



# Connections

... get plugged into your network



Chamber Executives of Ontario, Oakville, 2017

February 2018

## Federal budget announced

Finance Minister Morneau has announced that February 27 will be federal budget day.

We will hold a call with our members at 5PM Eastern. Our interim economist Jayson Myers will be filling you in on what you need to know about the budget details. The call will include members of our policy team who will be available to answer questions.

Please register for this call [here](#); we do want to ensure that we have enough lines for participants. Call-in coordinates will be sent to you upon registration.

You will also receive a press release that can be used with your own member and media requests shortly after the budget is tabled in the House of Commons. A more detailed analysis will be sent out to all members on Tuesday evening.

We hope the budget will reflect many of the policy priorities we, and many regional and local chambers from across the country, promoted in pre-budget consultations throughout the fall of 2017.

The Finance Committee of the House of Commons certainly heard the network's messages loud and clear. Its official report issued last December contained many references to recommendations from Canada's chamber network. They are summarized in [our report](#). We think you'll find it useful as you prepare your responses to the budget.

## Resolutions 2018 version

An invitation to the policy process held at our AGM and Convention will be coming shortly. However, if you are planning to submit one, you may want to get June 1 into your calendars - this is the 2018 deadline for resolutions to be submitted.

## 10 Ways to Build a Canada that Wins

Many thanks to the chambers that co-released our 10 Ways report. We were really pleased a number of chambers co-branded the release and even more were active on social media.

Even if you have released the report, we hope you will continue to engage your members and your local elected officials in the move towards building a Canada that wins.

How can you continue to push and advocate for change? We have a [toolkit](#) that you can use to keep the momentum going. Why not adopt a "way" that resonates in your

community and pursue it with you stakeholders. There is a [video](#) on the overall initiative and there is a paper and [video](#) for each way .

Over the coming months, we will also continue to use these tools to keep the advocacy on #10Ways alive.

## Tri-chamber alliance wins EDCO award

A new partnership between the Cornwall, Akwesasne and Massena chambers of commerce recently won a Cross Border Collaboration award at the Economic Developers Council of Ontario (EDCO) awards gala.

With support from the Cross-Border Partnership Program (led by the Cornwall and the Counties Community Futures Development Corporation) and the Mohawk Council of Akwesasne, the Tri Chamber Alliance is a partnership on the brink of signing a historic memorandum of understanding. It is the first of its kind to be signed between Canadian, American and First Nations chambers of commerce. This group will work to better strengthen the voice of business as a region.

This is a ground-breaking initiative by all - you may want to touch base with [Lezlie Strasser](#) at the Cornwall Chamber to see how you could replicate something like this in your region.

## Affinity program updates

### New affinity program | Pragmatic teleconferencing

Earlier this week, we launched a new affinity program for you and your members - Audio Conferencing and Webinar Services from Pragmatic Conferencing.

How will this program put you ahead of the competition?

Do you know members that have staff in multiple locations? Do you know businesses that hold sales meetings or client meetings that are outside of their region (most do!)? This service offers an easy and affordable way for you and your members to hold remote meetings with multiple staff members, in multiple locations across time zones - for pennies.

Our program offers you a recurring revenue stream for any of your members' uptake on the program.

The rate we have been given is very, very competitive. There are marketing materials available and a tracking mechanism to ensure only your members in good standing are taking part in the program.

So... How do you find out more and sign up for the program? Contact our program's rep Mike Sanders 866.746.5282 or [mike.sanders@thinkpragmatic.com](mailto:mike.sanders@thinkpragmatic.com).

If you want to know more about the Pragmatic offering, please join us when we hold our webinar *Help Your Members Save on Conferencing* February 28 at 1:30 p.m. Eastern (Check your local time zone) (duration 1 hour). Click [here](#) to register.

## First Data 2018

Promote our 2018 First Data offers to grow referrals and recurring revenue with your chamber members.

First Data offers a *Beat Your Current Offer* incentive: If First Data cannot beat your member's current processing fees, they will earn a \$1,000 Mastercard® gift card.

*Refer a Friend Offer*: If an existing merchant refers someone they know, they will receive a \$150 credit on their merchant account once the referral is approved and begins processing customer transactions.

Visit [www.chambermerchantservices.ca](http://www.chambermerchantservices.ca); this chamber program website contains chamber specific marketing materials such as flyers, banner ads and offers. Use the password **Canada** to login.

The website contains a simple *Submit a Referral* page for easy merchant referrals.

Later in 2018, First Data is launching Clover Flex in Canada. Customers can tap, enter a pin or sign the device to complete their transaction in line, in the aisle or at the table. Flex is also equipped with a built-in receipt printer and scanner, giving merchants everything they need on one, simple device!

Reach out to Mohamed-Ali Kessentini, director strategic partnerships at First Data Canada, if you require additional marketing materials, or if you want to promote additional initiatives, events, sponsorship opportunities or if you want to discuss any contractual items.

[Mohamed-Ali.Kessentini@firstdata.com](mailto:Mohamed-Ali.Kessentini@firstdata.com), Cell: 647-286-0255 | Office: 905-602-3548

## Highlights mailer insert

We have created an insert you can use if you are sending invoices or member pieces to your members that speak to the value of CCC membership.

Our [Member Mailer](#) is created so you print/cut and distribute easily in #10 standard business envelopes.

Download the template [here](#). If you need assistance or would like to co-brand the piece, be in touch with [Michelle Croteau](#).

## Boards of Trade Act survey | share your thoughts

As mentioned in our January newsletter, we have a task force looking at chamber interaction with the Boards of Trade Act (BOTA).

Many chambers are registered under BOTA. With some recent changes to the interpretation of BOTA, your feedback on a survey regarding BOTA would be welcomed. We have developed a survey to capture your knowledge and interaction on the Act. Please complete the survey [by March 2](#). You'll find the survey [here](#).

## Knowing Counts

One of the advocacy successes the chamber network has had

over the past few years is the success in bringing the long-form census back to use.

The census is incredibly important as a tracking mechanism for so many things - government planning, business planning, housing stats. When the long form census was restored shortly after the 2015 election, it was seen as a win by the network.

Ted Hsu, a former MP for Kingston and the Islands, was one of the proponents for bringing back the long-form census. He has reached out to us on a project he is spearheading called *Knowing Counts*. He wants to collect and retell stories about how, by filling out the census, people helped their neighbours in a way that affected their everyday lives. The gathering of data through the long-form census is extremely useful, but the idea of this data collection needs to have support - on an ongoing basis.

If you or your members have a story to tell, please share with Ted Tsu at [ted@knowingcounts.ca](mailto:ted@knowingcounts.ca).

## New chamber joins the Canadian network

We're very happy to add the **Kitikmeot Chamber of Commerce (NU)**, to the Canadian chamber network. Cynthia Ene, executive director, [executivedirector@kccnunavut.com](mailto:executivedirector@kccnunavut.com).

## New chamber staff across the country

**Ashley Frame**, membership services & events manager  
Airdrie Chamber of Commerce (AB),  
[events@airdriechamber.ab.ca](mailto:events@airdriechamber.ab.ca).

**Emily Deane**, administrative coordinator, Blue Mountains Chamber of Commerce (ON),  
[info@bluemountainschamber.ca](mailto:info@bluemountainschamber.ca).

**Rosanne Gale**, executive assistant & membership manager, Bow Valley Chamber of Commerce (AB),  
[AskUsAboutBowValleyChamber.com](http://AskUsAboutBowValleyChamber.com).

**Christa Trimble**, office manager, Caroline & District Chamber of Commerce, (AB), [ccoc@telus.net](mailto:ccoc@telus.net).

**Gabrielle Rivers**, business executive, Iroquois Falls & District Chamber of Commerce (ON),  
[office@iroquoisfallschamber.com](mailto:office@iroquoisfallschamber.com).

**Sheila Ross**, office administrator, Meaford Chamber of Commerce (ON), [sheila@mcofc.ca](mailto:sheila@mcofc.ca).

**Drew Redden**, president, Oakville Chamber of Commerce (ON),  
[drewredde@oakvillechamber.com](mailto:drewredde@oakvillechamber.com).

**Christy Cafovski**, executive director, Parry Sound Area Chamber of Commerce (ON), [psachamber@gmail.com](mailto:psachamber@gmail.com).

**Todd Corrigan**, CEO, Prince George Chamber of Commerce (BC), [ceo@pgchamber.bc.ca](http://ceo@pgchamber.bc.ca).

**Sonja Jmaeff**, manager, Quesnel & District Chamber of Commerce (BC), [qchamber@quesnelbc.com](mailto:qchamber@quesnelbc.com).

**Mel Durand**, president, Rimbey Chamber of Commerce (AB),  
[chamber@rimbey.com](mailto:chamber@rimbey.com).

**Andrea Elmhurst**, administrator, Tottenham, Beeton & District Chamber of Commerce (ON), [admin@tbdcc.ca](mailto:admin@tbdcc.ca).

**Melanie Benoit**, general manager, Chambre de commerce du Grand Tracadie-Sheila, Inc. (NB), [info@ccgts.ca](mailto:info@ccgts.ca).

**Aynslee Kyte**, executive director, Yarmouth & Area Chamber of Commerce (NS), [akyte@yarmouthchamberofcommerce.com](mailto:akyte@yarmouthchamberofcommerce.com).

A number of positions are currently open across the network. Please share. You can find postings [here](#).

**AGM & Conference 2018: Registration opens May 1**  
Preliminary information on this year's event is now [online](#). We will be in Thunder Bay (ON) from September 22-24: CCEC precedes CCC AGM from September 20-22.