



Canadian
Chamber of
Commerce

Chambre de
Commerce
du Canada

The Future of Business Success
L'avenir de la réussite en affaires

Creating Capacity



Canadian Chamber Network Onboarding

Program and Policy Resources to help you grow your Chamber or Board of Trade and work with your members to ensure the future of business success.

Policy & Advocacy | Chamber 2025 | Capacity Building

Areas of Focus:

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I. Overview

The Canadian Chamber of Commerce is Canada's largest and most activated business association — representing approx. 400 chambers of commerce and boards of trade and 200,000 businesses of all sizes, from all sectors of the economy and from every part of the country — to create the conditions for our collective success.

Our vision is to build a Canada of thriving business opportunity, a strong economy and a better life for all.

Our current transformation will take us from being the voice of Canadian business as a federal lobby organization to also becoming the undisputed champion and catalyst for the future of business success.

Through our [Chamber 2025 Strategic Plan](#), we will give each of our members more of what they need to succeed:

- Insight into markets, competitors and trends;
- Influence over the decisions and policies that drive business success; and
- Impact on business and economic performance.

One of our core goals is to increase our value to the Canadian Chamber Network, our business, association members and other stakeholders, and to build new relevance to emerging and entrepreneurial sectors.

II. Policy & Advocacy

Signature services that the Canadian Chamber of Commerce provides for its members, include policy formulation and interpretation; advocacy to the Government of Canada; coalition-building and collaboration with Provincial-Territorial, metropolitan and local chambers – all of which comprise the full Canadian Chamber Network; and our work on the international scene.

Canadian Chamber Policy & Advocacy team is led by [Matthew Holmes](#), Senior Vice President, Policy & Government Relations and [Robin Guy](#), Vice President & Deputy Leader, Government Relations. The team brings several important assets to the job:

- The breadth and local-rootedness of our unique Canadian Chamber Network;
- The strength of a brand that is known for quality and integrity;
- Our unique power to convene — to build coalitions and to bring a wide range of interests to the table to work together;
- Our reputation for advocacy that is thorough, non-partisan, responsible and grounded in fact; and
- Our ability to represent Canadian business as a whole — every size, every sector, every region. No other business organization in Canada occupies that space.



Our Core to our work is our [Federal Pre-Budget submission](#) to the Government of Canada that leads to Business Wins in the Federal Budget. Please take a look at our past [Wins for Canadian Business](#) and to access our Pre-Budget submissions. The annual Federal Budget process culminates with the Canadian Chamber Network joining our team for a Post-Budget briefing National Network Call, immediately following the release of the Federal Budget. This is another opportunity for the Chamber Network to hear directly from our Policy Team and to gain important insights and gauge the impact for chamber members from this important policy process.

For Policy Team contact information, please refer to our [Staff Directory](#) at Chamber.ca.

Policy Resolution Process

The Canadian Chamber Network undertakes an annual policy resolution process that sees grassroots initiatives brought to life at the national and international level. Chambers and Boards of Trade submit their best policy ideas for peer review and a democratic vote on the floor at the Canadian Chamber AGM & Convention. Adopted resolutions help set the Canadian Chamber's advocacy agenda for the upcoming years.

The process begins with submissions through our Policy Resolution Portal, prior to the annual deadline (2024 submission deadline is Thursday, June 6, 2024). The portal is migrating from a stand-alone website to our Chamber.ca platform, and will be accessible in March 2024.

Please refer to the current version of our [Guide to Preparing a Resolution](#) for helpful information. The final, approved resolutions from each of the past three years form a compendium of resolutions that our Policy Team uses in their advocacy. Please refer to our [2023 Policy Resolutions book](#) for this year's adopted resolutions. [2022](#) and [2021](#) books are available in our [policy resolutions section](#) of Chamber.ca.

For Policy Resolutions Team contact information, please refer to the Chamber Network section of our [Staff Directory](#) at Chamber.ca.



Committees & Councils

Inclusion on Canadian Chamber policy committees is a benefit for our members, including local chamber staff. The committees are comprised of members with expertise in particular fields. The committees undertake various research and policy development that focuses on the success of Canadian business and is another valuable contribution to the Canadian Chamber's advocacy process, along with policy resolutions.

Please refer to our full [List of Committees](#).

Councils and Campaigns are a recent addition to the membership benefit profile of the Canadian Chamber. Councils draw on senior executives from our corporate and association members, and sometimes include Chamber Network executives depending on the subject matter. The Councils work closely with our Policy Team to action many of our policy initiatives through direct advocacy to government, development of collaborative initiatives with other stakeholders and opinion-leaders, as well as hosting and participating in events such as our [Hill Day](#) and other sponsored initiatives.

Please refer to our full [List of Councils](#).

III. Chamber 2025

The survival and success of Canada's businesses increasingly requires them to be adaptive, creative, bold and entrepreneurial. We must embody these values ourselves. As we transform the Canadian Chamber, we will build new business units with the responsibility of identifying and serving the needs of businesses. This transformation will take us far beyond simple advocacy to actually providing the tools businesses need to be successful. We will focus on being entrepreneurial ourselves as we support innovation and the delivery of new offerings for SMEs and next generation leaders.

As part of our [Chamber 2025](#) strategic plan, we have launched whole new divisions and offerings to serve businesses of all sizes and sectors across our Canadian Chamber Network.

This includes:

- Best-in-class data and insights;
- Tailor-made solutions for SMEs;
- Enhanced membership benefits;
- Expanded B2B networking opportunities; and
- International growth boosters.



Business Data Lab

The [Business Data Lab](#) (BDL) launched in 2022 with the mandate to be your essential partner for future-focused, real-time data and insights for all company sizes, sectors and regions of Canada. The BDL team is led by [Stephen Tapp](#), our Chief Economist and their mission is to democratize data.

The BDL works with Statistics Canada on the [Canadian Survey on Business Conditions \(CSBC\)](#) to utilize the results of this quarterly survey of approximately 17,000 Canadian businesses and produce insights and analysis that chambers, boards of trade and their members can use in their daily business. The most recent [Q1 2024 report was released in March 2024](#).

In addition, the BDL team purchases data from private sector providers to layer into the existing CSBC data, creating reports, insights and analysis that is communicated through the use of new Dashboards and reports, such as the [Workplace Mobility dashboard](#).

In 2023, the BDL team launched the [Business Conditions Terminal](#) (BCT), a new data and analytics platform that's always on and working for Canadian businesses and the Chamber network to support data-driven strategies. Our motivation to develop the BCT comes from our mandate from the federal government — to provide Canadian businesses with critical information to help them make better decisions and improve their performance.

For chambers and boards of trade, the BCT will greatly assist you in your communications and advocacy work. This desire was further reinforced through our consultations with the Chamber Network last year, that revealed a recurring challenge: timely, local business data 1) can be prohibitively expensive, and 2) are hard to locate and integrate because they come from so many different sources. That's why the BCT is available at no cost for your use and brings everything together in one easy-to-use platform.

Businesses don't have time to moonlight as forecasters or data scientists and they're looking for easy to use, easy to understand data tools that quickly give them customized results for their communities and industries.

To give you a sense of how big the BCT is, we are now bringing together more than 2,200 indicators from 30 different data providers every day. Please refer to our [Explainer document](#) and [User Guide](#).

Also launched in 2023, the BDL team created the [Local Spending Tracker](#), yet another tool that can help provide businesses with leading indicators that complement official statistics, but are available faster, at a higher frequency and for more cities. The Tracker provides timely monitoring of spending patterns for 35 locations across Canada. Here is a link to a helpful [overview document](#) for the Tracker.

Canadian Chamber Network members get advanced copies of BDL products before they're



released to the public. In addition, the BDL Team will join our Network Team in providing quarterly National Network Calls with chambers and boards of trade to provide updates on all BDL products and services – and they will be timed around the launch of our insights document for the quarterly CSBC. This is an opportunity for the Chamber Network to hear directly from our BDL Team, but also to hear from Network users of this data and how it's positively impacting their value proposition for their business members.

For BDL Team contact information, please refer to the [Staff Directory](#) at Chamber.ca.

Future of Business Centre

The Future of Business Centre will advance progress on forward-looking public policy issues and be a platform for placing these topics into the public debate. To drive forward this work, the Future of Business Centre will engage external Fellows to complement the insights of our corporate members and Chamber Network. The reports authored by our Fellows, and with the added insights of our Advisory Councils, will be the foundation of the Centre's work. The Centre's reports are produced by the external Fellow at arm's length, separately from the Canadian Chamber's consensus-based policy committee process and that of our Chamber Network policy resolution process.

Canadian Chamber Network members receive advanced copies of reports from the Future of Business Centre, before they're released to the public. In addition, the Centre's team will join our Network Team to provide occasional National Network Calls with chambers and boards of trade with report briefings. This is another opportunity for the Chamber Network to hear from the authors directly and to determine the impact this ground-breaking research and insights may have for their business members.

For a list of reports and future projects, please see the [Future of Business Centre](#) on Chamber.ca.



Gateway to the World

In 2024, the Canadian Chamber will be launching its Gateway to the World strategy, with a dedicated staff team led by [Catherine Fortin LeFaivre](#), Vice President, Strategic Policy & Global Partnerships. The strategy will work to achieve the Canadian Chamber's objective in *Chamber 2025* of becoming the indispensable organization for Canadian companies of all sizes wanting to engage in international policy or global trade and investment.

We will achieve this by building on our international policy leadership and advocacy work, while also creating trade enablement opportunities for our members and potential members. This includes finding innovative ways to provide SME exporters with a menu of tools, training and services to grow their bottom lines, by building upon our existing internationally-focused business services.

The team will focus its efforts in 2024 in establishing regular Missions to the United States, that build on the initial November 2023 Critical Minerals mission to Washington, D.C. and the launch of our [Canada-U.S. Engagement Initiative on February 1, 2024](#).

For Gateway to the World Team contact information, please refer to the [Staff Directory](#) at Chamber.ca.



IV. Creating Capacity in the Canadian Chamber Network

We are working to develop new content for local chambers to create capacity in their organizations. Many Chambers of Commerce and Boards of Trade are seeking out new ideas to rebuild their pandemic-impacted membership; increase their value proposition for business members; and leverage new and existing partnerships to increase capacity and improve their income statements.

We will deliver two digital event series in 2024 that will enhance chamber collaboration and provide important information for chambers, boards of trade and your business members:

- Chamber Collaboration – Regional Partnerships, Shared Services & Mergers; and
- Business Continuity – Crisis Communications, Cybersecurity & Risk Management.

In addition, we will build on the five chamber co-hosted regional Inclusive Growth Dialogue sessions in 2023 with additional sessions in select locations across Canada. We intend to raise awareness of the need to ensure an inclusive recovery, learn about regional best practices and challenges, and promote Canadian Chamber and Chamber Network resources and publications. Please read our *What We Heard* summary blogs from our 2023 Inclusive Growth Dialogue events.

For Chamber Network Team contact information, please refer to our [Staff Directory](#) at [Chamber.ca](#).

V. Canadian Chamber Events

The Canadian Chamber undertakes a number of events in collaboration with our corporate, association and Chamber Network members, including:

- **Canada 360° Economic Summit** - Our annual economic summit works to mobilize the Canadian business community to apply its ingenuity to find the bold policy solutions needed for Canada to compete in a changing economic landscape. It is *the* premier event for business, government and key Canadian leaders to shape the national economic agenda.

Please access the [key takeaways and recordings from the February 8, 2023 Summit](#).

- **Women in Business Summit** – Ensuring women have opportunities to fully participate in Canada’s economy is essential for widespread job creation and sustained economic growth. As the most activated business network in the country, we all have a key role to play in taking action, making the changes needed, empowering women and fostering stronger communities across the country. You can



access last year's [Summit agenda](#) to view important information on individual speakers at Chamber.ca.

[Watch our 2023 event here.](#)

- Our **AGM & Convention** brings together chamber of commerce executives and community business leaders to discuss the economic and political issues affecting the prosperity of Canadian business and set our policy agenda for the upcoming year.

The 2024 event is being held in Halifax, Nova Scotia from October 17-19, 2024. We are currently assessing bids for locating the 2025 Convention (Central Canada preference) and the 2026 Convention (Western Canada preference), with decisions expected in June 2024.

- **Canadian Business Leader Awards** series - Our Canadian Business Leader Lifetime Achievement Award and Canadian Business Leader of the Year Awards were established to celebrate and recognize Canadian business executives at the top of their fields, who have distinguished themselves through stellar corporate leadership, and meaningful contributions to their communities. All eight honourees' long list of achievements inspire a sense of optimism and pride in the Canadian business community and its commitment to creating a brighter future for Canada. 2024 events will be held in:
 - May 9, 2024 in Montreal at the Four Seasons Hotel;
 - May 30, 2024 in Toronto at the Ritz-Carlton Hotel;
 - June 13, 2024 in Vancouver at the Fairmont Pacific Rim Hotel; and
 - September 18, 2024 in Calgary at the Hyatt Regency Hotel.
- View the Canadian Chamber [YouTube channel](#) for event recordings and webinars.

For Events Team contact information, please refer to our Events section of our [Staff Directory](#) at Chamber.ca.



VI. Chamber Business Services (Affinity Programming)

Import/Export Services - access tools and services to help you compete on a global scale.

- ATA Carnet – a Carnet document permits the temporary duty-free and tax-free importation of goods into foreign countries, simplifies customs procedures and helps you save time and money as well as minimize paperwork. You can now apply for an ATA Carnet online. Members benefit from discounted pricing.
- Document Certification - We can certify a variety of customs documents, including Certificates of Origin. You can choose to save time and money by applying for Certificates of Origin online through our partner, TradeCert Canada. Members benefit from discounted pricing.
- Chamber Import Bond Services - Coinciding with the changes to CBSA and CARM, we would like to assist Canadian businesses in obtaining the tools they need to import product into Canada.

Savings Programs - Boost your bottom line and help save your hard-earned cash through our wide range of savings programs.

- Chamber Shipping Program in partnership with **Freightcom** - enjoy discounted rates on shipping within North America and worldwide.
- Payment Processing with **Elavon** – an innovative, secure and global partner for your payment processing needs, whether you do business online, in-person or mobile.
- **Esso Fuel Savings** - Save 3.5 cents/litre of fuel purchased at ESSO and Mobil stations.

For our business services contact information, please refer to our Chamber Network section of our **Staff Directory** at Chamber.ca.



VII. Canadian Chamber Communications

The Canadian Chamber of Commerce has a number of ways for the Chamber Network to stay up to date on everything the Canadian Chamber is doing.

- Our Chamber Network bi-weekly email update consolidates all of the most important and relevant information to our Chamber members.
 - Please email [Ian Faris](#) or [Lindsay Bevan](#) if you wish to be added to this list.
- [Sign up for “Chamber This Week”](#), our weekly newsletter.
- [Sign up for “SME Institute Insider”](#), a monthly newsletter that provides the support, advice and tools to grow a business and succeed.
- [Sign up for “The Export Report”](#), a monthly newsletter specifically designed to bring you insight into the world of Export Services.
- Follow us on [LinkedIn](#), [X \(formerly Twitter\)](#), [Instagram](#) and [Facebook](#).

For Communications Team contact information, please refer to the [Staff Directory](#) at Chamber.ca.

VIII. Speakers Bureau

The Canadian Chamber of Commerce has a number of individuals that are available to participate in local chamber events. Our speakers can provide virtual or in-person appearances – including keynote addresses, arm chair discussions, panel discussions and moderation, as well as quick podium updates during existing events.

For Speakers Team contact information, please refer to our Chamber Network section of the [Staff Directory](#) at Chamber.ca.