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## CCSBE-CCPME Current Newsletter - **September 2006**

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## From the President

By President Ed Leach

In June I, and five of your fellow CCSBE members (Annette St. Onge, Eric Crowell, Ron Robichaud, Lois Stevenson and Chris Pelham) had the pleasure of attending the ICSB conference in Melbourne Australia. ICSB is struggling with many of the same fiscal issues as we are and there has been a report written and presented suggesting a dynamic new way for ICSB to structure itself and deliver services to its members. The attendance was truly international and we found the conference workshops and presentations fitted well with our interests. There was a significant opportunity to network and compare notes with others in our field. Colin Dunn and Kathy Griffiths deserve kudos for organizing and delivering a quality conference.

The 2009 conference has been awarded to Seoul South Korea and there were significant delegations present from both Finland, next year's host and Korea. Preparations are proceeding nicely for the 2008 conference in Halifax and the Melbourne hosts were very forthcoming in sharing their experiences. 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.

In mid August I had the pleasure of visiting Andre Joyal and Louis Raymond at the University of Quebec at Trois-Rivières . They were gracious hosts and I had the chance to visit their Centre, meet their colleagues and participate in a presentation by doctoral candidates regarding their proposed research. Until I had the opportunity of visiting with them, I was unable to fully appreciate the research and entrepreneurial support that is being provided. At that time there had been sixty papers submitted and ten panels proposed for the CCSBE conference in Trois-Rivières, Sept 28-30. When you arrive in September the theme, Entrepreneurship, SME's and local Economic Development will be addressed by an unusually diverse group of scholars and practitioners. Andre promises that you will enjoy your time in la belle province and has asked me to encourage you to

register now online at [www.ccsbe.org](http://www.ccsbe.org).

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## **BDC: Perspective: Finance a business transition painlessly**

According to a recent study by the Canadian Federation of Independent Business, one of the key stumbling blocks for entrepreneurs who are undergoing business ownership transition is financing.

"Whether you're a vendor or a buyer, the financing ([http://www.bdc.ca/en/my\\_project/Projects/articles/transition\\_bdc\\_perspective.htm](http://www.bdc.ca/en/my_project/Projects/articles/transition_bdc_perspective.htm)) will often make or break the deal," emphasizes Michel Bergeron, BDC Vice President, Corporate Relations. A main challenge in buying or selling a business is that it inevitably involves intangible assets, explains Bergeron. "You could be dealing with goodwill assets such as your brand, client list, management team expertise and employees skills or research & development costs," he says. "Although most financial institutions will consider your hard assets such as building, land and equipment, few will leverage the value of intangibles in the deal," he says.

For more information on business transition visit [www.bdc.ca/transition](http://www.bdc.ca/transition)

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## **Conference 2007 – Kelowna British Columbia**

By Heather Banham, Conference Chair 2007

Imagine – the host city for the 2007 CCSBE conference is Kelowna British Columbia!

This description comes directly from the Tourism Kelowna website. ([www.tourismkelowna.com](http://www.tourismkelowna.com)):

Majestic mountains, refreshing waters and lush orchards, add up to one of the nation's most beloved vacation spots - Kelowna, located in the beautiful Okanagan Valley in British Columbia.

Kelowna is at the heart of BC's Okanagan wine region and boasts amazing internationally recognized wines; has miles of beautiful parkland, and several sandy beaches which provide wonderful opportunities for boating, swimming, water-skiing, windsurfing and fishing. You can golf at our beautiful courses nine months out of the year. In cooler months, our snow-capped mountains and pine filled forests are a haven for skiers, boarders and outdoor adventurers of all types and levels.

Orchards and vineyards thrive within a 10-minute drive from the downtown core and provide seasonal delights year round.

That's not all. Kelowna's growing Cultural District covers a six-block downtown area and features a concentration of galleries, museums, theatres, a casino, artists' studios, fine dining, unique shops and a vibrant cultural life all year long. Prospera Place, a 6,000-seat multi-purpose facility that's home to the Kelowna

Rockets of the Western Hockey League, attracts major entertainers and events, and is also located in the heart of the city.

Plan to attend the 2007 Conference – watch the newsletter and the website for more details in the coming months.

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## 2008 International Conference for Small Business and Entrepreneurship



Hosted by Canadian Council for Small Business and Entrepreneurship

Halifax, Nova Scotia, June 22-25, 2008

The Canadian Council for Small Business and Entrepreneurship (CCSBE) in partnership with three University Entrepreneurship Centres in Atlantic Canada (Saint Mary's, Acadia and Dalhousie) was chosen to host the 2008 International Conference for Small Business and Entrepreneurship.

To promote the interaction of the four pillars of the International Council for Small Business -education, researchers, policy makers and consultants (i.e. practitioners), the theme of the conference is "From Research to Results."

The Conference will take place in Halifax, Nova Scotia starting on June 22st,2008 and ending on June 25th, 2008.

Halifax is the premiere tour and travel destination for Atlantic Canada, offering everything from luxury to discount hotels, spectacular events and world- class attractions. Getting there is easy, with convenient connections by air, sea and land to major travel hubs world wide. The World Trade and Convention Centre combines elegant world class facilities, comprehensive services and the natural hospitality for which Maritimers have long been known.

Please visit our website at [www.icsb2008.org](http://www.icsb2008.org) for updates.

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**Entrepreneurship Databases – a benefit to CCSBE members**

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](http://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](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.secretariat@acadiou.ca](mailto:ccsbe.secretariat@acadiou.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](http://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@acadiou.ca](mailto:ccsbe.secretariat@acadiou.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@acadiou.ca](mailto:ccsbe.secretariat@acadiou.ca) and I will try to assist you.

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### From Quebec . . .

#### **A multi-resource centre**

**By Marie-Hélène Guay, research officer, CVRCE**

The Centre for Entrepreneurial Culture Research and Watch Activities has a documentation centre that is open to the public. Its constantly changing collection brings together books, journals, surveys and case studies in a single location, covering a range of topics connected with entrepreneurship. It also offers access to a large number of electronic documents.

The goal of the documentation centre is to make information available to decision-makers at all levels, to provide input for the design and implementation of new entrepreneurship development projects, to offer materials for use by trainers, teachers and entrepreneurship professionals, and to provide access to the theoretical content developed by researchers worldwide.

Readers can register, free of charge, through the following link: [Centre de documentation CVRCE](#)

We hope you enjoy your visit!

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#### **Autumn Forum 2006**

**« Fostering the interest in entrepreneurship at school and reaping the fruits of an abundant harvest »**

The harvest is abundant and the fruits are of great quality! The Défi de l'entrepreneuriat jeunesse (Youth entrepreneurship challenge), which hosts this Forum, has become an outstandingly fertile soil for the establishment of a true entrepreneurial culture in school. The forum includes twenty four workshops covering entrepreneurship from the elementary school to the university (a first in eight years) as well as two main conferences whose objectives are to help develop the interest in entrepreneurship in school. We hope you will make meaningful discoveries knowing you will go back in your communities with the desire to support your youths with passion and vision.

So enjoy the Forum everyone and may the interest in entrepreneurship be inculcated in all the schools of Quebec!

#### **Régis Labeaume**

Chairman and Chief Executive Officer  
Fondation de l'entrepreneurship

#### **Denis Morin**

Educational project manager  
Fondation de l'entrepreneurship

**Date :** Thursday, October 19th 2006

**Activity :** One-day forum

**Activities host:** The Entrepreneurship Foundation, as part of the Défi de l'entrepreneuriat jeunesse in collaboration with major partners.

**Location :** Hotel Plaza, Quebec City

**Description :** Motivation is a badge of success. Fostering the interest in entrepreneurship in school means taking into account the learning pace and styles of each individual. It also means developing the relevance of the program's content and allowing the youths to be involved in projects that relate to their realities in a guiding way.

Program schedule and registration:

[http://www.entrepreneurship.qc.ca/fr/accueil/forum\\_automne\\_programmation.asp](http://www.entrepreneurship.qc.ca/fr/accueil/forum_automne_programmation.asp)

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### **Discover the Fondation de l'entrepreneurship**

By : Régis Labeaume, Chairman and Chief Executive Officer and Marie-Hélène Guay, Research officer, Fondation de l'entrepreneurship

The Fondation de l'entrepreneurship aims at actively promoting the entrepreneurial culture to ensure the economic and social development of the Province of Quebec, especially by tooling up the young entrepreneurs for more than 25 years and by insisting that beyond entrepreneurship's economical aspects and entrepreneurial spirit, it is, above all, a social phenomenon involving people who wish to come to grips with their personal and professional future.

Quebec has made a lot of progress in recent years and so has the importance of entrepreneurship in our talks and actions. We must acknowledge the major role that plays the Foundation and its partners in this entrepreneurship breakthrough in Quebec. Along the years, it has initiated numerous projects (entrepreneurship contest, the institute, annual symposium, publishing, mentorship, business intelligence and research centre). It has supported its members, mobilized and collaborated with all entrepreneurship stakeholders. Through the years, the Fondation de l'entrepreneurship has always broken new grounds to support its mission.

The Foundation has sparked the communities by promoting networking and participating in the debates. The Foundation has been involved in all seminars likely to further the popularity of entrepreneurship and value the efforts of our entrepreneurs. It has not missed a chance of reminding their importance in our local, regional and national economies. More specifically, it has helped develop along the years numerous tools destined to support new entrepreneurs.

### **A bit of our History...**

#### **1980:**

- Creation of the Fondation de l'entrepreneurship

#### **1985:**

- The Foundation launches the course-contest « Devenez entrepreneur » (become an entrepreneur) through the newspaper Le Soleil

#### **1986:**

- Publication of the book « Devenez entrepreneur » by Paul-Arthur Fortin
- First three seminars held by the Foundation
- The Foundation proposes the "SOLIDE" concept

The Foundation Grows in Force and Wisdom

#### **1989:**

- The Foundation and the QPDB launch the Programme d'aide aux initiatives en entrepreneurship - programme PAIE - (entrepreneurship initiatives assistance program)
- Creation of Place aux jeunes in collaboration with the Department of education

#### **1992:**

- Launching of the « Entreprendre » collection

**1993:**

- Free distribution of the videogram « L'entrepreneurship : voie de l'avenir » in all high schools and CEGEPs of Quebec

**1994:**

- In collaboration with the UMRCQ, distribution of the videogram « L'emploi et le développement local » in each municipality of the Province of Quebec

**1995:**

- First catalog of the collection « Entreprendre »

**1997:**

- Creation of the Fondation de l'entrepreneurship institute

**Renewed Growth****1998:**

- The Éditions de la Fondation de l'entrepreneurship (publishing) takes over the Boutique de l'entrepreneur (the entrepreneur shop)

**1999:**

- The seminar « Tout un monde de partenaires » is crowned with great success and 95 % of its participants affirm they have diversified and developed their contacts network
- The Éditions de la Fondation de l'entrepreneurship are now self-financed
- The website is now fully operational with the online sales of books, the development of discussion groups and the addition of the « jeunesse » activity

**2000:**

- Creation of the foundation's sponsorship network which now counts over 850 mentors and 1 800 mentored businesses

**2001:**

- The series of conferences on management megatrends is launched

**2002:**

- Along with the participants of the seminar Mentorat 2002, the Foundation's team and its partners inaugurate the new website Toile Entrepreneuriale on February 6th. Thanks to this new portal, the foundation's branches and the Quebec entrepreneurship network now benefit from a new mean to increase the dissemination of the entrepreneurial culture.
- Beginning of the regional tour « Conférences et dédicaces partout au Québec »

**2003:**

- Changing of the guard with the arrival of Régis Labeaume as the new Chairman and Chief executive officer of the foundation

**2004:**

- Created in close consultation with Canada Economic Development, the Foundation inaugurates the CVRCE, the first business intelligence and research centre applied to the entrepreneurial culture in Canada
- Launching of the series « Nos grands leaders au cœur de l'action »
- Record participation at the Foundation's 6th Autumn Forum with more than 350 participants from the school, political and economic communities

**Entering the Second Quarter Century****2005:**

- The Foundation celebrates its 25th anniversary and engages a future where entrepreneurial culture development has become the spearhead of the whole network of the entrepreneurial Quebec. Let us go back in 1980, the year the Foundation was created: the organization chose at the time to focus on the dissemination of information regarding entrepreneurship. The Foundation has evolved a lot since.

**In 2006, Here is How the Foundation Looks Like Now...**

- 25 competent and motivated employees, all intrapreneurs to the core
- The organisation of an annual seminar which gathers the whole of the entrepreneurship stakeholders from Quebec and elsewhere
- More than 300 members who support our mission to promote the entrepreneurial culture
- Publishing and conferences: The most important French collection dedicated to SME development, growth and

management which comprises more than 270 titles, guides and CD-ROMs destined to support entrepreneurs. It also includes conferences and dedications everywhere in Quebec (2 000 entrepreneurs and managers reached annually)

- The mentorship service : a business mentorship network which counts 850 mentors, 800 mentored businesses, 1 800 mentoring relationships
- Business intelligence and research centre : virtual documentation centre, research on entrepreneurial culture, intelligence service and weekly information bulletins, conferences and training workshops, entrepreneurship promotion
- Educational projects : 30 schools in experiment, workshop project in school to raise people's awareness of the importance of entrepreneurship, more than 300 participants involved in the fall forum

Should you have any question regarding the Foundation's activities or provided services, please contact Monique Bouchard (646-1994, extension 274) or send us an email at [fondation@entrepreneurship.qc.ca](mailto:fondation@entrepreneurship.qc.ca)