."



Sanj Singh
 President & CEO
AdeTherapeutics Inc.
 Phone: (306) 261-5189
 Email: sanj@adetherapeutics.com

My favorite thing about Saskatoon:
"Get it done attitude."

Brian Skanderbeg
 Senior Vice President and Chief Operating Officer
Claude Resources
 Phone: (306) 652-2565
 Email: brians@clauderesources.com

My favorite thing about Saskatoon:
"Saskatoon has a small town feel yet offers great professional and personal opportunity. Great for families and great for business."



Julian Owens
 Senior Manager,
 Business Development
BHP Billiton
 Phone: (306) 385-8604
 Email: julian.owens@bhpbilliton.com

My favorite thing about Saskatoon:
"Increasing diversity and positive outlook of its friendly people."

Chris Woodland
 Partner
MacPherson Leslie & Tyerman LLP
 Phone: (306) 975-7128
 Email: cwoodland@mlt.com

My favorite thing about Saskatoon:
"It is a great place to raise a family. The city is entrepreneurial and growing but it still maintains its sense of community through the involvement of many of its leading businesses and individuals. People willingly give back with no expectation of a personal return on that investment beyond the expectation that they will share in the benefits that flow from making Saskatoon and area a better place for everyone in it. I love the positive, generous and optimistic energy of this city and the fact that even the most successful individuals still seem to be guided by a functioning moral compass. I can't think of a better environment for my children to grow up in."



Sandra Ribeiro
 Public Relations and Marketing Manager
Canadian Light Source Inc.
 Phone: (306) 657-3558
 Email: sandra.ribeiro@lightsource.ca

My favorite thing about Saskatoon:
"The wonderful quality of life we have, as exemplified by the great schools, growing small business sector, wide open spaces ... and the short commute to work."



Chris Sicotte
 First Nations Business Development Manager
Affinity Credit Union
 Phone: (306) 657-6830
 Email: chris.sicotte@affinitycu.ca

My favorite thing about Saskatoon: *"Willingness to engage diverse communities to build a better city."*



Trevor Thiessen
 President
Redekop Manufacturing
 Phone: (306) 931-6664
 Email: tthiessen@redekopmfg.com

My favorite thing about Saskatoon:
"In all my international travels I haven't found a better place to raise my family and call home. The size of the city provides my family with all the opportunities to grow and enjoy life without sacrificing the balance that too often gets lost in the chaos of large cities."

Minutes of the 107th Annual General Meeting

Chair: Tracy Arno

Thursday, May 29th, 2014

5:00 pm - Sheraton Cavalier Hotel

1. The Master of Ceremonies, Tracy Arno welcomed guests, dignitaries, past presidents, and Honourary Consuls to the meeting.

(Honorable Judge David Arnot, Past Chamber Presidents Christian Braid, Terry Alm, Monica Kreuger, Honorary Consul for Finland Chad Eggerman and Honorary Consul for Netherlands Judith Dyck)

Ken Keesey, Vice President of SaskTel spoke briefly to thank the Chamber of Commerce for its work and allowing it to be involved as official sponsor of the 107th Annual General Meeting.

2. Tracy called the meeting to order. (There were 61 voting members present)

Minutes of the 106th Annual General Meeting:

MOTION: That the minutes of the 106th Annual General Meeting be accepted as distributed.

Kristy Rempel / Christian Braid

Carried Unanimously

3. 2013 Financial Report: Tanya Knight

Tanya reads comments on 2013 Financial Statements.

MOTION: That the 2013 Audited Financial Statements of the Greater Saskatoon Chamber of Commerce be approved as circulated.

Kelly Bode / Silvia Martini

Carried Unanimously

4. Consideration of motions:

a) Appointment of Auditors:

MOTION: That EPR Saskatoon be appointed as auditors for Greater Saskatoon Chamber of Commerce for the fiscal year 2014.

Jason Yochim / Tony Van Burgsteden

Carried Unanimously

b) Actions of Officers and Board of Directors:

MOTION: That it be resolved that all acts, contracts, by-laws, proceedings, resolutions, appointments, elections, payments, and other matters enacted, made, done, and taken up to the date of this Annual Meeting by the Board of Directors and by the Officers of the Corporation are hereby approved, ratified, and confirmed.

Tanya Knight / Debbie Criddle

Carried Unanimously

c) Approval for Signing Authority:

MOTION: That any two of: President, 1st Vice President, 2nd Vice President, and Executive Director of the Greater Saskatoon Chamber of Commerce have signing authority.

Sanj Singh / Chris Woodland

Carried Unanimously

5. Swearing in of Officers:
Honourable Judge David Arnot swore in:
Jason Yochim as 2nd Vice-President
Tanya Knight as 1st Vice-President
Tony Van Burgsteden as President
6. Presentations:
 - a. Tracy presented new Strategic Plan “Getting to Great”
 - b. Tracy made presentation of the Volunteer of the Year award to Michael Chudoba
 - c. Tracy makes presentation to outgoing Board members: Christian Braid, Debby Criddle, Ainsley Robertson, Gerry Bonsal
 - d. Christian presents President's ring, collage, and portrait to Tracy
 - e. Tracy presents Tony with President’s Gavel
7. Incoming President’s remarks – Tracy Arno

Tony introduced the 2014 Board of Directors:

Tracy Arno	Barry Berglund	Kelly Bode	Bill Cooper
Rich Gabruch	Karl Miller	Tanya Knight	Peggy Koenig
Silvia Martini	Julian Ovens	Kristy Rempel	Sanj Singh
Brian Skanderbeg	Jason Yochim	Tony Van Burgsteden	Chris Woodland

8. **MOTION:** To Ratify the action of the 2014 AGM
Christian Braid / Debby Criddle *Carried Unanimously*
9. Other Business: n/a
10. Adjourn
MOTION: to adjourn
Silvia Martini *Carried Unanimously*



Image Courtesy of Grant Romancia Photography

2014 New Members

7shifts Employee Scheduling Software
A.R.M. Holdings Ltd.
ABA General Contractor Inc.
Alan Auld Canada Ltd.
Alzheimer Society of Saskatchewan
Anne Jane Grieve Consulting
Anthey B O'Niry Custom Building
Apex Performance Consultants Ltd.
Arbutus Meadows Partnership
Atrium Dental Prof. Corp.
Auto Spa and Imports of Saskatoon
AutoLogics Repair
Banda Marketing Group Inc.
Baron, Jennifer
BDM IT Solutions Inc.
Bergman Hardy Technologies Inc.
Black Ink Holdings Corp.
Bonish, Brittany
Bridge City Bookkeeping Inc.
Brooks Barks Wealth Advisory - BMO
Nesbitt Burns
Brownlee Beaton Kreke (Saskatoon)
Ltd.
Canadian Association of Gift Planners
Canadian Breast Cancer Foundation
CBRE Limited
Chem-Dry of Saskatoon
Christensen, Colleen
Chuback Consulting Ltd.
CJM Transport Ltd.
Cobra Industries Ltd.
Cornerstone Insurance Services Ltd.
Costco Wholesale Inc.
CP Technical Services Ltd.
CQ Flooring Ltd. (Central Quality
Flooring Ltd.)
Custom Trenching Ltd.
CUT Casual Steak & Tap
CVBalon Construction Ltd.
Dale Carnegie Training
Dave Tarry Enterprises Ltd.
DCG Philanthropic Services Inc.
Dean Angell Ent. Inc.
Desai, Utsang
Dominion Lending Centres -
Powerhouse Mortgages
Dr. Nael Shoman Medical Professional
Corporation
Dr. Rick Jaggi Medical Professional
Corporation
Dress for Success Saskatoon
Duda, Dr. Jennifer
Dutch Growers Garden Centre Ltd.
East West Heating Inc.
Emergency Response Mgmt.
Consulting
Engineering for Kids
Events Edge Entertainment
FASD Network of Saskatchewan
Federation of Saskatchewan Indian
Nations (FSIN)
Final Draft Co. Ltd.
Firebird Business Consulting Ltd.
FLT Connections
Fortune Minerals Limited
Fourth Avenue Vision Centre
Franklin by Revera, The
Full Throttle Sports & Leisure Inc.
Gabriel Dumont Institute
Geotemps International, ULC
Glacier Refrigeration
Graycon Group
Greenline Electric Inc.
Hear My Heart Books Inc.
High Arc Electrical
Howden Construction
Huang, Haitao
Ian Grove Interior Design Ltd.
Icon Mechanical Corp.
ImageWorx Auto
International Women of Saskatoon
IWS Inc.
IRG Informatics Inc.
ISM Canada
Jakeco Holdings Inc.
JB Performance Training Ltd.
JCP Communications
Jesse Lewis Hypnosis
Just For You Day Spa
L & L Transport Ltd.
Le, Guong Zhou Si
Leanne Nyirfa, Strategic
Communications Counsel
M & A Homes Group Ltd.
Mac & Sons Plumbing & Heating
Maharaj, Jay
Manpower Services of Canada Ltd.
Marcia Geological Consulting Ltd.
Marlet Ventures Inc.
Medallion Pipe Supply
Mike's Hydraulics Sales and Service
Move N Soar
O'Brians Automotive Inc.
Olson & Burke
Original Joes - 8th Street
Picture Perfect Portraits
Pinehouse Medical Clinic
Pinnacle Distribution Saskatoon
Prairie Crane Inc.
Pure Zen Cleaning Solutions
RE/MAX Saskatoon - Sheri Willick
Red Eagle Cellular
Rob Friesen Real Estate P.C. Inc.
Rock Creek Tap and Grill - Betts Ave
Rock Ridge Paintball Games Inc.
Royal Canadian Legion - Nutana
Branch #362
S&S Property Management
Saskatoon Animal Control Agency
Shenouda Headley Derpak Law Group
Showtime Glass Inc.
Small Group of Companies Ltd.
Small, Laura
Snap Fitness Saskatoon
SNC-Lavalin Inc.
Solvason Insurance Group
Space 2 Spare Storage
Sparkle N Shine Cleaning Services
Sphere Management Group
Sterling Homes Ltd.
STRATA Development Corporation
Sun Sign Solutions
Sunrise Foods International Inc.
Synergy Sales Inc.
Tap Communications
Taylor, Tanis R.
Text2Car
Trafco Canada
Trinity Excavating Ltd.
Twisted Goods
Two Fifty Two Boutique
Ukrainetz, Dan
Van Pul, Phil
Vemax Management Canada Inc.
Vern Selinger Contracting Ltd.
Vitalife Health Products Ltd.
W Bridals Inc.
Western Premium Property
Management Inc.
Yastech Development Corp.

Thank you for your support of your Chamber and our community.

Staff

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Roz Macala

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Derek Crang

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Czarina Catambing

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