



**FREDERICTON
CHAMBER
OF COMMERCE**

— The Voice of Business —

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9 February 2018

Matt DeCoursey, MP
494 Queen Street (Main Office)
Suite 300
Fredericton, New Brunswick
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Dear Mr DeCoursey,

We are writing to you today to draw your attention to a document recently released by the Canadian Chamber of Commerce and the Fredericton Chamber of Commerce - *10 Ways to Build a Canada that Wins*. We are copying MPs Ludwig, Harvey and Lockhart as we know they are close collaborators and their ridings are impacted by the Greater Fredericton economy.

A strong and prosperous Canada depends on business growth, but businesses are grappling with daunting challenges—economic, political and technological—at home and abroad. The Canadian Chamber network, comprised of chambers of commerce, associations, large corporations and small businesses, has identified 10 opportunities Canada can seize right now to sharpen its competitive edge, improve its productivity and grow its economy.

Canada continues to possess important advantages, including its rich resource inheritance, the skills and industry of its citizens and its proximity to the world's richest market. With imagination and plain hard work, we can translate these advantages into business success that will benefit every Canadian family.

10 Ways to Build a Canada that Wins

Make Canada a Magnet for Business Investment

We need a policy environment in Canada that makes this country the preferred location for businesses to invest, employ, export from and grow.

Ensure a Globally Competitive North America

The growth potential of Canadian business depends not only on our domestic policy environment, but our access to business opportunities and capabilities across North America and around the world. We need to expand and streamline business access to resources as we eliminate barriers to trade.

Make Canada an Agri-food Powerhouse

Canada's agriculture and agri-food sector has a strong and well-earned reputation. In order to make



Canada a global leader in high-value food production and exports, we need a national vision and clear objectives for an agri-food cluster development strategy, a supportive regulatory environment and an increased capacity to export.

Develop Agile Workforce Strategies

Agile workforce policies are vital in ensuring Canadian businesses can acquire the skill sets they need to compete and grow. To this end, Canadian businesses need easy access to comprehensive market information and to programs and policies that support diversity and labour mobility. Our workforce must also have access to formative and life-long learning opportunities in essential skills and basic science, technical, engineering and business education. Only then can we attract the best and brightest from all over the world.

Make all of Canada an Export Gateway

Trade is the linchpin of the Canadian economy. We can enhance the competitiveness and growth potential of Canadian businesses by building on the gateways and corridors modeled to make strategic, sustainable and long-term improvements in Canada's trade infrastructure. It is time for us to create a single, unified and efficient trade-enabling network.

Improve Regulatory Efficiency, Achieve Regulatory Alignment, and Ensure the Unrestricted Movement of Goods and People across Canada

The elimination of trade barriers and unnecessary regulatory differences across Canada could add as much as \$130 billion to Canada's GDP by freeing trade and commerce within our own internal markets. Through incentives for regulators, we can concentrate on the big picture: nationally aligned standards and regulations that work for all, instead of a patchwork of regional rules.

Help SMEs Trade and Grow

Canada's economic prospects depend in large part on the vitality and growth potential of small- and medium-sized enterprises. We can support our SMEs through tax policies that reward entrepreneurship, regulatory policies that take their reality into account and by giving them easier access to government contracts and international opportunities.

Provide Opportunities for Business Development to Support Self-determination for Indigenous Peoples

The economic and social benefits of encouraging greater and more inclusive participation by Indigenous peoples in employment and business development opportunities are shared by all Canadians. This includes a supportive tax and regulatory environment, access to new business opportunities, government programs that provide meaningful supports, and ready-access to education and training, leading to employment, apprenticeship and mentorship programs.



Make Canada a Global Innovator

Canada can retain its status as an advanced economy only if its businesses are world leaders in the development and application of new and advanced technologies. Canadian businesses need to be connected to the broadband infrastructure, research expertise and technology resources they require. Intellectual property and other regulatory regimes also have to be supportive and allow for easier R&D, development and, ultimately, commercialization.

Make Canada the World's One-stop Shop for Green Resources and Technology

The application of new technologies and production processes is vital if Canada is to meet its goals for reducing carbon emissions and improving the quality of its environment while at the same time sustaining economic growth. This requires support for resource-based technology business clusters and the incentives and support programs Canadian technology companies need to be able to do business with global resource companies and engineering and procurement firms.

We have attached a copy of *10 Ways to Build a Canada that Wins*. The Fredericton chamber would welcome the opportunity to discuss one or all of them—and how we can work together—with you.

Sincerely,

A handwritten signature in black ink, appearing to read 'Keir Clark'.

Keir Clark
Scotia Wealth Management
President, Fredericton Chamber of Commerce

A handwritten signature in black ink, appearing to read 'Krista Ross'.

Krista Ross, CEO
Fredericton Chamber of Commerce

cc: Karen Ludwig, MP, New Brunswick Southwest
cc: TJ Harvey, MP, Tobique-Mactaquac
cc: Alaina Lockhart, MP, Fundy Royal
cc: Perrin Beatty, President and CEO, Canadian Chamber of Commerce