

Innovation Place Newsletter December 2002 Edition

'Tis the season to be jolly!

The festive season brings exciting holiday happenings to Innovation Place and Regina Research Park:

- **GOBBLE, GOBBLE HERE** - Attend the Innovation Place Turkey Nooner. Tuesday, December 10, from 11:30 a.m. - 1:30 p.m. at Boffins Café in The Atrium. Enjoy a scrumptious turkey feast prepared by the gourmet experts from Boffins! Innovation Place administration and staff will serve complimentary refreshments and treats. A 50/50 draw will take place, with proceeds to the Saskatoon Food Bank.
- **MAKE MERRY** - Regina Research Park will celebrate the 2002 holiday season with tenants at a festive gathering on Thursday, December 12, from 3:00 p.m. to 5:00 p.m. in the Rotunda, at 10 Research Drive.
- **THE SPIRIT OF GIVING** - Regina Research Park will host a Food Bank Drive, from December 2 to 11. We hope to see participation from all buildings in the park.
- **CAROL FEST** - Please join the Regina Research Park staff during lunch hour on Wednesday, December 18 to listen to the Douglas Park School Choir sing Christmas Carols. We hope to see you there between 12:00 and 1:00 p.m. to enjoy this local talent.

** Please watch for up-coming e-mails and posters with further details regarding these events.*

Canadian Wheat Board relocates regional office to Innovation Place

For 59 years, the Canadian Wheat Board (CWB) has served the best interests of Western Canadian farmers in its role as the official marketing agency for wheat, durum and barley grown in its designated region.

The agency, headquartered in Winnipeg, Manitoba, markets these grains, at the best price possible, to customers across Canada and around the world. Western Canadian farmers receive the revenue from the sale of these grains, averaging between \$4 and \$6 billion CDN annually, less marketing costs.

The Canadian Wheat Board has divided Western Canada into three designated regions: Manitoba, Alberta/B.C. and Saskatchewan. Regional offices are located in Winnipeg, Airdrie and now, Saskatoon.

On June 1 of this year, the CWB relocated its Central Region (Saskatchewan) office to Innovation Place, opening at 310 - 15 Innovation Boulevard.

Craig Douglas joined the CWB as regional manager for Saskatchewan 18 months ago. At the time, Douglas was residing in Regina. Shortly after his appointment, Douglas learned that the CWB was relocating its regional office from Regina to Saskatoon.

"I questioned it at first, but since relocating to Saskatoon, I've come to realize the benefits of such a central location. From Regina, you're driving six or seven hours to reach many places in northern Saskatchewan. In Saskatoon, you're only three or four hours away from most areas of the province."

Saskatoon is also a more active hub of agricultural activity, says Douglas. "There are more farm organization meetings, more ag industry meetings taking place in Saskatoon.

"I understand now why CWB wanted to relocate to Saskatoon," says Douglas.

Innovation Place proved to be the most advantageous of all business addresses in Saskatoon, says Douglas.

"We are involved with a number of organizations that are based at Innovation Place, such as the Western Grain Research Foundation and the Canadian Grain Commission. We work closely with the College of Agriculture at the University of Saskatchewan, on research projects as well as other activities. That was the attraction of this location. When you're close to people and working in the same facilities, you tend to communicate more with one another." The CWB office at Innovation Place provides administrative support to its six farm business representatives who work and are located across the province. "We have two farm business reps working out of their homes in Saskatoon, covering the northwest and northcentral areas of the province. We have a farm business rep in Melfort, one in Swift Current, and two working out of Regina, servicing the south," says Douglas.

"Our office provides administrative support to our business reps, so they can be out on the road as much as possible, meeting with farmers and grain companies. We also hold our regional meetings at this office."

A research park environment is also an appropriate choice for the Canadian Wheat Board, says Douglas.

"We are very concerned and involved with research into wheat and barley, and contribute quite a lot towards different research programs. One of the research programs we're involved in involves a disease called fusarium head blight in wheat, a serious problem that's coming further and further west from Manitoba. Grain researchers have been trying to fight that battle and it's something we contribute money to through the Western Grain Research Foundation, which is a check-off on Canadian Wheat Board grains," says Douglas.

"Being in close proximity to different research groups provides us with more opportunities to communicate and stay in touch."

The agriculture sector has evolved radically over the past six decades, and the Canadian Wheat Board has kept pace with industry changes.

"The last major change was in 1998 when the federal government changed the Wheat Board Act to allow for the election of farmers as directors of the organization. Prior to that, all members of the board were appointed by the federal government to serve as commissioners," says Douglas.

The CWB is now operated by a 15-member Board of Directors. Western Canadian farmers elect ten of the directors and the federal government appoints five, to four-year terms. One director is appointed as president and CEO of the CWB.

Technology has also had a major impact on the Canadian Wheat Board, says Douglas.

"More transactions than ever are being conducted electronically. Our website is very well utilized. The amount of e-business conducted through the site continues to increase, with more contracting being done online."

Rural elevator closures mean that farmers now have to travel greater distances to apply for permit books or contract their grain. "As a result, more farmers want to conduct their business online; the service is there because they've asked for it," says Douglas.

For six decades, the Canadian Wheat Board has been the sole marketer of wheat and barley grown in Western Canada. "This increasingly involves marketing what's called 'identity-preserved' grains - specialized lots of grains that are grown for a specific purpose for a customer who is prepared to pay a premium price," says Douglas.

He cites the example of The Warburton Group in England that purchases identity-preserved grains from the Canadian Wheat Board. Warburton is the largest independent baking business in the United Kingdom, employing over 3,000 people at its 11 bakeries which produce one million bakery products daily. "Warburton selects farmers in Western Canada to grow their grain specifically. That grain, from the time it's seeded on a farmer's land, passes through the system as an identity-preserved grain. It goes through the elevator system, right through to the U.K., to the Warburton mills and into their products," says Douglas.

"I see that activity increasing, as more customers demand it."

The debate over genetically modified plants is another hot issue driving the increased demand for identity-preserved grains, says Douglas. "Some customers will accept GMO grains; most won't. As a result, we're going to have to keep those grains separate right through the system, from the farm to the customer."

While the marketing of Western Canadian grown grains becomes increasingly complex, the mission of the CWB has remained consistent throughout its history. "The reason farmers feel they want a Canadian Wheat Board to market some of the grains they grow is the same today as it was 59 years ago. They believe that by pooling their grain, they can get top dollar for it," says Douglas.

"Because we are a single desk seller of that grain that has been pooled from across Western Canada, we are able to sell that grain for a premium price. We get more by selling it in a pool from a single desk, than if 80,000 farmers individually tried to sell that grain."

Learn, change, lead...

The University of Saskatchewan's Extension Division, and the College of Commerce have consolidated their efforts to present a full calendar of business and leadership programs for 2003.

Among the courses being presented by the Business and Leadership Team is a six-week program focusing on Agri-Leadership Development. The sessions will be held every Thursday evening, from January 30 to March 13, at the Agriculture Building, U of S Campus.

The Agri-Leadership Development Program focuses on the essential skills required to assume a leadership role in tomorrow's agriculture industry. During these six weeks, participants will learn the five fundamental practices of exemplary leadership:

- **Challenge the Process**, presented by Ruth Kinzell, Kinzel, Cadrin & Associates Consulting Inc.
- **Inspire a Shared Vision**, presented by Brad Wildeman, Pound-Maker Agventures Ltd.
- **Enable Others to Act**, presented by Bruce Hobin, U of S Extension Division.
- **Leadership Practices Inventory**, presented by Donna Bruce, DB Learning Consultants.
- **Encourage the Heart**, presented by Pat Katz, Optimus Consulting.

Special guest speaker on January 30 will be John Cross, President and Chair of Philom Bios Inc. The evening will include a networking dinner.

Registration fee is \$675.00. Register by December 20, 2002 and receive a bonus copy of "Don't Turn Out the Lights" by Al Scholz.

Registration deadline is January 23, 2003 (to accommodate pre-program instruments).

For more information, check the website at: www.learntolead.usask.ca .

Edgewater Computer Systems serves military and commercial clients with innovative technologies

A University of Saskatchewan alumnus (BScEE, 1980) has returned to his home province to raise his family and grow a rapidly expanding advanced technology firm.

Duane Anderson is president of Edgewater Computer Systems Inc., a company which has achieved a worldwide reputation for its achievements in the field of high-performance real-time multiprocessor technologies. The company creates and develops innovative technologies to enhance safety, reliability and performance, serving five-star military and commercial clients.

Anderson established Edgewater as a consulting firm in 1989, while residing in Ottawa. His goal was to develop deterministic real-time computer systems based upon open system standards.

Over the years, Edgewater has been an active participant in computer research and open systems standards developed by renowned organizations such as the Institute of Electrical and Electronics Engineers (IEEE).

Edgewater provides expert services for all phases of the development life cycle, with recognized expertise in the specification, theory, analysis, modeling, simulation and verification of both system hardware and software.

"Our expertise is on real-time high performance multiprocessors. We've been consulting on real-time systems ever since our inception, on communications networks and in real time systems since we started as well," says Anderson.

Edgewater follows proven business and project development processes to achieve high quality results, in a reasonable time with minimum risk.

Military clients have always been a primary focus for Edgewater, including the Canadian Department of National Defence (DND) for whom Edgewater did the first and accurate modeling, simulation and analysis of the IEEE Std-896.1-1991 (Futurebus+). The analysis conducted by Edgewater demonstrated that Futurebus+ was flawed and incapable of providing the performance claimed by its designers and proponents. The reports, released by the Canadian Navy, became influential in others rejecting the Futurebus system.

Edgewater conducted a similar study of the Scalable Coherent Interface (SCI) (IEEE Std 1596-1992) standard for the Canadian Department of National Defence, and recently did the initial phases of a detailed modeling and simulation study of SCI-RT for the U.S. Navy.

Anderson is currently leading an effort for the U.S. Air Force to develop high-performance real-time network solutions for avionics applications.

Corporate customers also rely on Edgewater as a scientific authority in the analysis and design of multiprocessor systems. Lockheed Martin contracted Edgewater to analyze and design the VMEbus/Shinpad bridge developed for the Canadian Navy. Other corporate clients have included Hughes Aircraft, Rockwell, the VMEbus International Trade Association (VITA) and Dy-4 Systems.

How has Edgewater attracted such an enviable cluster of stellar clients? "Mostly by word of mouth," says Anderson. "Doing a good job on one contract leads to recommendations for other contracts."

On January 1, 2002, Edgewater Technologies became a tenant of Regina Research Park, with offices located at 190 - 10 Research Drive.

Locating his business at Regina Research Park was a logical choice, explains Anderson. "It's all about 'location, location, location.' Regina Research Park has the right atmosphere for us. Being located in close proximity to the University of Regina is an asset.

"Other than Regina Research Park, there just isn't a lot of presence for high tech in Regina. If you're going to have that presence, this is the only place to be."

Since locating at Regina Research Park, Edgewater Computer Systems has experienced a tremendous surge of growth.

The company has recently been awarded several new contracts, which necessitated a hiring boom. Fourteen new staff members have been hired in recent months, increasing the original staff of seven to the current team of 21.

To protect client confidentiality and the company's own competitive edge, Anderson can't elaborate on the newly inked contracts, but he will acknowledge that Edgewater has several contracts with "the U.S. military and with large U.S. corporations."

New products currently on the drawing board will help to sustain Edgewater's phenomenal rate of growth into the future.

"We are deep in the middle of creating a product which is of great interest to the U.S. military and the Canadian military. We're in the process of getting that product developed," says Anderson.

"We expect that we'll have to double in size again within the next six months. We'll need a staff of 40 to 50 people as a result of this new project."

For more information about Edgewater Computer Systems, check out the company's website at www.edgewater.ca.

Shaw new chair of SOCO Board

Michael Shaw, Senior Vice President of Crown Investments Corporation (CIC), has been named Chair of the Interim Board of Saskatchewan Opportunities Corporation (SOCO), effective November 5. Shaw succeeds Zach Douglas, former Chair of the SOCO Board. The appointment is the latest milestone in Shaw's distinguished career in public service. Shaw has served in a variety of positions with the Government of Saskatchewan, including Energy and Mines, Finance and Health. In 1992, Shaw was appointed Deputy Minister of Highways and Transportation, followed in 1993 with an appointment as Deputy Minister, Environment and Resource Management. In 1996, Shaw was selected to lead the Public Service Commission and Personnel Policy Secretariat. Shaw joined CIC in 1998. As Senior Vice President, he provides strategic direction to a portfolio of subsidiary Crown corporations under CIC jurisdiction.

Research parks boost United Way

INNOVATION PLACE CAMPAIGN HUGE SUCCESS

by Ken Sailor

United Way Innovation Place Division Chair

This has been a banner year for the Innovation Place 2002 United Way Campaign. To date, a record \$84,006 has been raised from the wonderful people working here. What a great way to support the community!

In case you weren't aware, the Innovation Place Division of the United Way is comprised of the private companies located in Innovation Place. Provincial and Federal government offices and agencies are counted in their respective government divisions.

PMC-Sierra again leads the way in individual and corporate donations. PMC Sierra has a corporate charity policy of matching employee donations when those donations are given through the United Way. This year, the employees exceeded the corporate match by pledging \$48,000 with a match of \$27,000 for a total of \$75,000.

Aside from PMC-Sierra's contributions, the 2002 campaign has seen a remarkable 500% growth in donations for a total of more than \$8,000 from employees and corporations in Innovation Place. Notable among the increase in generosity are Bayer CropScience, CLAS Systems and Innovation Place.

A number of special events were organized to help raise funds for the United Way. For example, Booklor Wholesale Ltd. held a book sale in the Galleria from October 15 to 18, raising \$191.10 for the United Way.

A huge THANK-YOU to all the wonderful donors and volunteers involved in this success. The United Way provides much needed support to 31 agencies and over 200 programs serving more than 50,000 people in our community. One in four people are given a helping hand up by these community organizations, and one in three of these is a child. The United Way makes it particularly easy for both corporations and individuals to participate in the community campaign - and it is not too late to start. From the busy professional who appreciates that his or her money will be well spent without having to spend another minute thinking about it, to the equally busy professional who has a particular community concern such as hunger and poverty or families under stress, to the scientist who has a specific charity in mind, the United Way makes donor control simple and convenient. With a variety of payment options, from payroll deduction to monthly credit card billing, the United Way also provides flexibility in payment. We hope everyone considers making a donation to this year's campaign. We are seeing a good campaign this year, but it could be a great campaign - with your help! Please call the United Way office at 975-7700 for more information if you are considering a gift or employee campaign. And if you are one of those who have already given, thanks so much for helping us build a more caring community ... together, the United Way.

REGINA RESEARCH PARK JOINS UNITED WAY EFFORT

The United Way of Regina funds programs and services that support positive outcomes in four key areas: healthy children; resilient youth; strong families; and supportive communities for seniors and people living with disabilities. The theme of this year's fund-raising campaign is "This is your community. What do you want it to be?"

Proceeds from the 2002 campaign will fund the programs and services of the United Way of Regina and its 37 member agencies.

Workplace fund-raisers have been an important contributor to the United Way campaign. Employees at Regina Research Park have been busy raising funds to support the United Way! Information Services Corporation (ISC), through employee contributions and fund-raising efforts, raised over \$11,000 for the United Way. ISC surpassed its 2002 United Way fund-raising goal by 28 per cent!

Technology Management Corporation braved the snowy conditions to cook and host a Pancake Breakfast in the Rotunda on November 14. Seventy-five people attended the event, helping TMC raise \$300.00 for the United Way.

"The United Way's programs and services - including those offered by our member agencies - are the backbone of our community," says Audrey Roadhouse, Chair of the United Way of Regina Board of Directors. "By supporting this fund-raising campaign - we can write success stories in our community each and every day. The support of people in Regina helps make miracles possible in our community - every day."

Who's new to Saskatchewan research parks?

New to Innovation Place:

• **Synodon Inc.**, located in the Concourse Network Centre at 112A - 116 Research Drive. Contact Doug Miller at (306) 341-4956 or email: doug.miller@shaw.ca

