

# Annual Report

## 2003 - 2004



**The Winnipeg Chamber  
of Commerce**



# The Chamber

## Our Mission

To foster an environment in which Winnipeg business can prosper

## Our Vision

*Winnipeg, at the centre of North America...*

- a cost-competitive, technologically innovative city with a skilled labour force and modern infrastructure to support existing and emerging industries
  - a city where citizens take personal responsibility for and pride in community development
  - a city with a bright economic future

## Our Role

**Public Policy Influence** - initiate and effect change in government policy and practices to support a growing and thriving business community

**Member Business Support** - provide programs and services that create a competitive advantage for individual business members

**Community Leadership** - serve as a catalyst for a healthy and prosperous community that offers a strong foundation for business location and expansion



100-259 Portage Avenue  
Winnipeg, Manitoba R3B 2A9

Tel: 944-8484

Fax: 944-8492

Email: [info@winnipeg-chamber.com](mailto:info@winnipeg-chamber.com)

Web: [www.winnipeg-chamber.com](http://www.winnipeg-chamber.com)

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# Chair's Report

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This past year has seen some significant achievements for Winnipeg and its business community. Some obvious signs of success are the cranes and construction crews dotted around the city. However, there are some not-so-obvious activities taking place behind the scenes that hopefully will have just as great an impact at improving the business environment in Winnipeg.

The Winnipeg Chamber of Commerce works hard to make sure that all levels of government are aware of the viewpoints of the business community. In order to do that, The Chamber meets on a regular basis with civic, provincial and federal government representatives to outline our position on areas of public policy that impact businesses and our community. These include taxation, labour, the environment, transportation, advanced education, defense, and trade. These are varied areas but they all have an impact on the local economy and the well being of the citizens of Winnipeg.

A perfect example of The Chamber's commitment to bettering our business environment occurred this past March in Ottawa. The Chamber led a delegation of over forty business leaders including Premier Gary Doer and Mayor Glen Murray to

meet with numerous Federal ministers and officials. The purpose of our mission was to quash rumors about the possible closure of 17 Wing, lobby on the merits of Winnipeg playing a lead role in Canada's new public health agency and urging the Federal government to move forward with a new deal for cities. I am pleased to report that The Chamber was able to make headway on all fronts.

One of the bigger issues The Chamber dealt with this year was the new deal proposal as put forth by former Mayor Glen Murray, which was studied and debated for many months by all citizens. In response to the original proposal, The Chamber put together a task force and developed policy recommendations for improvements to the original proposal. Several of our suggestions such as efficiency assurances and ensuring the deal was revenue neutral were included in the revised proposal. The Chamber strongly believes that cities cannot be held solely responsible for infrastructure and we need to see decisive action taken on this issue. The infrastructure deficit is not just a municipal issue - it is a provincial and federal issue also.

Another highlight of the past year was the launch of The Chamber / Meyers Norris Penny Manitoba Business Leaders Index. This comprehensive

Manitoba-wide business leaders survey, conducted by Probe Research Inc, provided quantitative research into the issues affecting businesses in Manitoba. These results have played a key role in determining the focus and policy direction of The Chamber.

The commitment to The Chamber and the achievement of its goals is evident from the outstanding efforts of employees, under the leadership of President Dave Angus. The time and effort expended by our volunteer Board members and committee members clearly demonstrates the community commitment to The Chamber and its objectives. On behalf of the membership, I would like to thank the volunteers and the staff for their continued dedication.

And finally, thank you to all The Chamber membership. Your continued support of The Chamber truly makes us the "Voice of Business" in Winnipeg.



Catherine Kloepfer  
Chair of the Board  
2003-2004



*Chamber Chair Catherine Kloepfer with Prime Minister Martin and Chamber President & CEO Dave Angus*

*Top: Catherine Kloepfer lobbying in Ottawa*



# President's Report

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Everything seems to be growing at The Chamber...except for me. The membership growth that the organization has experienced over the last few years is a testament to the dedication of our many active volunteers and the tenacity of our sales team.

It is important that we do not rest on our laurels and continue to implement new initiatives and programs that serve to enhance the value we deliver to our members. We have already developed a whole series of new elements that will be added to the Chamber value proposition for next year and we can't wait to get started.

As I look back at last year, I see many highlights. From our Ottawa mission to the New Deal influence, to business tax policy and debate, to the New Ambassadors events, our Chair Catherine Kloepfer was instrumental in leading the organiza-

tion through a year of achievement. As a Chamber we were more responsive to current issues, we provided better research into all areas of our policy, and developed strong relationships with both our members and our political decision makers.

We have great leadership, a great Board, and wonderful members to work with to help make this the best City in which to do business. It may not be appropriate but I have to commend our staff. I have the privilege of working with a tremendous group of individuals that are committed to seeing all of our members and member companies succeed. That is our mission.

Dave Angus  
President & CEO

# Board of Directors



**Seated (l to r):**

Dave Angus (*Winnipeg Chamber of Commerce*)  
 Robert Kreis (*Superior Chem-Dry*)  
 Catherine Kloepfer (*KPMG*)  
 Philip Sheps (*Pitblado*)  
 Cathy Nieroda (*EDS Canada*)  
 Philip Axelrod (*Ceridian Canada Ltd.*)

**Standing (l to r):**

Tom Bryk (*Cambrian Credit Union*)  
 Martin Trudeau (*Chambre de Commerce francophone de Saint-Boniface*)  
 Harry Mardon (*Manitoba Chambers of Commerce*)  
 Robert Dolyniuk (*Manitoba Trucking Association*)  
 Stuart Duncan (*Destination Winnipeg*)  
 Jeffrey Hartry (*Cangene Corporation*)  
 Debbie Hendsbee (*Wardrop*)  
 Helen Halliday (*Delta Winnipeg*)  
 Larry McIntosh (*Peak of the Market*)  
 Walter S. Hill (*Barrett-Hill Inc.*)

**Missing:**

Trevor Sprague (*Pricewaterhouse Coopers*)  
 Robert Gabor (*Aikins, MacAulay & Thorvaldson*)  
 Carole Vivier (*Manitoba Film and Sound Recording Development Corporation*)  
 Marilyn Houston (*The Houston Personnel Group*)  
 Dennis McKnight (*Smart-tours.com*)  
 Robert Cuninghame (*Cunningham Business Interiors Ltd.*)  
 Larry Leiter (*Boeing Canada*)  
 Jose Rueda

# Chamber Staff



**Seated (l to r):**

Karen Weiss  
 Devon Kashton  
 Dave Angus  
 Cheryl Baldwin  
 Chuck Davidson

**Standing (l to r):**

Tanya McCartney  
 Brenna Suarez  
 Ellen Kornelsen  
 Catherine Holder  
 Christy Bangen  
 Crystal Laborero  
 Erin Gudmundson  
 Sarah Piercy  
 Jaime Richard  
 Art Alexander

**Missing:**

Lisa Newcombe  
 Kristine McGhee

# 2003-2004 Annual Report



Catherine Kloepfer is sworn in as Chair of The Chamber

## 2002-2005 Chamber Strategic Plan

### Realizing Winnipeg's Global Opportunity

*"As The Winnipeg Chamber of Commerce looks ahead, we recognize that it is time to elevate our sights. We must adopt a whole new vocabulary as a community and replace words like stagnant, middle-of-the-road and 'have-not' with dynamic, world-class and vibrant. The Winnipeg Chamber can play a key role in changing the mindset of Winnipeg, and it begins with the development of our strategic plan."*

- Opening statement from  
2002-2005 Strategic Plan

### Public Policy Influence

One of the many roles of The Winnipeg Chamber of Commerce is to provide public policy influence. Through volunteer driven committees The Chamber has initiated and effected change in government policy and practices to support a growing and thriving business community.

### Taxation

In the past year The Winnipeg Chamber of Commerce, in partnership with Meyers Norris

Penny, established the first ever Manitoba Business Leaders Index (MBLI). The MBLI, a comprehensive, Manitoba wide business leaders survey conducted by Probe Research Inc., discussed business and all of its concerns in Manitoba and what could be done to help Manitoba businesses grow, and to quantitatively determine what is hampering growth of Manitoba business.

The Manitoba Business Leaders Index revealed a number of unpleasant facts:

- Fifty percent of respondents disagreed that Manitoba's business climate is competitive with other provinces, compared to only 21% who agreed. Large companies based in Winnipeg were most likely to view the business climate as uncompetitive.
- Further, 60% of those surveyed vehemently or moderately disagreed that the provincial government's economic development efforts are helping to grow the Manitoba economy.
- Twenty-five percent of Manitoba business leaders reported a lack of qualified staff as a constraint to their economic growth. According to the survey, labour shortages in general are mentioned as the biggest challenge that Manitoba business leaders are facing.

The Chamber intends to launch the second MBLI during the fall of 2004.



*The Mayoral By-Election Forum [Spring 2004]*

As was revealed in the MBLI, government taxation and spending continues to be a top concern among business leaders, and has become of paramount concern to The Chamber of Commerce Taxation Committee. The Chamber's civic, provincial and federal pre-budget recommendations focused around the need for tax relief and a competitive fiscal climate for Winnipeg as a means to stimulate growth in jobs, population, and community wealth.

A meeting was held with the Government of Manitoba's Department of Finance and specifically with Minister Selinger, to discuss The Chamber's 2004 Pre-Budget Submission in which personal and corporate tax relief were the key issues discussed. The Chamber also expressed concern over the lack of competitive measures offered by the Government of Manitoba and an impending budget deficit. Government levels of spending and the lack of tax reductions were also raised during individual meetings with key provincial Ministers. Further lobbying regarding the balance and status of the Fiscal Stabilization Fund was created through new Taxation Committee policy. Removing education funding from property taxes was also noted in The Chamber's pre-budget submission and in meetings with provincial education Ministers. Additional emphasis was placed on better marketing of the SR&ED tax credit to Manitoba business, on behalf of both the Federal and Provincial governments.

Federally, The Chamber continued to work through our national body, The Canadian

Chamber of Commerce, to effect positive change in federal government policy. The Winnipeg Chamber of Commerce endorsement of The Canadian Chamber of Commerce's 2004 Federal Budget Submission was delivered to Finance Minister Ralph Goodale. Local reaction to the 2004 Federal Budget was provided almost exclusively by The Winnipeg Chamber of Commerce, in part through our CJOB/68 radio program *The Winnipeg Business Report* heard Tuesdays from 8:00-9:00 p.m.; members of the media were also invited to The Chamber to get reaction on the Federal Budget as it was being delivered.

At City Hall, The Chamber's position on the New Deal received positive public acclaim for its balanced, comprehensive and revenue neutral approach. In collaboration with the City and its efforts to reduce the level of and its noted over-reliance upon property taxes, The Chamber championed the need for a national plan and new fiscal framework for Canada's cities.

During the recent Mayoral election, The Chamber was encouraged that the majority of the candidates championed The Chamber's seven-year plan to eliminate the City of Winnipeg's Business Tax. Current Mayor Sam Katz has indicated that scrapping the Business Tax is one of his main priorities. The Chamber will continue to press Mayor Katz to ensure this vision is realized.

### **City Image**

The image people have of the City of Winnipeg continues to be an issue that The Chamber



*Dave Angus presents the first ever Manitoba Business Leaders Index (MBLI)*

believes must be addressed. According to The Chamber/Meyers Norris Penny Manitoba Business Leaders Index, 51% of respondents disagree that Winnipeg's image is steadily improving. Only 26% of business leaders believe that our image is improving; this means there is much work to do.

The Chamber continues to work towards improving the image of the City of Winnipeg. Efforts over past years have included strategic image campaigns, initiatives designed to improve Winnipeg's collective image, and local work to better understand, and thus reflect Winnipeg's image to Canada and abroad.

The Chamber recently participated in establishing a branded images inventory, in partnership with Destination Winnipeg and a number of other organizations committed to improving Winnipeg's image. The inventory would both visually and textually identify Winnipeg to Canada and the world.

The three-phase plan to improve the travel route from the Winnipeg International Airport to the downtown is well underway, and current talks continue to find solutions to the visual appearance of land along the 'Image route' and beautification measures to improve the route. As well, talks with the Taxi Cab board were optimistic in identifying Winnipeg's taxi cab drivers as the Cities' first ambassadors; additional talks will ensue in the future. In addition The Chamber has launched the New



*Gail Asper shares her passion for the Arts & Winnipeg*

Ambassadors program to ensure members are aware of the work being done by The Chamber as well as to learn more about what is happening in the City of Winnipeg.

The City Image Builder Award program has established a list of individuals, whose contributions have served to advance a positive image of Winnipeg; the Image Award will be handed out to a worthy citizen in the near future.

Early in 2003, Gail Asper spoke at a Chamber membership lunch on the impact of the Arts and Winnipeg; she noted the work The Chamber had done, benefiting Winnipeg's image, and highlighted the need for a strong, consistent and positive message to accurately reflect Winnipeg's image. She called upon all members present to become both patrons and ambassadors of the arts and cultural scene in Winnipeg, to preserve its heritage and allow for continued growth, as there is truly nothing like Winnipeg's arts and cultural scene anywhere else in Canada.

## **Workforce**

One of the biggest challenges facing the business community is ensuring we have a skilled workforce, which allows business to both compete and prosper. According to The Chamber/Meyers Norris Penny MBLI, more than 64% of Business Leaders



*Construction represents the beginning of downtown revitalization*



in Manitoba have had difficulty finding qualified new employees with relevant skills. The majority of those business leaders indicated improving workplace training and professional development was the most effective way to address the shortage in skills. There was also a strong reaction to the need for expanded private sector links to universities and colleges.

Much research, development and planning work has gone into the creation of The Chamber University concept; business plans have been formulated and incoming Chair, Philip Sheps, is committed to realizing the Chamber University concept. The idea for a Chamber University concept is one that has been diligently worked towards by members of the Workforce Committee for the last few years; continued efforts to realize this groundbreaking idea have the support of The Chamber's Board of Directors, Chamber CEO Dave Angus, and Workforce Chair Brendan Nagle.

Ongoing work to formalize a partnership between The Chamber and Red River College continues; the partnership would echo the successful Chamber Scholarship program instituted with The University of Manitoba last year. The post-secondary institution partnerships aid to better serve local business workplace requirements, while better utilizing existing skills of graduates and future students.

One of the highlights of 2003/2004 for the Workforce Committee was the creation of

Leadership Winnipeg, in partnership with the Volunteer Centre of Winnipeg. Leadership Winnipeg is a unique initiative, which seeks to provide both the motivation and capacity for future leaders to grow and fully accept the challenges before them, regarding community leadership. 26 committed individuals have been accepted into the program, which begins in the Fall of 2004, and intend to make it yet another Winnipeg success!

### **Investment Capital**

Another impediment to businesses looking to expand and grow in Manitoba is the availability and accessibility of capital. According to The Chamber/Meyers Norris Penny MBLI, only 31% of business leaders believe their company would be able to access local capital for future growth and expansion if it were needed.

The Chamber has been diligently working, in concert with other agencies within Winnipeg, to try and solve this issue. An "Invest Winnipeg" event is planned for Fall 2004 in collaboration with Destination Winnipeg. The event will facilitate meetings between investors and entrepreneurs seeking capital.

The comprehensive inventory of available investment capital pools, service providers and additional investment resources is still underway, but when



Bill Loewen accepts "Innovator of the Year Award" from CanWest Global's MonteGraham



Local experts speak to the recently enforced PIPEDA

complete, the inventory will be accessible to members on The Chamber website.

Discussion concerning equity taxes in Manitoba continued, as did the debate concerning the regulatory environment of Canada securities industries. A strong piece of taxation and investment capital policy was drafted earlier this year by the Investment and Taxation Committees; increasing both the awareness and functionality of the SR&ED Tax Credit was put forward to the Manitoba Chambers of Commerce this year. Within the policy, it was noted that The Chamber requested all levels of government take better ownership of boosting all levels of investment capital, particularly in Manitoba.

## Technology & Innovation

In today's ever-changing world, business leaders understand that keeping up with the latest in technological developments is crucial to remaining competitive. In fact according to The Chamber/Meyers Norris Penny MBLI, 60% of business leaders planned to invest in new technologies over the past year.

Seven years ago The Chamber introduced the Innovation Awards to recognize progressive local individuals and firms that have demonstrated leadership and vision in harnessing the power of tech-

nology to become world class businesses. This year the awards were handed out at the "Building an Innovative Society Conference", held this past spring at the Fort Garry Hotel. The Chamber chose TelPay Inc. as the recipient of the 2004 Innovator of the Year Award. Based in Winnipeg, TelPay not only pioneered Canada's 'bill payment by phone' system back in 1985, TelPay is also the first company to provide individuals and business with a cost-effective method for transferring money and making e-payments to anyone inside Canada.

Other recipients of Winnipeg Chamber of Commerce Innovation Awards were:

- Emerging Information Systems Inc (EISI), and
- International Institute for Sustainable Development (IISD)

The 2004 Conference was an overwhelming success with international speakers headlining the event; key themes discussed centered around access to capital to facilitating innovation and better utilizing post-secondary institutions as a means for both research and patenting opportunities.

This year marked the beginning of the Technology and Innovation Speaker Series. The first event was sold out and featured local experts speaking to the recently enforced PIPEDA. As well, The Chamber, with thanks to PITBLADO Barristers and



*Winnipeg Airports Authority CEO Barry Rempel speaks at a Chamber membership luncheon*

Solicitors, posted The Winnipeg Chamber of Commerce Privacy Policy, in full compliance with applicable privacy legislation, including Canada Personal Information Protection and Electronic Documents Act [PIPEDA].

## Transportation & Logistics

The Chamber's Transportation and Logistics Committee has been working in partnership with Destination Winnipeg on a Winnipeg-based transportation, distribution and logistics strategy. The strategy aims to identify and eliminate the barriers to one of Winnipeg's largest and most flourishing industries.

Work earlier this year resulted in The Chamber and the Winnipeg Airports Authority lobbying the federal government to reduce the rents of Canadian airports allowing them to grow and better serve the local economies they serve 24 hours a day. The message was put forward on behalf of a number of Canadian airports and The Canadian Chamber of Commerce. The Chamber also drafted a letter of support to the Federal Minister of Transport regarding the establishment of air cargo transshipments at the Winnipeg Airports Authority. The Chamber also called for the elimination of the Air Travelers' Security Charge and the elimination of the special federal excise tax on aviation fuel.



*Catherine Kloepfer accepts print from Barry Rempel of Winnipeg Airports Authority*

Members of the Transportation and Logistics Committee also provided valuable and specialized input in the formation of The Chamber's policy position on The City of Winnipeg's New Deal. Further policy assistance was provided concerning the proposed re-routing of trucking and logistics vehicles from Plessis Road.

As well, The Chamber and its Military Affairs Committee and Transportation and Logistics Committee took part in the recent mission to Ottawa. The Committees successfully lobbied Defence Minister David Pratt to keep 17 Wing air-base in Winnipeg following rumors that the Canadian military was considering closing air force bases in four cities, including 17 Wing in Winnipeg.

The Chamber recently hosted Winnipeg Airports Authority CEO Barry Rempel as a membership luncheon speaker, where information concerning the growth and expansion of the Winnipeg Airports Authority was unveiled to Chamber members.

## Biotechnology

Increasing the profile of the biotechnology industry in Manitoba was a key goal of The Winnipeg Chamber of Commerce over the past year. In an effort to achieve this, The Chamber led a mission to Ottawa that included the Premier of Manitoba,



Dr. Brian Postl



Mayor Murray presents "Newer Deal" to membership

the Mayor of Winnipeg and business leaders to lobby for the placement of the Government of Canada's National Centre for Disease Research to be headquartered in Winnipeg.

The Chamber also took part in a mission to Minneapolis this summer where lobbying concentrated on growing local biotechnology business. The Biotechnology Committee had the opportunity to meet early in the lobbying year with the Investment Capital Committee, where discussion centered on access to capital and capital taxation environments within Canada and Manitoba. Collaboration with the Taxation Committee, to draft the SR&ED tax policy piece, was finalized in late December.

Dr. Brian Postl, CEO of the WRHA, spoke at a fall 2003 membership luncheon to a full audience, on the opportunities within Manitoba's emerging Biotechnology sector. Dr. Postl spoke to the potential for 'health technology partnerships' within the WRHA and Manitoba based industry.

### New Media

The development of a New Media Strategy for Manitoba continues in earnest; research, development, collaboration, and promotion have all ensued with the New Media Committee. Both the

Committee and members of the New Media sector in Winnipeg recognize the need for a strategy to better the route for growth for one of Winnipeg's fastest growing sectors.

Industry Canada officials, members of The Chamber and members of alternative New Media organizations have diligently been pursuing a collaborative strategy for this emerging sector, and intend on creating a comprehensive document designed to let the sector flourish.

An 'art and new media' reception event was hosted at the Winnipeg Art Gallery the evening before the "Building an Innovative Society Conference" in the spring of 2004. The event showcased the synergies between both the arts and the new media sectors in Winnipeg.

### Government Relations

Over the past year, The Chamber has continued to meet on a regular basis with politicians at all levels of government in an effort to form positive relationships. One of the many roles of The Winnipeg Chamber of Commerce is providing a strong business voice to issues that impact business. Through volunteer driven committees, The Chamber has initiated and effected changes in government policy and practices to support a growing and thriving business community in



*Rey Pagtakhan speaks at a Chamber Membership Luncheon*



*The Chamber outlined a process that addresses concerns in regards to the floodway expansion project*

Winnipeg. The following are some of the issues The Chamber has dealt with over the past year.

### **New Deal**

After extensive public debate, Winnipeg Mayor Glen Murray released the details of his revised "New Deal" which proposes the Federal government transfer two thirds of 1 per cent of the GST collected in Winnipeg to the city to fund infrastructure. As well the Provincial government is being asked to transfer six cents of existing provincial fuel tax collected in Winnipeg to the city. The Chamber considers the New Deal a good 'first step' as the Mayor has followed the principles that were laid out by The Chamber.

### **Airport Rent**

The Chamber urged the Federal Government to drastically reduce the rent paid by airports in Canada to the government. The Chamber also called for the elimination of the Air Travelers' Security Charge and the elimination of the special federal excise tax on aviation fuel.

### **Rainy Day Fund**

The Winnipeg Chamber of Commerce in its annual pre-budget submission called on the Province's Minister of Finance to more clearly define the acceptable uses of the Fiscal Stabilization Fund (FSF) to ensure that it is consistent with its original purpose.

### **Entrepreneur Tax**

The Winnipeg Chamber of Commerce was disappointed that the Doer government refused to reveal any details of their economic vision for the province in the most recent Provincial Budget, and in fact have taken measures which could stifle growth. The Chamber also expressed concerns with a new "Entrepreneur Tax" that the Doer government introduced in the Budget. Effective July 1, 2004, Retail Sales Tax will be applied to certain legal, accounting, architectural, engineering, security and private investigation services.

### **Floodway Expansion**

The Chamber outlined a process that addresses the concerns raised by the Manitoba Floodway Authority, the provincial government and industry stakeholders in regards to the floodway expansion project and is hopeful it can be used as a template so that construction of the floodway can begin. In its proposal, The Chamber addressed how issues such as cost certainty, wages, safety, working conditions, labour peace and job-training requirements can be undertaken through the implementation of a project framework process prior to the open tendering process.

### **Workers Compensation Act Review**

The Chamber made a presentation to the Workers Compensation Act Review Committee, which is looking at the Act for the first time in more than 20 years. The Chamber made a number of recom-



Chair Catherine Kloepper speaks to the media



Jobseekers meet prospective employers at the Aboriginal Employment Initiative Job Fair

recommendations including the following:

- The Act be amended to remove a loophole under which directors of covered employers can be sued by an injured worker for additional damages.
- The current definition of acceptable stress is not only fair and reasonable but it is consistent with other jurisdictions and should remain unchanged.
- Any consideration for expansion of coverage in other industries should be based on risk factors and injury experience and be made in consultation with those affected.

The Chamber presentation also outlined that any changes in benefits under the Act after factoring in economic equalization should not be out of balance with those seen in other jurisdictions.

## Member Programs & Services

The Chamber has been extremely proactive in our attempt to keep members informed on the latest happenings at The Chamber of Commerce. Whether it is through our weekly E-Newsletter *The Wire*, our newly developed quarterly newsletter or our weekly radio show *The Winnipeg Business Report* that airs on CJOB-68, members are kept abreast of what The Chamber is doing on their behalf.

The Winnipeg Chamber of Commerce also provides members with the opportunity to hear directly from politicians, business people and newsmakers on the issues of the day. At the same time, we also provide opportunities for members to network and attend trade shows that can help increase their business opportunities. Here are some of the events The Chamber hosted in the past 12 months:

### State of the City

Every year the Mayor of Winnipeg is invited to deliver the "State of the City" address to The Winnipeg Chamber of Commerce. Last year more than 900 people attended the event.

### State of the Province

Every year the Premier of the Province is invited to deliver the "State of the Province" address to The Winnipeg Chamber of Commerce. Last year more than 600 people attended the event.

### Prime Minister Paul Martin Luncheon

Just weeks before calling the Federal Election, Prime Minister Paul Martin told more than 500 people at a packed luncheon hosted by The Chamber that Ottawa will increase its share of health care funding to the provinces and is determined to hammer out a long-term agreement on health care funding

### Innovation Awards

The Winnipeg Chamber of Commerce chose



*Premier Doer presents State of the Province address*

TelPay Inc. as the recipient of the 2004 Innovator of the Year Award. Based in Winnipeg, TelPay not only pioneered Canada's 'bill payment by phone' system back in 1985, TelPay is also the first company to provide individuals and business with a cost-effective method for transferring money and making e-payments to anyone inside Canada. This was the 7th Annual Innovations Awards event.

### Mayoral Debate

In an effort to ensure that Chamber of Commerce members had an opportunity to hear directly from the main candidates in the race to replace Glen Murray as Mayor of Winnipeg, The Chamber held a Luncheon Debate twelve days before voters went to the polls.

### Federal Platform Breakfast

The Chamber also invited the senior representatives from each of the three main Federal parties to take part in a Winnipeg Chamber of Commerce Platform Breakfast held ten days before Canadians went to the polls.

### Chamber Luncheons

The third Thursday of every month between September and May, The Chamber hosts a luncheon with a guest speaker. Over the past year those speakers included:

- Paul Soubry Jr.  
President of Standard Aero Canada



*Community Collaborative - Building a Downtown Neighbourhood [Fall 2003]*

- Dr. Brian Postl  
President and CEO of the Winnipeg Regional Health Authority (WRHA)
- Gail Asper  
President of the CanWest Global Foundation

## Community Leadership

The Chamber recognizes that it has a responsibility to give back to the community and does so in a number of ways.

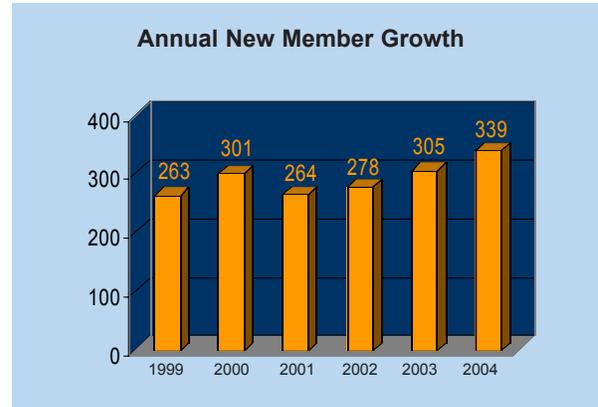
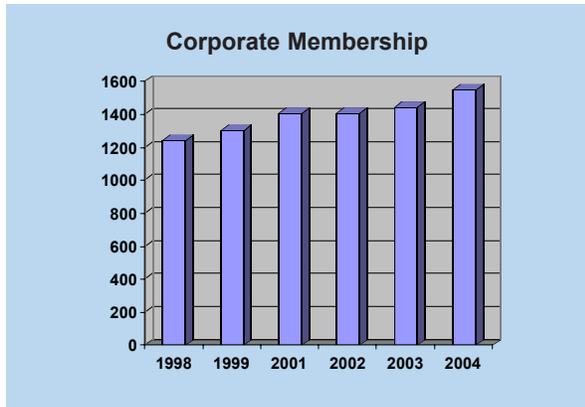
### Leadership Winnipeg

A unique initiative which will provide the motivation for future leaders to grow and accept the challenges of community leadership was officially launched. Up to 25 current and emerging leaders representing the business, labour, government, voluntary, non-profit and community will be selected to participate in the program that will begin in October.

Leadership Winnipeg is a joint initiative of The Volunteer Centre and The Winnipeg Chamber of Commerce, initially funded by the J.R. McConnell Family Foundation.

### Ambassadors

The Chamber's Ambassadors Committee is a way in which we can reach out to our members and the community as a whole to spread the message



about what we have to offer.

Chamber Ambassadors are members that are able and willing to talk about the great things going on at The Winnipeg Chamber of Commerce and the City of Winnipeg. Ambassadors will build awareness of the activities and benefits of The Chamber and will also welcome new members and citizens to the city.

#### Aboriginal Employment Initiative

The Winnipeg Chamber of Commerce, in partnership with the Business Council of Manitoba, Manitoba Education and Training, and Aboriginal Human Resource Development Council of Canada formed an agreement in 2000 "to develop and implement strategic partnerships among the Manitoba business and Aboriginal communities to facilitate and promote employment of Aboriginal people in the province."

The AEI works for members of The Winnipeg Chamber of Commerce and the Business Council of Manitoba. The AEI was tailor made to best meet the unique needs of the Winnipeg and Manitoba business and human resource environment. The AEI aims to address Manitoba's emerging skills gap, which can be significantly alleviated with our rapidly growing Aboriginal population. Members of either organization are strongly encour-

aged to contact the Director of the AEI to learn more about this exciting human resource service.

### The Chamber is "The Voice" of Business

The Winnipeg Chamber of Commerce is recognized as a strong, credible voice within the community that represents the entire business community. The Chamber acts as both a strong business voice on issues that impact business and as a "watchdog" on potential problems.

Over the past year The Chamber has met with numerous politicians at all levels in an effort to outline The Chamber's concerns and provide the business communities perspective on issues.

Last year The Chamber and its spokespersons were cited in more than 300 media reports; this represents an increase of over 30% from the previous year. The Chamber prides itself on not just providing commentary, but providing solutions. When controversial issues arose such as the New Deal or concerns regarding the Floodway Expansion project, The Chamber worked conscientiously to provide solutions to the problem rather than effortless rhetoric.



The Winnipeg Chamber of Commerce thanks our

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## Our Marketing & Communication Partners

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## Our Internet Partners

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## Our Technology Partners

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