

2009-2010



FREDERICTON
CHAMBER
OF COMMERCE
Annual Report

MISSION STATEMENT

As the premier business association of the Greater Fredericton area, the Fredericton Chamber of Commerce offers a voice, services, and an effective network for our members.



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President's Report – Lee Winchester (BMO – Bank of Montreal)



The chamber year has come to an end, and with that so does my tenure as President. I would like to say thank you to everyone who contributed and supported the Chamber and have made these past 12 months a delightful experience. Honestly I can say that I have thoroughly enjoyed my year as President and I truly hope that my efforts helped contributed to our community in a positive way.

I truly cherished the opportunity to have met many great people who have shown a genuine interest in ensuring that business in Greater Fredericton remains strong. I love this city and truly believe that this is the best city in which to live, work and play.

Throughout the year, I have been thankful for the support of the Chamber staff and board of directors. Without them, this organization cannot be successful in being the Voice for Business. Relative to our chamber peers across the country; we are a model for success and have proven to be an influential and well respected organization. This of course could not have been possible without a solid board and dedicated staff.

This past year, we have been busy advocating on your behalf on issues that are important to small business. Our organization and volunteers have worked hard in areas of physician recruitment, government affairs and economic development. Furthermore we were very pleased with the successful launch and pilot of the Business Immigrant Mentorship Program, the first of its kind in Atlantic Canada. I look forward in seeing the direction of these and many other initiatives in the year(s) ahead.

I have had many discussions from many of you on how great the chamber has been to you and your organization(s) over this past year. The chamber's effectiveness and professionalism in putting together events, providing networking opportunities, advocating on behalf of members and overall business leadership were only a few of the accolades that I have had the privilege to hear. I thank you for this as well as the many ideas and suggestions also shared to help make the chamber even stronger.

I am looking forward to working with our incoming President, Mike Toole, and the new slate of Directors for this coming year. I will continue on this year as Past President on the Executive and look forward to continuing to serve in whatever capacity that is required.

Thank you to the many people and volunteers who have made my year as President enjoyable and rewarding. I look forward to continued involvement with the Chamber and will always be there to help support our great and intelligent community.

The Fredericton Chamber of Commerce is "Your Voice for Business!"

Yours truly,

Lee Winchester
President

2009-2010 Board of Directors

Executive

Lee Winchester, President
BMO Bank of Montreal

Mike Toole, 1st Vice President
Wilson Insurance

Andrew Steeves, 2nd Vice President
ADI Limited

Dale Dunphy, Past President
Barrington Consulting Group

Nick McCarthy, Treasurer
Riverview Ford Lincoln Sales Limited

Andy Power, Executive
Stantec Consulting Ltd.

Janice McKay, Executive
Contract Management Services

Directors

Frank Flanagan
City of Fredericton

Darrin Lee
HSBC

Bernard Riordon
Beaverbrook Art Gallery

Colleen Comeau
St. Thomas University

K. Chipp McCrea
Matthews, McCrea Elliott

Mary Butler
Sylvan Learning Centre

Mary Goggin
Accreon

John Robison
Skill Search Recruiting

Chris Johnston
Bulletproof Solutions Inc.

John Crossley
Meritus University

Kathy Russell
Fredericton YMCA

**Thank you to the 2009-2010 Board of Directors of the
Fredericton Chamber of Commerce for your valued contributions
to the advancement of the Chamber mission.**



Chief Executive Officer's Report – Susan Holt



Thank you for taking the time to peruse our Annual Report for 2009-2010. Much has been accomplished in the last 12 months at the Fredericton Chamber of Commerce; it's often only in looking back that we can truly see how far we've come.

The Fredericton Chamber of Commerce has an impressive track record of delivering value to its members and the community of the Greater Fredericton Area. In fact, it was the combination of **innovative advocacy initiatives** (ex. Physician Recruitment and Business Immigrant Mentorship), well-run events like the State of the Province Address and frequent, informative communications that inspired me to apply for the position of CEO of the Chamber. So while I was only involved in 25% of this past year's performance having started in February, I'd like to share with you my view of how it went.

The Fredericton Chamber of Commerce hosted more than **3500 attendees** at **25 major events** this year, while engaging **150 volunteers** in our 6 main committees and numerous other projects. We improved our member retention rate, climbing from 86% to a staggering **92% renewal** from our loyal businesses. We also increased our attraction of members from 61 in 2008-2009 to **84 new partners** since last May.

These strong results demonstrate the resonance of our mandate – to be the **Business Partner** of choice for members through our suite of benefits, services and events, and to help create a **better business environment in Fredericton** through our advocacy work.

Huge thanks are due to my predecessor, Anthony Knight, and to outgoing President Lee Winchester for their **dedicated stewardship**. I'd also like to recognize the 2009-2010 Directors for their time and contributions this year, along with the Chamber staff who have helped me immensely in these 3 months. Finally, I feel very fortunate to have Mike Toole as the Chamber's new President. Mike has already proven to be a thoughtful, intelligent and valuable resource for me to date, and I'm very optimistic about what we'll **achieve with his leadership** next year.

As we look ahead, there is much to get excited about. This summer the board, staff and I will develop a **new Strategic Plan** for 2010-2013. I'm also looking forward to the provincial elections in September, where the Chamber will help **cultivate important conversations** between the business community and those vying for public office. Most importantly, I'm eager to continue meeting our members and listening to this community. Your direct feedback, paired with input from our surveys, committees and board serves to guide every aspect of our work. I **encourage you to participate** in our annual survey, join a committee, attend an event, or even phone, email and drop by the Chamber to submit your \$0.02. The Fredericton Chamber is here to help you succeed, as *Your Business Partner*.

Best regards,

Susan Holt, CEO

Treasurer's Report – Nick McCarthy (Riverview Ford Lincoln Sales Limited)



The year ended 2009-2010 was another successful year for the Chamber; however, financially it was more challenging.

We ended the year with a deficit of \$10,976 compared to a small budgeted surplus of \$204. Consequently, our overall financial position, total accumulated surplus has declined to \$87,087.

Revenue growth was strong. Total revenue was \$729,341, \$12,962 over budget and \$58,227 greater than last year. Despite this success, the growth of our expenditures continues to outpace the growth in revenue. Total expenses of \$740,317 are \$24,142 over budget and \$37,833 greater than last year. The increase was primarily due to costs associated with the Mentorship project (the cost was recovered from the government), filling vacant positions caused by turnover, general salary and benefit increases and higher than anticipated costs to put on some of our special events.

Clearly, the trend during the past number of years has been that it is becoming more costly to operate the Chamber. We need to generate significant additional revenues to continue to deliver the level of service our members expect and still balance our budget. For the 2010-2011 year, the board has approved a budget that aggressively targets cost control and plans for some exciting new revenue sources while reviving some others.

Almost all of the Chamber's revenues are generated from its member base through sources such as membership dues & group insurance, to newsletter revenues and our major events. We can only continue achieve our goals because of a strong and growing member base and your participation in chamber programs and events.

I have enjoyed my first year with the chamber and my role as treasurer and look forward to the upcoming year. On behalf of the board, I thank each member for their support and encourage all members to become involved. The Fredericton Chamber of Commerce is the voice of business and only through your involvement and support can we continue to be effective.

Annual Advocacy Summary – Jennifer English (Director of Policy & Research)

Advocating on behalf of our members is at the very centre of the Fredericton Chamber's mandate. Our advocacy efforts encompass local, regional, and national issues, and change in response to our members' uppermost needs and concerns. The following is a summary of some of the key issues we've addressed this year.

Encouraging Post-Secondary Collaboration

Advocating for an expanded community college presence in Fredericton has long been a key priority for the Fredericton Chamber. We were thrilled when these efforts paid off with the announcement that the provincial government would fund the construction of a new campus for Fredericton. The focus now is to ensure that the college's administration builds productive relationships with our city's other post-secondary institutions and leverages the possibilities of partnering with these institutions on program delivery and curriculum options. The decision to locate the new campus next to UNB is an excellent first step toward future collaboration. We look forward to providing input on behalf of our members as the college nears its first intake of students.

Advancing Collaborative Care

Collaborative care clinics – medical practice facilities in which physicians work as a team with assistance from family practice nurses, licensed practical nurses, and medical office administrators – are quickly becoming the practice model of choice for new graduates and experienced practitioners alike. Our President's Committee on Physician Recruitment decided early in the committee year to focus on advocating for additional collaborative care opportunities in the city, and has spent the past several months building relationships with community organizations and members of the medical community to strengthen our call for more collaborative care options. We believe that these clinics are an important step toward improving primary care and addressing the physician shortage in our community, and will continue to work with the Regional Health Authority and provincial government to press for additional collaborative care clinics in our city.

Supporting Immigrant Entrepreneurship

Fredericton has an increasingly diverse immigrant business community and the Fredericton Chamber of Commerce wants to ensure newcomers have access to all the resources that will help them prosper here. Our Business Immigrant Mentorship Program – a provincially-funded initiative that is the first of its kind in New Brunswick – began last spring and has been renewed for another year. The program attracted so much attention in its first year that we've even received funding to hire a full-time coordinator to manage the project, which will allow for more effort around recruitment, promotion, and ongoing program management.

Easing the Minimum Wage Strain

Although the increased minimum wage will affect many of our members, we know that our members in the hospitality and tourism industry are often the most vulnerable to cost increases. To help offset this

we've been working with a number of other member-based organizations across the province on a

campaign to persuade the government of the need for tip and training differentials. We believe the option of paying a tip or training differential to eligible staff would help many of our members as they adjust to increased wage costs, and we will continue to work with our partners on this issue.



Annual Chamber Event Summary – Jennifer Phillips (Event Manager)

If you need to network, make contacts, or spread the word of an exciting new launch at your business, the Fredericton Chamber of Commerce is Your Business Partner.

We offer a number of events throughout the year. At each of these events there are ample opportunities to meet new people and exchange business cards.

Monthly Events

- **Business After Hours** is one of our most successful networking opportunities; it allows businesses to showcase their products and places of business. This past year we hosted 559 guests at our Business After Hours at 8 different locations.
- **Productivity Matters Education Series** offers a monthly educational session to Chamber members. Keynote speakers and facilitators focus on a variety of hot topics. This year we experienced low attendance for the series. We had 53 guests in only 2 sessions for 2009-2010.

Major Events

- **Annual Banquet** – May – This event represents an opportunity to recognize our incoming and outgoing Presidents to discuss their perspectives from the last year and what the incoming President would like to see happen in the year ahead. 163 people attend the 2009 event. In 2010 we changed the event to a stand up reception in place of a sit down dinner.
- **Past President's Luncheon** – June – Each year a luncheon is held in honour of our hardworking Past Presidents. In 2009 we had 17 past Presidents in attendance.
- **Summer Biz Bash** – June – As a member appreciation event we finish off the year with one last mix and mingle before the summer break. Garrison District Ale House hosted the 2009 Bash with 116 attendees.
- **Annual Golf Tournament** – August – One of the most popular and fun events that the Fredericton Chamber of Commerce hosts. We see members from all over the Atlantic Provinces attend. 2009 saw the first year of the tournament being held at the Kingswood Golf Course. We had 180 golfers participate.
- **Chamber Business Expo** – September – This event has been a huge success in the past, but in the last few years we have seen a major decline in public attendance. In 2009 we had walk-in attendance of 60. With the feedback from the booth holders we have decided to review this event more closely.
- **Business Excellence Awards** – October – This awards ceremony recognizes businesses that have shown outstanding customer service, community involvement and other notable achievements. We had 319 guests in attendance and handed out 8 awards.

- **State of the City Address** – November – With his Worship Mayor Brad Woodside as guest speaker, the evening is an occasion to learn about the initiatives being undertaken by the City. 243 chamber members attended.
- **State of the Province Address** – January – The Fredericton Chamber of Commerce has hosted 7 Premiers since 1974. This event carries the Premier’s message to the province’s accomplishments and future direction of New Brunswick. This is the largest event that we host with a sellout crowd of over 1000 people in attendance this year.
- **Distinguished Citizens Awards** – March – This annual award recognizes members of our community who have given back, whether through their service or leadership. We awarded 4 recipients this year, with an attendance of 242. This was the first year we have ever sold out this event.
- **Miscellaneous Events** – Each year we are contacted by members of the Chamber regarding the opportunity to speak with other members. We hosted 6 of these unique events this year ranging from Breakfast, Lunch and Dinner events. We saw 500 chamber members attend these events.

The networking opportunities through the Chamber are endless. For a list of our upcoming events contact the chamber office at 458-8006 or visit our website at www.frederictonchamber.ca.



Thank you to our 2009-2010 Sponsors!

The Board of Directors and staff would like to thank each and every sponsor for supporting our events during the past year and helping to make the Fredericton Chamber of Commerce events successful.

2010 State of the Province

Telegraph Journal
 Rogers TV
 Stewart McKelvey
 Emera
 Grant Thornton
 Bell Aliant
 AVW -TELAV
 Meritus University
 Enterprise Network
 Barrett Xplore
 Red Cow Technologies
 The Belton Group
 Accreon
 Rob Blanchard
 New Brunswick Medical Society
 Advocate Printing
 Jackson Triggs
 Trites Flowers
 St. Thomas University

2009 Annual Banquet

Rogers
 Capital Airways
 AVW-TEL AV
 St. Thomas University
 Red Cow Technologies
 Triple C Maintenance
 Vagrant Web Design
 Rob Blanchard Photography
 Sir Speedy
 Belton Group

2009 Business Expo

ICS
 Delta Fredericton
 Red Cow Technologies
 Pro Data Connectivity
 Wilson Insurance
 The Belton Group

2009 Business Excellence Awards

Outreach
 AVW-TEL AV
 Signature Sound
 Bell Aliant
 TD Canada Trust
 UPS
 KPMG
 Delta Fredericton
 Covey Basics
 Wilson Insurance
 Rob Blanchard
 Matthews McCrea Elliott
 Kwik Kopy
 The Belton Group
 Vincor
 Scott's Nursery
 Valley Graphics

2009 Golf Tournament

Coastal Graphics
 Crowne Plaza
 FRED-FM
 Daily Gleaner
 Moosehead
 Rob Blanchard

2009 State of the City

Bell Aliant
 AVW TEL AV
 Delta Fredericton
 Rob Blanchard
 Daily Gleaner
 Scotiabank
 Kiers Marketing

Distinguished Citizen

Awards 2010

Daily Gleaner
 ADI
 Crowne Plaza
 AVW TEL AV
 Vagrant Web and Creative
 Grower Direct
 6 Colour Copy and Printing

Government Affairs Committee Report – Mike Toole, Chair (Wilson Insurance Ltd)

The focus for this year's Government Affairs Committee has been to provide guidance and support on the Chamber's response to the provincial minimum wage increase. Our efforts have been centered on two specific areas: education and advocacy.

We agreed that the most effective way to help Chamber members adapt to the wage increases was to provide education opportunities that offered solutions in specific areas. Our discussions led to the development of the Minimum Wage Boot Camp, a session held in May that offered expert tips on how to improve a business's performance in a variety of areas.

We also agreed that the Chamber's advocacy efforts should point to solutions that have worked in other provinces. Tip and training differentials have been in place for several years in Ontario and Québec and we believe they could provide a significant benefit for businesses in New Brunswick. The Chamber is now working with a number of partner organizations across the province to persuade the government to offer differentials in New Brunswick.

Economic Development Committee Report – Andrew Steeves, Chair (ADI Ltd)

This year the Committee reviewed several possible initiatives and, based upon feedback from Committee members as well as other Chamber business people, we selected "Barrier Busters" as our focus.

The purpose of Barrier Busters is to identify and address government regulations and procedures which are redundant, unclear, time-consuming, poorly conceived or implemented.

At present Committee members and Chamber staff are collecting examples of barriers which are hindering businesses in Fredericton. Many of the examples are being submitted by owners of small businesses and we expect the Barrier Busters will represent significant value to this portion of the Chamber membership.

Many of the barriers members identify will involve our City and Provincial government. With this expectation in mind we have already discussed the Barrier Busters concept with City staff and have received a positive response. We have also met with the Director of the Red Tape Reduction branch of Business New Brunswick, who is keen to learn of the barriers our members face. Our goal is to bust these barriers and that is done much more easily when both parties work together.

With the Busters initiative in its first phases we plan to have a quick start to the new committee year. We welcome participation from all members in this initiative.

President's Committee on Physician Recruitment – Lee Winchester, Chair (BMO Bank of Montreal)

This year's President's Committee on Physician Recruitment had two main priorities: to host a reception to welcome new residents to Fredericton and to advocate for greater collaborative care options in Fredericton.

Our first priority was accomplished in October when we hosted eight new residents and their guests at an evening event at the Beaverbrook Art Gallery. Several committee members attended to welcome the residents to Fredericton and discuss their future practice plans. Our conversations allowed us to better understand how new physicians decide where to practice and the community features most likely to attract them.

Our second priority was identified during a committee strategic planning session held in October. With a professional facilitator in attendance to help steer our discussions, we agreed to prioritize the advancement of collaborative care in the community. In the months since this initial session we've met with retired physicians, spoken with those who helped establish the Gibson St. clinic, and gained the support of individuals and organizations who understand how important collaborative care is to our community's recruitment and retention efforts. The committee will continue to build on these efforts and develop new partnerships to support the growth of collaborative care in our community.



Nominating Committee Report – Lee Winchester, Chair (BMO Bank of Montreal)

As the stand-in Chair, in place for Dale Dunphy, of the Fredericton Chamber of Commerce Nominations Committee, it is my pleasure to share with you the list of nominees for the 2010-11 Board of Directors of the Chamber.

The committee was comprised of members of the Chamber's Executive including the Past President, President, 1st Vice president and 2nd Vice President. The committee had sent out requests for board nominations earlier in the year to be considered as directors on our board. The nominees reflect a variety of industries, a mix of business owners and professionals from the community. Anyone considered for the board was required to be a member of the Fredericton Chamber of Commerce and be in good standing at the time of nomination.

The nominees are as follows:

The following individuals have indicated their willingness to serve a one-year term as Officers and Members of the Executive Committee beginning in June 2010:

| | |
|------------------------------|---|
| President | Executive Committee |
| First Vice President | Mike Toole, Wilson Insurance Ltd. |
| Second Vice President | Andrew Steeves, ADI Limited |
| Treasurer | Janice MacKay, Contract Management Services |
| Past President | Nick McCarthy, Riverview Ford Lincoln Sales |
| Executive Committee | Lee Winchester, BMO Financial Group |
| Executive Committee | Andy Power, Stantec Consulting |
| | K. Chip McCrea, Matthews McCrea Elliot |

First Year Directors

In accordance with Article VIII Section 2 of the Chamber's By-Laws, we are pleased to advise that the following individuals have indicated willingness to serve a 2-year term as members of the Board of Directors beginning in June 2010.

Nancy Cook, The Daily Gleaner
Dr Dan Colman, University of New Brunswick
Stephen Hill, Cox & Palmer
Mark MacKenzie, Green Imaging Technologies
Grant Aylesworth – Ocean Valley Associates Consulting
Deryl Armstrong – Barrington Consulting Group Inc.

Returning Directors

As a matter of information, the following directors have one year remaining in their two-year term of office:

Kathy Russell, Fredericton YMCA
Dr. John Crossley, MeritusU
John Robison, SkillSearch Recruiting
Chris Johnston, Bullet Proof Solutions
Mary Goggin, Accreon
Frank Flanagan, City of Fredericton

At the Chamber's Annual Meeting on June 3rd, 2010 at the Crowne Plaza Hotel, the nominees noted above will be voted upon by the membership.

Five board members have fulfilled their commitment as per Article VIII Section 2 as per our by-laws and will not be returning to the board. They are **Colleen Comeau** (St. Thomas University), **Darrin Lee** (HSBC), **Mary Butler** (Sylvan Learning Center), **Bernard Riordon** (Beaverbrook Art Gallery), and lastly **Dale Dunphy** (Barrington Consulting). I would like to thank each of these very talented individuals for their contributions to the Chamber. Their commitment and dedication to the Fredericton Chamber of Commerce will always be remembered and appreciated.

Lee Winchester
President
Fredericton Chamber of Commerce

Membership Committee Report – Darrin Lee, Chair (HSBC)

The Membership Committee (formerly known as the Ambassadors Committee) was very active this year with highly energetic and engaged committee members. The primary responsibility of this Committee is to welcome new members to the Chamber and whenever possible these members were visited at their place of business with all the Chamber benefits being highlighted. The Committee visited 62 new members from September to April.

In addition, the Membership Committee also represents the Chamber at networking functions and Chamber events with the intent of helping new members make introductions. Often many of our dedicated committee members made it their priority during events to accelerate connections between new and existing members.

The following individuals represented the FCC this past year as Committee Members:

| | |
|----------------|------------------|
| Darrin Lee | Greg Keith |
| Marilyn Wilson | Sharon Cowan |
| Todd Smith | Wilma Clowater |
| Kathy Russell | Jennifer Kreuger |
| Erin Blanchard | |

The continued success and growth of the FCC is in large part due to the personal connections made by our Committee members as they were instrumental in referring new potential members FCC. Thanks to everyone who served on the committee.

Thank you to our 2009-2010 Volunteers

The Board of Directors and staff of the Fredericton Chamber of Commerce would like to thank each and every volunteer for giving their time and talents during the past year. Without you the Fredericton Chamber of Commerce could not be the premier business organization of Fredericton.

Membership Committee

Darren Lee
Marilyn Wilson
Todd Smith
Greg Keith
Erin Blanchard
Sharon Cowan
Wilma Clowater
Kathy Russell
Jennifer Kreuger

Mentorship Program Steering Committee

Alex Scholten
Andrew Gaudes
Ashraf Ghanem
Bonnie Doughty
Jason MacFarlane
Lisa Lepage
Lizzie Cheng
Mohsen Masoori
Monica Laviolette
Nikpour Behrouz

Business Immigrant Mentorship Program

Adam Luo
Alex Scholten
Bob Jewett
Christine Pan
Donna Thompson
Hossein Alavi
Marc Kranat
Mohammed Reza
Patrice Williams
Peter Cheng
Sal Sabbagh
Steven Wang
Vivian Lu
Zhi Zhi

Physician Recruitment Committee

Lee Winchester
Ann Swinamer
Bob Hatheway
Dale Dunphy
Denise Coulombe
Derek Schriver
Don Fitzgerald
Doug Motty
Glenna Birt
Helen Hayward
Kerstin Coy
Lisa MacInnis
Lucas Roze
Ron Forsythe
Ross Mathers
Susan Phillips
Wendy Southworth
Darren Lee
Janice McKay

Adhir Mishra
Annie Gbotoe
Carleo Liu
Conrad Rutters
Hart North
Jafar Soleimani
Mehdi Bahremand
Morgan Qu
Parviz Taheri
Robert Grant
Sandy Jeon
Susan Nind
Yundoo Cho
John Robison

Government Affairs Committee

Arnold Lynds
 Eric Gionet
 Chris Tumwine
 David Emerson
 Haley Flaro
 Jason Purdy
 Joseph O'Donnell
 Lisa LaPage
 Rivers Corbett
 Mark MacKenzie
 Stephen Hill
 Steven Cage

Economic Development Committee

Susan Nind
 Celine Diotte
 Heather Black
 Jill Dickinson
 Nick Paul
 Sam Doucette
 Stephen Hill
 Wiktor Askanas

Business Excellence Awards Committee

Pam Lynch
 Kirk Cornell
 Phil Williams
 Mary Butler
 Therese Murray
 Betty Blanchard
 Jim Gilbert
 Thor Olesen
 Lee Corey
 Trina MacDonald

Walther Lauffer
 Dale Dunphy
 Mark MacKenzie
 Lee Winchester
 Ron Forsythe
 Lisa LaPage

Distinguished Citizen Awards Committee

Mayor Brad Woodside
 Andrew Steeves
 Janice McKay
 Nancy Cooke
 Lee Winchester



Incoming President's Report — Mike Toole (Wilson Insurance)



I am excited to begin my term as President of the Fredericton Chamber of Commerce. The Chamber is an important organization in the City and I am humbled to be chosen as its leader for the 2010-11 term.

2010 will be a busy year for the Chamber as we launch a new strategic plan. Although many of our current initiatives will no doubt make up part of our new plan I am sure new ideas will be developed with the input of our membership and the Board of Directors. It is important that our plan reflect the needs of our membership.

I strongly believe that we must:

- Increase our membership and continue to provide relevant member services while at the same time delivering value for membership dues
- Practice sound financial stewardship to ensure sustainability of the services the Chamber provides
- Continue to innovate and find more efficient ways to communicate with our members and stakeholders.
- Be proactive in identifying new opportunities and remain flexible to react to opportunities that may be presented to us.
- Continue to be an advocate for business and promote dialogue with our municipal, provincial, and federal bureaucrats, elected officials and community partners.
- Continue to be the Voice of Business for business in Fredericton.

As the current chamber year draws to a close I want to thank our President Lee Winchester for his dedication and leadership and I look forward to drawing on his experience over the coming year. I also want to recognize the efforts of Anthony Knight. Anthony worked hard on behalf of the membership and I wish him success in his new position as Executive Director of the New Brunswick Medical Society. I also want to recognize Susan Holt our new CEO. In her short tenure of 3 months Susan has demonstrated a great deal of enthusiasm in her new position and has brought fresh ideas to the organization. I also want to thank our professional and dedicated staff that holds our great organization together. Finally, I wish all the best to the retiring board members and thank them for a job well done! They have made a significant contribution to our organization.

I look forward to meeting as many members as possible and working together to make our Chamber even better than what it is today.



2010-2011 Board of Directors

Executive

Mike Toole, President
Wilson Insurance

Andrew Steeves, 1st Vice President
ADI Limited

Janice McKay, 2nd Vice President
Contract Management Services

Lee Winchester, Past President
BMO Bank of Montreal

Nick McCarthy, Treasurer
Riverview Ford Lincoln Sales Limited

Andy Power, Executive
Stantec Consulting Ltd.

K. Chipp McCrea, Executive
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Directors

Frank Flanagan
City of Fredericton

Mary Goggin
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Chris Johnston
Bulletproof Solutions Inc.

Kathy Russell
Fredericton YMCA

John Robison
Skill Search Recruiting

John Crossley
Meritus University

Grant Aylesworth
Ocean Valley Associates Consulting Ltd.

Nancy Cooke
Daily Gleaner

Dan Coleman
University of New Brunswick

Stephen Hill
Cox & Palmer

Mark MacKenzie
Green Imaging Technologies Inc.

Deryl Armstrong
Barrington Consulting Group Inc.

Fredericton Chamber of Commerce

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