

# BUSINESS VIEW

Saskatoon and District Chamber of Commerce

## SASKATOON BUSINESSES RELIEVED THAT ISC FEE INCREASE HAS BEEN POSTPONED, BUT MEETING WITH GOVERNMENT OFFICIALS IS CRITICAL

While relieved that a highly damaging fee increase by the province's Information Services Corporation (ISC) has been postponed, members of Saskatoon's business community are seeking a meeting with government officials concerning ISC operations and the dramatic fee increase.

ISC has experienced dramatic cost overruns, system errors and now appears to have abandoned its initial concept of developing an international marketing initiative for ISC services globally. Consequently, users of Saskatchewan's land titles system are faced with a proposal by ISC to recover all cost overruns of this unregulated government monopoly. The now postponed fee increase was going forward, despite ongoing service errors being committed by ISC.

A letter was sent to the Premier on February 7<sup>th</sup>, 2003, requesting a meeting on the issue. In his February 18<sup>th</sup> response, the Premier indicated that Eric Cline, Minister responsible for ISC, would respond to the group. The meeting was requested by representatives of the business community, including the North Saskatoon Business Association, Saskatoon and Region Home Builders' Association, Saskatoon and District Chamber of Commerce, Saskatoon Real Estate Board and the Affordable New Home Development Foundation.

*"In view of recent government experience regarding the need for transparency, the need to meet with the Premier and Minister Cline is critical,"* stated Shirley Ryan, co-chair of Saskatoon's Combined Business Group and Executive Director of the North Saskatoon Business Association.

*"Residential and Commercial construction have been an important engine for a broadened tax base, and employment growth in 2002 and early 2003,"* stated Alan Thomarat, member of the Combined Business Group and Executive

Director of the Saskatoon and Region Home Builders' Association. *"We hope that the government reconsiders its earlier fee structure because such a structure risks housing affordability for first time home buyers and fixed income seniors who are considering changing where they live in view of their changing life circumstances,"* Thomarat continued.

*"At a minimum, the government should undertake an economic impact analysis for the fee increase proposed and report on the viability of ISC export markets prior to implementation of any fee structure change because of the adverse impact these proposed changes could have on growth centres in Saskatchewan,"* stated Kent Smith-Windsor, Executive Director of the Saskatoon and District Chamber of Commerce, and co-chair of the Combined Business Group.

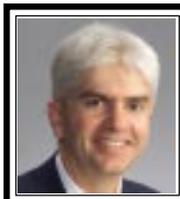
*"The Group continues to be concerned about inadequate service levels and confidence in the ISC system,"* stated Harry Janzen, Executive Officer of the Saskatoon Real Estate Board.

### MARCH 2003

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A VIEW FROM OUR  
PRESIDENT  
*Dan Anderson*

Little could the authors of Saskatoon's motto "Commerce – Industry – Education" have known how profound these words would ring. When the first version of the city's coat of arms appeared in 1913, the City of Saskatoon was barely seven years old and the first building of the University of Saskatchewan had been open for less than a year. Still, the city was at the height of a pre-war economic boom and was quickly defining itself as the commercial hub of a large geographic region.

Saskatoon has experienced some ups and downs since this early economic boom, but our community has continued to prosper on the strength of the three pillars in its motto. A diversified industrial sector has grown out of our resource base in agriculture and mining. Saskatoon companies are world leaders in the production of agricultural and mining implements. The direct and indirect economic benefits mining and agriculture bring to Saskatoon are significant.

A strong business community committed to the welfare of the city and its people has been the hallmark of Saskatoon since its earliest days. Our business people regularly assume leadership positions in important community initiatives advancing the social, cultural and artistic well being of Saskatoon and the surrounding district. One of the most significant initiatives of the past few years is the growing partnership between our business community and our Aboriginal community. Collaboration in the development of Aboriginal business and workforce development initiatives will be essential to our city's continued commercial success in the years ahead, and this is the primary reason why the Chamber sees the advancement of the downtown casino as so important.

Civic leaders of the young city of Saskatoon also clearly understood the importance of education to the well being of our community when they successfully lobbied for a university in 1907. The industrial revolution and many of its inventions had a profound impact on Western society, but none could have foreseen the impact learning and research would have upon the world in the information age. The Canadian Light Source synchrotron has ushered in a new and exciting era of scientific research in Saskatoon that will expand our community's horizons well beyond its geographical confines. Researchers will be drawn to our city from around the world and the impact of discoveries from the University of Saskatchewan will be immense.

Industry, commerce and education in Saskatoon have become truly global. Products, services and technologies from our city travel the world. We live in exciting times, but it will always be the people of Saskatoon and their desire to work together for the betterment of our community that will make us unique.

I am very proud to be leading your Chamber at a time when there are so many clear opportunities available to us, and I assure you that during my year as President, I will do my best to help guide us toward these opportunities and to firmly embrace them.

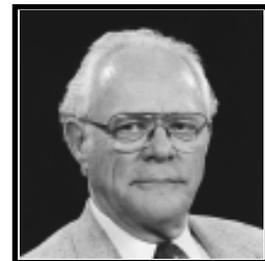
REMEDIES FOR CANADA'S  
AGRICULTURAL HEART

Food for Thought -  
Our Future Beef Industry

by C.M. (Red) Williams, PAg

The time is coming when the Saskatchewan cow/calf industry is going to have to cut bait or go fishing. In this province the beef industry will always be based on relatively small farm herds but the value adding aspects of beef production requires large uniform lots with predictable quality. That begs the question of when producers will start breeding, feeding and marketing cattle in these larger groups that can match what the consumer is demanding.

And even though the cow/calf producers have enjoyed a number of years of good to excellent prices for calves they must know they did this on the backs of the feedlot and grains industries. That wheel will come around some time, as has already occurred with feed prices, and bite the cow/calf producer. Cattle producers need to read the text book of the swine industry which is way ahead in working with the members of their value-chain and removing risk to all player by various contracting approaches.



C.M. (Red) Williams

I hope that the leaders of the beef industry will see fit to work on a Saskatchewan beef plan for the more advanced producers. There are some producers already putting their plans in place. There are also feedlots that have experience in custom feeding and special feeding particular lots of cattle. The processing industry may take some time to adjust to providing branded beef products, but my read is that there are retailers ready to market special Saskatchewan, premium quality beef. I know the provincial government is prepared to play its part and I expect that the Saskatchewan Cattle Feeders and Stock Growers will put their shoulder to the wheel. Now someone just has to shout, "go".

Saskatoon  Shines!

## TAX CUTS APPLAUDED, BUDGET BINGE DECRIED - CANADIAN CHAMBER

The 2003 Federal budget commitments to phase out the capital tax, increase RSP levels, include the resource sector in corporate tax reductions, reform the EI program and cut the Air Security Tax, were greeted positively by the Canadian Chamber of Commerce. However, the Canadian Chamber has labeled the long-term excessive spending increases as a shortsighted plan, ignoring economic uncertainties.

*"We asked for and got some significant action on capital tax, the Air Security Tax, RSP levels, resource sector tax, as well as reform of the EI fund,"* stated Nancy Hughes Anthony, President and CEO of the Canadian Chamber of Commerce. *"These measures are good for the economy and for working Canadians."*

*"Getting rid of capital taxes will boost investment and innovation in Canada,"* added Ms. Hughes Anthony. *"Reforming the EI fund so that premiums collected equal the amount required to fund program payouts is long overdue."*

While the federal budget commits additional funds to those areas that have been identified as priorities for Canadians, and will undertake future program reviews, the Canadian Chamber is disappointed that the government has not done enough to reallocate funds from programs that have already served their purpose to new spending priorities. *"Canadians are left with year-over-year spending increases that are greater than the rate of growth in the economy and could jeopardize our economic prosperity in the long-term."*

The Canadian Chamber noted that these spending increases would restrict Canada's ability to implement future tax reductions and any significant debt pay downs. Servicing the federal debt is still the largest single expenditure for the government.

*"It is wrong for the government to take for granted that our economy will continue to be robust when in fact it is subject to so many uncertainties including global competition, geopolitical events and slow economic recovery in the U.S."* continued Ms. Hughes Anthony.

## BUSINESS VIEW

## CHAMBER PARTNERS WITH TOASTMASTERS

THE SASKATOON AND DISTRICT CHAMBER OF COMMERCE AND THE SASKATOON AND AREA TOASTMASTERS CLUBS are partnered to provide access to Professional Communication and Leadership Skills development. Business members face an endless exchange of ideas, messages and information as they deal with one another and with their customers. How well they communicate can determine whether their company continues to grow and succeed.

Toastmasters provides the tools that enable you to become an effective communicator and leader. Toastmasters training helps you:

- Give better sales presentations
- Hone your management skills
- Work better with fellow employees
- Effectively develop and present ideas
- Offer and accept effective feedback

How does it work? At a Toastmasters club, you learn by doing ~ speaking to groups and working with others in a supportive environment. Each meeting gives club members the opportunity to practice:

- Conducting business meetings
- Giving impromptu speeches
- Delivering prepared presentations
- Offering constructive evaluations

Leadership is an art ~ it takes practice. In Toastmasters, members build leadership skills when they organize and conduct meetings and motivate others to help them. They also learn by participating in club leadership roles and through a Toastmasters leadership development program.

Around the world, over three million men and women of all occupations have benefited from Toastmasters training. Take the first step toward success. Consider joining a Saskatoon Toastmasters club. For more information, visit our website at [www.d42.org](http://www.d42.org). Or phone 652-TALK for information on local clubs. The Chamber and Toastmasters ~ a partnership for success!

### Saskatoon and District Chamber of Commerce - Board of Directors

**President**



Dan Anderson  
MacPherson Leslie  
& Tyerman LLP

**1<sup>st</sup> Vice-President**



Laura Small  
Women  
Entrepreneurs of  
Saskatchewan

**2<sup>nd</sup> Vice-President**



Al Scholz, PAg  
A.N. Scholz &  
Associates Inc.

**Past President**



Lester Lafond  
Lafond  
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Jack Brodsky  
Saskatoon Blades  
Hockey Club



Coni Evans  
Saskatoon City  
Hospital  
Foundation

**CASINO FACT SHEET**

**16 Reasons to support the Saskatoon Tribal Council's \$65 Million investment in Saskatoon**

1. **THE PROJECT:** The proposed new casino would replace the existing Emerald Casino. The project proposes an enhanced destination casino and entertainment centre that would generate numerous social and economic benefits for the Saskatoon region.
2. **DOWNTOWN TRAFFIC FACILITIES:** The proposed casino project includes construction of a six level parking structure. The downtown area now serves over 50,000 people per day between workers and downtown users. A new casino would attract approximately 2,000,000 visitors per year, adding approximately 10% to the current volume of daily downtown users. The increased traffic would easily be absorbed by our city's downtown roadways, which are 50% wider than Calgary's. Downtown Saskatoon businesses would derive considerable benefit from the increased customer base.
3. **EMPLOYMENT OPPORTUNITIES:** The casino would create hundreds of new jobs. SIGA's long-term goal is to staff the casino with 80 % Aboriginal people. These new jobs are desperately needed to increase Aboriginal employment quickly. Additional spin-off jobs in hotels, restaurants, stores, advertising and transportation would also be available to Saskatoon residents wanting to pursue a career opportunity in Saskatoon, rather than moving outside the province. More jobs for our young people are badly needed in Saskatoon.
4. **REVENUE:** The proposed casino would generate more than \$16 million annually in tax revenue for the three levels of government, including in excess of \$1.5 million in property taxes per year for our city. Over \$5 million in additional revenue would be generated for the provincial government annually. This revenue would help reduce taxes for Saskatoon taxpayers by increasing the tax base.
5. **FUNDING FOR CHARITIES:** The proposed casino would benefit many public, private and non-profit organizations in the city. The Saskatoon Tribal Council is committed to providing \$5-7 million annually to local charities from the profits of a successful destination casino. Better funding for charities would help make Saskatoon a better place.
6. **ECONOMIC GROWTH:** The annual payroll would exceed \$22 million. Approximately \$50 million would be spent annually on operating expenses. Construction of the complex and parking structure would cost \$65.5 million. This would be the largest single construction and employment-generating project in Saskatoon since the Synchrotron and the expansion of Mitchell's Gourmet Foods. Previously, the largest downtown project was Midtown Plaza's 1990 expansion valued at \$40 million. These expenditures would quickly result in even more job opportunities for Saskatoon citizens and help build a more vibrant and successful downtown.
7. **FUNDING FOR PRAIRELAND EXHIBITION CORPORATION:** As part of the agreement regarding the closure of the Emerald Casino, the project would provide stable, long-term funding for the Prairieland Exhibition Corporation, in excess of that currently provided by the Emerald Casino.
8. **TOURIST DESTINATION:** A Saskatoon destination casino would be Saskatchewan's largest single tourist attraction. An additional tourist destination in Saskatoon would support our existing array of tourist magnets and make Saskatoon an even more desirable and more competitive tourist destination.

9. **INCREASED TOURISM MARKETING:** Tourism marketing of Saskatoon would be dramatically enhanced with millions of dollars in additional advertising for Saskatoon as a tourist destination. We need to promote Saskatoon with greater frequency to get the word out. Saskatoon is described by many as one of North America's best-kept secrets. Spreading the word takes money.

10. **CONVENTIONS:** More, new and larger conventions would come to Saskatoon as a result of the new marketing support and the strengthened position of the Centennial Auditorium facilities. Many national conference organizers are now demanding casino entertainment as part of their conference package. New conventions and casino visitors would attract 20,000 or more additional hotel room nights, employ even more people and bring more customers to Saskatoon. Exposing Saskatoon to more influential people through increased convention and business visits would help improve airline services and attract even more investment and jobs to Saskatoon.

11. **COMPETITIVE SASKATOON ALTERNATIVE:** Saskatoon competes with Edmonton, Calgary and Winnipeg for tourist and convention dollars. Each has several casinos. Moose Jaw tried to secure a casino for more than 15 years, and finally succeeded. Moose Jaw wanted a casino to create a tourism cluster. Moose Jaw's success in this venture is well known. To be competitive, Saskatoon must offer an alternative. Other cities do not have higher crime rates or higher problem gambling rates because they have casinos, but they benefit greatly from the advantages a casino can bring.

12. **COMPETITIVE ADVANTAGE:** An expanded casino will contribute to the development of a highly competitive convention centre in Saskatoon. Our expanded conference facilities will be competitive with other cities, but will require a much lower property tax funded subsidy than that required to maintain the Edmonton, Calgary or Winnipeg facilities. The difference is that the subsidies required in Saskatoon would annually be millions of dollars less because the facility would be supported by the new casino. This convention facility advantage is unique to Saskatoon, and offers our city a clear competitive advantage compared to other prairie city competitors. As business people, you know that clear, competitive advantages for a business (or a city) do not come along often, and these advantages must be seized to maximize opportunity in order to enhance market position. The Saskatoon and District Chamber of Commerce and casino supporters want our city to gain market position and not give the market share, taxes and jobs that this development would produce to competing cities.

13. **EXPANDED ENTERTAINMENT OFFERINGS:** Expansion of the entertainment offerings and facilities at the Centennial Auditorium will be feasible only because of the casino expansion. Visitors would be offered even more reasons to come to Saskatoon, more frequently and for longer stays. The expanded entertainment offerings would add to the quality of life in Saskatoon.

14. **MORE CUSTOMERS:** An expanded entertainment casino would offer more jobs, an expanded tax base, more marketing dollars for Saskatoon, a better competitive position for Saskatoon, and more and better entertainment for our citizens and guests. This all means more customers for Saskatoon. More customers produce more profits and more opportunities in Saskatoon.

15. **ENTERTAINMENT DOLLARS:** Casino gaming has become an entertainment of choice for many people in Saskatoon and Saskatchewan. Thousands of Saskatoon citizens seeking gaming entertainment are currently pursuing opportunities outside of Saskatoon. An expanded improved casino would keep more of these entertainment dollars in Saskatoon, and draw additional entertainment dollars into the city.

16. **THE CONSUMER'S CHOICE:** Those who do not support gambling can choose not to go to this expanded entertainment-based casino. Those who enjoy entertainment gaming should not be prevented from using an expanded and improved gaming entertainment facility. As with other goods and services, the choice should be left to the consumer.

**Saskatoon and District Chamber of Commerce - Board of Directors**



Ted Farr  
Rawlco Radio



Alan J. Felix  
Nu-Fab Burton  
Limited  
Partnership



Marion Ghiglione  
Handy Special  
Events



J. Blair Knippel  
Deloitte &  
Touche LLP



Ron B. Kocsis



Asit Sarkar  
U of S - College  
of Commerce

# SECURITY AND THE BUSINESS COMMUNITY - A CROSS-BORDER CHECKLIST

Following September 11, 2001, the business community worked closely with the Canadian and U.S. governments to strengthen border security and ensure efficient trade access. With the implementation of the Manley-Ridge Smart Border Declaration and its 30-point action plan, a smart border is being built, using state of-the-art-technology to expedite the flow of low-risk people and goods, while providing effective security.

Today, some eighteen months after 09/11/01, Canadians find themselves in an environment of growing uncertainty and conflict. While businesses cannot protect themselves from every potential threat, they can (and must) lessen its risks considerably. Each business and company knows its own operations best and hence can take steps appropriate to its own situation. Outlined below are some general points and approaches that you may find useful to safeguard your operations and employees, as well as contributing to a higher level of Canada-U.S. security.

### A CHECKLIST FOR YOUR BUSINESS OPERATIONS

- **Securing Business Networks**

- ✓ Review the security of company facilities and operations, especially the security of loading facilities and transportation vehicles. An audit of security practices throughout the supply chain may be worthwhile.
- ✓ Discuss with your supply chain partners (Canadian & U.S. customs brokers, U.S. customers/partners), strategies for minimizing business vulnerabilities and maximizing security.
- ✓ Ask your customs broker to clarify your responsibilities versus theirs for cross-border movement of goods.
- ✓ Upgrade software/hardware to prepare for an era of electronic manifest documentation.
- ✓ Use reputable freight forwarders and transportation companies and regularly review with them their security procedures when carrying your company's goods.

- ✓ Ask your carrier and your purchaser if they are enrolled in C-TPAT/FAST. Through these programs, carriers and importers are offered expedited clearance processes at the busiest border points.
- ✓ Re-evaluate geographic location - consider if all employees and IT infrastructure need to work in one location.

- **The Role of Employees**

- ✓ Know your employees - government programs and many customers will demand thorough security checks for all employees. Ensure that employees have the proper documentation for crossing borders.
- ✓ Educate your employees about the security imperative and every individual's role in ensuring that security is assured at all stages of production and transportation.
- ✓ Train your employees - schedule periodic training and drills in crisis response, including protection and evacuation procedures.
- ✓ Ensure employees understand the need for carefully completing customs documentation and its role in assuring security.
- ✓ Empower people to be part of the risk-management system - set up an employer-employee committee to deal with all aspects of security and have a company and facility-specific security plan, with responsibilities clearly defined for all employees.
- ✓ Implement crisis communication capabilities - set up a system that will allow the firm to be able to quickly deploy messages to all employees in order to deal with or prevent a security threat.
- ✓ Inform employees about the risks of travelling and doing business abroad.
- ✓ Report suspicious events or irregular activities to the local police and Canadian Customs and Revenue Agency (CCRA) staff.

- **Preparing for Disruptions**

- ✓ Have a backup plan for border crossings, including options for other transportation modes.
- ✓ Validate any rumours about long border delays by checking the CCRA or U.S. Customs Web sites.

*Source: The Canadian Chamber of Commerce*

### Saskatoon and District Chamber of Commerce - Board of Directors



Vlatka Tustonic  
TRLabs



Cliff Wiegiers  
Wiegiers  
Financial



Arlene Wiks  
CIBC



Ken Wood  
Saskatchewan  
Place

#### Aboriginal Opportunities



Ron Rivard

#### Agribusiness Development

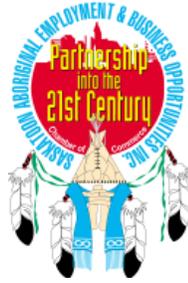


Joanne  
Thompson  
Deloitte &  
Touche

**Saskatchewan Aboriginal Employment  
& Business Opportunities Inc.**

**Online Aboriginal Career Centre:**

- Free resume database
- Online job postings
- Training opportunities
- Resource centre



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

**Online Access to New Employees!  
Free Job Listing Service!**

[www.saskatoonwork.com](http://www.saskatoonwork.com) is the local portal to jobs in Saskatoon. It's the official web site of the Saskatoon Labour Market Committee (SLMC) and links directly to SaskNetWork/SaskJobs, and other major Saskatoon job listings. It will link employers to SaskJobs where they can post their job openings. Hundreds of job seekers per day will view your job posting. Check it out on line. If you have questions or need more information, call Derrel Friesen of SLMC at 933-6279.

**We Strive to Exceed Your Expectations!**

Our consultations in Organizational Development, Career Transition, HR Consultancy, Personal and Family Counselling are designed to enhance your **Performance, Prosperity and Peace.**

**Cardwell Human Resources**  
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#200, 333 – 25<sup>th</sup> Street East Saskatoon SK S7K 0L4

**BUSINESS VIEW**

**WHAT IF YOU HAD A SERIOUS  
ILLNESS ... AND SURVIVED?**

One in four Canadians faces a serious illness before age 65. How would it affect you? Your family? Your Bank Account? That's why more and more people are turning to critical illness policies, relying on lump sum benefits that pay for serious medical conditions.

Now your company can get Critical Illness protection as a group benefit through the Chambers of Commerce Group Insurance Plan. The Chamber's Plan Critical Illness option covers owners and employees up to age 65. Benefits are payable on a first diagnosis of one of eight conditions which include: Heart Attack, Coronary Bypass, Stroke, Most Cancers, Kidney Failure, Paralysis, Blindness and Deafness.

Critical Illness is the latest option in the wide range of coverages available to you under the Chambers Plan. Your firm selects the coverage you want to fit your budget starting with Group Life Insurance. From there you choose the level and breadth of coverage under the other benefits available such as health and dental or income replacement.

If you ever face a significant health concern in the future, the last thing you need is financial worries about your income, the cost of home renovations and medical equipment, or medical and drug expenses. So make the smart choice: a solid group insurance plan including Critical Illness benefits.

For further information contact:

**Mike Lothian**

Chamber's Group Insurance Representative

Wiegers Financial & Insurance Planning

Phone: (306) 244-0949

E-mail: [michael.lothian@wiegersfinancial.sk.ca](mailto:michael.lothian@wiegersfinancial.sk.ca)

**Saskatoon and District Chamber of Commerce - Committee Chairs**

**Celebrate  
Success**



Laura Small  
Women  
Entrepreneurs

**Future  
Opportunities**



Ron B. Kocsis

**Government  
Affairs**



Co-Chair  
Jack Brodsky  
Saskatoon  
Blades

**Government  
Affairs**



Co-Chair  
Coni Evans  
Saskatoon City  
Hospital  
Foundation

**Health  
Opportunities**



Dave Dutchak  
MD Ambulance

**Knowledge  
Industry**



Co-Chair  
Asit Sarkar  
U of S-College  
of Commerce

**Knowledge  
Industry**



Co-Chair  
Ted Farr  
Rawlco Radio

**Transportation**



David Spearin  
Logistics  
Marketing Serv.

**"Chamber on Business" Luncheons**

**Nola Joorisity**

CEO, The Institute of Chartered Accountants of Sask

Wednesday, March 19<sup>th</sup>, 2003

**"Saskatchewan Check-up:**

**Saskatchewan as a Place to Live, Work & Invest"**

The Willows Golf & Country Club

**Dr. Brian Lee Crowley**

President & Director, Atlantic Institute for Market Studies

Monday, March 24<sup>th</sup>, 2003

**"THINK DIFFERENTLY SERIES"**

**"Why Romanow is No Solution: Where Health  
Care is Really Headed in Canada"**

The Heritage Inn

**Peter MacKinnon**

President, University of Saskatchewan

Wednesday, April 2<sup>nd</sup>, 2003

**"State of the University Address"**

Centennial Auditorium

**Tim Gitzel**

President & CEO, Cogema Resources Corp.

Wednesday, April 16<sup>th</sup>, 2003

Quality Hotel

**"OPPORTUNITY CREATOR SERIES"**

**"Business Building the Opportunity Base  
in Saskatoon in Saskatchewan"**

**Elwin Hermanson**

Saskatchewan Party Leader

Wednesday, April 23<sup>rd</sup>, 2003

The Saskatoon Inn

**Gerald Grandey**

President & CEO, Cameco Corp.

Wednesday, April 30<sup>th</sup>, 2003

Sheraton Cavalier Hotel

**"OPPORTUNITY CREATOR SERIES"**

**"Business Building the Opportunity Base  
in Saskatoon in Saskatchewan"**

**BUSINESS VIEW**

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

Friday, March 7<sup>th</sup>, 2003

Western Development Museum

Reception: 6:00 pm ... Dinner: 7:00 pm

AGM: 8:00 pm ... Dance to follow

Come join us for the kick-off to  
**our 100<sup>th</sup> Anniversary**



**May 13<sup>th</sup>, 2003**

Saskatoon Centennial Auditorium

Cocktails 6:00 pm

Dinner 7:00 pm

Awards 8:00 pm

Tickets:

\$90 + GST / person

\$700 + GST / table of 8

For more information contact the Chamber @ 244-2151

**PRESIDENT'S**



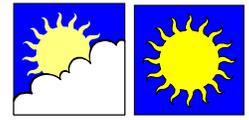
Tuesday, June 10<sup>th</sup>, 2003

Moon Lake Golf & Country Club

Shot Gun Start: 1:00 pm

Sponsor a Hole  
Sponsor a Prize  
or Golf a Round

For more information  
call (306) 244-2151



### INVESTMENT WATCH

#### SOURCE OF INFORMATION

Popularity of sources of investment information for Canadians

Banks	44%
Financial Planners	40%
Internet	26%

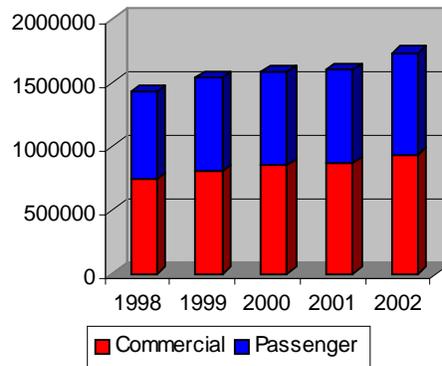
What information investors are looking for:

Product Type	67%
How much to contribute	29%
How to contribute	20%

Source: MSN.CA survey of 1,600 Canadians over the age of 18

### TRANSPORTATION WATCH

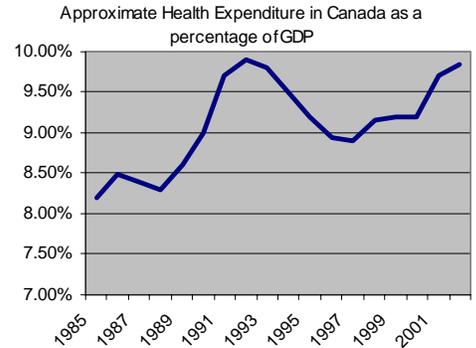
#### NEW MOTOR VEHICLE SALES



Source: Statistics Canada

### HEALTH WATCH

#### EXPENDITURES



Source: Statistics Canada

#### RRSP CONTRIBUTIONS

Method of contributing:

Lump sum deposits	50%
Bank account transfers	39%
Paycheque deductions	27%
Loans	18%

Source: MSN.CA survey of 1,600 Canadians over the age of 18

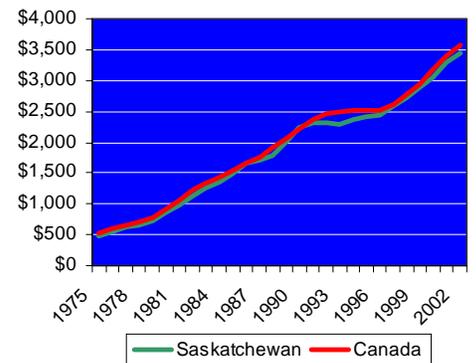
#### CAPITAL EXPENDITURES

Total Public and Private capital expenditures in Canada in 2002

	\$ millions
Air Transportation	3,734.20
Rail Transportation	1,068.60
Water Transportation	158.00
Truck Transportation	1,231.00

Source: Statistics Canada

#### EXPENDITURES PER CAPITA



Source: Statistics Canada

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

#### Size Matters

... help others connect with us

Tell your business associates about the work of the Chamber of Commerce.

Refer your leads to:

**Jeff Sharp**

Membership Director

Phone: (306) 664-0702

E-mail: jsharp@eboardoftrade.com

OR

**Denise Winslow**

Project Director

Phone: (306) 664-0713

E-mail: dwinslow@eboardoftrade.com

Fax: (306) 244-8366

#### BUSINESS VIEW

is the official publication of the **Saskatoon and District Chamber of Commerce**

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