

SAINT JOHN REGION

THE CHAMBER

CHAMPIONS FOR BUSINESS

ANNUAL GENERAL MEETING

Thursday, May 18, 2017 • Saint John Trade & Convention Centre • 4:00 p.m.



Agenda

1. Call to Order & Welcoming Remarks
2. Establishment of a Quorum
3. Adoption of Minutes of 197th Annual Meeting
4. Receipt of Annual Reports
 - a. Report of the Chair
 - b. Report of the Treasurer
 - c. Report of the CEO
 - d. Reports of Committee, Task Force & Forum Chairs
5. Nominations Report
6. Induction of New Chairperson
7. Remarks of New Chairperson
8. Other Business
9. Announcements
10. Adjournment



Chair's Remarks

It has been my pleasure and honour to serve as the Chair of the Saint John Region Chamber of Commerce for 2016-2017.

Now in our third year of a renewed and expanded Chamber, we continue to advocate for our member priorities. With our shared regional values we are now better able to promote a collective voice for the Saint John region and contribute towards a healthy environment for business.

When our businesses, economic and community development organizations, and all three levels of government are clear on our priority projects, we harness the power of our entire community to push those priorities forward. We have made a lot of progress in this area and the more positive and focused we are, the better our results will be.

As one of our region's largest, most active and influential business networks, it continues to be important that we are all Champions of Business in our community. We began this year by inviting all businesses in the region to join us, to join us as members of the Chamber, to join us as members of this community and to join us as partners.

An example of how powerful this network can be, is our recent national campaign to lobby the federal Members of Parliament on the important Energy East pipeline. This campaign alone generated over 13,600 responses to government.

This single grass roots letter writing campaign was heard loud and clear.

And it does not stop there. We were fortunate to have been selected as intervenors in the National Energy Board hearings. We were asked to testify at the Senate Hearings on the safe transportation of crude oil across the country, and we were selected as intervenors on the important licensing hearings with the Nuclear Safety Commission for Point Lepreau.

And as another example, we were selected by the Canadian Chamber of Commerce to host a round table on how the business community can better understand and formulate

prosperous working relationships with our First Nations.

Clearly the Chamber is now being heard on national and international stages.

As important as the national advocacy efforts may be, most of our focus is right here at home at the local level where our goal is to help our members make money, save money and reduce their risk.

We have strongly lobbied the government to reduce the provincial deficit and encourage provincial growth initiatives to maintain a strategic focus on that reduction. There is still more work to do on this front.

We were vocal on our member's priorities to reduce small business taxes and help minimize business input costs in general.

Our efforts to create a better and more balanced property tax system in the province as well as our views on the current WorksafeNB situation are now part of an intensive provincial dialogue.

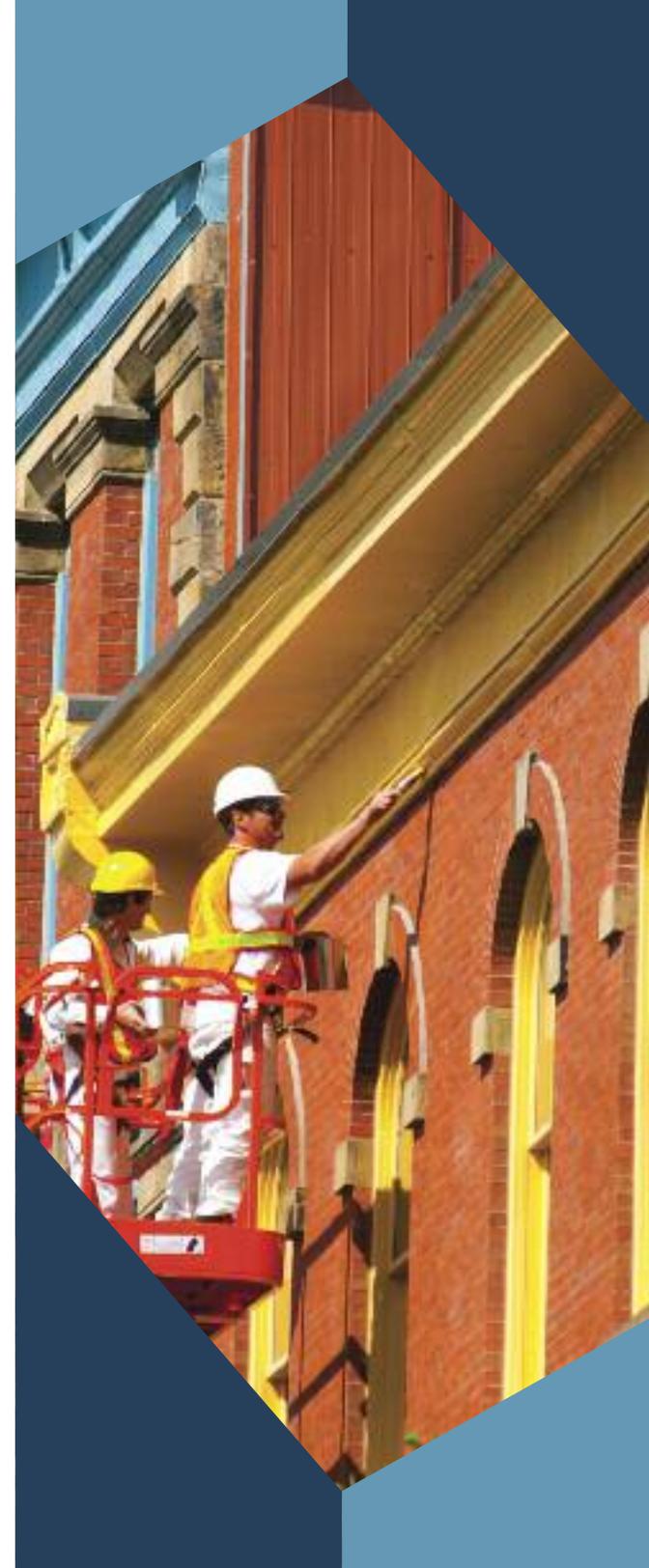
We supported the development of a new Irving Oil headquarters in uptown Saint John, were part of the refugee settlement program in our community and are partners in the Business Immigrant Mentorship program with ConnexionWorks and Planet Hatch.

Your membership in the Chamber is helping to advance our views on these important initiatives and your voices are being heard.

In conclusion, as you will hear shortly from our treasurer and our CEO, we are in great shape. We are well positioned to meet the challenges that our region and our province face. Together with you help, we look forward to celebrating our 200th anniversary in just a year and a half from now.

Thanks you.

Dick Daigle,
Chairman, The Saint John Region Chamber of Commerce



Treasurers' Report

It has been my honour to have served three years as the Treasurer of the Saint John Region Chamber of Commerce. Since 2014 the Chamber now encompasses the River Valley, the Kennebecasis Valley, and the city of Saint John.

The organizations financial goal is to ensure sustainability, growth, and financial security. Success in those areas allows the organization to reinvest in services that provide increased value for members.

In 2016 the Chamber experienced a surplus from operations. It did not, however, meet its budgeted surplus of \$33,140. It ended the year at a surplus of \$17,715 a difference of \$15,425.

This organization generates revenue primarily from two sources; memberships and special events. The budgeted events surplus was met, but the membership revenue was below budget resulting in the shortfall.

The following is an overview of the Chamber's financial results for the year ended December 31, 2016:

- Revenue for the year was \$520,784; a decrease of 16% from 2015.
- this decrease from 2015 was primarily the result of special events revenue
 - The Saint John Chamber hosted the Tri-city mixer in 2015.
 - The event will again be hosted by The Saint John Chamber in 2018
- The number of members dropped by 8% (47 members) primarily a result of members ceasing to operate their businesses or relocating.
- The expenditures for the year totaled \$505,949; down 9% over last year
 - Special events had reduced expenditures over 2015 by \$16,000 and total overhead was down by \$24,000

Assets for the year totaled \$266,970. The Chamber holds funds of \$178,576; \$137,562 is unrestricted and \$41,014 in restricted funds; \$40,000 to ensure the ongoing financial stability, and \$1,014 for the commitment to the KV scholarship fund.

The funds are restricted and disbursements are allowed only with the authorization from the Board of Directors.

The cash position of the organization improved by \$15,275 in 2016 to be at \$137,599.

The external auditors, Teed Saunders Doyle, have completed and audit on the 2016 financial statements and have issued and unqualified audit opinion.

In conclusion, I congratulate the Board, staff and our tremendous volunteers for making 2016 the success it was.

Donna Mazerolle
Treasurer, The Saint John Region Chamber of Commerce



CEO Remarks

Good afternoon everyone, my name is David Duplisea and it has been my pleasure to serve as the CEO of this dynamic, and historic organization. Many things have changed since 1819, but one thing has remained the same, and that is our commitment to advocate on behalf of the businesses in our region, and I am grateful for your support.

As we have just heard from Dick Daigle and Donna Mazerolle, we have focused on enhancing the value for your membership. We have advocated strongly on more issues, become much more visible on municipal, provincial and national stages, we have hosted more people at more events, and we have spread the word through an engaged social media presence, commentary's and members success stories.

The dynamics of our membership reflect this evolution and we know from our social media monitoring and analysis that we are now 85 % small and medium sized business, our number 1 demographic is 25 – 35 year olds, our second largest demo graphic is 36-45 years of age, and 61% female. We are not the old boy network anymore.

Today we have the distinct pleasure of honouring 3 companies formed in 1867, G.E. Barbour, Moosehead and Source Atlantic.

What a wonderful way to celebrate Canada 150.

These companies are a testament to the vision and fortitude that is so much a part of our history. They have been an integral part of our community for so long, they are “family”

Later this evening, the Honorable Perrin Beatty will be here to help us celebrate, As the CEO of the Canadian Chamber of Commerce it is fitting that Mr. Beatty speak on the success of these companies. Many of you may not be aware, but the former Saint John Board of Trade was instrumental in the establishment of the Canadian Chamber, in fact the President of our board at the time, Mr. Simms, went across the country by train to recruit support such an organization. As Canada's first city, we had the honour of hosting the very first Canadian Chamber AGM so many years ago.

So today we celebrate much, we gather on the spot where the loyalists first landed on this very day in 1783. The ties that join us together and the story we have to tell are unique.

It is my honour to help to tell it.

David Duplisea
CEO, The Saint John Region Chamber of Commerce





Committee Reports

Women In Business Forum – During the year 2016 - 2017 the Women in Business forum met on a monthly basis to engage women in the Saint John business community and to highlight and develop issues of importance to women in the greater Saint John area. This membership includes women from a wide variety of industries and sectors. Some of these sectors are; financial, legal, self-employed, entrepreneurs and not-for-profit organizations.

The membership met early in the year to determine a list of core topics that were important such as, transportation, community involvement initiatives and special issues faced by women entrepreneurs. The committee organized guest speakers and networking events for our members.

The committee with the help our greater Saint John area community held their Annual Bare Necessities Campaign. This campaign had an overwhelming response by collecting toiletries and small products for 18 local charities in the greater Saint John area. The last campaign had a huge increase of donations of items and monetary donations. From the increase in the monetary donations we were able to expand our charities to include the 6 local food banks in the greater Saint John area. The committee was able to provide them with a monetary donation.

Golf Committee – The Golf Committee held another highly successful golf tournament and online auction in 2016. The tournament this year was held at Westfield Golf & Country Club. Golfers had a great time and were treated to a delicious meal. Thank you to all of our sponsors for making

it happen! A big thank you to our member businesses that donated items for our silent auction.

Outstanding Business Awards Committee – The Outstanding Business Achievement Awards were held on October 13,

2016 with a crowd of over 300 guests at the Saint John Trade and Convention Centre. Last year's award winners were: Chairs Award, **Bird Construction**; Big Heart Award, **P.R.O. Kids**; Young Entrepreneur Award, **Kate Thompson, Lordons**; Business Excellence award, **Blacks Transfer**; Emerging Enterprise Award, **Downsizing Diva**; Entrepreneurial Achievement award, **Human Performance Group** and **Taylor's Landscaping**. Passion for Change Award, **ConnexionWorks**. Thank you to all our sponsors and committee members! Mark your calendar for the 2017 OBA's – October 12th.

East Coast Energy Connection Committee – Saint John Region Chamber together with Energy Stakeholders continued a new initiative that focuses on East Coast energy potential. Business and community leaders from across the region participated in the East Coast Energy Connection conference which took place on June 14-15th at the Saint John Trade and Convention Centre, in conjunction with Port Days. The conference featured distinguished speakers such as Brad Wall, Premier of Saskatchewan; Brian Gallant, Premier of New Brunswick; Annette Verschuren, CEO of NRStor Inc.; The Honourable Perrin Beatty, President and

Committee Reports

CEO of The Canadian Chamber of Commerce; The Honourable Gary Doer, Co- chair of the Canada Institute Advisory Board at the Wilson Centre and Former Ambassador of Canada to the United

States of America & Premier of Manitoba. Thank you to all our sponsors and members of the task force for their support. Mark your calendar for the 3rd annual ECEC conference being held once again in conjunction with Port Days – June 6 & 7th 2017.

Finance Committee – The Finance Committee has worked diligently to ensure that our organization is at peak fiscal strength. The finance committee is actively involved in the creation of new policies, processes and systems that help to ensure smooth operations and reporting.

Communications Committee - The Communications Committee members provides leadership and expertise to ensure The Chamber effectively communicates policy positions, on issues of importance to the business community, to its members and other publics. It develops and implements an internal and external communications strategy and ensures activities, events, services, and member benefits are communicated effectively.

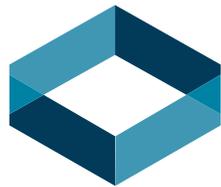
Government Relations Committee - The Government Affairs Committee focused on four priorities: reducing the deficit, supporting natural resource development, avoid increased input costs and regulatory barriers for small and medium sized businesses and improve transportation and logistics infrastructure.

The committee worked closely with membership and the board of directors to identify member priorities such as the

Energy East Pipeline Project, Red Tape Reduction, Property Tax Rates as well as WorkSafeNB rate increases.

Finally, the committee continues to advocate for our membership's priorities. Recent initiatives include the launch of a national letter-writing campaign in support of the Energy East Project and a second campaign which the Saint John Region Chamber, along with chambers of commerce from across New Brunswick, launched a letter-writing campaign that encourages members to write to WorkSafeNB and the provincial government to inform them that soaring costs to the province's workers' compensation system are having damaging effects on their businesses and the economy. Members of our chambers were particularly interested in measures that might provide a jolt to our economy, help better match our workforce to available jobs and the costs of doing business.





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