



FREDERICTON  
CHAMBER OF  
COMMERCE

ANNUAL REPORT

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2006 Atlantic Provinces Chamber of the Year |

## **Mission Statement**

*As the premier business association of the Greater Fredericton area, the Fredericton Chamber of Commerce offers a voice, provides services, and an effective network for our members.*

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## Table of Contents

2006-2007 Board of Directors	4
President's Report	5
Incoming President's Report	7
Treasurer's Report	8
General Manager's Report	9
Membership and Marketing Director's Report	10
Membership Services Coordinator's Report	10
Events Coordinator's Report	11
Research Coordinator's Report	12
Administrative Assistant's Report	12
Federal-Provincial Government Affairs Committee Report	13
Municipal Government Affairs Committee Report	13
Economic Development Committee Report	14
Nominating Committee Report	15
Ambassadors Committee Report	16
New Brunswick Chamber of Commerce, Atlantic Provinces Chambers of Commerce, Canadian Chamber of Commerce Report	17
Community Agencies Report	17

## 2006-2007 Board of Directors

President	Ron Forsythe, Aliant
1 <sup>st</sup> Vice President	Peter Lindfield, Comprehendex Group
2 <sup>nd</sup> Vice President	Leigh Winchester, BMO (Bank of Montreal)
Past President	Laura O’Blenis, Knowledge Park
Treasurer	Ron Sauntry, Shannon Buffet
Executive Member	Joel LaPointe, Fredericton Appraisal Associates
Executive Member	James Mockler, Mockler, Peters, Oley, Rouse
Board Member	Bob Hatheway, Hatheway Orthodontics
Board Member	Teresa Hatto, Freedom 55 Financial
Board Member	Stephanie Macdougall, Marriot Reservations
Board Member	John Eddy, Astral Media
Board Member	Frank Flanagan, City of Fredericton
Board Member	Pam Lynch, P. Lynch Enterprises
Board Member	Christian Couturier, National Research Council
Board Member	Dale Dunphy, Halifax Global
Board Member	Jennifer Wishart, Whisco
Board Member	Mike Toole, Wilsons Insurance
Board Member	Andy Power, Jacques Whitford
Board Member	Kathy Watt, UNB College of Extended Learning
Board Member	Darrin Lee, HSBC
Board Member	Wendy Southworth, Priority Personnel

*Thank you to the 2006-2007 Board of Directors of the Fredericton Chamber of Commerce for their valued contributions to the advancement of the Chamber’s mission.*

## President's Report

Ron Forsythe



The 2006-2007 Chamber year has been filled with developments, announcements, elections and continued membership growth. Last year as I began my term, I indicated that I wanted to promote Fredericton as a place to work, live and play and to create an environment in order to work with the other local agencies to attract more businesses to the region. Fredericton has experienced unprecedented development in the past year – the opening of the Northside Sports Center and the clearing of the land for the Southside facility, the Home Depot was established as an anchor for new commercial activity being developed with UNB, the Wal-Mart opening at Two Nations Crossing and exciting rumours concerning additional development in that area, new businesses popping up along Bishop Drive and many other things within the City. Truly, the momentum has been started to allow Fredericton to grow and attract people to our community.

Internally, we have seen significant activity through our committees. The Economic Development Committee has done a stellar job in setting a framework for economic development within the city and this framework can be adapted by future committees to drive potential opportunities in our region. Great job!!



We watched as a new Provincial Government was sworn in and the Chamber has been very busy meeting with local MLA's and cabinet ministers to ensure that they know that the Fredericton Chamber is not only expecting changes in the region to increase economic development but that the Chamber is committed to work with the new government to make it happen. The Chamber hosted another sold out State of the Province Address, a luncheon for the Finance Minister and recently a sold out breakfast for the Premier to outline his government's response to the Self-Sufficiency Task Force.

The Chamber has continued to press the government on its commitment to establish a New Brunswick Community College campus in Fredericton and will continue to pressure them to follow through on this commitment especially considering the importance attached to it as outlined in the Self-Sufficiency Agenda.

We have continued to lobby the Federal Government to deliver its portion of the funding required to start work on the much-needed convention center in Fredericton. As mentioned earlier, many of our events have been sold out and the convention center would allow even larger events to be held in the city, and will help is to attract new ones.

The Chamber has continued to foster and develop its relationship with the City of Fredericton and I believe that there is a strong mutual collaborative effort between our organizations. We will continue to work with the City of Fredericton on improvements to the transit system so that people can get to work in a timely fashion and we can reduce the number of individual vehicles that travel each day because they cannot easily commute within the existing bus schedules. This will not only enhance the ability for people to get around the city but would contribute to other efforts to reduce greenhouse gases in Fredericton.

We have worked hard with the Greater Fredericton Airport Authority to attract additional carriers to the region to increase the flights in and out of our city. The new "International" airport status will strengthen those efforts and we will continue to lobby on their behalf to get fairer access to customs at the Fredericton facility.



Last year I indicated that I would like to see the Chamber membership grow to over 900 members and we achieved that milestone and continued to grow even beyond that number. The staff has worked hard to accomplish this and they ought to be commended for their efforts. The Ambassadors Committee has once again wowed our membership through the personal touch they provide and for the many activities that are planned monthly for our members. Hats off to Chairperson Wendy Southworth and her committee.

The volunteers who comprise the Board of Directors and various committees have shown that they are about giving back to the community. They have brought fresh insights and ideas to the Chamber. I want to personally thank all the Board members for their hard work and support this past year and for their words of encouragement. For those Board members leaving us this year, thank you for your years of service and support for the Chamber and I trust you will continue to show your support. For our returning and new Board members, I look forward to working with you this year under Peter's term as we build upon the work of previous years.

To the staff of the Chamber, it has been a pleasure and honour to work with you this year. Whether at early morning breakfast events, late evening awards ceremonies, luncheons or at the office, you have demonstrated a positive attitude to your work for the benefit of the Chamber and have been an encouragement and a great help to me. I truly want to THANK YOU and each of you deserves an unsung hero award.

Thank you to everyone for allowing me this opportunity to serve as President of such a great organization as the Fredericton Chamber of Commerce.

## Incoming President's Report

Peter Lindfield



As the incoming President of the Fredericton Chamber of Commerce, I am excited about the economic prospects of the Chamber's members and the great opportunities that lie ahead for our community. The Chamber has taken an active role to support and encourage economic development and growth in Fredericton and I intend to further refine that focus in my term as President.

Ron Forsythe has served the Fredericton Chamber of Commerce very well as our President. His leadership and consensus approach to decision-making has been of real value to the Board of Directors. In addition, Ron's advocacy approach with business and political leadership of our province has been effective and has translated into tangible benefits for Chamber members. I want to express my appreciation to Ron for his outstanding contribution to the Chamber and I look forward to working with him in his Past President role.

I would also like to recognize those members of the Board of Directors who are completing their terms with the Chamber. Laura O'Brien, Ron Sauntry, Joel LaPointe, Pam Lynch and Stephanie Macdougall have all made significant contributions to our organization and the community. I want to express my gratitude to each of them for their time and efforts.

Over the next year, we will launch a comprehensive planning process engaging the board of directors and the membership of the Chamber and develop a long term strategy for the organization. To support this effort, we will be directly involved with the federal, provincial and regional economic development organizations to coordinate and prepare for the many growing challenges and opportunities that exist for our community.

I am very much looking forward to my year as President of the Fredericton Chamber of Commerce. Our city has so much to contribute to our province and country. I look forward to a great year working with you.

## Treasurer's Report Ron Sauntry, CA



The year ended 2006-2007 was another very successful year for the Chamber. However, financially it was a little more challenging.

We ended the year with a small deficit compared to an anticipated surplus of \$10,292.

Our overall financial position is relatively unchanged from the prior year. Our total accumulated surplus is \$116,961, including the building fund amount of \$19,971.

We had great success at growing the top line. Based on preliminary numbers, revenues at \$423,355 are \$15,263. Over budget and \$34,613 over last year. Unfortunately our revenues did not keep pace with the growth in expenses. Total expenses at \$426,338 are \$28,538 over budget and \$52,538 over last year. There are three areas where we were either significantly over budget or over last year; salaries and employee benefits, office expenses, and premises. Salaries and benefits increased as a result of hiring a term researcher (the cost of which was recovered from government), overlapping staff during times of turnover, and general wage and cost of benefits increases. Office expenses are up for two reasons: the Atlantic Chamber doubled its membership fees across the region, and increased photocopying costs as a result of preparing and printing the newsletter in-house. Premises expenses have increased as this is our first full year in the new location and its costing the Chamber approximately \$25,000 more annually than the previous location at Wilmot Park.

One thing is clear – it is getting much more costly to operate, and our overall cost increases are exceeding inflation. The Chamber needs to adjust to this new cost structure. We need to generate significant additional revenues to continue to deliver the level of services expected by our members. We know that our membership is fee sensitive and accordingly a significant amount of the increased revenues will have to come from indirect sources. The board is moving on a plan that will provide a much needed revenue increase for the upcoming year. This plan includes relocating the State of the Province Address to a larger venue in order to meet the demand for attendance at this important event.

Almost all of the Chamber's revenues are generated from its membership base. Whether it be directly through membership dues or through group insurance, newsletter revenues or our major events, we only achieve our financial goals because of the strong and growing membership base and participation in chamber programs and events. On behalf of all the board I would like to thank each member for their continued support to the Chamber. We are the voice of business, we are your voice and only with your support can we be that effective.

I have been privileged to be the Treasurer for the last four years. I have thoroughly enjoyed this time with the Chamber and my role as Treasurer. My four year term has been a rewarding and enriching experience and I have made many long lasting business and personal relationships. I would strongly

encourage each of you, if you are not already, to become involved, or more involved – it's your Chamber.

The Chamber is blessed with professional staff, all of whom are wonderful people and I would like to thank each of them, past and present as well as my fellow board members for their personal efforts and dedication to making the Chamber as strong and successful as it is.

### **General Manager's Report**

**Anthony Knight**



2006-07 was an exciting year at the Fredericton Chamber of Commerce. Our membership exploded to more than 900 members, outpacing all other Chambers of Commerce in New Brunswick. We were the recipients of the 2006 Atlantic Provinces Chamber of the Year Award, for the fourth consecutive year. We were more prominent in the media, writing editorials and increasing our normal media presence. We also held many events throughout the year. The Chamber Open Golf Tournament, Business Excellence Awards, State of the City Address, State of the Province Address, Distinguished Citizens Awards, Annual Banquet and our many other education and networking events were all great successes.

In 2006-07, we saw great team members leave us for new opportunities. Kerry Atkinson moved on to new opportunities in the private sector in late 2006. Kerry made great advancements in membership growth and partnership development and her contributions were of great value to our organization. Brianne Phillips moved on to another opportunity as well but remains a member of our team as the Chamber's part-time bookkeeper. Wendy Williams is on a maternity leave until early 2008 and we know she is enjoying invaluable family time with her new son Max.

We also welcomed four new members of our team. Adele Pirie, Jennifer Phillips, Catherine Sadler and Yvonne Foote, who you will learn about later in this report, have all adapted well in their roles and added new ideas to our organization.

2007-2008 promises to be another exciting year! We plan to further grow the Chamber's membership, enhance our existing marketing program and add new events to our calendar of activities. We also intend to focus efforts in order secure financial support from the Government of Canada to construct the Fredericton Convention Center, work toward advancing the Chamber's productivity agenda and work with our economic development partners to advance our common goal of a strong Fredericton economy.

We are looking forward to working with Chamber members, the City of Fredericton, the Governments of New Brunswick and Canada and our many other stakeholders to continue to grow Fredericton's economy. We have observed extraordinary growth in new commercial and residential development in our community and we are optimistic that our community will continue in that positive direction.

## Membership Director's Report

Adele Pirie



The Fredericton Chamber of Commerce is an award-winning organization that continues to grow and prosper through our membership. During the 2006-2007 year, we are proud to announce that we have strengthened our membership by being the united voice for over 900 businesses in the Fredericton Region. The Fredericton Chamber of Commerce is the largest Chamber in New Brunswick.

With many networking opportunities, extensive benefits packages, educational opportunities and membership advocacy, the Chamber is a major vehicle in the business community which puts their members in the driver's seat to increase economic prosperity in the region!

As the new Membership & Marketing Director for the Chamber, I will be focusing my efforts on membership recruitment while placing emphasis on membership retention. I will also continue to promote our high-value sponsorship and advertising programs.

I would like to thank the staff and board of the Chamber for their guidance and support during my transition. I look forward to an exciting year working with all of you to continue to make the Fredericton Chamber of Commerce the Number One Chamber in Atlantic Canada.

I would also like to thank the volunteers of the Chamber, especially Wendy Southworth and the Chamber Ambassador Committee. They are truly hard-working, energetic members who are dedicated to welcoming all of our new members and encouraging them to participate in the Chamber activities.

I have great expectations for the Fredericton Chamber of Commerce in the upcoming year and I have no doubt with such an enthusiastic team we will exceed those expectations and continue to create new opportunities!

## Membership Services Coordinator Report

Marlene Heidman

The 2006-2007 has been a busy year stepping into the role of Member Services Coordinator for the Fredericton Chamber of Commerce for a one year term. This has allowed me to receive a broader understanding of our membership.

The Fredericton Chamber of Commerce offers many benefits to our members. One of the most successful benefits is our Group Insurance Plan. This plan is offered to Chamber of Commerce Members across Canada, which helps to keep rates competitive. As well, the M2M Advantage Program offers over 100 member discounts to all full-time employees of our more than 900 members.



In order to retain our membership there are many tasks necessary to maintain and increase our membership. These tasks involve the database maintenance, communicating with members through our fax and email systems, and our website. The website keeps our members informed on upcoming events and the important issues our Chamber is working on. It is also great for those just wanting to find out a little more about our Chamber and the services we offer.

I look forward to working with our existing members and welcoming new members to the Chamber in the upcoming year. As well, I would like to take this opportunity to express my thanks to the staff and committees involved with the Chamber of Commerce for making this year such a great experience.

### **Event Coordinator's Report**

**Jennifer Philips**



Are you a new business in the Fredericton area or one that has been in business for a while and want to get the word out about upcoming changes or a grand opening? The networking that you can do at the events hosted by the Fredericton Chamber of Commerce can make a new business owner or a new product launch easy!

We offer more than 50 events throughout the year. At each of these events there is the opportunity to meet new people and stay informed. The number of potential clients that you could possibly recruit may range from 100 to 125 people at a Business After Hours to a large group of over 500 at our Business Excellence Awards or State of the Province Address.

One of our most successful monthly programs is our Business after Hours; which is an excellent chance for hosts to showcase their business in a relaxed manner. The waiting list to host this monthly program is already booked until the Fall of 2009! The mix of people allows for a friendly environment for our new members of the Chamber to mix and mingle, to help with the new task of networking. The Chamber Ambassadors are always on hand to ease you into the format and routine of the event. We also offer Networking Luncheons which is similar to a Business After Hours but held on the lunch hour. If you are interested in hosting a Business After Hours or Networking Luncheon please contact the Chamber. Our Business Educations Series that we started last year has been a great success, with topics including Human Resources, Sales, IT and Networking, and is hosted the second Wednesday of every month.

On a larger scale, the Chamber annually hosts several major events, which draw guests from 250-550 people. These include the Chamber Open Golf Tournament, Business Expo, State of the City Address, Business Excellence Awards, State of the Province Address, Distinguished Citizens Awards and the Annual Banquet. These major events are hosted in a variety of venues appealing to different members. Come on out and join us!

## Research Coordinator's Report

Catherine Sadler



The Fredericton Chamber of Commerce acts as a voice for members on important issues confronting the city, the province and the country. Since taking the position of Research Coordinator in mid-November, I have worked closely with Anthony and the members of our various committees to present the position of the Chamber on matters of concern to its membership.

The Federal/Provincial Government Affairs Committee, in anticipation of the announcement of a solution to the problem of fiscal imbalance, decided to contribute to the dialogue between the provincial and federal governments by submitting our position on changes to the Equalization Program. I authored a paper, in consultation with the Committee, outlining the aims of the Program, its importance to the Province of New Brunswick, and our vision of a fair solution to the problems associated with the Program. I also provided research and editorial support to the Committee for the well-received brief it submitted to the New Brunswick Self-Sufficiency Task Force.

The Economic Development Committee focused this year on productivity. As part of its three-pronged approach for raising awareness of lagging productivity, I authored a paper which is organized under five headings – human capital, innovation, taxation, regulation and investment- and presents our recommendations to both the provincial and federal governments on what actions they can take to encourage greater productivity in the province and the country. I also worked with Committee members by providing research support, composition and structure for their Productivity Fact Sheets.

I have enjoyed working with Anthony on a number of other projects this year, including presentations for the New Brunswick Chamber of Commerce Forestry Task Force and for the Honourable Andy Scott, work on the Atlantic Provinces Chambers of Commerce Urban Caucus, formulation of an Atlantic regional economic development policy submission for the Canadian Chamber of Commerce Annual General Meeting, and development of a survey for consultation with our membership.

I would like to take this opportunity to express my gratitude at having been able to work this year with the many people who make the Chamber such a worthwhile enterprise, and to extend special acknowledgement to my co-workers, who have made this experience such a positive one.

## Administrative Assistant's Report

Yvonne Foote

Working at the Fredericton Chamber of Commerce can be a great experience for the administrative professional. Daily tasks offer a variety of challenges as well as the opportunity to work with some fantastic business people.



One of those challenges is the bi-monthly newsletter. As the editor, the Administrative Assistant coordinates all the information for each issue. In the past year, we have changed the look of the cover and have received great feedback. Each issue is filled with colourful ads from our members, information about Chamber events, excellent articles written by our General Manager and other great information about the Chamber of Commerce. There are also regular articles such as the Member Profile, Message from the President as well as A moment with...a past president. We print our Newsletter in-house which normally takes a few days.

### **Federal-Provincial Government Affairs Report**

**Teresa Hatto and Leigh Winchester, Co-chairs**

The FPGA committee had a busy year this year with a large number of chamber members volunteering to participate in this committee. Active members include Andre Laplante, Bridget Beswick, Darrin Lee, Deborah Wybou, Elaine Hoyt, Mike Riley, Mike Toole, Phil Williams, Robert Grant, Shelley Clayton and co-chairs Lee Winchester and Teresa Hatto.

The change in both the provincial and federal governments this year brought more opportunity for this committee to present briefs on various items. Our first task was to prepare a Provincial and Federal Government Brief, where we focused on the 3 E's; Energy, Education and Economic Development. The committee felt it was important to present our brief to the new Graham government before they began implementing their "Charter for Change", so we got straight to work and our final brief was presented in November. The brief was also presented to Andy Scott, Member of Parliament (Fredericton), at a chamber board meeting held in December 2006.

The committee then turned its attention to developing a paper on the equalization policy for the Government of Canada. This equalization paper was a good lead-in for our next brief around the Government's Self-Sufficiency plan which was developed and presented to the Self-Sufficiency Task Force in March 2007 and received great reviews from the Task Force. Last but not least was the committee's work on the brief to the Commission on Post-Secondary Education. This was developed in April and ended our committee year for the Chamber.

All committee briefs have been carefully developed to include input from business leaders and chamber members within the Fredericton area. This committee worked hard to ensure that our message was heard to have government help promote economic activity, employment, educational needs and energy development while also addressing environmental concerns. We want to thank all of the committee members for their time and valued input this year.

### **Municipal Government Affairs Committee Report**

**Stephanie Macdougall and James Mockler, Co-chairs**

The Municipal Government Affairs Committee met frequently in the fall of 2006 to complete its annual brief to Fredericton City Council. The committee consisted of Haley Flaro, Canadian Paraplegic Association (N.B.) Inc.; Pat Carlson, Fredericton Emergency Shelters and Mike Riley, Riley Environment Limited. The co-chairs were Stephanie Macdougall, Marriott Global Reservations and James Mockler of Mockler, Peters, Oley, Rouse Law Offices.

Growth and development in Fredericton has reached a point where it is transforming our city. Not only will record levels of development mean more construction, more housing and more jobs – it makes Fredericton a place where companies and people want to invest more for the benefit of people and their families.

The Fredericton Chamber of Commerce presented its annual brief to the City of Fredericton in December 2006. The Chamber focused on four main areas of concern: public transit, airport development, waterfront development and infrastructure. To obtain a copy of the report, we encourage you to visit the Chamber's website.

### **Economic Development Committee**

**Dale Dunphy and Joel LaPointe, Co-chairs**

It has been a busy year for the committee. Including our final committee meeting in June, we will have had 10 formal committee meetings. In addition, we have had at least 11 planning meetings with the Co-chairs (Dale and Joel), Anthony, Catherine and others (Peter Lindfield and Barrie Black) who provided advice on specific matters.

We give credit to the following committee members for their numerous contributions and insights throughout the year. Their hard work is very much appreciated.

Dale Dunphy, Co-chair (Halifax Global)  
Steve Clark (CIBC)  
Andy Power (Jacques Whitford)  
Larry Delong (Enterprise Fredericton)  
John Robison (SkillSearch)  
Patti Graham (Armstrong Financial)

Joel LaPointe, Co-chair (Fredericton Appraisals Associates)  
Kathy Watt (UNB College of Extended Learning)  
Carol Ann Hanley (Ann Carol Enterprises Ltd.)  
Jennifer Wishart (Whisco Ltd.)  
Richard Saurette (TD Canada Trust)

Early in the committee year, it was decided to concentrate on a single theme around which the committee could focus on providing value to the majority of Chamber members. The theme selected was Productivity.

To provide value to our Chamber membership, the topic of productivity was discussed in categories that members can relate to easily in their businesses. Since productivity is a broad topic the following sub-topic categories were selected around which content could be assembled to assist members: Finance, Human Resources, Information Technology, Organizational Design, Regulatory, and Sales and Marketing. The two primary audiences for the committee's activities and documented results are chamber members and various levels of government.

The committee decided on 3 primary vehicles to promote the productivity agenda:

**FactSheets:** The goal of the Productivity Matters! FactSheets is to provide members with short, easy to read summaries of important productivity-enhancing information that should be attended to in their daily work.

**Website Materials:** The committee decided to engage 3 local business leaders in a recorded discussion of what productivity means to their businesses and how efforts to boost productivity have been applied. The business leaders who volunteered for this effort were: Steve Burns, Bulletproof Solutions; Andrea Feunekes, Remsoft and; Andy Power, Jacques Whitford. This effort resulted in three “ProdCast” recordings that were placed on the Chamber web site in MP3 format for downloading and/or listening by website visitors.

**Briefing paper – Productivity Matters: An Agenda for Government Action:** This document summarizes the urgent need for all three levels of government to take concrete steps to address New Brunswick’s (and Canada’s) lagging productivity. After circulation, a meeting will be held with local politicians to present and discuss highlights of this paper.

A launch event was held on May 14, 2007 to establish momentum and to inform members of the Chamber’s interest in enhancing local organizational productivity.

It is recognized that some activities started by the current Economic Development Committee will carry on, at least throughout 2007. It is hoped that the next Economic Development Committee will guide and support these activities and perhaps expand upon this theme.

### **Nominating Committee Report**

**Laura O’Blenis, Chair**

The Fredericton Chamber of Commerce Nominating Committee is pleased to report that the following individuals have agreed to serve as members of the Fredericton Chamber of Commerce Board of Directors for the 2007-2008 fiscal year. The members of the Nominating Committee include Laura O’Blenis (Chair), Ron Forsythe, Peter Lindfield and Anthony Knight (ex-officio).

President	Peter Lindfield, Comprehendex
1st Vice President	Leigh Winchester, BMO (Bank of Montreal)
2nd Vice President	Dale Dunphy, Halifax Global (Fredericton Office)
Past President	Ron Forsythe, Aliant
Treasurer	Peter Spacek, Lunergan Spacek C.A.'s
Executive Committee Member	Teresa Hatto, Freedom 55 Financial
Executive Committee Member	John Eddy, Astral Media
Board Member	James Mockler, Mockler Peters Oley Rouse
Board Member	Frank Flanagan, City of Fredericton
Board Member	Bob Hatheway, Hatheway Orthodontics
Board Member	Wendy Southworth, Priority Personnel Inc.
Board Member	Mike Toole, Wilson Insurance Limited
Board Member	Christian Couturier, National Research Council
Board Member	Andy Power, Jacques Whitford
Board Member	Jennifer Wishart, WHISCO
Board Member	Kathy Watt, UNB College of Extended Learning
Board Member	Darrin Lee, HSBC
Board Member	Sarah Holyoke, Delta Hotel Fredericton
Board Member	Darren Sears, Fundy Group
Board Member	Bernard Riordon, Beaverbrook Art Gallery
Board Member	Colleen Comeau, St. Thomas University

**The following members of the board have completed their terms:**

Laura O’Blenis, Knowledge Park

Pam Lynch, P. Lynch Enterprises

Stephanie Macdougall, Marriott Global Reservations Sales & Customer Care - Fredericton

Joel Lapointe, Fredericton Appraisal Associates

Ron Sauntry, Shannon and Buffett, LLP

**Ambassadors Committee Report**

**Wendy Southworth, Chair**

With membership at an all time high this was a very busy year for our Ambassadors Committee. Our enthusiastic and dedicated Ambassadors were busy greeting and welcoming new members at their place of business as well as watching out for them at all Chamber events. Armed with a list of upcoming events, our friendly committee members delivered welcome gifts and extended invitations to Chamber events. Ambassadors are encouraged to attend the events and let the new members know there will be a familiar face in the crowd, helping to encourage greater participation.

Assisting with membership retention was a new mandate for the Committee. One initiative we undertook was to telephone all new members in the past year and follow up on the Chamber’s invitation to attend the New Members Reception held at Jim Gilbert’s Wheels and Deals. The event was very well attended and I would like to think the Ambassadors who played a role in that. The Committee is an asset to the Chamber’s continued growth and success.

**New Brunswick Chamber of Commerce, Atlantic Provinces Chambers of Commerce, Canadian Chamber of Commerce Report**

Our provincial, regional and national chambers of commerce have all been extremely active in 2006-07.

The New Brunswick Chamber of Commerce launched a forestry task force to examine the challenges affecting the industry. The task force brought together industry leaders, conservationists, academics and government in order to foster an open dialogue concerning the challenges and opportunities that lie ahead for the sector. President Paul O’Driscoll has agreed to remain in his role for a second term and will continue to demonstrate strong and effective leadership.

The Atlantic Provinces Chambers of Commerce has made great strides in advancing the notion of Atlantica in our region. The 2006 conference “Reaching Atlantica” held in Saint John, New Brunswick was a tremendous success in that it brought together like-minded individuals interested in advancing the opportunities for our region. Bill Denyar was hired as President & CEO of APCC and he has demonstrated an excellent grasp of the important work that needs to be undertaken by APCC, in collaboration with local Chambers of Commerce. Anthony Knight was recently elected to serve as a New Brunswick representative on the Atlantic Board

The Canadian Chamber of Commerce continues to advance a national agenda of economic issues affecting the nation's business community. The Canadian Chamber has launched initiatives supporting small business to understand and take action on climate change, boosting economic opportunities with India and China, and they will be hosting an international trade day in June.

All three organizations play an important role in supporting the Fredericton Chamber of Commerce and we value our participation with these three important contributors to the Chamber of Commerce movement.

### **Community Agencies**

Enterprise Fredericton, Team Fredericton, Business Fredericton North and Downtown Fredericton meet on a regular basis to develop joint initiatives, develop strategic alliances and examine trends taking place in the business community.

Recently, the Chamber partnered with other community agencies in the development and promotion of a signage strategy for the city. The purpose of the strategy is to advocate to government the necessary changes required to make highway signage more prominent for the community.

In addition, the Agencies have worked together to support the City of Fredericton's Green Matters campaign, which promotes awareness-raising and actions in our community to reduce greenhouse gas emissions.

We look forward to continuing our valued partnerships with Fredericton's Community Economic Development agencies.

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