



connections

get plugged into your network

March 2019

Pharmacare | what you need to know and do...

The federal government has proposed to Canadians that national pharmacare is something that it would like create for Canadians. Surely none of us would deny our fellow Canadians access to the medicines they need. However, any national program must be designed in a way that is fiscally sustainable and does not crowd out the comprehensive coverage options offered by private/group plans.

Many Canadians already have plans in place; plans like the Chambers Plan work well for many families and employers.

In fact, data shows that Canadians believe the system is working. A recent study by Abacus Data shows that 86% of Canadians are satisfied their private/group insurance is making medicine affordable and 82% are satisfied with the range of medicines covered. A full 90% of Canadians believe a national pharmacare program should in no way put group benefits at risk of cancellation.

What the federal government is proposing is to throw the baby out with the bath water. We think that's a wrong-headed approach.

We feel the government needs to take a look at a fill-the-gaps approach. National pharmacare will provide the greatest value to Canadians by focusing on those who do not have coverage and those who are underinsured.

So what can you do? With an understanding of the damage this proposed national program could have on an already well-functioning system, we are encouraging you to take action. Chambers have a vested interest in this proposal as so many of your members and their employees rely on the Chambers Plan.

We have developed a [toolkit](#) that includes a press release, a letter to MPs and social media content to help you get active on this important file.

There is some urgency to your actions. Last week, Dr. Eric Hoskins, who has been charged with reviewing the idea of a single payer system, released an interim report. While the interim report didn't shed much light on where the government might go, we will continue to make the case for a filling-the-gaps approach and look forward to more detail in the panel's final report. And we will keep a watch on the budget next week when there may be more details given.

If you have questions on this file, reach out to our chief economist Trevin Stratton at tstratton@chamber.ca.

Our latest report: [The Cumulative Costs of Climate Policy](#)

Climate change is a defining issue of our times, and our

businesses are prepared to play a role in combatting it. According to our [most recent report](#), issued yesterday, business willingness is eroding due to the prohibitive costs Canada's climate policies have imposed on businesses across the country.

Our report shines a light on the layering of climate-related costs and regulations, which are almost exclusively put on the shoulders of business owners, particularly the country's small and medium-sized businesses. As they begin to feel the financial impact of cumulative federal and provincial/territorial regulations, they are becoming less supportive of climate change policies.

Our [report](#) argues that it is possible for Canada to achieve its greenhouse gas (GHG) reduction objectives without unnecessarily harming the economy or raising the cost of energy to unaffordable levels. Read [our report](#) to find out more.

Policy resolutions 2019

We have a new platform for resolutions leading into our annual meeting and convention. Submissions of resolutions will be done online using this new tool.

For those of you who are new (or need a refresher) to the resolution setting process, there will be a [webinar](#) on March 28 at 1:00 p.m. ET. Please [register](#) for this webinar. We will walk through the process, the online tool and any other questions you may have around creating policy for debate at this year's AGM in Saint John.

Bear in mind - the submission deadline for policy resolutions is [June 3 at 9 p.m. ET](#).

If you have any questions about our policy resolution process, contact ssmith@chamber.ca or jmacdonald@chamber.ca.

Budget night in Ottawa

We know, it's not quite Hockey Night in Canada but with our chambers, it's just about as popular!

The federal budget will be delivered March 19. Our chief economist Trevin Stratton will be participating in the stakeholder budget lockup on budget day. Once the budget is tabled in the House of Commons by the finance minister, our team will be issuing a press release, analysis and holding a teleconference with our chamber network to keep you in the loop over the course of the post-budget hours.

If you have not yet [registered](#) for the budget call, please do so [here](#).

Our most recent *5 Minutes for Business* focused on the budget. If you missed *Budget for Business or Bust*, you can read it [here](#).

Buyer beware! Payment processing program imposters!

First Data Canada is the preferred chamber network partner for payment processing. There are imitators out there representing themselves falsely as the Chamber provider. Don't be fooled!

Competitors are advising that our program is shutting down as of April. Not true! Nor is First Data shutting down! In fact, our program is stronger now than it ever has been with the release of Clover Flex.

In fact, First Data has seen a great response from merchants across Canada with over 5,500 units deployed since November. Want to know more about Clover Flex, download the [product sheet](#).

First Data is also offering chamber members Clover Flex "free for 6 months" please contact Mohamed-Ali Kessentini, mohamed-ali.kessentini@firstdata.com for more information on how you and your members can take advantage of all that FD offers. You can also visit [First Data's chamber site](#).

If another sales organization for payment processing other than First Data approaches your chamber telling you that they are the Chamber program, they are not. Feel free to [let us know](#).

Pharmacare, C-69, budget, election and reso update | a full agenda for a teleconference

Earlier this week, the policy team held a chamber network teleconference on the above-noted items.

If you were unable to dial in or would like to hear some of the content again, we recorded the call and you can find that recording [here](#).

Thanks to those chambers that participated in the National Day of Action, February 20

February 20, our intent was to raise awareness of the importance of natural resources to Canada's economy. Chambers from coast to coast to coast participated in the day of profile-building and as a result there were over 100 social media posts using #NationalDayofAction and close to 300 retweets, shares and likes of our posts including many from local chambers across Canada.

Several chambers were also engaged with local media; these included Medicine Hat, Weyburn and Saskatchewan chambers. We are continuing to collect letters from local chambers of commerce to bring to our future Senate Committee testimony.

We also asked chambers to send in template letters of support for the Chamber's Senate appearance on Bill C-69. We received more than 100 from across the country and will share them when our appearance occurs in April (date TBC).

Thanks to the more than 150 chambers who completed our recent survey!

Your feedback gave us a good idea of what you value, what you use and the future directions that you'd like us to pursue. Watch for changes over the coming months that will be indicated as a result of your input. Thanks again for your contributions and the thought put behind your responses.

Interested in creating successful Indigenous engagements/partnerships?

On April 17, Indigenous Works (*with which the Canadian Chamber has a 3-year partnership*) is hosting an invitation-only forum in Toronto to explore ways to create the relationships and conditions needed for successful Indigenous employment, business and social development.

There is no registration fee, however, space is limited and you must register in advance with micheline@chelsea-group.net and do so by March 31. More details about the event can be found [here](#).

Jobs in the network

Charlene Nicholson is retiring as CEO at the **Chamber of Commerce of Brantford-Brant** later this year. Her job posting is now live; you can check out the requirements [here](#).

Cranbrook Chamber of Commerce is looking for a Membership Engagement Coordinator. <https://indeedhi.re/2HIFZ5k>

The Canadian Chamber is looking to fill two roles. We are looking for a [membership engagement officer](#). This position requires someone with great customer relations skills, good communications skills - verbal and oral, and bilingualism. You can find the posting [here](#).

We are also on the hunt for someone to fill a one-year mat leave as our [manager of marketing and communications](#).

Current listing of benefit offers from the Canadian Chamber of Commerce

We have a number of new managers at the helm of chambers across Canada so it's an opportunity to let you know what programs are currently on offer through us!

- Program for payroll services partnership with [ADP Canada](#).
- Bundled office insurance coverage at a competitive and affordable rate for local chambers and boards of trade through our [Business Protection Program](#).
- Cybersecurity certification program with [Cyber Essentials Canada](#) at a discounted rate.
- A fuel discount (\$0.035 per litre)—offered to the company and its employees—at all Canadian [ESSO](#) and [Mobil](#)-branded service stations
- Preferred rates on the electronic processing of VISA, MasterCard, Discover and debit cards through [First Data Canada](#)
- Home, auto and travel insurance through [Johnson Inc.](#) Ontario chambers/members have group home and auto insurance provided through [CAA Insurance Company](#).
- A savings program that offers member's savings up to 30% off the everyday public web price of [Lenovo's](#) entire product line.
- Audio conferencing and webinar services from [Pragmatic Conferencing](#).
- Discounts of 40% on shipments within Canada and to worldwide destinations, 25% on imports into Canada and 75% (starting at) on freight shipments services with the [UPS®](#) Savings Program.

Current marketing assets are available for all of these programs in our members-only section on www.chamber.ca; if you have not yet received a login, [please be in touch](#).

New chamber leaders across the country

Please help us welcome new chamber leaders across Canada.

Pete Bourke, executive director, Columbia Valley Chamber of Commerce (BC), ExecutiveDirector@cvchamber.ca.

Yolanda Martin, office manager, Fox Creek Chamber of Commerce (AB), office@foxcreekchamber.com.

Cyndi Vos, executive officer, Lethbridge Chamber of Commerce (AB), cyndi@lethbridgechamber.com.

Rick More, CEO, Red Deer Chamber of Commerce (AB), rmore@reddeerchamber.com.

Eddie Matthews, general manager, Stratford & District Chamber of Commerce (ON), manager@stratforddistrictchamber.com.

Cynthia Kabis, director, Chamber of Commerce and Industry of Sainte-Thérèse de Blainville (QC), ckabis@ccitb.ca.

Sara Mohamadkhani, executive director, West Vancouver Chamber of Commerce (BC), info@westvanchamber.com.