

## IN 2011-2012, WE...

... facilitated dialogue and advanced an impressive number of issues

... informed our members and the business community

... encouraged entrepreneurship and training

... provided learning and networking opportunities

... promoted the high quality of Quebec-based businesses and paid tribute to our province's great businessmen and businesswomen

... supported our chambers of commerce

In 2011-2012, we defended our members' interests and created business communities that are stronger, more dynamic and more prosperous than ever!

# 2011-2012

111	<i>new members</i>
12	<i>new practical guides for chambers of commerce</i>
19	<i>committees whose members include over 300 company representatives</i>
77	<i>news releases</i>
7	<i>open letters</i>
800	<i>participants in the 32<sup>nd</sup> annual Mercuriades Awards</i>
19	<i>government briefs</i>
22	<i>participations on government bodies</i>
23	<i>FCCQ eXpress newsletters sent to nearly 5000 subscribers</i>
5000+	<i>visitors a month to fccq.ca</i>
10	<i>partnership programs established with 39 chambers of commerce making it possible to reach 5000 people and redistribute nearly \$150,000 to Quebec chambers of commerce</i>
1	<i>new Mutuelle de formation already delivering 4 online and in-class courses</i>

## NEW ECONOMIC VISION AND NEW STRATEGIC PLAN

In 2011-2012, the FCCQ took a number of steps to trace a balanced, accurate portrait of Quebec's economic future. We analysed the strengths and weaknesses of the Quebec market, and identified future challenges and priority areas for intervention by the Quebec government and all economic players.

In line with our objectives for a prosperous Quebec, we established four priority areas of intervention:

- › Increase productivity
- › Develop homegrown entrepreneurship
- › Attract foreign investment
- › Ensure that government implements conditions conducive to economic development in all Quebec regions

Based on this economic vision, we adopted the FCCQ's 2012-2016 Strategic Plan that identifies major challenges for the Federation with the goal of increasing our ability to act.

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## L'EXCLUSIF

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### A SUMMARY OF THE 2011-2012 ACTIVITIES REPORT

### A PIVOTAL YEAR!

The year 2011-2012 has been a pivotal year for the FCCQ.

We revised our economic vision, adopted a new strategic plan and advanced an impressive number of issues that directly impact Quebec's economic development.

We've defended the interests of small, medium-sized and large companies in various ways, including regular interventions with decision makers, presentations to legislative committees and an ongoing presence in the news media.

We've hosted numerous information sessions for our members and businesspeople across Quebec. For most events we partnered up with prominent members of the business community (like the Caisse de dépôt, Business Development Bank of Canada, the Quebec Bar and the OQLF).

We've continued to champion entrepreneurship, particularly by working with major financial and logistical partners to establish the Prêt à entreprendre (Ready for business) program.

We've delivered management, workplace health and safety and entrepreneurship training through our Mutuelle de formation program. We've also facilitated dialogue through public interventions.

We've invested a great deal of effort to harmonize and strengthen ties between the Federation and its 154 chambers of commerce.

And because it's also important to recognize and highlight our success stories, we've taken the opportunity to reward and congratulate those among us who have performed the best. Once again the 2012 Mercuriades confirmed the competition as the ultimate event on the Quebec business calendar.

Many challenges still await us, but we feel sure that we can continue to create wealth for Quebec's citizens and grow more prosperous communities by carrying on our efforts to promote responsible development.



Marie-Huguette Cormier  
Chair of the Board  
2011-2012



Françoise Bertrand  
President and CEO



Fédération des chambres de commerce du Québec

# KEY ISSUES AND FURTHER PROGRESS

In 2011-2012, the FCCQ adopted a position on and advanced many national issues having an impact on Quebec's economic development and standard of living.

Here are just two examples of initiatives undertaken by the Federation with the help of our membership and our working groups, which include representatives from approximately 300 companies as well as 10 chambers of commerce.

## A BETTER FRAMEWORK FOR EXPLORATION AND DEVELOPMENT OF NATURAL RESOURCES

FCCQ members saw a need to establish a comprehensive development approach that suitably reflects the positions of its members and ensures greater consistency in matters related to natural resource development.

The FCCQ has worked to advance resource development in several ways:

- › We've supported hydrocarbon development projects such as Old Harry, Anticosti Island and Gaspé drilling.
- › On the new mineral resources development act (Bill 14), we've urged the government to reconsider the bill in terms of sustainable development principles.
- › On Bill 70 amending the Mining Act, we've asked the government to refrain from further defining the concept of social acceptability.
- › We've made numerous presentations advocating rapid adoption of Bill 27 to establish the Société du Plan Nord

## In 2011-2012, the FCCQ also undertook a host of initiatives to:

- › Actively promote entrepreneurship in Quebec
- › Promote true sustainable economic development
- › Support increased university funding to deliver higher quality graduates
- › Encourage the government to act as a facilitator of economic development, through the use of public funding as well as appropriate budgetary, fiscal and administrative measures
- › Help support efficient transportation infrastructure and promote a public-private partnership approach
- › Ensure growth and stability in the manufacturing sector
- › Adapt the Life Sciences sector to the new global context
- › Upgrade the Quebec Occupational Health and Safety Board but with due regard for the compromise that the parties have reached
- › Support personal consumer liability versus over-regulation of certain products
- › Support tobacco anti-smuggling efforts
- › Oppose the Lobbyists Commissioner's tendency to favour trade union organizations to the detriment of chambers of commerce
- › Encourage Quebec to assume its responsibilities for land use planning

## MAJOR EVENTS



### MERCURIADES

#### The most coveted annual business awards

The annual Mercuriades Awards showcase excellence in Quebec-based businesses and honour businessmen and businesswomen of outstanding talent. During the 2012 edition of this prestigious business competition, 15 Quebec-based companies and two individuals were recognized for outstanding achievements before an audience of 800. This year's Business of the Year awards, presented to companies whose outstanding performance has made a major impression in their respective sectors, went to La Recharge.ca (SMB of the Year) and Cascades Inc. (Big Business of the Year).



### 2011 ANNUAL CONVENTION

#### Convention theme: Sustainable development

The theme of the FCCQ's 2011 Annual Convention in Victoriaville was sustainable development. Participants had an opportunity to meet the Minister of Sustainable Development, Environment and Parks, the Hon. Pierre Arcand. Among other guest speakers at the event were Quebec Oil and Gas Association Chairman Lucien Bouchard and social media expert, Bruno Guglielminetti. A high point of the convention was the naming of the Levis Chamber of Commerce as "Chamber of the Year," while the "Volunteer of the Year" award went to Diane Fellice of the Laval Chamber of Commerce and Industry.



### POLITICAL EVENTS AND CARREFOURS D'INFLUENCE

In 2011-2012, FCCQ members had opportunities to hear political leaders speak about their vision of Quebec's economy and discuss topical issues and problems with them. We were proud to welcome as guest speakers this year Quebec Premier Jean Charest, federal Minister of Transport Pierre Moreau and Minister of Economic Development, Innovation, and Export Trade, Sam Hamad.

Members also had opportunities to chat with distinguished business leaders such as Alain Bouchard (President and CEO, Couche-Tard), Diane Lemieux (President and CEO, Quebec Construction Commission) and Michael Sabia (President and CEO, Caisse de dépôt et placement du Québec).

## INITIATIVES FOR PROGRESS IN QUEBEC

### TRADE CORRIDORS

Trade corridors represent a leading solution to the many challenges of the globalization of markets and border security.

To mark the launch of the 2012-2013 trade corridor season, Quebec Delegate General in Boston, Jean-Stéphane Bernard, was on hand to greet SMB members of the FCCQ and discuss business opportunities for Quebecers in New England.

[corridorsdecommerce.biz](http://corridorsdecommerce.biz)

### QUEBEC BUSINESS HALL OF FAME

A special tribute to companies that have achieved and maintained their place among Quebec's business elite.

This year, COGECO was inducted into the Quebec Business Hall of Fame, joining the ranks of great companies that highlight Quebec's outstanding reputation in Canada and abroad.

[www.lepantheon.ca](http://lepantheon.ca)

### CREATION OF THE PRÊT À ENTREPRENDRE PROGRAM

Targeted support for Quebec's most promising new businesses.

In 2011-2012, the FCCQ – in partnership with the Quebec government, the Caisse de dépôt et placement du Québec, the Desjardins Group, Capital régional et coopérative Desjardins, the Fondation de l'entrepreneurship and Quebecor – launched Prêt à entreprendre (Ready for business), a unique program which over the next several years will provide comprehensive support for new entrepreneurs, including mentoring, technical support and unsecured, interest-free loans.

[www.pretaentreprendre.ca](http://www.pretaentreprendre.ca)

### LAUNCH OF FCCQ FORMATION

A cooperative program that creates, develops and implements training services.

In partnership with the Workforce Partners Commission, FCCQ Formation provides useful, accessible and affordable training for chambers of commerce and their members.

[www.fccqformation.ca](http://www.fccqformation.ca)