



# Tax Regulations and Trade

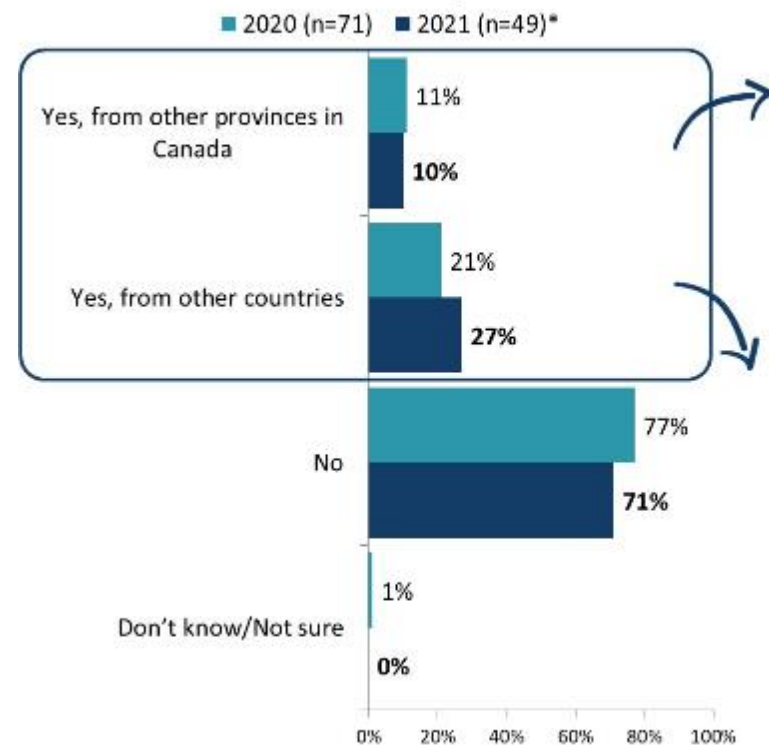
*The import of goods for resale continues to be limited among Brampton organizations. Most of those that do import goods expect the amount of imported goods to stay the same or increase over the next twelve months, and to a greater extent than a year ago.*

While the majority of Brampton’s businesses do not import goods for re-sale, one in ten import such goods from *other provinces* and a quarter import them from *other countries*. (Table B1)

Among those who do import goods (n=14), a third say they have imported more goods this year than in the past (36%; up 16 points), while an equal number have imported the same amount as a year ago (36%; down 4 points) and two in ten imported less (21%; down 12 points).

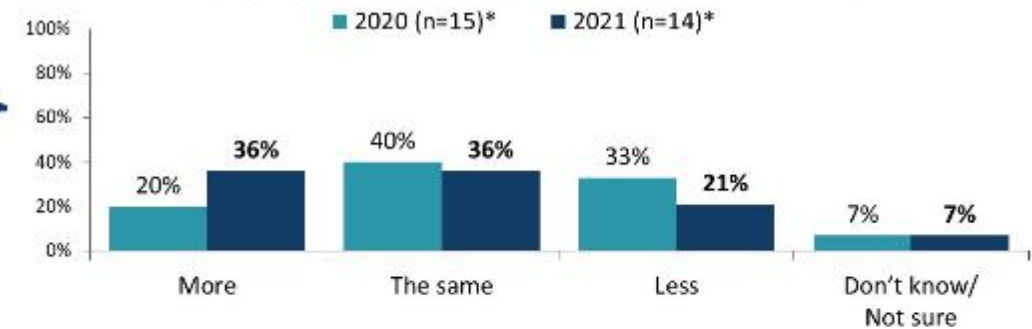
When looking to the future, a third of business leaders expect their organization will import more goods in the next 12 months than they did this year (36%; up 9 points). Two in ten expect to import the same amount and another two in ten believe they will import less over the next 12 months than they did this year. (Tables B2 and B3)

## Organization Imports Goods for Re-Sale in Brampton



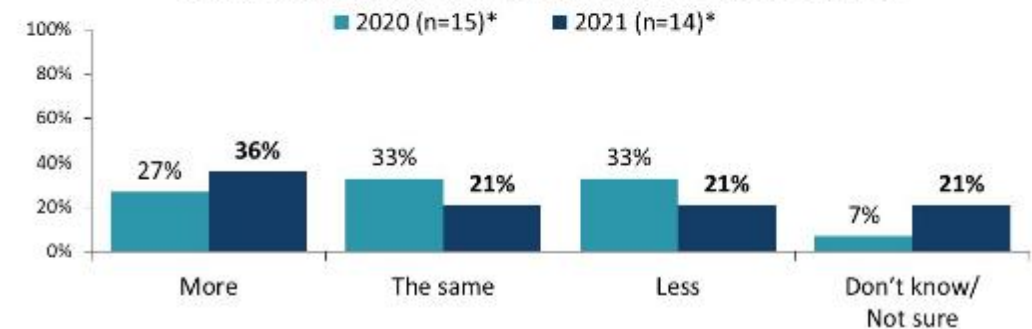
## Organization's Imports in Past Year

Among Organizations Who Import Goods for Re-Sale in Brampton



## Organization's Imports in Next 12 Months

Among Organizations Who Import Goods for Re-Sale in Brampton

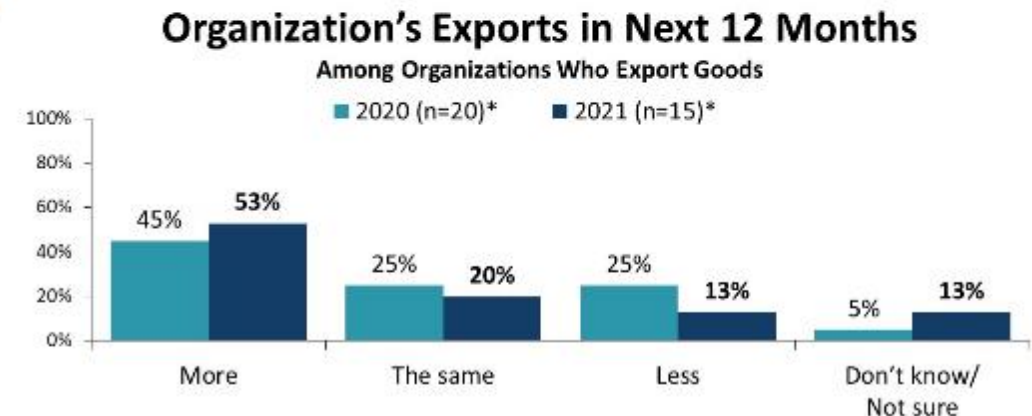
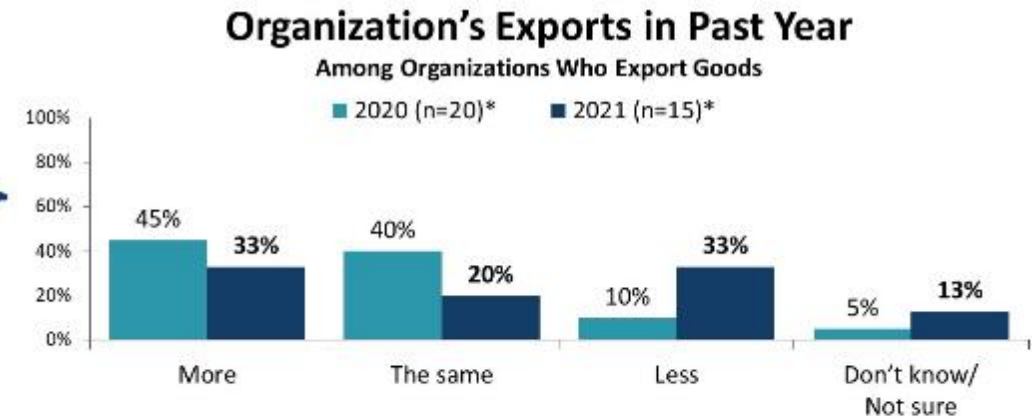
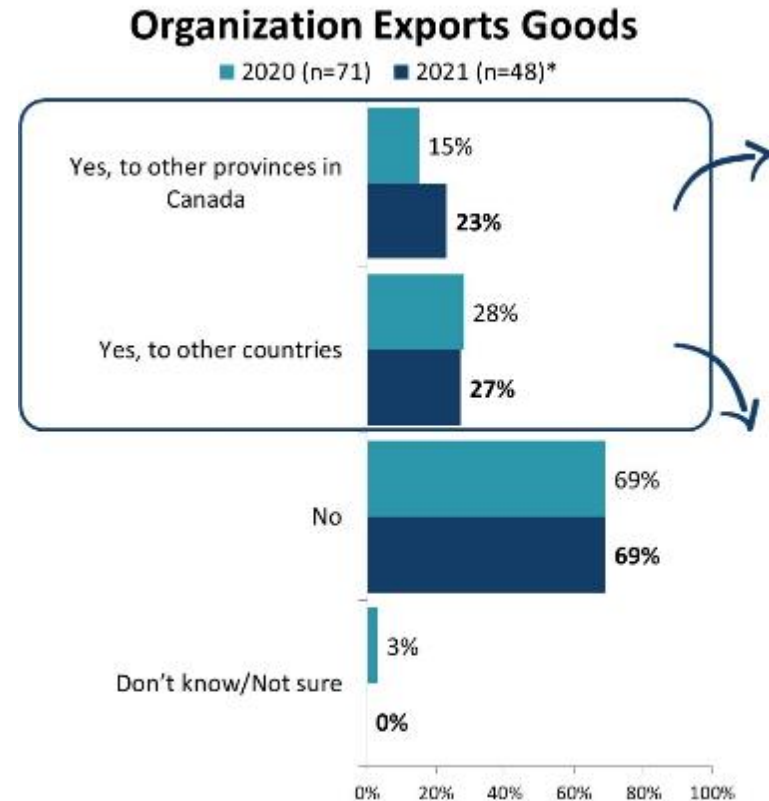


Q.B1: Does your organization import goods for re-sale within Brampton and area? Please select all that apply. | Q.B2: [IF 'YES' IN Q.B1] In the past year has your organization imported more, the same or less than in the past? | Q.B3: [IF 'YES' IN Q.B1] In the next 12 months, do you anticipate that your organization will import more, the same, or less than this year? \*Caution: Small sample size.

*Exports are expected to grow in the coming year.*

About a quarter of businesses indicate they export goods either to *other provinces*, or to *other countries*. (Table B4)

Among those who export (n=15), the degree of export has not changed in the last year as a net effect (a third exporting more, a third exporting less). However, there are high expectations for growth, with half expecting to export more in the coming year. (Tables B5 and B6)



Q.B4: Does your organization export goods? Please select all that apply. | Q.B5: [IF 'YES' IN Q.B.4] In the past year has your organization exported more, the same or less than in the past? | Q.B6: [IF 'YES' IN Q.B.4] In the next 12 months, do you anticipate that your organization will export more, the same, or less than this year? \*Caution: Small sample size.



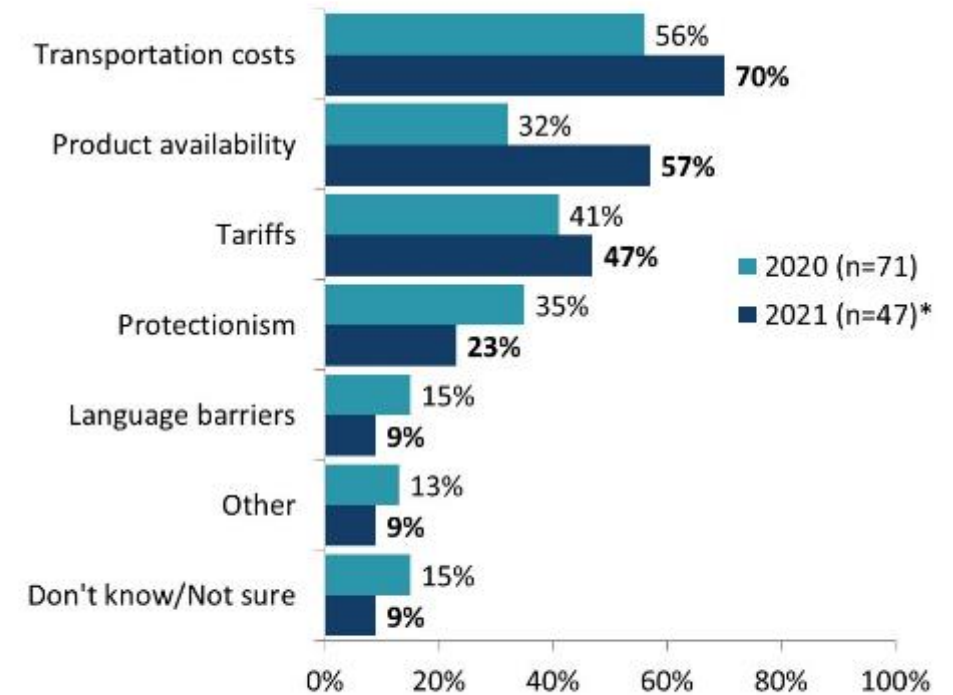
# Issues Impacting Trade Among Brampton Businesses

*Business leaders are most likely to consider transportation costs, tariffs, and now product availability as the top three issues impacting trade among Brampton businesses.*

The pandemic is clearly having an effect on getting goods where they need to be, with seven in ten now indicating that **transportation costs** are a key barrier to trade (70%; up 14 points), along with **product availability** (57%; up 15 points). **Tariffs** continue to be noted as well (47%; up 6 points). Positively, fewer businesses are now mentioning **protectionism** or **language barriers** as key issues, compared with a year ago. (Table B7)

## Top Three Issues Impacting Trade Among Brampton Businesses

Total Aided Mentions



Q.B7: What do you think are the top three issues impacting trade among Brampton businesses? \*Caution: Small sample size.



# Ways to Improve Trade Conditions

Across all levels of government, business leaders are most likely to suggest ways the federal government can improve trade conditions, primarily advocating for better or lower taxation.

Business leaders were asked for suggestions of what could be done at various levels of government to improve trade conditions for Brampton businesses. While a majority are uncertain of what could be done at each level of government (similar to last year), they are again most likely to have advice for the federal government. Business leaders predominantly call for the federal government to **reduce trade barriers** (24%; up 14 points), which is also the top mention for provincial government. At a regional level, there is a call to **improve transportation infrastructure**, again underscoring this issue as being top of mind across many questions in this report. (Table B8a-d)

## Ways to Improve Trade Conditions for Brampton Businesses

Total Unaided Mentions

	Federal		Provincial		Regional		Municipal	
	2020	2021	2020	2021	2020	2021	2020	2021
Reduce trade barriers/inter-provincial trade barriers	10%	24%	8%	10%	-	2%	1%	5%
Reduce bureaucracy/red tape	1%	5%	1%	7%	1%	2%	3%	2%
Better support for small/local businesses	7%	2%	6%	-	4%	2%	10%	-
Improve transportation infrastructure	1%	2%	10%	2%	8%	12%	8%	5%
Collaboration/Shared strategy	1%	2%	-	2%	3%	2%	-	-
Improve/Upgrade infrastructure	-	2%	-	2%	-	5%	-	2%
Training support	-	2%	-	-	-	-	-	-
Better/Lower taxation	11%	-	-	2%	-	-	1%	2%
Lower costs of doing business	1%	-	6%	-	1%	-	-	-
Other	7%	10%	3%	5%	4%	-	4%	2%
Don't know/Not sure	61%	55%	68%	69%	77%	74%	72%	81%

Q. B8a-d: In your opinion, what, if anything, could be done at the municipal, regional, provincial and/or federal levels to improve trade conditions for Brampton businesses? (2020: n=71; 2021: n=42)\* \*Caution: Small sample size.

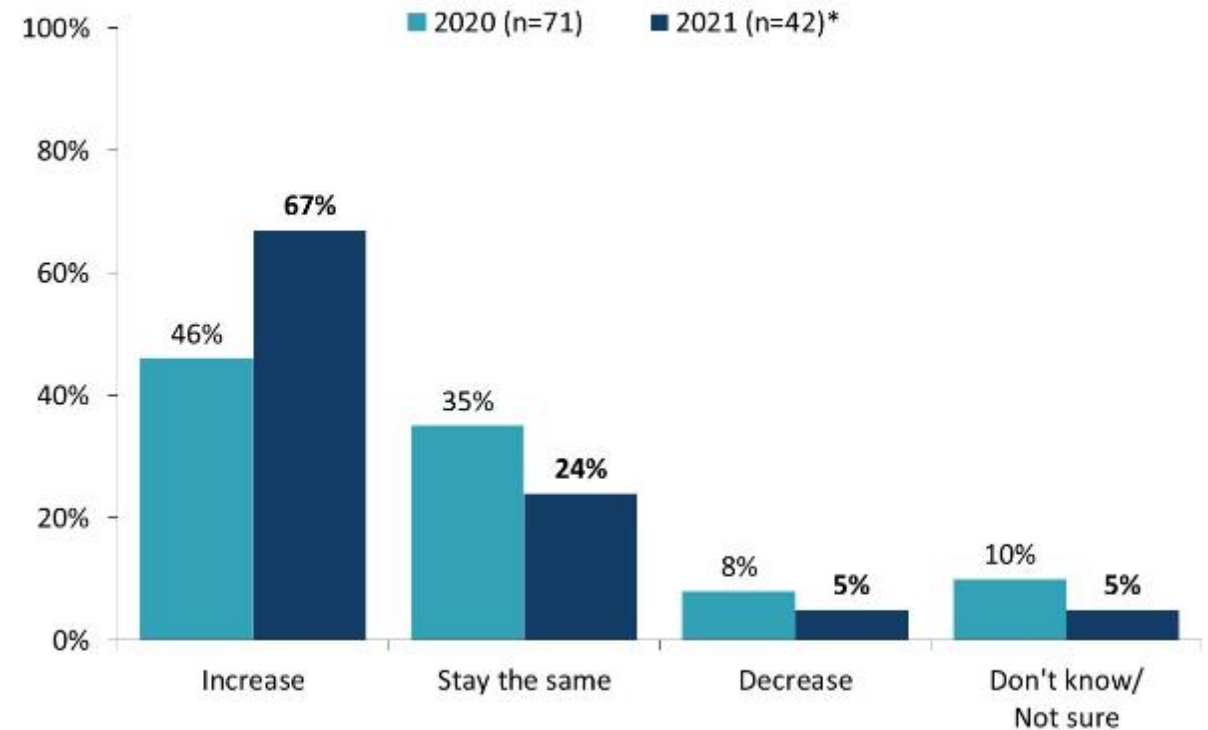


# Future Value of Locally Purchased Goods and Services

*There is expected growth in the value of goods and services purchased locally for business.*

Marking another positive sign of optimism and expectation for growth, two thirds of businesses expect the value of goods and services purchased in the coming year to increase (67%; up 21 points). Only a handful expect to decrease their purchases in the coming year. (Table B9)

## Value of Goods and Services Purchased Locally for Business Use Will Change in Next 12 Months



Q.B9: In the next 12 months, do you think the value of goods and services you purchase locally for business use will change?

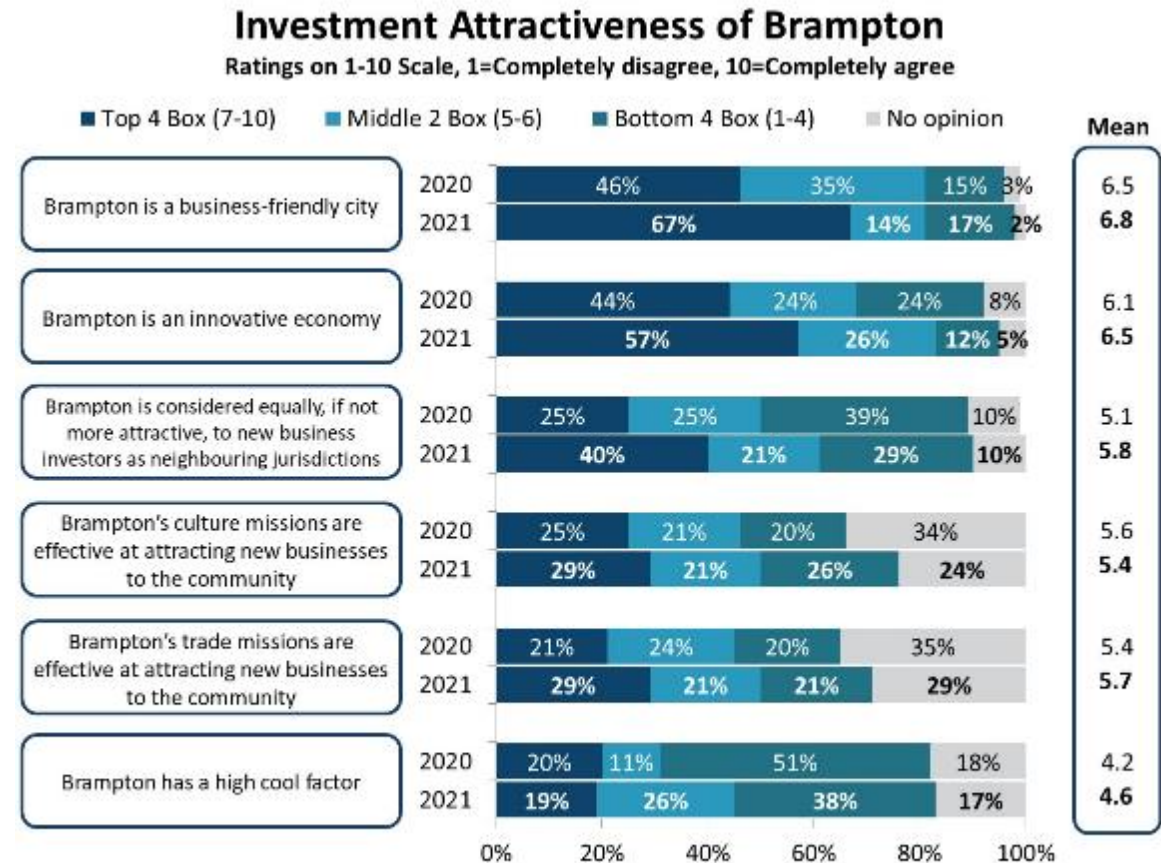
\*Caution: Small sample size.



# Investment Attractiveness

*Business leaders offer improved opinions in terms of Brampton's investment attractiveness compared with a year previous.*

Positively, business leaders are clearly seeing improvement in how they do business, with a growing group now identifying *Brampton as a business-friendly city* (67%; up 21 points), and over half agreeing that *Brampton is an innovative economy* (57%; up 13 points). While fewer than half agreed with the remaining statements regarding investment attractiveness, there is increasing agreement for three of them (with the exception of *Brampton having a high cool factor*). (Table B10a-f)



Q.B10a-f: To what extent do you agree with each of the following statements? (2020: n=71; 2021: n=42)\* *Note: Responses of 'No opinion' are excluded from the calculation of the mean. \*Caution: Small sample size.*



# Investment Attractiveness - Comments

*Business leaders would like to see greater communication of results of trade and culture missions, and increased efforts to make Brampton an attractive place to do business.*

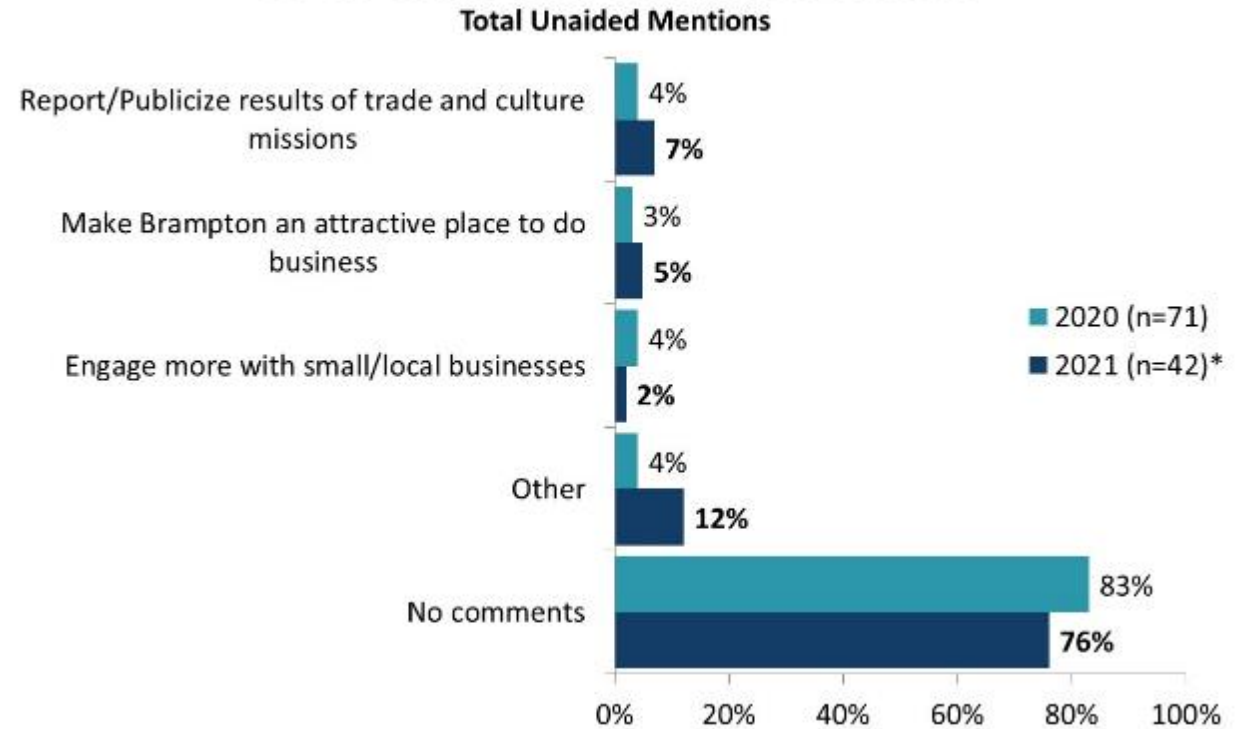
*“Support with this pandemic has made exporting very difficult. The lack of a plan for the downtown area, how we will receive trucks with construction of roads, when and what does this plan look like. It makes it impossible to plan for anything. Terrible communication”*

*“Need to see results.”*

*“Brampton city council seems to be focused on not increasing taxes as opposed to building a livable city.”*

*“Local government does a poor job in trying to attract new businesses.”*

## Comments on Investment Attractiveness of Brampton or Its Trade and Culture Missions



Q.B10aa: Do you have any comments you would like to add about the investment attractiveness of Brampton or its trade and culture missions? \*Caution: Small sample size.





Leaders suggest that Brampton City Council could make efforts to be more innovative and develop or attract new businesses.

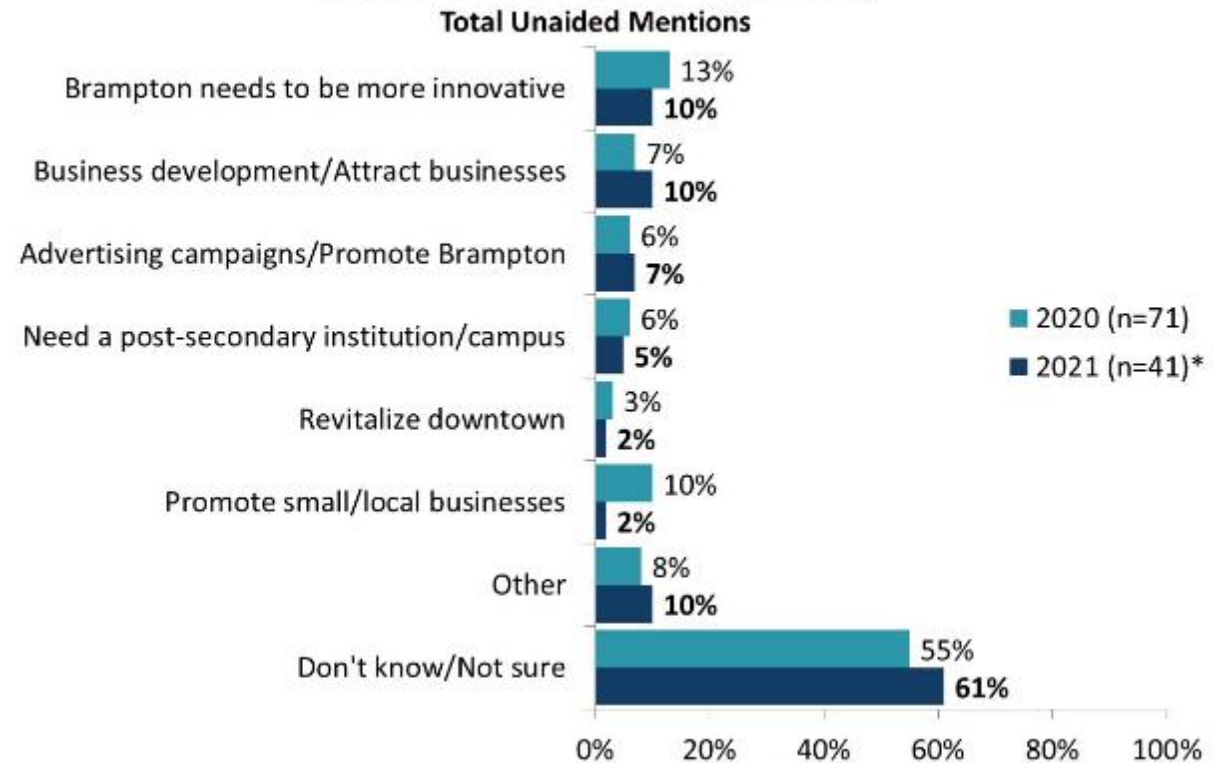
Business leaders were asked to provide suggestions for how City Council could better brand Brampton as an innovative economy. While most did not provide suggestions, results are similar to last year among those who did have comments. The top suggestion was for *Brampton to be more innovative*, followed closely by suggestions to *develop business and attract new businesses* and *promote small or local businesses*. Participants less commonly suggest that City Council should focus on the *need for a post-secondary institution, revitalize downtown* or generally to *promote small and local business*. (Table B11)

*"I think we need internal branding efforts accomplished first before we can work on external branding efforts. In other words we need to communicate and connect our message to the residents and business owners of Brampton who are helping to shape the city and once they are believers in our brand then we can convince the rest of the world that we are an innovative economy."*

*"Need businesses that show we are innovative. Logos and slogans alone don't do it."*

*"A university of science and technology is definitely required."*

## Ways City Council Can Better Brand Brampton as an Innovative Economy



Q.B11: How can City Council better brand Brampton as an innovative economy? \*Caution: Small sample size.



# How to Improve Brampton's Downtown Core

Results again suggest improving transportation infrastructure and developing or attracting more business downtown to improve Brampton's downtown core.

Similar to results from 2020, business leaders suggest improving Brampton's downtown core by *developing or attracting businesses downtown, improving transportation structure, or revitalizing or upgrading older buildings.* (Table B12)

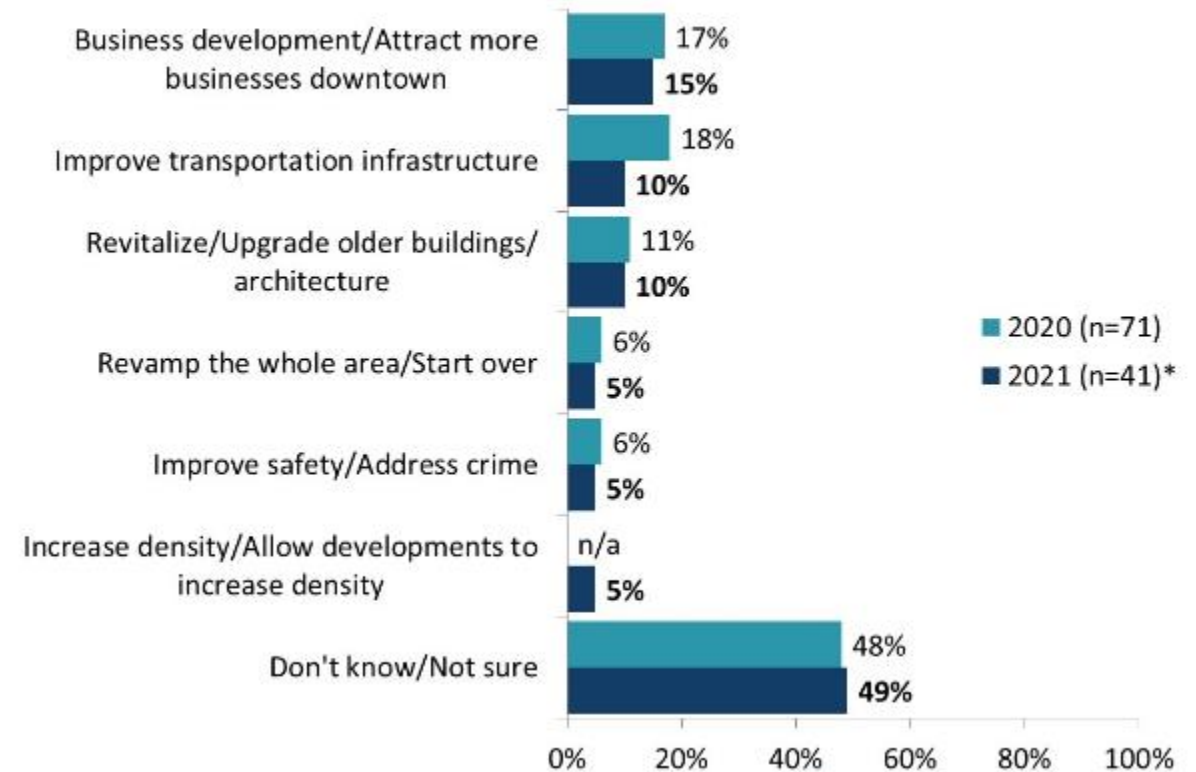
“  
“Develop infrastructure needed to attract more business and redevelop. Let's get some office towers down there, give incentives to attract investment in the downtown for developers. give preferential treatment to people who invest in the downtown.”

“Brampton's downtown core is old and not very big. It could be completely replaced without much loss.”

“Better Traffic Management through the downtown core. Buses slow down car traffic. Car traffic doesn't have an alternative to by-pass the downtown core.”

## Suggestions to Improve Brampton's Downtown Core

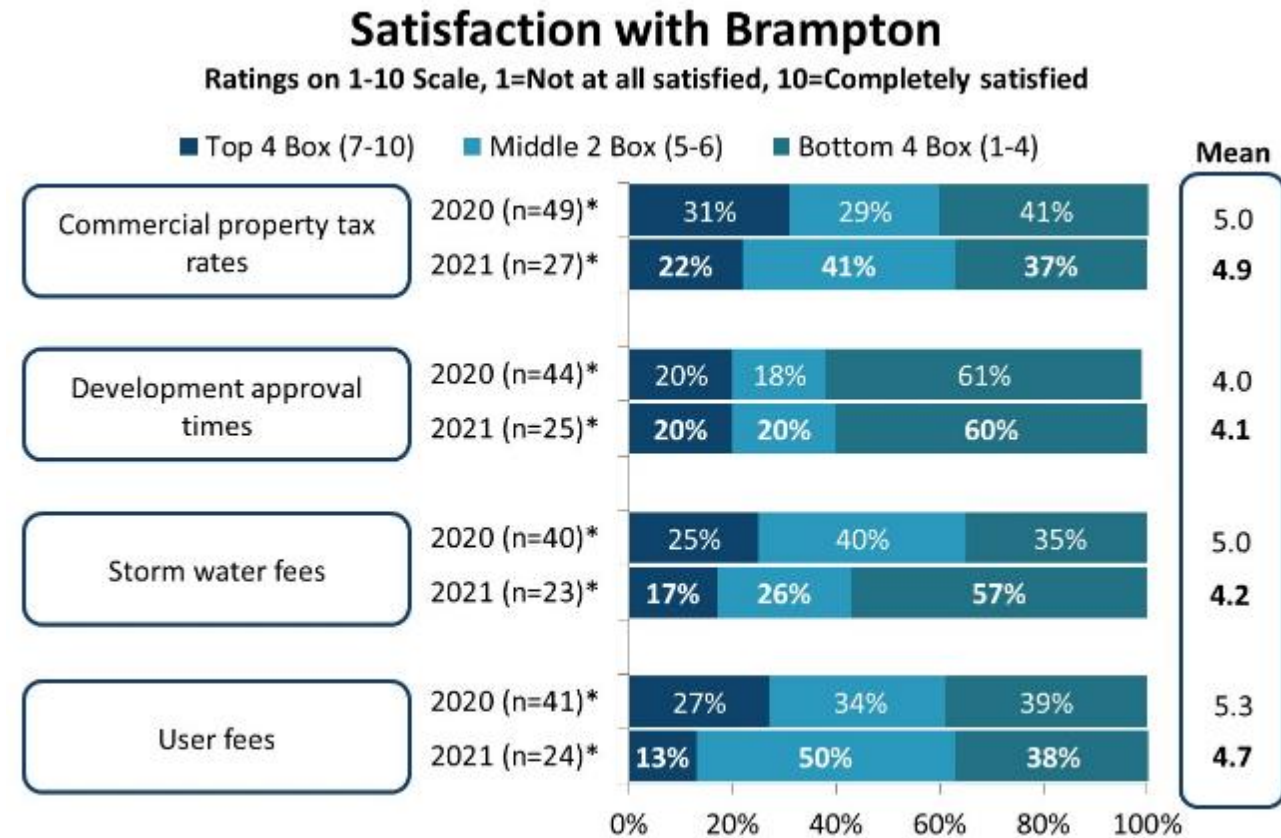
Key Unaided Mentions



Q.B12: What suggestions, if any, do you have to improve Brampton's downtown core? \*Caution: Small sample size.

*Findings suggest low and decreasing levels of satisfaction with tax rates, fees, and particularly with development approval times.*

Although many results in 2021 have seen improvements, business leaders this year report lower levels of satisfaction with key services from Brampton, including decreases in satisfaction with **commercial property tax rates** (22% satisfied; down 9 points), and lower levels of satisfaction with both **storm water fees** (17%; down 8 points) and **user fees** (13%; down 14 points). Satisfaction is consistent with **development approval times** (20%). Note small sample sizes for these questions. (Table B13a-d)



Q,B13a-d: How satisfied are you currently with each of the following in Brampton? Note: Responses of 'No opinion' are excluded from this graph. \*Caution: Small sample size.