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CCSBE-CCPME in our 26th Year -- "Focusing on Growth" in Membership and Membership Benefits

By Annette St. Onge, President CCSBE

CCSBE-CCPME kicked off the new calendar year with a strategic planning session. Board members enthusiastically gave up their first weekend in January to travel to Wilfred Laurier University where CCSBE-CCPME 2005 board member and Conference Convener, Dr. Benson Honig, hosted and facilitated an excellent

session. Many great ideas were brought forward and the session ended with the establishment of an ambitious work plan for the 2005-year.

One action item, which will be of particular interest to all potential CCSBE-CCPME 2005 conference delegates, was the decision to reduce conference registration fees. Our goal is to host 200 delegates from all corners of our country. Registration has been set at \$350, tax inclusive. This year's theme is Fostering and Incubating Canadian Entrepreneurship: Best Practices. The conference program is being developed and promises to be of interest to educators, researchers, policy makers and small business service providers. There will also be workshops for special interest groups. The call for papers has gone out. We invite you to visit our website – www.ccsbe.org, for more details. Why not register early and bring a colleague?

CCSBE-CCPME is working toward a goal to establish close working relationship with other ICSB Affiliates. I recently had the privilege to travel to Puerto Rico where I gave the keynote address at the Puerto Rico and Caribbean Affiliate Entrepreneurship Summit 2005. The theme for the event was "Investing in the Entrepreneurial Future: Innovation, Enterprise, and Regional Development". Its excellent program provided topics of interest to all target groups. During my visit, we made a point to discuss ways in which we could jointly provide more benefits to our members through the sharing of knowledge and practices. It was decided that this Affiliate would send four people to the CCSBE conference, to present some of their best practices in both the academic and practitioner areas of entrepreneurship development. We will look forward to receiving our friends from the Puerto Rico and Caribbean Affiliate at CCSBE-CCPME Conference 2005.

In order to broaden the awareness of our organization across Canada, provincial initiatives are being undertaken by several of our Regional Directors. If you are hosting an event in your area and you feel that CCSBE-CCPME's participation can add value, we would love to hear from you!

ICSB will have a new look and new website. The official launch of the new logo and website will be held in conjunction with the 50th Anniversary and World Conference, in Washington DC.

2005 ICSB World Conference: The preliminary program for the ICSB 2005 World Conference is now available. This conference will be an important and historical ICSB event. Any questions regarding program or event details should be directed to the conference hosts through the conference web site: www.icsb2005.org.

Did you know?? The first meeting pertaining to the formation of our umbrella organization was held in 1955. The US Small Business Administration formed the organization in 1956. The original name was the National Council for Small Business Management and Development. Their goal was to provide support services to the small and medium enterprise sector in the USA. The first conference was held at the University of Colorado in 1955 and was promoted by visionary Wilford White. Taking on an international mandate, the organization later changed its name to the International Council for Small Business. Canada was the first affiliate. The organization has now grown to more than 2,000 members in over 60 countries. Affiliates span the globe!

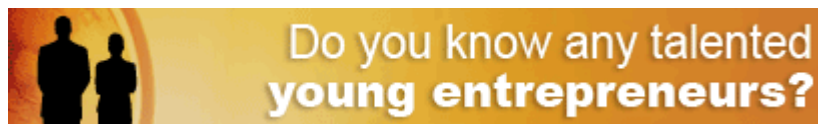
International Council for Small Business Congratulates Our Canadian Friends!

By Dr. Zulma Quiñones PhD, SVP of Programs

At the Winter 2005 ICSB Board of Directors meeting a unanimous vote was taken to award the 2008 International Council for Small Business World Conference hosting bid to the CCSBE Affiliate and its Atlantic University Team (representing Saint Mary's, Dalhousie and Acadia Universities).

We want to congratulate your affiliate and the Atlantic University Team for a good presentation. We know that the ICSB membership will be treated to a world-class conference in Halifax, Canada in 2008, having two co-chairs as accomplished as Annette St-Onge, current President of the CCSBE affiliate and Dr. Colin Dodds, President of Saint Mary's University. We look forward to a big event, full of local, state/provincial, country and international speakers that will focus on your conference theme "FROM RESEARCH TO RESULTS" in a wonderful city like Halifax, Nova Scotia, that has an array of flavors or as they say it—"Halifax...a tapestry of heritage and culture, that is smart and growing".

We invited all of the membership to join us in June 2008 in the City of Halifax, Nova Scotia, Canada, where we will be treated to a great international event.



Invitation to All Talented Young Entrepreneurs!

**The Business Development Bank of Canada
is proud to launch the 18th
BDC 2005 Young Entrepreneur Awards**

If you are an entrepreneur between 19 and 35 years of age and have been running a business for at least two years, we invite you to nominate yourself!

If you win, you will represent your province or territory at the 2005 Young Entrepreneur Awards ceremony, which will be held in Calgary, Alberta on October 18, 2005 as one of the highlights of the 26th anniversary of Small Business Week.

If you are selected...

- You will participate in the BDC Forum, a special training and sharing session with other entrepreneurs such as you and leaders of large companies.
- You will get nationwide recognition and visibility through the advertising and media campaign associated with the event.

You will also be eligible for two other awards, both of which come with a \$15,000 business grant...

- The Export Achievement Award will be presented to the winner with the most outstanding export results.
- The Creative Mind Award will go to the winner that has shown daring and originality in creating, marketing or promoting its products or services

And much more...

NOTICE TO PAST YEA WINNERS

We have created the Ongoing Achievement Award accompanied by a business grant of \$20,000 to be given to a past YEA Winner whose business is experiencing exceptional growth.

Starting March 23, you'll find all the details and a nomination form on our web site at www.bdc.ca/yea. You can also go to the nearest BDC branch or call 1 888 INFO-BDC (463-6232).

...Don't delay! The deadline for nominations is Friday, June 3, 2005!

Participate! You have everything to gain!

Report From Your VP Youth

By Tiiu Poder, VP Youth

I didn't realize what an honour it was to become appointed VP Youth for the CCSBE until I became imbedded in the job. Last year we led the Canadian Collegiate Entrepreneurship Competition nationally with a stellar list of competitors. As you know, the winner was Ben Barry who then went on to compete at the Global Student Entrepreneurship Awards in Chicago last November. This year we have made some changes deciding to put our support behind ACE (Advancing Canadian Entrepreneurship) and its national competition. We will also embark on a review of other Canadian Youth Entrepreneurship organizations and competitions in order to determine a fit with the CCSBE. With the help of the XEDC staff, we have prepared a position document for the CCSBE Youth Strategy and from that we extracted a more detailed Phase 1 Strategy. It consists primarily of creating the groundwork by means of a national database on youth programs followed by the gathering of success stories among youth entrepreneurs. In order to get this process started, we have activated a steering committee comprised of regional representatives in the CCSBE membership. Once the committee is formalized, we will set to work on Phase 1 of the strategy and then develop the next stages. Our outline document is available upon request from me at tpoder@stfx.ca.

When complete the CCSBE will have stepped-up our activities in the youth arena. Here I go again quoting Regina's Jim Mason - "After all, this is why we do what we do".

Comments from the Managing Editor of JSBE

By Robert Anderson, Past President CCSBE

Things continue to go well for the Journal of Small Business and Entrepreneurship. By the time you receive this newsletter issue 18(20), a special issue on Indigenous Entrepreneurship edited by Leo Paul Dana will be in the mail to you. Issue 18(3) is already in press and we have more than sufficient papers in the pipeline to take us into 2006.

In the next few months we will be undertaking the plans that were part of the journal's successful application to the "Aid to Research and Transfer Journals Program" of the Social Sciences and Humanities Research Council. The key activities for the upcoming 12 months will be to put the journal content online to existing subscribers including libraries and to develop an online ordering and renewal system.

More in the next newsletter.

Fun Down Under - ICSB Conference 2006

By Colin Dunn, ICSB President Elect, ICSB 2006 Convener

Melbourne, Australia has won the right to host the 2006 International Council for Small Business (ICSB) conference (the 51st). The dates are 18th to 21st June, right in the middle of our famous Australian Rules Football competition and 2 months after the Commonwealth Games, which will be held in Melbourne in March 2006.

On the serious side we will be having a full peer reviewed abstract/paper process for the academic members of CCSBE and there will be papers and workshops in business facilitation, entrepreneurship education and SME policy. We will be aiming for leading edge keynote speakers and leading edge facilitators and educators presenting the latest in thinking and practice. There will be a pre-conference policy forum (16th June) and a special youth entrepreneurship day (22nd June) featuring young student entrepreneurs from Australia and overseas having facilitated workshops with local Aussie entrepreneurs. The event will conclude with a dance party afterwards.

On the fun (and cultural) side there will be fine wine, good humour, great music, great side trips and the usual Aussie bonne homie. And of course, if you like, there is the option to break your trip over the Pacific in New Zealand and on your way back have a splash in the waters around the Great Barrier Reef. Irresistible!!!

Look for more information on www.icsb2006.org and hopefully I will see you in Washington at the 50th ICSB Conference this June where I will extend to you a personal invitation.

CCSBE Board appoints Council of Past-Presidents

By Lois Stevenson

CCSBE-CCMPE and our affiliate, ICSB, seem to be the kinds of organizations you become exposed to and never want to leave. At least that's the way it seems to have been for me and some of my small business/entrepreneurship cronies (or should I say "gurus") who met through ICSB and CCSBE at least 20 years ago.

In the fall of 2004, the CCSBE-CCPME Board, under Annette St-Onge's leadership, invited Past Presidents Gar Pynn, Louis Jacques Filion (1991-92), Walter Good (1993-94), Yvon Gasse (1994-95) and myself (1995-96) to form a Past-Presidents' Council. We heartily agreed and will now try our best to serve the Board of Directors and, indeed, the membership, by fulfilling the mandate of the Council, namely to:

- provide advice to CCSBE-CCPME's executive team on enhancing the organization's ability to deliver "real value" to the membership;
- help the executive team map organizational strategies—"value strategies"—that operate effectively in the face of change;
- identify and implement "good practices" that contributed to the success of the organization in past years; and

- maintain the history of the organization.

We look forward to meeting over the next few months to discuss ideas in line with this mandate. One suggestion, now that we are 25 years old, is to compile (in one place) the history of the development of CCSBE-CCPME, including key milestones and contributors. If anyone has stories or remembrances they would like to share, please contact me at: LSteve6509@aol.com. Other suggestions are, of course, welcome!

See you in Waterloo in October, if not in Washington in June!

SME Financing in Canada, 2003

By John Connell, Director General,
Small Business Policy Branch, Industry Canada

I am pleased to notify you that Industry Canada recently published a comprehensive report on financing for small and medium-sized enterprises (SMEs), entitled SME Financing in Canada, 2003.

Key highlights from the report are:

- While formal sources of financing are important for SMEs, informal types of financing (supplied through loans from individuals and trade credit from suppliers) combined accounted for 40 percent of debt owed by SMEs.
- Only a fifth of SMEs requested debt financing, of which 80 percent were approved.
- Domestic banks are an important supplier of commercial debt to SMEs, representing half of the market in 2000 and 2001, and only a small percentage of their overall lending activity goes to SMEs (12 percent).
- Credit unions and caisses populaires lend proportionally more than the banks in the smaller authorization categories (under \$1 million), which represented 69 percent of their overall lending activity.
- In 2002, venture capital firms invested \$2.5 billion in 677 firms - less than 0.01 percent of all SMEs - which was a drop of 35 percent from the previous year.

The report further notes that Canada's economic slowdown in 2001 appears to have influenced SME financing activity during this period. SME demand for commercial debt dropped from 23 percent in 2000 to 18 percent in 2001, and credit approvals from 82 percent to 80 percent.

This report is a product of the SME Financing Data Initiative, a partnership of Industry Canada, Statistics Canada, and Finance Canada. It is based on a number of groundbreaking Statistics Canada surveys, including the Survey on Financing of Small and Medium-sized Enterprises, 2000 and 2001 and the Survey of Business Financing, 2000 and 2001. The report also reflects results of other academic studies commissioned by Industry Canada and statistics on Canada's venture capital industry. The report, SME Financing in Canada, 2003, is now available on our web site: <http://strategis.gc.ca/smefinancing2003> and for additional inquiries you can contact Brad Bélanger, Senior Policy Advisor, at (613) 946-7287. Our web site also provides statistics from more recently released Statistics Canada surveys.

Looking forward, the SME Financing Data Initiative has shifted its reporting efforts to more targeted research on specific areas of the SME financing. The Small Business Financing Profiles series, first released in November 2004 examining women entrepreneurs, is one element of this effort. Other elements will include a publication of Key SME Financing Statistics, in-depth reports on high-growth and innovative firms, as well as further installments of the profile series.

- - REGIONAL UPDATES - - -

From Atlantic Canada . . .

UNB Entrepreneurship Professor Wins Award at European Conference

By Dannie Brown, UNB

Dr. Martin Wielemaker was awarded the Best Paper Award at the European Conference on Organizational, Knowledge, Learning, and Capabilities hosted by Bentley College in Waltham, Massachusetts. The conference was held in Boston from March 17-19, 2005, featuring keynote speakers such as Karl Weick, Wanda Orlikowski, and Paul Duguid. With a paper submission rejection rate of more than 60%, UNB considers it quite an honour for Dr. Wielemaker to have been awarded the Best Paper Award, which included a cheque of US\$1000.

The Skinny on Being Narrow: "A longitudinal study on the influence of niche width in the presence of market turbulence", *Journal of Comparative International Management*, 7(2), 12-30

by Professor Andrew Gaudes

ABSTRACT

This study examines whether product specialization offers retailers greater performance in a period of market turbulence. Incumbent retailers of home improvement products were followed over six years (1995-2001) comprising a period before, during, and after a period of environmental turbulence generated by the entry of large format retailers Home Depot and Revy to the Winnipeg market. Data collection involved survey, interview, and observational methods of 58 participants. Niche width was operationalized using four different methods, yet no significant difference could be found in the performance of organizations that specialized or generalized in home improvement products. This finding goes against much of the cross-sectional research on product specialization and niche strategies in retail, underscoring the importance of longitudinal study in research of organizations.

Working With Africa

By Dannie Brown, UNB

On March 15, 2005 UNB-Fredericton was the site of a groundbreaking initiative in New Brunswick promoting greater business and educational involvement with the Continent of Africa. The initiative was titled "Working With Africa".

The event was organized after a conversation between a member of the Board of the Canadian Council on Africa and the President of UNB. The conference had an attendance of approximately 170 registrants. African students at all post-secondary institutions in New Brunswick were invited to the event. Many were in attendance.

The event was organized to explore ways in which New Brunswick institutions; industries, businesses, citizen groups, non-profits, non-governmental agencies and students might work more closely with African countries. It was intended to be a springboard for future initiatives with specific countries and in specific industry sectors.

It was an opportunity for representatives who are already working in Africa to let it be known, and it was an opportunity for representatives from Africa to let New Brunswickers know what is needed in Africa. It was mentioned several times throughout the event that small and medium sized enterprises represent the greatest

opportunities in Africa at this time.

Ambassadors from six different African countries were in attendance as were representatives from the World Bank, the African Development Bank and CIDA. The sponsors of the event were: UNB, the Canadian Council on Africa, ACOA, the Department of International & Intergovernmental Relations, the International Business & Entrepreneurship Centre in the Faculty of Administration at UNB, the Lyceum Group, Franklin Cardy Consulting, New Brunswick Community Colleges, University of Moncton, and Terradigm.

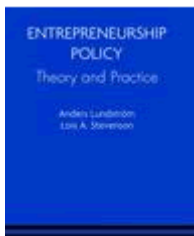
One of the highlights of the event was the closing social that was held at Old Government House, the official residence of New Brunswick's Lieutenant Governor Chiasson.

For comments or questions, please contact Dannie Brown at dannieb@unb.ca or by calling 506-453-4557.

From Ontario . . .

CCSBE Member Publishes New Book on Entrepreneurship Policy

CCSBE member and past-president, Lois Stevenson, has just published a new book on Entrepreneurship policy with Springer Publishing that will be of interest to: government policymakers, international think-tanks, researchers, and professors and students of entrepreneurship and public policy. Co-authored with Anders Lundström from the Swedish Foundation for Small Business Research (and Past-President of ICSB), this book fully analyzes the construction of entrepreneurship policy, a rapidly-evolving area of policy about which little is known. From a study and assessment of the practices of governments in thirteen countries in Europe, North America and the Asia-Pacific (including Canada), this book fully describes the policy area and shares new tools and methods for better understanding and explaining the why and how of an entrepreneurship policy approach.



Entrepreneurship Policy: Theory and Practice
Anders Lundström, Lois Stevenson
2005, XIV, 310 p., Hardcover
ISBN: 0-387-24140-X

Series: International Studies in Entrepreneurship, Vol. 9

It features a number of new methods to analyze and assess policy gaps and opportunities for future actions in the area and for understanding the most appropriate mix of government policy options. The entrepreneurship policy comprehensiveness index and the context method are of note. It presents a conceptual model describing the many factors that affect, in a dynamic way, the level of entrepreneurship in a country or region. It also describes a typology of entrepreneurship policy, which will be useful to others in categorizing their policy approaches.

Unlike other research in the field of entrepreneurship where implications from research findings are used to suggest what policy actions should be taken to increase the level of entrepreneurship in an economy, this study is based on what entrepreneurship policy actions are being taken. This is a unique book in the field, pointing the way forward, both for policymakers and for the research community, in terms of thinking about entrepreneurship policy and the complex issues surrounding its development.

This book can be ordered by contacting: Springer New York, 233 Spring St, New York, 10013; ph: 1-800-SPRINGER; email: orders@springer-ny.com; or www.springeronline.com. Price: US\$89.95 (plus 7% GST).

Reviews

"Lundström and Stevenson have written a "tour de force". They have taken a set of disparate initiatives, which seem to have evolved in an ad-hoc manner and weaved them together in a coherent manner. No longer can governments justify consideration of Entrepreneurship policy on the grounds that it lacks intellectual rigor and evidence of effectiveness." **Dr. David Storey, Director, Centre for Small Business, University of Warwick, UK**

" If you are interested in encouraging entrepreneurship in your country, this is the book you should read. Based on actual experience in 13 countries, it provides guidance on how to think about, structure, implement, and evaluate a policy that will get you there." **Dr. David Birch, Economist and Entrepreneur, Boston, USA**

" Evidence supporting the association between national economic growth and a vigorous entrepreneurial sector continues to accumulate. As might be expected, government administrators and policy experts around the world are responding by attempting to enhance their countries as a context for business creation. The sustained research program on entrepreneurship policy initiated by Lundström and Stevenson is unprecedented and unique. This monograph, a current status report, is the best available source on the scope and impact of government efforts to promote entrepreneurship. It would be irresponsible to create new entrepreneurship policy without consulting this work." **Dr. Paul Reynolds, Professor, Florida International University, USA**

From The Prairies . . .

CANDO National Conference in Sault Ste. Marie, October 17 to 21, 2005



By Warren Weir

The Council for the Advancement of Native Development Officers (CANDO) works with people interested in the field of Aboriginal Economic Development at the national, regional and local level. Our mission is "building capacity to strengthen Aboriginal communities" and we take our mission seriously. CANDO's vision for communities is "an Aboriginal economy that is strong, vibrant, competitive and self sustaining". CANDO works towards our mission and vision with every initiative that CANDO undertakes.

We create networking opportunities for people interested in Aboriginal economic development through our National Conference. Each year, CANDO holds the National Conference & AGM in different regions of the country to highlight the regions, various Aboriginal communities and the variety of partners involved to make the National Conference a success each year. This year, CANDO will be hosting our National Conference in Sault Ste Marie, Ontario and our host organization is Algoma University College. The Conference will be held from October 17 – 21, 2005. For more information about CANDO, please visit our website at www.edo.ca.

From British Columbia. . .

Proposal to Expand Awareness and Membership

By Heather Banham

The Business Educators Articulation Conference (BEAC) combined with the Commerce Educators Articulation Conference (CEAC) will be held at the new Thompson Rivers University (formerly University College of the Cariboo) in Kamloops, British Columbia on May 4-6 2005.

The agenda for the combined meeting of chairs from academic institutions across the Province will include an introduction to the Canadian Council on Small Business and Entrepreneurship (CCSBE) and the benefits of membership with emphasis on the subscription to the Journal of Small Business and Entrepreneurship. The journal has the potential benefit of informing both teaching and research activities of professors. Further, attendance at the annual conference with the opportunity to hear from high profile guest speakers and the presentation of current research issues is also very relevant to the work of professors in Business and Commerce programs. Copies of recent issues of the Journal and CCSBE brochures will be distributed.