



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

Dear Members and Associates:

Last night I received saddening news. My cousins in-law passed after a short battle with COVID-19. Another cousin is supporting a friend who was denied business support, as the government had ‘run out of money’. These were very upsetting messages, especially when I was supposed to be ‘electronically shut down’ in effort to clear my mind (per my evening ‘Bedtime Reminder’). Lying there in the dark, I thought to how lucky we are to live in Canada. My cousins do not. Our health care and government leaders are looking out for every Canadian person and business. I know I’ve said time and again, the federal and provincial governments are always tweaking and, I believe, will continue to do so until we stand strong, outside & together. It may seem like a long stretch, but well worth taking the stance.

Overall, I feel safe. People are listening. Staying distanced isn’t just a catch phrase, people are living it. As I made my weekly visit to the grocers early this morning, I was pleased to see the majority of fellow shoppers were carefully masked, respectfully staying distanced and, in leaving, showing appreciation to the employees that are keeping carts and aisles sanitized. A simple task in past, is now, not so simple. We are all making every attempt to ‘get this right’, so that we only do this once. In speaking for all of us, I’m certain we never want to do ‘this’ again. We are gaining a greater understanding and respect for all the grocery store employees, health care workers and the many others that are so diligently stepping up for us. Thank You.

We will be sending Member Survey #2 very soon in effort to understand where you and your business lies at this point in time during the COVID-19 crisis. Please respond when invited. Your help will assist in our forming our help and efforts.

Friendly reminder of our inaugural “*Physically Distanced, Socially Connected BYOB Happy Hour*” (or ...Business and Positive Connecting Hour ?) tomorrow, Wednesday, from 4:00 – 5:00 p.m., registration details below. We’ll host through Zoom on a weekly basis as we connect from a distance and look forward to the ‘in person’.

I know I have been reminding you to take the [Canadian Survey on Business Conditions \(CSBC\)](#) and here it is again... deadline has been extended to this Friday, April 24th.

As always, this information, and that below, is for sharing, in caring. Please Stay Safe, Distanced and Connected.

Yours in Prosperity, *Gail Hundt* / President & CEO gail@chatham-kentchamber.ca

Visit the *Canadian Business Resilience Network* at 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



Physically Distanced, Staying Connected

BYOB HAPPY HOUR

Wednesday, April 22nd, 2020

4:00 – 5:00 p.m.

Chamber Members Only

Please note this event has a maximum of 20 participants
Credentials will be provided after registering for the event

[REGISTER HERE](#)



Presented in part with the generous support of  

Join the Ontario Chamber of Commerce on April 23 for a webinar on Cross-Border Transportation during [#COVID19](#) with Mark Fisher, President and CEO of the [Council of the Great Lakes Region](#), Rakesh Naidu, President & CEO of the [Windsor-Essex Regional Chamber of Commerce](#) and John Tory, Director of Business Development, [Air Canada](#).

[Register now](#)

Funding For Indigenous Businesses And Financial Institutions

The government is providing up to \$306.8 million in funding to help small and medium-sized Indigenous businesses and to support Aboriginal financial institutions that offer financing to these businesses. The program will be provided through Aboriginal financial institutions and administered by the National Aboriginal Capital Corporations Association and the Métis capital corporations, in partnership with Indigenous Services Canada. [More Information](#)

Canada – U.S. Land Border Restrictions Extended

On Saturday, April 18, it was announced that restrictions on travel across the land border between Canada and the U.S. would be extended until May 20. The current restrictions remain in place. [More Information](#)

WellCan™

We have partnered with Morneau Shepell and 20 of Canada's leading business organizations to launch WellCan™, a free collection of digital resources to support the mental health of all Canadians during COVID-19. Through the growing collaboration of organizations, WellCan™ addresses mental health challenges brought on by COVID-19 through an extensive database of information and tools. [More Information / Download The App](#)

As discussed, in keeping with client needs and industry trends the Chambers Plan will announce to clients through plan administrators tomorrow, premium adjustments designed to assist Chambers Plan clients.

Recognizing reduced access to services and to help our clients we are pleased to provide a reduction of 50% of dental, and 10% of extended health premiums to all firms, retroactive to April 1. The firms will not be required to take any actions the credits will be processed automatically with the May billings.

This is not a rate change and will not be captured in billed premium statements. It will however be reflected in the experience reports and renewal calculations. It's also important to note there will be no change at this time to advisor compensation or chamber admin fees from the credit received.

These adjustments are a temporary measure and will continue to be applied as the Chambers Plan further evaluates claims. If the experience dictates a reduction at month end it will continue to be applied retroactively as deemed necessary. The background landscape and plan experience will continue to be monitored and the premium reduction may be amended or discontinued as the situation evolved.

If you have any questions please let us know.

Regards
Brett Tanner
Marketing Director – Ontario

As a member of the Canadian Chamber of Commerce, you are invited to participate in the following webinar:

In partnership with



During the COVID-19 crisis, you may be figuring out new pathways for your business operations. What used to be picked up at the door, now needs to be shipped across town or farther away.

That's why we are offering this webinar. With products to deliver to their customers, what is the most efficient reliable and cost-effective way of getting those goods to their buyers? Delivery needs vary as do the needs for parcels and pallets.

On April 24 at 2 p.m. ET, we are hosting a webinar with our Essential Business Partner (EBS), Freightcom. Freightcom is our shipping specialist. During this webinar, their team will provide an overview of the services they provide for deeply discounted rates with North America's top shippers.

[Call-In Details](#)

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

[Date And Time](#)

Friday, April 24
2:00 p.m. - 3:00 p.m. (ET)

[Register Now](#)



BDC Advisory Services

The Business Development Bank of Canada (BDC) is a financial institution that offers innovative and flexible financing solutions



and consulting services dedicated to entrepreneurial business.

Our national network of experienced consultants provides professional services to businesses in all industries.

With our insight and advice, clients develop greater capacity for growth, profitability and innovation, and strengthen their competitive edge.

We help our clients make the best investment decisions for their businesses and get measurable results. An independent economic impact study found that BDC clients using both financing and consulting services performed even better than non-clients, with up to 25% higher sales growth and 13% higher productivity growth.

BDC helps Canadian businesses through good and challenging times. We are the only bank devoted exclusively to entrepreneurs.

Our solutions are designed to help you:

 Manage your business	 Increase revenues	 Reduce costs
Manage your business <ul style="list-style-type: none">→ Strategic Planning→ Advanced Financial Management→ Advisory Board→ Leading Change in Small Business→ Financial Management for Small Business→ Strategic Planning for Small Business Human resources <ul style="list-style-type: none">→ HR Growth→ Human Resources for Small Business	Sales and marketing <ul style="list-style-type: none">→ Sales and marketing for small business→ Market intelligence→ Brand influence→ Website power→ Promotion results→ Sales impact→ Plan for revenue growth International growth <ul style="list-style-type: none">→ U.S. market entry plan→ International growth potential→ International market selection	Operational efficiency <ul style="list-style-type: none">→ Operational optimization potential→ Essential optimization projects→ Advanced optimization projects Certification <p>Certification support (ISO 9001, ISO 9001:2015 revision, ISO 14001, GFSI, HACCP, occupational health and safety)</p> Technology consulting <ul style="list-style-type: none">→ Technology investment plan→ Technology action plan→ System selection support→ Technology contract review

High-impact firms

You run a successful mid-sized company and want to take it to the next level? Our team of experts can help you grow your business faster and better, while also preparing you for the next phase of development.

BDC can finance the cost of consulting fees.

For more information, visit bdc.ca

BDC has launched a few tactical programs, where several business owners have already taking advantage of these programs. A quick list:

• **Online Sales Optimization** – we are helping business owners quickly audit their online marketing and sales channels and build a short-term plan. We are also supporting the implementation of the proposed initiatives laid out in the plan.

• **Operations Management**

- Operations & Cashflow resiliency plan for COVID-19 – this is an integrated look at operations and cashflow management. We are helping business owners identify critical resources and assess operational risks based on demand monitoring and cashflow viability.
- COVID-19 Operations Risk Mitigation Measures in the Workplace - adapt workplace organization to meet new Covid-19 public health guidance while enabling continued operations/production through managed risk and absenteeism.

• **Growth Driver Program** (for companies affected by the COVID-19 crisis): In addition to our standard offering, we have established a modified version of the GDP program to help high growth companies particularly impacted by the present crisis. Some of the focus areas include crisis management, potential pivoting of core business, securing and stabilizing the business during the near term and growth opportunity planning for recovery.

Also, keep in mind existing mandates; Strategic planning and cash flow/financial management offerings will be important discussions to have as the clouds part and businesses get back on track.



Great news! The discount for the Chamber UPS Canada shipping program has increased to 50%

Make the most out of your Chamber membership and take advantage of some of the most competitive rates available on shipping services with the UPS Members Benefit Program. We're excited to share this opportunity with you and enhance our members' savings through UPS*. Visit www.membersbenefitprogram.com/CKChamber or call 1-800-MEMBERS (1-800-636-2377), M-F, 8 a.m. – 5 p.m. EST. and see how you'll save!



DID YOU MISS ONE OF THE OCC WEBINARS?

You can find a full list of their webinars [here](#)

DEADLINE EXTENDED to April 24th: Act Now: Participate In The Canadian Survey On Business Conditions



The Canadian Chamber of Commerce has collaborated with Statistics Canada to better understand the impact of the COVID-19 pandemic on business. If you're a Canadian business owner, please take a few minutes to complete this survey

[TAKE THE SURVEY](#)



Resources:

[Local](#)

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

[Workplace Information](#)

[Chatham-Kent Economic Development](#)

[Community Futures CK](#)

[Business Credit Availability Program](#)

Provincial & Federal

[Canadian Business Resilience Network](#)

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

[Wage subsidy for Businesses](#)

[Chamber Plan Ontario](#)

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

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

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