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## NEWSLETTER - Summer 2003

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### Journal For Small Business & Entrepreneurship

By Bob Anderson  
Managing Editor

I am very pleased to be able to inform members that the first issue of the Journal and Small Business and Entrepreneurship published under the auspices of the CCSBE/CCPME and the Faculty of Administration of the University of Regina is now at the printers for copy-editing and printing. Copies will be mailed to members early this summer. To give you a taste of what to expect, the article titles and drafts of the abstracts follow. I trust you will enjoy this and subsequent issues of JSBE.

#### PATTERNS OF TRADE IN ETHNIC ENCLAVES: A STUDY OF ARAB AND HISPANIC SMALL BUSINESSES

Craig S. Galbraith, Cameron School of Business, University of North Carolina

Curt H. Stiles, School of Business, Seton Hall University

Carlos L. Rodriguez, Cameron School of Business, University of North Carolina

#### Abstract

This study examines the nature of intra-enclave trade for two ethnic enclaves, Hispanics and Arabs, within a U.S. metropolitan area. Based upon a sample of forty-two small ethnic businesses, a modified enclave input-output table is developed for purchases of materials, services, and labor inputs and sales of outputs. Analysis suggests that ethnic firms tend to rely more upon the ethnic enclave for labor inputs than for other resources. In addition, the study indicates that start-up firms rely more upon intra-enclave economic exchange than more mature ethnic business.

#### Résumé

La présente communication étudie la nature des échanges commerciaux internes dans deux enclaves ethniques, l'une arabe et l'autre hispanique, dans une métropole

américaine. À partir d'un échantillon de quarante-deux petites entreprises ethniques, on a développé un tableau modifié des entrées-sorties par enclave pour l'achat des matériaux, les services, la somme de travail, et les ventes de produits. L'analyse suggère que les entreprises ethniques tendent à se tourner vers leur propre enclave pour la main-d'oeuvre, ce qui est moins le cas pour les autres ressources. De plus, selon l'étude, les jeunes entreprises comptent plus sur les échanges économiques internes que les entreprises ethniques plus établies.

#### INFORMAL INVESTMENT IN CANADA: FINANCING SMALL BUSINESS GROWTH

George H. Haines Jr, Eric Sprott School of Business, Carleton University,  
Judith J. Madill, Eric Sprott School of Business, Carleton University  
Allan L. Riding, Eric Sprott School of Business, Carleton University

#### Abstract

This paper reports an empirical study of Canadian informal "angel" investors. A key contribution is the development of a portrait of the decision making of these angels as well as a framework which was successful in structuring this decision making. Angels are well educated and experienced as investors. They tend to hold other full time jobs. They invest in new growth-oriented businesses, usually at the earliest stages of business development. They report a shortage of investment-ready businesses in which the principals are willing to partner with experienced investor-mentors. Investors learn about opportunities mostly from business associates. Evaluation tends to be informal, although some investors have extensive sets of due diligence materials. The key dimensions of investable business opportunities are the market potential of the business, the capability of the principals to commercialize the service or product, and the opportunity for investors to make substantive non-financial contributions to the firm.

#### Résumé

Cet article présente les résultats d'une étude empirique portant sur les investisseurs providentiels canadiens. Une contribution importante est le développement d'un bilan de la prise de décision des investisseurs providentiels ainsi qu'un cadre de référence permettant une bonne organisation de cette prise de décision. Les investisseurs providentiels possèdent une solide formation et de l'expérience à titre d'investisseurs. Ils ont généralement un autre emploi à temps plein. Ils investissent dans des entreprises en démarrage orientées vers la croissance, habituellement dans les premières phases de leur développement. Ils constatent également un manque d'entreprises où les dirigeants sont prêts à s'associer avec un financier d'expérience. Les investisseurs apprennent l'existence de la plupart des occasions d'affaires par leurs partenaires d'affaires. L'évaluation est davantage informelle, quoique certains investisseurs possèdent une panoplie d'outils pour la vérification diligente. Les facteurs principaux d'un investissement fortement considéré sont le marché potentiel pour l'entreprise, la capacité des dirigeants de commercialiser les produits ou services et la possibilité pour l'investisseur de contribuer substantiellement d'une manière autre que financière à l'entreprise.

#### DÉMARRAGE D'ENTREPRISES PAR LES CHINOIS, ITALIENS ET SIKHS AU CANADA: QUELQUES RÉSULTATS EMPIRIQUES

Louis Jacques Filion, professeur titulaire et directeur de la Chaire d'entrepreneurship  
Maclean Hunter, HEC-Montréal  
Gabrielle A. Brenner, professeure agrégée, HEC-Montréal  
Charles Ramangalahy, professeur, Université de Montréal  
Teresa V. Menzies, professeure agrégée, Faculty of Business, Brock University

## Abstract

Only a small proportion of the entrepreneurs in our sample emigrated to Canada for entrepreneurial reasons. Once in the country, they started their businesses mainly to improve their independence or their economic situation. Several discovered their business opportunity through experience and contacts, but others identified their opening through luck or personal observations. Their businesses are often located in areas where their ethnic group is dominant, and mainly operate in the service, retail and wholesale sectors. The entrepreneurs took an average of around two years to launch their project. Many of them faced difficulties finding financing, and personally invested most of the start-up capital required, relying on family support and banks for the remainder. The main problems they encountered concerned financing, marketing, human resources, the institutional environment and production. Several differences between ethnic groups were identified in connection with business start-ups.

## Résumé

Une faible proportion des entrepreneurs de notre échantillon a immigré au Canada pour des raisons entrepreneuriales. Ils se sont par la suite lancés en affaires tout d'abord pour des raisons d'indépendance et d'économie. Plusieurs ont découvert leur occasion d'affaires grâce à leurs expériences et à leurs contacts, mais aussi par hasard et à la suite d'observations qu'ils ont faites. Souvent localisées là où le groupe ethnique est dominant, ces entreprises opèrent principalement dans les secteurs du service, du commerce de détail et de gros. Ces entrepreneurs ont mis environ deux ans à démarrer leur projet. Confrontés, dans une proportion importante, à des problèmes de financement, ils ont investi personnellement l'essentiel du capital de départ et recouru au support de leur famille et des institutions bancaires pour le reste. Les principaux problèmes auxquels ils ont été confrontés portent sur la finance, le marketing, les ressources humaines, l'environnement institutionnel et la production. Nous avons relevé plusieurs différences entre groupes ethniques quant au démarrage des entreprises.

## FIRM SIZE, EFFICIENCY AND EXPORTS: EMPIRICAL EVIDENCE FROM SOUTH AFRICA

Wim. A. Naudé and Phillip, Faculty of Economic & Management Sciences,  
Potchefstroom University

A.E. Serumaga-Zake Department of Statistics, University of the Western Cape

## Abstract

This paper makes use of survey data to study the relationship between the size of a firm and its propensity and intensity to export. The data was gathered in 1999 from a sample of 61 manufacturing firms in the North West Province of South Africa. Using Probit and Tobit regressions it is found that larger manufacturing enterprises (having more than 100 employees) tend to be more likely to be successful in exporting than small manufacturing enterprises. Specifically, 63% of large manufacturing enterprises were found to be exporting, whilst only 41% of smaller manufacturing firms (those with less than 100 employees) were exporting. Moreover, for the larger firms the exports per employee was found to be US\$ 2100 in 1999 whilst for smaller manufacturing firms this was US\$ 1600. It is also shown in this paper that firm efficiency is important for success in exports: a 10% point increase in efficiency (calculated using a stochastic production frontier methodology) will increase the probability of exporting by 19% and the intensity of exports by 12%.

## Résumé

La présente communication se sert des données d'un sondage pour étudier la relation entre la taille d'une entreprise et sa propension et son intensité à exporter. Les données ont été recueillies en 1999 à partir d'un échantillon de 61 entreprises de fabrication situées dans la Province du Nord-Ouest, en Afrique du Sud. À l'aide des modèles de régressions probits et tobits, on a trouvé que les grandes entreprises (celles de plus de 100 employés) avaient plus de chances de réussir à exporter que les petites entreprises. Plus précisément, on a trouvé que 63% des grandes entreprises exportaient alors que ce n'était le cas que dans 41% des petites entreprises (moins de 100 employés). De plus, en 1999, dans les grandes entreprises, les exportations par employé s'élevaient à 2 100 \$US alors que dans les petites entreprises, elles n'étaient que de 1 600 \$US. Cette communication montre que l'efficacité de l'entreprise joue un rôle important dans les exportations: une augmentation de 10% de l'efficacité (calculée selon la méthode stochastique de la frontière de productions) accroîtra de 19% la probabilité d'exporter et, de 12%, les exportations.

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## 2003 CCSBE Conference Update

By Brock Smith  
2003 Conference Chair

Planning is well underway for the 20th annual CCSBE/CCPME conference Nov 6-8th in Victoria. We expect to build on the successes of previous years to deliver an outstanding conference experience. One of our speakers will be Peter Gustavson, founder, President and CEO of Custom House Currency Exchange. Peter was awarded the 2002 Ernst & Young Entrepreneur of the Year Award in the business-to-consumer category. In 10 years he has grown Customer House Currency exchange into a 10 billion dollar business and one of Canada's 50 best companies. In keeping with the coast's "lotus land" reputation, the awards dinner will be held at Crystal Gardens, amid lush tropical plants, flamingo's, parrots, macaws, butterflies, monkeys, and 60 other species of endangered, exotic birds and animals. You will want to wear something cool and you will want to bring a camera. If you are bringing your family to the conference, we will work something out so children can come see the animals during the pre-dinner reception. It is time to start thinking about papers and workshops. Papers should be directed to Eric Morse at Ivey and workshop proposals directed to Brock Smith at Victoria by July 31. See the CCSBE/CCPME website for details. We look forward to seeing you in Victoria!

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## Call for Papers

20th Annual CCSBE Conference  
Nov 6-8, Victoria, B.C.

The Canadian Council for Small Business and Entrepreneurship (CCSBE) invites submission of papers or proposals for workshops/ symposia for the 20th Annual

CCSBE Conference to be held in Victoria Nov 6-8, 2003. The theme of this year's conference is Small Business & Entrepreneurship: Engines of progress. Submission of papers, or workshop/symposia proposals related to the conference theme would be particularly valued. These might relate to either: a) small business and entrepreneurship as a catalyst for wealth creation, economic growth or sustainability, environmental sustainability, or other desirable outcomes, or b) progress in entrepreneurship research, education, training, policy, or practice. Papers and proposals may be submitted in French or English and presentations may be delivered in either official language.

Please indicate which of three tracks your submission would be of greatest interest to:

Research – topics and issues that would be of particular interest to those in the traditional academic research community as well as researchers affiliated with other communities of interest.

Education – topics and issues that would be of particular interest to those involved in program or curriculum design and/or delivery in educational institutions, community economic development agencies, or other outreach programs.

Policy & Practice – topics and issues of particular interest to entrepreneurs, small business managers, consultants, policy makers, and others involved in entrepreneurial support organizations.

#### Papers

Original manuscripts of either a conceptual or empirical nature that are the result of scholarly activity and which contribute to the field and practice of entrepreneurship will be considered. We are especially looking for authors to go beyond description and include propositions for theory building or clear links to theory development based upon solid empirical work. Papers must not have been published or presented elsewhere. To be in the Proceedings, papers must conform to the format and submission guidelines of the Journal of Small Business and Entrepreneurship (The CCSBE Journal) <http://www.ccsbe.org/jsbe/guidelines.htm>. The only deviation from JSBE Guidelines is that papers should be submitted to Eric Morse at the address below.

All papers will be blind reviewed by two members of the editorial board. Best Paper Awards will be given in several categories and winners will be given the opportunity to fast track their papers for JSBE publication. Please submit papers to Eric Morse by July 31, 2003.

Eric A. Morse  
Richard Ivey School of Business  
1151 Richmond St. N.  
London, ON N6A 3K7  
519-661-4220 Ph  
519-850-2337 Fx  
[emorse@ivey.uwo.ca](mailto:emorse@ivey.uwo.ca)

### Workshops/Symposia

Workshops/symposia can vary in length and may take the form of a seminar, small group discussion/dialogue, hands on activities, or other creative approaches. Proposals should include

A cover page including a a short title describing the content and focus of the session as well as the names, affiliation, complete - addresses, telephone & fax numbers as well as email addresses of the presenters.

A 1-2 page description of the session: statement of purpose, discussion of how the proposed activities will fulfill the purpose of the workshop, and an indication of how the session is linked to the conference theme.

A 120 word (or less) abstract to be used in the conference program if the proposal is accepted.

Session details including: proposed audience, length of workshop, special equipment or room requirements.

Please submit an electronic copy of workshop/symposia proposals to Brock Smith by July 31, 2003.

Brock Smith  
Faculty of Business  
University of Victoria  
P.O. Box 1700  
Victoria, BC, V8W 2Y2  
(250) 721-6067 (FX)  
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Smithb@Uvic.ca

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## Canadian College & University Entrepreneur Awards Provides Winner with Excellent Networking and Profile Opportunities

By Annette St. Onge  
VP, Youth

The 2002 winner of the Canadian Awards program will receive additional profile... Dan Murza, the 2002 winner of the Canadian College & University Entrepreneur Awards will be featured in a Global Student Entrepreneur Awards (GSEA) book profiling the winners. The publication is funded by Ron Rubin, CEO of The Republic of Tea in the US.

Michael McMyne, 2002 GSEA Social Impact winner, and published author, is working closely with GSEA and spearheading the book initiative. Chapters are authored by the 2002 group of winners, plus one 2001 winner, Courtney Hennessey. All have just

completed their first drafts for the book. It will be a hardback, which will retail for just under \$20.

The “media blitz book launch will take place in New Orleans on September 19 and 29. . Michael promises that this event will be most memorable—one not to be missed. The authors, including our own Canadian winner, will be there for all the exciting events-- two parties, meeting the press and attending signings at local bookstores. We believe this book (plus the two follow-up books Ron Rubin has pledged us to write) will make super stars of our winners and a household name of the Global Student EntrepreneurSM Awards.

The 2003 Canadian competition is underway and the judges will make their decision in the very near future. We are looking forward to moving our Canadian winner forward to the GSEA competition which will be held November 7 to 9, in Chicago.

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## CCSBE Website Upgraded – [www.ccsbe.org](http://www.ccsbe.org)

Ann McGrath  
CCSBE Secretariat

The CCSBE website has been updated. The 'members only' section is now password protected. Each member has received an email containing their own username and password for this section of the website. If you do not remember receiving the email or have simply forgotten your password, don't be concerned, the program will look after you. Just click on 'Forgot username and password' and very shortly you will receive an email with the information. Once you have entered the 'members only' section you will be presented with the following selection:

### Member Directory

Please go in and create your member profile. As more members enter their information, this section will become a valuable tool. Don't forget to include your website address.

### Proceedings from CCSBE Conferences

The Abstracts page has been updated to allow for keyword searching of the abstracts but only members have access to the full papers.

### Current Newsletter

Each new edition of the newsletter is in the “members only” section of the website.

### Bylaws of CCSBE

The bylaws of the organization are available in this protected area of the website.

### Research

This contains CCSBE member research and is available to all members.

If you have any difficulty with this new feature, any comments on the website in general or suggestions for future upgrades, please contact the secretariat at [ccsbe.secretariat@acadiau.ca](mailto:ccsbe.secretariat@acadiau.ca).

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## Proposed Amendment to Patent Act Small Entity Patent Fees

By Robert Mitchell  
Patent agent/Agent de brevets  
Ogilvy Renault

### Issue

The Minister of Industry is considering introducing an amendment to the Patent Act to correct the unintended effect of a recent Federal Court decision in Dutch Industries. Under the Patent Act, a small business entity or university patentee is entitled to pay filing and annual patent maintenance fees (for pending applications and issued patents) on a lower scale than large corporations. Small entity status is a popular option with inventors, small enterprises and universities. The meaning of "small entity" is defined in the Patent Rules (see attached).

A small business or university patentee may inadvertently lose its small entity status by entering into a security agreement or a license with a large corporation. Small entity status may also be lost if a small entity patentee enters into a license with another small entity when the second small entity may itself have an obligation to transfer or license any right in the invention to a secured creditor or large corporation. In the past, when a patentee discovered that it had erroneously paid maintenance fees on the small entity scale, the Commissioner of Patents would accept late payment of the difference and maintain the patent in good standing.

In Dutch Industries, the Federal Court held that the Commissioner of Patents could not accept the late payment of the difference from a patentee who had originally paid maintenance fees in the good faith but in the mistaken belief that it was a small entity. The effect of the Dutch Industries decision is that if a patentee loses its small entity status accidentally or unknowingly, there is no mechanism by which the shortfall in maintenance fees may be paid. Thus, the patent would be deemed to have been abandoned and be of no force and effect. The Federal Court of Appeal tried to mitigate the effect of the trial Division decision by indicating that the determination had to be made only once and that at the time the applicant entered the patent system in Canada. Thus the problem still exists with those companies who in good faith made the wrong determination of small entity at filing.

That the effect of Dutch Industries be corrected is critically important to individual Canadian inventors, small business in Canada and universities. The Dutch Industries case involved patents for agricultural implements.

The proposed amendment would recognize the practice of the Commissioner of Patents of accepting late payment of the difference, possibly with an additional penalty fee, the effect of which would be to maintain the patent in full force and effect.

### Background

Over the 20-year life of a patent, maintenance fees for a large corporation would be approximately \$4,000 while maintenance fees for a small entity would be approximately \$2,000 representing a total difference of approximately \$2,000.

In the United States, similar small entity legislation exists. In that country the inadvertent payment of a small entity fee instead of a large entity fee may be corrected without the loss of rights.

The Minister of Industry recognizes that it was never the intention of Parliament that a small business or university be penalized by losing its patent for inadvertently paying maintenance fees on a small entity basis. This is viewed as an entirely differently situation from that of a patentee that simply ceases to pay any maintenance fees thus, in effect, giving notice that it no longer intends to rely on its patent. In the case of the small business or university, the payment of maintenance fees on a small entity basis, by inadvertence, nevertheless is clear notice to the public that the patentee intends that the patent remain in full force and effect.

Any Canadian patent resulting from a university research project might be vulnerable to the effect of Dutch Industries. For instance, if a university researcher is involved with a company (having more than 50 employees) on a particular research project, the patent rights for the university might be compromised if a conditional or optional license is granted even early on in the project.

Another scenario might involve a small business, with one or more patents, putting these patents up as collateral for a financing (often with a bank or other lender). Such an arrangement would have caused the patentee to lose its status as small entity. The small enterprise would not have realized that it was then considered no longer to be a small entity.

The Commissioner of Patents has estimated that thousands of patent applications and issued patents owned by small businesses and universities may be compromised by the Dutch Industries decision.

It is therefore essential, especially for small businesses and universities, that the Patent Act be amended in order that patent rights not be lost on a technicality. Otherwise, small enterprises and universities, in Canada, will be at a significant competitive disadvantage.

#### Proposed Amendment

At this time, the Minister of Industry is considering an amendment to the Patent Act and Patent Rules correcting the problem created by Dutch Industries. The amendment would permit retroactive payment of maintenance fees to bring them up to the appropriate level upon the payment of an appropriate penalty fee. No other amendment to the Patent Act would be brought forward at that time.

#### Patent Rules

##### Definition of Small Entity

Under Section 2 of the Patent Rules under the Patent Act, a small entity is defined as follows:

'small entity' in respect of an invention, means an entity that employs 50 or fewer employees or that is a university, but does not include an entity that

(a) has transferred or licensed, or is under a contractual or other legal obligation to transfer or license, any right in the invention to an entity, other than a university, that employs more than 50 employees, or

(b) has transferred or licensed, or is under a contractual or other legal obligation to transfer or license, any right in the invention to an entity that employs 50 or fewer employees or that is a university, and has knowledge of any subsequent transfer or license of, or of any subsisting contractual or other legal obligation to transfer or license, any right in the invention to an entity, other than a university, that employs more than 50 employees;

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## A View From the Rock!

By Dan Mosher  
Director, Atlantic Canada

Atlantic Canada has often been viewed as a area of the country where help is needed to enhance the economic well-being of the population. In an area where the fishery and other natural resources have played an integral role in the development of community life, many still believe that 'have not' is still the status of the region. Well, now is the time to share what is happening here...and there is lots to talk about!

In Newfoundland and Labrador (now the official name of the Province using the abbreviation NL), Memorial University of Newfoundland has mobilized its intellectual and physical resources to enhance the developments of rural communities throughout Newfoundland and Labrador.

The P. J. Gardiner Institute, since its beginnings in the late 1970s, has always worked towards the creation of a presence outside the university. Now, more than ever, with a unit of the Institute specifically focussed on reaching out to rural communities, this is occurring more and more. Many of the initiatives that the P. J. Gardiner Institute (PJG) is delivering are focused on achieving the goals and commitments made by Dr. Meisen. Here are some of the things being done!

The Business Retention and Expansion( BRE) program, which is being delivered through the provincial Department of Industry, Trade and Rural Development, was modeled after the BRE in Midwestern USA. The Outreach unit of the PJG are currently involved in additional BRE projects – Schooner zone region, Canadian Manufacturers and Exporters, Hospitality Newfoundland and Labrador, and most recently the Capital Coast Development Alliance as a result of the successful pilot involving the Exploits Zone Board. Participation in the BRE program allows the University to utilize the expertise possessed by its researchers for community economic development – clearly one of the goals identified by the President.

Between a Rock and a Great Place is a learning vacation concept conceived by the Dean and Associate Dean of the Faculty of Education and subsequently brought to life with the support of others in the Faculty. RGP introduces participants to Newfoundland and Labrador through multiple representations of the Province's culture. The program's itinerary is dynamic and interactive, exposing participants to a variety of aspects of the Newfoundland culture thereby allowing them to shape their own perceptions of the province and its citizens. The learning experience is

meant to be fun while simultaneously discussing Newfoundland and Labrador's history and culture.

Due to its initial success and an apparent market for such a program, the Faculty of Education decided to offer RGP in the summer of 2003. They approached the P. J. Gardiner Institute to assist with the business development of the project and to provide ongoing advice and guidance related to the administration of the program. Well, you probably wondering what this had to do with bringing University resources to the community? Since in this example, the necessary resources are being shared within the university community. There are several important aspects of this story: first of all that there is a definite desire for this type of vacation and this province is more and more being recognized as a very desirable vacation destination – it is important to capitalize on this. Secondly, no other institution or organization in this province has the necessary collection of knowledge to develop and deliver such a program; finally, there are direct benefits to local businesses for the supplies required to deliver such a program – this includes everything from travel and accommodations to local cultural tours and events. There are definite long-term effects of this type of initiative. Programs such as RGP will be in demanded more and more.

The Capital Coast Development Alliance (Zone 19) in partnership with the P. J. Gardiner Institute have developed and delivered sessions to assist potential entrepreneurs in business creation in their own communities. Between the CCDA and the P. J. Gardiner Institute, a very uniquely focused and dynamic program to support individuals with a business idea was created. The hoped that the outcome of the program will be the establishment of several business ventures in communities in the CCDA region. In this initial stage, sessions have been completed on Bell Island, in Conception Bay South, and Holyrood, while Petty Harbour/Maddox Cove is scheduled in May/June of 2003.

The P. J. Gardiner Institute has undertaken a study to assist individuals across the province who are directly involved in economic development in a variety of capacities and identify issues and concerns specifically related to innovation and e-business. The goal of these consultations is to develop policies and programs to address the needs identified.

After September 11, it became more well-known that money laundering activities were the methods generally used to support many terrorist activities. As a result of this fact, governments began enforcing regulations on the banking industry to detect and counteract money laundering activities. Approached to put together a team to develop a technology that could effectively detect money laundering, the PJG set out to create a superior technology, developed in a timely manner, to address these new industry regulations.

As a result of deploying the knowledge and expertise in the University, in particular, the Faculties of Engineering and Business faculties, technical and a business teams worked with and an advisory board who would work together to develop the technology and the business methodology to best administer it. Since October 2002, the developed technology has been represented it at various trade shows – most recently in New York in May were it received very strong industry acceptance. What this project demonstrates is the University's ability to respond very quickly to an immediate need in the marketplace. It is an example of knowing where the talent is and how the fast track the efforts to develop a solution.

As a result of this project, a spin-off company called Verifin, was formed with the majority shareholders being the students who were assembled to work on the project! This is an obvious benefit to the local community and the province. The more often that these types of activities occur, the better the chances are to create economic wealth in the community through business creation and growth. MUN has arrived in the rural communities. There is more but that will have to wait for another article.

News From Mount Allison!

Congratulations to the John Dobson Micro-Enterprise Centre on the appointment of their new Director, Effective May 1, 2003, Professor H. Douglas MacDonald took up his duties as Director, based on the recommendation of the selection committee. Douglas is no stranger to entrepreneurship development and promotion in Atlantic Canada. He received an MBA in Marketing from Dalhousie University and is a PhD candidate in Entrepreneurship/Marketing from the University of Stirling, Scotland. He has taught at both the undergraduate and graduate levels at U.C.C.B. and U.P.E.I. and has been actively involved in the delivery of professional training programs offered by Holland College and the Canadian Institute of Small Business Counsellors. He is a founding member of the Atlantic Colleges Committee for Entrepreneurial Development. Douglas has started and owned several small businesses and he has been active in community development. We join Mount Allison in extending a warm welcome to Douglas in his new role at the university.

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## Prairie Update

By Vance Gough  
Director, Prairie Region

Bissett School of Business, at Mount Royal College

The last few months have seen many changes at the Bissett School of Business. We had the opportunity of hosting Michael Dell from Dell Computer. We involved him with a group of our Entrepreneurship students and had a fantastic Q&A session. Then, the School hosted its 3rd Annual Business Plan Competition. Prize money totaled more than \$3,000.00 for the event. This year marked the first time that all of the finalists started the businesses. "None of this is pretend anymore" said Wendelin Fraser, Dean of the School. In addition, our new business building is under construction and will be finished in August 2003. It will also house our new "Student Success Centre" with break-out rooms for groups and both a group computer lab and individual use lab.

The Alberta Women's Enterprise Initiative Association (AWEIA)

The Alberta Women's Enterprise Initiative Association (AWEIA) assists women entrepreneurs across Alberta create stronger businesses. Women owned businesses are on the rise and AWEIA's services are designed improve businesswomen's ability

to access financing, development of quality networks and business management skills.

To date AWEIA has assisted over 18,000 Alberta women entrepreneurs develop their business through increased access to resources, support and financing. The AWEIA loan program is a comprehensive approach to financing and has provided over \$5.9 million dollars to Alberta women starting or expanding a small business. AWEIA and our sister organizations have an impressive impact on the economy including the creation and preservation of over 2,300 full-time and 7,190 part-time jobs and the additional of over \$203.2 million to the economy. AWEIA is funded by Western Economic Diversification Canada, a department of the federal government, and corporate sponsors.