
NEWSLETTER - Spring 2003

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Update From the President

By Denis J. Garand, President

To all those interested in entrepreneurship and small business, bonjour !

CCSBE (Canadian Council for Small Business and Entrepreneurship) is still growing in 2002-03, carrying on the trend set last year by Teresa V. Menzies (Brock University), supported by her terrific team. To summarize some of the major events of 2001-02, we can mention the Canadian implementation of the North American Collegiate Entrepreneur Award (NACEA : <http://www.ccsbe.org/collegiate.htm>), establishing a permanent secretariat at Acadia University in Nova Scotia (ccsbe.secretariat@acadiau.ca), organizing the 19th Annual Conference in Halifax, and acquiring an international journal : Journal of Small Business and Entrepreneurship (JSBE : jsbe@uregina.ca; <http://www.jsbe.com>). But before we launch this new year, we must be grateful to Teresa for her excellent contribution, facing all the challenges she has overcome. Without her strength and efficacy, supported by a dynamic board, CCSBE would still be in short pants. Being in command since last Fall, it is time we offer you our best wishes for 2003.

Lady Menzies, merci pour tout!

However, before I go further, let me introduce myself: Denis J. Garand, born in the Montréal area, twelve years in the private sector then a second career as an academic since 1991. I had taught in several universities in Québec and Europe until June 1998, when Laval University offered me a full-time position in Québec City. Having worked with more than ten organizations, of various sizes and sectors, I presently aim to develop entrepreneurship within universities while offering my expertise in small business management (human resources and strategy). Involved in associations since 1990, I discovered CCSBE when I entered the

academic field and was attracted by this group bringing together academics, practitioners in entrepreneurship, and SMEs. Since then, my interest and involvement has constantly grown, bringing me this year to the CCSBE presidency.

MY OBJECTIVES FOR 2003 : GIVING YOU THE MOST FOR YOUR MONEY !

We are now at the turning point of our history. As a national association aiming to bring together teachers, professors, researchers, public policy makers and practitioners involved in entrepreneurship development and small business management, CCSBE is moving into the fast growth stage in 2003. Adding to our usual activities of conference organization, business plan competitions and sustaining research, we now own **OUR INTERNATIONAL JOURNAL : JSBE**. Launched in 1983 by Raymond W. Y. Kao, one our well-known Canadian researchers in entrepreneurship, JSBE has become a renowned periodical. CCSBE, after twenty years of presence, had the opportunity to acquire ownership of the journal and make it its official media, whilst perpetuating the solid assets built by Ray Kao and Mitch Lenko (Centennial College). In the following pages, you will notice the importance of this new acquisition for all researchers and practitioners, francophones or anglophones, Canadians, Europeans or Asians, academics or government agents. Edited in both official languages, this peer-reviewed journal gives an opportunity to publish to all those who do not have access to the major US journals. Thus, our door is widely opened to all ICSB international affiliates: Brazil, ECSB, Japan, Korea, Puerto-Rico & the Caribbean, ROC, SAESBA, SEANZ, Singapore, USASBE, and to French-speaking groups : AIREPME, ASAC, Académie de l'entrepreneuriat, AIMS. Sincerely, you are all welcome to submit your papers to **Robert B. Anderson (University of Regina), our Managing Editor at jsbe@uregina.ca; <http://www.jsbe.com>**.

CCSBE, being a not-for-profit organization must maintain and increase its membership to justify its existence and sustain its growth. We encourage your contribution by renewing your membership to CCSBE. Added to the usual benefits of being a full member, as described at <http://www.ccsbe.org>, including subscription to the new JSBE, you will gain access to the extended network of ICSB affiliates (International Council for Small Business : <http://www.icsb.org>). To register for CCSBE, renew your membership or obtain any information related to the members' benefits, please contact our President-elect (2003-04) : Wayne King, at wking@morgan.ucs.mun.ca, or one of our regional directors (listed below).

YOUR CCSBE MEMBERSHIP IS TODAY'S PRIORITY !

The details of the Canadian program of the North American Collegiate Entrepreneur Award (NACEA) can be found on our website (<http://www.ccsbe.org/collegiate.htm>). This program is headed up by our dynamic vice-president Youth projects Annette St-Onge (astonge@seafortheng.ca). Every young Canadian student entrepreneur has the opportunity to enter this international competition. In fact, we all bear the responsibility of identifying and convincing them to submit their project before April 1, 2003. Just ask last year's winner, Daniel Murza (http://www.ccsbe.org/award_winner.htm) and he will tell you about all the positive impacts of this award on his personal and professional life.

Moreover, we must proudly congratulate the 2002 Conference organizing committee, held in Halifax last November : Ed Leach, who had close to three jobs at that time, and his whole Atlantic team whose names and duties still appear at http://www.ccsbe.org/conference/organization_en.htm. Due to their enthusiasm and efficient work, this 19th Conference gave CCSBE a chance to renew its membership in Eastern Canada, before we move westward for this year's conference. As you will see in this newsletter, the 20th CCSBE Annual Conference will be held in Victoria (British Columbia), indeed the most beautiful city in Western Canada. Chaired by Brock Smith (smithb@business.uvic.ca; <http://www.ccsbe.org/2003victoria.htm>), who organized the 1992 Conference, this meeting

will again strengthen our presence from coast to coast, upgrading the knowledge and awareness of those involved in entrepreneurship or small business. From November 6 to 8, 2003, you will be in the safest hands for sure.

START RIGHT NOW PREPARING A PAPER OR WORKSHOP!

At last CCSBE is taking off as a managerial organization, even if it is still managed by a terrific group of professors-entrepreneurs. With a permanent secretariat lead by Ann McGrath (ccsbe.secretariat@acadiau.ca), hosted at the Acadia Centre for Small Business & Entrepreneurship (Acadia University, NS) and supported by its Director, Chris Pelham, we benefit from all the essential tools and resources we give to our members in return for their subscription investment.

DON'T FORGET TO RENEW YOUR CCSBE MEMBERSHIP : <http://www.ccsbe.org>

Bonne lecture ! Please feel free to send us your comments !

Journal of Small Business & Entrepreneurship - Announcement

By Robert Anderson, Managing Editor JSBE

The Journal of Small Business and Entrepreneurship
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On November 29, 2002, the Canadian Council for Small Business and Entrepreneurship/Conseil canadien des PME et de l'entrepreneuriat (CCSBE/CCPME), acquired ownership of the Journal of Small Business and Entrepreneurship. The CCSBE/CCPME was formed in 1979 as the first affiliate of the International Council for Small Business. Its members include academics, educators, representatives of small business support organizations, researchers, government officials, students of entrepreneurship, and policy makers. The council's goals are to promote and advance the development of small business and entrepreneurship through research, education and training, networking and dissemination of scholarly & policy-oriented information. The Journal of Small Business and Entrepreneurship will enhance the CCSBE/CCPME's ability to pursue these goals, nationally and internationally.

The Journal of Small Business and Entrepreneurship was established in 1983 and has been published continuously since. The founding editor was Raymond Kao. In recent years, the journal has been published by the Centre of Entrepreneurship (Centennial College) under the editorship of Mitch Lenko. While based in Canada, the journal has an international reach with more than half its subscribers and over 50 percent of its articles from outside the country.

The CCSBE/CCPME has appointed five associate editors: Denis J. Garand, Université Laval; Teresa Menzies, Brock University; Eric Morse, University of Western Ontario; Peter Robinson, University of Calgary; and Christopher Ross, Concordia University, and a managing editor, Robert Anderson, University of Regina. The editorial review board is made up of respected scholars from the Americas, Europe, Asia and Oceania.

The CCSBE/CCPME has entered into an agreement with the Faculty of Administration of the University of Regina to publish the journal for the next three years (2003-05). The CCSBE/CCPME and the Faculty of Administration will begin publishing the Journal of Small Business and Entrepreneurship with Volume 16, Issue 3 which will be available in April 2003. Volume 16 Issue 4 will be published in October 2003. Thereafter, four issues will be published each year in January, April, July, and October.

The Journal of Small Business and Entrepreneurship is interested in research that pushes the boundaries of current entrepreneurial thought - theoretical pieces, qualitative and quantitative empirical work, and/or case studies. If you are interested in submitting a paper or subscribing to the journal, please contact the managing editor at the above address.

2003 Conference Update

By Brock Smith.

Plans are underway for the 2003 CCSBE conference in Victoria Nov. 6-8th to be held at the Laurel Point Inn, in Victoria's inner harbour. Current focus is on generating sponsorship support, creating a visual identify for the conference theme "Small Business & Entrepreneurship: Engines of Progress," evaluating venues for the gala awards dinner, and securing keynote speakers. If members have any suggestions on these topics, feel free to drop me a note. The call for papers, workshops, and symposia form part of this newsletter.

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

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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

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2002 Conference Wrap up

By Ed Leach, Chairman 2002 Conference

From Research to Results – Exploring the Possibilities was the theme of the 2002 annual conference where attendance significantly exceeded our expectations. Memorable moments included the kissing of the cod during the screech in on Thursday night; Dr Richard Brown's deaf mice; Alan Cornford's \$20 million dollars for beer; Bob Richards "put a doily under it" story and the lobster and Acadian dancers on Saturday night (see the photographs on the web site www.ccsbe.org/album.htm). What may not have been so visible were the commercialization workshop on Friday afternoon attended by over 50 pure researchers and the Entrepreneurship Institute held on Saturday and attended by 45 young entrepreneurs.

On behalf of the conference committee I would like to thank all of you who attended and participated in the annual conference in Halifax and urge you to attend the 2003 conference in Victoria – Entrepreneurship and Small Business as Engines of Progress <http://www.ccsbe.org/2003victoria.htm>.

CCSBE Research Activities

By Chris Ross, VP Research

Our 19th annual conference was held in Halifax in November of last year – 2002. The papers presented at this conference reflected a wide variety of research interests among our members. This diversity of interests augurs well for research in entrepreneurship and small business and for the deepening of knowledge about the small business sector in Canada.

The papers presented at this conference were both theoretical and empirical. Peter Robinson from the University of Calgary presented an interesting theoretical paper that questioned many of the assumptions that we make as researchers in the field of small business. He questioned, for example, our assumptions of rational and logical processes, sequential activities, temporal and situational stability, control as a reasonable objective of science, etc. He contended that these are inconsistent elements of observed reality such as affective, conative and cognitive processes, temporal and situational change and so on. Empirical papers, dealing with planning (Zinger and Le Brasseur), exporting (Gorman) and differences between men and women entrepreneurs in the manufacturing sectors (McGraw, Berthelot and Coulmont) were also presented and discussed. The preceding list is a sample of the papers that were presented.

The 20th annual conference will be in Victoria and our goal, as in the past years, is to have some interesting and useful papers. In addition to entrepreneurship in the private sectors, it would be useful for us to have papers that deal with entrepreneurship in the not-for profit sector. A number of initiatives take place in this sector that contribute to growth and development but there seems to be a dearth of research that examines issues such as problems of start-up, measurement of performance, societal impact and long-term growth. If anyone is doing work in these areas I would love to hear from you.

Finally, if there is anyone who would like to have their research initiatives publicized to the general membership, please send me a note with a brief of description of the work and I would be happy to share the good news.

A Business Gateway for Canadian Entrepreneurs

By Elise Boisjoly, Director General, Government On-Line, Industry Canada

The challenge for budding entrepreneurs is never coming up with the next “big idea” – rather it’s bridging the gap to profitability. Millions of Canadian small business owners find relevant and useable information and services on-line to close this gap. It’s embracing this innovation – or new technologies and ideas – that gives Canadian business an edge, and our economy a boost.

The Business Gateway offers an invaluable single point of entry to government business resources and business related Web sites in Canada. Representing a collaboration of information across all Canadian government departments, the provinces and territories, the Business Gateway gives Canadians the tools to start and grow their business without delay.

The information is accessible free of charge and is organized into high-priority business categories so Canadians can get down to business – quickly and easily. Hyperlinks to the categories detailed below are found at www.businessgateway.ca.

Business Start-Up

Business Start-up on the Business Gateway is a product of the Canada Business Service Centres and one of the most popular destinations on the site. Providing useful and authoritative information for launching a business in Canada, the Business Start-up Assistant (BSA) combines start-up information from the federal, provincial and territorial governments, the community and private sector. Information in the form of links is organized under important topics such as market research, financing, taxation, preparing a business plan, managing your business, and many more - all critical to starting a new business.

Financing

This information helps Canadian small businesses locate traditional and alternative sources of financing tailored to meet their needs. Small business owners or entrepreneurs can also find information on various types of business financing including commercial loans, capital leasing, venture capital, government assistance programs and more. This is also where you will find advice on how to secure financing from the private and public sectors.

The Financing link on the Business Gateway includes useful tools to help small businesses save money. The Financial Service Charges Calculator compares the monthly cost of most business accounts offered by major financial institutions across Canada. The Lease or Buy Calculator compares both the cost of leasing and the cost of buying business equipment.

Tax

Offering a direct link to the Canada Customs and Revenue Agency’s (CCRA’s) Web site, Canadians get access to business tax programs at both the federal, provincial and territorial levels. Small businesses can find information to register their business, change their business address or file employees’ T4 slips. They can also find forms and guides, news on policy and service changes and special publications such as the Guide for Canadian Small Businesses.

Human Resources Management

The Human Resources Management link on the Business Gateway is designed to save small business owners time and money. It offers in-depth information at the national, provincial/territorial, regional and community levels, providing information to answer high-priority human resource questions. For example, there is information about hiring, with links to job-posting and résumé bank Web sites, training and skills development, federal and provincial grants, programs and services, local, regional and national labour market and

industry information, pay and benefits, federal, provincial and territorial labour laws, and occupational health and safety.

Regulations

Regulations provide descriptions in plain language of selected federal government laws with which a business must comply in order to establish or run a small or medium-sized enterprise. These descriptions, prepared by Canada Business Services Centres, include the name of the regulation or Act, the name of the administering department, a brief summary of the law and information on who to contact within the Government of Canada for more details. A snapshot of regulations can be searched by Act, regulation, business sector, business topic and by the administering department or agency.

Exporting/Importing

Team Canada Inc is a network of more than 20 federal departments and agencies working with the provinces and territories and other partners to help Canadian businesses prepare for the global marketplace. Within the Exporting/Importing link, get access to valuable resources including a Roadmap to Exporting, available in print or on-line. The popular Step-by-Step Guide to Exporting walks businesses through the exporting process. Prepare an export plan with the Interactive Export Planner. Or develop export skills through a series of half-day Going Global workshops, offered across Canada.

Business Statistics and Analysis

The Business Statistics and Analysis link provides Canadians with international trade data, economic indicators, business conditions data, foreign and domestic market research, and employment and unemployment statistics. With this vital information, business operators can research faster and easier, which lets them start, grow and manage their business with more confidence. Here Canadians can also compare the performance of their business to their industry, determine the market for their products and decide which geographical region would be most beneficial to expanding their business.

Innovation/Research and Development/Technology

Innovation in Canada provides a wealth of links to help entrepreneurs develop and bring to market new products and services. Visitors can search for information on topics such as: Business Intelligence, Human Resources, Managing Innovation, Product Development, Intellectual Property, Outsourcing and Marketing. The site is also a resource centre for information about Canada's Innovation Strategy – a 10-year plan to move Canada into the front ranks of innovative nations.

E-Business

On the Businessgateway, E-Business tools and services minimize the effort and time required to investigate, evaluate and implement e-business opportunities – keeping Canadians on top of regulations by presenting useful materials compiled from federal and provincial Web sites throughout Canada. Small business owners can learn about security, privacy or taxation regulations in an on-line environment and join a national e-marketplace to enhance global business opportunities.

Selling to Government/Tenders

This initiative improves supplier awareness and simplifies access to federal government purchasing. The information found in this link ensures that Canadian suppliers know how to do business effectively with the federal government and shows business owners what the government buys, how to register as a supplier to the federal government, how to establish contacts and how to research marketing opportunities in the federal government.

Small business owners across Canada are encouraged to tap into these timely and relevant resources. It could mean the difference between a good idea and a profitable one.

A Look Ahead...

As the national Government-to-Business site, the Business Gateway will continue to evolve and expand as government departments continue to roll out e-service offerings.

In the coming year, the Business Gateway will explore new technologies to deliver up-to-date services to the Canadian small and mid-sized business audience. A new wireless feature will allow businesses to access the Web site from anywhere at anytime. To meet the growing demand for customized content, a personalization feature is also in the works.

Business Gateway will continue to work closely with the provinces and municipalities to get government permits and licences on-line. The vision is to allow entrepreneurs from across the country to access one site to deal with all levels of government and be able to conduct business transactions from one spot.

For more information, call 1-888-576-4444, click www.businessgateway.ca or visit the Canadian Business Service Centre (CBSC) nearest you. The CBSC initiative is a collaborative arrangement among 37 federal business departments, provincial, territorial governments and, in some cases, the private sector, associations, academic and research communities. Currently, there are 13 CBSCs - one in every province and territory. A network of client outreach centres, located across the country supports these offices.

News from Ontario

By Perry Bamji

Queen's Small Business Consulting at Queen's University was nominated by the Greater Kingston Chamber of Commerce for "Small Business of the Year Award (1 to 5 Employees) " for the third year in succession.

News From Quebec

By Linda Dyer

A recent editorial in the Montreal Gazette should act as a spur to entrepreneurship educators in Quebec (10 February 2003). Citing a recent paper by Nathaly Riverin of the Ecole des Hautes Etudes Commerciales (HEC), the editorial noted that the province of Quebec lagged significantly behind the rest of the country in creating new businesses of "quality." Riverin found that almost half of the new ventures in the province were created by people who could not find regular jobs, and many of these were ex-bureaucrats who had taken financial buyouts in recent years. This is very different from "seizing true opportunities" which is characteristic of the real entrepreneurial spirit. Government subsidies, the article opined, are creating much of the boom in Quebec's economy, but such "centralized paternalism" does not encourage true entrepreneurs. As educators in Quebec, we must work harder to encourage our students to see self-employment as a positive option, and to develop in them the creativity and risk-taking that will result in the establishment of viable and dynamic new businesses.

News From Atlantic Canada

By Tiiu Poder

Entrepreneurship in Atlantic Canadian Universities – Collaborative Research

The consortium of Atlantic Canadian University Business Development Centres, university entrepreneurship chairs and other university-based partners continues to move forward on a research project aimed at developing a model for university level entrepreneurship education programs.

To date, the Literature and Best Practices Reviews have been completed. A resource database, outlining current entrepreneurship initiatives within universities in Atlantic Canada, including courses, programs and activities, has been designed and the information compiled. The attitudinal survey of students, alumni, faculty, university administrators and presidents is well underway. The alumni and presidents surveys are complete. The survey of students, faculty and administrators have posed some unexpected problems for the research team. They are expected to be complete by March 15, 2003.

Analysis of the survey information and the development of the model for university level entrepreneurship educational programs will commence in April of 2003. The date set for completion of this process, reporting on results of the surveys and proposing the model for entrepreneurship education in Atlantic Canadian Universities is September of 2003. This will allow for the unveiling of the model and research results at this year's CCSBE-CCPME conference in Victoria, BC.

Roundtables on Entrepreneurship Development in Nova Scotia

The University Business Development Centres in Nova Scotia will be hosting a series of Roundtable Discussions on the state of entrepreneurship and support for its development throughout the province in the fall of 2003. The objectives of the roundtables include enabling key stakeholders (government agencies, economic development groups, funding agencies, educators, regional/special interest groups) to discuss the issues facing entrepreneurs in the province, familiarize each other with their programs and services, and seek methods to streamline services and offer a seamless approach to support for entrepreneurs in the province.