



The Voice of Business

FREDERICTON
CHAMBER OF
COMMERCE

ANNUAL REPORT

2007 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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2007-2008 Board of Directors

President	Peter Lindfield, Comprehendex Group
1 st Vice President	Leigh Winchester, BMO (Bank of Montreal)
2 nd Vice President	Dale Dunphy, SkillSearch Recruiting
Past President	Ron Forsythe, Aliant
Treasurer	Peter Spacek, Lunergan Spacek, C.A.'s
Executive Member	Teresa Hatto, Freedom 55 Financial
Executive Member	Bob Hatheway, Hatheway & Instrum Orthodontics
Board Member	Darrin Lee, HSBC Bank of Canada
Board Member	Andy Power, Jacques Whitford
Board Member	Frank Flanagan, City of Fredericton
Board Member	Jennifer Wishart, Whisco
Board Member	Mike Toole, Wilsons Insurance
Board Member	Kathy Watt, Learn NB
Board Member	Colleen Comeau
Board Member	Wendy Southworth, Priority Personnel Inc.
Board Member	Christian Couturier, National Research Council
Board Member	Bernard Riordon, Beaverbrook Art Gallery
Board Member	Sarah Holyoke, Delta Hotel Fredericton
Board Member	Darrin Sears, Fundy Group

Thank you to the 2007-2008 Board of Directors of the Fredericton Chamber of Commerce for their valued contributions to the advancement of the Chamber's mission.

President's Report Peter Lindfield



The year of 2007-2008 has been a conspicuously successful one for the Fredericton Chamber of Commerce. We have seen our membership grow to reach more than 920, and we have maintained our position of largest Chamber of Commerce in Atlantic Canada behind only Halifax, testimony to the continued tangible value that the Chamber provides to its membership.

This year marked the introduction of the Chamber of Commerce education series, "Productivity Matters", focused on providing management, technology transfer and diffusion and process efficiency assistance to our members. The series was met with significant success and the feedback on their effectiveness was very positive. Elizabeth Beale, Atlantic Provinces Economic Council CEO was guest speaker at one of the series events and provided an overview of the challenges facing New Brunswick business.

Fredericton Chamber of Commerce events experienced substantial success this year, with a number significantly expanded in scope and scale from previous years. The State of the Province Address took place in the University of New Brunswick's Aitken Centre for the first time with more than 1,100 in attendance to hear Premier Shawn Graham's message reinforcing the government's perspectives on economic self-sufficiency while unveiling the new provincial marketing brand.

The State of the City Address similarly was much expanded over previous years as it became an evening event for the first time. Attendees heard Mayor Brad Woodside explain the impact of the City's environmental program, Green Matters and efforts to attract further development to the community. At the State of the City Address, the Chamber honoured the Fredericton Region Solid Waste Commission for its environmental commitment and innovation by awarding it with the President's Environmental Leadership Award, reinforcing the reputation of the city's business and government communities as consistently supporting these green efforts.

In addition, the very well attended Tri-city mixer was hosted in Fredericton this year—the hosting city rotates among the three cities of Fredericton, Saint John and Moncton—with more than 70 trade show booths showcasing products and services from the three cities. The Business after Hours events continue to exemplify the networking opportunities hosted by the Chamber—many had attendance of well over one hundred members allowing people to forge new relationships in addition to refreshing existing ones.

The Chamber was pleased to host a number of VIPs from government and industry this year, including Finance Minister Honourable Jim Flaherty, who stopped in Fredericton to deliver an address highlighting the federal government's position on taxation and fiscal policy, attended by more than 300 businesspeople. The Canadian Chamber of Commerce President and CEO Honourable Perrin Beatty spoke at a special meeting hosted by the Chamber to discuss national business trends underscoring that Canadian business must resist complacency and not rest on past laurels but must aggressively pursue growth opportunities abroad. More recently, Scotiabank President and CEO Richard Waugh was the keynote speaker at the New Brunswick Chamber of Commerce Annual General Meeting in which he spoke of the need to think about the future of Canada in terms of the ability of business to compete and grow globally and that Canadian businesses must be more aggressive in their pursuit of growth opportunities and markets abroad.

Many of the messages we received from speakers at our events echoed those heard in the Chamber's committees, in which the participation by business leaders created the foundation for recommendations at various levels. The calibre of this committee involvement continues to be impressively high and is testimony to the depth of involvement of the Chamber membership. In conjunction with the Chamber's committed and talented staff, which consistently provides the foundation for excellence, perhaps it is the consistently enthusiastic willingness to volunteer and serve the public good that most characterizes the Fredericton Chamber of Commerce. My own experience with the Chamber's energetic and capable board of directors is that there is a consistent fund of good will to serve as the voice of business in Fredericton. It has been my pleasure and my privilege to have served alongside the individuals on this board, and to have followed the committed and spirited presidents of the board before me.

Incoming President's Report

Dale Dunphy



I am excited to begin my term as President of the Fredericton Chamber of Commerce.

There is no doubt that the Chamber is an important element of the success formula for our city. Fredericton deserves its distinction as one of the Top 7 Intelligent Communities in the World (as assessed by the Intelligent Community Forum). This is no accident. To achieve this, our small city has shown that it can and does successfully compete with the best of the best communities in the world. Generations of businesses, social organizations, municipal governments as well as corporate and private citizens have given generously of their time and money to make Fredericton the great city it is today.

Various factors, including our social amenities, friendly people and cooperative business climate combine to yield a quality of work and family life that helps retain our citizens and attract newcomers.

The work our Chamber encompasses a broad range of topic areas that are important to our membership, including economic development, business advocacy, interfaces with all levels of government and an offering of high quality services to individual members. I will work with our Board and staff to maintain and improve the high standards of quality, consistency and relevancy that our members have enjoyed for many years.

Over the next few months we will revisit and refine our Strategic Plan engaging the current board of directors and the membership of the Chamber to ensure we have a relevant and comprehensive long term strategy for the organization.

My goals as President include:

- More frequent and effective engagement with business leaders, economic development agencies, post secondary education institutions, the City, and neighbouring Chambers of Commerce. By doing so, we can increase our advocacy impact, make noticeable progress on important matters and speak with a common voice;
- Help staff wherever possible to grow our membership numbers while ensuring each member obtains high value for their investment and trust in the Chamber;
- Promote increased innovation in how the Chamber interfaces with its members and key stakeholders; and
- Encourage our board and staff (with the help of members) to proactively plan for the impacts of upcoming province-wide growth opportunities.

As the current Chamber year draws to a close, I wish to thank Peter Lindfield for his work and thought leadership as President. I am thankful to have the chance to work with him again this year as he assumes his Past President role. Also, Anthony Knight has done an outstanding job as General Manager and leads a very professional and dedicated staff. Together, they continually ensure that our events are outstanding and that our service to members is of consistently high quality.

I also want to recognize those members of the Board of Directors who are completing their terms with the Chamber this spring. Their work has made a significant contribution to our organization and the community. My sincere gratitude goes out to each of them for their time and efforts.

I am eager to work with our Board of Directors this year which includes new talent and several returning members. I look forward to a busy and successful year working with and for all of you.

Treasurer's Report
Peter Spacek, CA



The year ended April 30, 2008 was another very successful year for the Chamber. However, success can be financially challenging and this year was no exception.

We were able to generate a surplus for the year but the target surplus of \$26,782 was not attained.

Based on the unaudited results our total accumulated surplus is \$134,308, including the building fund amount of \$20,688. This increase of approximately \$14,00.00 over the prior year is a very good result considering the challenges faced during the year.

We had great success at growing the top line. Again, based on preliminary numbers, revenues at \$474,415 are \$8,413 over budget and \$51,061 over last year.

This year we were pleased that expenses grew more slowly than revenues. However, total operating expenses of \$456,878 are \$17,658 over budget and \$30,541 over last year. The two primary areas in which expenses exceeded budget were: salaries and employee benefits and equipment operation. Salaries and benefits increased as a result of hiring a term researcher (partially recovered from government), overlapping staff during times of turnover, and general wage and cost of benefits increases. The equipment operating overage was primarily due to increased photocopying costs from preparing and printing the newsletter in-house, particularly in respect of color copying. Significant efforts were directed at controlling equipment costs but a number of alternatives were explored before an effective result was obtained.

Careful management of other expenditures reduced the impact of the cost overruns, while higher than budgeted group insurance and newsletter revenues also helped.

The Chamber faces ongoing challenges 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 has come from indirect sources. Relocating the State of the Province Address to a larger venue eliminated the ticket waiting list and generated a significant percentage of our budgeted revenue increase. 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 continue to be effective.

I have enjoyed my new role as Treasurer this past year. It is certainly a change from my previous position as a Chamber Ambassador and has been a rewarding and enriching experience.

I would strongly encourage each of you, if you are not already, to become involved – it's your Chamber.

The Chamber is blessed with professional staff and dedicated volunteers, whose personal efforts contribute greatly to the strength and success of this Chamber. I would like to thank each of them for those efforts and also for helping me in my new role with the Chamber.

General Manager's Report

Anthony Knight



The Fredericton Chamber of Commerce has had an extremely successful year. We have observed membership growth, enhanced events and higher levels of engagement with our members. None of this would be possible without our fantastic team of volunteers and staff who truly make our organization one of the best.

Our membership team has done an exceptional job of fostering relationships with our existing and new members. Adele, Wendy and Marlene should be extremely proud of their work. More than 120 new companies and organizations have joined the Chamber during the last year. The Fredericton Chamber of Commerce continues to be the largest chamber of commerce in New Brunswick and we continue to grow.

Several new and exciting initiatives have been implemented which will make the membership experience at the Fredericton Chamber of Commerce that much more rewarding and beneficial.

The whole Chamber team has worked hard this past year to increase the value and interest associated with our events program, which was lead by Jennifer Phillips, the Chamber's events coordinator. The 2008 State of the Province Address proved to be the largest and most successful event in the history of the Fredericton Chamber of Commerce. More than 1,100 people filled the floor of the Aitken University Center to hear Premier Shawn Graham's address to the people of New Brunswick. We were so pleased with the number of event partners who supported this fantastic event.

The Chamber launched a new education program, known as the Productivity Matters Education Series. Special thanks to our partners Enterprise Fredericton, ACOA and the NB Department of Post-Secondary Education, Training & Labour. More than 300 members of the Fredericton Chamber of Commerce participated in the eight sessions held over the last year.

The Business After Hours, Golf Tournament, Business Excellence Awards, Mayor's State of the City Address, Distinguished Citizens Awards, Tri-City Mixer and Annual Banquet were all highly successful events that brought hundreds of business people together under the banner of progress and success. Thank you to all of our members who continue to support our events.

In addition to our regular slate of events, the Chamber hosted several political and business leaders, including Federal Finance Minister Jim Flaherty, the President & CEO of Scotiabank Rick Waugh and Perrin Beatty, President & CEO of the Canadian Chamber of Commerce. These business and political leaders have brought new and varying perspectives to our members, which we value greatly.

The Chamber's committees continued to work to develop new initiatives that engage our members and decision makers. Our Federal-Provincial Government Affairs Committee has been working to investigate the priorities of the nominated candidates for the next Federal Election. In addition, the committee will be updating the Chamber's policy statements to reflect present and future concerns that require government action. The Chamber's Municipal Government Affairs Committee has developed a candidate survey for all Council and Mayoral candidates and will have hosted a Mayoral debate during the municipal election. Finally, the Economic Development Committee will be taking action on two fronts. First, the Chamber will be establishing a research project to support youth seeking to transition into the workforce. Second, the Chamber will be launching a Physician Recruitment Initiative to enhance and support existing efforts to recruit physicians to Fredericton. Special thanks to Jennifer

English who, as the Chamber's research coordinator, has dedicated herself to researching and advancing sound policy proposals.

Fredericton was recently recognized as one of the Top Seven Intelligent Communities in the World by a New York-based think-tank called the Intelligent Community Forum. This recognition, along with our recent elevation in a MoneySense magazine survey as the third best place to live in Canada, demonstrates that Fredericton has become one of the country's shining examples of where prosperity and progress can truly benefit the entire community.

As the recipient of the Chamber of the Year for Atlantic Canada for five consecutive years, we are both humbled by this recognition and wary of becoming complacent about the membership experience of Chamber members. The entire Chamber team is committed to striving to achieve more for our members. We are appreciative of the dedication shown by our current and outgoing members of the Board of Directors. We are also optimistic about what the future holds for the board and the overall organization. 2008-09 promises to be another exciting year.

Membership Director's Report

Adele Pirie



Settling into the role as the Membership and Marketing Director for the Fredericton Chamber of Commerce has been an invigorating experience. The enthusiasm of our members is truly motivating. As the premier business association of the Greater Fredericton area we offer a voice, provides services, and an effective network for our members.

The Fredericton Chamber of Commerce acts as the voice of the Fredericton business community, the chamber seeks to enhance a strong economic climate; we are committed to advancing existing business and attracting new opportunities while influencing public policies.

The chamber will increase membership by engaging productive business leaders and harnessing opportunities for our members. We bring value to our members through high quality events and services while acting as a leading advocate for business issues. The chamber is primarily a small business organization offering its membership a range of services. The chamber proactively works with economic development partners to achieve business growth through business retention and recruitment of new businesses to the Greater Fredericton region.

With the support and dedication of volunteer committees made up of members of the Chamber of Commerce we aggressively pursues concerns of members to municipal, provincial, and federal representatives in an effort to remove barriers to business and maintain a vibrant business climate.

With over 900 member businesses, the chamber provides an extensive network of contacts. Each year the chamber hosts up to 50 events, which provide ample opportunity for members to broaden their contacts.

Featuring the "**See a member first**" program where members are encouraged to purchase the goods and services other members. The NEW "**Member to Member**" program was created to meet the needs and wishes of the membership and to encourage Business-to-Business relationships at a local level. Chamber members offer discounts and/or special incentives to fellow chamber members and

their employees. Member cards are distributed to all full time employees of our member companies. Easy access to the current and additional offers is posted on the www.frederictonchamber.ca website.

We strive to meet and exceed the needs of our membership by offering an extensive benefits package ranging from discount insurance benefits to discounted boardroom rentals. The chamber consistently looks for opportunities to add value to these benefits in order to expand our services and benefits to our members.

I would like to thank all of our members for your support, 2008-2009 is going to be a stimulating year and I look forward to working with current members as well as future members on growing the Fredericton business community to the most dynamic community in Canada

Membership Services Coordinator's Report

Wendy Williams



It's hard to believe another year has passed and it is time for another Annual Report. I had a busy year with the birth of my son, Max, and I was fortunate to have the opportunity to spend a year with him for maternity leave. I returned back to the Fredericton Chamber of Commerce as Member Services Coordinator on February 11th and since that time I have re-acquainted myself with the position and the many changes the chamber has gone through over the past year. One of the major changes was a new client management system. The new database system will improve the way the chamber keeps track of our members' and provide more opportunities for communication. I have also been busy creating our 2008-2009 Membership Directory which will be distributed early this year.

I have the opportunity to meet and work with a great new group of eager Chamber Ambassadors. I wish to thank every member of this committee for helping new members feel welcome by making personal visits to our new members and inviting them to our many events.

The chamber offers an extensive benefits package to our members; I would be happy to meet with our members to help them to choose the right benefits for their business.

Over the next year I plan to work on member retention by making personal visits with members to ensure they are making the most of their membership with the Fredericton Chamber of Commerce and I look forward to taking the time to get to know our members and to learn more about their businesses.

I would like to take this opportunity to thank Marlene Heidman for all her hard work as Member Services Coordinator during my leave. In the upcoming year, I look forward to working with our many existing members and to welcome our new member to the Fredericton Chamber of Commerce.



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 to 1000 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. We are taking bookings for 2010. The mix of people allows for a friendly environment for our new members of the Chamber to mix and mingle and

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 Productivity Matters Education Series that we started a few years ago has been a great success, with topics including Human Resources, Sales, IT and Networking, all focusing on improving productivity in the workplace 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 to over 1000 people. These include the Chamber 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

Jennifer English



Since transitioning into the role of Research Coordinator in early February, I have had the opportunity to work closely with Anthony and members of the Chamber's various advocacy committees to provide research support, contribute to policy development, and assist with committee initiatives. This committee work has not only allowed me to develop a greater understanding of the many issues of importance to the business community, the city, the province, and the country, but has also enabled me to broaden my research experience.

This year the Municipal Government Affairs Committee decided to focus on the 2008 municipal election. In February, March, and April the committee held meetings to develop a set of questions in seven areas – fiscal policy, economic development, population/immigration, public transit, environmental policy, new capital projects, and local governance – that the committee identified as central not only to municipal government, but also to the committee itself and the larger business community. In addition to constructing an online survey format and coordinating the candidates' responses, I also compiled the results in a document that was published on the Chamber website and distributed to attendees of the Chamber's Mayoral Debate in May.

The Economic Development Committee chose to continue the previous year's work on productivity by focusing on areas that it identified as closely related to productivity, such as labour shortages in the Greater Fredericton area, the out-migration of the province's recent graduates, and the need to address long waitlists at New Brunswick's community colleges. The committee was particularly interested in how existing organizations are working to encourage the region's youth to explore employment

opportunities in the province, and invited Tim Coates, Executive Director of 21 Inc. and Kate Barnett, Chair of Fusion Saint John Inc., to share their insight and experiences with the committee. Following these presentations I worked with the Committee on a proposal to form an organization based on the Fusion model. I also provided research support for the Committee's investigations into Chambers' involvement with physician recruitment efforts.

One of the key focus areas for this year's Federal/Provincial Government Affairs Committee has been policy. The committee recently met to review several years of the Chamber's policy recommendations in a number of areas – including education, labour force participation, tourism, transportation and infrastructure, legislation, local governance, interprovincial trade, energy, economic development, health care, and the regulatory process – and discuss ways to update, improve, and revise these recommendations. I am currently in the process of following up on committee members' suggestions and will soon author a key policy document that the Chamber will use when meeting with municipal, provincial, and federal provincials.

I have welcomed the opportunity to participate in a number of other projects this year, including working with Team Fredericton to coordinate a schedule for events for the visit by Intelligent Community Forum co-founder Lou Zacharilla, assisting in the development of policy recommendations for the New Brunswick Chamber of Commerce, and providing research support for the Capital Region Tourism Association.

My work with the Chamber has been an excellent experience. I look forward to the opportunity to participate in future Chamber projects and initiatives.

Administrative Assistant's Report

Marlene Heidman



The Fredericton Chamber of Commerce acts as a voice and as Administrative Assistant I lend a hand to promote that voice.

The Chamber publishes the Chamber News bi-monthly which I help to facilitate the information for each issue. The Chamber News is filled with ads, new members, member profiles, information of upcoming events, as well as articles written by our President, Past Presidents and General Manager.

I have taken on the task of sending campaigns to inform our members of upcoming events, surveys and government issues. This has been made possible with our new client management database. Our database allows me to keep in close contact with our members on current activities the

Chamber is involved with.

Our website is a great avenue for our members to promote their business. My role is to keep our website as current as possible.

I also assist in the daily activities of a busy office environment by answering the phones, greet the public, maintain office supplies, taking minutes during the Executive Committee and Board of Directors monthly meetings, and assist with our busy calendar of events.

I would like to take this opportunity to express my gratitude to the many people who make the Chamber such a worthwhile experience, and to extend special acknowledgement to my co-workers, who have made this experience such an enjoyable one.



Federal-Provincial Government Affairs Report

Teresa Hatto and Leigh Winchester, Co-chairs

The committee this year was made up of a broad cross section of business leaders in our community. Thank you to Bridget Beswick, Shelley Clayton, Robert Egan, Arnold Lynds, Janice McKay, Glenn Kelsey, Thor Olesen, Mike Riley, Mike Toole, Phil Williams and Deborah Wybou for your valuable input.

The committee identified several challenges facing businesses and the areas where government can play a role in addressing some of these challenges. Many of these issues involve both the federal and provincial levels of government, and in the past the committee has presented various briefs to the provincial government, always with very positive feedback.

The Committee was pleased to host the Honourable Jim Flaherty, Minister of Finance, Government of Canada. The Minister brought forward to chamber members an update on the state of the nation's economy and proposed several new initiatives to enhance the country's economic prospects.

In January, the Committee's views were brought to the attention of the Provincial Finance Minister through a detailed brief and presentation to the Minister during pre-budget consultations.

This year we felt more focus on the federal level was required and invited the two new federally nominated candidates for the Liberal and Conservative parties to discuss these issues. In February, David Innes and Keith Ashfield separately addressed the committee on the areas of fiscal policy, immigration, environment, international issues, productivity, health care and social issues.

Finally, the committee initiated a process of reviewing existing policy positions of the chamber and has begun to consolidate past and present views under one policy document which will serve as the key policy document for the chamber when dealing with provincial and federal officials.

This committee feels it's important that our members' concerns be heard at all levels of government, and will continue to work on their behalf during the next year.

Municipal Government Affairs Committee Report

Dale Dunphy, Chairs

The Municipal Government Affairs Committee met frequently throughout 2007 and 2008 to discuss matters of importance to our members related to the Fredericton Municipal Government.

The committee consisted of:

- Mike Riley (Riley Environmental Limited);
- Jill Clowater-Dickinson (E W Clowater & Sons);
- John Robison (SkillSearch Recruiting)
- Jin Ho Park (Exit Realty, Fredericton Korean Association);
- Steve Soroka (SKS Food Brokers);
- Dale Dunphy (SkillSearch Recruiting) Chair; and
- Anthony Knight (General Manager of the Chamber) Chair

Jennifer English provided considerable administrative and research support services to the committee.

Once again during the committee year, commercial and residential growth and development in the City is booming. Fredericton also received good news in the form of its recognition as one of the Top Seven

Intelligent Communities in the World (by the New York-based Intelligent Community Forum). This is certainly an exciting and productive time for the municipal staff, councillors and mayor.

With municipal elections slated for May, the main deliverables for the Committee year were a Candidates Survey and a Mayoralty Debate. The results of these surveys will help form a briefing paper to be presented to City Council later this spring.

Economic Development Committee

Darrin Lee, Chair

The Economic Development Committee has held meetings regularly throughout 2007-08 to extend the previous year's work on productivity. This year, the committee chose to focus on areas that it saw as closely related to productivity, such as labour shortages in the Fredericton area, the out-migration of the province's recent graduates, and the need to address long waitlists for spots at New Brunswick's community colleges.

The members of this year's committee were:

- Darrin Lee, Chair (HSBC)
- Andy Power (Jacques Whitford)
- Carol Ann Hanley (Ann Carol Enterprises Ltd.)
- Edrie Coleman (Total Business Services)
- Gaston Damecour (AGFOR Inc.)
- Helen Frigault (UNB College of Extended Learning)
- Carole Hepperle (Atlantic Colours)
- Jennifer Wishart (Whisco Limited)
- Larry DeLong (Enterprise Fredericton)
- Mark MacKenzie (CARIS)
- Nicholas Paul (Peace Hills Trust)
- Pat Septon (Red Cow Marketing and Technologies)
- Patti Graham (Rogers)
- Richard Saurette (TD Canada Trust)
- Steve Soroka (SKS Food Brokers)

The committee was particularly interested in how existing organizations are working to encourage the region's youth to explore employment opportunities in the province, and invited Tim Coates, Executive Director of 21 Inc. and Kate Barnett, Chair of Fusion Saint John Inc., to share their insight and experiences with the committee. These presentations allowed the committee to develop an understanding of what is already being done in the province to encourage youth community involvement, and more importantly, what still needs to be done.

Following these presentations the committee helped draft a proposal to form an organization based on the Fusion model that would provide young Fredericton residents with networking opportunities and bridge the gap between recent graduates who leave the region because they are unable to find employment and employers who struggle to fill vacant positions in their companies.

The committee looks forward to conducting further research and meeting with students and recent graduates, human resources managers, and university and community college representatives to determine the feasibility of forming such an organization.

Nominating Committee Report

Ron Forsythe, 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 2008-2009 fiscal year. The members of the Nominating Committee include Ron Forsythe (Chair), Peter Lindfield, Dale Dunphy, Leigh Winchester and Anthony Knight (ex-officio).

President	Dale Dunphy, Skill Search
1 st Vice President	Leigh Winchester, BMO (Bank of Montreal)
2 nd Vice President	Mike Toole – Wilson Insurance Limited
Past President	Peter Lindfield - Comprehendex
Treasurer	Peter Spacek - Lunergun Spacek
Executive Board Member	Bob Hatheway – Hatheway & Instrum Orthodontics
Executive Board Member	Andy Power – Jacques Whitford
Board Member	Frank Flanagan – City of Fredericton
Board Member	Sarah Holyoke – Delta Hotel
Board Member	Darren Sears – Fundy Group
Board Member	Bernard Riordon – Beaverbrook Art Gallery
Board Member	Colleen Comeau – St. Thomas University
Board Member	Darrin Lee – HSBC
Board Member	Chip McCrea - Matthews McCrea Elliot
Board Member	Thor Oleson - Fredericton Volkswagen
Board Member	Mary Butler – Sylvan Learning Center
Board Member	Andrew Steeves – ADI Group
Board Member	Janice MacKay – Contract Management Services

The following members of the Board have completed their term:

Ron Forsythe – Aliant
 Teresa Hatto – Freedom 55 Financial
 Wendy Southworth – Priority Personnel Inc.
 Christian Couturier – National Research Council
 Jennifer Wishart – WHISCO
 Kathy Watt – Learn NB

Ambassadors Committee Report

Wendy Southworth, Chair

The Ambassador Committee is responsible for welcoming new members to the Chamber, encouraging participation in the networking functions and to assist with making introductions to other Chamber members. Our enthusiastic Ambassadors personally visit each new business that joins the Chamber and delivers a welcoming gift as well as extending a personal invitation to the upcoming Chamber functions. You will see many of our dedicated committee members at all Business After Hours and new members know there will be a familiar face in the crowd to greet them and make them feel at ease, helping to encourage greater participation at Chamber events.

This year, our committee was looked to for assistance with the Chamber's largest and most successful event of the year, the State of the Province Address. Ambassadors worked along side Chamber staff to greet and direct guests as they arrived. It was an evening to be proud of and an extremely big accomplishment to accommodate that many guests at one event. Great work team! The Ambassador 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

Canadian Chamber of Commerce

The Canadian Chamber of Commerce is the national leader in public policy advocacy on business issues. Our goal is to foster a strong, competitive economic environment that benefits businesses of all sizes in all sectors across Canada.

To meet their goal, the Canadian Chamber of Commerce engages the government directly on issues that are critical to the Canadian economy. The policy team works directly with our corporate members through volunteer committees, and through a broad network of community chambers, boards of trade and affiliated associations, to lobby effectively on key issues of import to Canadians.

The Canadian Chamber of Commerce represents business on issues that are timely and important; whether it is climate change, infrastructure funding, competition law or debt reduction we work with government officials to ensure government policy grows the Canadian economy.

More recently, the Canadian Chamber of Commerce has embarked upon a strategic renewal process to strengthen and enhance the organization and capitalize on the strengths of the more than 175,000 Canadian businesses that are active in the Chamber movement.

Atlantic Provinces Chamber of Commerce

The Atlantic Provinces Chamber of Commerce (APCC) has had another very active year. President & CEO Bill Denyar has been meeting extensively with business and political leaders, advancing the issues that matter to the more than 16,000 Chamber members that make up the APCC.

The APCC established a new position known as Vice-President (Atlantica) in 2007. Brent Sansom, who has extensive international business experience in the telecommunications sector, has been advancing the ideas associated with enhanced regional cooperation under the guise the Atlantica vision. Under Brent's leadership, a new Atlantica Council has been established, whose members make up a cross section of the Atlantica region.

In addition, the APCC board of directors launched a strategic planning process, where a new strategic plan will be launched at the upcoming Annual Meeting of the Atlantic Chamber in May 2008.

Finally, efforts continue at the APCC to add to the comprehensive offering of chamber member services in order for the collective chamber network to enable members to save money and enhance their membership experience.

New Brunswick Chamber of Commerce Forestry

In January 2007, the NBCC formed a partnership with Canadian Institute of Forest Policy and Communications (CIFPC) to work in co-operation on the forestry industry.

In June a Forestry Task Force was formed from the Forestry Round Table with key stakeholders in an attempt to find “common ground” and a “unified message” in a complex and diverse industry in crisis. A number of meetings have been held and the Forestry Task Force is making excellent progress.

Municipal Funding

New Brunswick’s Municipalities and Local Service Districts (LSD) currently receive unpredictable and inefficient funding from the provincial government. This affects their ability to plan long-term development. Consequently, our municipalities and LSD are often forced to increase taxes to offset insufficient provincial transfers and support their infrastructure and service needs. There are currently 102 Municipalities and 268 LSD in New Brunswick.

If the NBCC is to effectively lead and influence change in the Province so that tax dollars are more equitably assessed and managed in the interests of the business community, our municipalities and others, we will need data. That’s why the NBCC decided to move forward quickly with the Municipal Report Card (MRC) study.

The MRC research will provide detailed information on the effectiveness and efficiency of our municipalities and Local Services Districts in delivering services to residents. It will contain a comprehensive and objective database of information with ‘apples to apples’ comparisons on the cost and delivery of various services such as governance, safety and protection, water, wastewater and solid waste management, recreation and culture. It will include other variables such as general revenues and expenditures per household, residential tax rates, operating costs by service, etc.

An interim MRC will be available to participating Chambers in early May. A joint news release will be prepared at this time. The final and full MRC report is scheduled for June and will be available to the general public on-line on the AIMS website.

The NBCC remains committed to advocacy and policy development on your behalf. Please feel free to contact myself or other members of the Board of Directors to bring your business issues forward.

Community Agencies

The Executive Committees of Downtown Fredericton Inc., Business Fredericton North and the Fredericton Chamber of Commerce meet every quarter to discuss matters of common interest to the business community.

Most recently, issues that have been identified as areas where cooperation and coordination are needed include strategic development in the city, public transit, Intelligent Communities Forum and the Downtown Convention Center.

In addition, the Agencies and other partners collaborated on a joint event where the business community was invited to attend a reception leading up to the 2008 East Coast Music Awards. The business community was invited to share information and participate in the lead up to this highly successful community event.

As we move forward, the Agencies will be seeking to develop new relationships with the newly elected Fredericton City Council and advancing issues of importance to the business community.

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