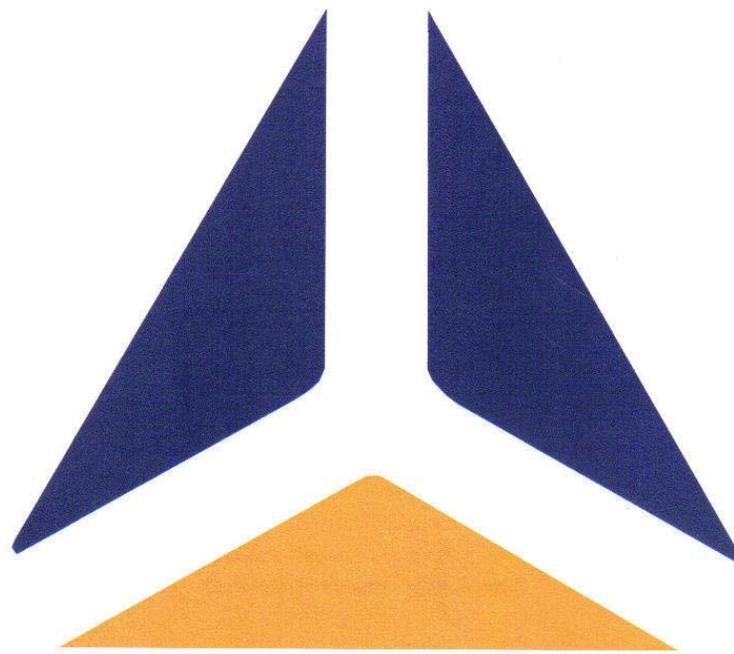


ANNUAL REPORT 2005 - 2006



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

Web: www.winnipeg-chamber.com



Chair's Report

Having had the opportunity to chair The Winnipeg Chamber of Commerce was an extremely gratifying position, especially in a year when records seemed to be breaking on a regular basis.

I was pleased and honoured to have the opportunity to begin my year by launching The Chamber's new three-year strategic plan "A Vision for Growth." It is this strategic plan and vision that drives everything that The Chamber does. Being part of an organization that sets a goal to be the best Chamber of Commerce in North America is indeed a privilege, one which I took very seriously. For over 133 years, The Winnipeg Chamber of Commerce has been the voice of business in Winnipeg and it's safe to say that in the past number of years that voice has never been louder.

In the past year, because of the dedicated work of the staff at The Chamber, membership levels continued to rise to the point where more than 1,750 businesses are currently members of The Winnipeg Chamber of Commerce. That is the highest level in the history of the organization. But instead of resting on its laurels, The Chamber simply set its sights higher. I know that The Chamber's goal of having 2008 members by

2008 is an extremely aggressive goal, but it is achievable. This pattern of unprecedented growth will position The Winnipeg Chamber of Commerce as one of the fastest growing Chambers in North America and is a testament to the work done by the Board of Directors and staff.

And while membership levels continued to rise, so too did the number of people that attended Chamber events. Sold-out events were a regular occurrence and the highlight of the year was when more than 1,100 people turned out to hear Mayor Sam Katz deliver the State of the City Address. This was the largest crowd to ever attend a Winnipeg Chamber of Commerce event.

As Chair, I was pleased to see a number of initiatives realized during my year that show the organization's commitment to the business community.

Over the past year, The Chamber, in partnership with Sun Media, launched The Chamber Wire quarterly magazine, which has been extremely well-received and has plans to get bigger and better in the future. Another new initiative launched in partnership with Meyers Norris Penny in the past year was Leadercon 06, a Chamber of Commerce conference that



addressed the workforce challenge that currently exists in Manitoba. The inaugural conference was well attended and informative and will no doubt become an annual event at The Chamber.

One of the highlights of my year was to help steer The Chamber into developing greater partnerships with schools and youth organizations in an effort to engage our youth with the business community. The relationship that was formed in the past year with Junior Achievement will go a long way to achieving that goal.

As Chair of The Chamber, I also took great pride in ensuring the Red Carpet Gala, which is an evening dedicated to recognizing the work done by Chamber volunteers, was a tremendous success and a can't-miss event. It was also an honour to be on hand at the Olympic Luncheon

when it was announced that The Chamber would be helping to raise funds for Manitoba athletes Dave Anderson and Kevin Geyson as they follow their dreams to represent Canada at the 2008 Beijing Olympics.

The Winnipeg Chamber of Commerce is the most credible, reputable and well-respected business organization in the City and it was an honour to have had the opportunity to be Chair. I will continue to work with the organization in what ever capacity I am asked to ensure that continues and to see that the records that occurred in my year are surpassed.

A handwritten signature in cursive script that reads 'Larry McIntosh'.

Larry McIntosh
Chair



President's Report

“The importance and impact of all things is driven by the passion behind it and the clarity in front of it.”

These words, that I first heard at a Chamber conference, could not be more true for The Winnipeg Chamber of Commerce.

The passion behind the organization is our Board of Directors and hundreds of volunteers. There are a number of reasons why I am proud to be associated with The Winnipeg Chamber of Commerce, but none more so than the fact that the organization attracts individuals that have a passion for our city. The environment around our Board and various committee tables is one that challenges the status quo and pushes hard for positive change on behalf of our members.

This passion was on display again this year as we aggressively pursued a number of initiatives under our new strategic plan, “A Vision for Growth.” Strong policy development focused on a variety of issues—from change in civic government to post-secondary education funding.

Economic development initiatives ranged from improving the airport route to the creation of an economic partnership. Chamber member projects included the proposed Chamber TV and Chamber Institute. This is just to name a few.

The clarity in front of the strategic plan speaks to an organization that is growing and adding value to our overall community through harnessing the leadership of our volunteers. The organization continues to reflect the overall business community, with diversity in size and sector. The Chamber is changing from a stuffy old boys club to an organization that is driven by youth and diversity. We hope that all businesses in Winnipeg feel that they have a place in our organization and we encourage every business to look to The Chamber as their vehicle to make positive change for the greatest city in the world.

Dave Angus
President & CEO

Board of Directors



Seated (l to r)

Phil Sheps (*PITBLADO*)
Ken Jones (*J.J. Barnicke*)
Dave Angus (*The Winnipeg Chamber of Commerce*)
Larry McIntosh (*Peak of the Market*)
Trevor Sprague (*Pricewaterhouse Coopers*)
Jeff Hartry (*Cangene Corp.*)

Standing (l to r)

B.J. Reid (*Investors Group*)
Tom Bryk (*Cambrian Credit Union*)
David Crawford (*Manitoba Product Stewardship Corp.*)
Helen Halliday (*Delta Winnipeg*)
Bob Dolyniuk (*Manitoba Trucking Association*)
Michel Audette (*Vantis Credit Union*)
Jodi Moskal (*MOSKAL Electric Ltd.*)

Missing:

Philip Axelrod (*TelPay Incorporated*), Cathy Nieroda (*EDS Canada Inc.*), Jose Rueda (*Strad Research Inc.*), Larry Leiter (*Boeing Canada*), Marci Elliot (*Pricewaterhouse Coopers*), Darrell Brown (*Kisik Inc.*), Ron Cantiveros (*Filipino Journal*), Trish Jordan (*Monsanto Canada*), Catherine Kloepfer (*Winnipeg Airports Authority*), Jean McClellan (*Manitoba Chambers of Commerce*), Stuart Duncan (*Destination Winnipeg*)

Chamber Staff



Seated (l to r)

Wendy Stephenson
Devon Kashton
Cheryl Baldwin
Dave Angus
Karen Weiss
Chuck Davidson

Standing (l to r)

Art Alexander
Ellen Kornelsen
Theresa Stacey
Christy Bangen
Amy Rondeau
Christine Ens
Erin Gudmundson
Catherine Holder
Tanya McCartney
Lisa Newcombe

Missing

Larry Beauchamp
Kristin Friesen

2005-2006 Annual Report

2005-2008 Chamber Strategic Plan

“A Vision for Growth”

“Our vision is to be the best Chamber of Commerce in North America. Over the next three years we will demand more. We will challenge our leaders, our business community and ourselves to do better. The Chamber will provide leadership. Leadership that is about elevating our sights, about aspiring to excellence and bringing our members together behind a common goal.”

- Opening statement from the
2005-2008 Strategic Plan

Overview

The Winnipeg Chamber of Commerce is committed to growth. In fact that’s the theme for The Chamber as we embark on our new strategic plan. We strongly believe that as we continue to grow as an organization we can have an even greater impact on the future of Winnipeg. We also understand that as we grow we take on the

added responsibility of providing greater value to our members. We accept that responsibility and are committed to providing a strong, credible voice on behalf of our members as we work towards to fostering an environment in which business can prosper.

The Winnipeg Chamber of Commerce currently has more than 1,750 members representing close to 80,000 employees in the City of Winnipeg, an increase of 15 per cent over the past three years. In the 133-year history of The Chamber, membership levels have never been higher. But we believe we can do better. We have embarked on an aggressive membership goal of having 2008 members by 2008. This unprecedented growth will position The Winnipeg Chamber of Commerce as one of the fastest-growing Chambers in North America.

And while more businesses are seeing the benefits of a Chamber membership – more people are also attending Chamber events. In fact in the past year The Chamber broke a 133-year record by having more than 1,110 people in attendance to hear Mayor Sam Katz deliver his annual State of the City Address. That was the largest audience to ever attend a Chamber event in our storied history.



Public Affairs Director Chuck Davidson reviews policy process



Chamber President Dave Angus makes point at Policy Forum 2006

Public Policy Influence

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

The Chamber/Meyers Norris Penny Manitoba Business Leaders Index

For the third consecutive year Probe Research Inc. conducted The Chamber/Meyers Norris Penny Manitoba Business Leaders Index. Two hundred CEOs, presidents, business owners and designated senior corporate officers from small, mid-sized and large enterprises, as defined by Statistics Canada and the Manitoba Bureau of Statistics, were surveyed by telephone between October 6th and 18th, 2005. The results, based on the sample size, are accurate to between ± 6.9 per cent.

The MBLI provides The Chamber with important information on the issues and challenges that are most affecting business and what business

leaders see as possible solutions. The results of the MBLI are of vital importance to The Chamber as they provide the basis of our policy development and lobbying initiatives.

The Chamber and Meyers Norris Penny will continue to poll the business community on an annual basis to ensure we are addressing issues and providing solutions to things that affect them most.

Policy Development

Over the past year, The Winnipeg Chamber of Commerce made significant changes in an effort to make our policy transparent, relevant and accountable to our members. All policy positions of The Winnipeg Chamber of Commerce are now accessible by the general public on our Web site at www.winnipeg-chamber.com.

As well, over the past year, volunteer-driven task forces tackled and helped create Chamber policy positions on the following issues:

Taxation: A Chamber task force examined the various taxation levels in the province of Manitoba and made recommendations that followed the



United Way Chair Tom Bryk addresses membership luncheon



Chamber hosts federal election forum

subsequent principles: growth, transparency and accountability. Recommendations include implementing long-term tax strategies, setting tax level targets in comparison with other provinces and examining tax threshold levels on an annual basis.

Reinventing Civic Government: A Chamber task force examined how our civic government operates and how it can improve by looking at three specific areas: structure, efficiencies and authority. The task force recommends term limits for mayor and council, consultation to look at other electoral models, ballot questions, a Commission on Civic Efficiencies, changes to the ASD Committee, greater authority to adjust revenue models and tax sharing among the three levels of government.

Post-secondary Education Funding: A Chamber task force examined the issue of post-secondary education funding in the province. The task force focused on three issues: the government's current tuition freeze policy, the need for long-term funding agreements and the role of the private sector in funding education. Chamber recommendations include the need for adequate and sustainable funding, phasing out the tuition freeze, establishing a task force to examine

the challenges faced by post-secondary facilities and developing a stronger relationship between the private sector and post-secondary facilities.

Selling Winnipeg to the World: Through consultation with the business community and research into other jurisdictions, The Chamber recommended the need for the City of Winnipeg in partnership with the business community to create an economic partnership – a private sector led collaboration that provides resources, develops a plan, launches initiatives, and works in partnership with all three levels of government and other stakeholders to achieve economic results.

Policy Forum: The Chamber held its annual Policy Forum in June providing members with an opportunity to offer feedback and input on issues they believe The Chamber should be dealing with. This advice is critical to ensuring The Chamber is addressing issues of importance to our members.

Other Issues

Over the past year, The Chamber was also vocal on a number of issues important to the business community:



Finance Minister Ralph Goodale speaks at Chamber breakfast



Chamber President Dave Angus tackles mobile sign issue

Employment Standards Review: The Chamber met with various businesses and provided the provincial government with recommendations and concerns of the business community in regards to proposed changes to the Employment Standards Code.

Mobile Signs: After hearing from numerous small business owners, Winnipeg Chamber of Commerce President and CEO Dave Angus urged the City of Winnipeg to scrap plans to dramatically change bylaws governing mobile signs in the city and concentrate more on enforcement of the existing rules.

GST Reduction: After concerns were raised from retail members, The Chamber called on the federal to move more quickly on its commitment to reduce the GST because of the potential challenges the implementation would have.

OlyWest: After community concerns were raised in regards to a proposed \$200-million food processing plant in the St. Boniface Industrial Park, The Winnipeg Chamber of Commerce was the only group who met with all affected groups before bringing them together in an attempt to find a common ground in everyone's best interest. The Chamber also had representation

on a Community Advisory Committee to ensure the business communities concerns were heard on this project.

Government Relations

Ottawa Mission: In the past year, on two separate occasions, The Winnipeg Chamber of Commerce led a delegation of business people to Ottawa to lobby federal politicians on issues of importance to both the business community and the City of Winnipeg.

Pre-Budget Consultations: Every year, The Chamber of Commerce presents recommendations to both the Federal and Provincial Finance Ministers on policies that need to be addressed in their Budget preparation process.

In a meeting with former Federal Finance Minister Ralph Goodale, The Chamber called on the Federal government to address issues such as meaningful tax relief, municipal infrastructure funding and improved fiscal accountability in the Budget.



After Business Mixer provides opportunity to network



Chamber newsletter and magazine keeps members informed

This past year, The Chamber urged Manitoba Finance Minister Greg Selinger to take steps on a number of measures in the Budget to ensure we have a competitive business climate in Manitoba.

Fiscal Imbalance: In August, The Chamber hosted a roundtable discussion with Federal Intergovernmental Affairs Minister Michael Chong to discuss equalization and the fiscal imbalance that exists in Canada.

Selling Winnipeg to the World Report: The Chamber invited Mayor Sam Katz and all City of Winnipeg councilors to a presentation where The Chamber outlined its recommendation of the need for the City of Winnipeg in partnership with the business community to create an economic partnership – a private sector led collaboration that provides resources, develops a plan, launches initiatives, and works in partnership with all three levels of government and other stakeholders to achieve economic results.

Provincial Ministers: Throughout the year, The Chamber met with various government Ministers and officials to discuss issues of importance to the business community.

Voice of Business

The Chamber continues to be the most credible and quotable business organization in Manitoba. In the past year, The Chamber and its spokespersons were cited in close to 500 media reports. The Chamber prides itself on being a strong voice representing the business community.

In an effort to ensure that Chamber members are kept abreast of what is happening at The Winnipeg Chamber of Commerce, a number of communication vehicles are used to keep in touch with the business community.

The Chamber Wire Magazine: In the past year, The Chamber in partnership with Sun Media Publishing, launched The Chamber Wire magazine. The glossy quarterly magazine which focuses on issues important to the business community has been extremely well received.

The Winnipeg Business Report on CJOB-68: The Chamber continues to host a weekly radio show on CJOB-68 that addresses issues of concern to the business community. In the past year, we added a “Business Matters” segment which provides listeners with an update on the



Chamber hears from Scott Stirton about Smith Carter Architects



Mayor's State of the City Address drew record audience

business news of the week. Human Resources consultant Barbara Bowes continues to be a regular guest with her segment entitled "Bowes Knows." As well The Chamber's Vice President of Policy & Communications Chuck Davidson keeps listeners up to date on the latest happenings at The Chamber on "The Chamber Wire."

The Chamber Wire Newsletter: Chamber members are kept up to date on the latest news at The Chamber with our weekly e-Newsletter "The Chamber Wire." It provides readers with information on upcoming events, policy positions and the achievements of Chamber members. As well, The Chamber produces a quarterly printed edition of "The Chamber Wire" that provides members with a more in depth look at issues of importance to the business community

Winnipeg Sun Editorials: Over the past year, Winnipeg Chamber of Commerce President and CEO Dave Angus has continued to provide editorial comment on issues important to the business community. "The Chamber View" can be read the second Sunday of every month exclusively in The Winnipeg Sun.

Chamber Web site: Information on The Winnipeg Chamber of Commerce is always just a click away. The Chamber Web site www.winnipeg-chamber.com provides readers with in depth information on Chamber policies, events and other relevant information. In the past year, we have added a members only section that provides Chamber members with access to our Business Resource Centre.



Hugh McFadyen chose Chamber for maiden address as new Tory leader



Betty MacLeod of RBC Financial took part in Olympic breakfast

Member Business Support

The Chamber has continued to work hard to assure that members have the ability to hear directly from politicians, business people and newsmakers on issues that are important to them. Over the past 12 months, we have held the following events:

State of the City: One of the hottest tickets of the year in Winnipeg was to Mayor Sam Katz's State of the City address to The Winnipeg Chamber of Commerce. Due to increased demand, The Chamber was forced to change the location of the speech as more than 1,110 people packed the Convention Centre.

State of the Province: Premier Gary Doer delivered his 7th State of the Province focusing on the Province's energy strategy for the future to a sold-out crowd of 800 at The Fairmont Hotel in December.

State of the Nation: In the past year, The Chamber initiated a new staple to our luncheon line-up as Manitoba's senior Federal MP is invited to address The Chamber membership. In the past year, former Treasury Board President Reg Alcock outlined the Federal government's agenda to a crowd of close to 400.

Prime Minister Stephen Harper Luncheon: Shortly after being sworn in as Canada's Prime Minister, Stephen Harper addressed a sold-out joint luncheon of the Winnipeg and Manitoba Chambers of Commerce.

Chamber Luncheon Series: Winnipeg Chamber of Commerce Luncheons continue to be a hot ticket. The Chamber was able to boast an impressive and diverse line-up of speakers over the past year that included:

- 2005 United Way Chair Tom Bryk
- CanWest Global CEO Leonard Asper
- Red River College President Jeff Zabudsky
- PC Manitoba Leader Hugh McFadyen

The Chamber also held a number of events throughout the year that provided members an opportunity to gain information, network with other members and celebrate achievements.

Federal Election Debate: During the most recent federal election, The Chamber hosted a lively luncheon debate with Senior MPs from the three main political parties taking part.

LeaderCon 06: In April, The Winnipeg Chamber of Commerce and Meyers Norris Penny hosted a one-day conference in an effort to find solutions to attract and retain a skilled workforce. More than 100 people attended the event which



Chamber luncheons provide opportunity to hear new views



Chamber recognizes its volunteers at gala event

featured guest speakers addressing issues such as the untapped workforce, innovative workplaces and strategies to attract workers.

RBC Breakfast: The Chamber hosted a breakfast with Betty MacLeod, Senior Manager, Olympic Business Development RBC Royal Bank. The breakfast raised awareness of the opportunities available to the business community to identify and capitalize on the 2010 Winter Games.

After Business Mixers: The Chamber's "After Business Mixer" series is a high level, professional way to grow your business and market your products and services. These events are opportunities for members to meet face to face with potential clients and prospects. In the past year, The Chamber held four "After Business Mixers" with attendance of about 200 people per event.

New Member Orientations: In the past year, The Chamber held numerous breakfast events to provide new members with a better understanding of the opportunities that come with Chamber membership.

Trade Missions: Over the past year, The Chamber was active in a number of trade activities:

- Joined forces with Manitoba Trade on a mission to India.

- Held a welcoming reception to delegates taking part in the NASCO Conference
- Hosted numerous incoming delegation visits

Red Carpet Gala: The Chamber held its annual Black-tie event at the Delta Hotel at which a number of members were honored with Volunteer of the Year Awards.

Congratulations to our 2005 Volunteer Award Winners:

- Rookie of the Year
Rob Hamm (Group Medical Services)
- Long Distinguished Service
Brian Gagnon (First Glance Print & Service Ltd.)
- Director of the Year
Jose Rueda (Strad Research)
- Chairperson of the Year
Jodi Moskal (MOSKAL Electric Ltd.)
- Volunteer of the Year
Victor Kolynchuk (Smith Carter Architects & Engineers Inc.)
- Community Contribution Award
Canadian Tire

Golf Tournament: In June, The Chamber held its 16th annual Chamber Golf Tournament at Pine Ridge Golf Course. Once again the event sponsored by Ceridian was an overwhelming success with 152 golfers ensuring it was another sold-out affair.



Chamber Chair Larry McIntosh introduces Podium Program athletes Dave Anderson and Kevin Geyson



Chamber President Dave Angus helps raise funds for Tim Horton's Camp Day

Community Leadership

Podium Program: In the past year, the Chamber formed a partnership with the Canadian Sport Centre Manitoba in an effort to raise awareness of the Podium Program. The Podium Program is about building relationships between Manitoba's high-performance athletes and the communities in which they live, train and do us proud. In February, The Chamber announced that they would be raising funds for local athletes Dave Anderson and Kevin Geyson as they prepare for the 2008 Beijing Summer Olympics.

Safety & Health Guide for Small Business: In partnership with Manitoba Labour and Immigration, Workplace Safety and Health Division; Canadian Federation of Independent Business; MFL Occupational Health Centre and the Workers Compensation Board of Manitoba, The Chamber helped develop a Small Business Safety and Health Guide specifically for Manitoba employers.

Chamber Way: In the past year, we continued to work on a project that would see the beautification of a specific section of the Airport Route in an effort to give visitors a better first impression of the city.

Leadership Winnipeg: A unique initiative, which provides 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 recently graduated in this program. 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.

Junior Achievement: In the past year, The Winnipeg Chamber of Commerce and Junior Achievement Manitoba announced that the two organizations have formed a partnership that will be beneficial to both organizations. The partnership allows The Chamber to have greater engagement with students in Winnipeg high schools in an effort to facilitate their understanding of The Chamber and the opportunities that exist in the Winnipeg business community. Junior Achievement gains greater access to the business community in order to expand delivery of programs and reach an even greater number of Manitoba youth.

The Winnipeg Chamber of Commerce thanks our Partners in Progress

Our Internet Partners

MTS



GREENRIDGE
Business Systems

Our Marketing & Communication Partners



The Free Press
We're there for you

Our Technology Partners

