



Who We Are: Our Mandate

- Founded in 2006, the Canadian Services Coalition (CSC) is the go-to voice for Canadian services industries that represent over 70% of the Canadian economy.
- CSC promotes a greater understanding of the importance of services to the Canadian economy and advocates for the adoption of public policy aimed at developing competition and innovation in the Canadian services sector to ensure that it remains competitive in the global economy. A foundational element of this process is the development of robust Canadian services metrics, for which the CSC is a strong advocate.
- CSC advocates for the liberalization of services markets internationally, through the removal of trade and investment barriers that impede the growth of the Canadian services sector primarily through bilateral, regional and multilateral negotiations and agreements. This includes the Trans-Pacific Partnership (TPP), the Canada-EU Trade Agreement (CETA), the Trade in Services Agreement (TiSA) and the Comprehensive Economic Partnership Agreement (CEPA) with India.
- CSC is an active participant in the Global Services Coalition (GSC), which is an affiliation of members representing many of the world's major trading countries. (A listing of GSC members can be found on the next page)

Why Services are Important for Canadians

- Services providers are significant employers in Canada, employing four in five Canadians (75% of employment and 90% of new job creation). Between 2000 and 2012*, employment in services grew at an annual rate of 1.8%, while employment from the goods sector grew by 0.1%.
- Services jobs are often high-level, value added and many are among 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 Services sector is a critical and strategic dimension of the Canadian economy. In 2014*, trade in services accounted for 16.8% of Canada's total trade.
- Over the past decade, three out of the five fastest-growing Canadian export sectors were financial services, computer services and management services.
- Canada has experienced significant growth in trade in services. Canada's export of services increased in 2014 for the sixth consecutive year, gaining \$2.6 billion to reach \$95.2 billion in 2014. In 2015, it accounted for 69% of GDP, up from 65% in 2000.
- Although there has been a significant increase in trade in services there is still room for growth; services Account for 12% of Canada's international trade versus the global average of 20%.

*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 is a Cornerstone of the Global Economy

- The CSC works with its counterparts internationally to speak for the services sector on matters of international trade and investment, and is an active member of the Global Services Coalition (GSC)
- Together, the members of the GSC monitor key trade and investment negotiations closely, and work actively to build support for these negotiations in their respective countries.
- Trade agreements such as the TPP, CETA, TiSA, are significant opportunities for Canadian services firms to grow internationally and create jobs.
- CSC works in collaboration with many global services coalitions and stakeholders representing the world's leading developed and emerging trading nations.

Members of the Global Services Coalition

National Business Association of Columbia (ANDI)
Australian Services Roundtable (ASR)
Business NZ (New Zealand)
Coalición Mexicana de Servicios
Coalition of Services Industries (United States)
Canadian Services Coalition (CSC)
European Services Forum (ESF)
Hong Kong Coalition of Service Industries (CSI)
Japan Services Network (JSN)
TheCityUK
Twain Coalition Services Industries (TWCSI)
Trinidad and Tobago Coalition of Services Industries (TTCSI)
Singapore Business Federation
Confederação Nacional de Serviços (CNS)
Barbados Coalition of Services Industries (BCSI)
Brasscom (The Brazilian Association of Information Technology and Communication Companies)
Caribbean Network of Service Coalitions
China Association of Trade in Service (CATIS)
Dominica Coalition of Service Industries
Hong Kong Coalition of Services Industries (HK CSI)
Indonesian Services Dialogue (ISD)
Jamaica Coalition of Service Industries (JCSI)
Malaysia Coalition of Services Industries (MCSI)
Philippines Services Coalition
Saint Lucia Coalition of Services Industries (SCSI)

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