

Connections

... get plugged into your network

Year-end 2017



THE CANADIAN
CHAMBER
OF COMMERCE

LA CHAMBRE
DE COMMERCE
DU CANADA

The Voice of Canadian Business™
connect! BRANCHÉ!
Le porte-parole des entreprises canadiennes MD

#ProtectGrowth campaign: part 2

Following a call with the network, we prepared an [update](#) on the federal tax changes as we still have concerns with the announcements that were made by Finance Minister Morneau in mid-October. Some of these announcements contained few details; and our concerns with the lack of details are outlined in the [update](#) as are some key dates to watch for in the very near future related to potential outcomes and reports.

What can you do to keep the momentum of the campaign going? MPs will soon be home for the Christmas break. MPs will be home any time after December 15 and will not return to the House of Commons until January 29. Within these dates, we strongly encourage you to meet with your MP(s); they are the ones who put the heat on the Finance Minister in the late summer and early fall. Our update contains key messages for your meetings with MPs.

We will continue to call for a review of the competitiveness of Canada's tax system with heightened pressure due to what is happening in the U.S. and their tax regime.

Internal trade barriers being tested

Interprovincial trade barriers are an issue that we have fought for a very long time. Time and time again, we have urged policy makers to negotiate for freer borders in Canada. Although the signing of the *Canadian Free Trade Agreement* was a step in the right direction, more work must be done. That is why we decided to become an intervener in the upcoming Supreme Court Case, *R v Comeau*. You have likely read about the *Comeau* case in the news this week.

Mr. Comeau is the New Brunswick retiree who drove to Quebec to purchase some alcohol and on the way home received a ticket from the RCMP for transporting alcohol across the border. He challenged the ticket in court and won. Now that the case has gone up to the Supreme Court, we decided to get involved to make sure that the Chamber's belief in free trade is heard.

Our lawyers have provided a [short summary](#) of the case and our legal argument. We have been given permission by the Court to present their position on our issue at the hearing in Ottawa on December 6 and 7 (this week).

Our *5 Minutes for Business* also focused on this case this week. If you didn't read it when released, you can catch it [here](#).

We will be watching this file in coming weeks as the Court makes its decisions known.

For more information, contact [Aaron Van Tassel](#).

We're running a contest and your chamber could win - in many ways!

With national carbon pricing expected throughout Canada in 2018, many small and medium sized enterprises are grappling with how to reduce their greenhouse gas emissions in a way that makes sense for their business.

Launched at our 2017 AGM, Climate Smart Chambers is a program to equip chambers with tools to help their SMEs navigate these new costs. Watch the [promo video](#) for more information or check out the project's webpage [here](#).

To jumpstart the chamber network's participation, we have just launched a contest for chambers. Three chambers will be selected to assemble teams of small businesses (team of at least 15 businesses) that will compete to reduce costs, lower emissions and share stories and best practices on how to build a competitive advantage through climate action.

Each chamber will get \$3,000 to help offset the costs of administering the program. They will also be able to offer their participating members a 25% discount off Climate Smart training.

Our brochure provides more detail on the contest and the benefits of your chamber participating with your SME members. You can apply by clicking [here](#). Applications are due January 1, 2018.

The selection of participating chambers and boards of trade will be based on:

- Regional diversity – We hope to select chambers from different provinces/regions from across Canada.
- Enthusiasm – We're looking for chambers whose members are eager to learn about greenhouse gas reductions and how a sustainability lens can help their business.
- Capacity – We'll be assessing applications based on the quality of the communications and recruitment plans they put forward.

In mid-November, we held a webinar with HP and the World Wildlife Federation Canada on the WWF's award-winning Living Planet @ Work program as part of our Climate Smart Chambers initiative. Living Planet @ Work is an innovative program that provides strategic guidance, green business ideas, free tools and support to empower and engage employees so they can drive sustainable practices at work.

If you missed this webinar, it was recorded and you can still listen in [here](#).

Are some of your members older entrepreneurs ?

The Centre for Elder Research, Sheridan College, Oakville, (ON) is conducting a national study and would love to hear from your members that fit the bill. The centre wants to learn more

about new and established Canadian entrepreneurs age 50+ as well as those individuals 50+ who are actively pursuing a defined business idea.

Individuals 50+ represent the fastest growing age demographic for founders of start-up businesses in Canada, and the trend continues to rise. Despite this, little is known about older entrepreneurs. The purpose of this study is to address gaps in knowledge by investigating the experiences, needs and interests of new and established entrepreneurs in this group.

The study is funded by the Canadian Education and Research Institute for Counselling (CERIC), and we want to ensure entrepreneurs age 50+ from all Canadian provinces and territories have an opportunity to contribute to this study.

You will remember we partnered with CERIC on the *Retain and Gain* playbook for small business. (Still available and still very useful and [downloadable](#) and shareable.)

The results of this survey will help the Centre for Elder Research to learn more about the experience of Canadian entrepreneurs in this group. The results will inform a report and recommendations that will be made public with the intent that supports offered to older entrepreneurs truly reflect their needs and interests.

Please distribute this survey to your members so they can determine if they meet the age requirements and can then complete at <https://www.surveymonkey.com/r/Entrepreneurs50PlusInCanada>

Esso contest wrap-up

In honour of Canada's 150, we ran a contest with our good partners at Esso. Called #EssoRoadTrip, our contest picked up steam over the summer, and we had submissions that showcased our fantastic country and all the sites there are to see. If you're interested in seeing who won and their winning submissions, [take a look!](#) Thanks to all of you who contributed and shared the contest with your members. And thanks to our partners at Esso!

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Visit membersbenefitprogram.com/ccc or call 1-800-636-2377 to start help your members saving on their shipping needs today.



First Data contact has changed

Our relationship manager Nadim Awan, whom many of you met at regional and national events and in your communities, has moved on to become an entrepreneur.

First Data has hired a replacement and he has started as of December 1; Mohamed-Ali Kessentini is our new relationship manager. Mohamed can be reached by phone, 905-602-3548 or by email, Mohamed-Ali.Kessentini@firstdata.com; he looks forward to meeting many of you in the coming weeks and months. Welcome Mohamed!

New Chamber join the Canadian Network

We're very happy to add another link to our network from the Atlantic region, welcome to **West Prince Chamber of Commerce** (PE), Tammy Rix, executive director, westprincecc@gmail.com.

New chamber staff across the country

Sandra Ferri, executive director, Aurora Chamber of Commerce (ON), s.ferri@aurorachamber.on.ca.

Jennifer Aleman, director, office and events, Brooks & District Chamber of Commerce (AB), office@brookschamber.com.

Richard Brooks, executive director, Greater Barrie Chamber of Commerce (ON), rbrooks@barriechamber.com.

Matteo Patricelli, executive director, Flamborough Chamber of Commerce (ON), mpatricelli@mgpstrategic.com (soon to be updated).

Chrystal Trindle, administrative coordinator, High Prairie & Area Chamber of Commerce (AB), office@hpchamber.net.

Jayne Hall, executive director, Okotoks & District Chamber of Commerce (AB), office@okotokschamber.ca.

Kim Kirkham, executive director, Penticton & Wine Country Chamber of Commerce (BC) director@penticton.org.

Patti Hall, executive director, Stoney Creek Chamber of Commerce (ON), phall@chamberstoneycreek.com.

Anne Dobson, president & chief executive officer, Qualicum Beach Chamber of Commerce (BC), chamber@qualicum.bc.ca.

Josée Levesque, general manager, Valley Chamber of Commerce (Grand-Sault), NB, gfcocgs@nbnet.nb.ca.

Denise Potter, office manager, West Lincoln Chamber of Commerce (ON), westlincolnchamber@bellnet.ca.

It's been quite the year!

Changes in governments, changes in taxes, new costs for business, new leaders and parties to get to know. Through it all, our network has lead the way for business. So from all of us here at the Chamber to all of you in your chambers - we want to wish you happy holidays filled with fantastic food, friends and family. Refuel for 2018 when we'll pair up again to fight the good fight for business.



*Until then, from our House to yours,
all the best of the season to you and your team.*