



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

Dear Members and Associates:

My thoughts are with the community of Portapique, N.S. as they mourn the losses of so many. There are no words than can express my sympathy and that of our Chamber of Commerce, beyond, I am sorry and our hearts hurt for everyone that has been, and may be, affected by this terrifying happening. Our most sincere condolences.

Readers, I am taking time to hold your family close in your thoughts and treasure them through your words. Now, more than ever, we need to count on one another for support, a simple phone call, email or a Facetime can make a difference. Times can be challenging and our best asset is each other.

Past Friday, I participated on a webinar offered by the Ontario Chamber of Commerce ‘Mitigating your Cybersecurity Risk During COVID-19’. The link is enclosed, and recommend you take the opportunity to view. The insight is relevant and advice is valuable. Then, follow up with a local company that can assist you in your needs. The Canadian Chamber is offering a complimentary webinar this Friday with Freightcom. If you've decided that ecommerce is an option for your business as you get through the COVID-19 crisis and, later beyond, this e-session is for you, helping you with shipping options and cost effective means of delivery. Registration is below.

Friendly reminder of our inaugural “*Physically Distanced, Socially Connected BYOB Happy Hour*” (or ...Business and Positive Connecting Hour ?). The event is Wednesday, April 22nd 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 \(CSBC\)](#) Good news, the deadline has been extended once again, to this Friday, April 24th.

As always, 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](#)



The Government of Canada announced funding for several programs, which will in turn create funding for jobs and provide access to funding for businesses.

For the energy industry:

- \$1.7 billion in funding to cleanup orphaned oil wells
- \$750 million for the Emission Reduction Fund for methane reduction
- Continuing work with EDC and BDC to provide credit to medium-sized energy companies

For small businesses that may not qualify for the CEBA and the wage subsidy:

- \$962 million to regional development agencies and the Community Futures Network
 - \$250 million to the Industrial Research Assistance Program and \$20 million to Futurpreneur Canada
- \$500 million to Canadian Heritage to support people working in arts, culture and sport

Shopify Webinar

We hosted a webinar yesterday with Shopify to help Canadian businesses move their operations online as well as explore the resources and ecommerce tools that are available through Shopify.

If you missed it, you can still access the recording!

[Listen Now](#)

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

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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

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](#)



Watch Now: Mitigating Your Cybersecurity Risk During COVID-19

The Ontario Chamber of Commerce hosted a webinar on mitigating your cybersecurity risk during COVID-19.

We were joined by Charles Finlay, Executive Director of Rogers Cybersecure Catalyst, Ryerson University, Dan Mathieson, Mayor of Stratford and Mark Falbo, President & CEO, Mircom Group of Companies who discussed what your organization needs to do to defend and protect your enterprise.

[Click here to watch](#). We encourage you to share on [Twitter](#), [Facebook](#) and [LinkedIn](#).

[Watch now](#)



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](#)
