



SAINT JOHN REGION

THE CHAMBER

CHAMPIONS FOR BUSINESS

ANNUAL GENERAL MEETING

Thursday, May 29, 2018 • Delta Hotel by Marriott • 11:00 a.m.



Agenda

1. Call to Order & Welcoming Remarks
2. Establishment of a Quorum
3. Adoption of Minutes of 199th 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. Greetings from Canadian Chamber
7. Induction of New Chairperson
8. Remarks of New Chairperson
9. Other Business
10. Announcements
11. 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 2017-2018.

It's been an exciting year Chamber. As the voice of business our region, we have continued to build a very active advocacy agenda and events calendar to help our members make money, save money, and reduce risk.

We began the year joined by Perrin Beatty, President and CEO of the Canadian Chamber of Commerce, to honour three of our member companies - G.E. Barbour's, Moosehead Breweries, and Source Atlantic - who were celebrating their 150th anniversary in conjunction with the Canada 150 festivities that took place across the country.

This was just the first of a many opportunities to celebrate success in business and interact with our members. It was another busy year for monthly Member Mixers and a dynamic slate of Distinguished Speakers Series presentations

We continued to represent our members and advocate on their behalf on a number of key issues. Some of our most active and impactful initiatives include:

- Revamping the format for our Women in Business Forum, which has drawn in new participants from both the Chamber's membership and the broader community. Since the beginning of 2018, the Forum has hosted a series of successful networking events. Females make up more

than 60% of our members, so we're particularly excited to be offering this kind of programming and creating opportunities for women to connect with one another.

- Uniting with five of our provincial Chamber counterparts on the "We Choose Growth" campaign leading up to the provincial election. By working together and being aligned on key issues, we hope to send a strong message to candidates and government about the role of government in creating a climate that attracts new business investment while allowing existing businesses to grow and thrive.
- The Chamber represents close to 37,000 people that work for member companies, and we were successful in attracted many new members over the course of the year. Our successful advocacy efforts underscore the impact we can have when the business community speaks with a collective voice on the issues that matter to our members and the business community, and we're pleased that local companies see the value in being a Chamber member, and the benefit of being part of the region's largest and most active business networks.

Claire Ryan,

Chair, The Saint John Region Chamber of Commerce





Treasurers' Report

It has been my honour to have served four years as the Treasurer of the Saint John Region Chamber of Commerce.

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 2017 the Chamber experienced a surplus from operations of \$25,362. This is an increase over 2016 of \$7,097.

The Chamber generates revenue primarily from two sources; memberships and special events. The membership revenue has remained the same year over year at approximately \$216,000, and special events increased by \$82,000.

Although Special Events revenue was higher in 2017 than in 2016, the surplus from those events for 2017 below 2016 by \$11,000.

The increase in the Chamber's 2017 surplus is a direct result of reduced overhead costs in operating the business; approximately \$18,000.

The Chamber, at the end of the fiscal year had cash and investments totaling \$268,129. Approximately \$66,700 is funds received in advance of services being provided, \$40,000 is internally restricted to ensure financial stability of the organization, and the balance is unrestricted funds available to the organization.

The funds are only disbursed with the authorization from the Board of Directors.

The external auditors, Teed Saunders Doyle, have completed and audit on the 2017 financial statements and have issued and unqualified audit opinion.

In conclusion, I want to thank the board and staff for the great experience I've had being part of this organization. This is my last treasures report.

I would like to make a motion to accept the Financial Statements.

Donna Mazerolle

Treasurer, The Saint John Region Chamber of Commerce

CEO Remarks

Good morning everyone, my name's David Duplisea and it's my pleasure to serve as the CEO of this dynamic, and historic organization. Today we launch our bicentennial year. We're the second oldest Board of Trade/Chamber of Commerce in Canada, with Halifax being the oldest.

We were first formed as result of a meeting organized by the Hon. William Black at Codys Coffee House, located where the Bank of Montreal now stands at the foot of King St. We were known as The Saint John Chamber of Commerce. It was in 1872, after a reorganization that we became The Saint John Board of Trade. Through a partnership with the KV Chamber of Commerce, the River Valley Chamber of Commerce and the West Saint John Business Association, we became the Saint John Region Chamber of Commerce in 2014.

During our early history, Saint John was Canada's major shipbuilding and transportation centre. Much of our focus was on promoting ocean traffic for the port and the development of port facilities. We were successful in encouraging manufacturing, commercial and financial firms to locate in the city. In later years, we actively lobbied for the development of tourism, the establishment of the Maritime Board of Trade, The Maritimes Transportation Commission and The Canadian Chamber of Commerce.

Through our efforts and lobbying, we became an important voice in the Maritime Union. Our activities were numerous and varied. We promoted and helped establish a city program for equal opportunity, an independent water commission for the city, a provincial mental health Services Committee and a Provincial Industrial relations Committee.

We were active in promoting the amalgamation of the municipality of Portland and the city of Saint John, we worked on ways to improve railway and harbor facilities which aided in the transportation of goods in and out of our city. We established the United Fund which later became The United Way, we recommended the establishment of an international airport between Fredericton and Saint John, an idea

which surfaces on occasion even today, and finally, we lobbied for the development of UNBSJ.

These are just a few of the many initiatives that our organization has led. Many things have changed since we formed in 1819, but one thing has remained the same: our commitment to advocate on behalf of the businesses in our region. We're grateful for your support.

As we've just heard from Claire Ryan and Donna Mazerolle, we've focused in recent years on enhancing the value of your membership. We've advocated strongly on more issues and increased municipal, provincial and national visibility for our region. We've hosted notable folks at more events, and we've engaged more people through an enhanced social media presence, commentaries and member success stories.

Today we have the distinct pleasure of launching our bicentennial year.

In a few moments, we welcome Jim Irving as keynote speaker at our AGM luncheon. What a wonderful way to celebrate as we enter our 200th year. A member for decades, J. D. Irving, Limited is a testament to the vision and fortitude that is so much a part of our history. They've been an integral part of our community for so long, they are "family".

So today we celebrate much. We gather on the traditional lands of the Mik'maw and Maliseet peoples, and where the loyalists first landed 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 2017 - 2018 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 committee organized guest speakers and networking events and made donations to several charities.

The committee 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. 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 local food banks in the greater Saint John area.

Golf Committee – The Golf Committee held another highly successful golf tournament and online auction in 2017. The tournament this year was held at Rockwood Park Golf Course. 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 12, 2017 with a crowd of over 300 guests at the Saint John Trade and Convention Centre. Last year's award winners were: Chairs Award, **New Brunswick Museum**; Big

Heart Award, **PALS (Partners Assisting Local Schools)**; Young Entrepreneur Award, **Job Burns (Busy Day Chef)**; Business Excellence award, **MCL Construction Ltd**; Emerging Enterprise Award, **River & Trail Outdoor Co**; Entrepreneurial Achievement award, **Breakout Saint John**. Passion for Change Award, **Mike & Vanessa Duncan and Yennah Hurley**. Thank you to all our sponsors and committee members! Mark your calendar for the 2018 OBA's – October 11th.

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 6-7 at the Saint John Trade and Convention Centre, in conjunction with Port Days. The conference featured distinguished speakers including Bernard Lord, Chair of Ontario Power Generation & Chief Executive Officer of Medavie, Dan Muldoon, Executive Vice President, Major Renewable and Alternative Energy, Emera Inc., David Campbell, President of Jupia Consultants Inc., John Dalton, President of Power Advisory LLC, among many others. Thank you to all our sponsors and members of the task force for their support.

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.

Committee Reports

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.

The committee worked closely with membership and the Board of Directors to identify member priorities such as the proposed federal tax changes for small business. The Chamber was effective in lobbying against these changes with support of the government relations committee.

Finally, the committee continues to advocate for our election priorities, the Saint John Region Chamber of Commerce has joined an alliance of organizations including the Atlantic Chamber of Commerce, Le Conseil Economique du Nouveau-Brunswick, Fredericton Chamber of Commerce, New Brunswick Business Council and Greater Moncton Chamber of Commerce. In strategically aligning our priorities for the upcoming provincial election, we have collectively identified five key areas of commitment.





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