

Connections

... get plugged into your network

May 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}

Chamber trade promotion in the U.S.

In April, Perrin Beatty completed a trade promotion visit to South Carolina, Virginia and Washington D.C., holding meetings with governors, secretaries of commerce and chamber of commerce executives to strengthen business ties between Canada and the United States. The mission was the result of collaboration between the business community and the federal government of Canada and is part of our ongoing U.S. trade promotion strategy.

Perrin was in Southeast U.S. to raise awareness of the United States' reliance on trade with Canada. In South Carolina, for example, over 165,000 jobs depend on trade with Canada, but many Americans aren't aware of trade facts like this. By working with our pro-trade allies across the U.S. to ensure Canadian businesses aren't treated unfairly, we can build partnerships that benefit both countries.

We are now gearing up for a future missions to several southern U.S. States with the most immediate being Tennessee in July. The Canadian consular staff is being very helpful in setting the groundwork, but should you be aware of any connections that you or your local members have in that state, please [let us know](#). Cities that will be "targeted" for events are Memphis and Nashville. Chambers of commerce in those cities will also be on the radar for our awareness-building events. If you have connections in these cities don't hesitate to be in touch. The Association of Chamber of Commerce Executives (ACCE) meets in Nashville later in July and we are in touch with Canadian ACCE members as well.

Calling all policy peeps!

Don't forget that the [reso deadline](#) is coming up! June 2 is the day.

If you are considering a reso, don't hesitate to rely on our policy staff who can assist you as you craft something. Their contact information is [here](#).

In the meantime, we wanted to let you know that we've had a full schedule of policy interns this spring. We have worked with Sandra Dueck, policy analyst/communications specialist with the Greater Peterborough Chamber (ON); Peter Casurella, policy and communications at the Lethbridge Chamber of Commerce (AB) and Sherry Martell, executive director at the Truro & Colchester Chamber of Commerce (NS). The opportunity to work with these folks has been *amazing* - they are truly engaged and connected people who have brought the voice of their communities to discussions here. We know that each of them has gone home with stories to tell about activities in Ottawa - perhaps even a few photos. This program has been so successful that we have a wait list for the remainder of 2017.

Don't forget to get yourself registered for our AGM and policy conference. Your best buy happens now until June 2 - when you can purchase registration for \$580 plus taxes. The rate goes up again til July 7 (at \$625 plus taxes), and the full price registration kicks in on July 8.

For more information or to register go to our [website](#).

Two new affinity programs for you and your members!

ADP Canada

... launched its payroll program with us in mid-April. This partnership will bring you cost savings for your payroll services. Your members will also appreciate the savings on this new program.

For more than 60 years, ADP has helped small businesses stay focused on what matters most. TeamPay by ADP® is designed to help small businesses do just that.

A streamlined approach to payroll for small businesses. TeamPay by ADP®, provides an easy-to-navigate cloud-based payroll solution that's ready when you are, with wizards to guide you through key tasks as you go. The simple, single-screen interface makes it easy to get things done fast, so you can set up new employees in just minutes.

This payroll solution is provided by one of Canada's largest providers. Our program was determined by an RFP process ensuring we could have the best pricing, support and program for small businesses across the country.

For more information on the program or to request a quote, email Daniel Connell, district manager, ADP, Daniel.Connell@adp.com. In the GTA call (905) 795-5894 or toll free from elsewhere at 1-888-813-6804 x7015894.

Chamber Partners with CIRA

With the world on tenterhooks over cyber attacks (the most recent ransomware attack WannaCry), our announcement earlier this week on a new partnership program with the Canadian Internet Registration Authority (CIRA) is timely.

Cyber security is the business challenge of our time. High-profile attacks are simple to execute and can take your chamber and your members business offline and turn your customers away.

Distributed Denial-Of-Service (DDoS) is a form of electronic attack involving multiple computers that send repeated requests to a server to overload it and render it inaccessible for a period of time.

DDoS attacks against Canadian IT infrastructure were up 71% in the past year, making it a good time to review your IT infrastructure security strategy.

We've partnered with CIRA to bring an affordable cloud-based cyber security solution to you and your members.

But don't just take our word for it. Join us on May 31 at 2:30 PM EDT for a webinar to learn best practices on how to protect

your infrastructure from cyber attacks.

The webinar will cover:

- Domain Name System (DNS) best practices for your chamber and members
- Overview of CIRA'S services: D-Zone Anycast DNS and Domain Lock
- The details of our program with CIRA and it how benefits you and your members

Register today! If you have any questions, please contact [Angela Roy](#) 1.800.661.2930, X265.

First Data Performance Bonus Survey

With our partner First Data, we are looking to implement a new *Performance Bonus* that might further incent you and your team to earn more non-dues revenue through the First Data program.

Included in this survey, are three different scenarios of how we think we could structure this performance bonus. This survey is being shared across the network for feedback.

Please note that due to the size of our network, we are likely to choose the majority option expressed by survey responses. If we don't hear your voice through the survey, it's your lost opportunity to shape the program for your chamber.

It's important to understand that this is a "performance bonus," which means there will be a target to reach prior to First Data issuing the bonus.

The rules of engagement, along with the targets, will be provided shortly. For now, the goal of this survey is to gauge how to structure and incent local chambers for this program, which is both a value-add for members and for chambers to generate some non-dues revenue.

To begin the survey, click [here](#).

Do you have a Richard Wilson in your membership?

The Collingwood Chamber does! Do you know who Richard Wilson is? He's the CEO of *Agnora Glass*; they are based in Collingwood, Ontario. They are manufacturers of oversize glass.



They have some pretty impressive project components in their portfolio: the Microsoft Store on 5th Avenue in NYC; the Queens Museum, NYC; the Aspen Art Museum (CO); the Musée des Beaux Arts, Québec.

But you know what else they have in their portfolio? They were the 2016 winners of the Private Business Growth Award.

Here's what Richard said about that win:

"Winning the Private Business Growth Award has had an incredibly positive impact on our company. This prestigious honour has not only elevated AGNORA's profile in our community, it has helped us with attracting new talent to the company."

Knowing that we now stand among some of Canada's best, and getting that validation and feedback from such an esteemed jury, we are motivated more than ever to push the limits and strive to excel in all that we set out to do."

Richard Wilson's company has an awesome story to tell; but it's

not only the story of Agnora, it's the story of Collingwood and the citizens of Collingwood who work for Agnora. It's a success story and it's a growth story. Now, the world knows more about AGNORA. Isn't it time you helped one of your members tell *their* story to the world?

Now, ask yourself... does your chamber have a Richard Wilson who deserves national recognition as a finalist (or winner) of the 2017 Private Business Growth Award? Nominations close July 14, and you just might make a member's day by thinking of them as a potential winner.

What's more? If you nominate someone and they are chosen as a finalist, you (or your designate) will attend the gala in Toronto courtesy of our partners at Grant Thornton. Wouldn't it be great to be cheering on your member from your seat at this event?

For more information, visit the Private Growth Award website at: http://events.grantthornton.ca/growth_award/.

Sage Summit Tour Canada

June 27-28, 2017 | Beanfield Centre | Toronto, ON

Exclusive offer for Canadian Chamber of Commerce members: Click [here](#) to register for free.

Get ready for two days of insightful speakers, incredible networking opportunities and technology innovation. With 2,000+ attendees, 140+ learning sessions and a keynote presentation by Canadian comedian and TV star, Rick Mercer, the *Sage Summit* Tour in Toronto is an event you won't want to miss.

- Get inspired by some of Canada's most innovative thinkers and business leaders
- Get training and advice in a personalized, interactive learning environment
- Connect and network with like-minded professionals locally
- Explore the latest technology designed to support your company's growth

For more information, including agenda and keynote speakers, click [here](#).

Welcome a new member chamber to the network!

We are pleased to welcome the *Iqaluit Chamber of Commerce (NU)* to the chamber network. Matthew Clark, president, iqaluitchamberofcommerce@gmail.com

New leaders in the network

Join us in welcoming the following new chamber execs to the chamber network; if they're in your region of the country, why not personally welcome them to the network?

Darla Lindbjerg, CEO, Greater Saskatoon Chamber of Commerce (SK), assistant@saskatoonchamber.com.

Bernard Blanchet, directeur général, la Chambre de commerce et d'industrie du Sud-Ouest de Montréal (QC), direction@ccisom.ca.

Are you struggling with old technology, why not give our *Lenovo* program a look? More details on our [website](#).

