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## NEWSLETTER - Fall 2002

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### CCSBE-CCPME, President's Message

Colleagues, I would like to encourage you to attend the annual meeting in Halifax. Our CCSBE-CCPME conferences keep getting better as each builds on the success of the previous year. So please come to Halifax and join in the formal and informal opportunities for learning and networking with friends and colleagues.

This past year has been especially busy for the Board and I would like to quickly summarize what we've achieved:

1. We established a permanent Secretariat at Acadia University. This is a huge success, largely due to the hard work and initiative of Ann McGrath and of course thanks to Chris Pelham for taking on this big job.
2. We established the NACEA Awards program, honoring the achievements of Youth Entrepreneurs. We have Annette St. Onge to thank for this amazingly successful first year of the program.
3. We updated and improved our Website. Great job by everyone involved, especially Alain Theriault and Ann McGrath.
4. We are in the final stages of acquiring the Journal of Small Business and Entrepreneurship. This journal, which is currently publishing its 16th volume, has been sporadic in its publication over the last few years. With more frequent issues, there will be a greater opportunity to publish in the only Canadian Entrepreneurship Journal. We also have hopes that we can expand the Journal to include either a separate journal that focuses on practitioner concerns, a section of the journal for practitioner issues, or a special practitioner issue each year. We'll be talking about the Journal at the upcoming meeting and hope for input from you, either as a potential reviewer or ideas person. Chris Ross has worked extensively on this initiative and we hope to be able to update the situation at the Annual General Meeting. Mitch Lenko, the current owner of JSBE, has been very generous in allowing us to acquire the JSBE.
5. We are in excellent financial shape with a healthy surplus of income over expenditure. Thanks to Wayne King for the financials and to Pete Robinson for his advice as Past President.
6. Conference Chair for 2001, and incoming President, Denis Garand, contributed to our healthy finances with a surplus from the 2001 Quebec City conference.

7. We received funding from the International Council for Small Business to finance projects to attract new members. We received almost 80% of the funding that ICSB had available for all the affiliates worldwide. Our 14-page business plan/proposal certainly was impressive.

8. We received sponsorship from a variety of sources. Thanks to everyone who worked to secure this funding and also sincere thanks to our sponsors.

9. We've been sending out Newsletters as a regular feature and we hope these are useful for members.

10. We have a great conference planned and ready to LAUNCH! Thanks especially to Ed Leach and also other contributors Eric Morse and Chris Pelham, for their work. There are too many people to list individually, but for everyone who has helped with conference planning, many thanks.

11. We have initiated planning for our 2003 conference in Victoria, BC. Thanks to Brock Smith for taking on the role of Conference Chair.

We have a lot more to achieve:

1. We need to expand our membership. A first step would be to increase awareness. I meet many people who have never heard of CCSBE-CCPME.
2. We need to expand the value added aspects of belonging to CCSBE-CCPME.
3. We need to offer a variety of products for members, paying particular attention to the various needs of our different types of members.
4. We need to encourage more members to run for Board positions.
5. We need to make membership in CCSBE-CCPME useful for anyone who is involved in any area that furthers entrepreneurship and small business in Canada.

This message reads a bit like the summary I should be giving at the Annual General Meeting. However, I want to encourage members who are not thinking of attending to stop and notice how our organization is growing and developing. For those who will be at the conference, I want to alert you to the many exciting initiatives that are underway and encourage you to join in our discussions.

Sincere thanks, for allowing me over the past year, to be President of this great organization. I would also like to thank all the members of the Board. Each one has contributed a great deal of time and effort to advance our organization.

See you on the 14th November in Halifax!  
Teresa V. Menzies  
President

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## **2002 CCSBE Conference - From Research to Results**

The 2002 Halifax conference - From Research to Results is only weeks away. Registrations numbers will exceed expectations and an exciting program that will appeal to the full breadth of interests within CCSBE's membership has been planned. Simultaneous translation will be provided on both Friday and Saturday. Papers, workshops and symposia will be presented in three conference tracks:

1. Research - includes the traditional academic research community as well as researchers affiliated with other communities of interest;
2. Education - includes program or curriculum developers working in post secondary education,

community economic development and other agencies;

3. Practice - includes those who develop, administer or deliver programming/services for the entrepreneurial community; consultants, and entrepreneurs.

The program begins Thursday night with a traditional Maritime "Kitchen Party" and "Newfoundland Screech In". The proper documentation has been kindly supplied by Dr. Gary Gorman of Memorial University while the "kissing cod" will be procured fresh and locally. On Friday a dine-around will be organized at local restaurants hosted by residents who will share stories and history from the area. Note that the list of restaurants is provided on the web site and that sign up will take place at the conference registration desk. On Saturday evening a gala lobster dinner will be held on the waterfront.

Preliminary keynote speakers include: Dr. Alan Cornford (innovation clusters and creating value), Jill Hiscock and Ron Robichaud (update on the model for entrepeneurializing Atlantic Canadian Universities), Chris Curtis (lessons learned at the Centre for Entrepreneurship Education and Development), and Dr. Bob Richards - Hubert W. Kelly Memorial Chair in youth focused technological Entrepreneurship.

On Friday afternoon a commercialization workshop hosted by Dr. Richard Brown and facilitated by Dr. Alan Cornford will explore the potential for commercializing university research. Special invitations have been sent to: basic researchers at Atlantic Canadian universities, the research community and potential private sector partners. On Saturday an Entrepreneurship Institute has been arranged for 50 collegiate entrepreneurs (details are available on the web site).

The conference will be held in downtown Halifax at the elegant Lord Nelson Hotel. Presenters will be pleased to learn that data projectors will be available in each presentation room and that all rooms have high speed internet access available. We look forward to seeing you in Halifax Thursday to Saturday November 14th to 16th 2002.

Ed Leach

On Behalf of the 2002 Conference Committee

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## **DARE TO DREAM**

**OCTOBER 2002**

### **GENE LUCZKIW, DIRECTOR, THE INSTITUTE FOR ENTERPRISE EDUCATION**

Famed Czechoslovakian playwright and politician, Vaclav Havel has described our post-modern world as one:

"Where nothing is certain and everything is possible."

Vaclav Havel

President of the Czech Republic

In this type of world, the lifespan of the organization is based, not on strategy, but upon a culture that engages the contribution and creativity of its people.

When he was not dreaming, Stephen Leacock was one of Canada's most beloved humourists. As well, he was an accomplished scholar and economist who reminded us about the importance of dreaming big:

"It may be that those who do most, dream most."

Stephen Leacock

Stephen Leacock's exhortation to dream finally has a place in today's globally connected world of chaos, disruption and discontinuity. The industrial era of the 19th and 20th centuries in many ways was an

aberration, in that its mechanistic nature imprisoned people in boxes and forced them to worship a higher god in the hierarchical ladder. While this method seemed to work to some degree in the stable industrial era, it has become virtually ineffective in the present era. So where do the dreams come in?

A few years ago on a trip to Scotland, I was asked to speak at the opening of Lauder College's Innovation Centre. Since Lauder College was named after Andrew Carnegie's uncle, I knew I could easily speak about Carnegie's prowess as a highly successful entrepreneur and his contribution to the industrial age, not unlike Bill Gates' contribution to our new knowledge network age. I felt, however, that there was something much more powerful to tell my audience.

Andrew Carnegie had once financed a young lawyer, Napoleon Hill, to interview the leading entrepreneurs of his day, to identify the key characteristics that made them successful. Hill's research became the basis of one of the longest best-selling books *Think and Grow Rich*. It has guided and continues to guide thousands of people to turn their dreams into action. The central tenet of Hill's work was whatever the mind of man can conceive and believe, it can achieve.

Today, more than ever, leaders need to dream big dreams, but to achieve this, they must have a strong belief in themselves and in their ability to turn these dreams into action. Effective leaders do this by creating cultures of innovation that enable themselves and their employees to pursue their dreams. When leaders connect the distinct creativity of their employees around a compelling vision of the future, then and only then, will they be able to develop the right strategies to deal with the disruptions and discontinuities of the global marketplace.

The author of this article, Gene Luczkiw, is an acknowledged global thought leader and practitioner in the fields of entrepreneurship development, entrepreneurial leadership and enterprise education. Gene is the founding director of the Institute for Enterprise Education and the Centre for Entreplicity, and is also an adjunct professor with Brock University's Faculty of Education. An academic and practitioner in the entrepreneurial field, Gene consults to some of the world's largest public and private organizations. Currently, Gene is studying ways to help the automotive parts manufacturing industry develop effective strategies to meet their ongoing employment needs. Gene can be reached at (905) 688-5757 or by e-mail at: [gene.luczkiw@entreplicity.ca](mailto:gene.luczkiw@entreplicity.ca)

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## Update from the Prairies

By Bob Anderson, Director, Prairies

I am the academic reviewer for the Administrative Sciences Association of Canada, Entrepreneurship and Family Business Division for the 2003 conference to be held in Halifax June 14 to 17, 2003. If you contact me at [robert.anderson@uregina.ca](mailto:robert.anderson@uregina.ca), I would be happy to send you the 'call for papers'. For more information, see the conference web-site at <http://www.stmarys.ca/academic/commerce/asac/>

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## ASAC 2003: New Paradigms for a New Millennium CALL FOR PAPERS ENTREPRENEURSHIP AND FAMILY BUSINESS

Frank H. Sobey Faculty of Commerce  
Saint Mary's University

Halifax, Nova Scotia. Canada  
June 14-17, 2003

The Entrepreneurship and Family Business Division of ASAC invites you to submit a paper or symposium proposal for the 2003 Annual Conference in Halifax, Nova Scotia.

Submissions should be sent electronically to the academic reviewer (or reviewers in the case of a cross-Divisional symposium or panel), in either Rich Text Format (RTF) or Word for Windows (1997 version or higher) [see address below]. Papers must not have been published or presented elsewhere.

To appear in the Proceedings, papers must conform to the ASAC Typing Style Guide [see <http://www.stmarys.ca/academic/commerce/asac/papers.html>] and must not exceed ten (10) single-spaced pages, including all author information, the title of the paper, the abstract, all footnoting and endnotes, but excluding all tables, figures, references, and appendices. On a separate page, indicate the authors' names, addresses, telephone numbers, fax numbers, and E-mail addresses and to whom all communications should be directed [Students should also indicate their status and indicate the school in which they are enrolled]. The academic reviewer must receive all contributions no later than 31st January 2003. Please make sure that the paper is complete in all respects since there is very little time to revise in March 2003. If you work with WordPerfect Software you should use either CG Times 11 or Times Roman 11. If you work with Microsoft Word Software please use Times New Roman 11.

Members interested in assembling a symposium or workshop should prepare a detailed description of its overall purpose and focus and the specific role of each participant and send it electronically to the Academic Reviewer by January 31, 2003. [see point 8

<http://www.stmarys.ca/academic/commerce/asac/papers.html>]

Members interested in making a submission to the case study track should contact Tupper Cawsey, Wilfrid Laurier University, School of Business, 75 University Ave West, Waterloo Ont. N2L 3C5 Tel: (519) 884-0710 ext: 2055, Email: [tcawsey@wlu.ca](mailto:tcawsey@wlu.ca)

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## Update from Atlantic Canada

By Chris Pelham, Director, Atlantic Canada

The Atlantic Canada members of CCSBE have been actively involved in organizing the upcoming conference. We are ready to welcome CCSBE members to Halifax and provide thoughtful reflection on a variety of topics relative to small business and entrepreneurship in Canada. Members should also be ready to experience good old down east hospitality.

Progress is being made in the research project Entrepreneurship Education in Atlantic Canada Universities. This project has the participation of all 18 universities in the region and is endorsed by the presidents of each. The literature review and best practices analysis has been completed and the research team is now immersed in the primary research component to determine the current environment relative to the topic. It is expected that model development will begin early in the new year.

The Atlantic Canada Opportunities Agency recently announced a \$59.6 million dollar strategy for Entrepreneurship and Business Skills Development Program. The three components of the EBSDP strategy include: Innovation Skills Development designed to encourage SMEs to enhance innovation, management and technical skills; Women in Business Initiative designed to improve growth and competitiveness of women owned business, and the Young Entrepreneur Development Initiative designed to enable more young Atlantic Canadians to develop the attitude and business skills to successfully launch and grow a business. This significant program initiative will provide new resources for CCSBE members to advance the mandate of the Council in this region.

CCSBE, in conjunction with The Acadia Centre for Small Business & Entrepreneurship has begun to establish a National Data Base for Small Business Counsellors. This is designed to be of particular interest to CCSBE members involved in community-based, micro and small business counselling. To register log on to [www.businesscounsellors.ca](http://www.businesscounsellors.ca)

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