

# Canadian Services Coalition



## Who We Are: *Our Mandate*

- Founded in 2006, the Canadian Services Coalition (CSC) is the go-to voice for Canadian services industries. Services are a major driver of growth, representing over 70% of the Canadian economy.
- CSC promotes a greater understanding of the importance of services to the Canadian economy, and advocates for policies that ensure that it remains competitive in the global economy. A foundational element of this includes the development of robust Canadian service metrics.
- CSC advocates for the liberalization of service markets internationally, through the removal of trade and investment barriers that impede Canadian service sector exports. We do this primarily by supporting bilateral, regional and multilateral negotiations and agreements. This includes North American Free Trade Agreement (NAFTA), Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP), Canada-EU Comprehensive Economic and Trade Agreement (CETA), as well as trade talks with Pacific Alliance, China and Mercosur. Multilaterally, we focus on the World Trade Organization.
- CSC is an active participant in the Global Services Coalition (GSC) which advances trade in services and objectives internationally.

## Why Services are Important for Canadians

- Services providers are significant employers in Canada, employing four in five Canadians, and accounting for two-thirds of employment gains in 2017.
- Services jobs are often high-level, value added and many are among the highest paying in Canada. Employment in the services sector is growing at a rapid rate and are increasingly integral to many facets of the manufacturing sector, a reality often overlooked or not understood at all.
- The Canadian service sector has experienced significant growth in the past twenty years and is a critical dimension to the Canadian economy. In 2016, Canada's services exports increased for the seventh consecutive year, accounting for 16.8% of Canada's total exports and rising by \$4.9 billion to reach a \$107.2 billion, an increase of 4.8 percent over 2015. Although there has been a significant increase in trade in services there is still room for growth.
- Over the past decade, three out of the five fastest-growing Canadian export sectors were financial services, computer services and management services.

\*Latest available statistics

## Trade is More than Exporting Goods

- Supporting trade in services is more than removing tariffs and quotas at a border. It involves complex relationships between government around the oversight and exchange of services.
- Many rules developed for trade in goods do not easily apply to trade in services. Trade in services differs from traditional trade in goods in a few ways:
  - There is often a need for ongoing interaction between customer and service provider
  - Services require regulatory transparency between jurisdictions, ensuring predictability and stability
  - Technical barriers to trade often prevent Canadian businesses from maximizing their potential
  - Overlapping, duplicative or poorly developed regulations (or lack thereof) cause unnecessary delays in business transactions, becoming costly and time consuming and can lead to unintended consequences.

## Trade in Services Issues:

- Supporting trade in services is more than removing tariffs and quotas at a border. It involves a complex intersection of border measures and domestic regulations.
- Businesses can encounter services trade barriers in a few ways:
  - Restrictions on a service provider's ability to enter the market because of economic needs tests or work permit requirements
  - Inability to fully provide services because of a lack of recognition of professional qualifications
  - Requirements to establish a commercial presence to provide a service
  - Foreign ownership restrictions which prevent foreign companies from providing services
  - Local data requirements that require information to be held on domestic servers
  - Restrictions that inhibit free flowing e-commerce



## Global Services Coalition

- Given the international focus of the CSC's mandate, we actively work with our international counterparts through the Global Services Coalition (GSC) and the Asia-Pacific Services Coalition (APSC).
- Through the GSC we advance shared priorities on trade negotiations in bilateral, regional and multilateral settings.
- Current Members of the Global Services Coalition:
  - National Business Association of Colombia
  - Australian Services Roundtable
  - Coalición Mexicana de Servicios
  - U.S. Coalition of Services Industries
  - Canadian Services Coalition
  - European Services Forum
  - Hong Kong Coalition of Service Industries
  - Japan Services Network
  - The City UK
  - Twain Coalition Services Industries
  - Business NZ

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# ANNUAL MEMBERSHIP INVESTMENT SCHEDULE



The CSC's budget will cover the costs of the secretariat through contributions from interested companies and associations. Membership fees:

## **Founding Membership \$7,500**

Membership in the steering committee; budgetary approval and monitoring; final approval on position papers; preferred access to chair any sectoral sub-committees; one vote.

## **Voting Membership \$3,000**

Ability to shape the Coalition's position; invitation to briefings by Canadian services negotiators and to international services meetings; one vote.

## **Associate Membership \$1,000**

- Expert advisors (restricted access).
- Associate Members are organizations which bring extensive pro-bono technical knowledge on trade negotiations to the Coalition; invitation to briefings by Canadian services negotiators and to international services meetings; no voting rights.

## **Association Membership \$500**

Ability to shape the Coalition's position; invitation to briefings by Canadian services negotiators and to international services meetings; no voting rights. Voting rights can be gained through payment of corporate membership rates. Associations agree to promote membership in the Coalition. Participation in CSC activities/meetings is limited to association staff.