

# Connections

... get plugged into your network

January 2016

THE CANADIAN CHAMBER OF COMMERCE  
LA CHAMBRE DE COMMERCE DU CANADA



The Voice of Canadian Business™  
**CONNECT! BRANCHÉ!**  
Le porte-parole des entreprises canadiennes<sup>MD</sup>

## It's time for Canada to sign the TPP!

Countries are set to sign the Trans-Pacific Partnership (TPP) agreement early next month, marking another milestone towards one of the largest free trade agreements the world has ever seen.

Will Canada join them? The new government is still reviewing the agreement and hasn't committed either way. We are convinced this deal is essential to our economic future. Are you convinced? Are your members? Let the government hear what you have to say about the agreement at [TPP-PTP.consultations@international.gc.ca](mailto:TPP-PTP.consultations@international.gc.ca).

If you haven't yet decided, we have tools to help you make your decision. Take a look at our [Frequently Asked Questions](#) document or take a listen to the [teleconference call](#) we conducted for chambers in December. There's also a federal [government website](#) with an overview of the text, the benefits for a variety of sectors in the economy and the various regions.

## Immigration for a Competitive Canada: our first report of 2016

Released this week, this [new report](#) is entitled *Immigration for a Competitive Canada: Why Highly Skilled International Talent Is at Risk*. The report looks at our current immigration regime and how Canada risks losing its competitive advantage when it comes to attracting highly skilled international talent. It proposes a number of quick and efficient fixes to ensure policies and processes aren't standing in the way of talented people coming to Canada and contributing to our economic growth.

We're trying a couple of new things with the release of this report; we hope you'll find them useful.

- A short [video](#) makes the case for why it's so important to bring in the talented people we need in high tech, mining, video game production and other sectors – even hockey!
- A [Twitter Chat](#) | #AskCCC with [Sarah Anson-Cartwright](#), our skills and immigration director, on **Monday, January 18 from 2-3 p.m. EST**. She'll gladly take questions you might have on the report or on our immigration policy. To participate, tweet your questions to @CdnChamberofCom using the hashtag #AskCCC.

Let us know what you think of these new (*for us*) ways of engaging on our reports.

## Together - we did it! | Annual report highlights the chamber network's successes

Last week, we published our [Annual Report](#), which highlights our collective achievements on behalf of business in 2015.

With your chamber as our partner, we secured policy improvements under the last government and commitments from

the new government in areas that are critical to business success: access to a powerful workforce, access to capital, access to technology and innovation and access to markets. These wins will enable Canadian businesses, like those of your members, to create quality jobs for young people, reinvest in new technology and generate the wealth needed to improve schools, infrastructure and social programs.

If you missed the email regarding the Annual Report, why not take a moment to [review it now?](#)

## Rekindling our relationship with Japan

The Trans-Pacific Partnership agreement will open up new opportunities for Canadian companies in Japan. This is good news, because our trade and investment flows with the world's third largest economy have stagnated in recent years. Help us turn things around by joining over a hundred business leaders, policymakers and diplomats for one of the biggest bilateral events in over decade.

In partnership with the Vancouver Board of Trade, the Japan-Canada Chambers Council will host a conference at the Fairmont Pacific Rim, Vancouver, on March 21. More info to come.

## Express your interest in sitting on our new policy committee: Indigenous Affairs

In recent years, we have conducted several pieces of policy research examining the relationships between Canada's business community and its indigenous peoples. In 2016, we will be examining the uncertainty of business' role in reconciliation with indigenous peoples as one of our *Top 10 Barriers to Competitiveness*.

To ensure this file reflects your perspectives, we are striking – on a trial basis – an Indigenous Affairs Policy Committee. The committee's role will be to examine the relationships between Canada's businesses and indigenous peoples and advocate opportunities/guideposts both can use to meet businesses' competitive priorities while respecting the rights, cultures and aspirations of our indigenous peoples.

Key issues of concern include but are not limited to:

- the impact on Canada's businesses of the federal government's commitment to adopt all of the recommendations of the Truth and Reconciliation Commission (TRC), and
- measures Canada's businesses, the federal government and indigenous peoples need to take to ensure companies can meet the expectations of them.

We are looking for members to join the committee (*which would meet four to six times in 2016 by teleconference*) to provide their input into our project plans and policy positions. Initially, the intention is to run this committee for a year, and possibly make it permanent should members find it valuable.

If you are interested in the work of this committee and would like to sit on it, be in touch with [Susanna Cluff-Clyburne](#).

## Census 2016: now hiring!

Statistics Canada conducts a census every five years. The next *Census of Population* will take place in May 2016.

The census collects demographic information on every man, woman and child living in Canada. Information from the census will be used by governments, businesses, associations, community organizations and many others to make important decisions for your community, your province or territory, and the entire country.

The census is looking to hire for numerous positions across Canada. To find out more, visit the [census website](#).

## Canada's Resource Champions

As an initiative of our Resource Champions, we are pleased to announce two more *Resource Champions Awards*. Winners nominated fall into two categories: individuals or corporations.

Nominated as an individual champion, [Al Thorne](#) was nominated by the Timmins Chamber of Commerce.

Al Thorne is the Chief Forester for Tembec in Ontario and is president of the Timmins Chamber of Commerce. He was nominated for his constant efforts in drawing attention to the value that all natural resource sectors bring to the Canadian economy. For more information on Al Thorne, see his [award nomination](#).

In the category of organizations serving as *Resource Champions*, we're happy to introduce [Bioindustrial Innovation Canada](#).

Bioindustrial Innovation Canada (BIC) is a commercialization and research centre focused on building a world-class bioindustrial industry in Canada. BIC is located in the Western Research Park in Sarnia-Lambton, where the two largest industries are petrochemicals and agriculture. To know more about BIC, check out its [award profile](#).

## New tool for members! Stay on top of the news

Keeping up with the news can be a challenge. That's why we are now offering you the opportunity to receive a daily digest of the events and news items that directly affect Canadian business and our work towards changing impediments to success. By subscribing, each week day morning, you will receive our *Media Review*, which will keep you informed on the stories that directly affect you and your members.

Sign up [here](#). You can unsubscribe at any time. For more information, contact [Guillaum \(Will\) Dubreuil](#).

## New chamber colleagues join the network

Please join us in welcoming new chamber executives:

**Elaine Hildebrand**, chamber manager, Altona & District Chamber of Commerce (MB), [president@shopaltona.com](mailto:president@shopaltona.com).

**Megan LeMoine**, Barrington & Area Chamber of Commerce (NS), [barringtonchamberofcommerce@gmail.com](mailto:barringtonchamberofcommerce@gmail.com).

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

**Sylvia Kilford**, office administrator, Crowsnest Pass Chamber of Commerce (AB), [office@crownsnestpasschamber.ca](mailto:office@crownsnestpasschamber.ca).

**Tom Awrey**, executive director, Delta Chamber of Commerce (BC), [tom@deltachamber.ca](mailto:tom@deltachamber.ca).

**Heather Murphy**, administrator, Irish Loop Chamber of Commerce (NL), [irishloopchamber@outlook.com](mailto:irishloopchamber@outlook.com).

**Doug Sullivan**, president, Lamont & District Chamber of

Commerce (AB), [doug.sull@gmail.com](mailto:doug.sull@gmail.com).

**Ken Evans**, president, Legal & District Chamber of Commerce (AB), [legal-lerieads@hotmail.com](mailto:legal-lerieads@hotmail.com).

**Tiffany Patterson**, president, Three Hills & District Chamber of Commerce (AB), [3hillschamber@gmail.com](mailto:3hillschamber@gmail.com).

## Audio Conferencing, Web Collaboration and Webinar Services

In the changing business landscape, virtual collaboration tools are becoming more important. Evolve Collaboration is Canada's leading provider of conferencing and collaboration services.

### Program benefits

You and your members receive discounts on audio conferencing, web collaboration and webinar services. Your members also have access to an Evolve expert who will assess where the tools can enable their business and provide guidance and training.

### Ways you might promote this program?

- Maybe you aren't doing a lot of teleconferencing but we'll bet that you've got members that hold staff meetings or client meetings via teleconference.
- Maybe you're starting to do webinars with your members? Evolve is set up to help you grow this side of your programming!

The program may help you save money (*if you are currently using another provider for these services*) as we've negotiated a great rate for you:

- 3.5 cents/min audio conferencing rate: 65% below industry average for your chamber.

And a great rate for your members:

- 4.5 cents/min audio conferencing rate for your members

The best part is, if you've got members using the service, you receive 3% of all members' billing paid back quarterly to your chamber. Non-dues revenue.

Sign up via the program website

<http://www.evolvecollaboration.com/CCC/> or get in touch with our program rep [Peter Howser](#).

## How SMEs are capitalizing on doing business in Quebec

by [John Buck](#), CEO, CEDEC

In 2011, only 4% of SME revenues were derived from inter-provincial trade. This means there is huge potential for additional business revenue in a variety of markets right outside the back door of your members.

With over eight million potential consumers, easy access to major urban hubs in both Canada and the U.S. and a variety of compelling tax incentives, Quebec offers businesses of all sizes and industries a lucrative location to set up virtual or brick-and-mortar businesses.

*"Despite all being within the Canadian market, each province has its own business culture and regulations", says Sterling Lambert, CEDEC. "It's important to research, plan, understand nuances in the provincial laws and regulations, and gather insight from those who have been through the experience."*

To learn more about how your members' businesses can break into the Quebec market, why not tell them about the [Doing Business In Quebec Conference](#), March 14 and 15, 2016. To learn more about this event visit: [www.cedec.ca/doing-business-in-quebec](http://www.cedec.ca/doing-business-in-quebec).