



Saint John Board of Trade

Making It Happen For Business

Annual Report 2010-2011



connected!
member of the canadian chamber of commerce network

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Mission Statement

“To contribute to a productive economic environment for business in Saint John.
To provide encouragement, assistance and guidance for established enterprise, or those
aspiring to become established in business.”

Chair's Report

Fellow Members,

On behalf of the Board of Directors, the Staff and myself, I would like to thank you for permitting us to represent you and your businesses throughout the year. It has been an honour to serve as the Chair of the Saint John Board of Trade.

The past year has borne witness to many changes in our City, Region and Province. We have seen the opening of the Dalhousie Medicine New Brunswick program at Tucker Park—one of the first steps needed in creating our Health & Life Sciences Knowledge Cluster. Add to this the construction of the Allied Health building at Tucker Park, the Commons Building at UNBSJ, the new Energy building at Grandview Ave, and the expansion of the Regional Hospital, and an exciting trend begins to emerge, not just in the Health Sciences, but in Post-Secondary Education. We know we are facing a shortage of skilled labour in the very near future—indeed our ICT sector is already experiencing this—investment in Post-Secondary Education is the way we will encourage future growth and development in our City, Region and Province.

Municipally we have seen the creation, development and growth of what will become Saint John's new Municipal Plan for the next 20 years. I have had the great privilege to participate in the PlanSJ process on behalf of our members and ensure the concerns and ideas of business are considered and incorporated. While we have not always agreed with what has been presented in the past, we are cautiously optimistic of the Growth Strategies document that was presented to and adopted by Common Council on March 14, 2011. I know I will continue to follow its development into a Municipal Plan over the course of the next year.

Regionally, we have seen increased development over the past number of years. I believe that this growth can be sustained and increased if we work together. This past year we have strived to work with our regional counterparts the Sussex, Hampton, St. Martins, Kennebecasis Valley, and River Valley Chambers on issues of importance to our respective members and our region. We are not an island and need to work collaboratively with our neighbours, not in competition.

To further the goal of regional cooperation, we have also worked with our counterparts in Fredericton and Moncton, along with the New Brunswick Chamber and the Atlantic Provinces Chambers of Commerce. We have not, however, limited our regional cooperation to just Chambers of Commerce. I have been meeting monthly with the Chair of Enterprise Saint John, our regional economic development agency, a like minded organization.



J. Michael Murphy

This past year we have continued to keep a focus on Provincial issues including the proposed closure of the Canadian Blood Services processing location on University Ave and the potential impact that will have on our Province's Tertiary Care Hospital. On September 27th we had a Provincial Election which saw a change in government. In an effort to ensure our members had the information they required to make an informed decision, we organized a series of Meet the Leader events, and surveyed the local candidates! Following the election we organized a reception for the newly elected MLAs, made a pre-budget submission, and have also met with the Southern NB Caucus.

In the Fall the Energy Commission began its work. We have seen a change in the way New Brunswickers think about Energy and the need for a comprehensive long term policy for our Province. In February of this year, I had the opportunity to represent our members during the Commission's consultations in Saint John.

Perhaps one of the greatest highlights for me was the opportunity to attend the Canadian Chamber of Commerce Conference in Gatineau, QC in the Fall. The AGM highlighted to me the importance of the work we do. I was especially impressed with the serious debate and consideration given by the respective Chambers to all policies brought forth during the two day process. The policies, submitted by Chambers like ours, are discussed, debated, revised, vetted and voted upon to become policy at the national level. What power it is to be connected!

Our Committees, Task Forces, and Forums did an outstanding job this year from working on policy matters like PlanSJ, increase in Minimum Wage, the Provincial Budget and Energy to organizing world class events like our breakfast with Robin Sharma, world renowned leadership expert and author, our Academy Awards Style Outstanding Business Achievement Awards Gala in November, our Public-Private Partnerships event, and our Golf Tournament.

Thank you my fellow members of the Board and to the staff for their support and dedication throughout the year!

Michael Murphy
Chairman

President's Report

Dear Members:

You're Saint John Board of Trade – Connected – locally, regionally, nationally and internationally!

As Canada's third oldest Chamber of Commerce, the Saint John Board of Trade has a long distinguished history of representing our members, your business community. We are connected through the Canadian Chamber of Commerce network to Boards of Trade/Chambers across Canada. Through this network we are able to address issues of importance to businesses across the country and work with them to strengthen our members' voice.

In addition to having a strong national voice through the Chamber network, our members have a strong local voice through our advocacy on issues of importance to them and citizens of our community; we are the voice of the business community. Some of the issues we focused on last year included improving our water infrastructure, the development of a new municipal plan, ensuring a strong Saint John Airport and encouraging a long-term energy policy for our Province.

As your President I have had the privilege of meeting many of our members this past year to learn more about your businesses, your plans for growth and the challenges you face. Again this year I have had the opportunity to represent our organization at numerous meetings, events and conferences, including the: Energy Ignition Summit, Federal Government's Economic Roundtable hosted by the President of the Treasury Board, the Hon. Stockwell Day; Forest Products Sector Council Focus Group Study on HR issues and trends; Red Tape Reduction Roundtable hosted by the Hon. Rob Moore, Minister of State for Small Business and Tourism; NB, Atlantic Provinces and Canadian Chamber AGMs and conferences.

The Board of Trade continues to put a high priority on working with other organizations and partners in our community. This past year, many of these partners have undergone strategic planning processes that will help set the course for our community for the next 10, 15 and 20 years. We have participated in many of these sessions, including the Saint John Airport, Port of Saint John, Enterprise Saint John (ESJ), UNB, Plan SJ, and the new Destination Marketing Organization. We have partnered with ESJ, the Saint John Multicultural Newcomers Resource Centre, Y Settlement Services, and the Population Growth Secretariat to launch a Business Immigrant Mentorship Program in our community.

We have also partnered to 'give back' to our community and region to support

Romero House and the Empty Stocking Fund (by helping organize fundraising breakfast with guest speakers, Wayne Gretzky and Frank McKenna), NB Flood Relief (promoted and sponsored our member events, including Fortis Properties/Delta Brunswick breakfast), and invested in the Saint John Community Loan Fund.

We continually work to promote our members, business and our community. We partnered again this year with the Telegraph Journal and ESJ to produce the 4th annual "Saint John on the Move" supplement and worked with them and our retail members to produce two "Explore" magazines. And, we partnered with the City of Saint John, ESJ, and Progress magazine to publish a Saint John 16-page full colour insert in the March 2011 Progress issue.

We pride ourselves on being a membership driven organization and provide you, our members with opportunities to grow through involvement and learning; to grow your businesses through knowledge and connections; to assist in the economic development of our community; and to help grow our community by participating in the development of solutions for community needs and issues.

Through our distinguished speaker luncheons, business networking mixers, and other educational events; members have the opportunity to connect and build their business relationships. We organized and hosted over 30 events during 2010 including celebrated leadership author and expert, Robin Sharma; four of the provincial party leaders in the lead up to the election; organized a very informative luncheon and workshops on P3's; and hosted a "Take our Kids to Work" luncheon.

This is just a snapshot of some of the highlights your Board of Directors, volunteers, and staff worked on this past year...it was quite a year! Thank you to all!

Thank you to all our members for your investment in the Saint John Board of Trade and in the future of your business and your community ... You're Connected!

Respectfully submitted,
Imelda Gilman, President



Imelda Gilman

Treasurer's Report

It was my pleasure to serve as Treasurer for the Saint John Board of Trade over this past year. Below is a report on the Board's financial position for the year ended December 31, 2010.

Revenues for the fiscal year totaled \$420,870 which was approximately 11% higher than budget (\$42,685 variance) and 4% higher than fiscal 2009. The most significant element of this variance relates to Special events which was \$46,261 higher than budgeted and \$32,435 higher than the previous year. Membership dues from renewals and new members performed favourably against budget (\$2,624 higher). The Board publications were lower than budget by \$10,571 and lower than the previous year by \$9,329.

Expenditures for the year totaled \$402,997 which was approximately 2% higher than budget (\$7,973 variance). The most significant element of this variance relates to Sundry expenditures were \$5,672 higher than budget. The majority of other expense categories were within budget and comparable to the prior year.

In summary, the Board realized a very significant operating surplus of \$17,873. After factoring in interest income and an unrealized gain on investments, revenue exceeded expenses by \$23,343 against a budgeted deficit of \$16,839.

"I have found my membership in the Board of Trade offers numerous advantages and opportunities. I put a lot of value in knowing what is going on in our City. Regular e-mails from the Board, the Board Web-Site and numerous networking opportunities provide me with this information. If you do not like saying "I didn't know that", or "when did that happen?", a membership in the Board of Trade you ensure you are "plugged in".

The networking events also provide an opportunity to meet other members and learn about their business and talk about your own. In a casual, fun atmosphere you be able to share information about your products and services. And this does result in new business!... I also take advantage of getting involved in Board of Trade initiatives. In my case I am Chair of the Retail Forum. There are many ways you can make a difference if you have the time to volunteer and get involved. This also helps to be "plugged in".

**Daryl Wilson, President
Alternatives**

Assets for the year totaled \$351,787. The Board continues to hold \$145,000 in a Reserve Fund to ensure ongoing financial stability; the Fund is restricted and disbursements are only allowed with authorization from the Board of Directors. At a Board Meeting subsequent to the year it was passed that the internally restricted fund would increase by \$50,000.

Our external auditors, PricewaterhouseCoopers, have completed an audit on our 2010 financial statements and have issued an unqualified audit opinion.

The Board has been using a balanced scorecard to track performance in five categories: Financial, Internal Business Process, Member, Learning and Growth, and Advocacy. The scorecard provides a snapshot of the Board's strengths and areas for development, allowing us to continuously improve and better serve our members. In Fiscal 2010 the Board will be including a new measure to track the performance of the investment portfolio.

Respectfully submitted,

Matthew McKenna, CA
Acting Treasurer

Deanna Graves, CGA
Treasurer and Finance Committee Chair



Premier David Alward spoke at a joint Saint John Board of Trade and Saint John Rotary Club luncheon on March 28, 2011. He is pictured here with Norm Purdy, Board of Director of the Saint John Rotary Club and Michael Murphy, Chair of the Board of Trade.

Year in Review

Municipal Plan

In 2010 the City of Saint John began the process of creating the first new municipal plan for the city in over 40 years. PlanSJ, the name of the community engagement process, held a series of consultation meetings throughout the City over the year. The Saint John Board of Trade established a Municipal Plan Task Force comprised of representatives from various Committees including Business & Community Development, Government Affairs, Retail and Transportation as well as other interested members. The Task Force attended the various open houses and presentations held by PlanSJ, reviewed the material distributed and provided recommendations to the Board of Directors. The Saint John Board of Trade made several submissions to the PlanSJ team from October to January.

In an effort to keep members informed of the PlanSJ process, the Saint John Board of Trade created a Municipal Plan page on our website and included updates and information on upcoming PlanSJ sessions in our monthly e-newsletter.

Infrastructure

Water—Reviewed the City of Saint John's Report on the Action Plan for Clean, Safe Drinking Water presented to Common Council in July 2010. Member of the Saint John Harbour Watershed Consortium.

Public Private Partnerships—On October 29, 2011 the Saint John Board of Trade organized and presented a luncheon and workshops on Public Private Partnerships, featuring P3 Canada and Partnerships New Brunswick. The event, co-sponsored by Grant Thornton and Stewart McKelvey, provided the participants with a wide range of information including legal and financial advice.

Harbour Bridge—The Saint John Board of Trade views the Harbour Bridge as part of the infrastructure for the community and a crucial link in the Atlantic Transportation Network and the Atlantic Gateway. The Saint John Board of Trade wrote letters to the Federal and Provincial governments requesting they discuss the issue and devise a solution (both short-term and long-term). The Board of Trade also participated in face-to-face meetings with the Provincial and Federal governments. In October the Province agreed to take over the Harbour Bridge and remove the tolls.

On November 26, 2010, the Saint John Board of Trade attended the announcement by Prime Minister Stephen Harper at the Marco Polo Cruise Terminal regarding the removal of the tolls and the forgiveness of the Bridge's debt.

On April 1, 2011, the tolls on the Harbour Bridge were removed.

Plans are currently underway to continue the renovations to the Harbour Bridge.



*PlanSJ— conceptual design approved by
Common Council March 2011*



*Saint John Board of Trade Chairman
Michael Murphy with P3 Canada's John Arsenau
and Partnerships New Brunswick's Fred Blaney at the
Infrastructure and Public Private
Partnerships Luncheon and Workshops on
October 29, 2010*



Saint John Harbour Bridge



**Saint John
Board of Trade**
Making It Happen For Business

Year in Review

Knowledge Cluster (Innovation, Health and Education)

Dalhousie Medicine New Brunswick— Over the past decade the Saint John Board of Trade has partnered with members in our community as proponents for the creation of a medical education program located at Tucker Park, adjacent to the Province’s tertiary care hospital. In September 2010, the Board of Trade was pleased to be present with our community members and stakeholders at the opening of Dalhousie Medicine New Brunswick and to help welcome its inaugural class.

Our Chairman, Michael Murphy, recognized the importance and impact this new program will have on the City of Saint John with the 2010 Outstanding Business Achievement Chair’s Award. In March 2011 Dalhousie Medicine New Brunswick launched a \$15 million fundraising campaign for the Occupational Research Chair position at Tucker Park.

The Saint John Board of Trade is participating on a newly established Health & Life Sciences Steering Committee which will look at further developing our Knowledge Cluster. The Saint John Board of Trade is represented on the Steering Committee by Patrick Darrah, and alternate Imelda Gilman.

Energy Gateway

Regulatory Framework Options— In July 2010 the Saint John Board of Trade submitted its recommendations to the Province on the New Brunswick Regulatory Framework Options. While generally in agreement with the options outlined in the document, the Board made recommendations which included having the Public Intervenor appointed for a fixed term with a fixed budget and as a representative of all rate classes. The Board also recommended having a requirement that members of the EUB should have a knowledge of industry and their decisions should be free from being overruled by Government. The last recommendation was adopted.

New Brunswick Energy Commission— On Thursday, February 17, 2011 the Saint John Board of Trade made a presentation to the New Brunswick Energy Commission regarding the long term energy plan for New Brunswick. The Board of Trade’s presentation focused on three key areas: 1) Energy Competitiveness; 2) Energy Efficiency; and 3) Building on our existing assets. The Report and recommendations from the Energy Commission are expected to be released in the Spring/Summer of 2011.

“Being a new member of the Saint John Board of Trade has enabled us to network and make some amazing connections in the business community, as well as being kept apprised as to what is going on in the city of Saint John at all times. The staff have gone above and beyond to welcome us and make us feel like we are an important addition to the network of organizations in the Board of Trade, and I look forward to our future involvement in the development of our business community.”

Kari Poore, Executive Director
SPCA Animal Rescue



Dr. Michael Barry (centre), Dr. John Steeves (centre right), and Pat Darrah (far left) accepting the 2010 Outstanding Business Achievement Chair’s Award from Michael Murphy (far right) with Kevin Perry representing Shred Guard, sponsor of the 2010 Chair’s Award (centre right).

- Participated in the *Energy Ignition Summit* held in Saint John on July 8 & 9 2010.
- Attended the Canadian Chamber’s *Economic Edge Summit on Energy & Innovation* in Gatineau, QC on September 28, 2010.
- Attended the Maine International Trade Centre Renewable Energy Session in March 2011.

Year in Review

Workforce Expansion & Education

Workforce—Created a Minimum Wage Task Force in 2010 to explore the impact of the increases in the minimum wage as outlined in the Provincial Poverty Reduction Strategy. While supportive of the Strategy's goal of reducing poverty, the Saint John Board of Trade submitted a letter highlighting concerns about the financial impact on small and medium sized businesses from the increase and it's potential lack of impacting poverty as most minimum wage earners are students/teenagers.

Various organizations spoke to a number of the Board of Trade's Committees and Forums over the year about the different opportunities for hiring workers such as TIES2Work, Partners for Workplace Inclusion Program and WorkSafeNB's Hire-an-Injured-Worker.

Immigration—Partnered with Enterprise Saint John, Y's Settlement Services, Saint John Multicultural and Newcomers Resource Centre (SJMNR) and the Population Growth Secretariat to promote and deliver a Business Immigration Mentorship Program in Saint John. The first year of the Program was completed in March 2011. Approval has been given for a second year of the Program and the Saint John Board of Trade is looking forward to continue working with our partners on this important initiative.

Focusing on Centres of Excellence—Participated in stakeholder sessions regarding the strategic plan for UNB Saint John and attended the launch of UNBSJ's Urban Studies Institute at Beaverbrook House in Saint John. . The Board of Trade is a member of the Shared Vision Group on Post-Secondary Education. Work has continued on the New Brunswick Community College's Centre of Excellence for Energy and Construction building at the Grandview Avenue campus and the Allied Health Building at Tucker Park both slated to open in 2011.

Six Destinations After High School—the Saint John Board of Trade worked with the Department of Post-Secondary Education, Training and Labour to promote the Plan to Achieve Career Excellence for a second year. This program, which is delivered to students in District 6 and 8, helps students determine what they want to do for a career and how to achieve the career they will enjoy and excel in. The parent module of this program was delivered in a second pilot Train the Trainer session with several Board of Trade members. The parent module of PACE assists parents to have dialogue with their children and research and discuss interest areas, career options, and career paths.



Renovated Canada Games Stadium at Tucker Park 2011

- Hosted luncheon featuring Marilyn Luscombe, inaugural President & CEO of the New Brunswick Community College in February 2011.
- Partnered with Enterprise Saint John to conduct two Workplace Wellness seminars in January 2011.
- Hosted a 'Behavioural Interviewing' Business Toolbox Workshop in January 2011.
- Attended the Forest Products Sector Council's *Sector Study: Key HR Issues & Trends Focus Group* in Fredericton on October 21, 2010.



Jim Kokocki, Co-Chair of Business Education Forum, Jamie Korab 2006 Olympic Gold Medalist in Curling, and Mike Murphy, Chair of the Saint John Board of Trade at the Unlimited Possibilities Luncheon 2010.

Year in Review

Regional Governance & Cooperation

Chambers of Commerce— The Saint John Board of Trade has been actively working with the Chambers of Commerce in our region including Sussex, Hampton, St. Martin's, Kennebecasis Valley, and River Valley to support one another's efforts and for the betterment of our region, the economy and our members. We have also been working with the Fredericton Chamber of Commerce, the Greater Moncton Chamber of Commerce, the New Brunswick Chamber of Commerce, the Atlantic Provinces Chambers of Commerce and the Bangor Region Chamber of Commerce, our Sister Chamber, on various policy issues.

Sustainability Initiatives

Sustainable Saint John—The Saint John Board of Trade partnered with the City of Saint John in 2009 to launch Sustainable Saint John network. The Board of Trade website houses the Sustainable Saint John page where a business tool kit on how to become more sustainable is available. The Saint John Board of Trade assisted in drafting the Environmental Trust Fund application for funding for the Network to hire a coordinator.

The Saint John Board of Trade's office is doing its part to be more sustainable by reducing its paper requirements and exploring opportunities to go further. For example we have moved to electronic agenda packages for the Board of Directors and the Executive Committee.

Business/Industrial Parks Improvement

This past year the Saint John Industrial Parks has experienced growth and is undertaking several capital projects to enhance the parks including the McIlveen Drive cut and fill project and the Spruce Lake beautification and landscaping program. Kathryn Craig is the Saint John Board of Trade's representative on the Saint John Industrial Parks Ltd Board of Directors.

"Membership in the Saint John Board of Trade has many benefits for me and for Shred Guard. Some of these include having access to training and events that enhance my business' exposure, and gives me a chance to network in a business setting. I am kept up to date on the business activities in the Saint John area thru a variety of methods, such as the BofT website, email updates, and the Currents publication. I have and continue to participate in some of the Forums and Committees that the BofT offers, allowing me to "give back" and to have a voice in the business community."

Kevin Perry, General Sales Manager
Shred Guard

During the 2010 Provincial Election, the Saint John Board of Trade undertook a number of events to provide our members with information on the candidates and the parties to help them make an informed choice and to inform the candidates and their leaders of issues of importance to our membership (both during and following the election). The following is a list of the events:

- Meet the Leaders information sessions and luncheons
- Candidates Survey published in the Telegraph Journal
- Congratulatory letters sent to the new MLAs
- Held a Political Reception with the new MLAs, the 5 Regional Mayors, the Board of Directors and the Government Affairs Committee.

Year in Review

Transportation Initiatives

Airport—The Board of Saint John Board of Trade supported the Airport's efforts to attract Porter Airlines to Saint John and met with Porter Airlines in March 2011 in Toronto. Mike Walton is the Saint John Board of Trade's representative on the Saint John Airport Inc Board of Directors.

Rail—The Saint John Board of Trade submitted a position upon request to the Province of New Brunswick on the Federal Rail Freight Service Review in 2010. The submission highlighted the concern that Saint John is at a disadvantage from a rail freight cost perspective and recommended the Provincial government encourage the Federal Government to advocate CN Rail adjust its service and rate levels to the Saint John area to be more cost competitive with other regions nearby.

Atlantica & Atlantic Gateway

Access Atlantica—Nancy Thorne is the Saint John Board of Trade's representative on and Canadian Co-Chair of Access Atlantica.

New Brunswick Gateway—The Saint John Board of Trade is a resource member of the New Brunswick Gateway Council. In December 2010, the Board of Trade participated in the NB Gateway's Strategic Planning meeting.

Atlantic Gateway—In April 2010, the Board of Trade sent a letter to the new Minister of the Atlantic Gateway, Honourable Keith Ashfield, expressing interest in the pending release of the Strategic Plan for the Atlantic Gateway. Reviewed the Atlantic Gateway Strategy paper released March 2011.

- One Mile Highway Interchange completion date 2013
- Twinning Route 1 Highway from Saint John to St. Stephen completion date 2013.
- Route 7 Bypass from Welsford to Nerepis completion date 2012.

- Organized breakfast meeting with the US Consulate General in Saint John in February 2011.
- Participated in nominating committee for Atlantica Champions of Excellence (ACE) Awards in 2010.
- Met with the Vice-Chair of the Shanghai Canadian Chamber of Commerce in 2010.
- Met with the new Saint John Port Authority's CEO, Jim Quinn, and other stakeholders to discuss the Port's strengths, weaknesses, opportunities, and threats.
- Attended American Iron and Metal's information sessions regarding the expansion of operations at the West Side Port 2010.



Photos of the One Mile Highway Interchange under construction March 2011



Year in Review

Healthcare

Doctor Recruitment & Retention—the Saint John Board of Trade co-hosted the fourth annual Physicians, Clerks & Residents Mixer in October 2010. This event, organized by the Physician Recruitment Task Force is geared to welcome new Physicians, clerks and residents in the medical education program at the hospital to the City of Saint John.

Expansion & Retrofit of the Saint John Regional Hospital—work is finalizing on the \$12.8 million expansion of the Emergency Room at the Saint John Regional Hospital.

Canadian Blood Services—The Saint John Board of Trade continued to keep abreast of this issue throughout 2010 and attended numerous meetings. The Board of Trade has been working with Enterprise Saint John and various stakeholders, including doctors, in a community group to ensure Saint John does not lose the level of service that our Province's Tertiary Care hospital requires. The Saint John Board of Trade continues to be concerned.

- 20 meetings held with elected officials in 2010 and first quarter of 2011
- Analyzed both the Federal and Provincial Budgets
- Attended the NB Chamber of Commerce and Canadian Chamber of Commerce Annual General Meetings
- Participated in a meeting with the US Ambassador
- Organized and hosted a breakfast meeting with the US Consul General
- Hosted Annual Past-Chairs' Dinner .



New Entrance to the Saint John Regional Hospital Emergency Room following the \$12.8 million expansion in 2010.

"The SJ Board of Trade has opened many doors for myself and my business. Being a member has allowed me to meet some wonderful contacts, both mentors and clients, through various networking opportunities. By serving on the retail forum, I am able to have my small business voice heard throughout the community. It's a fulfilling feeling to be a part of a great entity striving to make Saint John a better place."

***Kiera Fraser, President
Je Suis Prest Boutique***

Committee, Task Force, and Forum Chair's Reports 2010/2011

Each year the Chairs of our Committees, Task Forces and Forums are asked to provide our members with an update on the issues and events their groups have focused on throughout the year to be included in our Annual Report.

Business & Community Development Committee

Co-Chairs: Rob Belliveau (Brunswick Pipeline-Saint John)
Neil Jacobsen (Department of Energy)

During 2010-11 Committee members continued to focus their efforts on three priority themes, each with a direct business and community development focus: **workforce, sustainability** and **infrastructure**. Each Committee meeting included an opportunity to discuss community progress with respect to each priority theme, as well as the role that the Board of Trade and the Business and Community Development Committee can play in moving these priority community development issues forward.

Key activities of the committee around the themes were the assessment of the American Metals car recycling project, providing education and awareness of the impact of new provincial Wetland Mapping areas and creating a task force to engage in the PlanSJ process.

Of particular significance and importance in 2010-11 was the Committee's focus on community land use planning issues, including the City of Saint John's PlanSJ initiative and efforts to renew the City's land use plan. A Task Force, led by Michael George, was established by the Committee to monitor and provide recommendations to the Board of Trade's Board of Directors with respect to PlanSJ. The Task Force met on several occasions and actively participated in PlanSJ open houses, workshops and public events. In addition, the Committee and Task Force also provided input with respect to land use planning initiatives and issues relating to the Port of Saint John and Saint John Airport.

A key recommendation from the PlanSJ Task Force and Committee is the need for fully aligned City, Airport, Port and Waterfront land use visions and plans, with open and transparent land use approval and environmental permitting processes, including the opportunity for sufficient public and stakeholder input. In addition, significant discussion took place at the Committee level with respect to the need for a strong regional approach to land use planning, economic development and workforce development.

The Business and Community Development Committee consists of a diverse and active cross-section of private and public sector stakeholders dedicated to supporting the economic development and growth of the Saint John region. Appreciation is extended to the Committee members, PlanSJ Task Force members and Task Force Chair Michael George for their active and engaged participation during 2010-11, particularly in reference to our many discussions pertaining to land use planning issues. In addition, the Committee and Task Force could not fulfill its mandate without the strong support of Board of Trade staff, including Erinor Jacob.

Communications Committee

Chair: Amanda Cullen (Canadian Blood Services)

This year the communications committee focused on providing advice and feedback on the Board of Trade's communication tools. The committee work began with a meeting to brainstorm story ideas for Currents magazine and provide suggestions for possible additional features.

Social media is a hot topic for many organizations and it was a subject that came up several times at the communications committee this year as well as the retail committee. Our committee members agreed to join Twitter and learn about it first hand to better inform our decision making to promote the Saint John Board of Trade in the social media world. The committee also reviewed and provided feedback on the Board's annual membership survey and retail survey as well as the board's web site.

I wish to thank the Saint John Board of Trade staff for their assistance and our committee members for sharing their knowledge and expertise this year.



*The Saint John Board of Trade now has over
780 followers on Twitter!*

Government Affairs Committee

Chair: Grant Kimball (Angus-Miller Provincial Insurance Brokers)

Vice-Chair: Matthew McKenna (Grant Thornton)

The 2010-2011 year was very active for the Government Affairs Committee. We addressed many items but focused mainly on Provincial and Municipal issues. We also completed several files still open from the previous year.

The Public Private Partnership luncheon and workshop featuring P3 Canada's John Arsenault and Partnerships New Brunswick's Fred Blaney was a very successful event. Thanks to the hard work of the committee and to the co-sponsors, Grant Thornton and Stewart McKelvey.

The Minimum Wage Task Force received feedback from Donald Arsenault, then Minister of Labour; on it's submission thanking us for our input. It was the intention of the Minister to move forward with the changes however our recommendations were being considered. Thanks to everyone who worked on this file, your feedback to government was greatly appreciated.

The committee helped organize events around the Provincial election including a candidates survey and a meet the Leader series. We also helped set up a reception with the newly elected MLA's at Shadow Lawn.

A key item worked on by the committee over the year was the pre-budget submission we developed which was forwarded to the Minister of Finance, presented at the Saint John stakeholders meeting held by the Provincial Government and reviewed during the Boards meeting with the Southern N.B. Caucus. The submission made several recommendations including continuing reductions to corporate taxes, support for the Finn report, focus on innovation including healthcare and the Knowledge Park as well as continued attention on anti-poverty issues. Thanks to the group for all their hard work on this.

The committee had a member on the BoT's Municipal Plan Task Force as well as provided feedback on the new municipal plan for Saint John.

I would like to take this opportunity to thank everyone involved in this committee for their time and efforts. Thanks also to the Board of Trade staff for all their assistance and guidance throughout the very busy year.

Membership Activities Committee

Chair: Don LeBlanc (Century 21 River-Valley Realty Ltd)

For 2011 our Committee has been focussing upon continued support for the Board's networking events; appearing as Ambassadors at mixers and making every effort to be inclusive regarding newer members in particular and newer immigrants to our business community.

One additional project which our committee has adopted are the HOLA events. Christmas and mid-summer events have been and will be supported by our committee. Conceptually we would like to advance these social events (originally Spanish-Latin oriented) to expand and be more Business to Business opportunities and to encourage other immigrant community members (and potential members) of our Board of Trade.

We continue to expand and to grow our Committee-this is one of our fundamental goals.



Honourable Blaine Higgs (centre) at his first luncheon as Minister of Finance. Also in the photo: Mike Walton, Board of Trade Executive Committee Member and Imelda Gilman, President



Members networking at the 2010 B-o-Tee Golf Banquet at Lily Lake Pavilion

Big Splash on the Waterfront Task Force

On Friday, June 18th over 200 guests attended Big Splash on the Waterfront which took place at the Marco Polo Cruise Terminal. Great entertainment once again honored our stage and we must not forget good food and good company! The theme this year was focused on the growth of our Retail sector ("Set Sale with Big Splash on the Waterfront"). Greater Saint John is experiencing exciting times and enormous growth, and what a better way to take the time to celebrate on those successes. The evening was hosted by Tim Maloney and we must not forget our Rockin' Country entertainer Julian Austin!

An event of this magnitude can not be put on without the support of numerous partners and volunteers. Please take the time to review sponsors listed at the back of the report.



2010 Big Splash on the Waterfront at the Marco Polo Cruise Terminal

Golf Task Force

Chair: Stephen Leach (Belyea Colwell & Associates)

Vice-Chair: Ian McGavney (TD Waterhouse Private Client Services)

The 23rd annual BOT Golf Classic and Networking Mixer was held on Thursday, August 19th at Rockwood Golf Course followed by a sumptuous dinner prepared by Lily's Café at Lilly Lake Pavilion. Each golfer left the event with two bottles of wine as a thank you!

The day was blessed by great weather and fabulous food and participants had ample time to network with old and new acquaintances

This success would not have been possible without the generous support from our sponsors and the time dedicated by our volunteers and staff. The tournament sold out with both registrations as well as hole sponsorship, so certainly a job well done! Thank you to everyone who played an important role to ensure the tournament was indeed a great success.

Outstanding Business Achievement Awards Task Force

Chair: Kevin Perry (Shred Guard)

On November 24th the Saint John Board of Trade and all of our fantastic sponsors recognized the achievements of individuals and fellow companies who once again raised the bar of excellence in business and in community.

Over 400 members and their guests came together to celebrate these awards at the Saint John Trade and Convention Centre. The theme featured an Academy Awards theme, complete with paparazzi and a real life golden awards statue! Once again CTV anchorman Steve Murphy emceed the event. The recipients of the Awards were given beautiful, one of a kind paintings of various doorways in Saint John, by local artist, Lynn Wiggington.

The event itself is only possible because of the consistent hard work and collaboration from our volunteer task force members, the generous support of our sponsors, and the Saint John Board of Trade Staff.

Thank you to our all our sponsors for making this past year's OBA Awards truly outstanding. A complete list of volunteers and sponsors can be found at the back of the Report

The 2010 recipients for the six Awards categories were:

The Big Heart Award – Kiwanis Club of Saint John

The Business Excellence Award – Dillon Consulting Ltd

The Chair's Award – Dalhousie Medicine New Brunswick

The Emerging Enterprise Award – IBL Clinic Server

The Entrepreneurial Achievement Award – Kelson & Kelson Ltd

The Young Entrepreneur Award – Kiera Fraser (Je Suis Prest Boutique)



2010 OBA Awards painted by Lynn Wiggington



2010 OBA Recipients

Robin Sharma Task Force

Chair: James Gallagher (Shadow Lawn Inn)

On October 20th 2010 the Saint John Board of Trade hosted world renowned leadership expert and author, Robin Sharma. This member driven event was suggested to the Board of Trade by employees of Xerox whose book club had just finished reading Mr. Sharma's *The Leader Who Had No Title*.

Mr. Sharma spoke passionately about *Leading Without a Title* to a crowd of over 400 people comprised of members with attendees from around the region! Thank you to our sponsors and our Task Force members for making this event possible! Our sponsors included Xerox, CHSJ & The Wave, PSAV, Rogers, Pulse Communications, the University of New Brunswick– Saint John, and Stantec Consulting Ltd. A full list of our Task Force members can be found on page 18 of this report.



Robin Sharma, world renowned leadership expert and author spoke to over 400 members in October 2010

Business Education Forum

Co-Chairs: Jim Kokocki (Bell Aliant)

Lynn MacDonald (District 6 School Board)

The Business/Education Forum is made up of representatives from the local business community and all levels of education. This committee meets monthly from September – June to share information and consider issues of mutual concern. This past year, this committee continued to focus on the priorities as set out in the 2009-2010 year.

November 3rd saw the committee continue their work on an initiative for “Take Our Kids to Work” day. **Our Kids...Their Future...Unlimited Possibilities Luncheon**, was held at the Saint John Trade & Convention Centre for employers to bring and/or send parents and students to a luncheon. This proved to be a wonderful opportunity for students and employers alike to not only hear guest speaker, 2006 Olympic Gold Medalist, Jamie Korab talk about leadership and what it takes to be successful but to find out more about the 6 Destinations after high school, an initiative that is endorsed by the SJBOT. The committee is most grateful to our sponsors for their generous support of this event (a full list can be found at the back of the report). It is hoped to be bigger and better this year.

PACE (Plan to Achieve Career Excellence) Parent Module continues to be a professional development option for companies to offer, to their employees, a program that helps to stimulate dialogue between parents and students on career options, paths and areas of interest, ultimately helping our youth make better informed career decisions. Plans are currently in the works to offer more of this professional development in the form of a Tool Box Workshop in October 2011.

“**A Guide to Hiring Students through Cooperative Education**” brochure has been finalized and is linked to many employer websites, schools and post-secondary institutions for accessibility and/or distribution. This brochure will assist businesses to select students and work terms that best meet their requirements should they wish to partner in a Cooperative Education experience. A formal launch of the brochure is planned for June 9, 2011 at the new Dalhousie Medicine NB building on the UNBSJ campus.

In addition to the above, the Business Education Forum engaged in dialogue and/or presentations as follows:

Tony Gogan – re Challenges Posed by NB's Funding Model as it relates to Education Funding

Business & Community Development Committee with regard to educating students on opportunities in the business world and education requirements

Belinda Kumar – Ties2Work (Training in Essential Skills)

Connecting Employers & Students – dialogue to discuss how this committee might assist in helping employers & students identify potential employment opportunities and breaking the barriers to cultural issues

Larry Hachey – re UNB alumni mentorship program “Bridge Project”

While membership of this committee is fluid throughout the year, those who attend are dedicated to promoting, organizing and coordinating programs that contribute to the growth and economic development of the area, enhancing communication and development of effective and meaningful partnerships.

Thank you to the committee members and SJBOT staff for their continued support and for helping to drive the direction of this committee.

HOLA Saint John Forum

Chair: Peter McKelvey (Fundy Engineering)

The HOLA Saint John Forum organized another Latin Fiesta which took place at the Market Square Boardwalk on August 6-7, 2010. A list of our sponsors can be found at the back of the report. The Fiesta was launched with an evening concert held on Friday with a wrap up on Saturday at midnight! A wide range of activities took place such as: Live music and dancing; family fiesta activities and a youth soccer skills competition. Plans for 2011 are well under way. Mark your calendars for August 5 & 6th 2011!

Another successful event was the Christmas reception at the Business Resource Centre. The event was cast last year as a member appreciation event and was attended by both Board of Trade Members and the Saint John Latin Community.

A joint project for a fund raising dinner for relief in Colombia with the Saint John Y's Men was organized and well attended.

Spanish masses have continued at St. Joachim's Church every month.

Networking Forum

Chair: Kevin Perry (Shred Guard)

This is a new Forum targeted to the small to medium business segment. The Forum meets monthly with the first meeting being held on March 15, 2011.

***Mandate:** serves as a Forum to bring together sales professionals and business to exchange ideas, information, and leads. Develop, share and expand networking opportunities in Greater Saint John. The success of the Forum will be measured by the actions and involvement of its members with a give-and-take / reciprocal mentality.*

Retail Forum

Chair: Daryl Wilson (Alternative/The Bike Guyz)

Vice-Chair: Corey Childs (FCS Flooring and Concrete Solutions Specialists Inc)

This past year the Retail Forum worked to promote retail in Saint John through a variety of mechanisms including:

- explored the use of social media to promote retail and retailers in Saint John;
- met with the newly created Saint John Destination Marketing Inc to find out what they will be focusing on and whether retail will be included/promoted;
- surveyed Board of Trade retail members to see what their needs are for training;
- continued the Good News in Saint John insert in the Board of Trade's quarterly publication, *Currents*, to promote retail members;
- worked to help produce the Explore insert in the Telegraph Journal;
- and helped to promote the grand opening of Costco in Saint John, the largest in the Maritimes!

Thank you to the forum members who continually gave their time, advice and ideas to help promote retail in Saint John!

- Participated in the Saint John Destination Marketing Ltd's strategic planning 2011.
- Worked with Enterprise Saint John and the Telegraph journal to help produce two 'Explore' magazines focused on our Retail and Tourism sectors—a Province wide insert in the Telegraph Journal that promoted Saint John as a Retail and Tourism destination.
- Supported the successful Stonehammer bid for the Fundy Region to be designated North America's first UNESCO GeoPark.
- The Board of Trade worked with ESJ and the City of Saint John to produce a 16 page full-colour supplement in the March 2011 issue of Progress magazine on "Welcome to Life On Your Terms".
- Participated in a meeting at the Saint John Port Authority which focused on the infrastructure required to growing our Port and Cruise industry.



Members enjoyed a great day of golfing followed by an evening of networking at the 2010 B-o-Tee Golf Tournament at Rockwood Park and Lily Lake Pavilion



Transportation Forum

Chair: Mike Adams (Bay Ferries Ltd)

The Transportation Forum has continued to be very active. Within the confines of our monthly meeting we continued to review and discuss the developments relating to improvements to the infrastructural aspects of the regions transportation needs.

- Continuous support for the expeditious completion of the One-Mile Highway Interchange; The twinning of Route 1 between Saint John and St. Stephen; the building of Welsford-Nerepis Bypass; and the twinning of route 7 between Saint John and Fredericton.
- Transportation Forum member participated in the SJ Board of Trade strategic planning session
- Transportation Forum member active Municipal Plan Task Force (Plan SJ) Bernie Leblanc
- Transportation Forum's 3 priorities
 1. Taxi Commission (stronger body to govern the levels of taxi service in Saint John);
 2. Ashburn Road & Rothesay Avenue is a long term focus for the Forum;
 3. Infrastructure:
 - i) Simms Corner reconfiguration
 - ii) Cruise Enhancements (which are moving forward)
 - iii) Replacement of Bay Ferries Vessel

I would like to thank all members of the Transportation forum for their support, ideas and participation throughout this past year and would like to recognize and thank Erinor Jacob.

Women in Business Forum

Co-Chairs: Mary Jane Banks (Town of Rothesay)

Deborah Maber (Metro Health Services Inc)

The women of the forum interact during monthly box lunch meetings which often include guest speakers who facilitate our desire to further our knowledge as women in business, give back to the community, and provide excellent networking opportunities. Our membership includes women from a wide diversity of backgrounds and professions: small to large business and government, self employed entrepreneurs, and not for profit organizations, are all represented on this forum. We continued on in the same format we had in the previous year and enjoyed very good attendance at our meetings. The balance of topics that included core business issues, political topics, personal development, and community involvement initiatives, were determined early in the year by our membership based on the needs and desires of the group.

A special thank you to our guest speakers: Belinda Kumar, TIES 2 WORK - Poverty Reduction Strategies, Anita Punamiya, Compre Cultures – The Impact of Culture on Women and Our Business Community, Janet Scott, Economic Development Officer – Enterprise Saint John and Newal Doucette, Natural Moves - the Self Employment Benefit Program, Gay Drescher, Director of Development Services, Town of Rothesay - Sustainable Community Principles, and Elaine Shannon, Organizing Expert –Managing YOUR Time. Our wrap-up event will include an evening cruise on the Voyageur II with members and guests. We hope to expand our Forum and perhaps encourage some new members by inviting female clients and co-workers to join us in this activity.

Co-chairs Deborah Maber and Mary Jane Banks were pleased to participate in the Strategic Planning Session for the Board of Trade on behalf of Forum members.

Community Involvement: This was the ninth year our Forum facilitated the "Bare Necessities Campaign". Due to the generous donations gathered with the help of RBC, CIBC, and the Saint John Airport Authority, we were able to distribute boxes of toiletries to 22 non-profit organizations in December 2010. This annual initiative provides the opportunity to work together with the business community and residents to make a difference during the holiday season for some less fortunate citizens. A heartfelt thank you goes out to all who contributed through time and donations for this worthwhile initiative. A special thank you to the CIBC King Street Branch for hosting and offering helping hands during our "wrap-up session" held in December. This has become a special holiday tradition for our forum members.

We take this opportunity to thank all members of the Women in Business Forum for their contribution, with special thanks to Imelda Gilman, Erinor Jacob and Michelle MacDonald for their support and guidance.

Thank you to our 2010-2011 Volunteers

The Board of Directors and staff would like to thank each and every volunteer for giving of their time and talents during the past year and helped make the Saint John Board of Trade the premier business organization in Saint John.

Business & Community Development Committee

Co-Chairs: Rob Belliveau
Neil Jacobsen

Sandra Barton
Dwight Daye
Andrew Dixon
Kevin Dumaresque
Daniel Estabrooks
Ken Forrest
Michael George
Mark Hall
Angela McLean
Keith Melvin
Geoff Mitchell
Mike Partridge
Phillip Reece
Philippe Richard
Mark Sherman
Lois Vincent
Art Winslow
Lena Fontaine Quiros

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Department of Energy
ScotiaMcLeod Inc
Centennial Buick GMC Ltd
Saint John Port Authority
Deloitte
Estabrooks Engineering Inc
City of Saint John
Ambir
Grant Thornton LLP
Saint John Airport Inc
Department of Energy
RBC Dominion Securities Inc
Grand & Toy
NRC Industrial Research Assistance Program
Barry Spalding
Irving Oil Operations GP
Enterprise Saint John
Avondale Construction Limited
Student Intern

Government Affairs Committee

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Vice-Chair: Matthew McKenna

Rochelle Brown
Jonathan Calabrese
Andrew Carson
Robert Crowley
Patrick Darrah
David Emerson
Sean Hanlon
Susan Layton
Shawn Peterson
Helen Seely
Christiane Vaillancourt

Angus-Miller Provincial Insurance Brokers
Grant Thornton LLP
Stantec Consulting Ltd
Deloitte
Irving Oil Operations GP
Ernst & Young LLP
Saint John Construction Association Inc
University of New Brunswick -Saint John
Dillon Consulting Limited
Brunswick Pipeline-Saint John
T4G Limited
Rogers Cable

Communications Committee

Chair: Amanda Cullen
Laura Anderson
Wendy Connors-Beckett
Susan Harris
Mary Keith
Jeff McCanna
Paula Small

Canadian Blood Services
Partners for Workplace Inclusion Program-CCRW
New Brunswick Securities Commission
Brunswick Pipeline-Saint John
J. D. Irving, Limited
Manulife Financial
Saint John Port Authority

Membership Activities Committee

Chair: Don LeBlanc
Kim Cookson
Andy (Yuan) He
Peter McKelvey
Mike Partridge
Zahra Sharifian
Leah Straight
Gary Vincent
Jing Yi (Sandy) Li

Century 21 River-Valley Realty Ltd
Re/Max Professionals Saint John Inc
Fundy Engineering & Consulting Ltd
Grand & Toy
Gameron Trading Company
Investors Group Financial Services Inc
Partnerships Saint John Selecting Inc
Student Intern

Membership Growth Committee

Chair: Trevor MacDougall
Jim MacMullin

M. Barry Roderick
Mike Watkins
Sherry Weston
Gina Wilkins

BMO Nesbitt Burns
CHSJ Country 94 FM Radio/CHWV 97.3 The Wave
Cushman & Wakefield Lepage
Eastern College
Bissett Matheson Communications

Nominating Committee

Chair: Kathryn Craig
Michael Barry
Dianna Barton
Nathalie Godbout
J. Michael Murphy
John Warrington (ex-officio)

FacilicorpNB
Saint John Medical Society
Lawson Creamer
BMO Harris Private Bank
CFO Atlantic

Thank you to our 2010-2011 Volunteers

Big Splash on the Waterfront Task Force (2010)

Rowan Anderson	Revolution Strategy
Rohan Bhandari	RBC Royal Bank
Claire Burke	
Christine Evans	Key Industries
Linda Jarvis	Saint John Kiwanis Club
Don LeBlanc	Century 21 River-Valley Realty Ltd
Greg McConnachie	Avant-Garde Construction & Management Inc
Kevin Perry	Shred Guard
Sue Ellen Richards	Advocate Printing
Paula Small	Saint John Port Authority
Patrick Sohy	Avant-Garde Construction & Management Inc
Brandi Cooper	Student Intern

Golf Task Force (2010)

Chair: Stephen Leach	Belyea Colwell & Associates
Vice-Chair: Ian McGavney	TD Waterhouse Private Client Services
Saygun Aktas	Investors Group Financial Services
J. Michael Gauthier	BMO Bank of Montreal
Kara McCready	UPS Store Saint John
Elaine Richard	TD Canada Trust
Scott Skead	Rockwood Park Golf Course
Leah Straight	Investors Group Financial Services
Cathy Taylor	Lily Lake Pavilion Inc
Scott Williams	Taylor Printing

Outstanding Business Achievement Awards Judges (2010)

Christian Bedard	RBC Royal Bank
Margo Buchanan	Owens MacFadyen Group Inc
Doug MacDonald	Grant Thornton LLP
Philippe Richard	Barry Spalding
Dr. Shelley Rinehart	Department of Energy

Outstanding Business Achievement Awards Task Force (2010)

Chair: Kevin Perry	Shred Guard
Christine Evans	Key Industries
Linda Jarvis	Saint John Kiwanis Club
Greg McConnachie	Avant-Garde Construction & Management Inc
Joanne Morrison	Morrison Marketing Inc
Sue Ellen Richards	Advocate Printing
Karen Riley	Ossekeag Publishing Ltd

Joint Task Force on Balanced Municipal Services

Chair: Nathalie Godbout	Lawson Creamer
John Barry	Barry Spalding
Ernest (Skip) Cormier	Cormier Management Consulting Ltd.
Pat Darrah	Saint John Construction Association
Tom Gribbons	RBC Dominion Securities Inc
Ian MacFarquhar	KV Chamber of Commerce
Philip Reeves	
Kathy Zinn	St. Martins Chamber of Commerce

Minimum Wage Task Force

Chair: Grant Kimball	Angus-Miller Provincial Insurance Brokers
Richard Daigle	Pizza Hut
Veronica Ford	Lawson Creamer
Holly McMackin	Dillon Consulting
Kurt Peacock	Enterprise Saint John

Municipal Plan Task Force

Chair: Michael George	Ambir
Peter Asimakos	Uptown Saint John Inc
Rob Belliveau	Brunswick Pipeline—Saint John
Neil Jacobsen	Department of Energy
John Johnston	Northrup Properties
Grant Kimball	Angus-Miller Provincial Insurance Brokers
Bernard LeBlanc	Saint John Airport Inc
Rick Turner	Hughes Surveys & Consultants Inc

OBA Nominating Task Force (2011)

Chair: Debbie Miller	Bank of Nova Scotia
Elaine Borland	BDC Bank of Canada
Dawn Drew	Ink Graphic Design
Rehan Jamshid	Deloitte
Hemant Kumar	Enterprise Saint John
James Mockler	Gilbert McGloan Gillis
Chris Nadeau	Evolving Solutions

Physician Recruitment Task Force

Chair: Deanna Graves-Brown	Moosehead Breweries Limited
Dianna Barton	
Rhea Bowen	Horizon Health
Scott Campbell	Bank of Nova Scotia
Carol Cunningham	BMO Bank of Montreal
Courtney Rock	University of New Brunswick -Saint John

Thank you to our 2010-2011 Volunteers

Public-Private Partnerships Task Force

Chair: Matthew McKenna
Rochelle Brown
Robert Crowley
Pat Darrah
Sean Hanlon
Helen Seely

Grant Thornton LLP
Stantec Consulting Ltd
Ernst & Young LLP
Saint John Construction Association
Dillon Consulting

Robin Sharma Task Force

Chair: James Gallagher
Deanna Graves-Brown
Linda MacDonald
Claire Ryan
Kim Shephard
Patrick Soh

Shadow Lawn Inn
Moosehead Breweries Limited
ACOA
MT&L Public Relations
Xerox
Avant-Garde Construction & Management Inc

Business Education Forum

Co-Chairs: Jim Kokocki
Lynn MacDonald

Brian Cleveland
Steve Drummond
Paul Ferris
Erin Gillespie
Rachel Harlow
Barbara Kierstead-Shanks

Gary Naves
Gina O'Rourke-McKay
Lou Pitre Ouellette
Leah Richardson
Sandra Ritchie
Courtney Rock
Janelle Shillington
Joan Wilkins

Bell Aliant
School District 6
Campus Radio Saint John Inc
Source Atlantic Ltd
Culligan of Rothesay
University of New Brunswick-Saint John
Partners for Workplace Inclusion Program-CCRW
Dept of Post Secondary Education, Training and Labour
City of Saint John
Enterprise Saint John
Lorneville Mechanical Contractors Ltd
UNB- Saint John SRC Inc
NBCC Saint John Campus
University of New Brunswick-Saint John
Efficiency NB
School District 8

Retail Forum

Chair: Daryl Wilson
Vice-Chair: Corey Childs
Peter Asimakos
Brandi Cooper

Dwight Daye
Kiera Fraser

Alternatives (The Bike Guyz)
FCS Flooring & Concrete Solutions Specialists
Uptown Saint John Inc
Delta Brunswick/Brunswick Square Fortis Properties
Centennial Buick GMC Ltd
Je Suis Prest Boutique

John Johnston
Tanya McCluskey-Kelly
Jenny Scott
Cathy Taylor

Transportation Forum

Chair: Mike Adams
Ken Anthony
David Black
Mark Butler
Curtis Doiron
Shayne Galbraith
John Herron
Bernard LeBlanc
Ian MacFarquhar
Deanna MacKenzie
John McCann
Frank McCarey
Robert McLean
John McNair

Northrup Properties
Cadillac Fairview McAllister Place
Element5 Spa
Lily Lake Pavilion Inc

Bay Ferries Ltd
Saint John Harbour Bridge Authority
Black's Transfer Ltd
Dillon Consulting Limited
Logistec Stevedoring (Atlantic) Inc
City of Saint John
Atlantica Centre for Energy
Saint John Airport Inc
MCE Associates
Bank of Nova Scotia
Saint John Port Authority
Saint John Transit Commission
Loyalist City Towing Ltd
AirSprint

Women in Business Forum

Co-Chairs: Mary Jane Banks
Deborah Maber

Patricia Allan-Clark
Jane Barry
Veronica Ford
Susan Harris
Linda Jarvis
Jennifer LeBlanc
Brenda MacCallum
Deborah MacDonald
Deanna MacKenzie
Colleen Mitchell
Shannon Olsen
Heather Rice
Helen Seely
Kathie Slattery
Patricia Sweetman
Julia Wowchuk

Town of Rothesay
Metro Health Services Inc
Multicultural & Newcomers Resource Centre
Greater Saint John Community Foundation
Lawson Creamer
Brunswick Pipeline-Saint John
Saint John Kiwanis Club
Irving Oil Operations GP
Fundy Region Solid Waste Commission
D.F.S. Inc, Architecture & Design
Bank of Nova Scotia
Saint John Airport Inc
Deloitte
Integrity Home Health Services

Eden Daly

CIBC
CIBC
Trinity Royal Dental Clinic
Student Intern

Thank you to our 2011-2012 Board of Directors

Welcome to our 2010-2011 Board of Directors

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Matthew McKenna
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Mel Norton
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Eric Poirier
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Claire Ryan
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Claire Ryan
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Dr. Ruth Shaw
University of New Brunswick—Saint John

Mark Sherman
Irving Oil Operations GP

Gerry Verner
Brunswick News

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Thank you to our 2010-2011 Sponsors

The Board of Directors and staff would like to thank each and every sponsor for supporting events during the past year and helping to make the Saint John Board of Trade's events successful.

Business Connections (Networking Mixers)

Canadian Breast Cancer Foundation
New Brunswick Museum
Saint John Mill Rats
Enbridge Gas
Key Industries

Chandler Sales
Munroe Group
TIES2Work
Beers Neal LLP

Business Tool Box Workshops

The Integrated Focus Group;
Shred Guard
True Life Training

Distinguished Speaker Series

Bank of Nova Scotia
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Stewart McKelvey

Big Splash on the Waterfront (2010)

Presenting Sponsor Irving Oil Limited
Event Sponsor Revolution Strategy
Entertainment Sponsor Bell Aliant
Media Sponsors CHSJ Country 94/97.3 The Wave
Telegraph Journal

Food Island Sponsors Enbridge Gas New Brunswick; Atlantic Loto; Commercial Properties Ltd

Associate Sponsors Irving Energy; JD Irving Limited; Lorneville Mechanical Contractors Ltd; Plasticraft; Saint John Port Authority; University of New Brunswick—Saint John

Splash Supporters Advocate Printing; Avant-Garde Construction; FCS Flooring & Concrete Solutions; Fundy Linen; Global Convention Services; Harbour Station; Key Industries; Moosehead

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City of Saint John Scotiabank
Fundy Engineering Wyndham Worldwide

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Silver Sponsors Air Canada
Bronze Sponsors Century 21 River Valley; Fidelity; Grape D'Vine; Lily Lake Pavilion Inc; Moosehead; Taylor Printing; Tim Hortons

Golf Cart Sponsor Cox & Palmer
Flag/Pin Sponsor TD Canada Trust
Hole Sponsors Adecco Employment Services Ltd; Belyea Colwell & Associates; CAA Maritimes; Centennial Motors Saint John; CHSJ/ The Wave; Enbridge Gas New Brunswick; Fairmont Algonquin; Fundy Mutual; Grand & Toy; Holiday Inn Express; Lily Lake Pavilion Inc; McInnes Cooper; National Leasing; RBC Dominion Securities; Sandler Training; Taylor Printing; and UPS Store Saint John

Outstanding Business Achievement Awards (2010)

Major Sponsors JD Irving Limited
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Awards Sponsors AWW-Telav; Enterprise Saint John; Saint John Energy; ShredGuard; Telegraph Journal; Tri-Star Mercedes Benz

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Event Co-Sponsors Grant Thornton LLP
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Robin Sharma Event

Platinum Sponsor Xerox
Gold Sponsors CHSJ Country 94/97.3 The Wave; PSAV; Rogers
Silver Sponsors Pulse Communications; University of New Brunswick—Saint John

Bronze Sponsor Stantec Consulting Ltd

Unlimited Possibilities Luncheon (2010)

Presenting Sponsor Bell Aliant
Silver Sponsor CHSJ Country 94/97.3 The Wave
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