
NEWSLETTER - SUMMER 2002

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CCSBE-CCPME, President's Message

Colleagues,

On behalf of the Board of CCSBE-CCPME, I would like to extend sincere appreciation and thanks to all those involved in our new initiative, the Canadian College and University Entrepreneur™ Award program. The Business Development Bank of Canada generously sponsored this program and we are extremely grateful for their support. Annette St. Onge, our VP Youth, is largely responsible for the successful launch of this new program. In addition to liaising with NACEA and seeking sponsorship, she supervised the application and judging procedures. The new Secretariat, and particularly Ann McGrath, took responsibility for administration. Several Board members acted as judges and read and ranked each of the business plan entries. The applicants who submitted their business plans are to be commended for their exciting and promising business plans. In addition, members of CCSBE-CCPME and faculty members who encouraged their students to apply for this award made this competition possible. This has been a truly collaborative effort on the part of many colleagues and a great start to this new initiative. Thanks to All.

The Canadian College and University Entrepreneur™ Award Winner for 2002 is
Dan Murza, a full-time student at The University of Saskatchewan
His business is Sandow SK Classic

The following is how Dan describes his venture:

"Sandow SK Classic is the first in the sports collectibles market to produce and sell authentic replica hockey jerseys from the 1970's era. We re-trademarked the name "Sandow SK", a now-defunct hockey jersey company that produced jerseys for the NHL in the 1970's, to take advantage of brand recognition and to add to the historical accuracy of the jerseys. Sales are primarily online with plans to expand to the retail market and increase sales volume once prices stabilize. The growth of the collectibles industry through the borderless nature of the internet and the growth of hockey in the US due to the expansion of the NHL have both attributed to the long-term viability of this business. Sandow currently is in the process of releasing its second run adding ten new unique jerseys. By the start of the next hockey season, Sandow will double its jersey product mix and add a new line of old style fibreglass goalie masks from the same era."

The \$2,000 Award will be presented to Dan at our annual conference in Halifax, November 14-16. As winner of this competition, Dan will compete in the North American Collegiate

Entrepreneur Awards (NACEA) global competition, also in November 2002, and he has already been a participant in the Young Entrepreneurs' Summit, San Juan, Puerto Rico, in June 2002, where he was one of the speakers. This summit was an initiative associated with the International Council for Small Business (ICSB) World Conference.

Membership and Annual Conference

· We need more CCSBE-CCPME members!

- We are engaged in assembling a database of potential members for CCSBE-CCPME. Could you e-mail Ann McGrath with your suggestions? (ccsbe.secretariat@acadiu.ca)
- Our annual conference is the best way to promote membership in CCSBE-CCPME.
- Conferences need papers, symposia, workshops and so on to encourage participants to attend. Deadline for submissions has been extended to July 31st.

· PLEASE CONSIDER BEING A PRESENTER AS WELL AS A PARTICIPANT AT OUR CONFERENCE IN HALIFAX, NOVEMBER 14-16.

Successful Bid for ICSB Affiliate Development Support

The International Council for Small Business (ICSB) asked affiliate members to submit a proposal for funding which would assist with affiliate development. I submitted a lengthy proposal on behalf of CCSBE-CCPME, in March of this year, and a follow-up in June. We have just heard that we are one of the two affiliates, worldwide, to receive funding support to grow our organization. Out of the \$7,000 US that was to be allocated, we received \$5,300 US. This money will go towards developing a database of potential members, promoting our organization and the annual conference to these potential members, and upgrading our website.

Your input on how we can grow our organization would be very much appreciated.

Webpage

- Check out our updated webpage www.ccsbe.org
- **Please send ideas and potential content for our web page to Ann McGrath (ccsbe.secretariat@acadiu.ca)**

Strategies and Best Practices of Entrepreneurship Centres

Have you received a copy of the latest report on Entrepreneurship Centres? This report contains 23 chapters, most of which are authored by the Directors of Entrepreneurship Centres across Canada. This report is also on the web at:
<http://www.bus.brocku.ca/~tmenzies/>

Best wishes for a great summer. Teresa Menzies
President CCSBE-CCPME

2002 CCSBE Conference - From Research to Results

The 2002 Halifax conference theme: From Research to Results is being used as framework for an exciting program that will appeal to the full breadth of interests within CCSBE's membership. English and French papers and workshop and symposia proposals are being solicited for the three conference tracks:

1. Research - includes the traditional academic research community as well as researchers affiliated with other communities of interest;
2. Education - includes program or curriculum developers working in post secondary education, community economic development and other agencies;
3. Practice - includes those who develop, administer or deliver programming/services for the entrepreneurial community; consultants, and entrepreneurs.

The program begins Thursday night with a traditional Maritime "Kitchen Party" and "Newfoundland Screech In". On Friday a dine-around will be organized at local restaurants hosted by residents who will share stories and history from the area. On Saturday evening a gala lobster dinner will be held on the waterfront.

Preliminary keynote speakers include: Dr. Alan Cornford (innovation clusters and creating value), Jill Hiscock and Ron Robichaud (update on the model for entrepreneurializing Atlantic Canadian Universities), Chris Curtis (lessons learned at the Centre for Entrepreneurship Education and Development), Dr. Tim Little (workshop on creative problem solving skills) and Ruth Goldbloom (the story of Pier 21, one of the country's most successful historic sites).

Plans are underway to incorporate the North American Collegiate Entrepreneur Awards (NACEA) program into the conference, including a workshop for young entrepreneurs and a special presentation at the Saturday awards banquet. Discussions are ongoing to provide similar additional value for the other interest groups within the CCSBE.

The conference will be held in downtown Halifax at the elegant Lord Nelson Hotel. The dates are Thursday to Saturday November 14th to 16th 2002. Saturday evening presentations will be hosted by Ruth Goldbloom, the principal fund-raiser for Pier 21 and a legendary Nova Scotian entrepreneur. A lobster dinner and Atlantic Canadian entertainment will follow. Looking forward to seeing you in Halifax!

Ed Leach
On Behalf of the 2002 Conference Committee

CALL FOR PAPERS & WORKSHOPS/SYMPOSIA

CCSBE 2002 : From Research to Results: Exploring the Possibilities

Canadian Council for Small Business and Entrepreneurship

Lord Nelson Hotel

Halifax Nova Scotia

November 14-16, 2002

The Canadian Council for Small Business and Entrepreneurship (CCSBE) invites the submission of papers or proposals for workshops/symposia related to the 2002 Halifax conference theme: From Research to Results. There will be a venue for presenters who wish to present in French and the conference will be organized along three tracks:

1. Research - includes the traditional academic research community as well as researchers affiliated with other communities of interest.
2. Education - includes program or curriculum developers working in post secondary education, community economic development and other agencies.
3. Practice - includes those who develop, administer or deliver programming/services for the entrepreneurial community; consultants; and Entrepreneurs.

The conference theme From Research to Results is being interpreted in two ways: as an opportunity to explore the full breadth of Entrepreneurial interests all the way from basic research to the production of economic activity; as well as examining practices that lead to an integrative and holistic approach to the research/results continuum, resulting in research that informs and is adopted by practitioners.

Papers

Original manuscripts of either a conceptual or empirical nature that are the result of scholarly research and which contribute to the field and practice of entrepreneurship will be considered. Papers must not have been published or presented elsewhere. To be in the Proceedings, papers must conform to the latest edition of the Publication Manual of the American Psychological Association. Papers must be double spaced and no longer than 20 pages, including all tables, figures, and references. We are accepting only digital manuscripts, so please Email your submission as an attached file. Put "[first author's last name] Submission" (for example: Smith Submission) on the subject line.

The Word or WordPerfect file should contain (in this order): (1) a cover page (with title, author(s) names and contact information); (2) biographical statements for each author (position and research interests - not to exceed 30 words per researcher); (3) title of the article and an abstract (of not more than 100 words); (4) the article (page 1), with the Reference List and all tables and figures at the end.

All papers will be blind reviewed by two members of the editorial board. Awards will be given in several categories TBA. Submissions are due July 31, 2002.

Workshops/Symposia

Workshops/symposia can vary in length and may take the form of a seminar, small group discussion/dialogue, hands on activities, or other creative approaches. Proposals should include

- A cover page including a short title describing the content and focus of the session as well as the names, affiliation, complete - addresses, telephone & fax numbers as well as email addresses of the presenters.
- A 1-2 page description of the session: statement of purpose, discussion of how the proposed activities will fulfil the purpose of the workshop, and an indication of how the session is linked to the conference theme.
- A maximum 120 word abstract to be used in the conference program if accepted.
- Session details including: proposed audience, length of workshop, special equipment or room requirements.

Please submit an electronic copy of the proposal by July 31, 2002.

Reviewers

Papers	Workshops/Symposia
<p>Eric Morse School of Business University of Victoria 3800 Finnerty Victoria BC V8P 5C2</p> <p>250-472-4140 Ph 250-721-6067 Fx bvanroestel@ivey.uwo.ca (Put Eric Morse's Name in the Subject of your email)</p>	<p>Chris Pelham Acadia Centre for Small Business and Entrepreneurship Acadia University 38 Crowell Dr. (Willett House) Wolfville NS B0P 1X0</p> <p>902-585-1181 Ph 902-542-4111 Fx 902-542-7593 Res chris.pelham@acadiu.ca</p>

Hot Tips from the Enterprising Librarian Issue Three (Summer 2002) Free or Nearly Free Research Tools on the Internet

Anyone who is affiliated with a university or government agency probably has access to a variety of research databases that are very useful for keeping up to date on published research and articles in the business literature. What do you do if you don't have access to a research library? Take a look at the following free or nearly free tools that are good additions to your own personal research library.

Ingenta

<http://www.ingenta.com/>

Provides free access to tables of contents and article summaries from over 25,000 summaries. For an interdisciplinary field like small business and entrepreneurship, this can be very useful. It includes many scholarly journals as well as popular business publications. Individual articles may be ordered online and charged to a credit card. A search of the phrase "family business" in the UnCover Plus section retrieved over 300 hits from the past 5 years.

Northernlight

<http://www.northernlight.com/>

This search engine features a Special Collection area that indexes articles in over 7000 journals, books, newspapers, magazines, newswires and other sources and has an archive back to 1995. The Power Search feature lets you limit your search to particular types of sources (e.g. Journal and Magazine Articles). Individual articles may purchased online.

FindArticles.com

<http://www.findarticles.com/PI/index.jhtml>

Billed as "the Web's first free article search", this search engine includes full text articles from over 300 publications and has an archive back to 1998. You can search all magazines or limit your search to a particular subject area.

Electric Library Canada

<http://www.elibrary.ca/>

This is a subscription-based online research tool that includes the full text of hundreds of Canadian and international sources including newspapers, magazines, transcripts, books and other sources. A free 30-day trial is available. A yearly subscription to this product is \$89.95 for unlimited 24 hour access. You may also find this product in public and college libraries.

Have a great summer!

Contact the Enterprising Librarian
Linda Lowry, Business Librarian, James A. Gibson Library, Brock University
Email: lloewry@spartan.ac.brocku.ca

News from the Atlantic Region The Enterprise and Entrepreneurship Gateway.

The Enterprise and Entrepreneurship Gateway (Gateway) is designed to provide potential entrepreneurs within the university community with counseling advice and direction to the various resources, programs, and services that exist to meet their business start-up needs. The process provides for a common point of entry for all entrepreneurs at the idea stage of business start up. Potential entrepreneurs will be assigned a venture coach to guide them through the Gateway. The purpose of the Gateway is to navigate the client through the process of starting a business by identifying the appropriate resources and ensuring the client is prepared to best use these resources. The Gateway will connect the right client with the right resource at the right time.

Gateway clients are technologically-able entrepreneurs, undergraduate and graduate students, faculty, staff, and alumni. Potential entrepreneurs currently within the university environment need direction and guidance to use its resources to assist in business start-ups. The Gateway is a structured response to a need for navigational support, expressed by potential users of the service.

The Gateway operates as a re-entry model. A client with a business development idea, works with a venture coach to discuss and evaluate those ideas and can return to the Gateway for additional navigational help and support, whenever necessary. The venture coach is an advocate for the entrepreneur who receives the clients at the point of entry in a supportive, mentoring, motivating structure. Coaches assist clients in evaluating their ideas, determining the resources required to support their ideas, developing an enterprise plan, and then connecting with the most relevant resource.

The Gateway complements existing private, academic, and government agencies and programs. Its role is to connect clients with services, rather than duplicate services. The Gateway was developed and is being refined at Memorial University through collaboration between the Chair in Youth-Focused Technological Entrepreneurship and the P.J. Gardiner Institute for Small Business Studies in the Faculty of Business Administration.

For more information, contact John Cutler at (709) 737-8855 or visit the Gateway website at www.business.mun.ca/gateway.

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News from the BC Region

Tong Prizes in Entrepreneurship

A business plan worthy of capturing the attention of professional investors - that's the goal of Management of Technology MBA students competing for two \$2,000 Tong Prizes in Entrepreneurship. Jacqueline Tiong, Jennifer Martini, Shaheen Jivraj and Duhane Lam, won one of this year's prizes for their business plan seeking \$10 million in financing to proceed with Phase I clinical trials of the TAP Vaccine in the United States. TAP Vaccine is a revolutionary product that uses the body's immune system to target and destroy cancer cells.

Karl Furlong, Oz Greenberg and Nigel Protter won for a business plan describing how SemantiQ will bring to market a new client-server information classification and retrieval product based on semantic search technology. The business plan is for a total of \$5 million of first and second round risk capital.

The Tong Prizes in Entrepreneurship are donated through the generosity of SFU alumnus Kooi Ong Tong, a successful Malaysian businessman living in Vancouver. Mr. Tong is also a member of the MOT Business Council

A team from the Executive MBA program will be awarded a Tong Prize in Entrepreneurship later this summer.

TELUS New Ventures BC Competition Update

Three Management of Technology MBA teams have made it into the third round of the TELUS New Ventures BC business plan competition, along with a number of SFU grads and students and even an SFU professor.

The province-wide competition, which offers \$120,000 in prize packages, attracted 148 entries. Only 35 were chosen to continue in the third round.

MOT team business ideas include a new system for detecting strain in structural parts, such as in airplanes or on bridges; a multimedia news service, and a new client-server information classification and retrieval product based on semantic search technology.

SFU EMBA alumnus Brad Wheeler's team made it into the third round with a diagnostic test to determine an individual's risk level for Alzheimer's and Parkinson's diseases.

New SFU BBA grad Zahwil Dossa and SFU grad student Stephen Fagan are competing with a market data analysis system.

Over the summer, third-round contestants will work with expert mentors to develop an eight-page summary of their business idea before submitting it to a board of judges comprised of financiers, venture capitalists and 'angels'.

Just 10 of the 35 contestants will move on to the final round, which features three \$10,000 third-place prize packages, two \$20,000 second-place prize packages and the grand prize package of \$50,000. Prize packages, which comprise both cash and services, are designed to assist entrepreneurs to bring their ideas to market.

The TELUS NVBC competition was initiated last year by SFU Business. It is operated by the non-profit BC Ventures Society and sponsored by the public and private sectors.

This project was done with the financial help of:



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