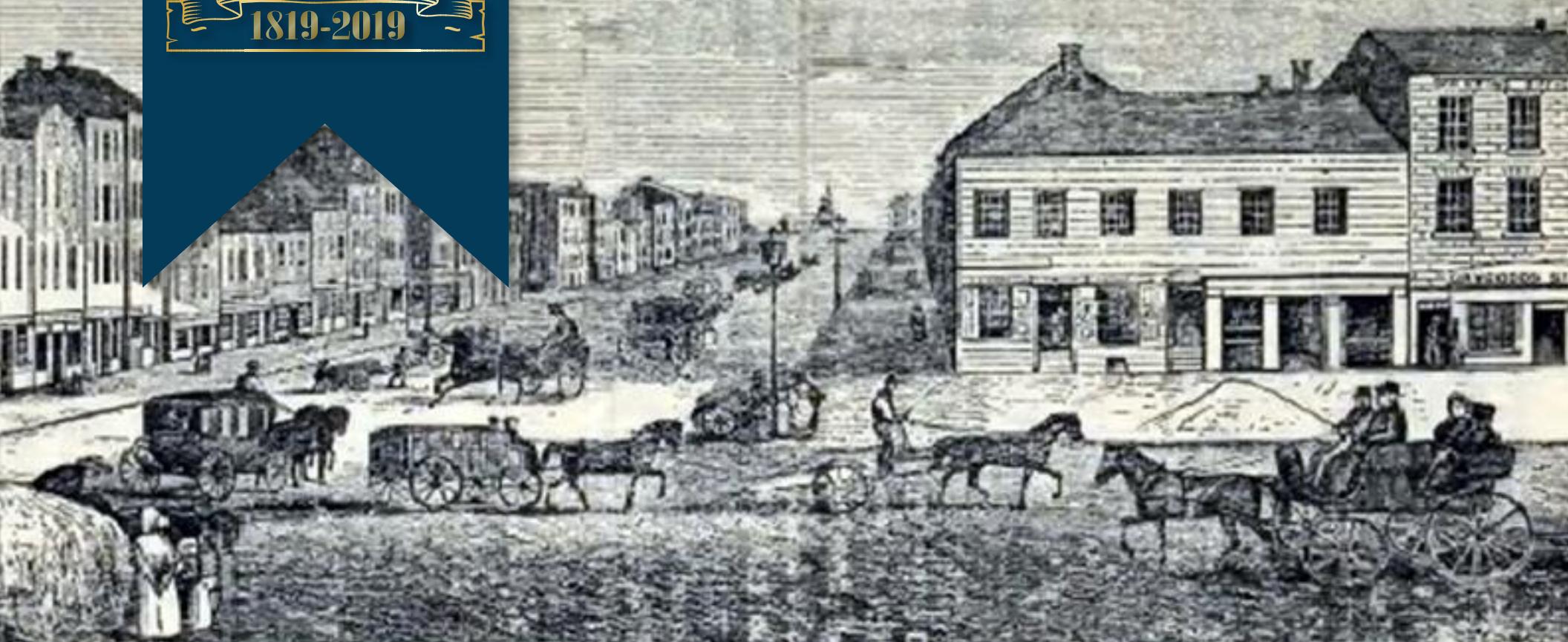




# ANNUAL GENERAL MEETING

Friday, April 5 • Saint John Trade & Convention Centre • 11:00 a.m.



SITE OF THE FIRST MEETING, CODY'S COFFEE HOUSE APRIL 5, 1819



# Agenda

1. Call to Order & Welcoming Remarks
2. Establishment of a Quorum
3. Adoption of Minutes of 199th Annual Meeting
4. Reports
  - a. Reports of Committee, Task Force & Forums
  - b. Report of the Treasurer
  - c. Nominations Report
  - d. Report of the CEO
  - e. Report of the Chair
5. Induction of New Chairperson
6. Remarks of New Chairperson
7. Closing Remarks by Outgoing Chair
8. Announcements
9. Adjournment

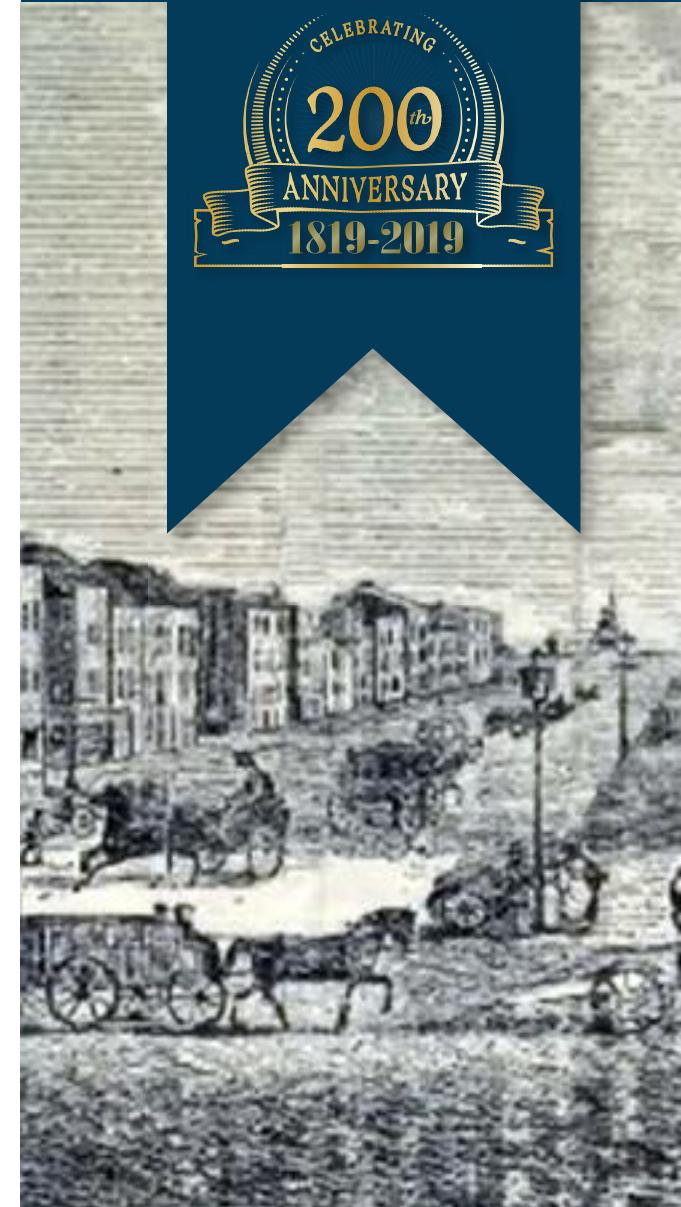
# Executive Summary

On the sunny morning of April 5, 1819 at Mr. Cody's Coffee House on Prince William Street, on the corner of King and Prince William Streets, a group of business leaders met. Those members of the business community, led by William Black, discussed the formation of a local business association to correspond with similar bodies in other provinces and the Public Department in England. It was on this day that the Saint John Chamber of Commerce was born.

Two centuries later, the organization still thrives as the Saint John Region Chamber of Commerce. To coincide with the ever-changing needs of our Membership, our name and reach are among the many evolutions we've seen over two centuries. History has taught us however, that when things change, the more they stay the same. This couldn't be truer of when we compare our core values and priorities from 1819 to those of today. Immigration, diversity, relationship development, innovation and advocacy were, and continue to be, the core tenants the Chamber holds dear.

Like the Chamber as we know it today, our predecessors were focused on acting as strong advocates on behalf of our business community. Whether lobbying for diversified trade routes and independent port authorities, enabling poverty-alleviation organizations or supporting local arts and culture, the Saint John Region Chamber continues to play a crucial role in the Greater Saint John community and beyond. In addition, the Chamber was active in the creation and promotion of more culturally oriented initiatives, these include the creation of New Brunswick's film industry, the facilitation of the theatre district and the creation of the United Way of Greater Saint John as examples.

As we reflect on the past 200 years, we realize that our strength is in our people and our values. As a community we continue to have our challenges, and indeed many of these challenges have remained consistent over the past two centuries, but we will continue to work together, to bring new ideas forward and we will remain your Champions for Business.





## Chair's Report

I have been fortunate to be a part of the Chamber for several years and have served on the board since 2012. In that time, we have worked on several lobbying initiatives, but above all, traveling to Thunder Bay with Chamber staff to attend the Canadian Chamber of Commerce AGM this year was a real eye-opener for me.

As I listened to the almost 300 delegates from all over Canada debating policy resolutions, I was reminded of just how connected our network is, and that local issues of importance to our members can become part of a national narrative, bringing strength and power to your voice.

At the provincial level, initiatives such as our “We Choose Growth” election platform showed that when chambers and business associations come together, we can help to bring about change and ensure your voice will be heard.

This past year saw the Chamber embarking into initiatives that are not typically in our wheel house. For example, Saint John led the way nationally on working with stakeholders to deliver a World Cannabis Congress. This event brought over 400 people from 11 different countries to Saint John to learn about the industry and its profound effect on business and society in general.

We were also part of numerous lobbying measures that promote our member interests. Just a few examples include our work for a national focus on tax reform, as well as municipal reform and the reduction of business input costs.

In closing, I would like to acknowledge the work of our Chamber team, David, Carole and Dylan. They constantly punch above their weight and I am amazed at the outcomes they can achieve.

This September we welcome the Canadian Chamber of Commerce to Saint John for the Annual General Meeting and Policy Resolution. This conference will bring almost 400 thought leaders together and will put Saint John and our Chamber on the national stage as we celebrate 200 years as your Champions for Business.

**Jim Quinn**  
Chair, The Saint John Region Chamber of Commerce

# Treasurers' Report

The Saint John Regional Chamber of Commerce's financial goal is to ensure sustainability, growth, and financial security. Success in these goals allows the Chamber to provide services that increase value for you, the members.

Based on these goals, 2018 should be seen as a positive year for the Saint John Region Chamber of Commerce, but it didn't come easy. Without significant effort to ensure that events are well planned and new opportunities are capitalized on, your Chamber would not be as successful as it has been.

In 2018 the Chamber experienced a surplus from operations of \$34,342. This is an increase over 2017 of \$8,980.

The Chamber generates its revenue primarily from two sources; memberships and special events. The membership revenue has increased slightly to \$218,000 but our special events increased by an impressive \$118,000 to \$426,000. This significant increase in revenue contributed a net increase to the Chamber of \$24,197 over the 2017 contribution. This surplus does not include the cost of staff time that was committed to ensure that all events are successful. This surplus does go towards covering the other costs of the Chamber.

All other costs have remained consistent between 2017 and 2018 and staff continue to monitor and reduce expenses whenever and wherever possible, without impacting the services provided to members.

The Chamber, at the end of the fiscal year had cash and investments of approximately \$209,000. Of this amount, \$50,000 is internally restricted to ensure financial stability of the organization and for services to be provided in 2019. The remaining \$160,000 is unrestricted and available to the organization for its general operating needs and assists in its ability to capitalize on future opportunities.

The external auditors, Teed Saunders Doyle, have completed an audit of the 2018 financial statements and have issued an unqualified audit opinion.

This is my first year as Treasurer of the Chamber and would like to thank the staff for their dedication to ensure every dollar is spent in the best way to improve the services of the Chamber to its members and to the Board for its support and its role in the financial oversight of the Organization.

**Dean Mullin**

Treasurer, The Saint John Region Chamber of Commerce





## CEO Report

It is an honour to present this year's CEO report. I too would like to highlight the Saint John Region Chamber's 200th anniversary. It is a testament to the vision and fortitude of our founders - a tradition that we aspire to uphold continues.

This was a year focused on numerous lobbying initiatives. Working with our colleagues in the other provincial chambers and business associations, we successfully lobbied all political parties in the provincial election and brought member issues to the forefront to help shape the outcomes.

The year was not without its challenges for our members. We have seen numerous taxes and increased business input costs layered upon one another. The result is that there is no more room for business to absorb these costs. The chamber has provided insight into these issues and took a position to protect business interests, but margins are already tight, and we have yet to see the full effect of the carbon tax.

Business has survived in our region for over 200 years, and we continue to pay government's bills as we always have. But business is not an unlimited trough and we cannot continue to be viewed as such. Moving forward we will continue to advocate for change. We will advocate for municipal reform and an overall taxation review. And we need to continue to look for new opportunities to support our locally owned businesses allowing them to expand and hire more people.

As we have heard from our treasurer, our chamber remains fiscally strong. This is because of the extraordinary support of our members and the business community. I am grateful for the trust you have put in us and look forward to continuing to represent your interests.

**David Duplisea**  
CEO, The Saint John Region Chamber of Commerce

# Committee Reports

**Women In Business Forum** – During the year 2018 - 2019 the Women in Business forum created the Faces of Women in Business Speaking Panel event which was to simply Teach Learn Inspire other women. The Faces of Women Speakers panel met on a monthly basis, and will continue to meet, 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 forum includes women from a wide variety of industries and sectors.

This group, with the help of 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 numerous charities in the greater Saint John area.

**Golf Committee** – The Golf Committee held another highly successful golf tournament and online auction in 2018. The tournament was sold out 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 and the Task Force for all their hard work.

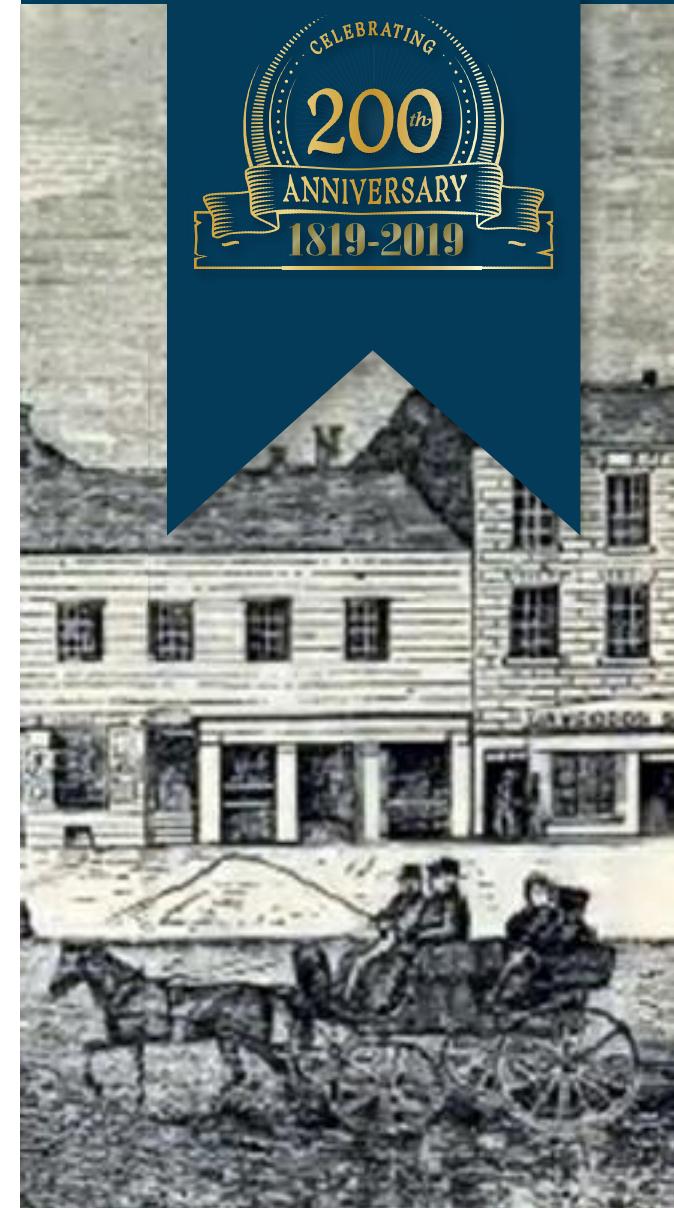
**Outstanding Business Awards Committee** – The Outstanding Business Achievement Awards were held on October 11, 2018 with a crowd of over 300 guests at the Delta Hotels by Marriott Saint John. Last year's award winners were: Chairs Award, Key Industries; Big Heart Award, Acadia Broadcasting (CHSJ/The Wave); Young Entrepreneur Award, Justin Barry (Adjust Lawn Maintenance); Business Excellence Award, Homestar Inc and Intelisys Aviation Systems; Emerging Enterprise Award,

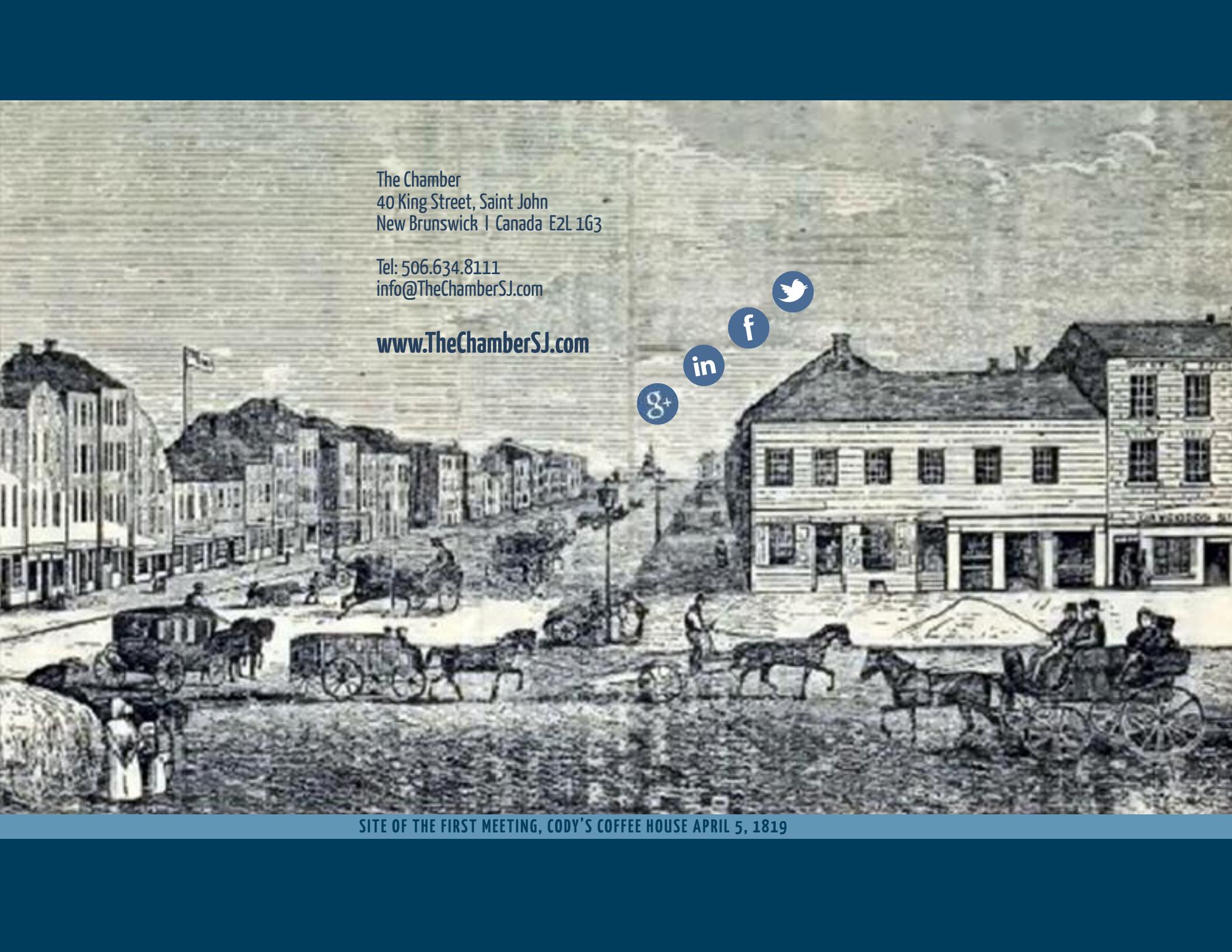
Millennia Tea Inc; Entrepreneurial Achievement Award, Taste of Egypt. Passion for Change Award, Andre Robichaud and Liam Freill (Queens Square Events). New this year, the new Developer Award, was created to recognize development projects which have demonstrated excellence in adding value to the Saint John Community. The award was co-presented by Develop Saint John and the City of Saint John. The recipients were: Historica Developments and Saint John Community Loan Fund.

**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.

**Canadian Chamber AGM & Saint John Chamber 200th Celebration Committee** – two task forces were established to host the Canadian Chamber of Commerce AGM in Saint John and to celebrate our 200 years strong. Securing sponsors for this major event as well as planning a gala evening for over 300 delegates is well underway. The event takes place in September 2019.

**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.





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