



Quarterly Membership Meeting
March 2, 2010
World Trade & Convention Centre
Halifax, NS

1. Call to Order 9:30

In Attendance:

Tim Tucker – NSCoC
Tom McInnis – NSCoC/Sheet Harbour
Dan Fougere – NSCoC/Strait Area
Nancy Frame – NSCoC
Bill Denyar – APCC
Laurie Jennings - APCC
Faus Johnson – Pictou County
Wayne Fiander – East Hants CoC
Frank Likely – Springhill CoC
Shannon Mac Dougall – Strait Area CoC
Anne Marie Mackenzie – Antigonish
Sean Coyle – Sydney CoC
Bill McBurnie– East Hants Coc
Chris Attwood – Yarmouth CoC
Nancy Conrad – Halifax CoC
Carolyn Grant – Antigonish CoC
Jennifer Hamilton Upham – NSCoC
Jim Lorraine – Truro
Chantale Hache – APCC/Truro

2. Approval of Agenda

Bill Denyar requested an addition to the agenda:

- Update from APCC

Motion to approve: Chris Attwood

Seconded by: Nancy Frame

Motion Carried

3. Approval of/Business Arising from Previous Minutes

Bill Denyar requested highlighting his comments as presented.

Motion to approve as presented: Bill McBurnie

Seconded by: Chantale Hache

Motion Carried

Business Arising from Previous Minutes:

Bill Denyar suggested that it is common under “Business Arising from the Previous Minutes” to actually list the points to make it easier for people to follow so that if there was business action items or any other items comments can be made.

Frank Likely commented that at the last meeting the Agenda items, under Policy discussion, regarding the Sale of NB Power and Premier’s Economic Advisory Committee was tabled because of the weather. Frank asked if these items are to be placed on the Agenda for a future meeting or have they been dropped. Tom advised these items will be addressed along with other items in his President’s report. Time should be set aside for discussion and consensus on these issues.

4. Executive Director’s Report (Attached)

5. President’s Report (Attached)

Bill Denyar, relating specifically to the Policy Position taken by the Chamber regarding The Cat situation, requested that any Policy Positions taken by the Chamber should be circulated and shared with the membership. This will give the membership knowledge should they be questioned by outside sources on the Chamber’s /comments/position regarding current issues.

- ◇ Dan Fougere proposed a Motion to elect Wayne Fiander as first Vice President. The motion was lost after debate as it was determined that the appropriate time for such an election would be at the AGM.
- ◇ Dan Fougere made a motion to appoint Wayne Fiander as Chair of the task force. It was seconded by Tom McInnis. The motion carried and Wayne Fiander agreed to accept such appointment and the motion was approved.
- ◇ A motion was made to send a registered letter to Greg Young requesting his resignation as first Vice President. The motion was approved after debate and discussion with respect to Mr. Young’s unresponsiveness to communication from the Executive and lack of attendance at meetings for a number of months.

Motion: Anne Marie MacKenzie
Seconded by: Bill McBurnie
Motion Carried

6. Financial Statements (In separate file)

Nancy Frame presented the reports.

Information Item addressed by Dan Fougere regarding the AIMS project and suggested returning the monies collected to the Chambers involved.

Motion to return AIMS monies to Chambers who have contributed on a pro-rated basis.

Motion: Bill Denyar

Seconded by: Chantale Hache

Motion Carried

- ◇ Bill Denyar addressed the question of Reviewed Statements vs. Audited Statements. Have we, as a Chamber, been doing audited statement up until this year? He brought up this question because our by-laws require Audited Statements.
- ◇ Anne Marie MacKenzie pointed out that the By-laws in Antigonish have been changed to Review Statements because the reality is that we are dealing with a limited budgets and we might want to look at proposed amendment to the by-law that it change to Reviewed Statements.
- ◇ Nancy Frame pointed out the level of assurance associated with financial statements prepared by auditors stating that auditor prepared statements has more credibility.
- ◇ Tom and Bill have both suggested amending the Policy at the AGM.
- ◇ Frank Likely pointed out that there are two questions before the Chamber,
 1. do we want to be compliant
 2. or do we want to change the by-laws.

He feels the Review is sufficient. His comment is that looks to be sufficient.

Discussion

Motion to accept the financials: Nancy Frame

Seconded by: Tom McInnis

Motion Carried

7. Proposed 2010 Budget

Hiring a Contractor to assist Tim Tucker

There was considerable discussion regarding wanting more of Tim Tucker's time at the same price. Nancy Frame pointed out that if Tm had a resource person available to him it would support his role as ED to NSCoC Chantale Hache pointed out that last year TDCoC logged the time used by Tim to handle NSCoC affairs to determine the cost effectiveness and it was very clear that there is no cost recovery even considering the increase received last year. If we are looking at hiring a contractor so that Tim can delegate some of that work out that would be fine with TDCoC but Chantale takes issue with NSCoC taking more of Tim's time.

Task Force

Discussion relating to the expenses associated with is because it is a new expense to the Chamber. Nancy discussed the allocation of the amount and the rationale.

Discussion relating to Balanced Budget and Deficit.

Laurie Jennings comment is to get the work done. His question to Nancy regarding the Budget, for the record:

- ◇ What the increase is in percentage in the budget this year versus the actual from last year?

- ◇ Nancy commented 10%
- ◇ Laurie commented 40-60% so it is 50%
- ◇ Nancy last year's budget was 54K
- ◇ Laurie actual last year was 40K this year 60K – that is his point; he has no problem with this. We have a lot of work to do, that is all, no questions.

Frank Lively commented that the contract work expenditure is premature and he does not like it at all. His main concern is that we need to make some sort of decision on how much we want to accumulate each year as a reserve. How much do we really need in reserve? Maybe it is time for a rebate to our members.

Chris Attwood commented that it is good to have a balanced budget.

Discussion ensued regarding the reserve.

Tom advised that we should wait and see what comes out of this.

**Motion to accept the proposed budget Bill Denyar:
Seconded by: Chris Attwood
Motion Carried**

7. APCC Update

APCC President and CEO Bill Denyar supplied an update on APCC activities.

- ◇ Strategic plan
- ◇ Financial update
 - ◇ Preliminary budget
 - ◇ Deficit # for 2009 6000.00
- ◇ Quarterly Meeting Notice was given to those present with registration form for Meeting dated Mar 25/10
- ◇ Brief overview of Education and the workplace
- ◇ Special meeting called to vote on proposed by-law change
- ◇ Addressed Directors Insurance

Discussion

Policy Discussion

Tom addressed the Potential Provincial Tax Increase – Does the NS Chamber want to get our voice heard in relation to the budget to be presented? After much discussion, it was decided that the NSCoC would oppose any increases in the HST, instead suggesting that the provincial government look inward for cost savings. It was decided that a letter would be sent to the Premier and Finance Minister outlining this position, followed by a news release.

8. Adjournment

Attachments



Nova Scotia Chambers of Commerce

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President's Report

As your President, I have chaired regular meetings via phone conference with your executive, dealing with a number of issues outside the purview of operational matters.

Permit me to outline a few highlights of my activities since we've last met, in no particular order.

1. Population Forum – On February 9, 2010 the NSCOC, NSRDA and UNSM hosted a Population Strategy Forum at the Old Orchard Inn. It is important that the public become engaged in what would appear to be a looming crisis with skilled labour et al, within the next five to ten years. As Dr. Jim McNiven, a pioneer in raising this issue several years ago stated, the challenge will be to find a more efficient system to match up people who say they are looking for work with those who need them for work.

2. I met with Randy Smith, President, Amherst & Area Chamber of Commerce and Angela Forrester in Amherst. We had wide ranging discussions; however, the key points arising from the meeting were to do with cross border shopping,

In that region this issue is crucial as the lower gas taxes in New Brunswick are literally shutting down businesses in the Amherst area. The solution is not an easy one as geographically where do you draw the line as to tax reduction. At a minimum the elimination of tax on tax on fuel across the Province would be of some assistance.

3. In January, 2010, I was pleased to be guest speaker at the Spring Hill annual awards banquet. Congratulations to Frank Likely, who I am pleased to say is back in as President. He has an excellent executive, very well organized.

We always gain from each others experiences and endeavors. In Springhill the Chamber awards students (s) who at the high school or college business course experiment with setting up and running a small business. This is something we will pass on to all Chamber members.

4. The Cat Ferry and the Provincial Government's decision to terminate the subsidy to Bay Ferries, the owner/operator was quickly brought to our attention by Jim Greg & Chris Atwood of the Yarmouth Chamber of Commerce early in the new year.

Your executive felt it important enough to write the Premier and to have Tim Tucker speak at a rally in Halifax. I could not make it as I had a conflict with another important matter.

The turmoil this surprise announcement has caused, particularly for the tourism Industry of Nova Scotia is at best alarming.

5. Task Force – As all of you are aware Greg Young, our 1st vice president was chair of the task force charged with the responsibility of reviewing how the NSCOC operates, how we might improve the delivery of services and policy formulation and decision making. Every effort has been made to engage Greg back into the process, sadly unsuccessfully. We have perhaps taken too long with that process; however, we felt it was important to give Greg some time. We must move on.

Wayne Fiander, who many of you may know, was on track, back a few years ago to becoming your President. That is until he was snapped up by the then Premier for his office.

Your table officers have given considerable thought to this entire issue and have asked Mr. Fiander to take over the duties as Chair of the Task Force. Furthermore, he has been asked to put the Committee on a fast track, building on the work already considered, with a view to rounding out a final report to the annual meeting this spring.

6. Guidelines with respect to submitting policies.

As you may be aware the by-laws already deal with the submission of policy in considerable detail. The guidelines which Jennifer Upham has kindly drafted are intended only to summarize for our membership the procedure in submitting policy and are not intended to replace the by-laws.

Consideration should be given to forming a Policy Committee to handle all submissions of policy. Your table officers will endeavour to move on this immediately.

7. Your executive has found that we are involving the times of our Executive Director to a much greater extent than in the past.

This is a result of moving the NSCOC more into the forefront in dealing with Provincial issues.

Consequently, our budget reflects a greater person hours to deal with research and communication.

8. Finance Minister's Tour and the Spring Provincial Budget.

Many of you will by this time, have participated in one of Finance Minister Graham Steele's public forums.

It is fair to say that at this point no one really knows what direction or how Premier Dexter will handle the Provinces growing deficit. It is my impression, purely from the Finance Minister's musings as to what he says he is hearing, that the public are warming up to tax increases particularly the HST.

It is important that the NSCOC hear from its membership prior to taking a firm position. If time allows we could venture into a brief discussion on March. 2nd.



Nova Scotia Chambers of Commerce

Executive Director's Report
March 2nd, 2010

The biggest highlight for the Nova Scotia Chambers of Commerce in recent months was the Population Forum held on February 11th in conjunction with the Union of Nova Scotia Municipalities and the Nova Scotia Association of Regional Development Authorities. Close to 100 people were in attendance and many ideas were gathered for alleviating this potential crisis. Once the facilitator has compiled a document of these ideas, it will be sent to all members. Also, in order to continue the efforts made at the forum, a working committee of the three groups is being formed and we're also looking at making the forum an annual event.

I continue to sit on the Steering Committee for the Silver Economy Summit, taking place in Halifax May 13th and 14th at the World Trade and Convention Centre. The point of the summit is to challenge conventional attitudes towards aging and to point out the positive opportunities associated with an aging population.

I attended the Cat Ferry Rally in Halifax in February and gave a speech on behalf of the NSCoC. The rally was very well attended and the crowd was very vocal. Unfortunately, the sentiment from the province on this issue has not changed.

A new newsletter has been posted on the NSCoC website and I'm attempting to get this site updated as much as I can.

An AGM Committee has been formed to plan the Annual Meeting for the NSCoC. What we know so far is that the meeting will likely be held April 30th. It will be in Port Hawkesbury at the civic centre and will be held in conjunction with the Strait Area Chamber of Commerce's AGM. We're also looking at planning possible tours and bear pit sessions. We will keep the membership updated on plans as much as possible.

I continue to be involved with monthly Executive conference calls with the NSCoC.

Respectfully submitted;

Tim Tucker

Budget

Nova Scotia Chambers of Commerce Statement of operations and change in net assets

Year ended December 31
(Unaudited)

	2010 Proposed Budget	2009 Budget	2009	2008
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Revenues

Membership fees	\$ 13,750	\$ 13,750	\$ 13,793	\$ 14,064
Insurance administration fees	40,000	34,000	40,039	37,817
Interest	750	1,500	73	863
Special events	6,000	5,600	6,120	4,920
	<u>60,500</u>	<u>54,850</u>	<u>60,025</u>	<u>57,664</u>

Expenses

Administration fees	13,440	13,440	13,440	11,187
Advertising	150	150	-	-
Bank charges	200	200	491	190
Contract work	12,000	3,000	-	-
Meetings, special events and travel expenses	24,500	27,700	17,520	27,546
Miscellaneous	210	209	319	61
Office supplies	1,000	1,000	164	1,380
Office rental	2,160	2,160	2,160	-
Photocopies	150	150	51	41
Postage and courier	150	150	132	132
Professional fees	2,300	2,255	1,865	2,147
Telephone	3,440	3,600	3,360	4,891
Website	800	800	1,215	531
	<u>60,500</u>	<u>54,814</u>	<u>40,717</u>	<u>48,106</u>

Excess of revenues over expenses	\$ -	\$ 36	\$ 19,308	\$ 9,558
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Net assets, beginning of year			\$ 101,428	\$ 91,870
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Excess of revenues over expenses			<u>19,308</u>	<u>9,558</u>
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Net assets, end of year			<u>\$ 120,736</u>	<u>\$ 101,428</u>
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