

## IN 2012-2013, WE...

- ... kicked off the first year of our strategic plan and took action in four key areas
- ... with the support of our members, informed public debate and played an active role in moving an impressive number of issues forward
- ... celebrated the excellence of Québec businesses
- ... promoted and protected entrepreneurship
- ... provided opportunities for dialogue and networking
- ... supported our chambers of commerce.

## THE YEAR IN NUMBERS

169	new members	12	nouveaux guides pratiques pour les chambres de commerce
18	committees whose members include over 300 business representatives	9	private «RV» meetings
80	news releases	800	attendees at the 33 <sup>rd</sup> annual Mercuriades Awards
22	open letters	11	partnership programs, through which some \$157,000 were redistributed to local chambers of commerce
23	government briefs	5000+	visitors to fccq.ca every month
17	appearances before government bodies	2	week-long courses through the École des chambres (in Montréal and Québec City)
24	FCCQeXpress newsletters sent to close to 5000 subscribers		

Dépot légal: Bibliothèque et Archives nationales du Québec, 2013  
Legal deposit: Library and Archives Canada 2013 • ISSN 1195-6313

### SPECIAL FUNDRAISER IN SUPPORT OF THE LAC-MÉGANTIC BUSINESS COMMUNITY

The FCCQ, the Mégantic Region Chamber of Commerce and the Red Cross set up a special fund designed to encourage business professionals to help Lac-Mégantic business owners impacted by the tragic events of July 5, 2013. The fire that ravaged the town destroyed 35 businesses and affected dozens more, not to mention numerous freelance workers who lost everything. The purpose of the fund is to meet the essential needs of the local business community in order to help revive the economy. [redcross.ca/FondsFCCQ](http://redcross.ca/FondsFCCQ)



## L'EXCLUSIF

VOLUME 28 / NO.1 - OCTOBER 2013

### SUMMARY OF THE 2012-2013 ACTIVITY REPORT

With its wide network of nearly 150 chambers of commerce and 1,200 member businesses, the FCCQ represents more than 60,000 businesses and 150,000 businesspeople involved in all sectors of the economy throughout Québec.

The FCCQ is both an association of chambers of commerce and a provincial chamber of commerce. Its member chambers and businesses share a common goal: to cultivate an innovative, competitive business environment.



LUC VILLENEUVE, FCPA, FCA  
Chair of the Board  
2012-2013



FRANÇOISE BERTRAND, O.C., C.Q.  
Chief Executive Officer

555 RENÉ-LÉVESQUE BLVD. WEST  
SUITE 1100, MONTREAL, QC H2Z 1B1

T. 514-844-9571  
1-800-361-5019  
F. 514-844-0226

INFO@FCCQ.CA  
FCCQ.CA



fccq | Fédération des chambres de commerce du Québec

During the past year, the FCCQ was a vocal advocate for change with regard to key economic priorities in Québec. Natural resources, public finances, university funding, healthcare, manufacturing, infrastructure and pension plans are some of the critical economic issues on which we focused our energies in recent months.

This was also the kick-off year for our 2012-2016 strategic plan and the implementation of various efforts aimed at revamping the FCCQ's governance and structure. This internal reform will help ensure we are better poised to mobilize our members, step up our presence on various stages and boost our credibility.

We accomplished a great deal in terms of creating value for Québec businesses and business owners this year, beginning with our annual convention, which explored intergenerational dynamics within the business community and in a business succession context. In conjunction with a number of prominent partners, we launched the Prêt à entreprendre program on a Québec-wide basis to support new entrepreneurs.

We created a cooperative training initiative to set up the École des chambres for chamber of commerce staff members. And through the Mercuriades Awards, we honoured the excellence and vision of top Québec companies and paid tribute to CGI, one of the pillars of our economy, at a gala event that brought together a vast spectrum of our business community.

Our mission is to foster the growth of businesses and chambers of commerce and support economic development in Québec. Driven by the collective efforts of our member businesses and chambers of commerce throughout the province, and our experienced team of professionals, we addressed the many challenges we faced during the year head-on. We will continue along these same lines in 2013-2014, with a renewed sense of commitment, and do our part to propel the Québec economy forward. That is what being a partner in change is all about.

« OUR MISSION IS TO FOSTER THE GROWTH OF BUSINESSES AND CHAMBERS OF COMMERCE AND SUPPORT ECONOMIC DEVELOPMENT IN QUÉBEC »

# HELPING QUÉBEC MOVE FORWARD

The FCCQ is the voice of the Québec business community, a driver of change that informs public debate and takes strong positions on a number of key issues related to economic development. In its capacity as a representative of Québec's employers and an advocate for the province's chambers of commerce, the FCCQ champions important economic matters through private meetings with government officials and various consultations and parliamentary committees. Here are two examples:

## ENCOURAGE THE GOVERNMENT TO BE A FACILITATOR OF ECONOMIC DEVELOPMENT

The FCCQ helped stop the provincial government from retroactively taxing capital gains and dividends and rescinding the health tax.

As an offshoot of its 2012 annual convention, the FCCQ formed a coalition made up of members of its Board of Directors, businesspeople from more than 25 different sectors and representatives of some 30 chambers of commerce to issue a special declaration to Québec's newly elected government. By mounting a strong common front of likeminded representatives of the business community, the FCCQ played an important role in getting the government to back down from retroactively taxing capital gains and dividends and rescinding the health tax.

On multiple occasions during the past year, the FCCQ actively encouraged the government to partner with businesses and become a catalyst for economic development. This involved a wide range of initiatives, from issuing a position on Bill 1 on the integrity of public contracts to engaging in consultations related to the provincial and federal pre-budget process, the future of the Québec pension plan system, legislation on the creation of an economic development bank in Québec and the proposed social economy act (Bill 27).

A number of concrete efforts were also undertaken in 2012–2013 to :

- › emphasize the importance of revitalizing Northern development
- › ensure that the CSST utilizes effective approaches to workplace health and safety that take the reality and financial capacity of Québec businesses into account
- › stress the role that the private sector needs to play in our healthcare system
- › strengthen our entrepreneurial culture to ensure strong future generations of business owners
- › maintain Québec's competitive edge in the pharmaceutical industry
- › improve the university funding system
- › encourage the use of incentives, not coercive measures, to support Québec products
- › adopt sustainability practices without hindering economic growth
- › foster the emergence of a green building industry
- › uphold public-private partnerships as an effective public infrastructure financing solution
- › safeguard the consulting engineering industry in Québec—one of the cornerstones of our economy
- › fight against excessive regulation, an overly simplistic and inefficient response to complex problems
- › draw attention to the importance of revamping our pension plans.

## DEVELOP NATURAL RESOURCE SECTORS: A PRIORITY

The FCCQ set up meetings with members of five of its sector committees (Mines, Energy, Northern Development, Sustainability and Infrastructure, and Transportation and Logistics) to discuss essential concerns related to natural resources. FCCQ executives also travelled to Val-d'Or, Sept-Îles, Bécancour, Thetford Mines, Saguenay, the Gaspé Peninsula, Québec City and Montréal to touch base with local businesses, get a feel for the investment climate and engage in a dialogue with elected municipal officials, government representatives and the media.

The FCCQ also repeatedly stressed the importance of maintaining the status quo in terms of mining industry taxes and jointly orchestrated, with Secor-KPMG and Fasken Martineau, Québec's first mining industry forum, which enabled key stakeholders to share their concerns and clarify their priorities.

Moreover, the FCCQ adopted a position on numerous issues associated with the development of natural resources and energy-related matters in the province, defending the need to embrace sustainable projects that are mindful of the environment, the community and economic development. It spoke out in favour of building pipelines to move oil from western Canada to Québec, exploration and development of hydrocarbon and shale gas resources in the province, maintaining the Gentilly 2 nuclear generating station and uranium mining, and moving forward with mini hydroelectric power plant projects.

## EXCEPTIONAL EVENTS



### 2013 MERCURIADES AWARDS: 33rd edition of Québec's most prestigious business awards

The Mercuriades Awards were launched by the FCCQ in 1981 to shine the spotlight on the entrepreneurial drive, success and ambition of Québec businesses. Some 800 members of the business community attended the colourful and spirited gala event, where 19 Québec businesses were celebrated for their commitment to excellence, innovation and bold spirit. The 2013 Businesses of the Year were Groupe C. Laganière (SMB) and Olymel (large business).



### 2012 ANNUAL CONVENTION: Towards a new intergenerational contract

FCCQ's 2012 annual convention took place in Montréal. Among those in attendance were business executives and chamber of commerce representatives. The day-long line-up of talks and workshops provided participants with an opportunity to explore various facets of intergenerational dynamics, business transfer and pension plans, with a number of esteemed guest speakers such as Rebecca Ryan, a well-known entrepreneur and expert in labour strategies, La Presse reporter and columnist Alain Dubuc and Pierre Karl Péladeau. During the convention, the Chambre de commerce et d'industrie de Laval was named Chamber of Commerce of the Year.



### RENDEZ-VOUS EVENTS: Private meetings with influential leaders

In recent months, FCCQ members interested in the political and economic landscape in Québec had the chance to discuss current issues with important political figures, including Elaine Zakaïb, Minister for Industrial Policy and the Banque de développement économique du Québec; Jean-François Lisée, Minister of International Relations, La Francophonie and External Trade; and Tom Mulcair, head of the federal New Democratic Party and Leader of the Official Opposition.

Similarly, Rendez-vous Affaires events provided an opportunity to connect with such highly regarded business leaders as Luc Meunier, Chief Executive Officer of Infrastructure Québec; Gilles Paquin, President and CEO of Revenu Québec; Sophie Brochu, President and Chief Executive Officer of Gaz Métro; Julie Pottier, Regional Vice-President, Québec Region, Export Development Canada; Zoë Yujnovich, President and Chief Executive Officer of Iron Ore; and Marc Laliberté, President and Chief Executive Officer of VIA Rail Canada.

## DRIVING QUÉBEC'S GROWTH

### PRÊT À ENTREPRENDRE: a program by entrepreneurs, for entrepreneurs

The FCCQ, in association with several prestigious partners and various local chambers of commerce, rolled out Prêt à entreprendre in 2013 to support the most promising new entrepreneurs in Québec through loans on trust and mentorship initiatives. This year, 203 requests were submitted and 21 entrepreneurs were served under the program. [pretaentreprendre.com](http://pretaentreprendre.com)

### LES CORRIDORS DE COMMERCE

Trade corridors are essential to a healthy, growing economy and trade-friendly north-south relations, in particular between Québec, New York State and New England. This year, two events were held in conjunction with the Trade Corridors theme, one with Jean-Stéphane Bernard, formerly Québec's delegate in Boston, and another with Raymond Chrétien, former Canadian ambassador to the United States. Moreover, the FCCQ's Chief Executive Officer and the current Québec delegate in Boston recently toured New England, visiting with a number of partners and chambers of commerce in the area. [corridors.biz](http://corridors.biz)

### QUÉBEC EN AVANT Supporting major economic initiatives in Québec

This portal brings together a number of eminent partners. It promotes economic opportunities arising from development projects and features a list of all of the large-scale undertakings that are contributing to the province's prosperity. This year, a new section featuring sustainability-oriented projects was set up, as the FCCQ considers the environment and sustainable development to be vital avenues, where businesses can take advantage of past experiences and projects that are already up and running or are in the development stages. [quebecenavant.ca](http://quebecenavant.ca)

### FCCQ FORMATION : A cooperative training centre for Québec's chambers of commerce

FCCQ Formation really took off in 2012–2013, with an impressive line-up of courses for chamber of commerce executives. The École des chambres was also set up in collaboration with the Université du Québec à Montréal school of management (ESG UQAM) to accommodate the training needs of this particular niche. And FCCQ Formation introduced a series of webinars to make online training accessible to a broader audience. [fccqformation.ca](http://fccqformation.ca)