

Access West

Western Economic Diversification Canada

Alberta and B.C. Stock Exchanges are Joining Forces to Become a Major Player in North America

What began as a side-bar discussion at a worldwide stock exchange conference has evolved into a memorandum of agreement entered into by Canada's four major stock exchanges to restructure the Canadian capital marketplace.

On March 15, 1999 the boards of governors of the Alberta, Montreal, Toronto and Vancouver stock exchanges announced an agreement, in principle, to restructure the Canadian capital markets along the lines of market specialization. And, in late April, the boards of the Alberta and Vancouver stock exchanges (ASE/VSE) announced they had agreed to merge the two exchanges.

The merger, which is proposed to take effect by the end of this year, 1999, will see the Toronto Stock Exchange (TSE) as the senior equities market, (deals exclusively in the larger public companies), the Montreal Stock Exchange (MSE) as the derivatives market (deals with commodities) and the merger of the ASE and VSE to become Canada's junior equities market.

The ASE is one of the very few in North America which will list a junior public company startup. This new merger will be recognized world wide as a major Stock Exchange in North America dealing with small capital and micro capital public companies.

In the new Canadian junior equities market, listed companies will have broader access to capital and a Canada-wide trading environment through regional service points across the country.

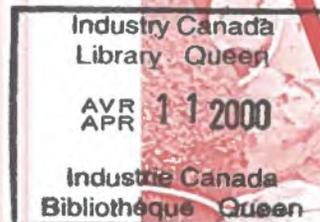
For more information about the proposed merger contact the Alberta Stock Exchange at (403) 974-7400 or visit their web site at www.ase.ca

Understanding a Bit of the Basics

The difference between a **private company** and a **public company** is in the number of shareholders. A private company can approach and get no more than 50 shareholders whereas, a public company has a minimum of 300 shareholders. You need permission from the Securities Regulators (the stock exchange and the Securities Commission) to 'talk' to 300 public shareholders.

In order to talk to shareholders, you will need to fill out a prospectus with 'full disclosure' and have it approved by the regulators as to 'full and sufficient disclosure' on the principal shareholders, officers and directors, financial statements on the business, plus a full description of the business and a business plan describing the use

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Canada

A Message from Ron Duhamel

Secretary of State for Western Economic Diversification

Western Canada and the Knowledge-Based Economy

Knowledge and innovation are revolutionizing industry and the possibilities for our future as a nation. The effective management of knowledge – creating it, acquiring it, disseminating it and exploiting it – are key to improving our economic well being and our quality of life.

Innovation is crucial for all sectors of the economy, and for all businesses, big or small – from oil and gas to tourism, from agri-foods and forestry to multimedia.

Western Canada is very much part of the phenomenal rise in high-knowledge activity, accounting for well over a quarter of Canada's total. Alberta and Saskatchewan have the highest average annual growth among all provinces in knowledge-based sectors. The fastest growing areas are information and communications technology, biotechnology and aerospace – precisely the fields in which the western provinces are expanding rapidly.

Obviously the first key to succeeding in the new economy is a highly skilled workforce. In Canada, the main driver for the increased demand for skilled labour since the beginning of the 1980s has been technological change.

WD has created two programs to give recent graduates vital first-job experience, and to help small businesses hire people with science, technology and international trade skills. These programs, International Trade and Personnel and First Jobs in Science and Technology, offer three-year salary support for the brightest young women and men emerging from science and marketing programs at universities and colleges in the West.

The second key for success in the knowledge-based economy is innovation. To be able to create and adopt new technologies, and to develop new products and production processes, requires people with outstanding research skills and a modern, sophisticated infrastructure.

At WD, we are helping small and medium-sized businesses (SMEs) get ready for the 21st century – by helping them become more innovative, more productive, more competitive and more connected. We have helped Western Canada outpace all other regions of the country in small business growth.

Through a network of over 100 points of service across the West which includes Community Futures Development Corporations, Canada Business Service Centres, Women's Enterprise Centres and WD offices, we help small businesses start-up, expand, create jobs and trade globally.

While Canada's SMEs are key to driving economic growth in this country, one of their disadvantages is the inability to invest in research and development to the degree of large businesses. WD acts as a catalyst in bringing together the business community, provincial governments and universities to conduct leading edge-research. WD has joined with other partners (such as the National Research Council) in funding a broad range of innovative research and infrastructure projects. These research projects create spin-off opportunities for small and medium-sized enterprises.

Dramatic advances in information and communications technologies, the third major aspect of the knowledge-based economy, are probably the most visible for Canadians. Computers, electronic commerce, e-mail and the Internet are rapidly becoming part of our daily lives.

More than a third of all Canadian households are now regular users of the Internet, with Alberta and British Columbia far ahead of the average. As an example of our electronic service delivery, we've developed an Interactive Business Planner in partnership with the province of British Columbia and the Canada Business Service Centres. The planner allows businesses to create well-researched business plans that meet the requirements of lending institutions. It is available on WD's web site (www.wd.gc.ca).

Through these balanced approaches to the knowledge-based economy, WD has taken sensible and imaginative steps to promoting productivity growth and job creation. The results will improve the standard of living of western Canadians.

Tax Incentive Encourages Small Business to Conduct Research and Development

As part of the government's strategy to support scientific research and experimental development (SR&ED), Revenue Canada is offering the largest funding program for research in Canada.

The program is a tax incentive for small businesses and start-up firms interested in conducting scientific research and experimental development in Canada. The financial support is intended to encourage research in order to develop new or improved technologically advanced products or processes.

You qualify if you are:

- an individual, corporation, or partnership
- involved in basic or applied research
- develop new or improved products or processes

The program offers you:

- a 100 per cent tax deduction for your qualified current SR&ED expenditures and your capital SR&ED expenditures
- tax credits which you can use to offset the amount of tax you owe
- a refund of your tax credits if you are an eligible individual or a small company

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of proceeds of the initial public offering. Your management company will help you with that.

The **Initial Public Offering (IPO)** is essentially the first offering of shares in the company wanting to go public, to the actual public (300 shareholders). These are all the same common shares. The IPO is the money raised from those new 300 shareholders at a fixed price/share, through a stock exchange broker.

Usually, the principals (i.e. the business owners planning on going public) get their shares a little cheaper as their shares are 'escrowed' for a period of up to 5 years. That means they can't sell them on the stock market. When they do sell them, they have to file (with the regulators) some 'insider trading reports', telling the 'public' that they are selling shares.

There are 3 types of IPO's:

Junior Capital Pool (JCP)

The principals put up an initial amount of their own money and the public (300 shareholders) does the same. Together they become the JCP and will split the ownership in the public company.

Exchange Offering Prospectus (EOP)

The private company is an actual business with a track record of earnings and wants to get bigger by going public as a means to raise investment capital on a continuing basis.

Full Prospectus

A company, or an individual person, has a great new product and exclusive rights. The product is not yet marketed but the 'research results are in' and it looks positive. It needs high risk investment capital.

An information kit is available which can be mailed out to you. In addition, Revenue Canada can arrange a visit to your business to explain the program, its benefits and the requirements in more detail.

Please contact one of the program coordinators shown below or visit their web site at <http://www.rc.gc.ca/sred>.

Manitoba	Ed Bergen	(204) 983-3980
Saskatchewan	Ray Sladek	(306) 675-6420
Alberta	Jim Simpson	(780) 495-2595
British Columbia	Wayne Fong	(604) 666-4569

The Next Steps

Step #1

Find a 'team of experts' to work with – a facilitator, securities lawyer, brokerage firm, transfer agent and a securities auditor.

The purpose of a facilitator is to coordinate the IPO from start to finish staying with the public company for up to 3 years and communicating on matters of future financing with the regulators, brokers and the board of directors of the public company.

Step #2

Have ready the same business plans and financial statements and corporate profile and support information on your business that you have been presenting to the venture capital people. Spend some time thinking about who would be the best board of directors even if some of those people aren't on your team today.

Step #3

Don't go in broke. The ASE and IPO's have been around for 100 years and the industry is very competitive so you will find that the prices are pretty much the same. You also have the Alberta Securities Commission reviewing the audited financial statements in order to protect the smallest shareholders subscribing to the IPO.

The cost of an IPO is about \$40,000. The broker charges a 10 per cent commission on the money he raises over and above that. Of the \$40,000, half of that is charged on the closing of the IPO. So that leaves \$20,000 cash to raise.

At the very least, the principals should come up with the first \$5,000 in risk capital to get started. If you don't have the first \$5,000 in cash it looks a lot like you're broke.

Some IPO's are turned down for this reason. It is difficult to come back later saying you found some cash. The thing to remember is go prepared the first time because if you are not, the broker will be thinking – what was the reason we didn't do this deal the first time? There is always another great project just around the corner for the broker and the stock exchange. But, it will never be the same again for you.

"APR has been helped enormously by the SR&ED tax credits. Funding a start-up high-tech company is an extraordinarily difficult endeavour. From the start, we had no choice but to rely on the Investment Tax Credit program as part of our developmental financing strategy. If the SR&ED people hadn't come through and done their jobs, well, we would have been in serious financial jeopardy. SR&ED funding made the difference between success and failure for us. With the aid of an excellent accountant who was familiar with the ITC process, we were able to obtain timely and fair reviews and processing of our claims. We have never had any problems with the program."

Will Bauer, President, Acoustic Positioning Research

Orchestrating a Successful Business Partnership

In order to ride the rollercoaster ride of partnerships, the best place to start is with some basic components which are rooted in being able to openly share and discuss your business venture with your partner. This means the good and the bad of it. Trouble brews when you stop talking, or never started, and realize too late, you don't fully know the person with whom you have become professionally affiliated.

A commercial partnership is established when two or more people decide to start or share a business venture. They divide the workload, wealth, skills and investment, share the responsibility of managing their finances, administrative tasks and the joys and tribulation of being self-employed.

Partners are also jointly liable for the debts of their business and one partner becomes unable to perform his or her role, the remaining partners inherit the obligation to incurred by that partner. So, with all of that in mind, where do you start?

Don't Try to do it All

No one can do it all themselves. Think of your business as having three components – product, marketing and finances. You may be able to do two of those areas but not all three. No one can be a 360° business owner. For example; you developed the business' product (be it an item or service) and are very capable of handling the finances, but you are not the type who likes to handle the marketing. You just don't have the time or inclination to sell your business. You need a partner who is as enthusiastic about your product as you are and has the drive it takes to market it.

Get Good Advice

Business partners should start by getting good financial advice in order to help you make decisions which later, you should incorporate into a legal agreement. This initial process will reveal things about you and your business partner's ideas on how you see the profits and losses being shared, finance the business, and so on. Optimism can quickly be harnessed when partners define issue of work quality and performance within their agreement.

As an entrepreneur, you are better off taking the time and effort to make a legal agreement. In fact, just trying to reach the agreement may resolve other issues. And, if you can't reach an agreement, maybe you should be rethinking your partnership decision.

Talk and Keep Talking

Partners should openly share information about themselves to give the other partner a solid understanding of how each other works, plans, handles finances and commitments. Sharing information such as this provides each partners with the open forum foundation for continued talking.

Don't avoid addressing the thorny side of business partnerships. What provisions have you put in place if ever you need to remove a partner? Consider what would happen to the business in the event of an untimely death; what happens to ownership? How will you continue to fund the business?

Show Me the Money

Nothing can spoil a business partnership faster than financial pressure. When entering into a partnerships, you should ask yourself and your partner how willing you are to take risks and when should you be conservative. Ask a few crucial questions while scrutinizing the finances to determine how the cash flow is generated and how funds are incorporated back into the business. Determine each others earning potential, is the business established, is there a good track record of money spent? Addressing these questions will help you decide on what type of debt load is acceptable in order to advance your business venture.



Keys to Partnership Success

- start with an open book policy and get to know your partner
- research each others work history
- review each other's personal financial situation
- know how much each of you will invest in money, skills, experience and time, and properly value that contribution
- consider special conditions for each partner: debt, family demands, training, lifestyle
- draw up a formal, binding business partnership contract
- consider the objectives of your partnership, outline them in your agreement
- determine how you will share the profits and losses and for how long
- outline the specific duties and roles each partner plays
- identify the duration of the agreement
- outline the terms should you have to end the partnership
- purchase life insurance so the surviving partner can pay out the deceased's estate
- ensure there are no conflicts of interest, working with a common definition of what constitutes a conflict of interest
- remember, each partner can be held personally responsible for all debts and obligations place on the business by the other partner

Environmental Law Centre Provides Fast, Easy Access for Entrepreneurs Interested in Greening Their Business Venture

Now, entrepreneurs can take an active role in helping protect the environment by managing their small businesses environmental impacts. Thanks to the completion of the first component of a three phase project, the **Environmental Law Centre** can extend its service reach to small and medium-sized businesses.

A key challenge for any small business is to know and understand the regulations or legislation affecting its operations. The challenge can be even more complex if a firm must also comply with provincial environmental legislation or regulatory requirements. Because of their size, small firms often don't have the specialized expertise or resources needed to understand their environmental options or requirements.

The law expertise at the Centre, are advocates for the environment, working to ensure that the law serves to protect and preserve the environment. They use power of that law to effect change – for a safe, clean and better environment.

The Environmental Law Centre has established itself as a single resource for a range of environmental law information. It provides information and referral services for everyone –

including individuals, non-government environmental organizations, schools and universities, government, industry and the media.

While the Environmental Law Centre is physically located in Edmonton, it will initially extend its Business Connection service across Alberta through the Internet and use of an 800 telephone service. Over the next two years, it will also develop new environmental law resources and materials specifically addressing the needs of small and medium-sized businesses in Saskatchewan, Manitoba and British Columbia.

“The Business Connection service provides an invaluable resource for small businesses seeking information on a wide range of environmental legislation such as proper chemical storage; handling and disposing of hazardous and non-hazardous wastes; environmentally-friendly packaging; recycling and waste management; and issues surrounding contaminated real estate,” says Dennis Thomas, President of the Environmental Law Clinics.

The Environmental Law Centre is a strong non-profit, charitable organization whose services are used across Canada and whose environmental law expertise and skills are sought after by governments, industry, environmental organizations and members of the public. The Centre helps bring a balanced legal approach to environmental protection. It's the power of law and the vision of people working together to build a better future.

For more information contact:

*Andrew Hudson, Staff Counsel
Environmental Law Centre
Edmonton, Alberta
Tel: (780) 424-5099*



ELC web site: www.elc.ab.ca

The Environmental Law Centre Offers Four Public Services

The **Information and Referral Program** gives any member of the public the opportunity to speak to a lawyer and obtain information about environmental law. Associated with this program is a library of environmental law which contains over 15,000 specialized items. The library is open for public use and can be accessed by way of a computerized catalogue.

Through its **Education Program**, the Environmental Law Centre makes environmental law materials available through its publications, conferences and courses.

The **Research Program** enables its legal staff and research associates to study important environmental law issues and produce books and articles offering a readable explanation of what are sometimes complex legal problems.

The **Reform Program** provides a forum for the Environmental Law Centre to propose needed law reform initiatives to make environmental laws work more effectively to achieve environmental protection.

Don't miss this year's International Small Business Congress – ISBC'99

Its new and exciting format will stimulate discussion and encourage the exchange of information on important small business issues and solutions for the 21st century!

What is the International Small Business Congress?

Since 1974, the International Small Business Congress has championed the importance of small business and the contribution of entrepreneurs to the economic and social development of nations. A leading global forum for the small business sector, the ISBC provides a unique opportunity for government officials, business associations, academics, intermediaries and SME owners to learn about business solutions, make new contacts and engage in new business through its annual World Conference. Canada is proud to be the host of ISBC'99 – this year's International Small Business Congress!

Where and when will ISBC'99 take place?

The ISBC'99 will be held at the Metro Toronto Convention Centre in downtown Toronto from October 12 - 15, 1999. Registration will take place starting at noon on October 12 with the welcoming Reception starting at 6:00 p.m. at the Crowne Plaza Hotel. Opening Ceremonies begin at 8:30 a.m. on October 13 in the Theatre.

What are the theme and format of this year's Congress?

Industry Canada Minister John Manley and John Bulloch, Founder of the Canadian Federation of Independent Business (CFIB), co-host ISBC'99. The theme of the 26th annual ISBC is "Small Business" – "Smart Business". Four plenary sessions and sixteen workshop sessions will focus on four sub-themes:

- International Smart
- Technology Smart
- People Smart
- Entrepreneurship Smart

ISBC'99 will also feature a Matching Program, a Special Program for Entrepreneurs, an Accompanying Persons Program and a Business Exposition.

What is the ISBC'99 Matching Program?

The Matching Program will give all ISBC'99 delegates an opportunity to make contacts for the immediate exchange of knowledge and for the development of new business. The Matching Program also includes a virtual component giving delegates the means to post their company/organization profiles, exchange information and arrange meetings with other delegates prior to the conference – all through the

ISBC'99 Web site. A Matching Breakfast will be held on October 14 and meeting facilitators will be available to assist with on-site meeting arrangements during the Congress.

What is the Special Program for Entrepreneurs?

The Entrepreneurs Program, Breaking Through the Pack: Winning Strategies for the 21st Century, will offer practical solutions to challenges facing entrepreneurs in the global marketplace, focusing on subjects like E-commerce and financing that are relevant to growing, small businesses. This special half-day session (October 13 from 1:30 p.m. to 5:00 p.m.) is designed to appeal to local SMEs. The cost is \$100.00 (Cdn) for the half-day session.

Can I attend any of the social functions if I sign up only for the Special Program for Entrepreneurs?

Yes. We welcome and encourage your participation at the ISBC'99 social event on the evening of October 13. It will be an excellent opportunity to network with other SMEs and with national and international delegates, to make new contacts, and to forge new business alliances.

Will there be an Accompanying Persons Program?

Yes. ISBC'99 encourages delegates to bring their spouses. The Program (Wednesday afternoon and Thursday morning, October 13 and 14) features customized tours of Toronto, including visits to majestic Casa Loma Castle in the heart of Toronto and to the Royal Ontario Museum. The Accompanying Persons registration fee of \$150.00 covers admission costs to all receptions, lunches and banquet at ISBC'99.

Will a Business Exposition be part of the Congress?

Yes. ISBC'99 will showcase up to 50 exhibitors on site, including governments, business intermediaries, SMEs and associations that provide business solutions to SMEs.

Have hotels been booked for delegates attending the Congress?

Yes. Rooms have been reserved at the Crowne Plaza, adjacent to the Metro Toronto Convention Centre, the Westin Harbour Castle and the Holiday Inn. Bookings will be on a first-come, first-served availability basis. Hotel rates range from \$169 - \$205 (Cdn) per night.

How can I register for the Congress?

To obtain a registration form, contact the ISBC'99 Congress Registration Secretariat by phone (613) 238-2304, fax (613) 236-2727 or e-mail at: isbc99@intertask.net. Convenient on-line registration is available on the Congress Web site at: www.strategis.ic.gc.ca/isbc.

The Clock is Ticking... Don't Get Stung by the Y2K Bug!

Large companies across Canada are prepared for the Y2K Bug reports a Statistics Canada survey conducted in February and March 1999. The survey indicated that 97 per cent of large organizations were well on their way toward addressing and protecting themselves against the Year 2000 computer problem, reporting that they had tested, or were in the process of testing, their critical systems to ensure they would work in the Year 2000.



But an Industry Canada report indicated that 15 to 20 per cent of small and medium-sized businesses are still very vulnerable. Smaller businesses reported much less progress and many had yet to take steps to defend themselves against the Y2K Bug. There is also growing evidence that many small and medium-sized businesses will not meet their targets in preparing for the Year 2000.

Small businesses with five or fewer employees appear to be at greatest risk according to a recent study commissioned by Industry Canada – 31 per cent of these businesses that own or use technologies susceptible to Y2K-related computer problems said they had not yet taken any steps towards preparing for the Year 2000.

Western Economic Diversification Canada has been actively working to make small businesses in Western Canada aware of the potential problems they may face through its publications, such as Access West, and its partnership with Industry Canada and Community Futures Development Corporations in providing Y2K seminars.

What is the registration fee for delegates and exhibitors?

The registration fee for delegates is \$700.00 (Cdn) before September 1 and \$750.00 (Cdn) after September 1, 1999. Exhibition space for a 10' x 10' booth at the ISBC'99 Business Exposition is \$2,000.00 (Cdn).

What methods of payment can be used?

You can pay by cheque, money order, American Express, MasterCard or Visa. Electronic payment is also available on the Congress web site at www.strategis.ic.gc.ca/isbc.

Where can I obtain more information?

For registration or hotel accommodation information, please contact:

ISBC'99 Registration Secretariat

Telephone: (613) 238-2304
Fax: (613) 236-2727
E-mail: isbc99@intertask.net

For more information, please contact:

The Congress Secretariat at Industry Canada

Telephone: (613) 954-5478
Fax: (613) 954-5492
E-mail: isbc1999@ic.gc.ca

If you have not addressed the Y2K problem as yet, you should act quickly. The clock is ticking and you may find yourself out of time. Lack of Y2K readiness can destabilize a business and impact its competitive position. If you're among the 15 to 20 per cent still unprotected, your competition is way ahead. You'll need to act fast to catch up to them before December 31st.

Y2K problems could cause a business to miss deadlines or fail to meet contractual obligations which could start a domino effect. Remember, your customers, suppliers and co-workers are all counting on you to operate as usual as of January 1, 2000. What happens if you can't because you weren't prepared?

If you're wondering where to start, WD offers a *Year 2000 Checklist for Small Business*, plus other information for small business on our Web site at www.wd.gc.ca. The site also provides Hot Links to other government programs and services that can help a business cope with the Year 2000 issue, including information on special loans and tax incentives.

For more information, contact WD at 1-888-338-WEST (9378) or visit the Canada Business Service Centre or Community Futures Development Corporation serving your community.

Entrepreneurship: Peaks and Valleys

November 11 - 13, 1999, Banff, Alberta, Canada

The 1999 Canadian Council for Small Business and Entrepreneurship (CCSBE) is hosting its annual conference at the Rimrock Hotel in Banff, Alberta from November 11 - 13, 1999. The theme for this year's conference will be Entrepreneurship: Peaks and Valleys. Participation in the conference will enable you to become more aware of what is happening in entrepreneurship education, gain exposure to both educators and practitioners in the field, learn about current research and watch competitions among educational institutions for best innovative entrepreneurship program and best business plan. Participants at the conference will include researchers, educators, students, consultants, trainers and government support specialists. The agenda will include four program tracks: Professional, Diversity, Education and Academic Research. For more information, contact Loraine Bon at 1-877-678-9922, conference coordinator, or register on-line through our website at www.ucalgary.ca/mg/ccsbe99.

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Millennium CD Captures the Spirit of Western Canada's Musical Heritage

A new, double Compact Disc is about to hit store shelves in mid-October, which will add to your Christmas shopping choices and is sure to be "a real hit." Seasoned recording artists and relative newcomers from Western Canada are featured on GO WEST, a time capsule CD highlighting music from artists including James Keelaghan from B.C., Alberta's Ian Tyson, The Dalai Lamas of Saskatchewan and Big Dave McLean from Manitoba. The project, spearheaded by Western Economic Diversification Canada, has a great cross-section of talented musicians from the West.

"This project will benefit small businesses and entrepreneurs in the recording industry, an industry that as a whole employs thousands of people in the West," said the Honourable Ron J. Duhamel, Secretary of State for Western Economic Diversification. "What we are trying to do, with our partners in the music industry associations, is capture the spirit of Western Canada's musical heritage as we enter the next millennium. The exposure, which new, up-and-coming artists will receive, by being on this disc along with some established artists, will certainly help those new artists find a wider audience," he added. WD is providing \$102,000 in non-repayable funding to create the CD and market it. The project is being implemented in partnership with the Manitoba Audio Recording Industry Association, the Saskatchewan Recording Industry Association, the Alberta Recording Industry Association and the Pacific Music Industry Association.

"The project," said Oryssia Lennie, Deputy Minister of Western Economic Diversification, "is a joint effort between WD and the recording industry associations in Western Canada and is expected to do several key things. For WD, it represents an opportunity to mark the millennium in a special way. Also, by helping the artists and industry associations with enhanced marketing, WD will create a legacy, a lasting impact. Last, but not least, it will see the creation of a unique, time capsule CD which will be a great addition to any music collection," Lennie added.

Recording artists are small business people. Also, the music industry associations have identified a need, indicating that they require many of the products and services which WD provides to small and medium-sized entrepreneurs. So really, this project is a link from WD to yet another sector of the economy in the West and serves as a legacy project for the millennium.

Well, that's the dollars and cents side of the project, but what else is key? This CD will allow us to hear the voices and music of the West. Celebrating our diverse culture and heritage can also contribute to greater cross-cultural understanding, increased recognition of western Canadian song and music and increased pride! These artists, through their songs and music, are important contributors to our national identity and sense of self.

The project is managed by the **Manitoba Audio Recording Industry Association (M.A.R.I.A.)**. "The associations in the four Western provinces are pleased to be partnering with Western Economic Diversification to produce and release this Millennium CD," said Gaylene Dempsey, Executive Director of M.A.R.I.A. "We sought outstanding tracks from Western Canadian recording artists and submissions from all genres of music were reviewed," she added.

The compilation will feature a mixture of tracks reflective of the current musical environment in the Western provinces. The tracks for the CD were chosen from submissions received in July by a selection committee comprised of music industry professionals.

For more information on sales of the CD, please contact:

*Gaylene Dempsey, Executive Director
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