

The Lethbridge Chamber of Commerce
Invites you and your guests
to join us for an evening in a

"Tropical Paradise"

at our~

19th Annual Dinner & Auction

Thursday, November 22, 2007
Lethbridge Lodge Hotel & Conference Centre
5:30 p.m. – 6:30 p.m. – Cocktails & Viewing
6:30 p.m. – Great Dinner Buffet, Silent & Live Auction

\$35.00 per person – Tables of 8 reserved @\$280.00 (Prices include GST)

Auctioneer: Keith Erdmann

Master of Ceremonies: Andy Carlson, 94.1 The Lounge

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***Prize for the best "Tacky Tourist" outfit**

REGISTRATION

*Please fax completed form to the Chamber at 327-1001

Chamber's 19th Annual Dinner & Auction a "Tropical Paradise"

Contact _____ Company _____

Please Reserve ___ Seats @\$35.00 or ___ Reserved Table(s) of 8 @ \$280.00

Payment by: ___ Cheque ___ Please Invoice Me Total = \$ _____

I WOULD LIKE TO DONATE THE FOLLOWING TO THE AUCTION: _____

Approximate Value: \$ _____

Chamber Staff will arrange pick-up

I DON'T HAVE A PRODUCT/SERVICE TO DONATE BUT WILL DONATE \$75.00 TOWARDS THE PURCHASE OF "HOLIDAY PACKAGES" FOR THE AUCTION.

___ Yes for \$75.00 Cash Donation & Please Invoice Me



(Continued from page 6)



George Virtue, YPM, (L) presents award to Jason Flatla, Landmark Environmental



Arthur Switzer (R), The Switzer Group presents award to Bruce Galts, Galco Homes



Iain Mercer (centre) accepts award from Grant Kvemshagen (L), BDC & Bruce Webster (R), Chamber of Commerce



Dr. Tracy Edwards, President of Lethbridge College (L) receives award from Emma Williams, East Side Mario's

Laura Shaskin, Stafford Pharmacy accepts award from Ron Bain, Runner's Soul

Special Thanks to the Table Sponsors for the Business of the Year Awards

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Local Businesses Honoured at Awards' Breakfast

All businesses in Lethbridge were eligible to be nominated for a Business of the Year Award. The nomination forms were circulated throughout the business community since last spring. The annual event is coordinated in partnership by the Business Development Bank of Canada (BDC) and the Lethbridge Chamber of Commerce.

At the "Business of the Year Awards" Breakfast held recently, the winners were announced and presented awards in specific categories. Over 350 people came out to honour all nominees and the award recipients.

Dale Martin Jr. of Martin Bros. Funeral Chapels & Crematorium, was the keynote speaker at the breakfast. Dale addressed the topic: "A World Without Boundaries - Open to New Markets" and how his family business has successfully grown over the years.

Congratulations to the Lethbridge 2007-Business of the Year Award Recipients!

- Business Leadership Award** **Round Street Café**
Sponsored by Scotiabank
- Business Legacy Award** **Galko Homes**
Sponsored by the Switzer Group
- Change & Innovation Award** **Galt Museum & Archives**
Sponsored by the University of Lethbridge Faculty of Management
- Dalton Jordan Memorial Award For Business Excellence** **Mercer Wilde Moltz**
Sponsored by the Lethbridge Chamber of Commerce and the Business Development Bank of Canada
- Estelle Botfield Memorial Award For Customer Service Excellence** **Dr. Hall's Dental Clinic**
Sponsored by the Lethbridge Lodge Hotel & Conference Centre
- Small Business of the Year** **Stafford Pharmacy and Home Healthcare**
Sponsored by Runner's Soul
- Spirit of Lethbridge** **Lethbridge College**
Sponsored by East Side Mario's
- New Venture/New Business** **Crazy Cakes**
Sponsored by Economic Development Lethbridge
- Young Entrepreneur** **Landmark Environmental Ltd.**
Sponsored by Young Parkyn McNab LLP



Bonnie Greenshields (Roundstreet Café) accepts award from Dennis Opinko (Scotiabank)



Denise Hammon & Becky Baunton (L), Crazy Cakes receive award from Kerry Lowe, Economic Development Lethbridge



Grant Kvemshagen (BDC) and Bruce Webster (Chamber) MC the awards' breakfast



Dale Martin Jr. addresses the audience



Jennifer Monssen, Dr. Hall's Dental Clinic is presented award by (L-R) Robb Engen, Lethbridge Lodge, Grant Kvemshagen & Bruce Webster



Dr. Murray Lindsay (R), Faculty of Management, University of Lethbridge congratulates Susan Burrows-Johnson (L) and Anine Vonkeman, Galt Museum & Archives

(Continued on page 7)

Sugar Beet Industry Concerns Addressed by Federal Minister

David Emerson, Minister of International Trade, responded to concerns brought forward by the Lethbridge Chamber, regarding proposed changes to the U.S. sugar program contained in the U.S. House of Representatives' version of a new Farm Bill.

In his letter to Chamber President Bruce Webster, Minister Emerson stated "As rightly pointed out, exports of this product are important to both sugar beet farmers and businesses in the southern Alberta region that offer goods and services to the Canadian sugar beet industry."

The House of Representatives recently passed its version of the Farm Bill, which contains provisions on sugar that could affect Canadian exports to the United States. These provisions have been reflected in the initial draft of the Senate version. However, it should be noted that debate in the Senate has not yet

occurred in either the Agriculture Committee or on the Senate floor.

Foreign Affairs and International Trade Canada officials, as well as officials in Agriculture and Agri-Food Canada, continue to actively monitor developments in the U.S. Farm Bill in both chambers of the U.S. Congress, particularly with regard to proposed modifications to the U.S. sugar program as they impact exports of Canadian sugar beet thick juice. The Embassy of Canada in Washington is actively undertaking outreach on the provisions of the Farm Bill that are of concern to Canada.

Emerson concluded by saying, "Please be assured that the sugar provisions are being revised at every available opportunity in the dealings with the administration and Congress. The Government of Canada will continue to advocate on behalf of the Canadian industry and remain vigilant to ensure that Canadian interests are protected."

Lethbridge Chamber of Commerce Awards Scholarships

During the "Business of the Year Awards" breakfast, Lethbridge Chamber of Commerce scholarships were presented to students from the university and college. The students were selected based on a defined scholarship criteria.

Stephanie Larson, a student in Lethbridge College's Business Administration Diploma Program, was awarded a \$1,000 Chamber scholarship.

From the University of Lethbridge's Bachelor of Management Program, Madeline Woodman was awarded a \$1,000 scholarship from the Chamber.



Bruce Webster presents scholarships to Madeline Woodman (University of Lethbridge) and Stephanie Larson (Lethbridge College)

"I am very happy with the Lethbridge Chamber of Commerce. I have met so many people thru the Chamber, it is an incredible way to network and even make friends. I have been a member of several chambers throughout the years and the Lethbridge Chamber is definitely one of the best run with the most to offer. Thank you"

Charlotte Kitchen
General Manager
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Delegating for Success

THINK TIME MANAGEMENT

As a manager, your job is to plan, organize and supervise work. Delegating various projects and tasks is therefore essential for effective time management, because it frees you to take care of your management responsibilities.

Interestingly, while most supervisors complain that they are swamped with work, few recognize the importance of delegating. Fear of delegating often results from a poor understanding of leadership. Think of a leader as a cork floating on water. As the water level rises, so does the cork. Similarly, the more competent and independent a team, the more competent and effective its manager is seen to be!

DELEGATE SUCCESSFULLY

- Before delegating**
- Make sure the work to be done is defined very clearly.
 - Choose the person most appropriate for the task.
 - Decide on the level of authority and responsibility.

When you delegate

- Specify the objective, desired results and performance standards.
- Determine what type of support and training are required.
- Make sure the person is motivated to do the task.
- Establish clear limits regarding action and responsibilities.
- Define the performance standards by which results will be measured.

After delegating

- Follow up according to the schedule of checkpoints and controls.
- Hold a follow-up meeting to evaluate results.
- Review the strengths and/or weaknesses of the processes and make any necessary improvements.

Remember that delegation is more than a work assignment because you are also giving the person all the altitude and authority required to accomplish the task.

Article courtesy of Posaction Plus - Chamber Plan Group Insurance

Lethbridge Chamber of Commerce and Sweet Ideas Inc. Present ~ "BUSINESS AFTER HOURS" At Swoofidos YOUR VERY OWN CANDY SHOP

Location: 477 Mayor Magrath Drive S
Date: Thursday, November 29/07
Time: Drop in anytime between 5:00 and 7:00 pm

Antonia Lofgren, Tammy Fehr and Penny Kowalchuk, owners of Sweet Ideas invite the business community to join them for:
Wine and Candy Reception & A Nostalgic Candy Store Experience

Everyone is welcome!

Please confirm your attendance by calling the Chamber at 327-1586 or e-mail office@lethbridgechamber.com

Canadian Chamber of Commerce Applauds Economic Statement that Proposes Tax Relief for Individuals and Businesses

Finance Minister James Flaherty presented the government's *Economic Statement* to the House of Commons this afternoon. Key measures announced include:

- The general federal corporate income tax rate to be reduced to 15% by 2012 from its current rate of 22.1% (see Table A).
- The small business tax rate to be reduced to 11% as of January 1, 2008 instead of 2009 (see Table B).
- The GST to be reduced by a further 1 percentage point, to 5%, as of January 1, 2008.
- The GST credit for low- and modest-income Canadians to be maintained at its current level even though the GST rate is being reduced.
- The lowest personal income tax rate to be reduced to 15% from 15.5% retroactive to January 1, 2007.
- The amount that all Canadians can earn without paying federal income tax (i.e. the Basic Personal Amount) to be increased to \$9,600 for 2007 and 2008, and to \$10,100 for 2009 (see Table C).
- The government is willing to work with the five provinces that still have Retail Sales Taxes (RSTs) to help facilitate the transition to provincial value-added taxes (VAT) harmonized with the GST.
- Air Travellers Security Charge (ATSC) Rates to be reduced slightly as a result of the proposed reduction in the GST or the federal portion of the harmonized sales tax - GST/HST (see Table D).
- The government plans to reduce the federal debt by \$10 billion this year. The government will continue to plan on debt reduction of \$3

billion in 2008-09 and each year thereafter. The target for reducing the debt-to-GDP ratio to below 25% is expected to be achieved by 2011-12.

The Canadian Chamber of Commerce was pleased to see that a number of our key recommendations were adopted by the federal government. The reduction in the general corporate income tax rate to the level recommended by the Canadian Chamber will strengthen Canada's ability to attract business and compete effectively. Similarly the reduction in the lowest marginal personal income tax rate to 15% will help stimulate work effort, saving and investment - all of which have a direct bearing on our nation's productivity, competitiveness and prosperity. Raising the Basic Personal Amount will reduce average tax rates for taxpayers at all income levels, but more so - in relative terms - for lower income Canadians. It would also encourage more people to enter the workforce.

The Canadian Chamber of Commerce has long recognized that Canadians are overtaxed and today's announcements take concrete measures to address the situation in an immediate and bold fashion. These measures are particularly welcome as global competitive pressures intensify and underscore the need for international tax competitiveness.

The Lethbridge Chamber of Commerce is an active member of the Canadian Chamber of Commerce

"The Lethbridge Chamber of is an active chamber in the community. They truly take initiative to help shape our community to be the best it can be for businesses the chamber represents and our city. Innovative ideas, dedicated and determined individuals giving voice to our needs is what the chamber is all about."

Terry Voth
Vice President/General Manager
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