

## Representing the Interests of Business for the Growth and Prosperity of Our Members and Communities

### WHAT'S UP YORKTON!!!!!!

What a great time in history to be a part of this fantastic community! How often have you heard people from other parts of the province ask "What's up Yorkton?" They know that the city is experiencing some very good times. Here's how I answer their question:

In the banking industry, we are accustomed to using the 3 "C's" of credit as guiding principals to make credit decisions. I believe, in Yorkton, 6 "P's" answer "What's Up"!!! By the 6 "P's", I mean: Population, Popularity, Potash, Planning, Position and Pride.

We are a growing community at long last. For far too long our population in this community was shrinking or remaining stagnant. Not any more! According to the Saskatchewan Health survey released in December 2010, we are now just about 20,000 strong, compared to about 17,600 just one year ago.

And by popularity, I mean, "we are on the map!" From our 2 canola crushing plants, to the opportunities being researched by other business ventures as they look to make Yorkton a place to do business, to expansion of the mines, the Painted Handed Casino, Gallagher Centre, and other thriving businesses in Yorkton, this community, has become very popular and will continue to be so into the future.

Potash is here. We have been blessed with this natural resource that will bring commerce and trade for years to come. As BHP Billiton continues its feasibility studies and makes plans for another potash mine in the Melville/Willowbrook area, Yorkton and district will benefit from all the demand for housing and job creation.

Planning for growth and prosperity is happening. The City of Yorkton has struck up an Economic Development Committee to assist in looking at the overall needs of future expansion plans, infrastructure requirements, logistics and potential for the city. The Chamber of Commerce will work with this committee, as well as with other community leaders, to set out a course for this great



*Dolores Harris is the 2011 Chamber President.  
She is serving her third term as a Director.*

community of ours. We know there will be growing pains, there always is. But with planning and a positive attitude, such as our community leaders have today, we will overcome the barriers and road blocks.

We are positioned to be home of a much needed College expansion, for training to expand our skilled labour force. We are positioned for a mine and future oil and gas and other natural resource exploration. We are positioned to attract back to this community, our youth that saw opportunities in Alberta, and now are looking back and wondering why they left. We are positioned for progress.

And we are filled with a sense of pride, as we look back at all that has been done, and the plans that are being made for all that is yet to do. We are proud of the accomplishments. We are proud of this great community. I know I am! I am grateful for the opportunity to be a part of it and a part of the Chamber of Commerce!

That's "What's Up, YORKTON!!!

#### Congratulations

- Congratulations to Yorkton Chamber member **Jay's Moving & Storage** on being awarded the 2010 Sask Chamber of Commerce ABEX Business of the Year Award. Jay's has been a member of the Yorkton Chamber since 1990.



COMMUNITY  
COURIER

Junction of Highway #9 & 16  
Box 1051 • Yorkton, SK • S3N 2X3  
Phone: (306) 783-4368  
Fax: (306) 786-6978  
email: yorktonchamber@sasktel.net  
www.chamber.yorkton.sk.ca





Contact the Yorkton CES Office

- Recruit new staff into your business
- Advertise your job vacancies on saskjobs.ca
- Obtain labour market information

(306) 786-1354

[yorkton.cansask@gov.sk.ca](mailto:yorkton.cansask@gov.sk.ca)

[saskjobs.ca](http://saskjobs.ca)  
real careers. real life.



**Business Phone Systems**

Saskatoon  
665-1232



Regina  
569-2445

[www.choicetelnetworks.com](http://www.choicetelnetworks.com)



*Safely Providing Quality Services*

**Proud to be part of the  
Yorkton Business Community!**

[www.emw.ca](http://www.emw.ca) | 306-782-4945

# WELCOME

## Welcome New Members to the Yorkton Chamber of Commerce



**R. H. Electric Ltd.**  
657 Broadway St West  
Yorkton, SK  
*Electrical Contractor*

**Qmodo Studios Inc.**  
3-99 Fenson Cr.  
Yorkton, SK  
*Consultants*

**Base-Line Renovations & Construction Inc.**  
Box 100, RR #3  
Yorkton, SK  
*General Contracting*

### YOUR MEMBER FIRST REFERRAL January 2011

Forever Fit • Yorkton Hearing Services • D'Signs & Designs • Logan Stevens Construction  
Van X Professional Driver Centre • Parkland College • Spa Habit • Elkhorn Resort & Spa • Tonkin Millwork  
Yorkton Geothermal • Magic Mirrors • Auto Electric Service • CK Electric • SGI • A-tech Appliance Service • Litvanyi Motors  
Yorkton Terriers • Gallagher Centre • Yorkton Plumbing & Heating • Sunrise Health Region • Sharp Automotive Repair  
Ochs Motor Products • Source Embroidery • Small Engine & Tractor Repair • Canadian Tire • Hancock Plumbing  
Penguin Refrigeration • Yorkton Tirecraft • Zaharia Electric • Patrick Place • Trinity Electric • A & B Altenators & Starters



*The Chamber's Business Breakfast was an ideal opportunity for business people to network following Tom Seeley's presentation.*



*Corvyn Neufeld and Tom Seeley discuss housing concerns following Tom's presentation at the recent Chamber Business Breakfast.*

### THRIFTY MAMAS BOOKSTORE & BOUTIQUE

**BUY-SELL-TRADE**

Good quality used books  
CHILDREN'S & MATERNITY  
CONSIGNMENT

22 - 2nd Avenue North  
Yorkton, SK S3N 1G2  
(306)782-4424  
[thrifymamas@live.ca](mailto:thrifymamas@live.ca)



*Training for Business & Industry*

Business (technology, supervisor training, etc.)  
Industry (trades entry & updating, safety training, etc.)  
Customized Options and On-site Delivery

[www.parklandcollege.sk.ca](http://www.parklandcollege.sk.ca)  
Toll free 1.866.783.6766



- Progressive Jackpots
- Live Table Games
- Free Shuttle Service

**(306) 786-6777**

**YORKTON'S #1 ENTERTAINMENT SPOT**



**We connect buyers  
to your business 24/7  
anytime, anywhere, anyhow.**



Call 1.800.667.8201 today or visit [directwest.com](http://directwest.com) for more information. **DirectWest**  
A CASHEL COMPANY

**No Worries<sup>®</sup>**

...because we are the largest insurance broker in western Canada.



**Western**  
FINANCIAL GROUP

Insurance & Financial Services

2 Broadway St E | Yorkton | 306-782-2275

**STAMATINOS LELAND CAMPBELL LLP**

**Lawyers**

John L. Stamatinos Q.C.  
Richard A. Leland Q.C.  
Cynthia A. Nijssen  
Doreen K. Clark

Thomas P. Campbell  
Donna L. Taylor  
Kyla M. Eiffert  
Christina Rosowsky

**YORKTON OFFICE**

36 - 4th Avenue North • Yorkton, SK • S3N 2V7  
Phone: (306) 783-8541 Fax: (306) 786-7484

**KAMSACK OFFICE**

445 Second Street • Kamsack, SK • S0A 1S0  
Phone: (306) 542-2646 Fax: (306) 542-2510

## Chamber Important to Long Time Members

During the summer of 2010, Summer Assistant Amanda Lere surveyed a number of Chamber members who have been members since the 1960's. She wanted to know why they have continued to renew their membership. A summary of the responses to her questions appears below:

- 53% stated that the initial reason for joining the Chamber of Commerce was to support and stay connected with the business community.
- 60% of businesses indicated that the a primary benefit to being a Chamber member is that it conveys to its customers that the business has good business practices.
- 87% of the respondents indicated representation within the community was considered to be important.
- 40% of those who participated felt advocacy was a benefit associated with their membership.
- 55% would like to see the Chamber adopt Facebook with only one respondent indicating that, in addition to Facebook, Twitter, RSS, YouTube, and a Blog should be adopted. Since the survey, the

Chamber has provided its members with the opportunity to post their Facebook on the Member Roster.

- To determine the effectiveness of various Chamber tools, participants were asked to rate several different aspects such as the Courier, email blasts, Chamber breakfasts/luncheons, other Chamber events, and the quality of the website. All were rated very highly by the respondents.

*The Chamber appreciates the time that the various businesses devoted to completing the survey.*

## Upcoming Dates to Remember

### February 10

Chamber Business Lunch, Gallagher Centre. Guest Speaker Dale Maynard: "Tips & Tactics for Social Media". Please pre-register.

### March 17

SEDA AGM & Conference, Parkland Room Painted Hand Casino. Special rate for Chamber members. For details, visit SEDA website ([www.seda.sk.ca](http://www.seda.sk.ca)) or Yorkton Chamber website.

### April 5

Regional Housing Conference, Gallagher Centre. Watch for more details.

## Work Stress

*In an effort to remind everyone of the continuing need for balance in life, the Family Life Work Balance Committee has prepared a number of articles that will be featured in the 2011 editions of the Courier*

Work stress is quite common in today's fast paced world. This stress can follow you home after work. Stress is not always negative if you deal with it effectively. Here are some great tips that can combat the symptoms of work stress:

1. **Organize your work schedule.** It's very important to take control of your time at work. The key to remember here is good time management. Try to stick to a schedule for the day and follow it!
2. **It's okay to say no.** It may be tempting to want to please everybody at work or you may be the type of person who would rather do tasks by yourself "to make sure that it's done right." You're putting yourself in the danger of spreading yourself too thin.
3. **Maintain a healthy life balance.** To experience less stress at work, it's very important that you keep



time for yourself to recharge and rest. In other words, there is life after work. Find a hobby or an interest that would help you have experiences away from work. This may help you look at life from another perspective and can lessen your work-related stress.

4. **Take care of your health.** Taking care of yourself is probably the best thing you could do to counter the symptoms of work stress. By taking care of yourself, you'll best be able to handle the pressures at work, manage stress, and avoid illnesses. So be sure to eat healthy foods, exercise regularly, and get adequate rest and sleep.



*People of all ages and experience participate in Chamber events.*



**PARKERQUINE LLP**  
Chartered Accountants Business Advisors

**SERVING YORKTON & AREA WITH SERVICES IN:**

- Personal, Corporate & Farm Tax
- Financial Statements
- Audit Services
- Accounting Services
- Data Processing

41 Broadway West, Yorkton, SK  
[www.parkerquine.ca](http://www.parkerquine.ca)

**783-8531**  
Fax: 786-6414

City of **Yorkton**

**City Councillors:**

Les Arnelien, Ross Fisher,  
Bob Maloney, Richard Okrainec  
Larry Pearen, Chris Wyatt

37 - 3rd Avenue North  
P.O. Box 400

Yorkton, SK S3N 2W3  
Tel: (306) 786-1701

Fax: (306) 786-6880

email: [mayor@yorkton.ca](mailto:mayor@yorkton.ca) [www.yorkton.ca](http://www.yorkton.ca)



**James Wilson**  
Mayor



**Harvest Meats**  
Since 1928

We've earned our reputation as the  
**Premiere Quality Sausage Manufacturer**  
In Saskatchewan!

PH: (306) 783-9446 • FAX: (306) 783-9298  
TOLL FREE: 1-800-667-1496 [www.harvestmeats.com](http://www.harvestmeats.com)

501 YORK ROAD WEST • YORKTON, SK • S3N 2V6



**We now offer  
municipal,  
business & ag  
equipment leasing.**



www.cornerstonecu.com

783-9433

## **FARRELL AGENCIES LTD.**

Hours:

Monday to Friday 7 am - 6 pm  
Saturday 9 am - 4 pm

Yorkton's Leading  
Locally Owned Property  
and Auto Insurance Broker

41 West Broadway - Yorkton  
783-4477



SGI AutoFund Online  
save time, save money...do it online

COMMITTED TO YOU AND YOUR COMMUNITY

## **RUSNAK BALACKO KACHUR RUSNAK** Barristers & Solicitors



WAYNE M. RUSNAK, Q.C.  
RONALD J. BALACKO, B.A.,  
B.COMM (Hons.) LL.B.  
RANDY P. KACHUR, Q.C.  
DAVID K. RUSNAK, B.A., LL.B.  
SHANE B. WAGNER, LL.B.

7 Broadway Street East  
P.O. Box 1148, Yorkton, SK S3N 2X3

Telephone: (306) 783-8523  
Facsimile: (306) 783-8668  
CANORA: (306) 563-4408  
E-mail: rbkr@rbkrlaw.com

## **MAKE EVERY SALE COUNT!**

Low Merchant Discount Rates  
for  
Members of the  
Yorkton Chamber of Commerce

VISA



Contact Jan Fluter

Sales Executive - Southern Saskatchewan  
TD Merchant Services

Phone: (306) 501-7451

Email: janet.fluter@td.com

Fax: 1 (866) 231-6224

## **Just a Reminder: Chip Liability Shift**

Due to card network regulation changes, merchants will become liable for all losses resulting from fraudulent Visa and MasterCard chip credit card transactions that are processed through a non-chip terminal.

Effective dates for liability shift are

- Visa - March 31, 2011
- MasterCard - March 31, 2011
- Other card types are not impacted at this time.

Merchant's account will be debited for the loss, via a chargeback - regardless of whether they have a sales draft for proof of the sale.

As a result of this liability shift, errors involving the improper processing of MasterCard and Visa cards by untrained staff can result in increased costs.

For more information, contact Jan Fluter Sales Executive TD Merchant Services (306) 501-7451.

## **Tax Deductible Fees & Other Benefits**

Have you been thinking that your business should become a member of the Yorkton Chamber of Commerce? If the answer is yes, then there's no better time to join than now! **Membership fees in the Chamber are 100% tax deductible!** But a tax deduction can't be your only reason for joining the Chamber. Here are 6 really good reasons why a business takes out a membership:

- 1) The Chamber **lobbies and advocates** on behalf of the Business Community - it makes a difference to the community. If the city or province introduces bylaws or legislation that the Chamber deems to be detrimental to "doing business", the Chamber will lobby on behalf of business. The Chamber prides itself on being "the voice of business in Yorkton".
- 2) **Leads, referrals and networking** are all benefits to membership. Attending Chamber events, mixing and mingling with fellow business people is a great way to introduce yourself to the business community and to develop contacts. Referrals can come from those business people that you have met and from the Chamber office.
- 3) **Awareness and promotion** of your business. The Chamber offers many opportunities to promote your business to other Chamber members and the community at large.
- 4) Membership in the Chamber provides access to a number of exclusive **Affinity Programs** such as the Chambers of Commerce Group Insurance designed for businesses with 1 - 50 employees; the merchant discount rates on Visa, Mastercard and Interac offered by TD Merchant Services; and many others. Yorkton Chamber staff can tell you more about those.
- 5) The Chamber strives to offer events that provide **learning, education and development opportunities** for its members. Business Breakfasts and Lunches always feature a Guest Speaker with a topic of interest to business.
- 6) **Community betterment** is a goal of the Chamber so it seeks to find ways to enrich the lives of the citizens. The Chamber often forms alliances with organizations and city council to bring about positive change to the community.

Membership Applications are available on-line [www.yorktonchamber.com](http://www.yorktonchamber.com) or call the office 783-4368.

## **New Entrepreneurship Fund to Benefit Sask 4-H Members**



Saskatchewan

Through the generosity of William (Bill) Cooper, the William Cooper Young Entrepreneur Fund was born. This fund awards \$1,000 to a young entrepreneur involved in the Saskatchewan 4-H program. The intent is to build the fund by investing and adding to it. The fund is open to other organizations and/or individuals who want to invest in the young men and women of Saskatchewan considering a business education. The fund is invested with RBC Dominion Securities and is managed by the Sask 4-H Foundation.

For more information, contact the  
Sask 4-H office (306) 933-7727.