



Canadian
Chamber of
Commerce

Chambre de
Commerce
du Canada

2019 ANNUAL REPORT

ROADMAP TO PROSPERITY





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DEAR MEMBER



Uncertainty was the watchword of 2019 as economic headwinds increased and the political landscape was set for important change in the federal election.

One thing was certain in 2019, however, and that was the Canadian Chamber's resolve to address the perennial issues that impact your business. We hear the irritants and obstacles to business growth in every part of the country and across all sectors.

You are not alone in your concerns about issues like Canada's skills gap, restrictions on internal trade, lost export opportunities, difficulties accessing financing, an uncompetitive tax regime and a broken regulatory system. The Canadian Chamber network stands beside you and the Canadian Chamber stands behind you.

This year, we worked very hard to deliver key policy victories, including:

- The lifting of the 232 tariffs for steel and aluminum imports.
- The adoption of capital cost allowance.
- Program spending of \$198 million over six years to help SMEs export.
- The launch of a rural and northern immigration policy.
- The increased funding in a number of areas related to work-integrated learning.
- The launch of the Canadian Training Benefit to support lifelong learning.

Hon. Perrin Beatty, PC, OC
President & CEO

At the same time, we made sure the needs of Canadian businesses were front and centre with all parties ahead of the federal election. The goal of our Vote Prosperity platform was to have its proposals find their way into the platforms of all four major parties, and we were successful in doing so despite party leaders ignoring economic growth and business issues.

Ultimately, our job is to help build Canadian businesses. We do this by developing deeply researched positions on public policies with pragmatic proposals for government to implement; by mobilizing our vast and diverse network to advocate government decisions and programs that strengthen our country and our communities; and by offering essential business services that save you money and make you more productive. It is a process that works well because of our strength in numbers—which depends on you.

With your continued membership, we can keep helping Canadian businesses prosper at home and abroad. When we work together, we are a force of influence that is unmatched. Our track record in 2019 proved it, and we will prove it again in 2020.

On behalf of our board of directors and our staff, we thank you for your support and the honour of serving you. We look forward to working for, and with, you towards another exciting and successful year at the Canadian Chamber.

Phil Noble
Chair of the Board of Directors

WE HELP BUILD CANADIAN BUSINESSES.

EFFECTIVE POLICY AND ADVOCACY

We influence government decisions and policies to help get your products to new markets and to attract the talent and capital your business needs to thrive. We also influence international policies and standards that help, not hinder, Canadian businesses.

ESSENTIAL BUSINESS SERVICES

We provide the services your business needs to boost your productivity, save money and help you achieve your goals.

VITAL CONNECTIONS

We connect you to information you can use, to opportunities for growth and to a network of local chambers, businesses, decision-makers and peers from across the country as well as internationally.

WE ARE UNAPOLOGETIC IN OUR SUPPORT FOR BUSINESS AND THE VITAL ROLE IT PLAYS IN BUILDING AND SUSTAINING OUR GREAT NATION.

Vote Prosperity



TAXATION



REGULATORY



TRADE



SMALL BUSINESS



CONNECTED
CANADA



SKILLS



PHARMACARE

We put the needs of the Canadian business community front and centre ahead of the federal election with our ***Vote Prosperity*** platform, our economic roadmap to a more prosperous Canada.

Developed in partnership with Canada's provincial and territorial chambers of commerce, *Vote Prosperity*, which we transitioned to our *Roadmap to Prosperity* following the election, lays out seven priorities to help businesses create jobs, grow and strengthen our communities.



ESSENTIAL BUSINESS SERVICES

Our Essential Business Services help organizations access the talent, infrastructure and capital they need to compete domestically and globally.

As a member, you can take advantage of these offerings that are designed to help grow your business and improve your bottom line.



Business Concierge Services

Let us handle it. We do the research to find the best solutions for your most pressing business needs.



Training and Learning

Develop your employees' personal and professional skills to provide greater value to your customers.



Import/Export Services

Access tools and services to help you compete on a global scale.

Marketplace and Access to Capital

Access sales and procurement channels and the funds needed to grow your business.



Savings Programs

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



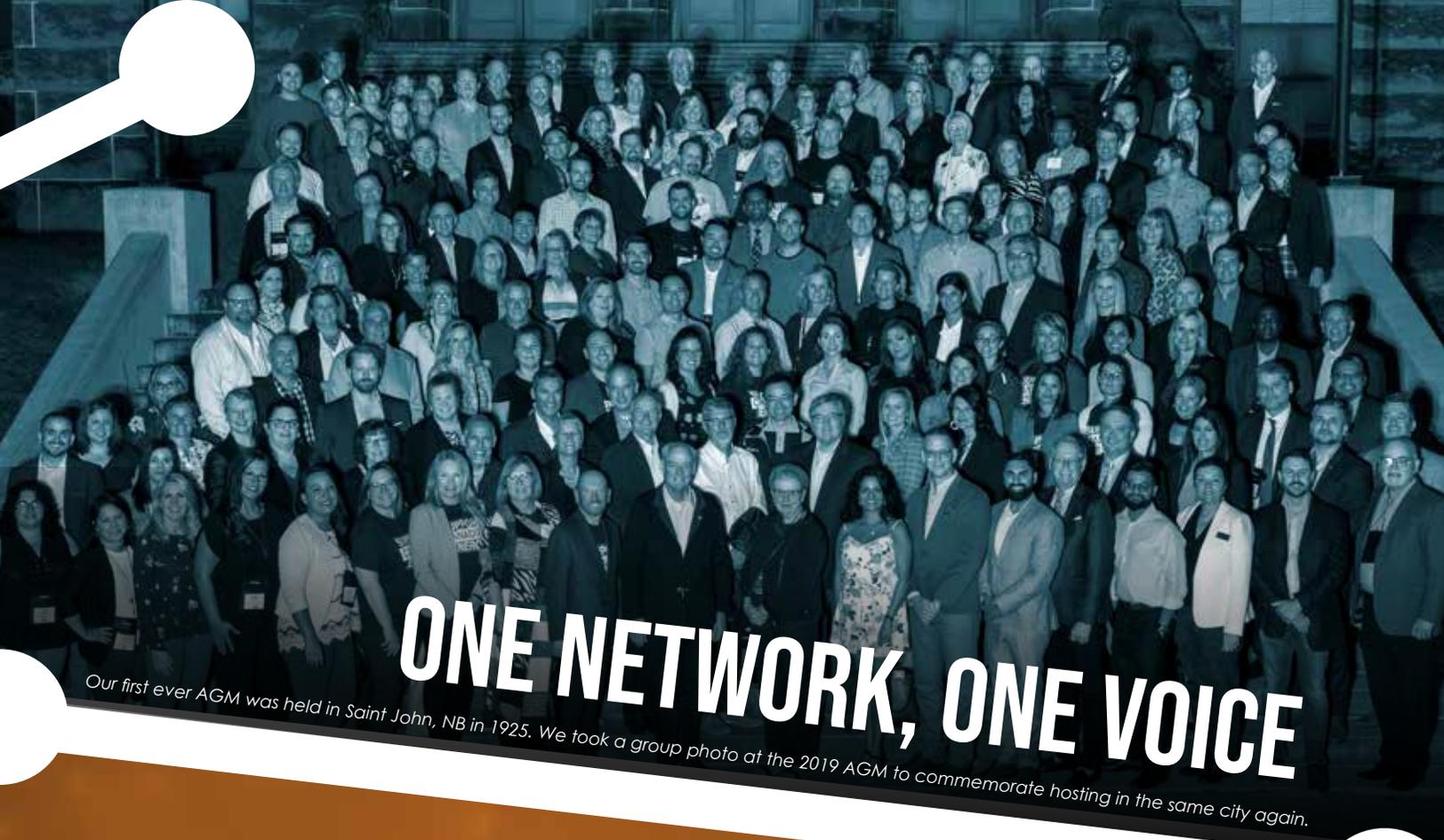
Productivity Tools

Get tools to maximize your time so you can achieve more.

Knowledge and Data

Get timely industry insights and up-to-date information on policies and legislation that affect your business.





ONE NETWORK, ONE VOICE

Our first ever AGM was held in Saint John, NB in 1925. We took a group photo at the 2019 AGM to commemorate hosting in the same city again.

Advocacy

is at the core of what we do. **As the unified voice of Canadian business, we represent our members' interests on the issues that matter most to the business community.**

By communicating their needs to all levels of government, we can influence policies, regulations and decisions that are critical to creating an environment where businesses can flourish.

“The Canadian Chamber of Commerce has been instrumental in our efforts to advocate free trade, spur economic development and reduce the overall burden facing our businesses. In particular, in 2019, we worked closely with the highly professional staff at the Canadian Chamber in support of the steel and cannabis industries. With our partners at the Canadian Chamber, Hamilton businesses can ensure their voices are heard loud and clear on Parliament Hill.”

Keanin Loomis
President and Chief Executive Officer
Hamilton Chamber of Commerce

The Canadian Chamber of Commerce gives every business in Canada a fighting chance to be better and to be heard. The industry roundtables, economic summits, executive dinners and advocacy on behalf of businesses in every sector is world class. RDC is grateful to be part of it!

Cathy Campbell
President
Responsible Distribution Canada

KEEP TRADE FREE

The logo for 'Keep Trade Free' features a stylized triangle composed of three overlapping shapes: a blue one on the left, a red one on the right, and a green one at the bottom. The triangle points to the right.

Resolving the outstanding uncertainties with the U.S. was a key priority for us and our Keep Trade Free Coalition. While the Canada-United States-Mexico Agreement has been reached and steel and aluminum tariffs have been removed, **we continue call on the government to help diversify trade opportunities for Canadian businesses at home and abroad.**



BUSINESS ECONOMY INITIATIVE SERIES



This year, we launched our Business Economy Initiative Series with special guest Stephen Harper. **The series brings together Canada's champion CEOs to engage with leading thinkers in discussions regarding Canada's economy** and its strategic direction domestically and internationally.





Perrin Beatty, President and CEO, signing the B7 declaration.

B7 SUMMIT

We participated in the B7 Summit, which was held in France. **The B7 Summit is one of our key international platforms to put public policy issues on the agendas of the G7 countries.** This year's Summit focused on inclusive and sustainable economic growth through the themes of international trade, the environment, cybersecurity and the future of work.

*Mark Agnew,
Senior Director of International
Policy, with other delegates at the
B7 Summit on July 5.*



2019 BY THE NUMBERS



Representing
200,000
businesses

40
Roundtables

Network of over
450
chambers of commerce
and boards of trade

14
Policy Reports Released

16.5K
Twitter followers

45
News releases or statements distributed

22
Essential Business Services Partners

+4,100+
ATA Carnets issued

27
Webinars

5K
Facebook followers

sixteen
committees

2019 POLICY REPORTS

DATA FAST FORWARD: A PRESCRIPTION FOR INNOVATION

This report lays out our recommendations for keeping Canada's innovation door open and for rebuilding trust in the online environment.

50 YEARS OF CUTTING AND PASTING: MODERNIZING CANADA'S TAX SYSTEM

The last time Canada undertook a comprehensive review of its tax system, humankind had yet to set foot on the moon. In the five decades since, repeated cutting-and-pasting has left Canadian taxation uncompetitive, cumbersome and inefficient. This report calls for a comprehensive review of Canada's tax system through a Royal Commission. Fostering a tax system that promotes prosperity will help policymakers support businesses and position them for success.

CHECK ENGINE LIGHT: CLIMATE POLICY OVERHEATS TRANSPORTATION COSTS IN CANADA

This report highlights the need for flexible and reduced regulatory burdens to minimize the impact of climate policy on the competitiveness of Canada's transportation sector.

CETA ISSUE IN FOCUS: OPENING OPPORTUNITIES FOR THE CANADIAN CROP SECTOR

The Comprehensive Economic and Trade Agreements (CETA) may offer Canada preferential access to the European Union by removing almost all tariffs, but the trade deal does not necessarily mean that Canadian exports are not being blocked from entering the market by other means. This report sheds light on how the EU still isn't fully open to Canadian crop exports and outlines a number of ways the government can help the country's crop sector.



LESSONS IN RECONCILIATION

We sat down with business and Indigenous leaders in Saskatoon, Thunder Bay and Fredericton to hear what they had to say about reconciliation, what it means to them, their communities and their businesses. We captured this input in three reports.

AUTOMATION NOT DOMINATION

In partnership with McCarthy Tétrault LLP, we held roundtables in Montréal, Waterloo and Vancouver to convene experts and business leaders from across multiple industries and academia to discuss issues and opportunities surrounding artificial intelligence from a labour, legal and regulatory perspective. We captured those discussions in three reports.

REGULATE SMARTER SERIES

Inefficient processes and poorly conceived regulations result in less business growth. That is why our Regulate Smarter series challenged the federal government to improve the regulatory processes in specific areas of the economy.

THE UNSAVORY PANCAKING OF CANADA'S CLIMATE REGULATIONS: A HIGH COST CLIMATE STRATEGY CANADIAN BUSINESSES FIND HARD TO SWALLOW

This report shines a light on the “pancaking” of climate-related costs and regulations, which are almost exclusively put on the shoulders of business owners, particularly the country’s small- and medium-sized businesses. The report contains our recommendations for achieving Canada’s greenhouse gas reduction objectives without unnecessarily harming the economy or raising the cost of energy to unaffordable levels.



CULTIVATING COMPETITIVENESS: TURNING AGRI-FOOD REGULATORY REFORM PROMISES INTO ACTION

This report highlights the fact that the success of Canadian farmers and food manufacturers is closely linked to the performance of the regulatory systems that govern their activities and outlines measures the government should take to reduce regulatory burdens on Canada's agri-food businesses.

REGULATORY REFORM REPORT CARD

A year after the release of our initial report in our Regulate Smarter series, *Death by 130,000 Cuts: Improving Canada's Regulatory Competitiveness*, we graded the federal government's response to our regulatory recommendations and provided additional advice on how to continue improving Canada's regulatory culture.

BRINGING BACK FEE FAIRNESS: THE IMPLICATIONS OF RUSHED CHANGES TO FEDERAL COST RECOVERY RULES

As part of our Regulate Smarter series, we explored the implications of rushed changes to federal cost recovery rules and proposed recommendations to improve the *Service Fees Act*.

“Being a member of the Canadian Chamber of Commerce continues to be a very rewarding connection for us in Eastern PEI. I had the opportunity this year to connect face-to-face with many of the Canadian Chamber team. Their enthusiasm and strong leadership is a true testament to how they want to help contribute to the success of all their members. The Canadian Chamber is a critical link to the success of each and every chamber and it has truly been one of our best decisions in order to advance what we do here in Eastern PEI.”

Lori MacGregor
Executive Director
Eastern PEI Chamber of Commerce

Perrin Beatty, President and CEO, and Jackie King, COO, were networking at the Open House for our new Ottawa headquarters on May 16.



It is a very challenging environment for business in Canada. Now, more than ever, business needs strong and respected advocates capable of attracting the attention and respect of governments. Perrin Beatty and the team at the Canadian Chamber of Commerce are able to do so, and our team at the Chemistry Industry Association of Canada is proud to be a member of the Canadian Chamber and an active participant in its many activities.

Bob Masteron
President and Chief Executive Officer
Chemistry Industry Association of Canada

National Cannabis Working Group

We created the National Cannabis Working Group to develop, report on and advocate policy matters that will strengthen the Canadian cannabis sector, help governments achieve their health and safety objectives and facilitate an environment where open dialogue between stakeholders can enable collaboration in preparation for global adaptation.

WORKING GROUPS

National Utilities Working Group

The National Utilities Working Group was created to serve as a strategic foresight group to develop a five-year outlook for the utility sector, focusing on key trends in energy demand, technology and regulatory challenges.

National Circular Economy Working Group



Many businesses now realize there is significant economic and environmental value in closing the loop on product manufacturing. The National Circular Economy Working Group works to develop extended product responsibility strategies so that products can be reused, companies can cut waste, product values are maximized and businesses remain close to their customers after the point of sale.

National Pharmacare Working Group



The National Pharmacare Working Group was created to allow employers a central role in shaping a national pharmacare plan that works for all Canadians.

“When the chamber network or a business engages with the Canadian Chamber, it provides an opportunity to be heard by the federal government directly. Being a member of the Canadian Chamber broadens the reach of our advocacy efforts and amplifies the voice of our northern business community. It not only positions Timmins to lobby at the national level but also boosts our business services that we, in turn, extend to our membership. The invaluable exchange of information and insightful workshops offered by the Canadian Chamber also brings high-level training to our team and ensures our members are receiving the very best products and services from our accredited chamber.”

Keitha Robson, ACE
Chief Administrative Officer
Timmins Chamber of Commerce



We have policies in place to ensure we have a diverse and inclusive workplace. Pictured are some of our female colleagues who help drive change at the Canadian Chamber.

INCLUSIVE GROWTH

Diversity and inclusion in the workplace fosters creative thinking, innovation and problem solving, providing organizations—and the country—a competitive advantage. Our inclusive growth initiative builds on our work in the area of fostering diverse and inclusive workplaces and supports businesses looking to fill their talent and skills gaps. It also enhances opportunities for underrepresented segments of the Canadian population to participate in the economy and fosters stronger communities across the country, resulting in a more prosperous Canada that benefits all Canadians.



Jackie King, COO, with the Ottawa Board of Trade Women's Council.

ACCESSIBILITY



Rick Hansen
Founder, Rick
Hansen Foundation

Inclusivity is a priority for us, and we would like to ensure our workplace is accessible—not just for our members and visitors but for our current and future employees. Since receiving our Rick Hansen Foundation Accessibility Certification in 2018, we have installed 12 additional automatic door openers, funded in part by the Government of Canada's Enabling Accessibility Fund.

Innovative Medicines Canada (IMC) has worked closely with the Canadian Chamber of Commerce for many years. IMC and its members greatly value the Canadian Chamber's influential voice in Ottawa and its willingness to assist the Canadian life sciences sector on a variety of challenging policy issues.

Declan Hamill
Vice President, Legal, Regulatory Affairs & Compliance
Innovative Medicines Canada



Commission de la santé mentale
du Canada
Mental Health
Commission
of Canada

Perrin Beatty, our President and CEO, at the launch event for 338 Conversations with the Mental Health Commission of Canada.

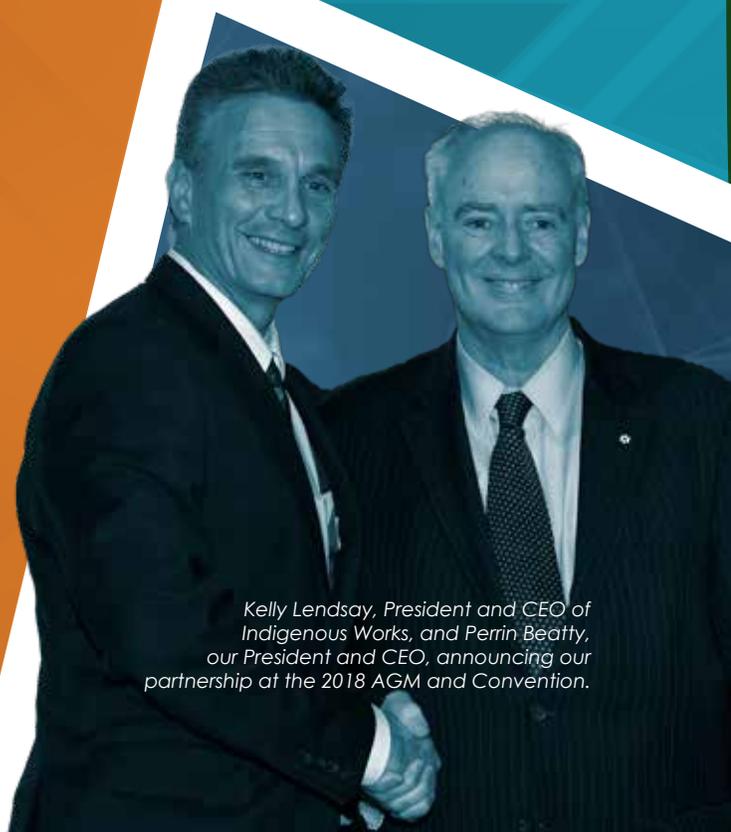


338 CONVERSATIONS

We partnered with the Mental Health Commission of Canada to launch **338 Conversations**, which called on the **338** federal members of Parliament to join forces with chambers of commerce to promote mental health in the workplace.

INDIGENOUS WORKS

We fostered a three-year partnership with Indigenous Works to develop a national strategy to demonstrate the importance of informed engagement with Indigenous businesses and communities.



Kelly Lendsay, President and CEO of Indigenous Works, and Perrin Beatty, our President and CEO, announcing our partnership at the 2018 AGM and Convention.

THANK YOU TO OUR SPONSORS

The expert advice and financial support of our sponsors allows us to host events that convene business, government and opinion leaders, conduct research and develop public policy recommendations and advocacy campaigns that will help us build Canadian businesses.

We thank our sponsors for sharing in our vision and for their contribution towards the success of our events and policy initiatives.

2019 EXCELLENCE PARTNERS

Exclusive and Official Airline



BOMBARDIER



Deloitte.



Google



ROGERS



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DBRS Limited
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Driver Trett Canada
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First Data
Food Processors of Canada
FTI Consulting
GCT Global Container Terminals Inc.
Global Affairs Canada
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Hoffman-Laroche
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The Mosaic Company
Trans Mountain Corporation
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Via Rail Canada Inc.
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Arbitration Committee

Chair: Tina Cicchetti, Vancouver Arbitration Chambers & Arbitration Place

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(Corporate Counsel Committee)
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Business at OECD (BIAC) Canada

Chair: Milos Barutciski, Borden Ladner Gervais LLP

Canadian Intellectual Property Council

Chair: Vacant

Canadian Services Coalition

Chair: Monica Masciantonio, Scotiabank

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Chair: Robert Carlyle, RBC

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Chair: Jonathan Leebosh, Ernst & Young LLP

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Chair: John Lagimodière, Aboriginal Consulting Services

Innovations Committee

Chair: Sebastien Beauchamps, Baxter Corporation

Intellectual Property Committee

Chair: Vacant

International Affairs Committee

Co-Chair: Milos Barutciski, Borden Ladner Gervais LLP
Co-Chair: Cliff Sosnow, Fasken Martineau DuMoulin LLP

National Cannabis Working Group

Co-Chairs: Ryan Greer, Canadian Chamber of Commerce and Nathan Mison, Fire & Flower

National Circular Economy Working Group

Chair: Vacant

National Pharmacare Working Group

Co-Chair: Logan Caragata, Hoffman-La Roche Limited
Co-Chair: Deanna Remenyi, Sun Life

National Utilities Working Group

Chair: Anthony Hamer, Deloitte

Natural Resources and Environment Committee

Chair: Jeanette Patell, GE Canada

Ottawa Liaison Committee

Chair: Bernard Brun, Mouvement des caisses Desjardins

SME Committee

Chair: David Downey, ArcoInfo

Taxation Committee

Chair: Peter Harris, Peter H. Harris, Q.C.

Territorial Policy Committee

Chair: Deneen Everett, Yellowknife Chamber of Commerce

Transportation and Infrastructure Committee

Chair: Marc-André Roy, CPCS Transcom Limited



Our 2019 policy team.



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