

# Whitehorse Chamber E-Bulletin



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# ARCTIC WINTER GAMES WHITEHORSE 2012

Happy New Year,

As you are probably aware, Whitehorse will be hosting the 2012 Arctic Winter Games from March 4<sup>th</sup> to the 10<sup>th</sup> 2012. There will be close to 2,000 athletes and a substantial number of coaches and support staff. Many participants will be arriving early and/or staying after the games.

The Whitehorse Chamber of Commerce wants to make all business owners aware of a unique opportunity to contribute to the Arctic Winter Games through the Giving Tree program. The Giving Tree provides an opportunity for all businesses and community members to Play Your Part in the Games by donating funds towards specific items needed for individual sports. It takes a lot of “stuff” to run a successful Games and we need your help! A list of the items needed is attached. Donations are accepted online at <http://awg2012.org/en/TheGivingTree.aspx>.

Donors will be recognized on the AWG website and on venue signage during the Games. This is a great way to raise the profile of your business and to support the Arctic Winter Games. If you are interested in participating in this promotion you can contact the Whitehorse Chamber of Commerce at [business@whitehorsechamber.ca](mailto:business@whitehorsechamber.ca) or you can contact the Arctic Winter Games office at:

Arctic Winter Games  
308 Wood St, Main Floor B  
Whitehorse Yukon, Y1A 2E6 [http://  
www.awg2012.org/en/Home.aspx](http://www.awg2012.org/en/Home.aspx) Email:  
[info@awg2012.org](mailto:info@awg2012.org)  
Phone: 867-393-2012

We are in our final 50 days of planning and fundraising for the Games. Our sponsorship committee is hard at work raising the final funds needed, so you may hear from us in the coming weeks. We appreciate your support!

Sincerely,

AWG 2012 Sponsorship Team

# A Big Thank You to Those who Filled out the Business Survey!

Your participation has been crucial in gathering the necessary information to provide an accurate overall picture of the current trends in Yukon's business community. This information will also help to inform the government of issues facing the business community and how best to address them going forward.

## If You have not yet filled out the BRE Survey.....

**Fill out the survey here online** <http://www.whitehorsechamber.ca/projects/business-retention.html> (completing all sections) for a chance to be entered in a draw to win one of 3 gift certificates of your choice valued at \$250, \$150 and \$100. Thank you once again, your participation is greatly appreciated!



# Tipping Point Dialogue

Events and Workshops

## Brown Bag Lunch Dates

### Friday Feb 3, 12-1PM

Dana Naye Ventures  
Business courses, micro loans, peer support and more.

### Friday Feb 10, 12-1PM

Business Development Bank of Canada (BDC)  
With Erin Stehlin  
Loans, consulting and support for entrepreneurs.

### Friday Feb 17, 12-1PM

CanNor  
With Jillian MacIsaac  
Learn about CanNor programs for not for profits, social enterprises, and Aboriginal Businesses.

*Registration is not required for Brown Bag Lunches. Come by the office, we'll have the coffee and tea on.*

## Support for Small Business

In February we're shifting our brown bag lunch focus to small business. We're hosting guest speakers from the Business Development Bank and Dana Naye Ventures. Both organizations have exciting new services and loan products on offer and will be here to talk about them.

### [Dana Naye Ventures](#)

DNV provides developmental financing assistance and business services to small and medium sized entrepreneurs, both Aboriginal and non Aboriginal in Yukon and the northern British Columbia communities of Atlin, Good Hope Lake and Lower Post. Services go beyond simply lending money. The focus is on developing people as a key resource for building successful business enterprises

### [Business Development Bank of Canada](#)

BDC promotes entrepreneurship by providing highly tailored financing, venture capital and consulting services to entrepreneurs. They put special focus on SMEs in sectors such as manufacturing, exporting, innovation and knowledge-based industries and pay particular attention to start-ups, innovators, fast growth companies, manufacturers and exporters. They also focus on entrepreneurs who are working to commercialize the fruits of R&D to create innovative products and globally successful companies.

The Tipping Point Dialogue project is hosted by Tipping Point Strategies, a boutique management consulting firm. We help clients to map their vision and navigate their way to success. Whether you have only the nugget of an idea, or need help implementing your business plan, we can help every step of the way

Ph: 668-2411

Suite 202-208 Main.

[www.tippingpointstrategies.ca](http://www.tippingpointstrategies.ca)

## **Invitation to attend the Winter 2012 CICP Innovation Forums, Pacific Region**

The Office of Small and Medium Enterprises (OSME) in the Pacific Region invites you to attend the Winter 2012 Canadian Innovation Commercialization Program (CICP) Innovation Forums taking place from 9:00 – noon on:

- January 25, 2012 Nanaimo - Coast Bastion Inn - 11 Bastion Street, Nanaimo, BC

- February 9, 2012 Vancouver - Roundhouse Community Centre - 181 Roundhouse Mews, Vancouver, BC

REGISTER YOUR ATTENDANCE TODAY - Register Early - Space is limited!

It's FREE to attend! To register, please visit: <https://tpsgc-pwgsc1.sondages-surveys.ca/s/CICPWinterRegistration/>

### About the Canadian Innovation Commercialization Program and the Innovation Forums

The Canadian Innovation Commercialization Program (CICP) is a \$40 million dollar program that aims to promote innovation and support the development of small and medium enterprises (SMEs) in Canada. The goal of CICP is to help bridge the pre-commercialization gap by purchasing innovations through a series of Calls for Proposals. The Program targets innovations in four priority areas: environment, health, safety & security, and enabling technologies. To see the list of successful companies and innovations from the first round of the program, click [here](#).

By attending the CICP Innovation Forum, you will have the opportunity to:

- ÿ Learn how the CICP can assist you to commercialize your new innovation
- ÿ Learn about Government of Canada programs that support innovation
- ÿ Meet face to face with Government of Canada representatives

Come out for a free coffee and learn more about the program – REGISTER YOUR ATTENDANCE TODAY!

# Achieve Training Workshops

Register now and save for the following Public Workshops in Whitehorse. For detailed information on all of our 2012 Winter/ Spring workshops, please go to [Public Workshops in Yukon Territory](#)

## **DEALING WITH DIFFICULT PEOPLE**

Whitehorse: April 25, 2012 (early registration deadline April 4)

*This workshop will analyze what is happening in exchanges with difficult people and demonstrate how people can adapt their strategies to bring about more productive conversations with those they find difficult. The effect of intervention styles will be explored, in particular, how different styles interact with each other. Participants will also learn how to change their interactions with difficult people in order to influence their behaviour, resulting in more positive outcomes.*

## **ASSERTIVE COMMUNICATION**

Whitehorse: April 26, 2012 (early registration deadline April 5)

*Effective communication requires us not only to be aware of ourselves, but also to be responsive and aware of others. Being assertive in communication is the ability to express positive and negative ideas and feelings in a transparent, welcoming and direct way - to state clearly and without defensiveness what one needs. Participants of this workshop will build an awareness of their communication patterns and learn to deal confidently with people around them.*

**Workshop Fees (per workshop): \$165 + GST; Regular Rate: \$195 + GST**

**ON-SITE TRAINING** - Call or email to receive a fee structure.

Regards,

Brenda Vanasse  
ACHIEVE Training Centre  
Public Workshop Coordinator  
204.452.0180  
[brenda@achievecentre.com](mailto:brenda@achievecentre.com)  
[www.achievecentre.com](http://www.achievecentre.com)

# Procurement Strategy for Professional Services

Consultations with government departments and agencies and suppliers on the proposed Professional Services National Procurement Strategy closed on October 7, 2011. Public Works and Government Services Canada (PWGSC) would like to thank all organizations who provided feedback. PWGSC has taken the consultation feedback into consideration in the finalization of the national strategy.

**[Suppliers can access the final strategy on MERX.](#)**

Suppliers, in particular small and medium enterprises (SMEs), with concerns or comments that they would like to raise, can also contact the [Office of Small and Medium Enterprises \(OSME\)](#).

## **Interested in doing business with the Government of Canada?**

OSME can help. As part of PWGSC, OSME supports the government agenda to provide value for Canadians by:

- Encouraging and assisting small and medium enterprises (SMEs) to participate in the federal government procurement process;

- Improving the links between supply and demand and influencing change within government acquisitions; and

- Conducting economic analysis of Government of Canada procurement and the private sector.

OSME maintains a toll-free information line and offers free seminars to explain the federal purchasing process and how to sell goods and services to the Government of Canada. For more information, visit: <https://buyandsell.gc.ca/> or call the national toll free line 1-800-811-1148.



# Economic Outlook for 2012



Today, we released our Economic Outlook for 2012. In our report, we observe that while many of Canada's economic advantages remain intact, ample headwinds will constrain growth in the year ahead. Fortunately, business investment remains a bright spot in both 2012 and 2013.

“As 2011 got underway, the global economic recovery seemed broadly on track, but as time has passed, it has seemed less secure. A throng of economic troubles – the rise in energy prices following the Arab Spring uprisings, disruptions to global supply chains caused by Japan's earthquake, the political stalemate over the U.S. debt ceiling and Europe's deepening sovereign debt crisis – have put a chill on the global economy.”

[Read the full Report Here:](#)

<http://www.chamber.ca/images/uploads/Reports/2011/EconomicOutlook111228.pdf>



# MVPA Historic Military Vehicle Convoy

2012 marks the 70th anniversary of the building of the Alaska Highway and what better way to honor that great engineering achievement than with a convoy of historic military vehicles...and we're coming to Whitehorse! In August, the Military Vehicle Preservation Association will conduct a 70th Anniversary Convoy on the famous Alaska Highway.

**Whitehorse is a 2-night stop for the convoy. We will arrive on Friday, August 24 and spend all day Saturday, August 25 in town. We will depart at 7:00 a.m. on Sunday, August 26.**

## **Facts about the MVPA Historic Military Vehicle Convoy:**

- Dates: August 4 Leave Dawson Creek - August 30 Return to Dawson Creek  
Group Size: 97 Historic Military Vehicles Registered, 43 Civilian Support Vehicles  
250 People from the across the U.S., Canada, Puerto Rico, Australia, New Zealand, Belgium  
Route: See attached materials for a map of our route and detailed schedule. We will travel 6,600 km in 27 days.  
Fuel: We will purchase fuel from local stations.  
Lodging: Participants are staying at local motels and campgrounds. A large group will camp at Pioneer RV Park.  
Shopping: We will shop at local grocery stores and buy other supplies as needed.  
Media: We have sent information about the convoy to media along our route and in your community.

Our group is excited about this once-in-a-lifetime journey. If there are others we should network with in advance of our arrival, we would welcome that information. We will keep in touch with updates on our plans and hope to meet you in August.

## **MVPA 2012 Alaska Highway Convoy Planning Team**

Wendy Rowsam

Convoy Planning & Public Relations Volunteer

[warowsam@centurytel.net](mailto:warowsam@centurytel.net)

920-863-8656 - Military Vehicle Preservation Association (MVPA) - [www.mvpa.org](http://www.mvpa.org)



# Business after Hours

**Two Premier Events coming this February!**

## **Yukon College and the Arctic Winter Games partner to co-host BAH**

**February 9, 2012**

With less than a month to go Yukon College will celebrate the final countdown to the Arctic Winter Games on February 9<sup>th</sup>! With plenty of draw prizes, fabulous food, exciting College updates, AWG news and the Games buzz in the air it will be a great opportunity to share the energy of the Games with members of the Whitehorse business community.

## **Yukon Convention Bureau to host BAH**

**February 23, 2012**

The Bravo Awards will once again be presented during this event and always has a great turnout! Come out and show your support for those who have brought events and meetings, which always benefit the business community, back home to the Yukon.