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**Budgeted
Project
Vetoed**



Chamber President - Mike Stackhouse - Addressing Council

The local economy is hurting. At the March 30 meeting of the Yorkton City Council, Council had before it the opportunity to approve the tenders for two infrastructure projects that will help to stimulate the economy.

Prior to the presentation of the tenders for these projects, Chamber President Mike Stackhouse appeared before Council imploring Council to proceed with major infrastructure projects for which they had previously approved in the 2020 -21 budget.

Upon expressing the Chamber's appreciation for the difficult decisions Council and other orders of government have had to make over the past weeks, he indicated that the business community had been particularly hard hit during this pandemic crisis. Referencing a Sask Chamber survey of over 1000 businesses released March 18, President Stackhouse shared the concerns businesses had at that time about the effects of the pandemic crisis on the business community.

With the coming of spring, President Stackhouse indicated that there is hope and optimism that this crisis will end. He said the Chamber is looking forward to the undertaking of the planned infrastructure projects Council has approved for 2020. He concluded his presentation by asking City Council "to continue to provide visionary leadership to our community not only today but for the next few years; and to continue their commitment to these infrastructure projects which will provide economic stimulus for the city. To do so will provide much needed optimism and confidence to the business community".

Two tenders were received for the construction of Mayhew Avenue and the roundabout at the junction of Mayhew and Darlington. City Administration presented to Council comparisons between the costs of pavement and cement and their respective life expectancies.

- Administration recommended that the City accept the bid put forward by a local contractor for pavement.
- The Mayor and 4 Councilors voted in favour of the motion to accept the tender; 2 were opposed.

In December 2019, Council directed Administration to proceed to tender a City

Operations Centre which would see 70 staff members from both the Parks and Public Works departments located in the same building. A fleet and cold storage area was also included in the tender.

- Ten tenders were received
- It was estimated that the construction period would be roughly 18 months
- Construction workers would require hotel rooms and restaurant meals
- Local sub-contractors would provide many of the goods and services (electrical, plumbing, flooring, painting, etc)
- The tender recommended for acceptance by Administration came in more than \$2M under budget; borrowing costs are the lowest they have been in decades
- The Mayor and 2 Councilors voted in favour of accepting a tender to construct the City Operations Centre; 4 were opposed

This is the first time in 17 years a project which was approved in the Budget and when tenders came in under budget, has been vetoed by Yorkton City Council.

"The Yorkton Chamber of Commerce is disappointed that City Council has tossed away this opportunity to stimulate the city's economy," said President Stackhouse. "The Chamber is also concerned about the damage to the reputation of the City with contractors and what that could mean for future major infrastructure projects Council may wish to undertake".

Sources of Information

Saskatchewan Chamber of Commerce
www.saskchamber.com

Canadian Chamber of Commerce
www.chamber.ca

Yorkton Chamber of Commerce
www.yorktonchamber.com

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KW Men's Wear • Gladstone Senior's Residence • Harley Davidson of Yorkton
Deneschuk Homes • Time Catcher's Digital Imagery • Parkland Search & Rescue
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Chamber Scholarship



Jaxon McLeod, a student in the Business program at the Parkland College, was the recipient of the Yorkton Chamber's Scholarship presented recently by Sherry MacDonald, Director of Marketing & Administration.

Congratulations, Jaxon!

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Tips For Keeping Your Business On Track



Daria Malin

In the past month, life has changed; business has changed. These changes have resulted in uncertainty and stresses.

Daria Malin, the owner of Boost Strategic Coaching, shared with the Yorkton Chamber some Quick Tips to

help you stay on track during these turbulent times. She has graciously agreed to have the Chamber share these with you.

1) **Get back to basics**

- Stay consistent in the activities that got you here in order to keep your business on track and keep serving your markets; make your calls, reach out to clients, refocus on niche markets, strengthen strategic alliances.

2) **Don't pull back**

- It's only natural to want to pull back but during times of crisis, it's important to keep your activity levels up. For example, keep scheduled meetings but switch them to virtual coffee or lunch dates.

3) **Stay focused on what you can control**

- Manage your expectations, stay disciplined and know that the main thing you CAN control is your activity level. When working from home it's important to create rituals and routines. Putting together a weekly schedule to follow will help you stay on track.

4) **Adapt and evolve**

- How we conduct business is going to be different, mainly because we are keeping our distance. Now's the time to start leveraging technology:
- Hold virtual meetings through Google Hangouts, Zoom or by phone.
- Videoconference group events.
- Make a list of the prospects and champions you have been meaning to connect with and set up virtual lunches and coffees with them. You can connect with a lot of people in a day without the usual commuting time.

5) **Adopt a growth mindset**

- Use some of your time to work on your own professional development and your business.
- Read books or take online business/leadership courses on topics you see as valuable.
- As consumer buying patterns change, you will want to brainstorm new opportunities and ways to serve your markets
- Review your strategic plan and SWOT analysis.

6) **Keep in touch**

- Texts, phone calls, and messages go a long way. A handwritten note to a client or champion not only reminds them that you're thinking about them but adds that personal touch that is especially valuable during challenging times.

7) **Offer support**

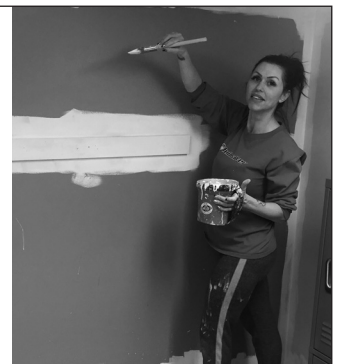
- Your clients and champions still need you. Take this opportunity to let them know you're available. Possibly supply a list of services you think they may need from you during this period.

Daria said, "History has shown that in times of crisis, those who keep honing their craft and levelling up in the business, weather the storm and come out on top. This may not feel like an opportunity, but it can be."

Daria can be reached at daria@boostcoaching.ca or 306-241-1022

While having her business closed is not an ideal situation, Director Alicia Simoneau has chosen to make good use of her time to improve her facility.

This includes painting washrooms, stair ways and organizing storage rooms.



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Council and Chamber Meet



In early March, City Council and a number of Directors of the Chamber met to discuss opportunities and issues for the city. Topics for discussion included new facilities, tenders and potential business opportunities. Keeping the lines of communication open is considered to be important by both Council and the Chamber (the business community) as they work to enhance the city.

Congratulations!

- To **Mitch Hipsley of Photography by Mitch** on being selected as one of twelve Judges for the Professional Photographers of Canada print salon. About 800 of Canada's best photographs were entered into this year's salon
- To **Yorkton Kinsmen & Kinettes** who raised a combined total of \$31,055 for Telemiracle 44
- To **Deer Park Golf Course** which has been voted 4th Best Value Golf Course in Canada by Golf Advisor

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Important Dates

May 5 - Indigenous Awareness Training Level 1 at St. Mary's Ukrainian Cultural Centre **tentative**
May 20 - Chamber Business Lunch at the Painted Hand Casino featuring the film 4 Seasons of Economic Reconciliation **tentative**
June 3 - Celebrate Success Business Awards at St. Mary's Ukrainian Cultural Centre **tentative**
Oct 7 - 22nd Annual Chamber Business Dinner **tentative**

Did You Know?

- The workplace Total injury rate for 2019 was 4.95 per 100 workers, a nine per cent decrease from 2018. Since 2008, the Saskatchewan's workplace total injury rate has dropped by 51.5 per cent.
- The deadline for paying city Business Licences has been extended to June 30. The renewal form asks for the number of full time, part time and seasonal employees. Please provide the information as the city will use it to help analyze trends in the business community; and support local businesses in sustaining growth and maximizing opportunities. Your data is confidential. No info specific to your business will be released to a third party.
- As of March 30, 171,509 people have searched in the past 12 months for Better Business Bureau Accredited businesses in Saskatchewan.
Want your business to stand out?
Visit bbb.org/ca/sk/regina to learn how your business can become BBB Accredited.

