

Enterprise Saskatchewan

Our Business is Business

A New Approach for a New Economy

The first organization of its kind in Canada, Enterprise Saskatchewan (ES) works with all levels of government, the private sector and community partners to ensure Saskatchewan is at the head of the pack when it comes to competitive business climates.

What makes this agency unique is input. Through an independent board of directors, sector teams and strategic issues councils, ES receives input from all areas of the economy to inform and shape government decisions. The result is an agency designed to overcome barriers and press the competitive envelope wherever possible.

In addition, ES performs the role of government's central economic development agency, providing the programs and services that keep the province's economic engine humming.

Our sector and investment attraction experts help bring in new investment and existing companies expand. Our economic analysts track the province's competitiveness and make recommendations on how to maintain our leadership position.

Our six regional offices work in partnership with 13 Enterprise Regions to strengthen local economies, and our economic development programs have helped thousands of entrepreneurs achieve their goals.

When a new business opens its doors, a major company decides to invest in our province over other jurisdictions, or a community completes an infrastructure project to attract businesses and jobs, ES has played a supporting role.

"You won't see us cutting ribbons. Our role is to create the best environment for business – then get out of the way."

– Chris Dekker
CEO, Enterprise Saskatchewan
Street Newsletter, August 2010

The Numbers Add Up:

ES has been busy since launching in 2008. These numbers offer a glimpse into the agency's activities in fiscal 2008-09 and 2009-10.



Enterprise Saskatchewan helped organize business meetings for Premier Brad Wall on his mission to China and Japan in May 2010. One of the results: a preliminary agreement with China National Petroleum Corporation, China's state-run oil company, to explore opportunities in carbon capture and storage, and enhanced oil recovery.

- 14 Extensive economic impact analyses completed for major economic development projects
- 22 Projects funded under the WEPA for a total value of \$12 million
- 22 Community Development Trust Fund projects funded for a total value of \$18 million
- 533 Projects tracked in our major economic development projects inventory at a value of \$47.4 billion
- 598 Loans made to small businesses through the SBLA program for a total value of \$6.6 million; 2,012 jobs created or maintained
- 10,071 People accessed the BizPaL website for permit and licence information; 61 municipalities are now online
- 40,545 People invested in the Invest in Saskatchewan Pool Funds (*Golden Opportunities and SaskWorks*), raising almost \$119 million in total funds
- 664,000 Visits made to the Canada-Saskatchewan Business Services Centre website for information on doing business in the province.

TAKING ACTION

The provincial government has implemented many of the ES board's 60 recommendations, including:

- Increasing the sales cap on the Invest in Saskatchewan pool funds run by Golden Opportunities and SaskWorks from \$25 million to \$50 million.
- Introducing a 15% refundable tax credit on research and development expenditures to encourage research commercialization.
- Introducing more competitive oil and gas royalty rates.
- Introducing a corporate income tax incentive to encourage companies that process minerals to locate here.
- Examining phasing out the three-tier mill rate for commercial property owners – where large businesses pay a higher rate for education property taxes – when fiscal budget restraints permit.
- Requiring the provincial utility rate review panel to consider the impact on industry competitiveness when evaluating proposed Crown utility rate increases.
- Recommending the Uranium Development Partnership and subsequent Future of Uranium in Saskatchewan public consultations in spring 2009. The provincial government endorsed 18 out of the 20 recommendations from the Partnership.
- Introducing the Taxpayer Service Commitments and Standards Code – a move applauded by business as an important step in making it easier to do business with government.
- Streamlining business regulations, including expanding the reach of the BizPaL online business permit and licence service.



“The Enterprise Saskatchewan board recommendation to raise the annual limit on provincial labour-sponsored investment funds was timely and necessary to help local companies grow and give Saskatchewan residents more opportunity to invest in the future of their province.”

– Grant Kook
President, Golden Opportunities

Message from the Vice Chair



When it comes to economic development, it's important for the government to go to the people in the field—in this case, Saskatchewan business people—and discover what's needed to create the fertile ground that allows the economy to grow and flourish. What obstacles are in the way of business? What conditions would be conducive to growth? Enterprise Saskatchewan's mandate is to gather this knowledge by going straight to the province's business and community leaders. Our Board of Directors is composed of such leaders who distill and prioritize this knowledge, and bring it forward for potential action. I think the government is wise to have taken this approach. It's an economical way to accurately identify high-potential areas of growth and, I feel, it is the right way to approach economic development.

Gavin Semple
Vice Chair, Board of Directors
Enterprise Saskatchewan
President, Brandt Industries



A Collaborative Approach

ES is led by an independent Board of Directors who represent a true cross-section of economic drivers, including:

- Business
- Labour
- Rural and urban municipalities
- Post-secondary education
- Aboriginal communities
- Resource industries

The Minister of Enterprise chairs the board, assisted by a Vice Chair appointed from the private sector. The board makes recommendations to Cabinet on how to reduce barriers and create a more competitive business environment.

The board acts on advice from sector teams, comprised of volunteer industry leaders nominated by their sector. Three strategic issues councils – Entrepreneurship, Youth Economic Engagement, and Regulatory Modernization – bring together experts from diverse backgrounds to provide input on issues affecting the economy as a whole.

The ES model has harnessed the best industry and community expertise this province has to offer, and Saskatchewan's economy will reap the benefits.

From Ideas to Growth



Major Programs and Services



“Our SBLA loan allowed us to increase inventory and offer customers a greater selection—which is imperative to our success.”

– Paula Woodhouse
Partner, The Giggle Factory

The Canada-Saskatchewan Western Economic Partnership Agreement (WEPA)

WEPA is a four-year, \$50-million federal-provincial agreement to encourage the development and growth of Saskatchewan’s economy. The program is administered through Western Economic Diversification Canada and ES.

Canada-Saskatchewan Business Services Centre

Through a federal-provincial partnership, the centre provides business information and services to Saskatchewan entrepreneurs online at www.canadabusiness.ca/sask, over the phone, or in person at its Saskatoon office.

BizPaL

This award-winning online service provides business people with one-stop access to permits, licences and other compliance regulatory information for all levels of government. Visit www.bizpal.gov.sk.ca.



Aboriginal Business Directory

More than 240 Aboriginal businesses are listed in this online directory at www.aboriginalbusinessdirectory.com.

Small Business Loan Associations (SBLA)

The SBLA program makes funds available to entrepreneurs through community-run associations. Many Saskatchewan success stories have their roots in an SBLA loan. Since its start in 1989, the program has provided loans to more than 10,000 businesses.

Community Development Trust Fund

The federal government created this three-year program in 2008 to strengthen economies in communities hit by global market disruptions. ES evaluates and awards funding for infrastructure projects and community economic planning under this program.

Planning for Growth

This program, announced in June 2010, provides funding for groups of municipalities working together to encourage economic and population growth in their regions. ES provided \$500,000 and the federal government \$600,000 through the Gas Tax Fund. The Ministry of Municipal Affairs manages the program.

Invest in Saskatchewan Funds

These funds provide capital to help finance Saskatchewan companies. Residents who invest in the funds receive substantial tax credits in return. There are two types of funds: pool funds – operated by Golden Opportunities and SaskWorks, and open to investment by any Saskatchewan resident; and employee funds – open to employees who create their own fund to invest in their company.



“Enterprise Saskatchewan manufacturing sector experts have played an instrumental role in bringing lean manufacturing practices to Saskatchewan, helping our manufacturers achieve the productivity levels needed to be the best in the world.”

– Tom Foster
President, Industrial Machine & Manufacturing

ES staff worked with the sector to establish three lean consortiums where more than 50 companies share best practices, take lean training and access industry expertise.



“Enterprise Saskatchewan, in partnership with North West Regional College, Western Economic Diversification and the Saskatchewan Housing Corporation, has responded to the need for affordable quality housing for college students in Meadow Lake.”

– Bryan Nylander
President & CEO, North West Regional College

Making sure Saskatchewan has the labour force it requires now and into the future is a priority for ES. That’s why the agency contributed \$3 million through the Community Development Trust Fund to help North West Regional College build a student residence.

Action

Growth



"We appreciate the hard work of Agriculture and Enterprise Saskatchewan staff to help us open this major facility."

– Brant Randles
President, Louis Dreyfus
Canada Ltd.

Two international agribusiness giants, Richardson International and Louis Dreyfus Mitsui Foods, opened canola crushing plants in Yorkton this summer. Through the province's new major projects process, a cross-government team led by the Ministry of Agriculture worked to ensure the plants' infrastructure needs were met quickly and efficiently.

Agriculture and ES guided the projects through provincial regulatory processes and helped the plants access the range of utilities and services they require. As a result, two of North America's largest canola crushing plants are now creating jobs for Yorkton and new markets for Saskatchewan canola farmers.



"This is an example of the effectiveness of the new Enterprise Region model. Our organizations now have the scope to tackle a major project like the Corridor."

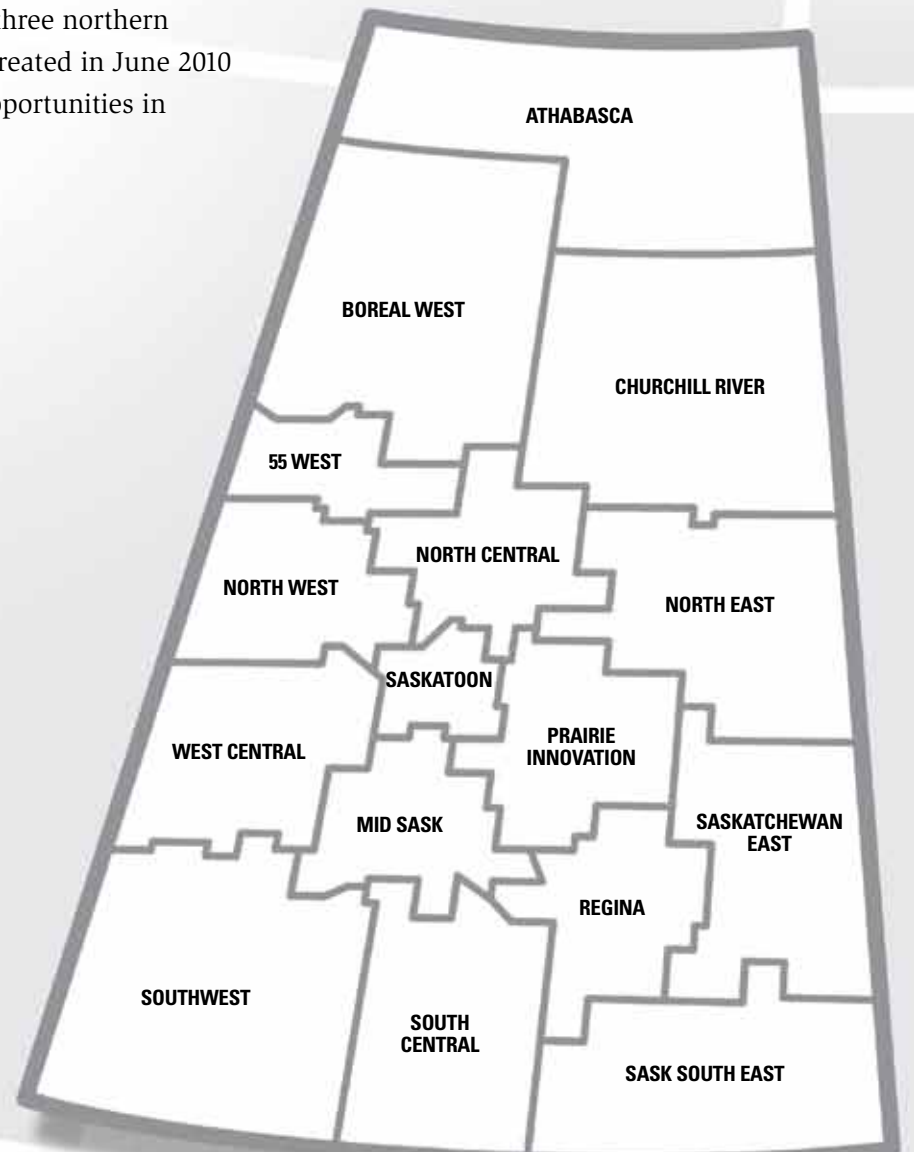
– Deb Thorn – Larry Hiles
CEO, SCER CEO, RROC

South Central Enterprise Region (SCER) and Regina Regional Opportunities Commission (RROC) are working with municipalities on a strategy to increase commercial activity in the Moose Jaw – Regina Industrial Corridor, one of the province's highest potential growth areas.

Building Stronger Regional Economies

Thirteen Enterprise Regions were launched in 2008 to take a big-picture approach to growing local economies. These regions work with communities, businesses and other partners to build the infrastructure and business environment that help local businesses grow and attract new investment. Under the Ministry of First Nations and Métis Relations (FNMR), three northern Enterprise Regions were created in June 2010 to capitalize on growth opportunities in northern Saskatchewan.

ES's six regional offices support the work of the 13 southern Enterprise Regions while FNMR supports the three northern ones. These offices also offer programs and services to address business retention, succession planning and entrepreneurship education at the local level.



Let's talk business

Visit our website at www.enterprisesask.ca or contact any of our offices

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