



24 October 2017

Francis McGuire, President
Atlantic Canada Opportunities Agency
Blue Cross Centre
644 Main Street
P.O. Box 6051
Moncton, New Brunswick E1C 9J8

Dear Mr McGuire:

Re: Fredericton Chamber of Commerce Immigration-Support Efforts

Thank you once again for meeting with the Fredericton business community over the summer and taking an interest into our local priorities. We were subsequently pleased to learn that enhanced immigration attraction and retention support - one of our chamber's [key priorities](#) for the past decade, is also a focus area for the Atlantic Canada Opportunities Agency. This letter to is inform you regarding our current activities in this area.

As you may know, in 2016 we launched a program called [Succession Connect](#), which is financially supported by all three levels of government (federally through ACOA) as well as the private sector. Michael Collicot, our economic development officer for the program, is copied here. In brief, the program builds a confidential database of local businesses that are for sale, which can then be matched to newcomer investors - particularly under the Provincial Nominee Program. Previously we created the [Business Immigrant Mentorship Program](#) ("BIMP") in 2009 and [The Hive incubator](#) in 2014.

BIMP is the first-stage program and has evolved to a group mentoring model, providing classroom instruction on Canadian business culture and processes, as well as living in Canada. The Hive is an entrepreneurial incubator located inside of Planet Hatch, Fredericton's startup facility and provides office space and support for newcomers ready to take their business idea to the next level.

Given the concentration of post-secondary institutions in the Fredericton Region, we have also focused some of our efforts on attracting and retaining greater numbers of international students. In 2013, in partnership with Ignite Fredericton, we began the [Choose Fredericton](#) event - which occurs immediately following the annual UNB Career Fair. The goal is to connect post-secondary students with small, local employers that they may not otherwise meet. Choose Fredericton has also turned into a all-year campaign with the goal of connecting students with the community generally.



**FREDERICTON
CHAMBER
OF COMMERCE**

— *The Voice of Business* —

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This fall, we have signed a [Memorandum of Understanding](#) with the New Brunswick Student Alliance (“NBSA”), which gives all of their members access to our networking events, member prices for ticketed events, and opportunities to volunteer on our committees. We also worked with the NBSA on a [policy resolution](#) that was supported by nearly 95% of delegates at the recent Canadian Chamber of Commerce conference in Fredericton. The resolution calls on the federal government to change policies to make it easier for international students to obtain work experience during their studies and to find full-time work post-graduation. The Canadian Chamber of Commerce will now take up this issue as part of their advocacy efforts as well.

We wish you and ACOA luck as you ramp up immigration-support efforts. As you move forward, keep in mind that we would be more than pleased to share more of our experiences in developing programs and dealing with newcomer entrepreneurs since 2009. Do call on us if we can be of any assistance!

Sincerely,

Keir Clark
Scotia Wealth Management
President, Fredericton Chamber of Commerce

Krista Ross, CEO
Fredericton Chamber of Commerce

cc: Michael Collicott, Economic Development Officer, Atlantic Canada Opportunities Agency