



**CANADIAN FEDERATION
OF INDEPENDENT BUSINESS**

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Presentation to Standing Committee on International Trade

Study on foreign relations and international trade

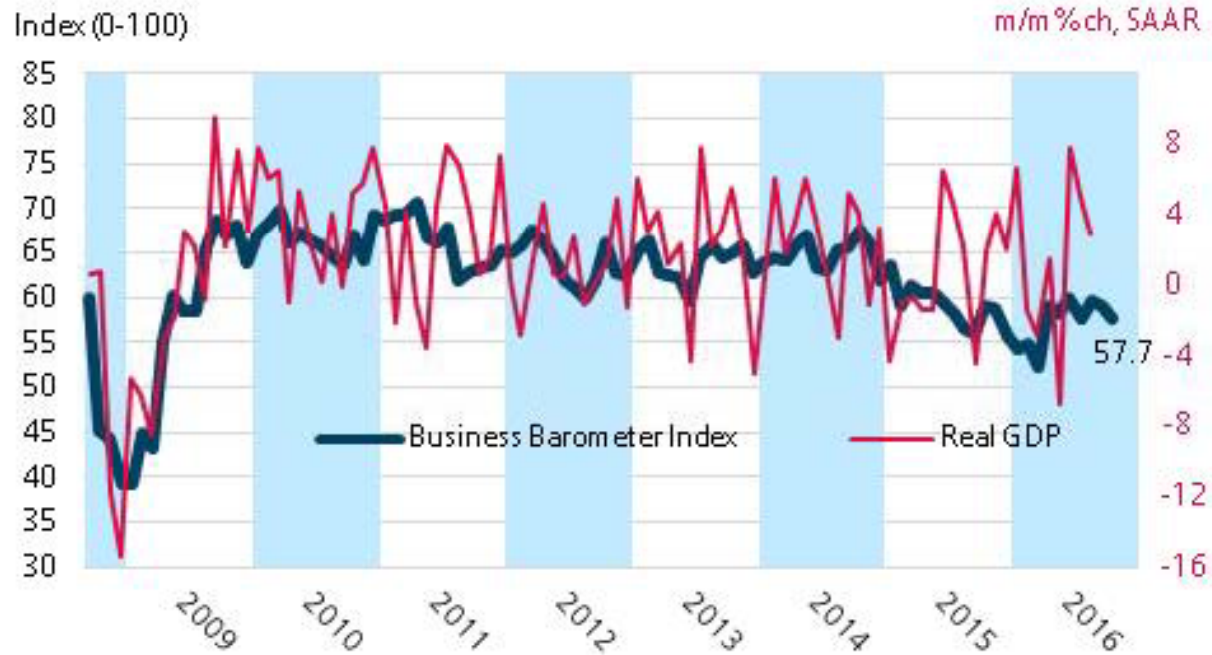
November 2, 2016

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Director, National Affairs

About CFIB

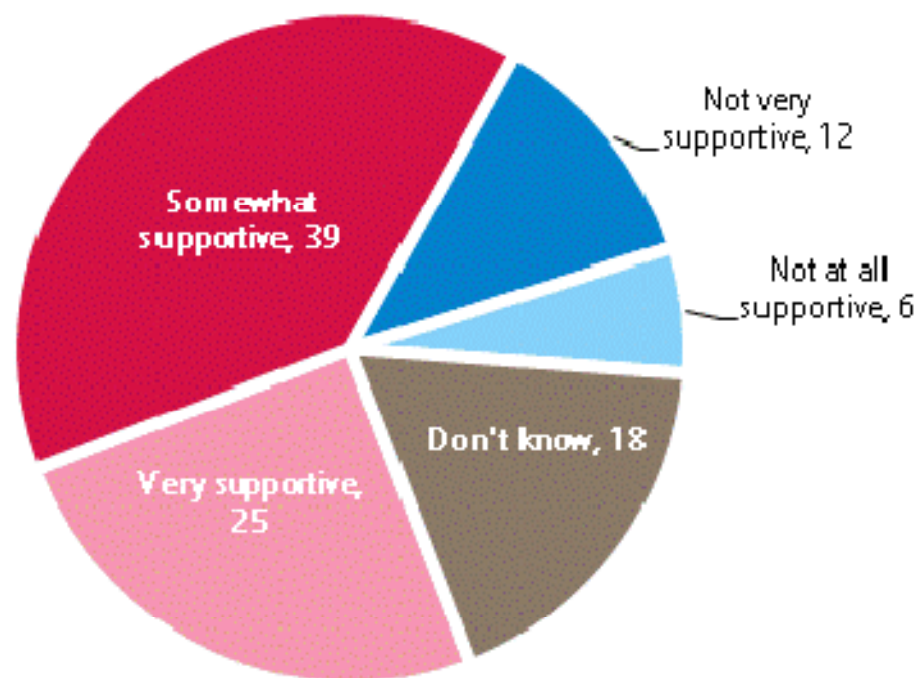
- Represents independent business
- 109,000 business members across Canada
- Non-partisan, Not-for-profit organization
- Deals with federal, provincial and municipal issues
- Represents all sectors, all regions

October Business Barometer



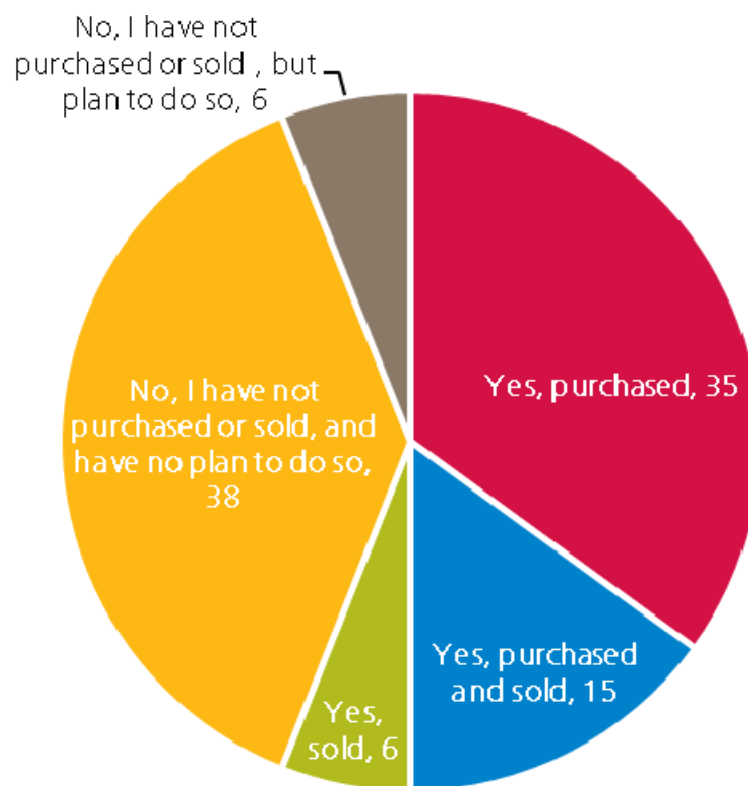
Source: CFIB, *Business Barometer*, 651 responses, October 2016

What is your level of support for international free trade agreements (e.g. CETA, TPP, etc.)? (% response)



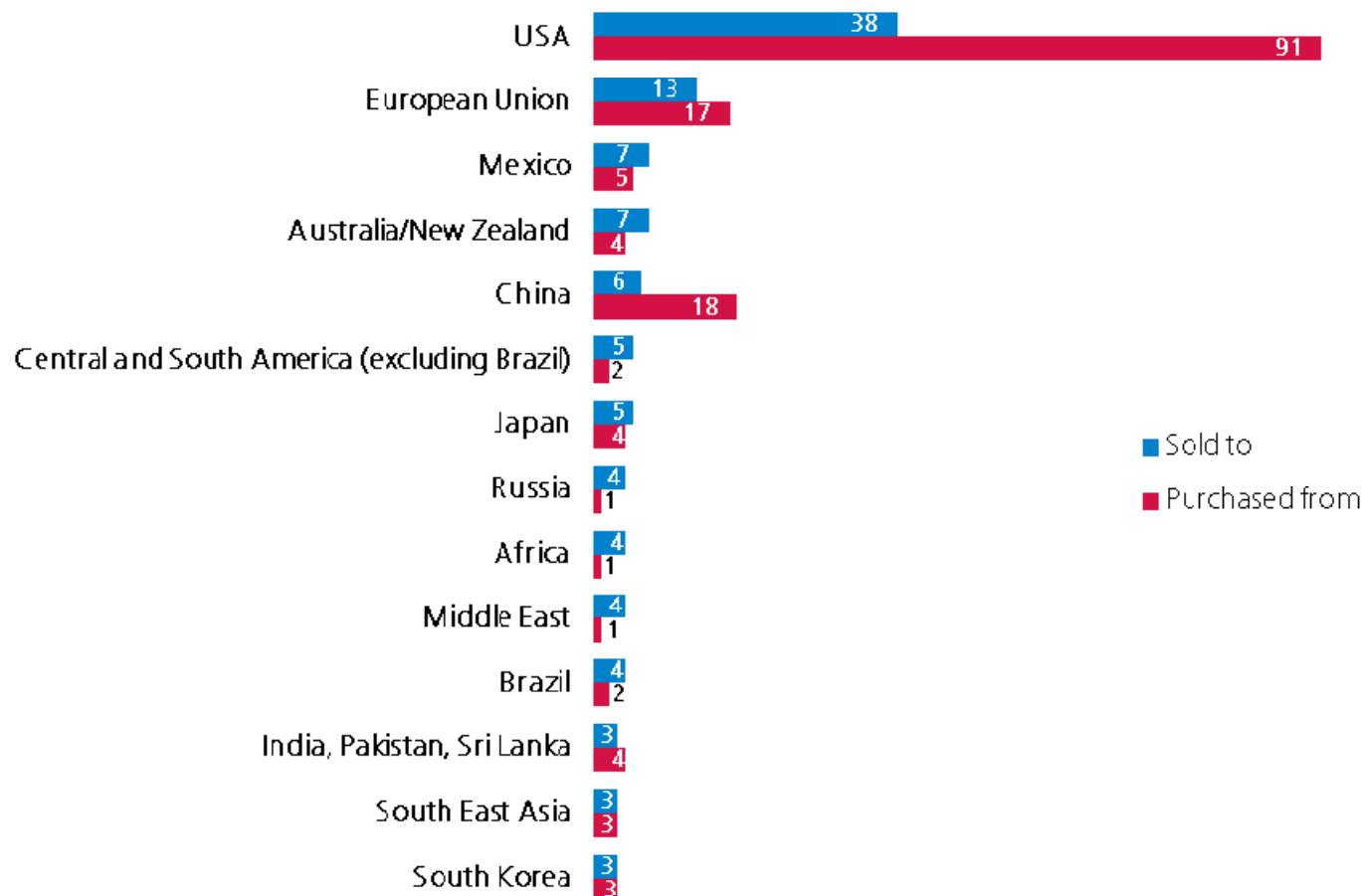
Source: CFIB, 2017 Federal budget survey, 6,362 responses, September 2016

During the past three years, did your business purchase from and/or sell to countries outside of Canada? (Goods and/or services) (% response)



Source: CFIB, *Technology, Innovation, and Trade Survey*, March 2012, 7,797 responses

If you have traded during the past three years, with which market? (% responses)



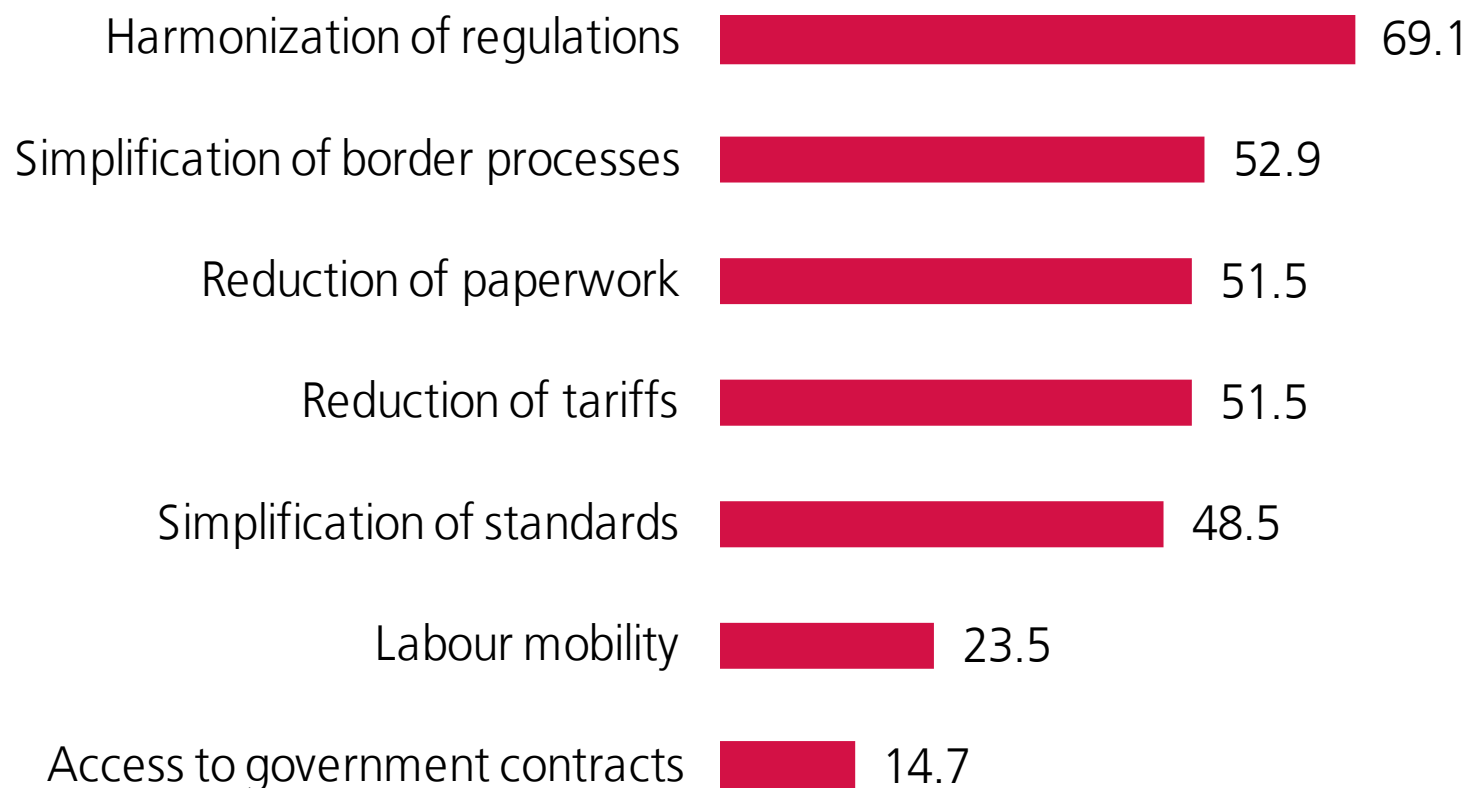
Source: CFIB, *Technology, Innovation, and Trade Survey*, March 2012, 7,797 responses

If your business has not sold goods and/or services to countries outside of Canada, nor has any plans to do so, what are the main reasons? (% response)



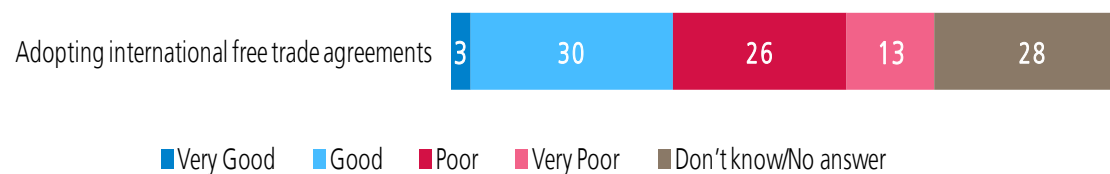
Source: CFIB, *Technology, Innovation, and Trade Survey*, March 2012, 7,797 responses

Which of the following priorities should the proposed ... free trade agreement address to benefit your business?



Source: CFIB, results of 2011 Canada-European Union Trade Survey, April 2011

How do you rate the performance of the current federal government on the following? (% response)



Source: CFIB, 2017 Federal budget survey, 6,362 responses, September 2016

Summary

- ▶ Strong majority of SMEs support free and fair trade
- ▶ Many SMEs will benefit from CETA and the TPP
- ▶ Some, including supply managed producers and small auto-parts manufacturers, may have strong concerns
- ▶ Ensure that any economic harm to supply managed producers as a result of the trade deal be compensated
- ▶ Encouraged by dedicated SME chapter but action must follow so that small firms can see and feel the difference on the ground.