



## COVID-19 - Updates from our Chamber and “Partners in Prosperity”

Dear Members and Associates:

Some people had the good fortune to step away for a bit and enjoy their time together, yet isolated, over the long weekend. Others laboured harder than ever, working to ensure our well being is in the best order as possible. We saw hospitals and front line workers diligently test individuals to hedge against the COVID-19 pandemic, government maintain focus on the economy with extended closures and adding relief and the Chamber organizations structuring webinars and sessions for owners and managers to help access funds and assist in creating new ways of doing business or sustain and, then, thrive. I encourage you to take full advantage of all the programs offerings you can, whether through our Chamber, or prosperity partners of Economic Development, Tax Specialists, your Business Banking Facility, Human Resource Specialists and all others that bring valuable resource– at no cost to you, beyond the time well spent with experts in their fields.

I am pleased to see Mayor Canniff co-ordinating discussions on his Economic Recovery Task Force. In conversation with my peers across Ontario, I learned of many partnerships occurring with the Chambers, Economic Development, Municipal Councils, BIA's, government funded institutions and many more. Upon sharing the concept and some proactive initiatives to our C-K partners in mid-March, the response was positive. I encourage your participation in the conversation this Friday morning, registration details are below. Working together will make Chatham-Kent stronger.

Every day brings a little more comfort as business better understands available options. They are accessing Business Credit Availability Programs (BCAP) and Canada Emergency Response Benefits (CERB), with subsidies and loans applications happening as we speak. The 10% wage subsidy is a quick, and simple, means of making funds available for other necessities and expenses. In the near future, applications will be available for qualified businesses to recover a 75% wage subsidy. We will share once available. The \$40,000 loan requires minimal background information and is easily accessible, on-line, through your banking institution. Visit [cbrn.ca](http://cbrn.ca) for program information on BCAP and CERB options available to you. Remember your contact at your bank, Donna and the team at Community Futures Development and Randy and the Business Development Bank of Canada (BDC) team are also there to help your business through these challenging times.

Please don't forget to contribute..... the deadline for [Canadian Survey on Business Conditions \(CSBC\)](#) has been extended to this Friday, April 17<sup>th</sup>. Please provide your input to help government tailor programs and practices in support of business as, rest assured, the talks remain open and your Chamber continues advocating for you, your business and our community.

Stay Safe, Stay Distanced My Friends.

Yours in Prosperity, *Gail Hundt* / President & CEO [gail@chatham-kentchamber.ca](mailto:gail@chatham-kentchamber.ca)

Visit the *Canadian Business Resilience Network* at [CBRN.ca](http://CBRN.ca) for the most up-to-date, relevant tools and links to aid you through this crisis and through to the path of success.

Be sure to follow us on [Facebook](#) and [Twitter](#) for up-to-date information regarding COVID-19. Below, and other, resources area available at [www.chatham-kentchamber.ca](http://www.chatham-kentchamber.ca)

---



## CK launching community wide drive for personal protective equipment

Chatham-Kent is establishing a drop-off station for donations of Personal Protective Equipment (PPE) for front line health care staff. The municipality's drop off station will open at Thames Campus Arena Wednesday April 15 from 10 a.m. to 2:30 p.m. Initial plans are to operate the station at that time each Monday, Wednesday and Friday.

Donors are asked to bring their material inside main front doors of the arena, place the donation on the table located in the ticket area and exit the building. Staff will then take the donation, sort and store it for three days before passing it on to be distributed in the health care system through usual protocols.

A staff member **MUST** receive the donation. Any donations left outside at the building will be discarded due to unknown contamination. Product donated cannot be used or expired and opened boxes or packages will not be accepted.

Needed equipment includes:

- N-95 masks
- surgical face masks
- disposable gloves
- medical goggles
- face shields
- hand sanitizer
- cloth face masks

Further details on the equipment needed and how you can help can be found at [https://www.chatham-kent.ca/News/Pages/Personal%20Protective%20Equipment%20\(PPE\)%20Drive.aspx](https://www.chatham-kent.ca/News/Pages/Personal%20Protective%20Equipment%20(PPE)%20Drive.aspx)

Both large and small donations are appreciated. The equipment will be inventoried and used in hospitals, long-term care and retirement homes, home care, hospices and other organizations to assist with urgent needs.

For further information, please contact the municipality at 519-360-1998.



## Chatham-Kent to launch “Mayor’s Economic Recovery Task Force” in response to COVID-19

Chatham-Kent Mayor Darrin Canniff, along with Chatham-Kent senior staff, invite you to join an online discussion on April 17, 2020, from 8:30 am to 9:30 am. The goal of the meeting is to discuss economic recovery and to bring community

leaders together from a wide-variety of businesses from the for-profit and not-for-profit sectors.

“It is imperative that we strategically plan so that we come out of this crisis better and stronger,” said Mayor Darrin Caniff. “We have discussed this at Council and already implemented steps to counter the impact of this unprecedented situation. The Economic Development team has been reaching out to businesses across Chatham-Kent on a regular basis over the past several weeks. In addition, the Building and Planning Departments have been assisting businesses to follow through with plans for construction and development.”

The Mayor added, “Now is the time to hear from everyone. We want to listen and learn so that we can develop a strategy for the future.”

The online facilitated event and will use a combination of tools including an interactive application called Thought Exchange, will look at:

- Economic impacts of COVID-19
- Identify pain-points and opportunities for businesses
- Discuss ways that we can plan together for economic recovery
- The opportunity to form a task force with potential sub-groups

The feedback from this discussion will help determine next steps actions that the municipality and businesses can take, opportunities for informed discussion important to industry, and tactics that businesses can integrate into their recovery plans.

John Norton, General Manager, Chatham-Kent Community Development said, “Our challenge is to help businesses successfully come out of this COVID-19 crisis. We laid out an ambitious Growth Strategy in the first part of 2020. This Growth Strategy will now need to be retooled in light of the economic impact of COVID-19. In the same way, some businesses might have to pivot towards new ways of doing things. It’s time to reach out to the community to get their thoughts on next steps.”

Norton said, “We know that a task force is not going to solve every problem or address economic conditions out of our control, but we also know that coming together and listening to each other can identify actions to be taken.”

To register for this event, please visit [www.investck.ca](http://www.investck.ca) or email [karenl@chatham-kent.ca](mailto:karenl@chatham-kent.ca).

---

### In partnership with

Could e-commerce be an option to get your business through the COVID-19 crisis? Join us and Shopify on Wednesday, April 15, as we discuss options for navigating your business through this new environment. We will explore the use of resources and e-commerce tools that you can access through Shopify, as well as answer your questions about their platform and transitioning your business to online operations.

Guest speakers for the event include:

- Kray Mitchell, Local Community Manager for Kelowna, Shopify
- Nikki Thibodeau, Local Community Manager for Victoria, Shopify
- Susanna Cluff-Clyburne, Senior Director, Parliamentary Affairs, Canadian Chamber of Commerce

#### Call-In Details

Call-in details will be provided to registrants in a separate email.

#### Date And Time

Wednesday, April 15  
2:00 p.m. - 3:00 p.m. (ET)

[Register Now](#)



## COVID-19: Business Guidance

Stay tuned for the latest updates on tax and financial measures impacting Canadian businesses in the wake of COVID-19, as well as insights on how organizations can navigate this crisis.

Government of Canada's economic response to COVID-19  
*Current as of April 13, 2020*

### [Federal relief measures guide](#)

---



### [Watch Now:](#) Understanding and Accessing the BCAP and Capital Loans During COVID-19

The Ontario Chamber of Commerce hosted a webinar discussion on understanding and accessing the Business Credit Availability Program (BCAP) and capital loans during COVID-19.

We were joined by three experts from some of Canada's top institutions: [Meridian Credit Union](#), [MNP](#) and [RBC](#) who shared the most up-to-date information on navigating these new supports.

#### Featured panelists:

- Don Ludlow, *Regional Vice President, Business Financial Services, RBC*
  - Jason Teal, *Vice President, Business Banking, Meridian*
  - Dan Porter, *Senior Vice President and Managing Director, Corporate Finance, MNP*
- [Click here](#) to watch. We encourage you to share on [Twitter](#), [Facebook](#) and [LinkedIn](#).
- 

Deadline has been extended to Friday, April 17<sup>th</sup>...



We've partnered up with Statistics Canada to launch the [Canadian Survey on Business Conditions](#). This comprehensive survey will measure the impact of COVID-19 on Canadian businesses and help the Government of Canada devise strategies and mechanisms to foster the survival and continuity of businesses in Canada.

The survey will examine:

- Changes that businesses have made to adapt to the ongoing situation.
  - Challenges businesses continue to face and challenges they expect to face as the recovery begins.
  - Trends within the business community  
[TAKE THE SURVEY](#)
- 



### **Keeping Your Business Safe While You Are Not There**

- Remember to touch base with your insurance providers especially if you have changed your business models to include delivery or online sales components
  - Stop in on a regular basis to do a thorough check up on your location. Check water, hydro, windows, locks etc to be sure everything is in good working order
  - [Canada Post](#) is now doing free Mail Forwarding
  - Look into having electronic versions of bills sent to you
- 



The Chatham-Kent Workforce Planning Board , as part of Workforce Planning West, is conducting a survey to learn about how COVID-19 has impacted people’s jobs in our region. We want to hear from a variety of perspectives and would like to invite you to share your experience. The intention of this survey is to hear from those impacted in our workforce.

You can take the survey at the following link: <https://www.surveymonkey.com/r/3F7W85Y>

The Chatham-Kent Workforce Planning Board will use the results to better inform efforts to support the community through these challenging times. Thank you for your time and for sharing your experience.

---

**Now is the time to work together, in a new (yet old) way!**



***Wouldn't it be great to get the things you need without using money?***

BarterPay® is an organized bartering platform that helps businesses across Canada get the things they need without having to use money. Instead, they can pay for those things using their own goods & services!

So now, you as a business owner, can acquire some of the things you need and pay by issuing your own goods and services to the network and keeping your hard-earned cash in the bank.

GO TO [chamber.barterpay.ca](http://chamber.barterpay.ca) TO LEARN HOW IT WORKS!



**TekSavvy Temporarily Removes Internet Caps For All Customers**

As Canadians will work from home and families stay home during the COVID-19 pandemic, TekSavvy is suspending billing for overages for current TekSavvy customers on capped packages, effective immediately until April 5, 2020. This change has been automatically implemented and customers are not required to take any action. We hope that this will help TekSavvy customers during this public health situation.



**Your local communications company for Business phone lines, systems and installation**

VoIP, or voice-over-IP (Internet-Protocol), offers a better, more economical way to communicate with your Business partners, customers and vendors. VoIP systems use high-speed Internet connections to make and receive phone calls. If you're currently using an older analog Business phone system – especially for long distance and international calls – voice-over-IP can save you money while providing increased mobility for you and your staff. Canquest can examine your current needs and offer solutions to replace or enhance your existing Business phone system. Our VoIP packages include:

- One low rate for hardware, upgrades, service and support
- Unlimited calling in Canada and the US
- Competitive rates for International calling
- New features not available with traditional phone systems
- Migration of your old system over to Voice-over-IP
- Installation as well as ongoing maintenance



Involved in every element of modern business collaboration, Pragmatic strives to offer complete communication solutions to our customers. From audio conferencing to cloud video, our aim is to make it simpler and more cost effective to connect with colleagues and clients across the globe. Pragmatic has been working to connect people and organizations for over 10 years.

**By partnering with Pragmatic, members can enjoy a savings of at LEAST 25% off their current audio conferencing rate.**

Additional benefits include:

- 24/7 customer support (live answer times of 20 seconds or less)
- Dedicated Account Executive
- Customer care self-serve web portal
- Customizable billing
- Per second billing
- Integrated audio/web conferencing
- Free recordings and emailed invoices
- No contracts, commitments or monthly minimums!

In addition to audio conferencing, the Pragmatic portfolio offers a sliding scale of collaboration solutions, including:

- Web conferencing (Pragmatic's Web Pro and Adobe Connect)
- Webcasting
- Cloud video conferencing (including Blue Jeans and RP1Cloud)
- Conferencing hardware consulting and sales

We are conferencing experts, here to simplify, educate, and save you money! Contact your dedicate account rep today!

Mike Sanders  
1.866.746.5282

[mike.sanders@thinkpragmatic.com](mailto:mike.sanders@thinkpragmatic.com)

---

## Community Futures Development Corporation of Chatham-Kent

*Considering the restrictions levied by the Government with respect to the current Coronavirus situation and how they will have a detrimental effect on businesses, especially cash flow, Community Futures Chatham-Kent is offering to its clients:*

*A three (3) month deferral of payments based on the client's payment cycle ~ such payments will be added to the end of their current amortization schedule.*

*This deferral will require written confirmation from the client along with confirmation in writing from all guarantors where required.*

*For more information please contact us directly @ [peter.maguire@cfdcck.on.ca](mailto:peter.maguire@cfdcck.on.ca), [brenda.richardson@cfdcck.on.ca](mailto:brenda.richardson@cfdcck.on.ca) or [donna.pollock@cfdcck.on.ca](mailto:donna.pollock@cfdcck.on.ca) or call us during regular business hours 226-996-1234.*

*We are working on a more pro-active initiative as well. We will provide that information once it is available.*

*Here is an example of partners readying for their clients in r*

---

## Resources:

### Local

[Public Health Information on COVID-19](#)

[Workplace Information](#)

[Chatham-Kent Economic Development](#)

[Business Credit Availability Program](#)

### Provincial & Federal

[Ontario Chamber of Commerce – COVID-19 Preparedness Toolkit](#)

[Canadian Chamber of Commerce – Pandemic Preparedness Guide for Business](#)

[Government of Canada Support for Small Businesses](#)

[Canada's COVID-10 Economic Response Plan](#)

[Wage subsidy for Businesses](#)

[Chamber Plan Ontario](#)

---