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From the President

By President Ed Leach

In the comments that follow I would like to thank the organizers of the Waterloo conference led by Benson Honig, revisit my report to you in January on plans for this year and share with you the work being done for the 2008 conference.

Fostering and Incubating Canadian Entrepreneurship: Best Practices was the theme of the Waterloo conference where we heard from Jim Balsillie of Research in Motion at the opening reception. Subsequent to those comments the outstanding litigation with NEP has been resolved. The conference opened in earnest on Friday where we had presentations and workshops on the four conference themes as well as a presentation from Edmée Métivier, Executive VP, Integrated Risk & Technology Management, BDC entitled A bridge between research ideas and marketplace

solutions. At lunch we heard from Danny Miller and Isabelle Le-Breton-Miller authors of *Managing for the Long Run*. During the conference I doubt that there was anyone who did not come home with a platypus pin, symbolic of the upcoming ICSB conference in Melbourne. Our thanks to Benson and the good folks at Wilfred Laurier who acted as our host for the conference with diverse social activities such as the St. Jacob's Country Tour, "The Tempest" in Stratford and a Niagara Area Wine Tour.

In 2006 we are working to build membership and address a number of fiscal issues that will lead to breakeven results this year and build CCSBE's equity in future years. We have set aggressive targets in the face of significant challenges but are fortunate to have a board that understands the issues and is committed to achieving them. A simple thing you could do that would make a significant difference for us would be to think of one or two folks who would benefit from membership and recruit them to join. The membership application form and the brochure outlining the benefits of membership are available on the CCSBE website: www.ccsbe.org – click 'join' on the horizontal navigation bar.

Plans are in high gear for this year's conference in Trois-Rivières, from September 28th-30th where the theme will be Entrepreneurship, SME's and local Economic Development. Andre Joyal and his colleagues at the University of Quebec at Trois-Rivières, are uniquely positioned to speak to these issues. Andre promises that you will enjoy your time in la belle province. Work is also proceeding for the 2008 ICSB/CCSBE conference which will be held in June 2008 in Halifax. The conference theme will be "From Research to Results" and the conference committee welcomes suggestions for keynote speakers and threads that reflect our national capacity to contribute to an international audience. We look forward to seeing you in Quebec this fall.

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2006 CCSBE Conference Call for Papers, Trois-Riviere, Quebec

Visit the conference website at: www.ccsbe.org and click on the conference link.

Annual Conference of the Canadian Council for Small Business and Entrepreneurship (CCSBE) with the collaboration of
Institut de recherche sur les PME (INRPME)
Centre des Congrès, Hôtel Delta, Trois-Rivières
September 28, 29 and 30, 2006

Entrepreneurship, SMEs, and Local Economic Development

Call for Papers, Panels, and Workshops

Local economic development (LED) manifests itself within a context of increasing globalization of the economy. While LED is meant to counterbalance the negative effects of the internationalization of markets, it does not constitute an alternative. It is rather seen as complementing global development, whereas the local and the global constitute two logics meant to relate with one another. One is thus confronted with initiatives designed to change the policies and practices adopted by the various stakeholders within a given region or local community. Within this new dynamic, entrepreneurship emerges and SMEs develop themselves in an environment characterized by the diminishing importance of natural resources in comparison with "immaterial" resources": competencies, know-how, qualifications, ways of doing and acting. Hence, among other issues, the conference invites participants to question themselves on potential strategies, in Canada, for the stakeholders of LED in the face of increasing competition from countries whose advantage lies in an abundant labour force

Contributions are expected from academics, policy developers, and economic development agents. While research tracks will be defined to answer specific interests such as ethnic, aboriginal, and collective entrepreneurship, any contribution regarding entrepreneurship and SMEs will be welcome.

Final date to propose a workshop or panel: **May 30 2006**

Final date to (electronically) submit a paper: **June 15 2006**

Notification of acceptance to authors: **July 15 2006**

Final date to send the finalized paper for the Proceedings: **July 30 2006**

All correspondence should be sent, electronically if possible, to: Andre.Joyal@uqtr.ca

André Joyal, President
CCPME 2006 Conference
Instructions for authors

The manuscript must not exceed 15 pages, single spaced (in Times Roman 11), including all author information, the title of the paper, the abstract, tables, figures, and appendices but excluding references. Margins (upper/lower, right/left) should be set at 1 inch (2,54 cm).

All papers should be submitted electronically and should be in Microsoft Word format. PDF format will not be accepted. The CCSBE 2006 Proceedings will be produced on CD-ROM.

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BDC: Fostering and incubating entrepreneurship in Canada

BDC is proud to be associated with the Canadian Council for Small Business and Entrepreneurship (CCSBE) as Corporate Partner. CCSBE is made up of researchers, policy makers and educators who – namely through research, education and training – contribute to a better understanding of the reality of small business. Both BDC and CCSBE share a keen interest in developing and growing entrepreneurship in Canada.

BDC is a Crown corporation whose mandate consists in supporting the creation and development of small and medium-sized businesses in Canada through a wide range of innovative business solutions.

BDC Financing provides financing to businesses at all stages of their growth, from pre-start-up to maturity, including development and expansion. Through a Canada-wide network of consultants, BDC Consulting offers entrepreneurs consulting services to help them maximize their management abilities.

BDC Venture Capital is active at every stage of the company's development cycle, from seed through expansion. BDC Venture Capital has been involved in venture capital since 1975 and has to date invested in more than 400 companies. It currently manages approximately \$500 million in businesses involved in the areas of life sciences, telecommunications, information technology and advanced technologies.

In 2002, BDC began to refocus its venture capital strategies in order to stimulate more private sector investment to support the development of nascent companies. It created two specialized teams, namely: the Technology Seed Investment Group and the Fund Investment Group. The teams' objectives are to address the challenges of investing in breakthrough technologies (bringing them from the labs to commercialization) and to further build BDC's knowledge in assessing early-stage investments.

As a development bank, BDC's role is to constantly monitor market developments and adjust its service offerings. As a complementary lender, BDC often finds itself working alongside other Canadian financial institutions. This important difference of being complementary forces BDC to constantly adapt to gaps in the market. As a result, innovating comes naturally to BDC not only in its approach but in its solutions as well. Over the years, BDC has developed a unique business model to support Canadian entrepreneurship.

This model ensures that BDC remains financially sustainable while fulfilling its public policy mandate to its shareholder, the Government of Canada. The important aspect of the equation is that in seeking a lower return on investment compared to private institutions, BDC is able to serve segments of the market which are less profitable and riskier. BDC

accepts the risk because it believes in many cases that these projects are still viable, and that they deserve support to help create new wealth for Canadians.

To ensure that Canadian entrepreneurship continues to create prosperity for our country, BDC intends to continue its research - namely with organizations such as CCSBE - to better understand the challenges faced by Canadian entrepreneurs and find new ways to support them.

For more information on BDC, please consult www.bdc.ca.

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Entrepreneurship Databases – a benefit to CCSBE members

By A. McGrath, Secretariat

As a member of CCSBE you are automatically a member of two powerful entrepreneurship databases:

CCSBE members' database

This database is on the CCSBE website at www.ccsbe.org or can be accessed via the link:

<http://www.ccsbe.org/members/login.asp> or http://www.ccsbe.org/members/login_fr.asp.

To access the database type your username which is your first initial and last name (eg: amcgrath, eleach). Click the forgot password link and your password will be emailed to you very quickly. If you do not receive your password, email the secretariat at ccsbe.secretariatf@acadiiau.ca and I will send it to you.

This database will give you access to contact information for CCSBE members, conference proceedings, additional research conducted by members, and the CCSBE bylaws.

ICSB members' database

As a member of CCSBE you now have access to the global database of the International Council for Small Business (ICSB). This information is available on the ICSB website at www.icsb.org. Select the Extranet (members only). Your username is your first initial and last name (eg. amcgrath, eleach). If you forgot your password, or this is your first time logging in and you don't have your password, enter your username as described above and Click Here. Once this is done your password will be emailed to you. If you do not receive your password in a few minutes, email the secretariat at ccsbe.secretariat@acadiiau.ca and I will send it to you.

Your Biography

Upon login, you will arrive at your own biography. Members will search for you based on the content here – add your CV, a photo and a link to your website. Take a minute and place a check by the categories that represent your interests.

Member Directory

Click members in the left navigation bar and the list of all members will appear. You can select a member or the system will do a search using names, biographies or keywords and present a list.

What's New

Click on What's New in the left navigation bar. From the listing of current news items displayed, click on the title you wish to view. News postings may have documents attached. Click on the document you want to open or save it.

Knowledge Bank

From the Knowledge Bank select a category or a section of interest and a list of documents appear, sort by Author or Abstract by clicking on the column header. You can also search for specific subject matter by keywords.

Affiliate Info

This section gives you access to contact information for ICSB affiliates in Australia, New Zealand, Brazil, Europe, Korea, Japan, Puerto Rico and the Caribbean, Nigeria, Singapore, Taiwan, South Africa, and the United States

Access to both a national and international entrepreneurship database allows you to be part of world wide network that integrates the activities of diverse organizations and professionals dealing directly with small business and entrepreneurship.

Take a moment and access each database, make certain your personal information is up to date, add your CV, photo and link to your website. Members will search for you based on the content you provide.

If you experience any difficulty accessing your information, please email the secretariat at ccsbe.secretariat@acadiu.ca and I will try to assist you.

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Welcome to Australia – 2006 ICSB Conference



By Colin Dunn, Conference Convener

ICSB's 51st Conference will take place next year in Melbourne, Australia. The dates to remember are 18th to 21st June and the venue will be the Grand Hyatt Hotel one of the city's best 5 star hotels. Great rates have been negotiated with the hotel and the venue can cater for up to 800 delegates.

Abstracts are due on 15th January 2006 and the full details on abstract and paper submission can be found on the main ICSB website <http://www.icsb2006.org/papers.htm> or through the conference website www.icsb2006.org . These sites have all the details you need to register and find all the details about the conference.

There will be keynote presentations for each of the four 'pillars' of ICSB members, i.e. Researchers, Educators, Policy Makers and Practitioners/Advisers. In particular the Conference will contain a number of integrated sessions (afternoon from 2 pm to 5 pm) in which particular themes, e.g. Family Business and Franchising will be explored from all four perspectives. Each of these afternoons will involve a keynote, a workshop and research presentations.

The Prime Minister and local State Victorian Premier have been invited to take part, there will be a fabulous social and partners program as well as a special 'winemakers dinner' featuring some of Australia's best winemakers.

This will be a conference not to miss and if coming from overseas then traveling via New Zealand or Asia and making the trip a holiday as well as a conference would be sensible. And of course there is the Great Barrier Reef, Aussie outback and Sydney etc to see whilst you are here.

If you would like to register your interest in the 51st Conference email Kathy Griffiths on Kathryn.Griffiths@rmit.edu.au .

See you in Melbourne in June 2006!!

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JSBE News

By Bob Anderson, Editor

Two important events occurred in March. First, we have reach agreement with EBSCO to have the full text of the journal appear in various databases distributed by the company. Full text will begin with issue 17(1) the first volume published following the acquisition of the Journal by CCSBE/CCPME and the appointment of the Faculty of Business Administration of the University of Regina. Second, 19(3) a special issue on Women Entrepreneurs was released in March, thanks to efforts of guest editors Barbara Orser and Judith Madill. What follows is the announcement of the release of the issue that was widely circulated on May 8th.

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New Research about Women Entrepreneurs

By Dr. Barbara Orser, Dr. Judith Madill, Dr. Robert Anderson

March 8 is International Women's Day. To acknowledge and celebrate "...the story of ordinary women as makers of history" (United Nations, 2006), we are pleased to attach a link to a special issue of the Journal of Small Business and Entrepreneurship. The theme of this publication is gender, entrepreneurship and public policy. The project follows two important Canadian initiatives: a Prime Minister's Task Force on Women Entrepreneurs (National Liberal Caucus Research Bureau, 2003) and the 2004 Canadian research and policy conference, Sustaining the Momentum: An Economic Forum on Women Entrepreneurs.

<http://www.ccsbe.org/jsbe/special.htm>

Important outcomes of these events were an increased awareness of the important contributions of women business owners to the Canadian and global economy and a documented need for more rigorous and available research about women entrepreneurs. We hope therefore that this publication provides new insights and knowledge about women business owners.

This special issue represents the most comprehensive profile of women entrepreneurs in Canadian history. As Canada is recognized as a leader in women's enterprise development, we anticipate that this publication will be of interest to women business owners, academics, service providers and policy makers from around the world. It includes contributions by 14 Canadian and American scholars and a number of anonymous reviewers. As the adjudication process involved several rounds of peer reviews and revisions, we would like to congratulate and thank the authors

whose work has been selected for this publication.

This project is a joint initiative among the University of Ottawa School of Management, Carleton University Sprott School of Business and the University of Regina Faculty of Business Administration.

In the spirit of collaboration on International Women's Day, we invite you to share this publication with other interested stakeholders. Please feel free to forward this information and link to colleagues and friends.

Should you have any questions about this publication, please contact a member of the special issue editorial team listed below.

Sincerely,

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