



# Connections

... get plugged into your network

## Policy Updates

### *U.S. and Canadian Chambers applaud new vision for border, regulatory cooperation*

Last week the Canadian Chamber of Commerce was able to declare a HUGE victory when Prime Minister Stephen Harper and President Barack Obama made their long-awaited announcement on the border. Titled *Beyond the Border: A Shared Vision for Perimeter Security and Economic Competitiveness*, the business communities on both sides of the border agreed that enhanced border cooperation has the potential to benefit the more than 11 million workers in the United States and Canada whose jobs depend on bilateral commerce.

The recent submission to the Beyond the Border Working Group by the U.S. and Canadian chambers outlined our proposals to enhance the benefits of trusted trader and traveller programs; eliminate hassles for business travellers; align and simplify customs procedures by expanding pre-clearance; modernize staffing models and business standards across government departments; and improve search and seizure capabilities to better protect intellectual property rights.

With commitment from both sides, the Beyond the Border initiative can strengthen both our economic and physical security. Likewise, the work of the Regulatory Cooperation Council strengthens the competitive position of U.S. and Canadian industries. Together, these two key reforms will spur economic growth and job creation in the United States and Canada and increase the competitiveness of both our economies.

The Canadian Chamber of Commerce has been a vocal advocate of greater regulatory cooperation and border efficiency with the United States. This partnership will strengthen the economic and physical security of both countries and facilitate the flow of legitimate people and goods across the border.

The Canadian Chamber of Commerce has developed an [achievements document](#) for your use; share the news of this win for business with your members.

### *An interprovincial/territorial trade barrier about to fall? Removing Inter-Provincial Trade Barriers to Sales of 100% Canadian Wine*

The Canadian Chamber of Commerce and its partner chambers of commerce have long been fighting for trade barriers amongst provinces/territories to come down. Internal trade barriers create hurdles for all types of businesses trying to expand their markets within Canada. And looking at the bigger picture, if Canada cannot remove barriers internally how can we effectively trade with the world?

A Private Member's Bill (PMB) C-311, *An Act to Amend the importation of intoxicating liquors Act (Interprovincial Importation of wine for personal use)*, sponsored by Conservative MP Dan Albas (*Okanagan – Coquihalla*), aims at eliminating one of these barriers. Bill C-311 recently passed Second Reading in the House of Commons and has been referred to the Standing Committee on Finance.

Currently, the archaic 1928 *Importation of Intoxicating Liquors Act* (IILA) makes it a criminal offence for individuals to order/ship Canadian wine across provincial/territorial borders.

The Canadian Chamber has adopted a resolution (forwarded by the St. Catharines-Thorold Chamber of Commerce) regarding this out-of-date statute and the Chamber is able to report that this resolution is one step closer to achieving its objective. Should the bill pass, it would become legal for Canadians to buy and ship wine directly from a Canadian winery outside of their home province/territory.

The process that PMBs have to go through is lengthy and there are still hurdles to cross. Chambers and their members can help pass this bill and here's how:

**Status:** The bill will be studied by the Finance Committee when the House of Commons returns from its winter break at the end of January. The committee has 30 sitting days to review the bill.

**Action:** Write your MP

Download the [draft templated-MP letter](#), customize it to your needs and send it to your Member of Parliament before January 30. In this way, your MPs will be aware of your position before the Bill C-311 is reviewed by the Finance Committee.

Provincial/territorial liquor boards are expected to mount campaigns against this bill so it is important that you remember to copy your local MLA/MPPs.

Canadians should have the freedom to buy a legal product and ship it within the country; help Canadian wineries and consumers have the choice.

### *Your SMEs may wish to use this online service to simplify their paper burden*

Filing out too many paper forms? Use Records of Employment on the Web ([ROE Web](#)) to submit your ROEs.

ROE Web is a secure Web-based application that allows employers to create, submit, and print ROEs online.

ROE Web benefits for businesses:

- Increases productivity and saves time – Employers can submit up to 1,200 ROEs at a time and amend them without having to re-enter all of the information.
- Reduces paper burden – Employers no longer need to order or store paper ROE forms, keep paper copies on file, or send copies to Service Canada. It is all done online!
- Filing flexibility – Using ROE Web allows employers to align ROE issuance with their pay cycle for easier submission.
- Improves ROE quality and accuracy – ROEs are instantly validated, which means fewer follow-up phone calls and requests for payroll information from Service Canada.
- Ease of use – An online training module is available to let users practice creating ROEs before submitting them to Service Canada.

To learn more about ROE Web and how to register, or to get answers to frequently asked questions, visit ROE Web or call the Employer Contact Centre at 1 800-367-5693 (TTY: 1-855-881-9874).

### *Is your chamber interested in hosting a future Canadian Chamber AGM in your community?*

We are currently looking ahead to 2013 and 2014. Hosting requirements are available online and interested chambers are reminded that the deadline for submitting proposals is February 17.

Proposals should be submitted to Marley Ransom at [mransom@chamber.ca](mailto:mransom@chamber.ca). Questions? Contact Marley at 1-800-661-2930, x227.

### *Most under utilized social media resource? Perhaps...*

While chambers (and associations generally) struggle with the “new” world of social media and whether or not to devote time and effort to “friending” or “liking” people, places or things or tweeting about events or new members, one of the most misunderstood tools seems to be taking it up a notch in terms of utilization.

If your organization is not a part of LinkedIn, why not? If you, as a chamber professional do not have a profile, again, ask yourself why not?

LinkedIn has been commonly misunderstood as a job search site, but it has become a valuable tool for virtual networking about lots of things - and, yes, jobs may be one of them!

One of the best resources on LinkedIn is the “groups” that you can join. No matter what you do in a chamber, or hope to do in the future, there’s probably a group related to it! Communications, policy, leadership, marketing, board governance, membership sales - you name it!

Seems to me if you’re a new chamber executive, or even a more “seasoned” type, you’ll find information that can help you think about things in a new light!

If you’re new to “groups,” you may want to sign up for a few and then sit back and observe activity. In this way, you can assess the group’s worth. What’s the etiquette of the group? Do group members acknowledge others’ contributions? Is the content all about *them*? What’s being discussed? Do you feel you have things to add to the conversation? By doing this, you can determine if this group is for you - if it is, great. If not, move on and find another.

As you engage, periodically assess what groups you belong to and do a purge of those that add no value.

Try it out! Then when you are really hooked, why not set up a LinkedIn page for your chamber? Or maybe for one of your events - for pre/post evaluation purposes?

### *Happy holidays!*

We’d like to thank you for your support this year; as a chamber network, we have achieved much that we can be proud of for the sake of our businesses and our communities.

From the staff at the Canadian Chamber of Commerce, we’d like to wish you and your chamber and its members, an enjoyable, safe and restful holiday.

**Please note** that the Canadian Chamber’s offices will be closed as of noon on December 23rd; and will reopen for business on January 3, 2012.