



Chamber Active Locally, Provincially & Federally



Liz Findlay 2005-2006 President

My first item on the agenda for this newsletter is a report on our participation at the 2006 Alberta Chambers of Commerce Conference and Annual General Meeting that was held in Leduc. Attending the conference with me were Bruce Milne, Andy Kovacs and Jody Nilsson.

enjoyed a presentation and were updated by Mr. Dave McGee, District Manager with the Alberta Environment, on the International Joint Commission Report on the St. Mary -Milk Rivers Administrative Measures Task Force There was a public meeting held on May 23rd and the Chamber submitted a letter and a report. We endorsed the significant maintenance and renewal of water management through infrastructure. We also stated our position that the 1921 order should remain as is and support the Alberta Government in its request to continue with the existing order and measurement periods.

May was a month to celebrate and I, along with many of you, enjoyed the festivities and recognized the Lethbridge Centennial at numerous events.

The Chamber had a number of activities enjoyed recently. The Alberta's Promise Celebration was held on June 6th with Premier Klein in attendance, An Open House was held at Commerce House on June 8th and our Members' Appreciation 'Fun' Golf Scramble and Barbeque, June 16th.

Thank you to everyone who completed our survey. I was hoping to provide the results in this edition but they will be available on our web site soon.

We will end this 2005-2006 year on June 30th in a strong fiscal position. We have seen our membership increase and the continued commitment and involvement of our members in the social and economic issues of our business community ensure the Lethbridge Chamber of Commerce has a voice at the municipal, provincial and national level.

My congratulations and best wishes to Bruce Milne as your new President as well as the newly elected Board members for 2006-2007.

I would like to take this opportunity to thank

everyone for their support during my term as President. Sincere thanks to the committees, executive and board members. Special thanks to Jody Nilsson and staff.

It's been a privilege to serve as your President. Thank you for the opportunity and the experience. As your Past President I look forward to staying involved with such a dynamic motivated group.

Have a wonderful summer, Liz Findlay President 2005-2006



There were education workshops, opportunities for acquiring and sharing information and social events. However; we are always pleased to report that the required two-thirds majority passed the resolutions prepared by our members and presented by those of us in attendance. There were four (4) resolutions submitted by the Lethbridge Chamber. We debated a revised policy on the Agriculture Framework that dealt with issues required to improve the CAIS Program. Our second resolution was also revised and we recommended that discussions continue with the Farmer Rail Car Coalition on the disposal of the 1,000 Alberta hopper cars. The third revised resolution was to urge the government to continue a Regulated Rate Option for electrical rates as it currently exists, based on auction for the full-load requirements of the small consumers in the province of Alberta. The final resolution we submitted was Fully Engaging the Skills and Talents of Immigrants. In total there were sixteen (16) resolutions debated and all but one passed. The Alberta Chamber will now forward and lobby the resolutions to the provincial government and we will follow their progress with interest.



It was clear from discussions and comments throughout the conference that labour attraction and retention is an issue for all areas in our Province. My involvement on the Labour Force Steering Committee led by Economic Development Lethbridge gives me reason to believe that our city is on track, and is in fact a step ahead in the planning process for our immediate and future labour requirements. The many partners involved in the initiatives underway are an affirmation of the community spirit that we boast of so proudly.

Water is a vital and important resource required for our area and the Province. We

June 2006

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Table with 3 columns: Department, Forward, Initial

If your company is a Chamber Member, all of your employees are too!



....CATEGORIES OPEN FOR NOMINATIONS for the Lethbridge 2006 - "Business of the Year Awards"

Please see page 2 for categories and Nomination Form page 8.

Lethbridge 2006 - “Business of the Year Awards”

Presented by the:

Lethbridge Chamber of Commerce & The Business Development Bank of Canada

NOMINATE THE BUSINESS OF YOUR CHOICE TODAY!

- Nominations are open to any business, institution or organization in Lethbridge
- Previous winners may be re-nominated 3 years after receiving award for that category

1. Business of the Year - Dalton Jordan Memorial Award for Business Excellence

Eligibility: Any business with 11 or more employees that had demonstrated performance excellence.

2. Change & Innovation Award

Eligibility: Any business that has successfully executed a change within their organization or produced or created an innovation.

3. Business Leadership Award

Eligibility: A business or business person that deserves special recognition for their impact on enhancing the community through exceptional leadership in business practices, building or changing, champion of a project, fund raising endeavour(s), social change, or community undertaking. This award may not be presented every year given its eligibility criteria.

4. Business Legacy Award

Eligibility: A special award not always presented, the Business Legacy Award will recognize a business or business person in business for over ten years whose efforts have accomplished extraordinary things that have benefited Lethbridge and area in unique and meaningful ways. Inspirational role model for the community. (Could be awarded posthumously.)

5. Spirit of Lethbridge

Eligibility: A business or organization (non-profit, educational/health institutions, society, auxiliary) who serves and promotes the community through time involvement, energy and volunteer hours spent. This award will be given to a business or organization whose example demonstrates excellence in the enthusiastic support and promotion of the community.

6. Estelle Botfield Memorial Award for Customer Service Excellence

Eligibility: A business that provides exceptional customer service on a *consistent* basis.

7. Small Business of the Year

Eligibility: Any business that has been operating a minimum of three years and has less than 11 employees.

8. New Venture/New Business

Eligibility: A new business that demonstrates great potential for future success with products and/or services.

9. Young Entrepreneur

Eligibility: An entrepreneur under the age of 35 who has a track record of entrepreneurship and demonstrated risk and leadership in business.

To nominate a business, please complete the NOMINATION FORM on PAGE 8 and fax to the Chamber at 327-1001 by Friday, September 22, 2006.



Get Ready for the GST Rate Cut - Managing the Transition

The May 2, 2006 federal budget announced the much-anticipated reduction in the GST rate to 6% (from 7%). The new rate takes effect July 1, 2006. The HST rate will also be reduced to 14% (from 15%), effective July 1.

Businesses - Getting ready for the change

Businesses will have several issues to consider as they prepare for the rate change. For example, businesses will have to adjust their sales systems to reflect the new rate. These adjustments will have to take into account the change in the effective Quebec and Prince Edward Island provincial sales tax rates arising from the GST change. Testing the system changes will be important.

Suppliers will have to ensure that they can continue dealing with transactions originally taxed at the 7% rate after July 1, 2006. Issues to consider include bad debts and bad debt recoveries, returned goods and price adjustments.

Financial institutions will have to ensure that their systems are capable of capturing the information necessary to comply with the transitional rules for determining their tax payable on imported supplies.

The rate change could also affect purchase order and accounts payable systems, employee expense reporting, pre-authorized bank withdrawals, employee benefit calculations and inter-company charges, among other things.

Registrants are entitled to claim input tax credits on amounts reimbursed to employees for expense claims and amounts reimbursed to third-party retailers for redeemed coupons based on the time the reimbursement is paid. The input tax credit on amounts reimbursed after June 30 will be based on the 6% rate, even if the expense or coupon reimbursement claim was received by the registrant before July 1. Registrants should try to process as many of these claims as possible before the July 1 implementation date.

Transitional issues relating to customers

Consumers and businesses engaged in exempt activities may not want to pay GST at the 7% rate when the goods will be delivered or

the services rendered after June 30. Many customers will delay purchases, particularly in the case of large-ticket items such as cars. However, it may be impractical for customers to delay other purchases, such as airline tickets for summer vacation travel.

Customers may also be interested in obtaining the benefit of the reduced tax rate for pre-July purchases whenever possible under the transitional rules.

Suppliers should consider what steps they can take to address these and other transitional issues faced by their customers. Suppliers may want to develop communication strategies to ensure that customers understand why the 7% rate must be applied to some sales and when they can take advantage of the 6% rate.

Change to GST penalty and interest regime

The budget also announced changes to certain administrative provisions of the *Excise Tax Act* affecting penalties and interest. These changes include:

- The elimination of the current 6% per annum penalty on late payments of tax and net tax.
- The introduction of a new penalty for late-filed returns equal to 1% of the outstanding balance on the return plus an additional 0.25% for each complete month the return remains outstanding, to a maximum of 12 months.
- An increase in the interest rate payable on late payments of tax and net tax from the Treasury Bill rate alone to the Treasury Bill rate rounded up to the nearest percentage point, plus 4%.
- An increase in the interest rate payable on refunds payable by the CRA from the Treasury Bill rate alone to the Treasury Bill rate rounded up to the nearest percentage point, plus 2%.

Penalties assessed on late-filed returns and interest payable on late payments of GST and net GST will no longer be deductible for income tax purposes.

These changes will take effect April 1, 2007 or the day the enabling legislation receives Royal Assent, whichever is later.

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REDISCOVER CAREERS IN TRADES DEMO DAY A HUGE SUCCESS

There was no foolin' around on April 1, 2006 at the first Rediscover Careers in Trades: Demo Day event held at Lethbridge Exhibition Main Pavilion; it was a huge success! Hundreds, even thousands, of people turned out to participate in this amazing showcase of trades displays. Inside the building, participants were able to try their hand at roofing, welding, wiring, plumbing, carpentry, and tree trimming. Several tool distributors hosted displays and allowed visitors to check out the latest tool technology. Visitors that ventured to the outside displays were able to operate earth-moving equipment and concrete cutting tools or to take a ride in one of the 65 foot lifts. The crane demonstration showed just how easy it was to lift a pick-up truck into the air.



The purpose of the day was to promote trades as a viable career option by inviting southern Alberta students, parents, community members and businesses to explore interactive displays representing the diversity in trades. Skilled labour shortage has been identified as a critical issue locally, provincially, and nationally. The Rediscover Careers

in Trades: Demo day was both a career and job fair. In the short-term, those individuals that were ready for work brought their resumes to the show and met directly with employers. Several exhibitors hired on-the-spot and had new staff members recruited to begin work the following Monday. A longer-term solution was the opportunity for youth to see the potential that trades occupations could offer in their future career plans.

The Demo Day was the first event organized by the More People In Trades Committee. Representatives from DA Electric and DMT Mechanical spearheaded the formation of the committee. More People In Trades grew into a partnership between business, industry, education, and government with the primary goal of attracting more people into trades occupations. The local organization is dedicated to implementing local solutions to address the shortage of skilled labour. For more information about the More People In Trades Committee and their initiatives, contact Neil Nunweiler at DMT Mechanical, 403-328-9424.

WELCOME NEW CHAMBER MEMBERS (March 1 - May 31 2006)

- The Chamber Welcomes These New Members and Their Participation
- THE STUDIO FRAMING & ART SUPPLIES/THE MILLER GALLERY**
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 - ENERGY SMART CANADA**
 3611 - 1st Avenue S.
 Lethbridge, AB T1J 4P8
 Phone: 327-4129 (Fax: 380-4745)
 Representative: Mr. Rudy Reger
 Type of Business: Retail
 - THE BACKUP SPECIALIST**
 Box 27043
 Lethbridge, AB T1K 6Z8
 Phone: 320-0405
 Representative: Ms. Rose Thomas
 Type of Business: Computer Services
 - CCI REAL ESTATE**
 3303 North Parkside Drive
 Lethbridge, AB T1J 1N2
 Phone: 308-6970 (Fax: 327-9416)
 Representative: Mr. Dave Clarke
 Type of Business: Real Estate
 - LA MEDIA INC.**
 1105 Lakemount Boulevard S.
 Lethbridge, AB T1K 3S4
 Phone: 381-0333
 Representative: Ms. Linda Roberts
 Type of Business: Marketing/Advertising
 - PHEONIX SERVICES/YOUR DECORATOR**
 Box 31
 Lethbridge, AB T1J 3Y3
 Phone: 795-9554 (Fax: 329-8547)
 Representative: Ms. Rena Mawhinney
 Type of Business: Painting/window coverings
 - LG INNOVATIONS**
 6 Mount Rundle Place W.
 Lethbridge, AB T1K 7B5
 Phone: 382-0859
 Representative: Mr. Gord Smith
 Type of Business: Virtual Tours/Media
 - DUNDEE PRIVATE INVESTORS**
 1240 - 2nd Avenue A N.
 Lethbridge, AB T1H 0E4
 Phone: 320-5000
 Representative: Mr. Bill Aldous
 Type of Business: Insurance/Investors

WELCOME NEW CHAMBER MEMBERS
(continued)

WESTMINSTER CHAPEL

Box 1123, 329 - 19th Street N.
Lethbridge, AB T1J 4A4
Phone: 329-1446

Representative: Mr. Dave Moedt
Type of Business: Church

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Box 852
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Representative: Mr. Wayne Zaretski
Type of Business: Metal Fabrication

ESSEN CAPITAL INC.

1274 3rd Avenue S.
Lethbridge, AB T1J 0J9
Phone: 328-8889 (Fax: 328-8879)

Representative: Mr. Jeff McLarty
Type of Business: Financial Services

ACKLANDS-GRAINGER

3306 - 9th Avenue N.
Lethbridge, AB T1K 5A2
Phone: 328-8111 (Fax: 328-8341)

Representative: Mr. Terry Heffernan
Type of Business: Safety Equipment Sales

GAMES GALORE & THE BILLIARD STORE

501 - 1st Avenue S., Unit A22
Lethbridge, AB T1J 4L9

Representative: Mr. Patrick Carroll
Type of Business: Recreational Furniture Sale

GUARDIAN HOME SECURITY

#300, 515 - 7th Street S.
Lethbridge, AB T1J 2G8
Phone: 320-0770 (Fax: 320-0773)

Representative: Nick Nicolacopoulos
Type of Business: Home security sales/installation

F.B. ANDERSEN & ASSOCIATES INC.

19 Squamish Court West
Lethbridge, AB T1K 7M3
Phone: 330-9923 (Fax: 342-0107)

Representative: Mr. Todd Boorse
Type of Business: Consulting

BIG BOYZ PROPERTY MAINTENANCE

63 Kings Road S.
Lethbridge, AB T1K 5E5

Representative: Mr. Peter Williams
Type of Business: Property Maintenance



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NETWORKING & REPRESENTATION:

- ❖ **Mix and Mingle Trade Shows:** displays of local business products/services
- ❖ **Lunch & Learn:** with Keynote speakers on business topics
- ❖ **Business After Hours:** tours of local industries/businesses
- ❖ **Web Site Link:** Company name is listed alphabetically and categorically with a link from our website to yours
- ❖ **Government Lobbying:** with Municipal, Provincial and Federal levels of government - on issues affecting business, industry and quality of life

SPECIAL EVENTS & BUSINESS RECOGNITION:

- ❖ **"Business of the Year Awards":** recognizing outstanding businesses in all business sectors
- ❖ **President's Dinner:** in recognition of the business volunteers and achievements of the year
- ❖ **All Candidates' Forums:** prior to civic, provincial and federal elections
- ❖ **Dinner & Auction:** our only fundraiser, showcasing local business products and services
- ❖ **Members' Appreciation 'Fun' Golf Scramble:** a great social & networking event

MEMBER BENEFITS:

- ❖ Reduced rates on Visa/Mastercard
- ❖ Savings on group benefits and insurance
- ❖ No charge for certificates of origin for members exporting
- ❖ **M2M benefit program:** providing Chamber members with exclusive offers, benefits and value-added opportunities through other Chamber members, not available through any other program (23 businesses now offering discounts)
- ❖ Special discounts on Purolator, Esso Fleet, Petro-Canada, Mohawk, Adtel, Payworks, CEG Energy Options
- ❖ All benefits can be seen on the Chamber's website:
www.lethbridgechamber.com

BUSINESS AND SCHOOL PARTNERSHIPS:

- ❖ **Adopting a Citizen of Tomorrow:** a business-driven program designed to broaden and enrich the learning and potential of local students
- ❖ **Alberta's Promise:** a movement to inspire businesses and communities to work together to direct more resources to benefit our children and youth
- ❖ **Rediscover Careers in Trades Demo Day:** a career and job fair addressing skilled labour shortage issues with long and short-term solutions



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Lethbridge Chamber of Commerce APPLAUDING OUR VOLUNTEERS!

The voice of Business - The Lethbridge Chamber of Commerce is funded by business for business. We are effective because of our credibility, our expertise, and our ability to bring businesses together to act as a single unifying vote.

Over 600 local businesses belong to the Chamber - which has been the voice of business in this community since 1889.

The volunteers of the Chamber are its driving force. Over 150 member business people volunteer their time on the Executive, Board of Directors, and 7 committees - working to make a difference for business and life in Lethbridge.

Thanks to these people and the support of its members, the Lethbridge Chamber has been awarded "Chamber of the Year" for Alberta several times over the years, and most recently in 1998, 1999, 2002 and 2004.

The Lethbridge Chamber is recognized by all levels of government as the unified voice of business to listen to.

Congratulations to Our "Chamber Team" for Another Great Year!!



2005 - 2006 BOARD OF DIRECTORS

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Vice President: Bruce Webster

Vice President Finance: George Virtue

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FINANCE COMMITTEE: Chair: George

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Lethbridge 2006 - “Business of the Year Awards”

N O M I N A T I O N F O R M

I nominate the following business:

Business Name: _____

Address: _____

Telephone: _____

Put an “X” beside the award Category in which the organization is being nominated in:

- Business of the Year (Dalton Jordan Memorial Award for Business Excellence)
- Change & Innovation
- Business Leadership
- Business Legacy
- Spirit of Lethbridge
- Estelle Botfield Memorial Award for Customer Service Excellence
- Small Business of the Year
- New Venture/New Business
- Young Entrepreneur

Why I believe this organization is eligible for this award: _____

Nominated by: _____ (Print Name) Phone: _____

Awards will be presented at the **“Business of the Year Awards” Breakfast Tuesday, October 17, 2006.**

Please complete this form and return it no later than Friday, September 22, 2006 to the Lethbridge Chamber of Commerce, 529 - 6th St. S., Lethbridge, AB T1J 2E1, fax: 327-1001 , phone: 327-1586, e-mail: office@lethbridgechamber.com

The Chamber’s “Business of the Year” Awards Committee will follow up with the company nominated.



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