



connections

get plugged into your network

May 2019

China and the Chamber

Should you or your members be wondering what our activity has been regarding relations with China, we wanted to let you know that we have written to Prime Minister Trudeau regarding the ongoing situation. The letter underscores the need for responding to the immediate issues facing the Canadian agriculture sector as well as helping Canadian companies deal with other longer-term market access issues. The letter also urges the Prime Minister to meet with the Chinese President to press for a resolution to the current situation. We welcome [feedback](#) from members about any challenges they are encountering in trying to do business with China. The letter to the Prime Minister is available [here](#).

Vote Prosperity | Election platform launches!

We hit the ground running with our federal election platform, released earlier this week. Building on the brand awareness developed by the Ontario Chamber of Commerce, and utilized by the Alberta Chambers of Commerce in the recent provincial election, we are proud to use the Vote Prosperity brand in our 2019 election activities.

[Vote Prosperity](#) calls on all federal parties to support Canada's job creators by including the following priorities in their election platforms:

- A tax system that is fair, efficient and modern.
- A regulatory system that works for everyone, including business.
- Access to new markets around the world and the elimination of trade barriers at home.
- Resources to help small- and medium-sized businesses grow and succeed at home and abroad.
- Innovation and infrastructure to make Canada the most connected country in the world.
- A workforce with the skills, education and training required to prosper.
- A healthier pharmacare system for healthier Canadians.

We launched the details with the network on a teleconference at the end of last week. If you missed that call, we did record it; the recording can be found [here](#). During the teleconference, we talked primarily about the chamber toolkit that is available for your use over the course of coming days and weeks.

We look forward to working with the network throughout the entire election period to keep our nation's political leaders focused on taking bold steps to protect and strengthen Canada's competitive position. Together, we are the voice of business in Canada - let's make some noise!

The network toolkit is available for you at www.voteprosperityca.ca.

Workplace Integrated Learning | webinar

We recently held a webinar with four key stakeholders in this

space. The webinar shone a light on the range of workplace-learning opportunities available through various national association partners and how businesses can utilize those opportunities to improve efficiency and maximize output. Also on the call was Allison Mitchell, experiential learning outreach coordinator from the Greater Kitchener-Waterloo Chamber. Allison was able to share some of her experiences as she has worked at matching up many employers and students in her community.

Leah Nord, director of skills and immigration policy, led the call, and we recorded the webinar for those who were unable make the live event. You can access the content [here](#).

CPTPP and Certifications of Origin: The role of chambers of commerce

With the recent ratification of the *Comprehensive and Progressive Agreement for Trans-Pacific Partnership* (CPTPP), exporters may be looking to local chambers of commerce for certifications of origin, specifically referencing the CPTPP. We are strongly advising against certifying documents stipulating that the goods being shipped comply with the origin requirements of the CPTPP.

With every certification of origin, there are risks involved for the certifying chamber. We have to rely on documents and statements from the exporter and decide if these are satisfactory to support their declaration of origin.

This risk increases significantly with regards to free trade certifications of origin, as the origin requirements are specific for each commodity and will differ from one agreement to another. This increases the chances of a misrepresentation of origin for the goods. The misrepresentation of the origin of goods for the benefit of reduced tariffs is a serious offence that could result in a lawsuit against the exporter and the certifying chamber.

Also, chamber certifications of origin are not required, according to the *CPTPP*. [Annex 3-B](#) clearly states that the certifier of the origin should be the producer of the goods, the exporter or the importer.

For more information on the *CPTPP*, click [here](#).

National Revenue expands their service to small corporations

Last week the minister of national revenue announced an expansion of their liaison officer service. This service uses an education-based approach to help small businesses meet their tax obligations by providing them with free in-person support and guidance. The expansion will open the door for small corporations to book free in-person visits and group seminars with one of over 130 liaison officers across the country.

More details on this service and the expansion can be found here: www.canada.ca/cra-liaison-officer.

Do you use your events as awareness-builders?

We're looking for chambers that use their events to build the awareness of important issues and ideas in their communities.

Do you hold an economic summit that increases the understanding of business issues in your community? Do you partner with others chambers to do small business events that raise the profile and create a buzz around the importance of small business to the economy? Do you host speakers who bring new perspectives to your community? Do you host political forums with a twist?

If you do any or all of the above, we want you to share the secret sauce if you feel that your event(s) are something that other chambers could R & D (*rob and duplicate*). We've created our [Chambers Competition 2019 "Influence in Action"](#) around events and how events are a great tactic to shape the dialogue in your community around important policy issues.

Chambers of commerce are advocates for business. We play key roles in educating and mobilizing opinion on the most pressing issues of our day. Whether at municipal council, the provincial or territorial legislature or the House of Commons in Ottawa – chambers are making a difference in the lives of businesses, both large and small.

If you've got a successful event, share and let your colleagues from across Canada learn from your event's success.

Why would you consider submitting? You'll earn the admiration of your peers and bragging rights as the top three finalists will present to delegates at this year's AGM and Convention in Saint John, NB. The three finalists will each receive one free delegate registration for the AGM and Convention in Ottawa 2020 (a value of \$600.+)

We'd love for you to share the insider view your event success, but your peers are even more eager for you to share the details. Don't disappoint them! Sound like an opportunity for you to share the inside scoop? [Details on submissions](#) are available now; you've got until July 19 to submit.

AGM & Convention bursary

Our good friends at ESSO have generously offered to sponsor a [bursary](#) to attend this year's AGM in Saint John, NB.

In addition to the amazing sessions we have lined up this year, leading into the hot zone of the federal election, many delegates cite the networking that happens outside sessions as one of the most valuable benefits of attending the event. Delegates come from all over Canada and you are sure to expand your personal network by attending.

If you are thinking that the AGM & Convention is something that you should attend but your chamber's budget is stretched this year, maybe the bursary can get you there!

Don't delay though, the bursary application process closes on July 8. Details can be found [here](#).

Let's get growing!

Earlier this week, we hosted a teleconference centred on retention, engagement, and outreach strategies. This gave chambers of all sizes an opportunity to share in best practices while ensuring their own strategies align with organizational goals. Chambers heard from internal and external member experts. Our intent in hosting this teleconference is to provide the resources required for continuing to

build strong and effective chambers across the country.

Did you miss the teleconference? Not to worry – the call was recorded! To hear the recording, click [here](#).

Network losses

Three seasoned chamber pros in Ontario are heading into their "troisième âge" (better phrasing than retirement!). **Keith Hoey**, president of the Burlington Chamber of Commerce; **Charlene Nicholson**, CEO of the Chamber of Commerce of Brantford-Brant; and **Roberta Scarrow**, GM of the Centre Wellington Chamber all leave their posts at various points over the summer. In addition, **Heather Gallagher**, manager of the Smithers District Chamber (BC), is calling it a career; her job is [currently posted](#) for applicants.

We'll miss all of these people and their combined experience, knowledge; and senses of humour and we look forward to working with their successors. Speaking of which, **David Prang** has just been named the new CEO at the Brantford-Brant Chamber; he begins at the chamber at the end of July.

The Centre Wellington Chamber position that Roberta Scarrow is leaving (as mentioned above) is now [available](#).

Also leaving a big hole in the network is the departure of **Iain Black** at the Greater Vancouver Board of Trade. Iain turned the BOT around during his tenure and many of us have had the opportunity to learn from his team's approach at various professional development opportunities around the country. Iain is going back to the hi-tech sector and becoming the CEO of Maximizer, among other responsibilities.

We wish all of these long-tenured chamber pros the best in their future endeavours.

Two additional chambers join the chamber network

We are pleased to welcome two chambers to our cross-Canada network. Welcome! A whole network of chamber pros is a phone call or email away.

Delhi & District Chamber of Commerce (ON), James Norman president, president@delhichamber.ca.

Summerland Chamber of Commerce (BC), David Hull, executive director, dhull@summerlandchamber.com.

New chamber leaders across the country

Please help us welcome new chamber leaders across Canada.

Lori MacGregor, executive director, Eastern Prince Edward Island Chamber of Commerce (PE), ed@epeicc.ca.

Alexandre Lavasseur, director, Chamber of Commerce of Edmundston Inc., alexandrelavasseur@ccedmundston.com.

Acacia Pangilinan, executive director, Kamloops Chamber of Commerce (BC), acacia@kamloopschamber.ca.

Leslie Richardson, manager, Smiths Falls & District Chamber of Commerce (ON), leslie.richardson@smithsfallschamber.ca.

Devon Madden, chamber administrator, Mount Forest District Chamber of Commerce (ON), chamber@mountforest.ca.

Susan Simpson, executive director, Whitehorse Chamber of Commerce (YT), ed@whitehorsechamber.ca.

Bid to host us in 2022!

We're looking for a chamber from the "centre" of Canada—Manitoba, Ontario or Quebec—to host AGM 2022.

Hosting the AGM is a great economic development opportunity for your community. It's also an excellent way to showcase your city, members and staff to the chamber network. The invitation to bid can be found [here](#). Bids are [due April 24, 2020](#) to [Stacey Roy](#).