
NEWSLETTER - Fall 2003

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Update From the President

Every fall for the last twenty years, CCSBE has been organizing a national conference to bring academics and practitioners to the same major event. In 2003, CCSBE will hold its [20th Conference at Victoria \(B.C.\)](#), from November 6 to 8, giving all members the opportunity to share their entrepreneurship and small business experiences with our west coast colleagues.

In fact, our annual conference moves each year from one Canadian region to the other: Banff in 1999, Ottawa in 2000, Québec in 2001, and Halifax last year. As the quality of CCSBE-CCPME conferences improve with the previous years' experience, there's no doubt that YOU MUST ATTEND this 2003 annual meeting in Victoria. Registration began in September, but we are now in the very last weeks to plan your trip and register for this major event; the largest in Canada.

An association like CCSBE exists basically to develop relationships between the various groups and individuals involved in fostering entrepreneurship and serving small businesses. Your presence at this annual conference is the prime networking tool. As you will see in this newsletter, the conference offers several activities answering the needs and expectations of our broad membership. Join us in the formal and informal opportunities for learning and sharing experiences with friends and colleagues from coast-to-coast.

Meanwhile, let's have a quick look at the main achievements for CCSBE in 2003:

1. The major contribution of the new secretariat in dealing with the day-to-day activities of the association. Thanks to Ann McGrath and the Acadia Centre for Small Business & Entrepreneurship (ACSBE)!
2. The fantastic work done by Robert Anderson and the associate editors in launching the first issue of the new Journal of Small Business and Entrepreneurship (JSBE). Based at the University of Regina, the journal gives CCSBE international exposure and the recognition of all academics.
3. Coordinated by Annette St-Onge, the second year of the Canadian College and University Entrepreneurship Award program (in association with the Global Student Entrepreneurship Awards, formerly NACEA), honouring the achievements of young entrepreneurs throughout Canada.
4. With the help of the Regional Directors and the Board of CCSBE, we've been sending out quarterly Newsletters to all members and posted new materials on our web site, with more links than ever before. Tiiu Poder has been one of the best collaborators on these improvements.
5. We will meet very soon in Victoria, due to the work of Brock Smith, Eric Morse and their team. Don't miss this national meeting : Nov. 6 to 8.

However, we still have to improve several activities:

1. As any other association, we need to increase our membership and expand our presence in all regions of Canada.
2. We must innovate in creating new ways of networking among academics, practitioners and entrepreneurs, through our national conference but also in organizing local events fostering entrepreneurship in conjunction with the various actors.
3. CCSBE must prove to all potential members and contributors the value added of our programs and services.

To reach these objectives, after twenty years of growth, CCSBE now needs a professional management who will strengthen these positions and develop the numerous sectors that still offer room for improvement. With no doubt, we will pursue our role as a non-for-profit organization driven by volunteers who believe in entrepreneurship and small business, but we should move to the fourth and five speeds to respond more efficiently to the needs of all Canadians.

Obviously, we must further discuss these ideas at our Board and General meetings in Victoria. For all those who will meet there in early November, please note that we encourage you to attend all the workshops, social events and meetings. To those who won't be able to participate this year, please keep on surfing the CCSBE web site, where you will obtain regular and useful information on our activities.

See you in Victoria on November 6 !

Denis J. Garand
President

20th Annual CCSBE/CCPME Conference Entrepreneurship and Small Business as Engines of Progress. Conference Update September 22, 2003

By Brock Smith
Conference Chair

An exciting conference program is coming together for the upcoming 20th Annual CCSBE / CCPME conference being held in Victoria November 6th to 8th. Act soon - the early bird registration deadline is **OCTOBER 14**.

Papers for the research stream are currently under review and we expect to confirm presentation dates/times with authors by the end of September. Numerous workshop proposals were submitted and we have a wide array of interesting presentations scheduled for the Education stream and the Outreach, Policy, and Practice stream. The detailed conference schedule should also be available on the conference website by the end of September.

We are still working on the details of an "MBA-For- A -Day" program that offers four results and performance oriented sessions for entrepreneurs and small business owners. This will be posted on the website shortly.

Conference highlights include keynote presentations by Peter Thomas, President of Thomas Pride, Brad Forth, CEO of Power Measurement, and Peter Gustavson, CEO of Custom House Currency Exchange. We are also offering a special presentation and workshop by members of the 2010 Olympic Bid Committee on the entrepreneurial opportunities of the 2010 Vancouver/Whistler Olympic Games.

The conference opens Thursday November 6th with a waterfront welcoming reception and concludes Saturday November 8th with a gala west-coast dinner at Victoria's tropical Crystal Gardens.

For those of you who are active researchers, Industry Canada will be presenting opportunities related to their recent Standing Offer Agreements and RFP request. There will also be an opportunity to share research project ideas and find new research partners.

The 20th Annual conference is being generously supported by Western Economic Diversification, the Business Development Corporation, the BC Ministry of Competition, the University of Victoria, the Canadian Technology Network, Industry Canada, Thrifty Foods, Royal Roads University, Simon Fraser University, the BC Investment Management Corporation, and Pearson Education Canada.

Conference program and registration details can be found at www.CCSBE.org. For further information contact Dr. Brock Smith, Conference Chair, at the UVic Faculty of Business (250-721-6070, smithb@uvic.ca)

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Comments from the Managing Editor

By Robert B Anderson, Managing Editor
[The Journal of Small Business and Entrepreneurship](#)

Volume 17 Issue 1 of the Journal of Small Business and Entrepreneurship is now 'in press'. This is the second issue published by the Faculty of Administration of the University of Regina since the Canadian Council of Small Business/Le Conseil canadien de la PME et de l'entrepreneuriat acquired ownership of the journal. Members will receive their copy prior to the conference in Victoria in November.

I think you will find that this issue contains a diverse and interesting set of papers all exploring important small business and/or entrepreneurship issues. The first paper examines the importance of business planning in early stage enterprises. It adds to the growing body of work that indicates that the connection between formal business planning and new venture success is tenuous at best. The next two papers compare small enterprises with medium and large ones, one by examining organizational culture in Australia, and the other by exploring financial strategies in Spain. Both provide insights generalizable to other places and people. The final paper explores ethnic entrepreneurship in South Africa examining differences and similarities among three groups—Africans, Indians and Europeans. Insights from this paper will be useful to those exploring the impacts of culture, values, history and other ethnic variables on the process of entrepreneurship and the operation of small businesses wherever this occurs; and it occurs everywhere.

Regrettably, the timing of submissions and the unfolding of the review process conspired to preclude the inclusion of a paper in French in issue 17(1). This same accident of timing will likely result in two papers in French appearing in the next issue.

Well over 50% of the non-CCSBE/CCPME subscribers are non-Canadian and the journal has an excellent reputation internationally. We continue to receive a large number of international submissions. In fact, five of the eight papers published in the last two issues were by authors from outside Canada. This pattern holds true for papers in the review process.

We would like to receive more submissions from you, the members of CCSBE/CCPME, your colleagues and your students. It is our intention to move to four issues per year by 2005 and after that to increase the per issue content from the current 4 papers. To do this we need a growing supply of papers.

Finally, I would like to draw your attention to the list of Editorial Review Board members listed in the journal. We have been able to assemble a distinguished group of world-renown entrepreneurship scholars. We are very grateful to them for their willingness to devote considerable time to the review process and to the promotion of the journal among their colleagues and students in spite of all the other demands on their time.

Young Communications Maven Captures National Entrepreneur Award



Denis Garand, CCSBE-CCPME President, presents Canadian College and University Entrepreneur Award winner Jacquelyn Corbett Cyr of Dalhousie University with her award at an awards dinner in Halifax on Sept. 20, 2003

Halifax, NS --- August 25, 2003 --- Denis Garand, President of the Canadian Council for Small Business and Entrepreneurship (CCSBE-CCPME) has announced the 2003 winner of the Canadian College and University Entrepreneur Award

Jacquelyn Corbett Cyr, president of Corbett Cyr Consulting (www.corbettcyr.com) in Halifax, NS, was selected from applicants from all across the country as Canada's undergraduate entrepreneur. Corbett Cyr Consulting is a new media communications firm working primarily in three-dimensional animation, web development, graphic design, and consumer-driven marketing strategies in the visual realm, with a future focused on the industrial sector. In addition to running a successful business, Ms Corbett Cyr is a full time student at Dalhousie University appearing on the 2002-2003 Faculty of Science Dean's List. She is currently entering her senior year in the Bachelor of Science Advanced Major in Economics program, and is concurrently completing a Certificate in Entrepreneurial Skills through the University's Faculty of Management.

As the winner of the Canadian College and University Entrepreneur Award, Ms Corbett Cyr will join other regional winners from countries around the world at the Global Student Entrepreneur Awards. These awards will be conferred in Chicago, IL, in early November at the Collegiate Entrepreneurs Organization (CEO) Conference. In Chicago, Ms Corbett Cyr will, among other things, compete for the title of Global Student Entrepreneur Awards against fellow regional winners for a grand prize of USD \$10,000.

"I am honoured to be selected as the Canadian College and University Entrepreneur Award winner this year," said Jacquelyn Corbett Cyr. "Although I'm still fairly young in the business world, I've had a passion for entrepreneurship all my life. This type of recognition is both substantial on a professional level and meaningful to me personally. I'm excited to represent Canada in Chicago and I hope this recognition will encourage other young entrepreneurs to follow their ambition."

Ms Corbett Cyr has been working independently in the communications industry since 2000, focusing her efforts on internet media, graphic design, and marketing strategies. She works alongside her business partner and husband, David Cyr, in continually expanding the business' client base and menu of services. In addition to serving an impressive client base, Corbett Cyr Consulting continually monitors new and emerging technologies and trends to identify market opportunities for growth, which has led them in their current movement towards both technology marketing and industrial and architectural visualization.

The Canadian Council for Small Business and Entrepreneurship (CCSBE-CCPME) is the Canadian affiliate of the International Council for Small Business (ICSB). Since its incorporation in 1980, the Council has fostered the development of entrepreneurship and entrepreneurial activities in Canada.

Other ICSB affiliates operate in Australia / New Zealand, Brazil, the Caribbean, Europe, Japan, Korea, Puerto Rico, Singapore, Southern Africa, and the United States.

NEWS FROM ATLANTIC CANADA:

By Sue McNeil
St. Francis Xavier Enterprise Development Centre

Entrepreneurship in Atlantic Canadian Universities – Collaborative Research

The consortium of Atlantic Canadian University Business Development Centres, university entrepreneurship chairs and other university-based partners is moving into the final phase of the research project, developing a model for university level entrepreneurship education programs. The model framework will evolve from the depth of understanding and familiarity with previous research into the topic, the analysis of the data compiled from the attitudinal survey and solid insight into university environments.

The objectives of the model created are to: expose all students to entrepreneurship; equip and empower professors to approach curriculum and teaching with an entrepreneurial viewpoint; create an entrepreneurial learning environment across all disciplines; develop entrepreneurial characteristics/traits in students; create awareness of venture creation as a viable career option; and increase venture creation among students.

This final phase of the project is expected to be completed by March of 2004.

A detailed discussion of this project will be undertaken at the CCSBE Conference in Victoria, BC.

Collaborative Projects in Entrepreneurship – Innovation Workshops

The University Business Development Centres in Nova Scotia are collaborating on the development of a series of workshops aimed at developing the skills required for small business owners to undertake innovative strategies and to create working environments that encourage innovation. The series will address three broad areas including Innovation Awareness, Productivity Improvement and Commercialization, and Business and General Entrepreneurship Skills. This collaboration enables the Alliance of Nova Scotia UBDC's to increase their capacity to bid on contracts, to deliver products and services more efficiently and effectively, and to offer a wider range of expertise to all their clients.

In Search of Entrepreneurship Education – Surfing the Web

This reporter decided to take a ride on the web, surfing the wave of entrepreneurship education, training and support in Atlantic Canada, more specifically the sites of the twenty-two CCSBE Member's organizations listed for the region. It was an illuminating ride. Of the twenty-two sites, only one did not have a web-site. The remaining twenty-one organizations all had websites and I was able to discover something about entrepreneurship on each site. This was a good thing. But, as you only have one chance to get your entrepreneurial support message out there, I undertook a "totally objective" survey of the sites and rated them according to a few criteria such as ease of locating entrepreneurship information, the quality and quantity of the information, support for entrepreneurship and its development, events related to entrepreneurship, and links to other entrepreneurship sites. The rating scale was poor, fair, good, very good and excellent.

Survey Says: Poor – 3; Fair – 6; Good – 2; Very Good – 4; Excellent - 6

Where does your organization's site rate? Why not check out your site and those of other members to see what's up in entrepreneurship in Atlantic Canada?

NEWS FROM ONTARIO

By Perry Bamjii, Queens University

48th ICSB Conference Belfast, Ireland: 15-18 June 2003

Teresa Menzies (Canada) and George Solomon (USA) were Track Leaders for the Entrepreneurship Education and Regional Development Session at which Teresa presented a paper entitled 21st Century Pragmatism: Universities and Entrepreneurship Education and Development.

Teresa also presented two papers entitled:

Derogatory Myths and Flawed Theory about Women Entrepreneurs: Nascent Entrepreneurs
The Double Jeopardy of Ethnic Minority Women Entrepreneurs in Canada.

Perry Bamji (Canada) presented a paper entitled Knowledge Management in Small Businesses at the Hi-Growth and Hi-Tech Business Development Session.

Just-in-time Education Series offered by Queen's Center for Entrepreneurial Development {QCEDInc}

The Queen's Just-In-Time Education Series starts again this fall with a great line-up of seven intensive modules that equip entrepreneurial business leaders with essential business tools for building sustainable businesses. This series was highlighted when QCED received the CCSBE President's award at the Halifax conference in November 2003.

This year the program is being expanded to three locations: Steelcase Canada's Headquarters in Markham Ontario; GE Canada Headquarters in Mississauga, Ontario; and Nortel Canada in Nepean (Ottawa) Ontario.

For details about series and for registration information please see:

www.qced.com/jit

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