



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

Dear Members and Associates:

I want to thank you for continuing reading the e-communications and updates, and sincerely appreciate the positive feedback we are receiving :) Although our news is addressed to Members and Associates, it, by all means, is open to sharing to others. If you have clients, or fellow business, that can benefit from these information pieces, please share! Much of the information we include is for all business to advantage of, the sources of funding, education webinars and sessions are open to all, in efforts to ease through the challenges of COVID-19 and help see all CK business through to gained prosperity. The more access to information is made, the healthier and timely our Chatham-Kent business will be!

Like you in your business we, too, are looking at means of doing business differently. Now, I just talked about sharing, yet, am unveiling a new program for Members Only. Our inaugural “*Physically Distanced, Socially Connected BYOB Happy Hour*” will be held next Wednesday, April 22nd. Details below. We will be hosting and connecting through Zoom on a weekly basis and as we manage through, may be tweaked for added inclusion as we learn from experience and input.....just like government funding reliefs! As the planning is to host for the interim during these estranged times.....who knows, this may become a regular offering.

I am certain that, once the doors open, there will be plenty of unique tools for ‘doing business’ that will keep on..... Sometimes beating a challenge forces creativity, and can be a positive in the end. We look forward to keeping connected.

This morning was the session with Mayor Canniff on Economic Recovery of Chatham-Kent. For those that may have missed the event, an attendee outline is below, the presentation slide deck is attached and the participation links remain open for input until Monday morning. I encourage you to review and contribute.

As always, stay safe, distanced and connected. Yours in Prosperity, *Gail Hundt* / President & CEO gail@chatham-kentchamber.ca Today is the last date to contribute your input to the [Canadian Survey on Business Conditions \(CSBC\)](#)

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](#)

Follow-up to the Mayor's Economic Recovery Task Force Discussion

As a follow-up to the 'virtual' interactive discussion this morning, I want to thank you for your active participation on technology new to us. This is certainly a unique way to engage and does have its challenges, but a great opportunity to hear from you. A few notes for moving forward:

- You can continue to give your insights and feedback to the questions asked by clicking on the following links. We will keep these open until Monday am.
 - Q1 – What has been the impact of COVID-19 on your business and you?
 - <https://my.thoughtexchange.com/460493471>
 - Q2 - What would you like to see happen next to support businesses mitigate the impact of Covid-19? Consider both the role of the Municipality and Community.
 - <https://my.thoughtexchange.com/347967534>
- If you are interested in being part of the Mayor's Economic Recovery Task Force complete this short survey: <https://www.surveymonkey.com/r/taskforcemayor> by Monday at noon.
- The intent is that each sector group will quickly connect to review the following items;
 - Assess sector needs, and
 - Identify how businesses, networks, municipality, provincial and federal government can help CK's economy.
- Early next week you will all receive an email from me with a link to read a report summarizing the results of the interaction that occurred today. All your thoughts and ideas will be reviewed and used in the sector group discussions.
- A common theme that emerged was stress, in dealing with what a 'new normal will be', when business can open and significant financial pressures. Please know that while we can't take those away, we care and are here to talk. CK Public Health at www.ckphu.ca has both mental wellness resources and health links related to COVID-19.
- The Economic Development department is providing one-on-one support to business to help access grants, supplies, resources and training. You can learn more at www.investck.ca
- If you would like the slide deck please let me know.

Please reach out with questions to myself or John.Norton@chatham-kent.ca



Check out the latest resources and available government assistance for business here: <https://www.canadianbusinessresiliencenetwork.ca/>

What is the Canada Emergency Business Account (CEBA)?

To ensure that small businesses have access to the capital they need to see them through the current challenges, the Government of Canada has launched the new Canada Emergency Business Account, which has been implemented by eligible financial institutions in cooperation with Export Development Canada (EDC).

This \$25 billion program provides interest-free loans of up to \$40,000 to small businesses and not-for-profits, to help cover their operating costs during a period where their revenues have been temporarily reduced, due to the economic impacts of the COVID-19 virus.

This will better position them to quickly return to providing services to their communities and creating employment.

Repaying the balance of the loan on or before December 31, 2022 will result in loan forgiveness of 25 percent (up to \$10,000).

[Learn More](#)



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*. See how you'll save:

Small Package Services

- 50% off shipments within Canada
- 50% off shipments to the U.S.
- 50% off shipments to worldwide destinations

- 50% off imports into Canada

Freight Services

- Savings start at 75% off heavyweight, LTL (Less-than-Truckload) shipments over 150 lb.

Also Included

- 30% off brokerage entry preparation fees
- FREE Automatic Daily Pickup (Weekly service charge waived)
- FREE UPS On-Call Pickup®
- FREE UPS Access Point® Locations within Canada
- FREE Freight Collect 3rd Party Service (Surcharge waived)

Plus, UPS is committed to providing value that goes beyond cost and on-time delivery. Customized solutions and reliable services for shipping, tracking and billing drive greater efficiency and streamline internal processes.

Put logistics to work for you. You can receive these discounts even if you already have a UPS account. It's free to sign up and there are no minimum shipping requirements. To enroll and start saving, visit www.membersbenefitprogram.com/CKChamber or call 1-800-MEMBERS (1-800-636-2377), M-F, 8 a.m. – 5 p.m. EST.



As a member of the Chatham-Kent Chamber of Commerce you can SAVE MONEY with these GREAT Value Added Programs offered by the Canadian Chamber of Commerce and Ontario Chamber of Commerce.

Shipping Discounts ~ Insurance Plans ~ Employee Benefit Plans ~ Gas Discounts & Great Rates for Visa/Mastercard



Check out these Value Added Programs TODAY [click the logos for more information!](#)

Business Development Bank of Canada

FINANCING FOR SMES

BCAP SME Loan and Guarantees Program

The breadth of the business cash crunch and the speed with which it took hold resulted in an unprecedented demand for financial assistance. To get capital out quickly and efficiently, BDC and EDC launched the new Small and Medium-sized Enterprise Loan and Guarantee program (BCAP) that will enable up to \$40 billion in additional lending. Under BCAP,

- SMEs can get support through a new Co-Lending Program that will bring the BDC together with financial institutions to offer term loans to businesses for their operational cash flow requirements. Eligible businesses may obtain incremental credit amounts up to \$6.25 million, 80 per cent of which would be provided by BDC, with the remaining 20% by a financial institution.
- EDC will also provide a guarantee to financial institutions so that they can issue new operating lines of credit of up to \$6.25 million to small and medium-sized businesses. These will be 80 per cent guaranteed by EDC, to be repaid within one year.
- Eligible companies could obtain up to \$12.5 million through these two lending streams.

Financial institutions across the country are also able to give a loan under the new Canada Emergency Business Account (CEBA). CEBA is a \$25 billion program providing government-backed interest-free loans of up to \$40,000 to small businesses via eligible financial institutions. If repaid by December 2022, 25% of the loan is forgivable. All legal businesses will now be eligible for BCAP and CEBA. Businesses in the cannabis sector, those in the hospitality sector including restaurants, bars, pubs and lounges, for example, are all included under BCAP. It means that all legal businesses can access BCAP financing via their financial institutions. We are encouraging all businesses in need of a loan to see their financial institution to benefit from these new products.

BDC Direct Lending to SMEs

On March 11, BDC launched the first of a three-wave business survey to inform our response measures to the COVID-19 pandemic. The top two actions deemed most helpful from over 1100 business owners surveyed were to create a COVID-19 relief loan and offer payment postponement.

Very early in the crisis, BDC offered its existing clients immediate relief through a payment postponement. We have postponed principal payments for over 22,000 clients that have requested it. BDC also introduced its COVID-19 response working capital loans.

- Working capital loans of up to \$2 million with flexible terms and payment postponements for up to twelve months for qualifying businesses;
- Postponement of payments for up to six months, free of charge, for existing BDC clients with total BDC loan commitment of \$1 million or less;
- Reduced rates on new eligible loans.

BDC has increased the credit risk taken on the COVID response working capital loans and streamlined its processes. We also significantly reduced the interest rates on these loans, and we are pricing these slightly above bank rates, to remain complimentary to the market, as well as to channel demand to the financial institutions and BCAP. In addition, we waived all fees associated with our COVID-19 working capital loans.

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, brenda.richardson@cfdcck.on.ca or 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.



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](#)

[Canadian Business Resilience Network](#)
