



ANNUAL REPORT 2018/2019



**FREDERICTON
CHAMBER
OF COMMERCE**
The Voice of Business



**FREDERICTON
CHAMBER
OF COMMERCE**
The Voice of Business



VISION / PASSION

STRONGER COMMUNITY
THROUGH BUSINESS
PROSPERITY.



VALUE PROPOSITION

SUPPORT BUSINESS
PROSPERITY THROUGH
NETWORKING, SHARED
SERVICES, ADVOCACY
AND EVENTS.



FINANCIAL DRIVER

EVENTS, MEMBERSHIP,
REFERRALS, GRANTS.

CHAMBER BOARD & TEAM



Back: Kim Nash-McKinley, Adam Peabody, Michael Melvin, Meaghan Seagrave – Executive Member, Mark MacKenzie, Dan Pike, Wendy Hallihan, Lori Stickles, Dharendra Shukla, Krishna Khaitan. **Front:** Jeff Saunders – Executive Member, Bob Chisholm – 2nd Vice President, Karen Grant – 1st Vice President, Keir Clark – Past President, Ryan Boyer – President, Ken Critchley, Jason White, Jill Stairs – Treasurer, Jeff Lingley. **Missing:** Lori Clarke, Brenda Perrin

Chamber Staff



KRISTA ROSS
Chief Executive Officer



MORGAN PETERS
Policy & Research Manager



TANYA SENECHAL
Event Manager



CHRISTINE LITTLE
Membership Development & Marketing Manager



WENDY MORRELL
Operations & Communications Manager



BRIANNE PHILLIPS
Bookkeeper



JANET MOSER
Director



KSENIYA SEHIC
Program Services Coordinator

COLLABORATIVE NETWORK



LOCAL ORGANIZATIONS

Ignite Fredericton / Planet Hatch
...
Knowledge Park
...
Downtown Fredericton
...
Business Fredericton North
...
Fredericton International
Airport Authority
...
Startup Fredericton



POST SECONDARY

New Brunswick Student Alliance
...
University of Fredericton
...
University of New Brunswick
...
St. Thomas University
...
NB Community College
...
Private Colleges
...
FutureReadyNB



REGIONAL/NATIONAL ORGANIZATIONS

Tourism Industry Association of NB
...
Canadian Manufacturers &
Exporters
...
BioNB
...
NB Medical Society
...
Forest NB
...
NB Real Estate Association
...
NB Business Council
...
Retail Council of Canada
...
Restaurants Canada
...
TechImpact
...
Conseil économique du
Nouveau-Brunswick



CHAMBER NETWORK

Canadian Chamber of Commerce
...
Atlantic Chamber of Commerce
...
Other Local Chambers



GOVERNMENT

City of Fredericton
...
Government of NB
...
Government of Canada
...
Opportunities NB
...
Horizon Health Network
...
CyberNB

MEMBERSHIP STATS

997

TOTAL
MEMBERS

132

NEW
MEMBERS

89%

MEMBERSHIP
RETENTION

41,636

OF EMPLOYEES
REPRESENTED

35%

% OF MEMBERS
USING BENEFITS

112

M2M
OFFERS

3,535

 FACEBOOK
FOLLOWERS

7,588

 TWITTER
FOLLOWERS

1,121

 INSTAGRAM
FOLLOWERS

1,628

 LINKEDIN
FOLLOWERS

POLICY & ADVOCACY

With a membership comprising predominantly small- and medium-sized businesses, many members rely on the chamber to represent their interests at all three levels of government. These efforts are led by our board of directors and a committee structure that attracts members from a variety of sectors and at different points in their career. This breadth and depth of knowledge from our volunteers is irreplaceable and allows the chamber to advocate in many different areas with staff assistance.

Advocacy Stats

Op-Eds published:	12
Letters sent:	45
Formal written submissions to government consultations:	6
Press mentions:	125
Canadian Chamber of Commerce Policy Resolutions Passed:	2
• International Students	
• Highway 185 Infrastructure	
Advocacy Committees:	2
Advocacy Committees Member Volunteers:	30
Chamber Board and Staff External Committees:	14

Represented Members' Interests in Consultations Regarding:

WorkSafeNB	✓
Federal Budget	✓
Provincial Budget	✓
Immigration	✓
Carbon Pricing	✓
Bill C-69	✓
Minimum Wage	✓
Workplace Violence Legislation	✓

Communicating to the members

Newsletter advocacy updates	26
Insight Magazine advocacy updates	4
Blog posts	16

Selected Other Issues We've Worked on in 2018-19

Restaurant Licensing Fees	✓
Post-Graduate Work Permits	✓
Capital Gains Exemption	✓
Spirits Escalator Tax	✓
Destination Marketing Levy	✓
Taxing Equipment and Machinery	✓
Cyber Security	✓

We Choose Growth

Beginning in July 2017, we began meeting with a group of business associations from across New Brunswick to create a business-focused platform leading up to the 2018 provincial election. We put forward five key priorities as a roadmap to allow the government to create a climate that attracts new business investment to the province while allowing existing businesses to grow and thrive. That group has continued to work together in an accountability role, following up with government to ensure decisions are made with a business lens. The group has also begun to meet regarding the 2019 federal election.



EVENTS









EVENT STATS



55
EVENTS



15
EDUCATIONAL



21
NETWORKING



40
FREE EVENTS



11 SOLD OUT
EVENTS



132
SPONSORS



24 LOCAL BUSINESSES
FINALISTS FOR BEA'S



OVER
3000
ATTENDEES



**NEW
EVENTS**

BOARDROOM SESSION (DIFFICULT CONVERSATIONS, DIGITAL MARKETING) - LEARNSPHERE PARTNERSHIP - PHYSICIAN APPRECIATION EVENT



HIVE | BIMP | SUCCESSION

Early in our 2019-2020 year, we are transitioning the stewardship of our three immigration-support programs to Ignite Fredericton while maintaining our role as a key connector for newcomers to the business community and increasing our advocacy role with all three levels of governments on issues relating to entrepreneurial immigrants.

The three programs are - in essence - economic development programs that will now be even more integrated into the city's larger immigration and growth plans through being part of the Ignite Fredericton portfolio and, of course – providing an even better service to the clients for which these programs were created and designed – our newcomer entrepreneurs.



The **FREDERICTON IMMIGRANT BUSINESS CENTRE** - home to the Business Immigrant Essentials, Hive Incubator and Succession Connect Pilot programs have had an outstanding year in 2018-2019.

We are thrilled to lead the Province into it's tenth year of immigrant entrepreneurial settlement support and would like to thank the Province of New Brunswick, the Government of Canada (ACOA, IRCC) and the City of Fredericton for their financial support.



The **BUSINESS IMMIGRANT MENTORSHIP PROGRAM** celebrates its 10th anniversary year starting May 2019. Since launching the first pilot in 2009 our program/s have been serving immigrant entrepreneurs in multiple formats with great success. The Hive Incubator was nominated as a top 10 settlement program chosen out of over 1200 nation-wide by the Conference Board of Canada.

The **SUCCESSION CONNECT** pilot currently has five months remaining of its three-year term and we have created an outstanding suite of teaching materials, guides, how-to videos and professionally designed training curriculum to utilize and work with for several years to come. Although we are uncertain of the future of Succession Connect, we have gained a great deal of insight and knowledge on best practices for business owners who are planning to exit their business in relation to vast amount of time and energy that is required to adequately prepare the business to be sold. On the other hand, we also have gained a great deal of knowledge of best practice for new comers hoping to purchase a turnkey business.

Our three years of research, conversations, learning, developing and designing will be available for all regional and provincial stakeholders to draw from. We are very proud of our efforts and the outcome of our determination and hard work.



2018 2019 **FACTS AT A GLANCE**



Piloted **FIRST-EVER LOW-LEVEL ENGLISH BUSINESS IMMIGRANT ESSENTIALS** in collaboration with the Multicultural Association of Fredericton – 18 mentees entered this new and innovative pilot cohort funded by IRCC.



COHORT 21 was launched in October 2018 with 24 mentee participants – marking our largest single cohort to date.



Our clients started/turned the key to **SEVEN (7) NEW BUSINESSES** in 2018-2019 within the Greater Fredericton Region.



As a result of the new businesses our clients have created **10+ NEW JOBS** into the Fredericton labour market.



Hosted over **30 COFFEE CHATS**.



Hosted over **50 EXPLORATORY VISITORS** from around the world.



Over **400 HOURS** spent coaching, mentoring, delivering information to newcomer entrepreneurs.



DIRECTOR, JANET MOSER INVITED TO SPEAK in Ottawa with the Conference Board of Canada, Economic Immigration Summit.



Co-hosted a federally-sponsored **REAFFIRMATION CEREMONY** with local MP Matt DeCoursey and IRCC.



ADVOCATED FOR OVER 20 MENTEE CLIENTS in need of more in-depth support.



FREDERICTON is on the leader board for attraction and retention in NB.

THANK YOU TO OUR VOLUNTEERS

Ryan Boyer
Keir Clark
Karen Grant
Bob Chisholm
Jill Stairs
Jeff Saunders
Meaghan Seagrave
Wendy Hallihan
Dan Pike
Krishna Khaitan
Jason White
Jeff Lingley
Ken Critchley
Brenda Perrin
Adam Peabody
Lori Clarke
Kim Nash-McKinley
Lori Stickle
Mike Melvin
Mark MacKenzie
Dhirendra Shukla
Ange Hill
Doug Daley
Lori Wheeler
Marc Gauvin
Noel Eustace
Steve Boulter
Adam Clawson
Christina Nicoll
Candace Sears
Erin Flood
Germaine Pataki-Thériault
Kerry Atkinson
Marilyn Wilson
Mark Mahoney
Sarah Corey Hollohan
Sharon Watts
Stephen Hill
Mark MacDougall
Melissa O'Rourke
Beth Crowell
Gilles Allain
Denise Coulombe

Angela Landry
Grant Furlotte
Melissa Ketch
Lynn Thier
Ann Swinamer
Sheila Atkinson
Cameron Clark
Marcelle Saulnier
Caitlin Farnham
Denis Legace
Judith Currie
Lyndon Clark
Barb Neales
Fanny Bodart
Samantha Gray
Logan Doucette
Cynthia Charron
James Lundrigan
Samantha Stewart
MacKenzie Venator
Valerie MacFarlane
Amy MacPherson
Andrew Lockhart
Bill Chuong
Doug Motty
Heather MacLean
Mark Scaplen
Nicola McLeod
Sheri McKillop
Emily Blue
Gareth Stuart
Jeffrey Guiler
Roger Duval
Bedarul Alam
Traci Demmons
Larry Shaw
David Emerson
Rick McGaw
Jamie Ryan
Laura Eliaba
Randy Desjardins
Jeff Alpaugh
Cassandra Blackmore

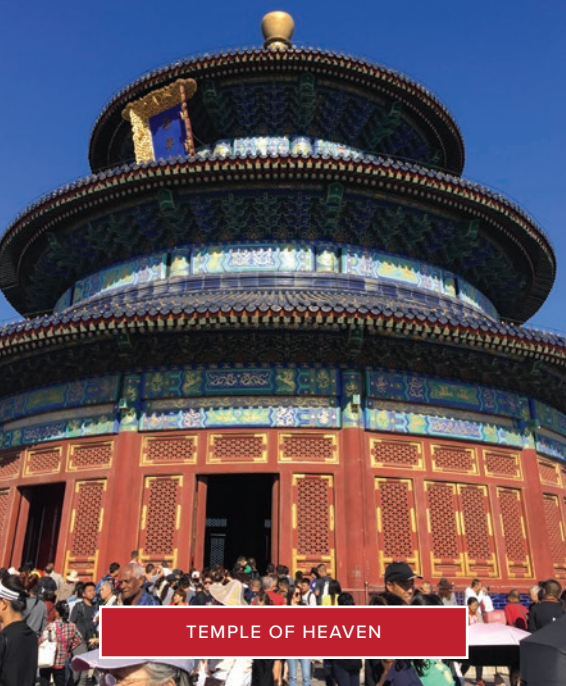
Wendy Hallihan
Noah Lauffer
Malcolm Appleby
Katie Gillingham
Abdul Samad
Alex Scholten
Janet Thompson-Price
Mark Lancaster
Krista Han
Chris McGinn
Norm Couturier
Mohamed Khirallah
Eric Megarity
Heather Hubert
Dr. Roxanne Reeves
Adrien Ouellete
Wendy Smith
Nausheen Ali
Ben McFarlane
Coral Shuai
Kinh Huynh
Michael Shin
Malcolm Peabody
Lori-Ann Cyr
Andrew Lockhart
Kelly Smith
Shahram Ghanbari
Adam Luo
Cory Hartlan
Marc-Allain Mallet
Marcello Battalani
Sebastian Salazar
Mike O'Brien
Katie Davey
Nicole Smith
Kerry Wells
Andrew Bedford
Aaron Cushing
Andrew Steeves
Haley Everett
Jennie Hersey
Janice Campbell

CHAMBER TRIPS

CHINA

September / October 2018

105 Chamber members travelled to China with CitsLinc in September / October of 2018 for 11 days of amazing adventure and fun!



TEMPLE OF HEAVEN



THE BUND, SHANGHAI



TERRA COTTA WARRIORS



BEIJING OLYMPIC PARK





TIAN AN MIN SQUARE



GRAND CANAL TOUR

VINAYA TEMPLE



BUS 2 VISITS THE GREAT WALL

If this experience looks incredible to you,
JOIN US IN OCTOBER 2019
FOR THE CHAMBER TRIP TO
VIETNAM & CAMBODIA!

Only 42 spots available!

CHAMBER IN THE COMMUNITY



The Fredericton Chamber of Commerce has awarded its
**POST-SECONDARY SCHOLARSHIPS TO
ERIK STABEN AND EMMA JOHNSTON**

Both are Fredericton natives and began studies at University of New Brunswick this past September. Administered by the Fredericton Community Foundation, recipients of the scholarship are selected by a panel of Fredericton chamber past-presidents.



Chamber CEO speaks to
**J DIVISION
LEADERSHIP TEAM**
on teambuilding and leadership.



KRISTA ROSS CEO OF THE FREDERICTON CHAMBER OF COMMERCE

was a guest speaker at
TWO KAM event at

BLISS CARMAN MIDDLE SCHOOL



WE CHOOSE GROWTH

An alliance of six business associations representing over 4,000 businesses in New Brunswick joined forces on a pre-election platform for the 2018 provincial election, titled We Choose Growth. The group asked each of the provincial parties to commit to actions that support five priority areas of growth in their election platforms: a private-sector-driven economy, responsible resource development, improved export performance, labour force development and responsible financial management. Joining the Fredericton Chamber of Commerce was: Atlantic Chamber of Commerce, Conseil économique du Nouveau Brunswick, New Brunswick Business Council, Greater Moncton Chamber of Commerce, and the Saint John Region Chamber of Commerce.




**FREDERICTON
CHAMBER
OF COMMERCE**
The Voice of Business


**FREDERICTON CHAMBER
OF COMMERCE**

364 York Street, Suite 200
Fredericton, NB E3B 3P7
fchamber@frederictonchamber.ca

FREDERICTONCHAMBER.CA

 @Fton_Chamber

 /frederictonchamber

 Fredericton Chamber of Commerce

 fton_Chamber

designed by

CREATIVE JUICES
IDENTITY • GRAPHIC DESIGN • INTERACTIVE