

FREDERICTON CHAMBER OF COMMERCE

Annual Report

2015-2016



Contents

President's Message	2
Chief Executive Officer's Message.....	5
2015-2016 Board of Directors	9
Treasurer's Report.....	12
Advocacy Update	14
Membership Update	18
Event and Sponsorship Update.....	20
Operations and Communications Update.....	28
Business Immigrant Mentorship / The Hive Update.....	29
City of Fredericton / Ignite Fredericton Update	32
Provincial Government Affairs Committee Update.....	36
Municipal Government Affairs Committee Update	38
Policy Development Committee Update.....	40
Physician Recruitment and Retention Committee Update.....	42
New Member Welcome and Retention Committee Update.....	44
Communications Advisory Committee Update.....	46
Events and Networking Committee Update.....	48
Canadian Chamber of Commerce Conference 2017 Update.....	49
Fredericton Chamber of Commerce Scholarship Report	50
External Chamber Committees	52
2016-2017 Board of Directors	53
Incoming President's Message	56



President's Message

Stephen Hill, 2015-2016



As my term as President comes to a close, I am thinking about what we've accomplished in not only the past year, but also my eight years as a board member. The new events added, the hard decisions, the successes and failures - but most of all the relationships made throughout. One the main purposes of a chamber of commerce is to help members make connections for their business - which I have undoubtedly done - but I've also made some great friends and formed relationships that I expect to last a lifetime. Thanks to each and every person that has made the past year - and the past eight years - enjoyable, fulfilling and memorable.

Perhaps the biggest accomplishment of the past year has been completing a new strategic plan for the organization. This is an exercise we've done in the past with mixed results, but we worked hard to get all board and staff members to have a voice in the process and fully buy-in to the implementation. The result was the most in-depth, thorough and all-encompassing strategic plan to date. It has lead to a new initiative whereby our board and staff members are going to get out and interview members face-to-face, in turn getting the best data possible on (a) what the chamber is doing right / how we can improve; (b) how our members are doing; and (c) the landscape and strength of the local economy. The visits will give us metrics to measure the success of our efforts (and grade the effectiveness of our goals/targets generated from this strategic plan).

The chamber had a very busy year on the advocacy front with two elections (federal and municipal). We were actively involved with both from a member information perspective. In the federal election in October, each local candidate was provided with our "Questions That Count", with responses shared with our members and the media. We also hosted each candidate at a presentation. In the municipal election we also provided candidates with "Questions That Count" and held a mayoral debate in conjunction with RogersTV NB and The Daily Gleaner. After the elections we got to work getting to know our local representatives better and informing them about our organization and policy positions.



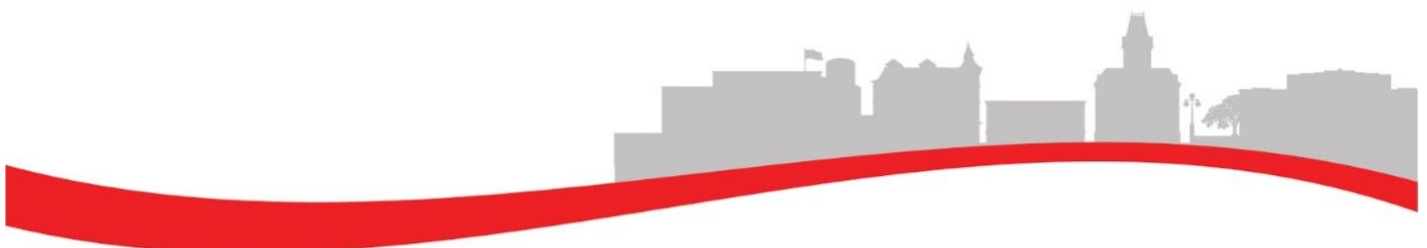
At the Canadian Chamber of Commerce annual general meeting and conference last fall, our policy resolution regarding unmanned aerial vehicles (drones) was nearly unanimously supported by delegates in attendance from across the country. This resolution is aimed at allowing Canada to keep its relative regulatory advantage over other jurisdictions, particularly the USA. Unfortunately, a resolution we co-sponsored aimed at helping the Fredericton airport receive federal funding was defeated.

Access to primary health care has been a long-standing priority for the chamber and in 2015 we began a new initiative that provides business training for medical residents in the community. During medical training, residents receive scant information on how to run a business (which most doctors do in New Brunswick) and this was a gap that we are well-suited to fill. We hope this initiative will help the community attract and retain more family physicians in particular. We were also pleased that the downtown community health centre found a permanent home in 2016, which is a key part of future health care delivery in the province.

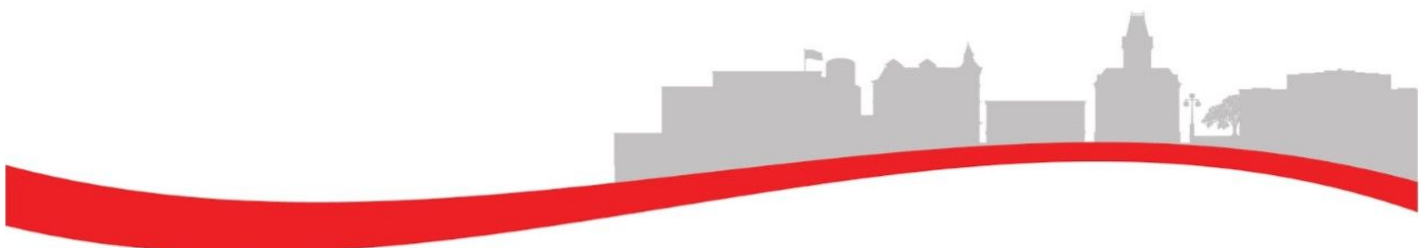
We also made some changes to our events and member benefits this year. Perhaps most significantly, we moved our Lunch and Learn professional development series online with the help of chamber member University of Fredericton. Now members can receive the same training upgrades while never having to leave the office. Rethinking the type and number of our events was a focus area during strategic planning and we'll continue to gather information through our face-to-face interviews with members to ensure we are delivering the value that they want and need.

I'd like to say "thank you" to each and every volunteer that makes the chamber possible - board and committee members, event volunteers, presenters, etc. Your contributions are noticed and appreciated.

I am very pleased that the slate of directors and executive members is as strong as it's ever been at the chamber. The continued leadership of the chamber is in good hands - starting in 2016-17 with incoming president Paul Simmonds. I've worked with Paul for several years now and his steady leadership and thoughtful manner will serve us well - I look forward to being his past president and assisting him in any way I can.



Finally, I'd like to thank the chamber staff, especially CEO Krista Ross for their dedication and professionalism. Krista and her team make things happen behind the scenes that put board members in a position to succeed. The chamber is in exceptionally capable hands.



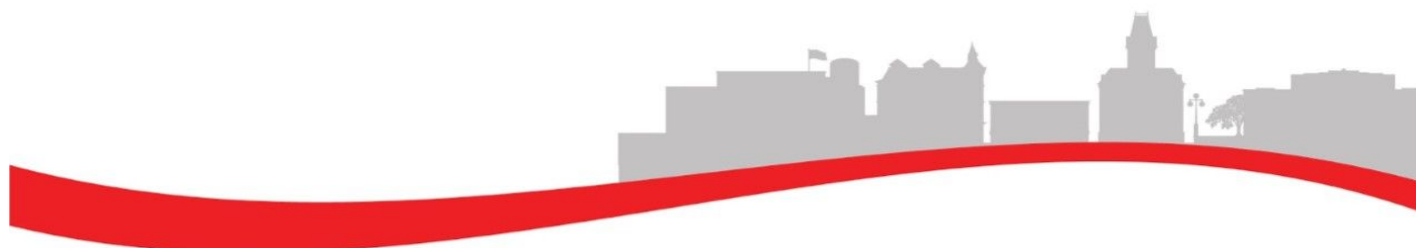
Chief Executive Officer's Message

Krista Ross



As we come to the end of another successful chamber year, it is a great time to reflect on the successes and accomplishments of the year. But first, I have to give a huge shout out to Stephen Hill - a dedicated and hard working President of the Board of Directors who has certainly gone above and beyond the call of duty! His commitment and the time that he has given to the betterment of our business community and your organization is second-to-none! Stephen's work was supported by an excellent Executive team and Board. I look forward to having the opportunity to work with incoming President Paul Simmonds and on your behalf, I thank him for stepping up to the plate to lead our organization. Our President, executive, board and committees did an amazing job of working on issues and topics of concern to the business community and being excellent stewards of your organization. Their work was supported by the chamber team consisting of Morgan Peters, Wendy Morrell, Stacey Murray, Christine Little, Brianne Phillips, Janet Moser and myself. I can't imagine a more enthusiastic and hardworking team than my colleagues here at the chamber and I thank each of them for their hard work, dedication and loyalty to the chamber. They are a pleasure to work with - we not only work hard, we have fun! The volunteer and staff team do their utmost to serve our nearly 950 members and provide shared services, education, networking, communication tools and advocacy to fulfill your needs.

This year our advocacy work has continued and been strengthened with increased communication with our elected officials on all three levels. We continue to meet quarterly with our local provincial and federal elected representatives. Our Municipal Government Affairs Committee year culminated in co-hosting a mayoral debate with The Daily Gleaner & Rogers Television, working with our new mayor and newly elected council and the preparation of a position brief to present to the new council. We are also working alongside our counterparts in Moncton and Saint John to work collaboratively with the mayors and economic development agencies in our three cities. During the run-up to the federal election we also worked closely with all four candidates in the Fredericton riding hosting an information session with each. This, along with our 'questions that count' series helped our members to decide for whom they would cast their vote. Both at the provincial and federal level - we participated in budget education for our members - producing



information releases to assist the business community in understanding the impact of the budget on them. Additionally we provided pre- and post-budget commentary regarding business interests and concerns as they related to the budgets. Our Policy and Research Manager Morgan Peters does an incredible job of coordinating, researching, writing and managing our advocacy work - hats off to him for being a leader in the work that he does on behalf of our members!

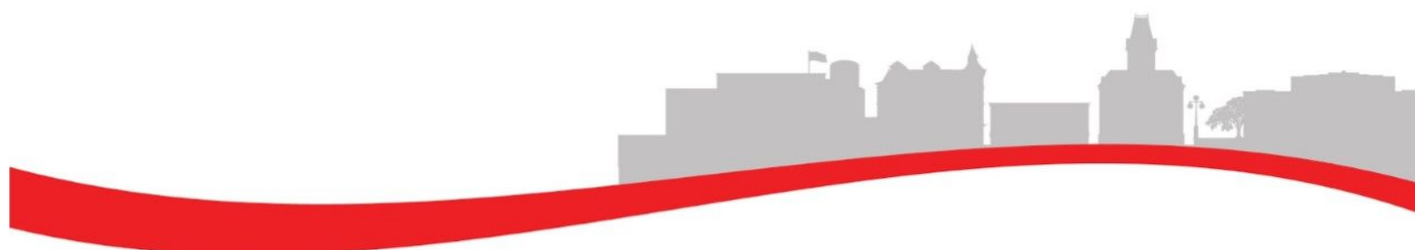
For me, a highlight of our advocacy work this year was launching a monthly op-ed piece in The Daily Gleaner (and often running in the Telegraph Journal as well). This was one of the platforms used to speak to our community about business concerns and to highlight business opinion on such things as natural resource development. These op-ed pieces were also featured in our blog which has gained popularity this year as well!

Our Business Immigrant Mentorship Program and HIVE incubator continue to succeed and grow in leaps and bounds. Janet Moser, the Director of these programs continues to work closely with our funder, the Department of Post-Secondary Education, Training and Labour and the various immigration groups to ensure that we are providing top quality training and mentorship to our newcomers - we want them to come here, love it here, put down roots, and stay!

This past year, we were delighted to award two scholarships. One to Drew Salmon, a 2015 Leo Hayes High School graduate who attended Dalhousie University this past year studying medical sciences and the other to Taylor McGrattan, a 2015 Leo Hayes High School graduate who studied science at UNBSJ this past year. This has been a great way for our organization to give back and to encourage students who are continuing their studies!

Our website got a great refresh this year under the direction of Operations and Communications Manager Wendy Morrell - what a great, user friendly site we have that helps our members keep our information at their fingertips! Additionally, we have freshened up our Eblast communications as well as our magazine - we work hard to stay current and appealing to our members in terms of how we communicate.

Our networking and education events continue to be the backbone of our membership experience. Event Manager Stacey Murray planned and implemented more than 50 events with more than 4000 total people in attendance and more than 100 businesses as sponsors! WOW, Stacey - great job! We are always, however, on the lookout for new event ideas and ways to make our existing events even more effective - reach out to Stacey if you have ideas in this regard OR if you are interested in sponsoring an event!

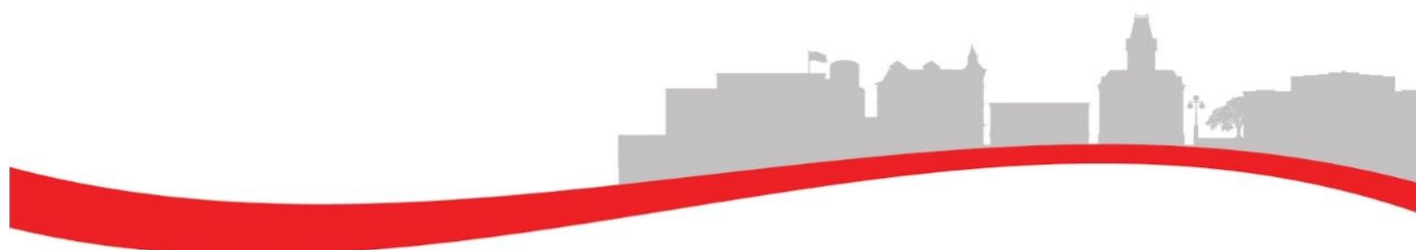


We added a new benefit this year - a texting service which we are getting ready to roll out, using BamText as the service provider. BamText is an outbound mass text messaging system that is used as both a communications tool and a mass text message marketing platform. We also developed criteria based on best practices across the country to make it easier for businesses interested in offering an exclusive Chamber member benefit to determine if their offering will fit our requirements. We welcome ideas for other new benefits that might be of interest to our members! I'm pleased to tell you that our membership is growing and we are experiencing better retention rates of members than in the past 3 years! We are proud to be the largest chamber of commerce in New Brunswick and strive to meet your needs to continue in that capacity. Our Membership Development and Marketing Manager Christine Little serves our members well and does an awesome job of keeping them informed through our social media channels! She continues to encourage businesses to join and has developed new programs for keeping in touch with our members to ensure we are meeting their needs.

I am proud to have served as a representative of the chamber and the business community on a variety of boards and committees throughout the community. These include: Fredericton Community Agencies, Ignite Fredericton SEED Board, Local Immigration Partnership Committee (LIP), Ignite Fredericton Startup Stakeholder Task Force, Fredericton International Airport Air Service Advisory Committee, Ignite Fredericton Natural Resource Task Force, NB Employers Coalition, Horizon Health's Local Communications Advisory Committee, Community Advisory Committee for the Fredericton Downtown Community Health Clinic (Chairperson), The Mayor's Syrian Refugee Task Force and Ignite Fredericton's Export Accelerator Steering Committee. Additionally, I completed a two-year term representing our region on the board of Chamber of Commerce Executives of Canada (CCEC). Anyone interested in hearing more about the work of these various committees can reach out to me and I would be more than happy to provide a detailed update.

This year, our board and team participated in the creation of a new strategic plan, one that will keep us on track to work with and for our members in helping you to be successful and grow your businesses and organizations through the support that we provide. The plan is detailed on our website and I encourage you to have a look at the finished product! Symplicity Designs did a great job assisting us with developing the plan, keeping focus, and have continued to work with us on updates since we created the plan. During the planning sessions, the board and team developed the following; Our vision (passion) is **COMMUNITY PROSPERITY THROUGH BUSINESS**, and our value proposition (mission) is to **Help Business Improve, Innovate & Grow** through networking, shared services, advocacy, and events. This sounds like an incredible framework for your organization to help your business!!

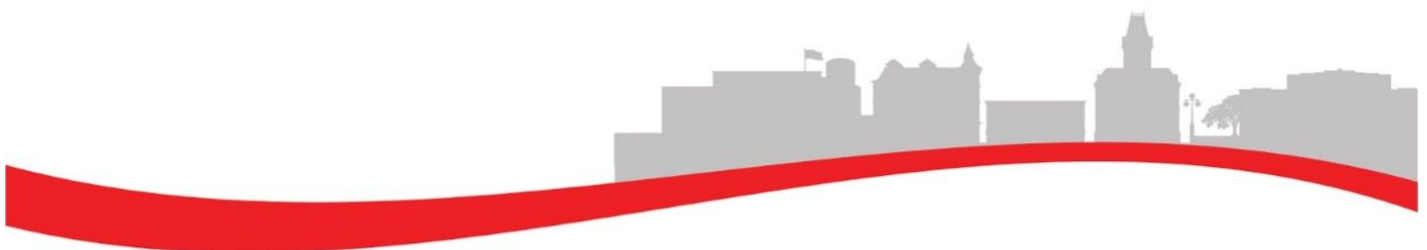
I would be remiss if I did not say a particular thank you to the many volunteers who have assisted the Chamber this past year. Without the support of all of those who have volunteered

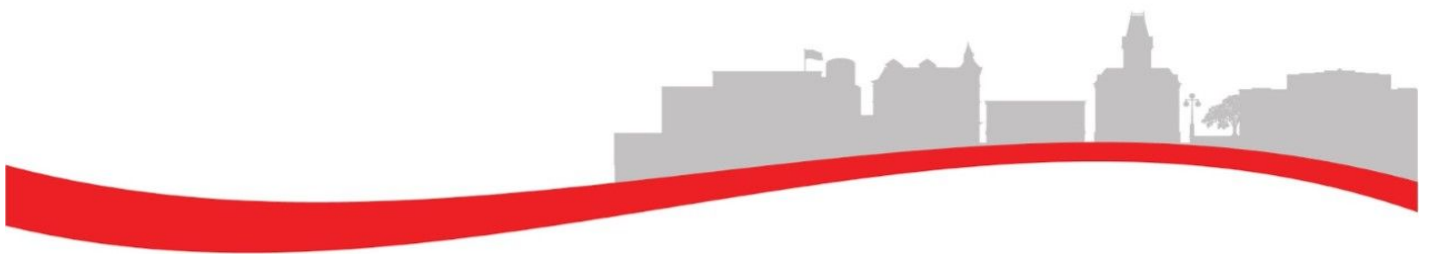


their time - such as committee volunteers - for the betterment of our community through the work of the Chamber - we could not exist and provide the services we do... we owe them gratitude! The many companies who have hosted and sponsored events or donated prizes. The speakers who have provided information and education to our members. All of you who have attended events. Those who have supported our publications by purchasing advertising. But, a huge thanks has to also go out to those who have finished their service on our board. It has been a pleasure to have Joseph O'Donnell on the Chamber Board for eight years and we appreciate his many years of service and this past year as Past President. Nick Norrad who has provided a tremendous service to our organization as treasurer for four years. And outgoing board members Laurie Guthrie (four years service), Karen Murdoch, Bob Gallen, Barbara Burnett and Nathan Armstrong - thank you so much. Also in remembrance of Board Member Geoff Gallant who served our organization for two years and passed away late in his second year of service - we were so saddened by this loss to our community.

A shout out also to the many organizations that we work so closely with: Ignite Fredericton, Business Fredericton North, Downtown Fredericton Inc., The City of Fredericton, Opportunities NB, The Greater Fredericton International Airport Authority, The Coalition of NB Employers... to name a few! We value your input and insight and look forward to continuing our strong relationship and working closely with you in the coming year.

As we finish this Chamber year and dive into the next one with enthusiasm - I hope that I will have an opportunity to interact with you and your business this coming year! As always, I welcome your input and feedback. Thanks for your support and participation! I look forward to another great year!





2015-2016 Board of Directors



Stephen Hill
President
Elliott McCrea Hill



Joseph O'Donnell
Past President
National Bank Financial



Paul Simmonds
1st Vice President
Robert Simmonds Clothing



Keir Clark
2nd Vice President
Scotia Wealth Management



Nick Norrad
Treasurer
Spacek and Norrad
Chartered Accountants



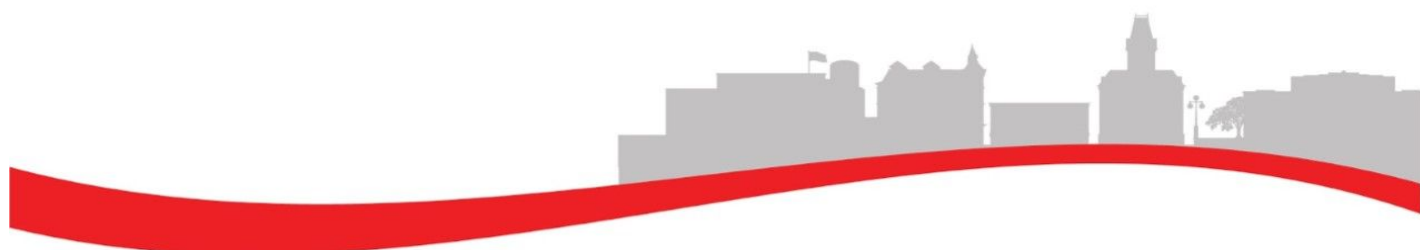
Ryan Boyer
Executive
Cain Boyer
Benefits Group



Karen Grant
Executive
Kiers Marketing Group



Laurie Guthrie
Board Member
City of Fredericton / Ignite
Fredericton





Charit Khatri
Board Member
Bulletproof Solutions Inc.



The late
Geoff Gallant
Board Member
Crowne Plaza Fredericton



Nathan Armstrong
Board Member
Xiplinx



Karen Murdock
Board Member
University of New
Brunswick



Robert Gallen
Board Member
RPS HMA



Barb Burnett
Board Member
Atlantic Institute on Aging



Jason LeJeune
Board Member
Isaac's Way Restaurant



Jill Stairs
Board Member
EPR Daye Kelly &
Associates



Rick Allen
Board Member
Quality Engineered
Solutions Ltd.



Victoria Andrews
Board Member
CIBC - Commercial
Banking





Dave Watt
Board Member
The Right Choice Team Ltd.
- Exit
Realty Advantage



Bronwyn Mulherin
Board Member
Downtown Optometry Clinic



Roger Bannister
Board Member
Tactical Business
Consulting



Krista Ross
Ex-officio
CEO, Fredericton Chamber
of Commerce



Treasurer's Report

Nick Norrad



The 2015-16 fiscal year was another positive campaign for our chamber of commerce. After a break-even year in 2014-15, our revenues increased nicely and exceeded our expenses by \$34,852. It was particularly encouraging to see our membership revenue increase from \$274,321 to \$285,073. From an event, service delivery and advocacy perspective – the staff and Directors have put in another excellent year. Our balance sheet remains strong – at April 30th, 2016 the Chamber's assets exceed its liabilities by \$375,045.

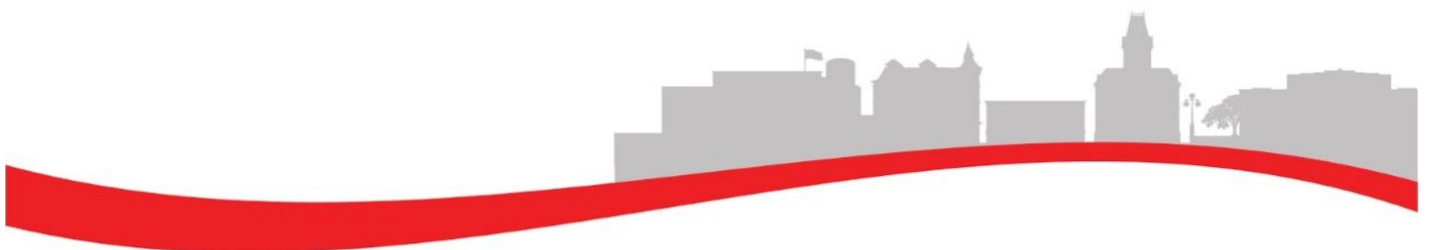
A summary of selected analysis is as follows:

	Actual 2015/16	Budget 2015/16	Variance \$	Variance %	Actual 2014/15
REVENUES					
SPECIAL PROJECTS	421,277	394,950	26,327	7%	413,546
MEMBERSHIP DUES	285,073	288,000	(2,927)	-1%	274,321
OTHER	220,568	234,590	(14,022)	-6%	226,987
TOTAL REVENUE	926,918	917,540	9,378	1%	914,854
EXPENSES					
SPECIAL PROJECTS	208,024	214,380	(6,356)	-3%	219,207
SALARIES & BENEFITS	351,736	355,162	(3,426)	-1%	345,219
PREMISES BUILDING	66,159	66,159	-	0%	58,223
OTHER	266,147	279,139	(12,992)	-5%	293,261
TOTAL EXPENSES	892,066	914,840	(22,774)	-2%	915,910
EXCESS	34,852	2,700	32,152		(1,056)



Looking forward, the 2016-17 fiscal year should be another excellent campaign. Planning for our hosting of the Canadian Chamber National conference will keep our Directors and staff busy. On a personal note, this will be my last Treasurer's report as my term on the Board ends today. I have very much enjoyed my time as Treasurer for our Chamber and am happy to leave the position in good hands, with Jill Stairs assuming the role going forward.

I would like to gratefully acknowledge management's skilled leadership and stewardship of our financial resources and the Board of Directors for their demonstrated fiduciary responsibility and due diligence.



Advocacy Update

Morgan Peters



Introduction

2015-16 was another active year for the Fredericton Chamber of Commerce's advocacy work. With both a federal and municipal election, a number of critical issues at all levels of government and ongoing work on our priority items, chamber staff and volunteers were kept busy. Our advocacy work was led by our board of directors and four volunteer committees: Provincial Government Affairs, Municipal Government Affairs, Physician Recruitment & Retention and Policy Development. The board of directors decided to end the Economic Development Committee, instead focusing on supporting our local economic development partners and our other internal committees. Thank you to all of our volunteers for your contributions throughout the year - your participation benefits the

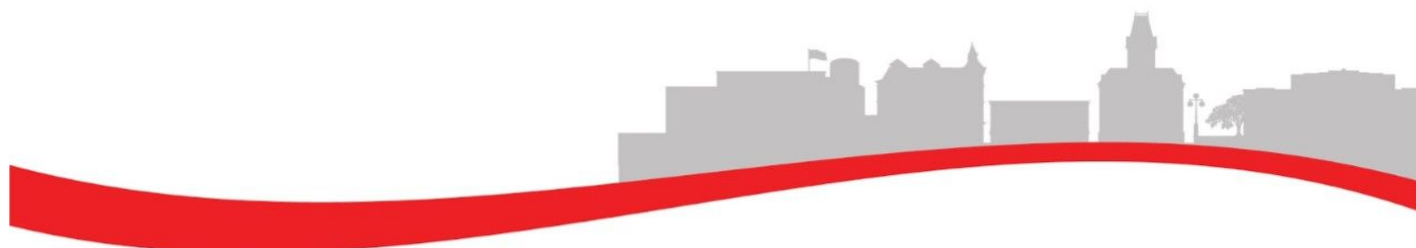
business community in our region and is one of the highlights of my job!

Major Issues/Initiatives

2016 Municipal Election - We were engaged in the municipal election in a number of ways. We hosted a mayoral debate in partnership with The Daily Gleaner and RogersTV NB, which was well attended and can be viewed on our website. Our Questions That Count series was less successful with fewer than half of all candidates responding and we discuss ways to improve at our post-mortem meeting. Krista wrote pre- and post-election commentaries for the Gleaner. We sent letters of thanks to the outgoing mayor and councillors and are arranging the following meetings:

- Meeting with mayor-elect Mike O'Brien
- Meeting with the four new councillors
- Meeting between mayors, chambers and economic development agencies of Fredericton, Moncton, Saint John.

2015 Federal Election - Our candidate presentation series concluded on October 8th with all four candidates participating in individual presentations. However, the series was not well attended and we will likely use a different format in future federal elections at least (it seemed to work much better for our provincial leader series in 2014). All candidates



also participated in our “Questions That Count” series as well, answering all 14 questions posed to them. We also met prior to the election with Green Party leader Elizabeth May and local candidate Mary Lou Babineau, then-Liberal Finance Critic Scott Brison with local candidate Matt DeCoursey as well as former Conservative cabinet member Peter McKay with local candidate Keith Ashfield.

In the post-election period we sent congratulatory letters to four of our local MPs: Matt Decourcey (Fredericton); TJ Harvey (Tobique-Mactaquac); Pat Finnigan (Miramichi-Grand Lake); and Karen Ludwig (NB Southwest). Each of these ridings contains portions of the Greater Fredericton area or have substantial business/employment connections. We asked to meet with each of them individually in the coming weeks and also requested that DeCoursey and Harvey join our quarterly regional meetings with federal/provincial representatives.

We also sent a letter to former MP Keith Ashfield thanking him for his service to the area and engagement with the chamber over the years.

Provincial Budget / SPR - On 2 February 2016, NB Finance Minister Roger Melanson delivered the Liberal government’s second budget, which included the results of the Province’s strategic program review. Krista and I attended the pre-budget lock in that morning. Our Provincial Government Affairs Committee provided a pre-budget brief to the minister in December. Our post-budget analysis included a press release, budget summary for business (with the Saint John and Moncton chambers), a blog post and an op-ed in the Daily Gleaner.

Federal Budget - On 22 March 2016, Finance Minister Bill Morneau delivered the federal Liberal government’s first budget. With a \$29.4 billion projected deficit, the additional infrastructure investment was relatively low (as per campaign platform) at \$11.9 billion over five years. Dominic LeBlanc (NB MP and Government House Leader) did make comments immediately after the budget release that New Brunswick can expect to benefit greatly from spending plans. Our post-budget analysis included a news released and budget summary for business (with the Saint John and Moncton chambers).

Natural Resources - in 2015-16, the chamber maintained a focus on promoting the importance of responsible natural resources development to our economy. We concluded our natural resource-themed Presentation Day series with presentations by Enbridge Gas NB, NB Power (re: Mactaquac Dam), A/V Nackawic, and BioNB. We joined a new initiative called the New Brunswick Responsible Energy Development Alliance, which is a broadly-based group of business representatives supportive of the shale gas industry. We wrote an op-ed for Brunswick News reacting to the release of the NB Commission on Hydraulic Fracturing final report, blog post and news release.



Access to Primary Care Health Care - 2015-16 was a busy year for our long-standing priority of improving access to primary care in the Fredericton area. After moving 'health care advocacy' to the Provincial Government Affairs Committee, the Physician Recruitment & Retention committee increased its other activities. Most notably, we began a 'physician business training' program to help new doctors transition to running a business - which they receive scant training for in their studies. We have since partnered with the NB Medical Society to make the programming even more robust. We also expanded our summer reception to include residents from Moncton and Saint John while also adding a riverboat tour to the evening. We again assisted Horizon Health with their Home for the Holidays event and celebrated the news that a new permanent home was found for the city's downtown community health centre, which is expected to be fully operational by the end of the calendar year.

Canadian Chamber of Commerce - We continued to be actively engaged with the national chamber in 2015-16. In addition to participating in a number of webinars and conference calls regarding the 2015 election, the federal budget, Syrian refugees and more, we were able to pass a policy resolution at the annual general meeting in Ottawa regarding making Unmanned Aerial Vehicle (drones) regulations more business friendly (as far as safety and privacy concerns will allow). Krista and I also sat on the policy resolution screening committee, which reviewed all submitted resolutions for appropriateness to send to the floor at the AGM.

Mactaquac Dam - with a multi-billion decision looming in 2016 for NB Power, we provided information to our members about the Mactaquac Hydro Dam, its state of disrepair and possible options for moving forward to better prepare them to engage in the process. We hosted project manager George Porter for a presentation, included articles in Insight Magazine / Chamber Connections, shared information via social media and went on a tour of the facility.

Infrastructure - Expanding the Fredericton International Airport and building a new performing arts centre remain our priority infrastructure items. We co-sponsored a policy resolution that would assist the airport expansion process, which was narrowly voted down at the Canadian chamber AGM. We wrote letters of support to all levels of government on both projects and include their importance in various positions briefs, articles and other means.

Communications

In 2015-16 we:

- Issued 18 news releases
- Began a monthly commentary in The Daily Gleaner
- Added 10 blog posts
- Increased our use of social media for advocacy purposes

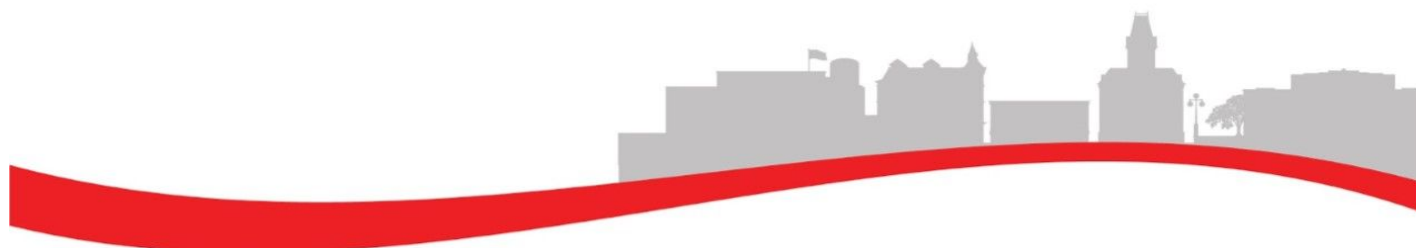


Events/Meetings

We continued to increase our engagement with members, stakeholders, partners and government. Some selected meetings and events attended or hosted from 2015-16 include:

- Quarterly meetings with our local MLAs and MPs
- Annual meet and greet with City Council and senior staff
- Participated in Innovation Week
- Co-hosted second installment of Choose Fredericton with Ignite Fredericton
- Attended GovMaker
- Attended PAC Tour
- Attended Regional Service Commission province-wide meetings
- Energy East Safety and Emergency Response Presentation
- Conference Board of Canada Economic Outlook 2016
- Presented to NB Student Alliance
- Hosted contingent from Germany
- Hosted two contingents from Holland
- Pre-budget meeting with NB Finance Minister Melanson
- New Brunswick Growth Plan consultation (Jobs Board)
- Attended economic development stakeholder session in Moncton
- Local road construction consultation (Regent/Prospect)
- East Coast Energy Conference in Saint John
- NBREDA Natural Gas Media Briefing
- Go Global exporting event
- Hosted the Office of Procurement Ombudsman
- Attended: Newcomer Services Seminar, Local Immigration Partnership launch, Creating Welcoming Communities

Further details on some of our initiatives can be found in the committee reports. I'd like to thank all of our committee co-chairs for their leadership and collaboration.



Membership Update

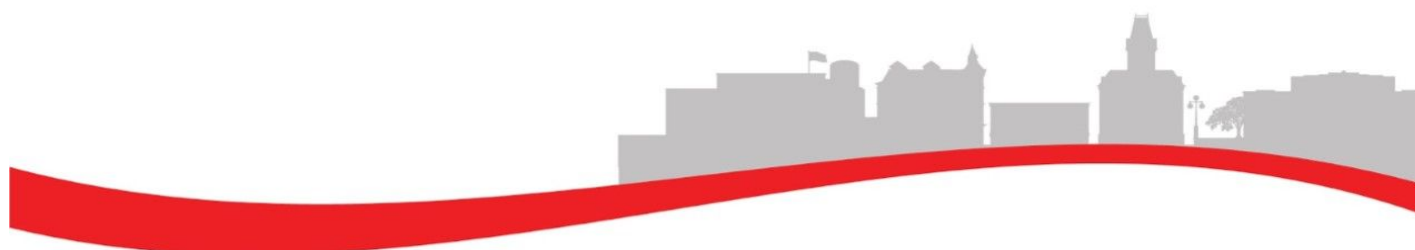
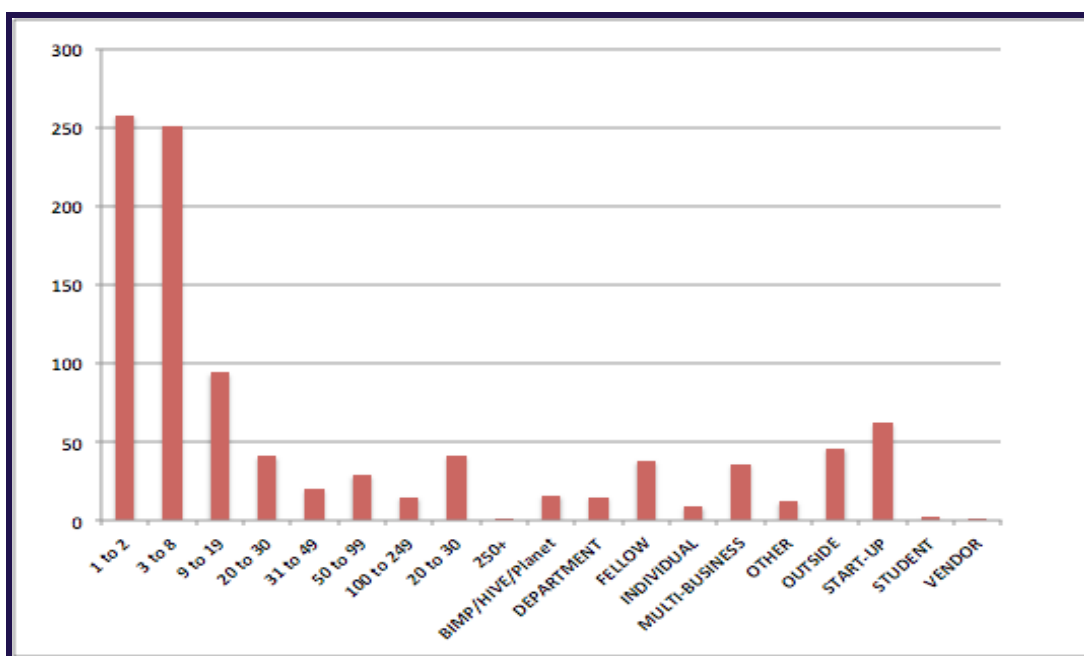
Christine Little



Joining the Fredericton Chamber of Commerce offers businesses many benefit services and unparalleled networking opportunities, allowing members to grow their business in a competitive city and be part of an organization that is working throughout the Greater Fredericton Area to ensure it continues to be a highly desirable place to live and work. Last year, our members took the opportunity to connect with a diverse, dynamic community of potential prospects and helping them to build powerful collaborations.

In 2015/2016, the Chamber was proud to welcome 110 new members, allowing them the possibility connect with more than 27,000 business professionals - reflecting the diversity amongst the chamber membership – from established corporations to emerging start-ups. We maintained a steady retention rate of 86%, continued to grow our M2M Program with 112 partners and happy to offer nine affinity program partnerships with 398 members taking advantage of these benefit services.

As part of our retention program, more than 200 members were visited throughout the year to discuss various business issues and ways in which the Chamber can continue to be a resource.



We continued to promote the Fredericton Chamber of Commerce throughout 2015/2016 in a number of ways including an unaddressed ad mail drop reaching out to almost 2,500 businesses in the Greater Fredericton Area which turned out to be a great success; supplemented with annual radio campaigns on both Newcap Radio and Bell Media stations.



With a concerted effort on our social media presence, we continue to engage in this marketing platform with 5,795 followers on Twitter, 1,929 followers on Facebook and 941 followers on our LinkedIn page.

Our Growing Together referral program continues to be a big hit with our members; having had them refer 15 new chamber members. We will continue to promote and grow this program into 2016/2017.

The active role the Chamber plays in our business community, along with the many shared services we offer, combined with the educational components, networking opportunities and the leadership role in which the Chamber takes on the many issues affecting the businesses in our region, we feel our members are offered a great return for their membership investment.



Event and Sponsorship Update

Stacey Murray



The Fredericton Chamber of Commerce hosted **54** events this year, with more than **4200** people in attendance. Without the continuous support of our sponsors, these events would not be possible; **109** event sponsors were secured throughout the year.

Stacey Murray, Event Manager, has been selected as one of three finalists for the Planner of the Year award by Meeting Planners International (MPI) Atlantic Chapter. The recipient of this award will be announced on June 15, 2016 at an awards dinner at the Delta Halifax.

Monthly Events

Business After Hours is one of our most successful networking opportunities; it allows businesses to showcase their products and place of business. We had **695** people attend our Business After Hours events at **8** different member locations this year.

Business Over Breakfast is becoming a popular event for our members who are unable to attend the Business After Hours events. We had **308** people attend our Business Over Breakfast events at **9** different member locations this year, this is an increase from our **5** events last year.

Professional Development events include Lunch & Learns, ProfitLearn Sessions, Presentation Day Series, and Chamber & Rotary Distinguished Speaker Series. In total this year we hosted **27** professional development events.

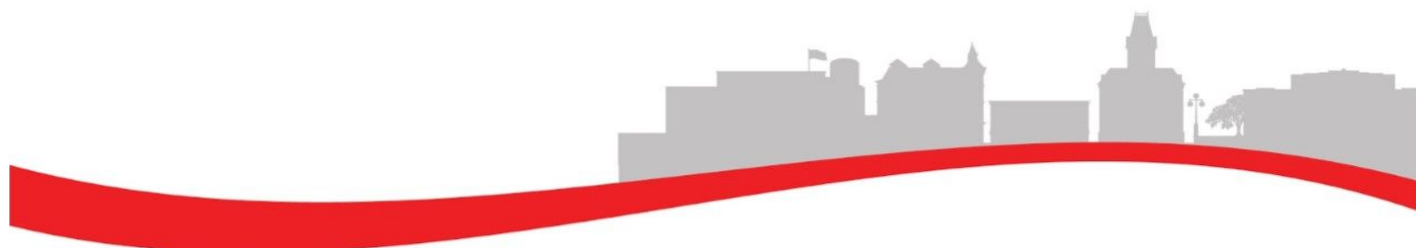
Annual Events

Summer Biz Bash – June 4, 2015 – As a member appreciation event the Chamber finishes the year off with one last mix and mingle before the summer break. The Wheels & Deals team hosted this event that had 148 people in attendance.



Annual General Meeting (AGM) and President's

Reception – June 25, 2015 – This event offers the incoming and outgoing Presidents an opportunity to discuss what their perspectives are from the last year and what the incoming President would like to see happen in the year ahead. There were **47** people in attendance.



Past President's Luncheon – This event did not take place in 2015 due to low attendance.

Golf Tournament – August 22, 2015 – This year the Fredericton Chamber of Commerce hosted its **26th Annual Golf Tournament** at Kingswood Golf. This was a sold out event, with **148 golfers!** The golfers enjoyed a great day of golfing, networking and fun activities. Thank you to our prize and silent auction donors and a big thank you to all **29 tournament sponsors**.

Business Excellence Awards – October 22, 2015 – This awards ceremony recognizes businesses that have shown outstanding customer service, community involvement and other notable achievements. We honoured seven companies/people in front of **307 attendees** and **19 event sponsors**. The award winners included:

KPMG Resilience Award - Douglas Animal Hospital

Credit Unions Small Business Award - Audiocorp

UPS Large Business Award - Plaza Retail REIT

Jim Gilbert's Wheels & Deals Not-For-Profit Organization Award - The Fredericton Playhouse

Matthews McCrea Elliott Community Leadership Through Business Award - Beaverbrook Art Gallery

Wilson Insurance Ltd. Start-up Award - Smart Skin Technologies

Opportunities NB (Opportunités NB) Business Person of the Year Award - Rivers Corbett, Relish Gourmet Burgers

State of the City Address – November 24, 2015 – His Worship Mayor Brad Woodside gave an update on the initiatives being undertaken by the City of Fredericton. There were **320 attendees** and **9 sponsors** at this event.

State of the Province Address – January 29, 2016 – Since 1974 the Fredericton Chamber of Commerce has hosted nine premiers to give the State of the Province Address. This year was our largest address at the Fredericton Convention Centre with **992 attendees** and **28 event sponsors**.

Curling Funspiel – March 18, 2016 – This was our fourth annual Curling Funspiel, the event has always sold out since its creation in 2013. With **81 curlers**, **20 sponsors** this event is a day full of fun, team building and networking.



For a list of our upcoming events contact the chamber office at 458-8006 or visit our website at www.frederictonchamber.ca.

Attendance Numbers for 2015/2016 Event Year

05/05/2015 - HR Forum - The Top 5 Human Resources Related Risks You Need to Know (83)
 05/07/2015 - May Business After Hours - The Blue Door (66)
 05/20/2015 - Lunch & Learn - Twitter (44)
 05/22/2015 - Presentation Day - Real Food Connections (33)
 05/25/2015 - Chamber & Rotary Distinguished Speaker Series - Smart Skills for a Smarter Canada (42)
 05/26/2015 - May Business Over Breakfast - Xpert Office Products Inc. (35)
 06/04/2015 - Think Big, Act Small - How to Grow a Sticky Brand (77)
 06/04/2015 - Summer Biz Bash (148)
 06/18/2015 - Presentation Day - Enbridge Gas New Brunswick (36)
 06/23/2015 - June Business Over Breakfast - Dynamic Dental Hygiene Clinic (34)
 06/25/2015 - Annual General Meeting (47)
 07/23/2015 - Physician Recruitment Welcome Reception (60)
 08/19/2015 - Mid-Summer Breakfast with Premier Gallant (111)
 08/27/2015 - Annual Golf Tournament (148)
 09/10/2015 - September Business After Hours - Planet Hatch (138)
 09/15/2015 - Attracting & Hiring the Best Employees (11)
 09/16/2015 - Lunch & Learn - Business Management 201 (15)
 09/17/2015 - Federal Candidate Series - Matt DeCoursey (24)
 09/22/2015 - September Business Over Breakfast - Ste. Anne's Court Retirement Residence (27)
 09/23/2015 - Federal Candidate Series - Mary Lou Babineau (26)
 09/24/2015 - Chamber & Rotary Distinguished Speaker Series - Building New Brunswick's Innovation Ecosystem Together - (31)
 09/30/2015 - Presentation Day - NB Power/Mactaquac Dam Project (72)
 10/01/2015 - October Business After Hours - Mandarin Palace Restaurant (65)
 10/07/2015 - Federal Candidate Series - Keith Ashfield (21)
 10/08/2015 - Federal Candidates Series - Sharon Scott-Levesque (23)
 10/20/2015 - October Business Over Breakfast - Kingswood Lodge (32)
 10/22/2015 - Business Excellence Awards (307)
 10/26/2015 - Chamber & Rotary Distinguished Speaker Series - Manufacturing Our Future (55)
 10/30/2015 - Presentation Day - A/V Nackawic - A Re-invention of NB's Forestry Industry (43)
 11/05/2015 - November Business After Hours - Gardiner Realty / Royal LePage and Magee Jewellers & Designers (66)
 11/17/2015 - November Business Over Breakfast - Downtown Optometry Clinic (31)
 11/24/2015 - State of the City Address (320)
 11/26/2015 - Chamber & Rotary Distinguished Speaker Series - Celebrating Success - A behind-the-scenes look at how the Fredericton community and airport are building record growth together (44)
 12/2/2015 - Presentation Day - BioNB (31)
 12/03/2015 - December Business After Hours / Holiday Season Celebration - Crowne Plaza Fredericton (135)
 01/19/2016 - January Business Over Breakfast - Foundation Health Centre PC (33)



01/21/2016 - Winter Warmer Chamber Open House (83)
 01/25/2016 - Chamber & Rotary Distinguished Speaker Series - Get in the Race! (8)
 01/27/2016 - Lunch & Learn Webinar Series - Personal & Corporate Taxation (25)
 01/28/2016 - 2016 State of the Province Address (992)
 02/04/2016 - February Business After Hours - Priority Personnel Inc. (70)
 02/16/2016 - February Business Over Breakfast - Fredericton's Health Source (27)
 02/24/2016 - Lunch & Learn Webinar Series - Email Marketing 101 (18)
 02/25/2016 - Chamber & Rotary Distinguished Speaker Series - The Office of the Privacy Commissioner of Canada is here to help! (16)
 03/03/2016 - March Business After Hours - Elliott McCrea Hill (68)
 03/15/2016 - March Business Over Breakfast - New Brunswick Employer Support Services (35)
 03/16/2016 - Premier's Breakfast - Cybersecurity (106)
 03/18/2016 - Curling Funspiel (81)
 03/30/2016 - Lunch & Learn Webinar Series - Everything You've Ever Learned About Generating Leads And Growing Your Business Is Wrong! (32)
 04/07/2016 - April Business After Hours - Corked Wine Bar & Lounge (87)
 04/19/2016 - April Business Over Breakfast - Hotchkiss Home Furnishings (54)
 04/27/2016 - Lunch & Learn Webinar Series - Present Like A Pro! (33)
 04/28/2016 - Chamber & Rotary Distinguished Speaker Series - The Atlantic Region's Economy - Where Are We Now, and Where Are We Headed? (25)
 04/28/2016 - 2016 Tri-City/Maritime Chamber Business Expo (n/a)*
 *The Fredericton Chamber of Commerce co-hosted these events, and therefore, an accurate attendance number is not available.

Event Sponsors for 2015/2016 Event Year

Golf Tournament

Presenting Sponsor - Crowne Plaza Fredericton Lord Beaverbrook Hotel

Promotional Sponsor - Coastal Graphics

Dinner Sponsor - Dana's Collision Center / CSN

Golf Cart Sponsor - Bell Media

Beverage Sponsor - Fredericton Appraisal Associates Ltd.

Design Sponsor - Ginger Design

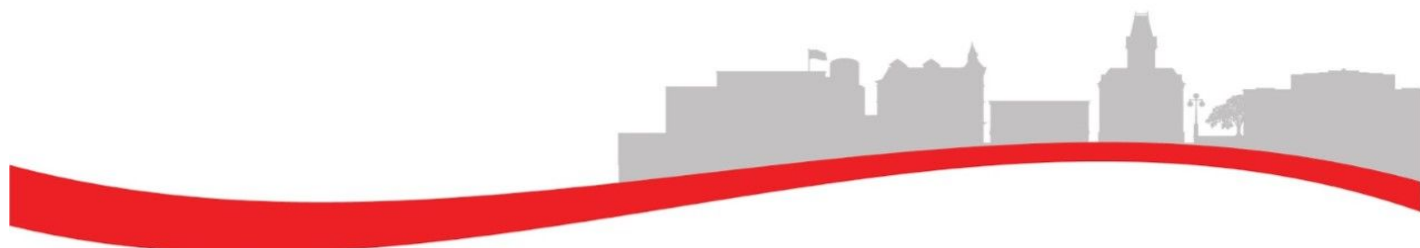
Reception Sponsor - Cambridge-McKnight Ltd.

Entertainment Sponsor - Signature Sound Ltd.

Prize Sponsor - Clowater's Plumbing & Heating

Event Photographer - Rob Blanchard Photography

Putting Green Sponsor - Ramada Hotel



Golf Sponsors (continued)**Hole Sponsors** - Delta Fredericton Hotel

Wilson Insurance Ltd.

Hotchkiss Home Furnishings

Allstate Insurance

Bell Media

Comfort Inn Fredericton

Cominar

Crowne Plaza Lord Beaverbrook Hotel

Winmar Fredericton

Andrew H. Williams Insurance Agency / Williams Chiropractic Health & Performance Center

Corey Insurance / Fredericton Outfitters & Anglers

Mayday Group Inc. / Swagshop.ca

Perfect Parties by Nancy

Elliott McCrea Hill

Ginger Design

Office Interiors NB

Colpitts Developments Ltd.

Coastal Graphics

Business Excellence Awards**Platinum Sponsor** - McQuinn Media**Gold Sponsors** - Signature Sound

University of New Brunswick/

College of Extended Learning

Silver Sponsors - Credit Unions of New Brunswick

Elliott McCrea Hill

Opportunities NB

UPS

Wheels & Deals Ltd.

Wilson Insurance Ltd.

Bronze Sponsors - Rob Blanchard Photography

Vagrant Creative Inc.

Air Canada

Constellation Brands

KKP Kwik Kopy Printing

Weddings & Events Designed by Sylvain

Newcap Radio

Valley Graphics Ltd.

Frantically Atlantic Entertainment

LuminUltra Technologies Ltd.

State of the City Address**Gold Sponsors** - Elliott McCrea Hill

Freeman Audio Visual

Silver Sponsors - Greater Fredericton Knowledge Park Inc.

f6 Networks Inc. and Go-Fred

Bronze Sponsors - Advocate Printing

The Daily Gleaner

Kiers Marketing Group

Rob Blanchard Photography

Past Mayors Table Sponsor - Teed Saunders Doyle & Co.

State of the Province Address (continued)**Platinum Sponsor** - Siemens Canada Limited**Gold Sponsors** - Emera New Brunswick
Rogers**Wine Sponsor** - APEGNB - Association of Professional Engineers & Geoscientists of NB**Silver Sponsors:** - Bell Aliant
KPMG
Stewart McKelvey**Premier's Reception Sponsor** - TransCanada**Young Entrepreneur Table Sponsor** - National Bank Financial**Bronze Sponsors** - Advocate Printing
Air Canada
Atlantic Lottery
BMO Bank of Montreal
Cominar
Delta Fredericton Hotel
Emerge Designs
Fredericton International Airport Authority Inc.
NBCC Fredericton Campus
New Brunswick Association of CBDCs
New Brunswick Innovation Foundation
New Brunswick Medical Society
Rob Blanchard Photography
Robert Simmonds Clothing
Signature Sound Ltd.
Simpson Building Contractors Ltd.
St. Thomas University
Weddings & Events Designed by Sylvain
Venue Sponsor - Fredericton Convention Centre**Curling Funspiel****Platinum Sponsor** - Enbridge Gas New Brunswick**Gold Sponsors** - D.P. Murphy Hotels & Resorts
National Bank Financial
Valley Graphics Ltd.**Silver Sponsors** - Colour Pro Print and DesignDelta Fredericton Hotel
Booth Party Photobooth
Northwest Healthcare Properties -
Fredericton Medical Clinic**Bronze Sponsors** - Downtown Optometry Clinic
East Side Mario's
Moosehead Breweries
OMISTA Credit Union
Rob Blanchard Photography
Tim Horton'sHotchkiss Home Furnishings
Regent Mall
Scotia Wealth Management
Will Venator - Canada's Huggable
Car Dealer
Scotiabank

Business After Hours - Edwina's Catering
Stephen MacGillivray Photography

Business Over Breakfast - Stephen MacGillivray Photography

Lunch & Learn Webinar Series - University of Fredericton

Thank you to our guest speakers

05/05/2015 - HR Forum - Sally J Wells / Julia Ramirez, Ignite Fredericton / Nicola Anderson, UNB / Penny Polchies, JEDI / Mike Burgess, Xplornet Communications Inc. / Lori Orchard, St. Thomas University
John Oxner, Government of New Brunswick / Wayne Mallet, NBCC / Richard Pitre, Stewart McKelvey
05/20/2015 - Lunch & Learn - Clayton Beaton, St. Thomas University / Ashlen Henry, St. Thomas University
05/22/2015 - Presentation Day - Levi Lawrence, Real Food Connections
05/25/2015 - Distinguished Speaker Series - Paul Davidson, Universities Canada
06/04/2015 - Summer Biz Bash - Jeremy Miller, Sticky Branding
06/18/2015 - Presentation Day - Gilles Volpe, Enbridge Gas NB
08/19/2015 - Mid Summer Breakfast - Premier Brian Gallant
09/15/2015 - Lunch & Learn - Pierre Battah
09/16/2015 - Lunch & Learn - Peter Price, P R Price Consulting
09/17/2015 - Federal Candidate Series - Matt DeCoursey, Liberal Party
09/23/2015 - Federal Candidate Series - Mary Lou Babineau, Green Party
09/24/2015 - Distinguished Speaker Series - Calvin Milbury, NBIF
09/30/2015 - Presentation Day - George Porter, Mactaquac Project
10/07/2015 - Federal Candidate Series - Keith Ashfield, Conservative Party
10/07/2015 - Federal Candidate Series - Sharon Scott Levesque, NDP
10/26/2015 - Distinguished Speaker Series - Joel Richardson, Canadian Manufacturers & Exporters
10/30/2015 - Presentation Day - Alan Hitzroth, AV Nackawic
11/24/2015 - State of the City Address - Mayor Brad Woodside
11/28/2015 - Distinguished Speaker Series - Johanne Gallant, Fredericton International Airport Authority
12/02/2015 - Presentation Day - Meaghan Seagrave, BioNB
01/25/2016 - Distinguished Speaker Series - Mike Quinn, Elections NB
01/27/2016 - Lunch & Learn Webinar - Jill Stairs, EPR Daye Kelly & Associates
01/28/2016 - State of the Province Address - Premier Brian Gallant
02/24/2016 - Lunch & Learn Webinar - Genevieve Coates, Generate Creative Marketing
02/25/2016 - Distinguished Speaker Series - Brent Homan, Office of The Privacy Commissioner of Canada
03/16/2016 - Premier's Breakfast - Premier Brian Gallant
03/30/2016 - Lunch & Learn Webinar - Rivers Corbett, Relish Gourmet Burgers
04/27/2016 - Lunch & Learn Webinar - Brad Detchevery, Fredericton Toastmasters Club
04/28/2016 - Distinguished Speaker Series - Finn Poschmann, Atlantic Provinces Economic Council



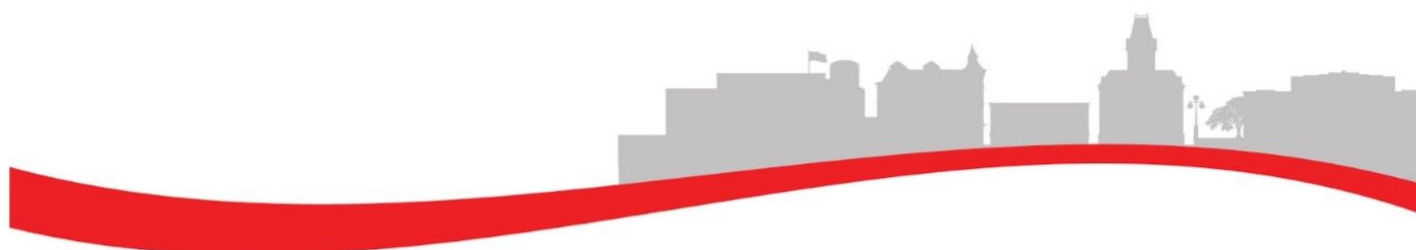
Thank you to our event committee volunteers:

Business Excellence Awards Nomination Committee

Chris Brown, ServiceMaster Clean of Fredericton
Janice Corey, Corey & Company
Joseph O'Donnell, National Bank Financial - Chair
Mike Mazerolle, Ignite Fredericton
Chris Johnston
Cyndy Jewett, Crowne Plaza Fredericton Lord Beaverbrook Hotel
Levi Lawrence, Real Food Connections
Robert Hatheway, Hatheway Orthodontics
Stacey Murray, Fredericton Chamber of Commerce

Business Excellence Awards Selection Committee

Christina Nicoll, The Fredericton Playhouse
Dan Coleman, University of New Brunswick
Ian Wilson, Investors Group Financial Services
Joseph O'Donnell, National Bank Financial - Chair
Karen Grant, Kiers Marketing Group
Keir Clark, Scotia Wealth Management
Lee Winchester, BMO Bank of Montreal
Mac MacFarlane, Investors Group Financial Services
Marilyn Wilson, Mayday Group Inc. / Swagshop.ca
Mark Mahoney, Scotiabank
Mary Butler, New Brunswick Community College
Mike Mazerolle, Ignite Fredericton
Mike Toole, Cambridge-McKnight Ltd.
Stacey Murray, Fredericton Chamber of Commerce



Operations and Communications Update

Wendy Morrell



In August, we will have been in our new office at 364 York Street for two years. We've settled in nicely and things around the office are running smoothly. Mission Properties have been a pleasure to work with and they are very helpful when we need anything at all.

Also in August we will have been using our new Google technology platform for two years. This has been a great timesaver for us and although it took a bit of adjusting, we're all using the platform to its full potential. Thanks of e-novations for their help and support.

Throughout the year I work with the Communications Advisory Committee to ensure the chamber is doing everything we can to communicate effectively with our members and the community. This year our Membership Development and Marketing Manager, Christine

Little made a big change in the look of our marketing material so we've had the opportunity to change the look of each of our communication tools. Thank you to Emerge Designs for our great new look.

Outreach Productions were great to work with to help us re-design our website to add our new design features. We've heard positive feedback from our members and they like the new layout and usability.

This year we tried something new with our membership directory - changing it to an online format only. However, due to low use, the committee decided to discontinue this publication. The membership information will be available through our database thanks to ChamberMaster and will be available on the chamber's website.

We've also made changes to our Insight Magazine, moving it to a quarterly publication. Cambridge Pen and Design have been great to work with incorporating our new look and KKP Kwik Kopy remains our printing partner for this publication.

We've also made changes to the look of our Eblasts to incorporate our new design and new this year, we've added our bi-weekly Members Around Town Eblast to allow our members to share their announcements and events to our membership.

Thank you to the members of the Communications Advisory Committee for their advice and thank you to my great co-workers for providing the chamber with articles and information for our publications throughout the year.



Business Immigrant Mentorship Program / The Hive Update

Janet Moser

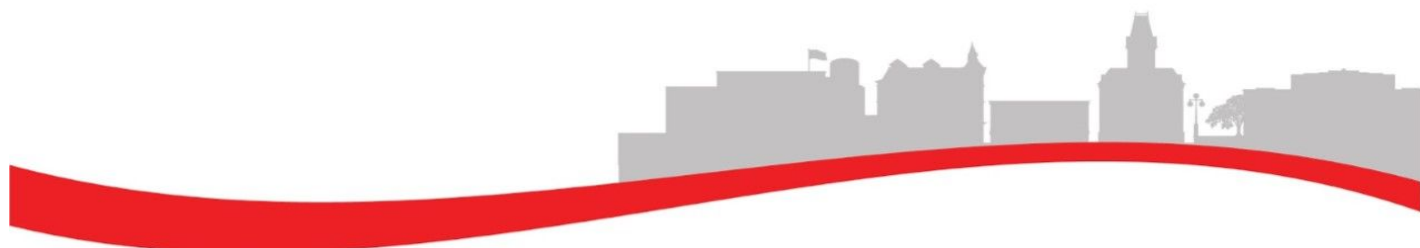


The Fredericton Business Immigrant Mentorship Program is now headed into its seventh year. After 12 cohorts and over 200 mentee registrants, the program continues to grow and support newcomers who have chosen Fredericton as their new home under the immigration stream of provincial nominees. Year Six provided mentee clients with excellent training resources, networking opportunities, mentoring and success with business development and start-up planning. The BIM Program is currently being offered across the province of New Brunswick in Fredericton, Moncton, Saint John, Edmundston and Bathurst regions. The Population Growth Division, Province of New Brunswick renewed contract agreements with the Fredericton Chamber of Commerce for Year Six, beginning on April 1st 2015 – March 31st 2016 and then again on April 1st 2016 – March 31st 2017. Also in the the current contract there has for the first time been an extension option of three years. This will eliminate the previous year to year contract commitment.

In 2014, the Province funded a new pilot program (HIVE) in Fredericton which has generated a considerable amount of interest and attention from across the community, its program partners, stakeholders and clients. The objective of this program is to attach as a “next step” approach or continuation of the well developed and successful Fredericton Business Immigrant Mentorship Program. Hive launched originally in Moncton during the fiscal year of 2012-2013. Like Moncton, we are forging new territory with this incubation program for newcomers who are working towards creating business in our city and province. Both the Business Immigrant Mentorship Program and Hive charge minimal fees to program mentees. These fees support supplementing programming costs and provide funders with the assurance that we are here as a partner and are willing to do our part to ensure the success and continuance of all business development programming for newcomers in the Fredericton region. In 2015 the Hive Incubator moved from 30 Knowledge Park Drive to its current location at 50 Crowther Lane, Suite 150 directly adjacent and connected to Planet Hatch. This move has allowed our clients to be completely integrated within the economic development ecosystem where greater opportunities exist to foster and develop their networks and inclusion into the start up business community. July will mark our one year anniversary in our great space.



From previous research, we understand that New Brunswick continues to be a leader and innovator with settlement assistance to the entrepreneurial stream of the Provincial Nominee



Program. The Fredericton Business Immigrant Program led the way in Canada for such high-level business training and mentoring for newcomers and has since been adopted in several Canadian provinces. Hive has already drawn attention from Ontario and Alberta. The Province of New Brunswick and the Population Growth Division are to be commended for their forward thinking on these two programs, with the ultimate objective being business development, employment, and retention. This initiative received approval of the Fredericton Chamber of Commerce and its board of directors which has marked the continually strong relationship with the immigration file provincially and the business startup community in Fredericton.

The Hive is an incubator program that offers its clients (mentees) several advantages regarding learning about the Canadian style and culture of doing business. The objective is to have clients understand the difference in business style, structure, regulations and requirements from their home country to Canada. Total immersion in the business community and out of their own silos of home office will lend well to the goal as outlined and give clients (mentees) a strong feeling of inclusion and acceptance. We believe that by continuing to remove immigrant investors from their homes and into an active startup environment we are creating a synergy that will inspire and motivate their drive to success. The Hive ran at full capacity of 5 mentee developers in 2015 - 2016.

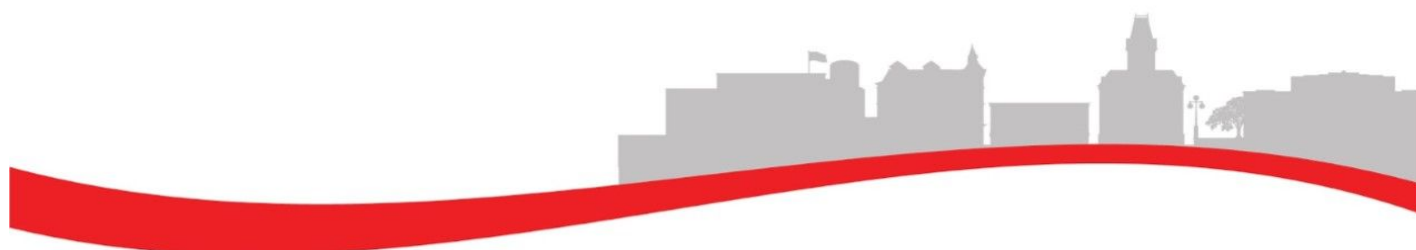
In late 2015 an idea that had been percolating for a long time was brought to the attention of funders at GNB. A meeting was held with ACOA and PGD to discuss a federally funded investment in a third pilot project which would be a first in Atlantic Canada. This pilot will be *Succession Matching for Newcomers* which will support our clients in finding hidden or advertised business sale opportunities that have turn-key potential with a time period of knowledge transfer by owner to be included. A formal proposal was submitted to ACOA in early 2016 after months of research. Once again the Fredericton Chamber of Commerce and the Province of New Brunswick prove themselves to be leaders of immigration investment support programs.

Succession Matching Advisory Team

Krista Ross, Gail Moser, Mike Melvin, Dan Allen, Mike Mazerolle, Nick Norrad, Morgan Peters, Doug MacDonald and Mark Lancaster

Community Partners and Service Providers

Dept of Post-Secondary Education, Training and Labour, Opportunities NB, Ignite Fredericton, Planet Hatch, Knowledge Park, City of Fredericton, UNB, CBDC, McInnes Cooper, Spacek and Norrad, Corey & Company, Scotiabank.



Sponsorships - Scotiabank \$5,000.00 per year for next three years



Relish Burger - 25% all orders for newcomers to Fredericton



BIMP / Hive Special Events and Training Update

In 2015 - 2016 extensive time was spent with four student team from UNB's Renaissance College on Community Impact projects. Students worked from October 2015 until March 2016 creating and presenting research on how Fredericton can become a more welcoming city for newcomers with a creative toolkit which will be used as reference to support inclusion efforts.

Business Law - McInnes Cooper
 Canadian Banking for Newcomers - Scotiabank
 Accounting - Taxation Edwin G. Corey
 City Planning and Zoning - Marcelo Battilana
 Real Estate - Ann Smith Gardiner Royal LePage
 Coffee Chats - Over 30
 Business Basics - Ignite Fredericton
 Insurance - Wilson Insurance
 City Planning and Zoning - Marcelo Battilana
 Real Estate - Remax
 Annual Holiday and Christmas for kids party
 Hive/Bimp mentees invited Planet Hatch training
 Investors Group - Training Lunch and Learn
 Invited over 80 guests to attend coffee chats

Business Franchise Law - McInnes Cooper
 Accounting Basics - Spacek & Norrad
 Bookkeeping - Kelly Richard
 Real Estate - Remax
 Food Safety - Hubert Picard
 New Beginnings - Cultural Training
 Speed Mentoring - 2 sessions
 Mentee / Mentor one on one meetings - over
 40 introductions made BIMP - Hive approx 80
 Toastmasters International Memberships
 Hive mentees invited to all Chamber events
 Sunbelt Mortgage Brokers - Presentation
 Scotiabank - Info lunch and learn



Report of the City of Fredericton - Laurie Guthrie



City of Fredericton

- **New Mayor & Councillors** – On May 9, 2016, citizens elected a new Mayor, Mike O'Brien, and four new councillors: Mark Peters (Ward 2 McLeod/Brookside), Eric Price (Ward 4 Main St./North Devon), Kevin Darrah (Ward 7 Southwood Park/Lincoln), Henri Mallet (Ward 12 Silverwood/Garden Creek). The new ward boundaries took effect after a review process during 2015.
- **Total Value of Construction** – The City of Fredericton had a total value of construction at \$77.5 million for 2015 and \$23.7 million as of April 30, 2016.
- **Tourism Economic Impact** –Fredericton Tourism sector revenues hit an all-time high of \$241.5 million in 2015, up 3.7% from 2014.
- **City Plans** –The Garrison District Plan and Main Street Urban Design Plan are now complete, and a new Growth Management Strategy / Municipal Plan in development. The City is seeking volunteers as part of the Imagine Fredericton Citizens Advisory Committee to provide input on the latter.
- **Syrian Refugee Task Force** – The City spearheaded a task force of stakeholders to assist the Multicultural Association of Fredericton with planning and preparations for the settlement of 448 refugees in the community. Ignite Fredericton proposed the following recommendations, which were implemented as part of this effort: cross promotion of volunteer/resource requirements across city communication channels, facilities to accept donations of cash and physical goods, free transit, access to municipal facilities either free or discounted, cultural competency training for staff-namely first responders, redeployment of unclaimed bicycles (normally sold at annual auction).
- Ian LeTourneau was appointed as Fredericton's first Cultural Laureate

Ignite Fredericton



One-stop-shop, Enhanced Service Model - Ignite Fredericton has further streamlined, consolidating the operations of Ignite, Knowledge Park and Planet Hatch into one organization, yet still three independent brands. Ignite has moved all startup related services to Planet Hatch to better focus on business growth/expansion, investment attraction, population growth and strategic initiatives. The model and inter-governmental and agency partnerships have been further strengthened through the co-location of partners.

Marketing & Promotions

The 2015/2016 integrated marketing and communications plan (IMC) has focussed on brand integration of Ignite Fredericton, Planet Hatch and Knowledge Park, where possible. Regular, ongoing activities have included an advertising plan; development of promotional tools like this video <http://ignitefredericton.com/en/videos-and-publications> available in five languages; monthly newsletters <http://ignitefredericton.com/en/newsletter-archives>; Business Profile Series <https://ignitefredericton.com/en/business-profile-series> celebrating and profiling local businesses/clients; Newcomers Guide - now available in English, French, Arabic; various presentations / site visits; composition of a social media plan, analytic framework and management of multiple social media channels; development of an investment attraction tool-kit; and impressive earned media including a 16 page feature in Progress Magazine and publication of an innovation focused monthly column in the Daily Gleaner.

Awards & Recognitions

- Fredericton placed #1 for most cost-competitive place to do business in 2016 KPMG Competitive Alternatives Study.
- Ignite spearheaded a full slate of nominations for the Startup Canada Awards, in collaboration with UNB and Startup Fredericton, including a nomination of the Fredericton startup community in the entrepreneurial support category; and won five of nine awards for the Atlantic division.
- Fredericton ranked among the 2015/16 Top 10 - fDi American Cities of the Future in three categories for populations under 100,000 (micro). American refers to North, South & Central Americas.
- Pitched Fredericton for Progress Media's Innovation in Practice Awards, and placed among eight finalists this past May.

Strategic Initiatives

- **Natural Resources & Energy Task Force** – The task force was launched on May 26 with 70 people in attendance and excellent media coverage. There are three sub-committees including: communications, business development and workforce development. The task force has advocated on a number of issues, and has had an ongoing slate of presentations and speakers.

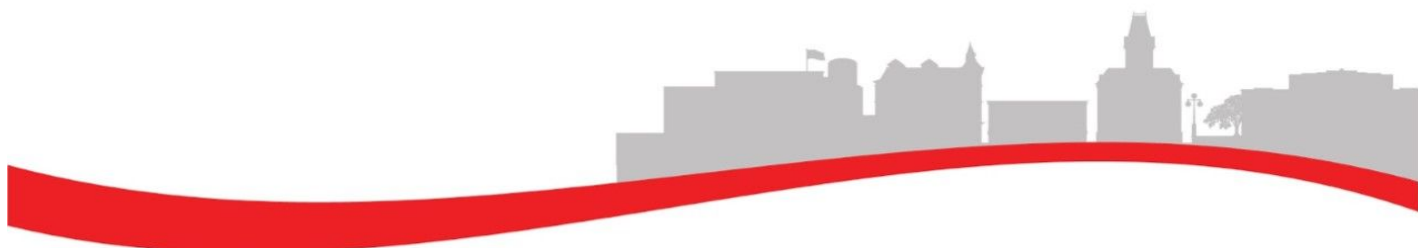


- **Startup / Entrepreneurial Task Force** – Ignite formed this task force with focus on communication, collaboration and strategic alignment. A communications sub-committee was formed, and a communications plan developed including new visual identity. One of the key deliverables is the ‘Subway’ system among the ecosystem.
- **Investment Attraction Strategy & Tool-kit** – Through federal ICCI funding, developed an FDI strategy, geographic targets, value propositions, asset maps, profiles for targeted sectors (ICT, bioscience, natural resources and engineering), and comparative matrix (comparing Fredericton to 16 jurisdictions). Since the fall, staff have been developing an FDI website, detailed sector profiles, community profile, a blog and product development living lab model.
- **Business Retention & Expansion (BRE) Survey** – Ignite, in partnership with ONB, is undertaking a business retention and expansion project to identify and analyze the issues and challenges related to business growth and expansion in the Fredericton Region. Phase 1 (online survey) was completed during February 2016, with phase 2 (face-to-face) interviews currently taking place.
- **Export Ignitor** Export acceleration program in development including a communications plan and visual identity.
- **Startup Visa** –Planet Hatch is the only provincial accelerator to offer this new federal program targeting international entrepreneurs and students.
- **Choose Fredericton** - A communications plan was developed for this ongoing campaign which includes social media, events, and advertisements (bus shelters and university publications).
- **Local Immigration Partnership (LIP) Program** – The LIP initiative, focused on improving retention and integration outcomes of newcomers, was officially launched March 21st, 2016, following strategy development.
- **UNB Computer Science Program/IT Industry Consultation** - Ignite partnered with UNB to conduct a survey in July seeking input with respect to renewal of UNB’s Bachelor of Computer Science program curriculum.
- **Micro Breweries** – Ignite is leading a strategy to change the strategic direction of government policy on micro breweries from one of taxation to one of economic development.
- **Arts & Culture** – Ignite is a strategic partner of the Culture Connect Initiative to promote entrepreneurship, and the value of the arts and cultural community in terms of attracting and retaining talent.
- **Innovation District** –Positioning/package primary economic development assets located within a 2 kilometre radius anchored by UNB and Knowledge Park, and including over 60 R&D organizations.

Strategic Events -



- **Sept 10th Business-After-Hours & Simptek Announcement** – Over 200 people were in attendance, celebrating the second year anniversary of Planet Hatch. Leveraged the Business-After-Hours crowd to host a news conference for Simptek to announce NB Power pilot project (early adopter).
- **Sept 24th Choose Fredericton (student retention event)** – Over 300 people attended this student/business mixer, connecting post-secondary students from seven educational institutions with local employers.
- **Oct 15th Startup Awards News Conference / Announcement** – Announcing/celebrating Fredericton's achievement in sweeping 5/9 Atlantic Canadian Startup Canada Awards.
- **Planet Hatch Events** - Planet Hatch hosted numerous startup related events during 2015, as well as strategically participated in events like East Coast Startup Week, Propel ICT Demo Day, etc.
- **Dec 16th Holiday Social** - The three brands co-hosted a holiday gathering at Planet Hatch with over 120 people in attendance.
- **May 3-5th New Brunswick Innovation Week / KIRA** – Ignite delivered three days of innovation focused content targeting youth, research and business as part of NB Innovation Week with 834 people in attendance. The week concluded with the 18th annual KIRA Awards recognizing outstanding innovation and achievement – now in all sectors.



Provincial Government Affairs Committee Update

Ryan Boyer & Bob Gallen, co-chairs



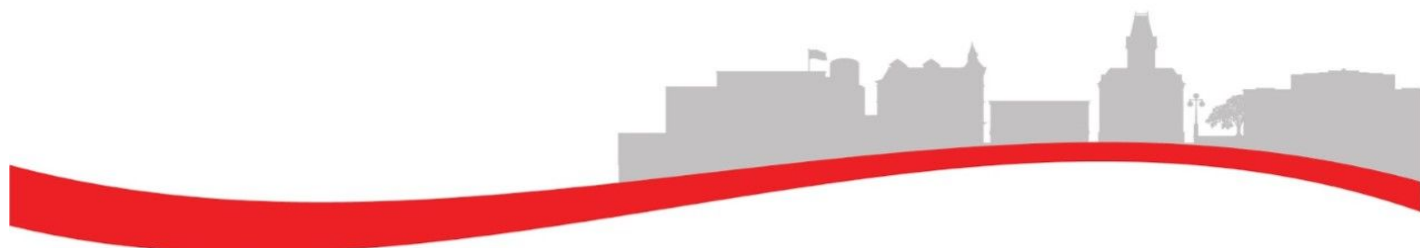
2015-16 was a successful year for the Provincial Government Affairs Committee and we would like to thank the volunteer members of the committee. We focused on the following areas:

- 2016-17 NB Budget
- Provincial Electronics Recycling Regulations
- Healthcare Advocacy
- Opportunities New Brunswick
- Natural Resource Development

This committee has a particularly high volunteer-retention rate, so we put some effort into gathering information for the 2016-17 committee.

2016-17 NB Budget - Our annual pre-budget brief to Finance Minister Melanson focused on economic development (particularly Opportunities NB), costs of doing business, infrastructure and post-secondary education. The 2016-17 budget was the culmination of the government's strategic program review and our submission was shaped by this process. The co-chairs of the committee and the chamber executive met with Minister Melanson in early January to further discuss the brief in detail. A copy can be found on our website.

Provincial Electronics Recycling Regulations - During the year, the Province enacted electronics recycling regulations that are out-of-step with other provinces - leading to higher costs for NB retailers. We wrote to the Minister of Environment and Local Government, Brian Kenny about the issue.



Healthcare advocacy - this was the first year 'healthcare advocacy' was moved from the Physician Recruitment & Retention Committee to the PGA Committee. We were pleased to see the announcement of a permanent home for Fredericton's downtown community health clinic and the reinstatement of funds for renovations at the hospital. We hosted Horizon Health CEO John McGarry at our March 2016 meeting to get more information about where our advocacy efforts could best be spent.

Opportunities NB - similarly, we hosted Nora Lacey and Serge Doucet of ONB at our May 2016 meeting to get an update on the continued organization building as well as their economic development activities, mandate, priorities and successes. This is an area that the committee will continue to monitor moving forward.

Natural Resource Development - this is an area that the committee spent time discussing in 2015-16, but most actions were carried out at the board/staff level as our positions are fully formed on a number of key areas such as hydraulic fracturing and the Energy East pipeline.

Thank you to our committee members:

Ryan Boyer, Cain & Boyer Benefits Group - co-chair

Bob Gallen, RPS HMA - co-chair

Lindsay Handren, NB Student Alliance

Robert Burroughs, NB Student Alliance

Mark MacKenzie, Green Imaging Technologies

Jamie Ryan, NBREA

David Emerson, UNB

Rick McGaw, UNB, retired

Heather Allaby, NBCC

Shahram Ghanbari, Quark Oil & Gas Services Inc

Salman Khan, The Cultural Market

Doug Motty, Doug Motty Consulting

Sheri McKillop, University of Fredericton

Heidi Erdle, Monamie / Remsoft

Travis Daley, UNBSU

Xu Bai, Henry Global

Joel Richardson, Canadian Manufacturers & Exporters

Larry Shaw, Ignite Fredericton

Lundi Karhibahaza, Student - STU

Morgan Peters - Fredericton Chamber of Commerce



Municipal Government Affairs Update

Keir Clark & Rick Allen, co-chairs



2015-16 was a busy year for the Municipal Government Affairs Committee with an election on May 9, 2016. We were engaged in the election in a number of ways. We hosted a mayoral debate in partnership with The Daily Gleaner and RogersTVNB, which was well attended and can be viewed on our website. Our Questions That Count series was less successful with fewer than half of all candidates responding and we discussed ways to improve at our post-mortem meeting. Krista Ross wrote pre- and post-election commentaries for the Gleaner.

We sent letters of thanks to the outgoing mayor and councillors and are arranging the following meetings:

- Meeting with mayor-elect Mike O'Brien
- Meeting with the four new councillors
- Meeting between mayors, chambers and economic development agencies of Fredericton, Moncton, Saint John.

We spent the bulk of the year gathering information and preparing our annual position brief. The committee decided to wait until after the election to present the brief to the new council, which is scheduled for June 27, 2016. In preparation of the brief, we asked a number of individuals to speak to our committee:

- Janet Moser, Fredericton Chamber Business Immigrant Services Coordinator
- Julia Ramirez, Immigration Coordinator, Ignite Fredericton
- Laurie Guthrie, Ignite Fredericton
- Darren Charters, City of Fredericton, Transit
- Marcello Battilana, City of Fredericton, Planning



The brief itself focuses on immigration, economic development and transit.

We would like to thank our committee members for their efforts this year. Our group was small but highly engaged.

Thank you to our committee members:

Keir Clark, ScotiaMcLeod - co-chair

Rick Allen, Quality Engineered Solutions - Co-chair

Trisha Fournier-Hoyt, UNB & Sorella Salon Spa

Brian Trites, Trites Orthodontics

Jenny Keleher, BioNB

Katie Beers, UNBSU

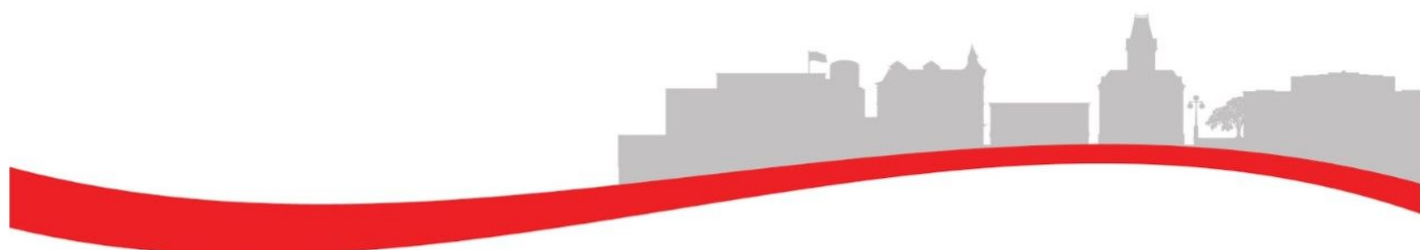
Travis Daley, UNBSU

Sandra Lawrence, Real Food Connections

Lieff Salenius, Science East

Patrick Nicholson, Enbridge

Morgan Peters - Fredericton Chamber of Commerce



Policy Development Update

Barbara Burnett & Jill Stairs, co-chairs



Unlike other committees, the Policy Development Committee is more likely to be a 12-month committee due primarily to the timing of the Canadian Chamber of Commerce annual general meeting and conference (including policy resolution debates). We began in the summer of 2015 reviewing the 50+ submissions from chambers across the country, formulating a plan on how to vote on each. This is also how we will end our year in summer 2016.

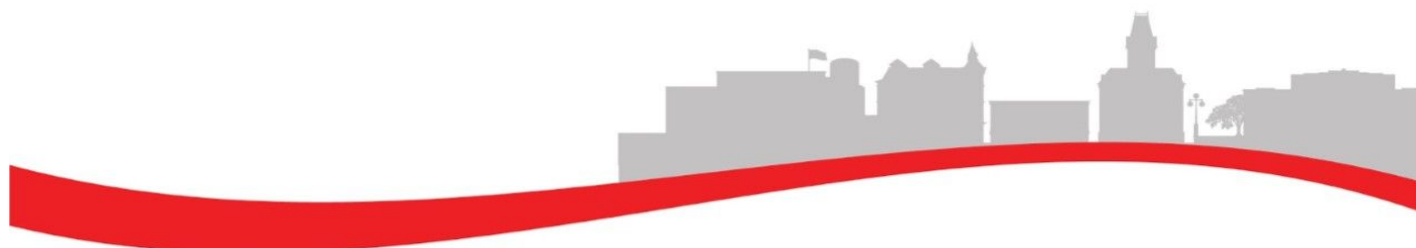
2015-16 has been an interesting year for the Policy Development Committee as many of the topics we researched were resolved in some manner prior to the committee taking a position for board approval. These included:

- New Brunswick's *New Economy and Education Fund*
- Taxation on high-income earners
- Infrastructure funding flexibility

We also looked at several other areas, but realized during initial research that other committees or local economic groups were already heading related projects or better suited at dealing with the issues. These included:

- Urban-centric economic development (Provincial Government Affairs Committee)
- Funding issues for NAS airports (including Fredericton) (Atlantic Chamber of Commerce)
- CPP Enhancements (Canadian Chamber of Commerce)

The committee still found value in diving into these topics as it provided clarity and context for the chamber's overall advocacy efforts.



The committee will submit a resolution to the 2016 Canadian chamber AGM regarding federal incentives for electric cars, provided we receive board approval.

We would like to thank Michael Baldwin from the City of Fredericton for coming to talk to the committee about infrastructure funding at our December meeting.

Thank you to our committee members:

Barb Burnett, Atlantic Institute on Aging - co-chair

Jill Stairs, EPR Daye Kelly - co-chair

Candace Sears, KPMG

Doug Motty, Doug Motty Consulting

Chipp McCrea, Elliott McCrea Hill

Heather MacLean, TaylorMade Solutions

Lindsay Handren, NB Student Alliance

Robert Burroughs, NB Student Alliance

Salman Khan, The Cultural Market

Mark Scaplen, Stantec

Nicola MacLeod, Remsoft

Judy Doan, Hive

Morgan Peters - Fredericton Chamber of Commerce



Physician Recruitment & Retention Update

Paul Simmonds & Karen Grant, co-chairs



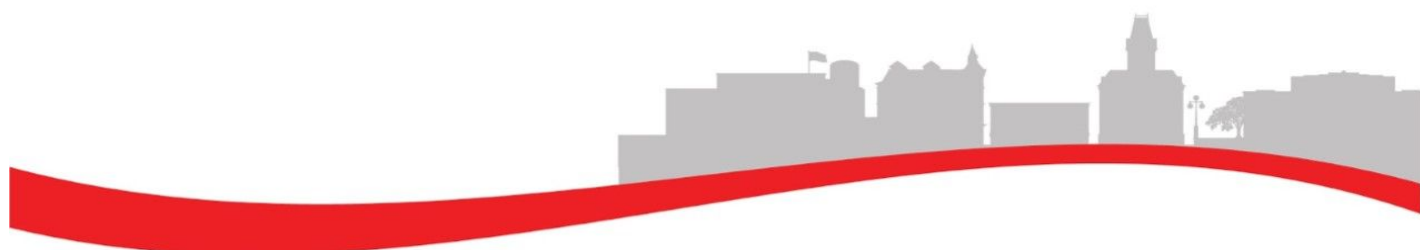
2015-16 was an active year for the Physician Recruitment & Retention Committee and our long-standing priority of improving access to primary care in the Fredericton area. After moving 'health care advocacy' to the Provincial Government Affairs Committee, the Physician Recruitment & Retention committee increased its other activities.

Most notably, we began a 'physician business training' program to help new doctors transition to running a business - which they receive scant training for in their studies. We have since partnered with the NB Medical Society to make the programming even more robust. These are hosted at the chamber office in the evening. The topics are driven by the residents, medical society and other physicians. We arrange speakers to present on these topics and provide refreshments.

We also began making regular contact with Fredericton medical residents primarily through cards (often with small gift cards) on occasions such as Halloween, Christmas and prior to their exams.

We also expanded our summer reception to include residents from Moncton and Saint John while also adding a riverboat tour to the evening. While there were some logistical issues, both of these decisions were successful and will continue moving forward. Our 2016 reception is scheduled for July 21, 2016 at Gallery 78.

In December, we again assisted Horizon Health with their Home for the Holidays event. This event has been increasingly less successful and is being re-evaluated by Fredericton's family health team.



As always the committee also dealt with individual requests from physicians such as personal tours, help finding spousal employment, connecting with professional services and the like.

A new permanent home was found for the city's downtown community health centre, which is expected to be fully operational by the end of the calendar year. This is something the chamber and this committee have been calling for for many years

We would like to thank our dedicated team of volunteers for their hard work as we prepare for our summer reception and 2016-17.

Thank you to our committee members:

Karen Grant, Kiers Marketing Group - co-chair

Paul Simmonds, Robert Simmonds Clothing - co-chair

Julia Grajewski-Noel, UNB, retired

Denise Coulombe, Horizon Health

Angela Landry, RV World & Plexus Worldwide

Ambassador

Betty Blanchard, Fredericton Convention Centre

Denis Desjardins, Opportunities NB

Germaine Pataki-Therault, Gallery 78

Timothy Nowlan, TD

Glenna Birt, NW Healthcare Properties

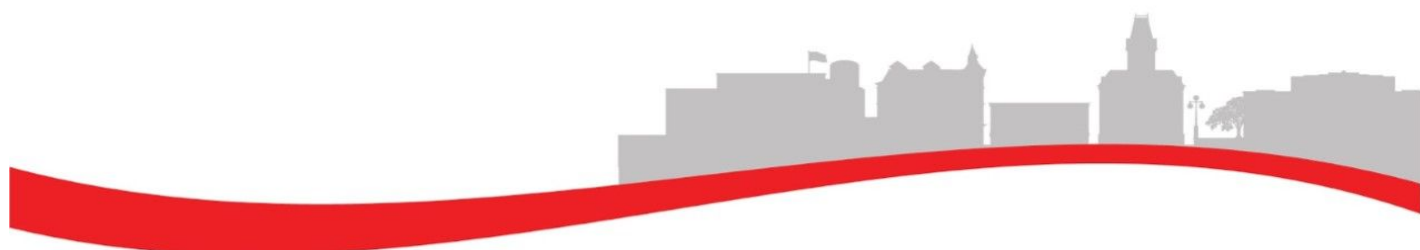
Kenny Kyle, Teed Saunders Doyle

Carolyn Snell, Robert Simmonds Clothing

Dan Coleman, UNB

Morgan Peters - Fredericton Chamber of Commerce

Stacey Murray - Fredericton Chamber of Commerce



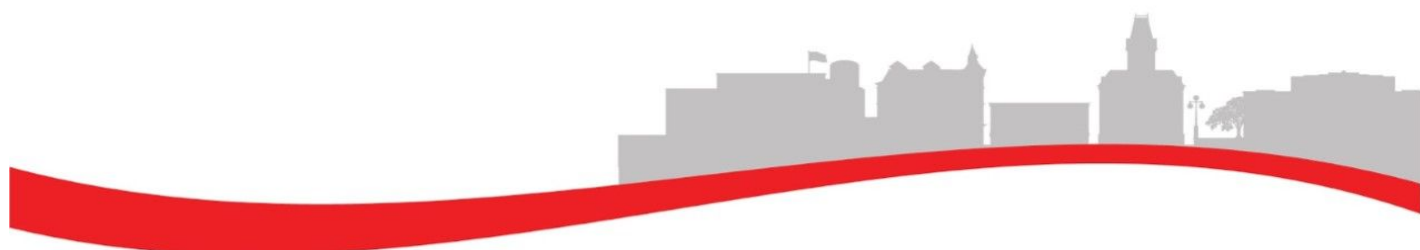
New Member Welcome & Retention

Bronwyn Mulherin & Vicki Andrews, co-chairs



The NMWRC had its last monthly committee meeting May 18, 2016, and these meetings were held regularly since September. The New Member Welcoming Reception was held in November 2015, and there was a great turn out of both new members, board members as well as Chamber Staff. Was very well planned and it is the intention to continue with this event for 2016. As part of our commitment towards the overall strategic plan for the Fredericton Chamber, one of our goal was to complete our new member visits for members that had a “join date” of September 30th, 2015 or earlier. This list consisted of approximately 115 members, and we are pleased to report that as of May 18th, 11 remain. We’ve received commitment from the committee to have these completed prior to the Annual General Meeting. Our intention going forward is to work in conjunction with the Chamber Staff’s 7-Touches program, and begin reaching out to new members at approximately month 9 of their join date. This allows for more contact just prior to the renewal notices being issued, with the goal of retention in mind.

The committee has consisted of 12 individuals including co-chairs and staff. We’ve found the participation of some committee members dwindled through the year, however we were left with a strong core group that allowed us to achieve our goal to complete our visits. Some of these members have committed, thus far, to another year with us. We feel that with being caught up a smaller committee is warranted, however will re-assess in the fall.



We have to send a big thank you to the committee members, as we would not have been able to reach the goal of meeting over 115 members over the past 9 months.

Thank you to our committee members:

Vicki Andrews, CIBC - Co-Chair

Bronwyn Mulherin, Downtown Optometry Clinic - Co-Chair

Ryan Lehr, Crowne Plaza Fredericton

Kelly Richard, Kelly A Richard Bookkeeping

Lynn Fullarton, Optimized Planning & Interiors Inc.

Laura Eliaba, Priority Personnel Inc.

Kathryn Sprott, Delta Fredericton Hotel

Lynn Thier, Health & Healing Coach

Gordana Rioux, Allstate Insurance

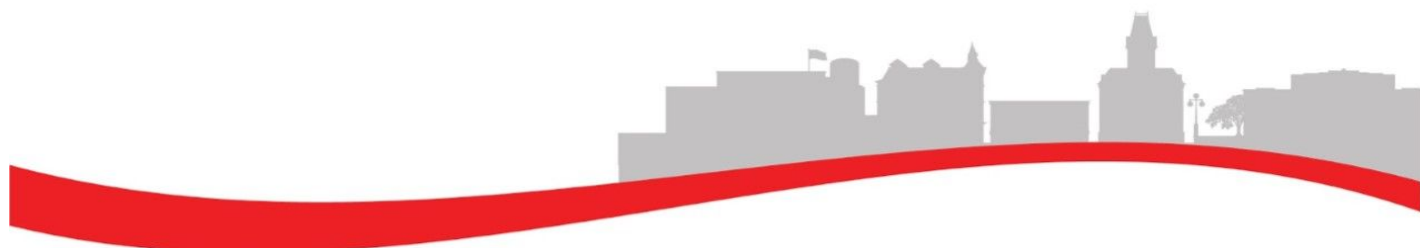
Cliff Lyons, Hardwired Electronics &

Communications Inc.

Korey Jennings, Investors Group Financial Services

Steve Kennedy, Scotiabank

Christine Little - Fredericton Chamber of Commerce



Communications Advisory Update

Nathan Armstrong & Roger Bannister, co-chairs



What a busy year for our Communications Advisory Committee with the chamber changing the look of our marketing material to a more modern look and feel.

Our first major change was with our chamber eblasts. We decided to combine our event eblasts into an at-a-glance format and we started sending them out on the weekend so people can plan their weeks. We made a few changes to our bi-weekly “Chamber Connections” eblast which keeps our members in the loop with what the chamber is working on, on their behalf. New this year, we added a new bi-weekly “Members Around Town” eblast to give our members and opportunity to get their announcement and events out to their fellow members. We’ve also been working with our eblast partner Enacity to create a dashboard which will display the latest stats on our eblast campaigns to let us know how we’re doing.

In January we re-launched our website with a new look to go along with our marketing material. We’ve heard positive feedback about the new design and usability.

We’ve changed our Insight Magazine to a quarterly publication format. The magazine is available online and a link is forwarded to the membership via email to allow more people to view our magazine.

Last year we tried something new with our annual membership directory by having an online version only. We haven’t received a lot of feedback and our analytics have shown that it is not heavily used therefore this publication will be discontinued. Our membership information will still be available on our online search through our website so everyone can still find out the contact information for our members.



In order to get feedback on each of our communications tools, we decided to send out individual surveys for our eblast system, website and magazine. We've received positive feedback on the changes we've made so far and we'll continue in the upcoming year making any changes to help keep our membership informed.

Thank you to our committee members:

Nathan Armstrong, Xiplinx - Co-Chair

Roger Bannister, Retreever Tactical Business
Consulting - Co-Chair

Marilyn Wilson - Mayday Fine Print Inc. / Swagshop.ca

Doug Daley- Kiers Marketing Group

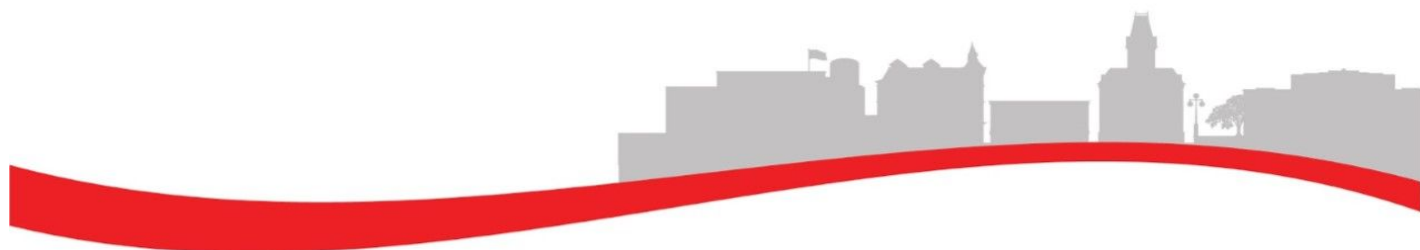
Jenna Kennedy - University of New Brunswick

Claire MacIntyre - Edgewood Communications

Jeff Wright - St. Thomas University

Wendy Morrell - Fredericton Chamber of Commerce

Christine Little - Fredericton Chamber of Commerce



Events & Networking Update

Dave Watt, Chair



As chair of the Events & Networking Committee, Dave Watt is pleased to present the annual report for the Events & Networking Committee. In October the Events & Networking committee met for the first time and reviewed the attendance numbers for each event over the past two years and discovered that attendance numbers have been decreasing. Therefore, with the support of the Board of Directors the Events & Networking Committee decided to use this year to focus on the quality of our events rather than the quantity.

This year the Fredericton Chamber of Commerce hosted **54** events with over **4200** people in attendance, which is down from the previous year of **59** events and over **4500** people in attendance. The number of events will continue to decrease over the next year as the Events &

Networking Committee and the Board of Directors continue to work towards improving the quality of our events rather than the quantity.

The Events & Networking Committee focused mainly on improving the quality of the professional development events this year. These events were noted as receiving the largest decrease in attendance over the past two years. Therefore, the Events & Networking Committee made the executive decision to eliminate the in-person monthly Lunch & Learns and Profit Learn sessions and replace them with a monthly Lunch & Learn webinar series. The Lunch & Learn webinar series was introduced in January and has been very successful as the attendance of these webinars are growing. Thank you to our sponsor, the University of Fredericton for providing us with the software to offer these webinars to our members.

As chair of the Events & Networking Committee Dave would like to express his appreciation to the volunteers who served on this year's Events & Networking Committee. A special thank you to Stacey Murray, Event Manager for being the staff support person for this committee.

Thank you to our committee members:

Alysha Elliott, New Brunswick Health Research Foundation

Christina Nicoll, The Fredericton Playhouse

Danielle Harding, Stewart McKelvey

Dave Watt, EXIT Realty - Chair

Dolores Whalen, LuminUltra Technologies Ltd.

Martine Cyr, New Brunswick Health Research Foundation

Stacey Murray, Fredericton Chamber of Commerce

Simon Bennett, UNB, College of Extended Learning

Tahlia Ferlatte, Ignite Fredericton

Valerie MacFarlane, UNB, Conference Services

Sheri McKillop, University of Fredericton

Mary-Ellen Landry, SLS Health Coaching

Heidi O'Donnell, Neil Squire



Canadian Chamber of Commerce 2017 Conference Update

Karen Grant, chair



Since the announcement in June 2015 that Fredericton would be host to the Canadian Chamber of Commerce conference in September 2017, planning has been underway.

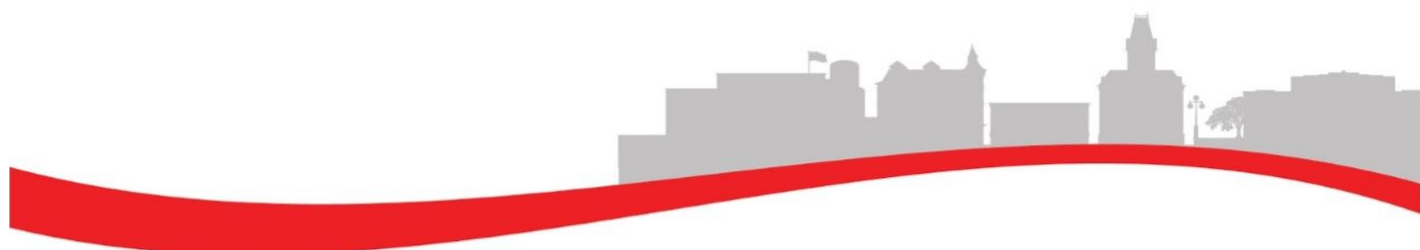
Thank you to Betty Blanchard (Fredericton Convention Centre); Wendy Bradley (Meetings Matter – City of Fredericton); staff of Fredericton Chamber – Krista Ross, Christine Little and Stacey Murray – for working together to prepare the winning proposal.

The Canadian Chamber of Commerce has chosen the Fredericton Convention Centre as the venue for conference meetings and gala night. The host hotel, also selected by Canadian Chamber of Commerce, is the Crowne Plaza Fredericton, and Delta Fredericton is the overflow hotel.

The committee has been working with potential hosts for the “Fun Night” event and will soon make a final decision on the location. This event will be an opportunity for Fredericton Chamber to highlight our city to delegates from across Canada, and provide a fun, relaxing evening of food and entertainment. A sponsorship document is being prepared for this evening, as we will be looking to the business community to help offset the costs associated with this event through sponsorship. Sponsors will have the opportunity to attend the event and network with business professionals from across Canada.

Many volunteers are needed to help with this conference, and we’ll soon meet with all interested people to define roles and responsibilities.

I look forward to attending the Canadian Chamber of Commerce conference in Regina this September to experience first hand, the meetings, activities and events. This experience will help with the planning for the conference next year.



Fredericton Chamber Of Commerce Scholarship Report

Krista Ross

In 2013, the Fredericton Chamber of Commerce created a scholarship to recognize a deserving student who has made a significant positive contribution to the betterment of their school and / or community and at the same time has demonstrated sound academic achievement. An initial deposit of \$20,000 was made as an endowment with the idea that the fund may be added to over time to allow for more scholarships. The fund is held and managed by the Fredericton Community Foundation. The scholarship will be one \$1000 one-time, non-renewable scholarship awarded annually and the recipient will be recognized at a Fredericton Chamber of Commerce event. Throughout the year, in lieu of gifts for guest speakers, money was submitted to the fund to recognize our speakers. In 2013 - 2014, an additional \$2275 was added to the fund, in 2014 - 2015 an additional \$1200 was added to the fund in this manner. And this past year, 2015-2016 saw us contribute \$4000 to the fund. Since inception, our overall investment net gains on the fund have amounted to \$3927.55, we had one disbursement of \$1000 for a scholarship in 2014-2015 and two disbursements for \$1000 each in 2015-2016 - this brings our total in the fund to \$28402.55.

A committee made up of chamber past presidents was struck to determine criteria for the scholarship. The six past presidents who agreed to sit on the initial committee and assist with the scholarship were: Les Smith, Dave Neal, Mike Toole, Leigh Winchester, Ron Forsythe and Stuart Blair. I sit as recording secretary, ex-officio on the committee. In the first year of selection, then President Joseph O'Donnell joined the committee. This past year, our President Stephen Hill joined the committee and Past President Joseph O'Donnell remained on the committee along with the initial 6 members.



After much deliberation and reviewing of scholarship materials from other chambers and organizations, the committee came up with a criteria and a plan to promote the scholarship. It was decided that the deadline for applications each year would be the last Friday of May at 4pm

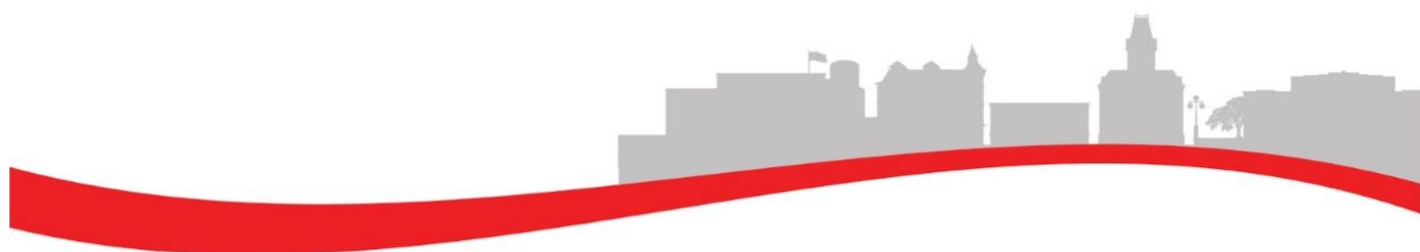


AT and that the applications would be received and collected by the foundation. Once received, the criteria committee agreed to stay on and become the selection committee. It was decided that a quorum for this committee would be four past presidents.

The inaugural scholarship was presented to Alison Patterson at a presentation on August 28th, 2014.

In 2015-2016 we were delighted to award our scholarships to Drew Salmon, a 2015 Leo Hayes High School graduate who attended Dalhousie University this past year studying Medical Sciences and Taylor McGrattan, a 2015 Leo Hayes High School graduate who studied science at UNBSJ this past year.

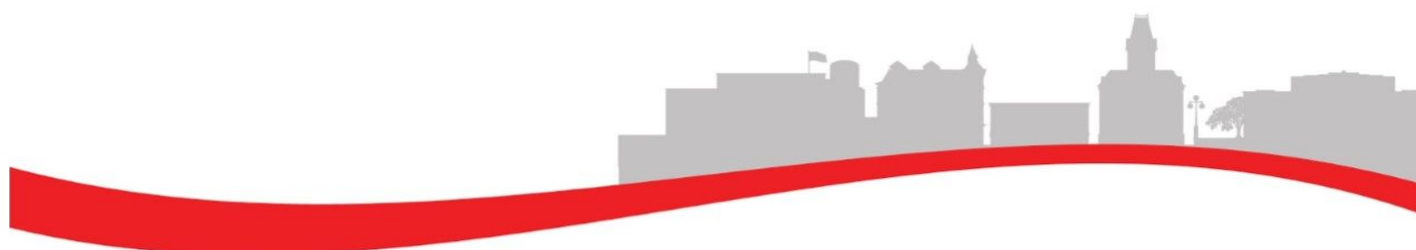
This year, we put out a call to our membership in April 2016 for applications for the scholarship as well as a press release and promotion through various social media and through the Fredericton Community Foundation. Applications were received until May 27, and 11 were received. At the time of this report, the committee has begun diligently working towards selecting a recipient. Anyone interested in more information on the scholarship can find it on the Fredericton Chamber of Commerce website or the Fredericton Community Foundation website.



External Chamber Committees

The chamber is asked to appoint a representative to many committees and organizations throughout our community. The following people have served as representatives to these committees for 2015-2016:

- **Multicultural Association of Fredericton** - Charit Khatri, Bulletproof Solutions Inc.
- **Fredericton Intercultural Centre** - Charit Khatri, Bulletproof Solutions Inc.
- **Community Agencies** - Krista Ross, Fredericton Chamber of Commerce
- **Seed Board (Ignite Fredericton)** - Krista Ross, Fredericton Chamber of Commerce
- **Local Immigration Partnership of Fredericton** - Krista Ross, Fredericton Chamber of Commerce
- **Startup Stakeholder Task Force (Ignite Fredericton)** - Krista Ross, Fredericton Chamber of Commerce
- **FIAA Air Service Advisory Committee** - Krista Ross, Fredericton Chamber of Commerce
- **Natural Resources Task Force (Ignite Fredericton)** - Krista Ross, Fredericton Chamber of Commerce
- **NB Employers Coalition** - Krista Ross, Fredericton Chamber of Commerce
- **Horizon Local Communications Advisory Committee** - Krista Ross, Fredericton Chamber of Commerce
- **Community Advisory Committee Fredericton Downtown Community Health Clinic** - Krista Ross, Fredericton Chamber of Commerce
- **Syrian Refugee Task Force** - Krista Ross, Fredericton Chamber of Commerce
- **Export Accelerator** - Krista Ross, Fredericton Chamber of Commerce
- **Fredericton International Airport Authority** - Mary Goggin, Goggin Consulting
- **NB Chamber Division Advisory Committee to the Atlantic Chamber of Commerce** - Andrew Steeves, Past Chamber President, 2011-2012



2016-2017 Board of Directors



Paul Simmonds
President
Robert Simmonds Clothing



Stephen Hill
Past President
Elliott McCrea Hill



Keir Clark
1st Vice President
Scotia Wealth Management



Ryan Boyer
2nd Vice President
Cain Boyer Benefits
Group



Jill Stairs
Treasurer
EPR Daye Kelly



Karen Grant
Executive Member
Kiers Marketing Group



Charit Khatri
Executive Member
Bulletproof Solutions



Rick Allen
Board Member
Quality Engineered
Systems

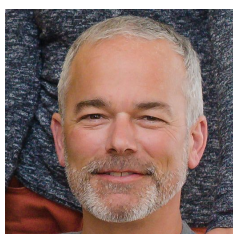




Victoria Andrews
Board Member
CIBC – Commercial
Banking



Dave Watt
Board Member
 The Right Choice Team
 Ltd. - Exit Realty
 Advantage



Jason LeJeune
Board Member
 Isaac's Way Restaurant



Bronwyn Mulherin
Board Member
 Downtown Optometry
 Clinic Inc



Roger Bannister
Board Member
 Retriever Tactical Business
 Consulting



Danielle Harding
Board Member
 Stewart McKelvey



Erin Flood
Board Member
 Hotspot Merchant Solutions



Mark Scaplen
 Board Member
 Stantec



Sheri McKillop
Board Member
 University of Fredericton



Dan Myers
Board Member
 Crowne Plaza Fredericton





Bob Chisholm
Board Member
McDonald's Restaurants



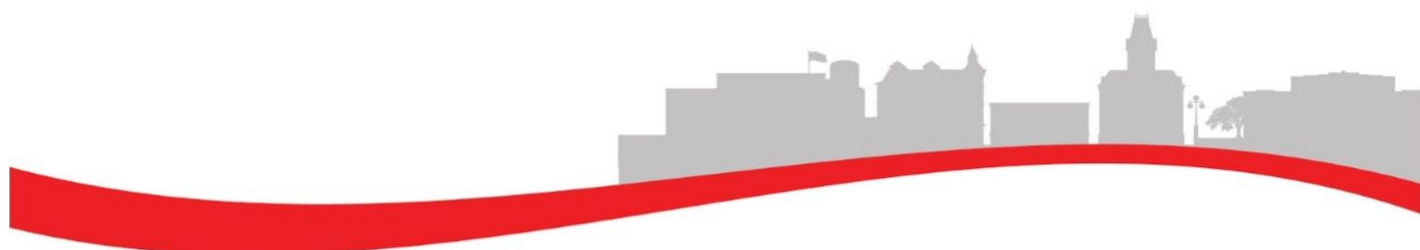
Ali Crandlemire Reid
Board Member
Fredericton Animal
Hospital



Meaghan Seagrave
Board Member
BioNB



Krista Ross
Ex-officio
Fredericton Chamber of
Commerce



Incoming President Report

Paul Simmonds



It is with great anticipation that I accept the role of President of the Fredericton Chamber of Commerce for the coming year and I am humbled that my peers have entrusted me with this honour. I would like to thank outgoing President Stephen Hill for his leadership and steadfast dedication to this position. I would also like to thank the past presidents that have laid the groundwork for the Fredericton Chamber's success. I am very excited to be working with such an experienced Board of Directors that represent many aspects of our Business Community.

The Fredericton Chamber has a wonderful team of professionals lead by our very capable CEO Krista Ross, so I have no doubt that this year will be as exciting as previous years. This is a great city we live in and our Chamber is a testament to the vibrancy of our business community. We have a very active Chamber that presents added value to our community from professional development, advocacy, shared services, networking opportunities such as Business After Hours and premiere events like the Business Excellence Awards and State of the Province Address. These initiatives are seamlessly executed because of the hard work of your Chamber team. The Fredericton Chamber looks forward to continuing to work with many community partners and is proud of its relationships with the Province of New Brunswick & the City of Fredericton to promote business interests to help to make Fredericton a great place to do business. We also look forward to working with our new city council over the next four years to enhance our business community even further.

Our board has a new strategic plan to help guide us with our direction this year and we all look forward to this journey. We have the privilege of hosting the Canadian Chamber of Commerce national convention in the fall of 2017.

Most importantly, I look forward to participating in this fantastic Chamber, working with and meeting new people while growing the Greater Fredericton business community.

Our vision states the Fredericton Chambers goal very well:

Community Prosperity through Business!



