



The Voice of Business



COMMUNITY COURIER



Mayor Aaron Kienle will deliver his first State of the City address at the Chamber's AGM April 23

### AGM! AGM! AGM!

The time has come for the Chamber's Annal General Meeting. Unlike many AGMs, the Chamber's is brief and painless. No voting on Directors or Presidents; no long-winded reports. The Chamber's AGM is the opportunity for the membership to review the minutes from the 2024 AGM; look at the audited financial statement; and appoint the Auditor for next year. Pretty simple.

So, what's planned for the 2025 AGM Wednesday April 23? We'll begin with cocktails at 5:30 at the Owl's Nest at Deer Park Golf Course; followed by a deli-

cious supper. We'll have dessert while we conduct the AGM. The highlight of the evening will be Mayor Kienle's first State of the City address.

Tickets to the supper and the evening are just \$40 (including taxes) and can be purchased by calling the Chamber office (306-783-4368). Remember Chamber events can be claimed as a business expense.

The AGM is also an opportunity to meet the Chamber's Board of Directors and other business people. We look forward to seeing you there!

### Go Terriers Go!



Waaaaay back in September, the 2024-25 Terriers stopped by the Chamber office to present the staff with a Terriers jersey to hang in the Visitor Information Centre during their season. We wished them well and said we looked forward to seeing them in the playoffs. And they are! The first round will have them take on their Highway 10 rivals, the Melville Millionaires. Go Terriers! We all want to see the photos of the Mayor of Melville wearing that bright orange Terrier jersey! Here's to good hockey!

### Congratulations

- For the second year in a row, RE/MAX Blue Chip Realty recently received from RE/MAX, the Top Transactions award in a small market for 2024. RE/MAX Blue Chip Realty ranked number one overall in the RE/MAX Canada Region for total transaction sides closed in 2024.
- Lyn's Point of View on 5 years in business

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## Thank You!

Thank you to the following businesses (as of March 18) for investing in their businesses by belonging to the Chamber. The Chamber works for you while you work in your business.

Access Communications; AJ Business Solutions; All About Flowers; Bank of Montreal BMO; Beverley Bielinski; Brand Custom Ag Service Ltd.; Cargill Ltd., Cargill Ltd.; Cathay Wagantall; Cherrydale Golf; CORE Real Estate; CTV; Culligan Water Conditioning; D's Signs

& Designs; Days Inn Yorkton; Doug & Loreen Poier; Dr. Phillip Fourie; Gateway Wireless-Bell Authorized Dealer; Edward Jones-Kristen Zubko; Giant Tiger; Good Spirit Air Services; Habitat for Humanity; Jim's Plastering & Painting; K.W. Men's Wear; Kade Johson; Kinsmen Club of Yorkton;

Lori Bedwell; M Coffee House; Maple Ag & Outdoor Ltd.; Miccar Aerial Ltd.; OSS (2002) Ltd.; Pine Ridge Construction; , SAMA; Sask Jobs-Career Services; Shearer Wellness Counselling Services; SIEL Human Solutions; Skinner Garden Classics; Success Office Systems; Sunrise Landscaping;

Supplement King; Yorkton Brick Mill Heritage Society; York Lake Regional Park; Yorkton Dental; Yorkton Terriers; Yorkton This Week; Yorkton Tribal Council; and Zazula Wealth Management Group.

## Did You Know?

Unlock Economic Opportunity with *Indigenous West*

*Indigenous West: A Guide to Shared Opportunity, Partnership, and Prosperity in Saskatchewan* is a must-have resource for businesses looking to engage in meaningful partnerships with Indigenous communities.

Published by Indigtree Consulting & Research Inc., this comprehensive guide bridges the gap between corporate Canada and Indigenous economic development. It features industry insights, success stories, and practical steps to foster collaboration, build trust, and drive shared prosperity.

Get your copy today! Contact Indigtree at paul.huber@indigtree.com, call 306.551.6632, or visit indigtree.com.



## Chambers Plan Employee Benefits



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## Upcoming Dates

- April 22 – 7:00 PM All Candidates Forum, Anne Portnuff Theatre, YRHS
- April 23 – 5:30 PM Chamber AGM at the Owl's Nest
- May 14 – Chamber Appreciation
- Oct 8 – Chamber Business Dinner

Enjoy the journey, not just the destination.

**Jenn Jones**  
Financial Advisor

**Tyler Quart**  
Financial Advisor

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**YORKTON TRIBAL COUNCIL**

Yorkton Tribal Council is a not-for-profit organization that provides essential services to 6 Member Nations (Cote, Keeseekoose, The Key, Zagime Anishinabek, Kahkewistahaw & OceanMan First Nations) in the Treaty 4 territory.

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## Tips & Tricks for Effective Social Media

Earlier in March, the Chamber held a workshop to learn more about the effective use of social media platforms. **Jacqueline Derbowka**, Media Marketing Consultant with **Harvard Media** lead the workshop and offered a number of useful tips and tricks to all those in attendance. There was a lot of good discussion among the attendees and many laughs as people

shared some of their social media experiences. If there is interest in hosting this event again, the Chamber is open to it. Just let the Chamber staff know. Thank you, Jacqueline, for an informative and concise presentation; and thank you to **Extravandance Dance Studio** for the venue.



Jacqueline Derbowka shared a number of tips and tricks for using social platforms effectively

## Donations Require Customers; Customers Require Excellent Customer Service

Are you an organizer of an event? Will you be seeking sponsorship for that event? Will you be approaching local businesses for donations of money or prizes? Most business owners are happy to help with local sports, culture and recreation events. But keep in mind that in order to duck in to these local businesses to ask them for assistance, people have to shop at those businesses. What if all the stores in Yorkton closed and you could only order on-line? Would you be able to ask for prizes? Would your

kid or neighbour have employment? Bricks and mortar stores require your financial support if they are to remain in-place with a door you can enter. And to the business owners, stellar customer service is more important than ever! Ensure your customers are acknowledged and welcomed when they walk through your door and that their interest in your business is appreciated. Building relationships with your customers builds loyalty. Positive reviews from loyal customers drive new people to your business.



**Welcomes New Member**

The Chamber welcomes new member  
**MOLLY'S GARDEN GREENHOUSE.**

A membership in the Chamber is an investment in your business. This business joins over 420 businesses which belong to the Yorkton Chamber of Commerce.

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# Tariffs 101

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At a recent meeting of the Yorkton Chamber's Board of Directors, tariffs were discussed and it was pointed out most of us don't really understand tariffs. The Canadian Chamber of Commerce directed us to the following article prepared by EDC. (NOTE: The Yorkton Chamber has abbreviated the article. The original version was written by Susan Redding, Senior International Trade Writer for EDC. The full article can be viewed at <https://www.edc.ca/en/article/how-tariffs-work-for-business.html>)

### TARIFFS 101: WHAT ARE TARIFFS AND HOW DO THEY IMPACT INTERNATIONAL TRADE?

In the current, unpredictable trade environment, tariffs remain top of mind for many companies.

Understandably, businesses want to stay up to date on potential impacts, and many Canadians want to learn more about tariffs.

Export Development Canada (EDC) is committed to supporting Canadian companies and equipping you with the tools you need to succeed in global markets.

Tariffs are a reality for companies that engage in international trade. Understanding how tariffs and other trade barriers work can help you prepare your business for tariffs, shape your export strategy and manage risk while pursuing market diversification. Here's a quick primer on tariffs to help you get started.

#### WHAT IS A TARIFF?

Tariffs are taxes that governments put on goods coming in from another country. Just as you pay sales tax when you buy something at a store, you may have to pay tariffs or duties on items you import into Canada. If you export goods outside Canada, your international customers may have to pay tariffs on the goods they buy from you.

#### HOW DO TARIFFS WORK? WHY DO GOVERNMENTS USE THEM?

There are a few reasons govern-

ments choose to put tariffs on imported goods:

**1. Tariffs generate revenue.** Governments collect tariffs as they would income or sales tax. The money collected is put in the treasury and rolled into the state's overall budget.

**2. Tariffs can protect domestic industries.** Officials may put a tariff on specific goods from outside the country if they feel a free flow of goods is hurting their regional or domestic producers. In this case, the government's goal is to help domestic companies compete by making imported goods more expensive. The tariffs may also work as a deterrent for countries that are considering dumping surplus goods, which can undermine local pricing and put domestic companies out of business.

**3. Tariffs may be deployed as a diplomatic tool.** Governments sometimes limit or ban the import or export of goods and services from another country to influence behaviour in non-economic matters such as human rights, treaty violations, or war. A recent example is the package of economic sanctions that Canada imposed on Russia for its destructive war against Ukraine. Rather than ban trade outright, governments may choose to impose high tariffs as an indirect trade sanction. The tariffs limit the offending country's competitiveness by making their export goods prohibitively expensive, ultimately hurting its economy.

#### WHO PAYS THE TARIFF?

The buyer in the international sales transaction is usually responsible for paying tariffs. Tariffs are a tax on imported goods, typically paid by the person or company that imported them (formally known as the "importer of record"). Many importers pass these costs down to consumers by charging higher prices.

While tariffs are collected by the government that imposes them, tariffs aren't paid by one government to another.

### HOW DO TARIFFS IMPACT MY BUSINESS?

Tariffs imposed on Canadian goods make your products more expensive for buyers in the market where the tariffs are in force. Conversely, tariffs can also make the goods you import into your supply chain, or sell domestically, more expensive.

Here's how tariffs can influence your price competitiveness:

**1. Importers:** Canadian-imposed tariffs can drive up the cost of making your product. For example, if you import aluminum wire for your jewelry business and this input is subject to a new 10% tariff, you'll pay more for the material. To compensate, you'll either have to charge more for the finished items or accept a lower profit.

**2. Exporters:** Tariffs are a trade barrier that make it harder to compete in international markets by raising prices for your goods or services. It's important to know if the goods you're shipping abroad will be subject to tariffs (also called duties) in the destination country. If your goods are subject to a tariff and your competitors' goods aren't, you may find it challenging to succeed in that market. Customers may look elsewhere if your goods are more expensive because they're subject to a tariff.

Other topics explored by the full article include:

**How do I know if I'll have to pay tariffs? How do rules of origin impact tariffs? How can I avoid tariffs? How can trade diversification protect my business? Support for Canadian exporters; Interested in market diversification?**

Again the full article written by Susan Redding can be found at <https://www.edc.ca/en/article/how-tariffs-work-for-business.html>



## Looking to Buy or Sell a Business?

venture connect  
Est. 2011

Venture Connect is a wholly-owned social enterprise of Community Futures Alberni-Clayoquot providing services for the sale and purchase of businesses in remote and rural communities in Canada. The social enterprise's focus is to maintain strong communities through business retention during nationwide demographic shifts and a new era of business transitions.

With community and economic development as its foundation, Venture Connect occupies a

unique space within the business buy-and-sell marketplace. It recognizes the importance of local knowledge and experience and utilizes collaborative relationships with Community Futures', Economic Development Agencies, Immigration Consultants, REALTORS®, Brokers, and Government to achieve mutual goals.

To learn more about Venture Connect, visit <https://ventureconnect.ca>