



# Access to skilled workers and North American supply chain resilience top concerns of executives leading US enterprises in Canada

Jan. 13, 2022 11:00AM (Toronto) – The latest **American Chamber of Commerce in Canada (AMCHAM Canada) ‘American Investment in Canada Index,’** conducted by Nanos and presented by PNC Bank, suggests that executives of US enterprises have a series of concerns about doing business in Canada. Three of five (61% ) executives ranked access to skilled workers to fill jobs and another 21% had North American supply chain resilience as their top concerns.

“The spread of the Omicron variant adds a new level of complexity to the challenges facing the Canadian economy, especially around the difficulty of reliably delivering goods to businesses,” said David Olsen, regional president for PNC Bank in Canada and vice chair of AmCham Canada. “Additionally, survey participants emphasized the importance of access to skilled labour as well as measures to support the supply chain to facilitate their continued investments in Canada.”

The research also shows a decline in sentiment on the outlook of the Canadian economy with less than one in two participating U.S. business executives saying that the Canadian economy will become stronger in the next six months (45% in December 2021 compared to 65% in April 2021). Executives are also split on whether they believe the future of the Canadian economy is moving in the right direction (37%) or wrong direction (32%).

Tracking on the activities of major U.S. enterprises in Canada suggests there was an uptick in sales during the past six months when the coronavirus was not spreading as fast. Despite declining sentiment on the outlook of the Canadian economy, almost three in five U.S. business executives in Canada (58%) reported an increase in their sales in Canada over the past six months. Additionally, about three in four U.S. business executives in Canada (74%) expect their sales in Canada to increase in the next six months, the highest recorded level since the research began in 2017.

“Reports on sales showed an interim sweet spot,” according to Chief Data Scientist, Nik Nanos. “After reporting a decline in the first part of the pandemic, for the period in the latter part of 2021 with the pandemic under relative control, major U.S. enterprises reported increased revenue. However, with the resurgence of the pandemic, concerns about access to skilled workers and supply chain resiliency are on the radar as risks.”

The AmCham Canada-Nanos Research ‘American Investment in Canada Index,’ presented by PNC Bank, provides a semi-annual measure of business sentiment among U.S.-owned

PRESS RELEASE



businesses operating in Canada. The purpose of the initiative is to gauge the business and investment climate in Canada from the perspective of executives leading American enterprises in Canada. The COVID-19 pandemic continues to influence business sentiment including top concerns for conducting business in Canada, the direction of Canada's economy, business investment environment, perceived sentiment regarding sales and employment and a special component on environmental policies.

Wave six of the findings are based on an online survey between Nov. 5, and Dec. 13, 2021, of 38 senior executives of U.S. businesses operating in Canada representing a combined total global revenue of \$788.9B CAN and a total combined Canadian revenue of \$44.8B CAN. The full report with data tables can be found at [www.amchamcanada.ca](http://www.amchamcanada.ca) or [www.nanos.co](http://www.nanos.co).

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Access to skilled workers to fill jobs and the resilience of the North American supply chain ranked as most important concern when it comes to conducting business in Canada for US business executives.



## About the AmCham Canada-Nanos US Investment in Canada Index

The AmCham Canada-Nanos Research have partnered to monitor and measure business sentiment among U.S.-owned businesses operating in Canada. The purpose of the initiative is to gauge the business and investment climate in Canada from the perspective of executives leading American enterprises in Canada.

For more information, visit <http://www.amchamcanada.ca/> or [www.nanos.co](http://www.nanos.co)

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# Key Findings



## **VIEWS ON STRENGTH OF THE CANADIAN ECONOMY IN NEAR FUTURE STEADIES**

Views of participating US business executives on the strength of the Canadian economy in the next six months steadies after 15-point increase in April 2021. This comes after a decrease from 2017 to 2019.



## **SENTIMENT ON BUSINESS INVESTMENT ENVIRONMENT ON THE RISE**

Sentiment on the current business investment environment begins to rise after reaching lowest recorded level in April 2021. Participating US business executives are split on whether the current business investment environment is positive or negative.



## **TOP CONCERNS FOR CONDUCTING BUSINESS IN CANADA**

Participating US business executives rank access to skilled workers to fill jobs and the resilience of the North American supply chain as their most important concern when it comes to conducting business in Canada.



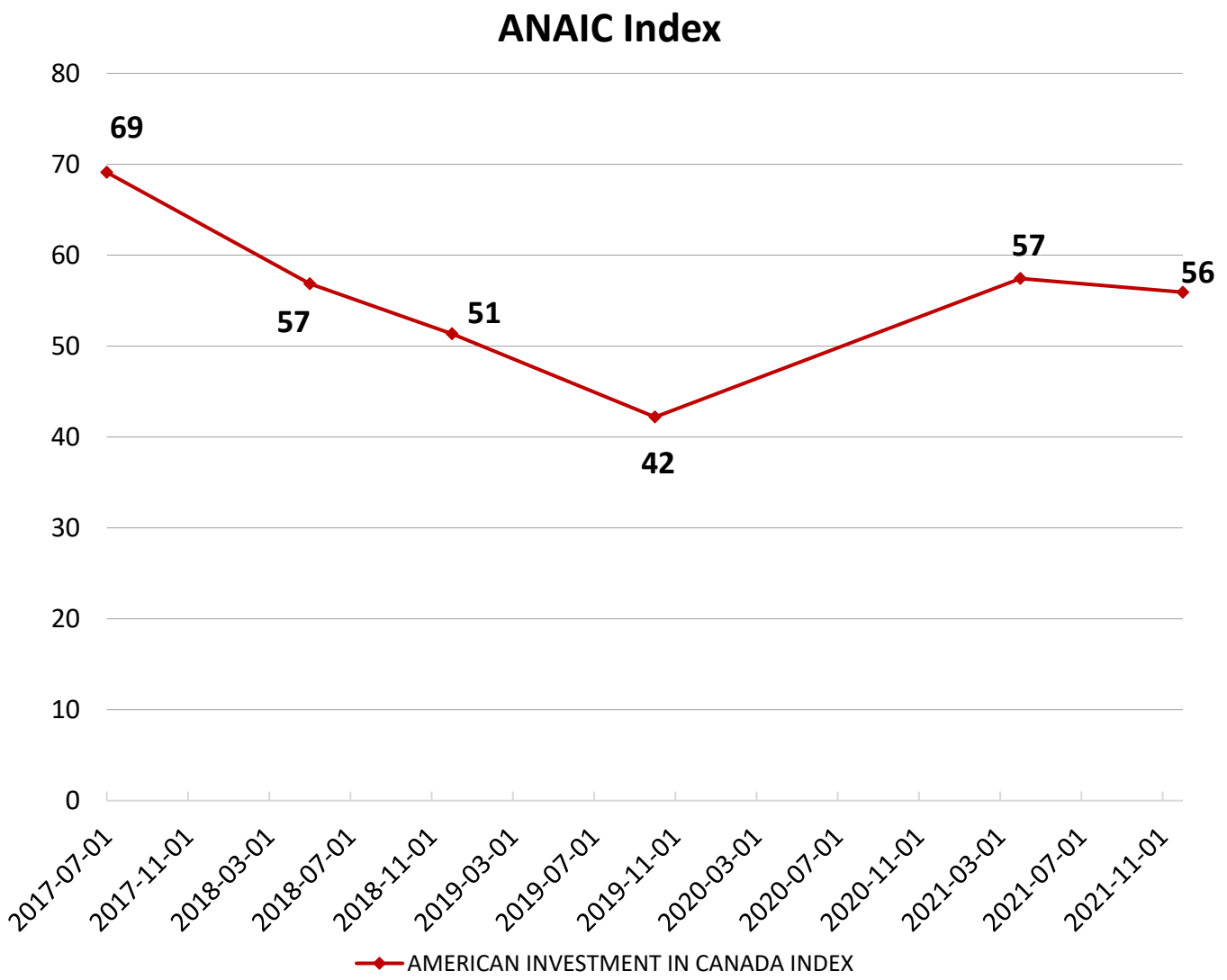
**NANOS**



# ANAIC Index



# The AmCham-Nanos American Investment in Canada Index (ANAIC Index)



“ The Amcham-Nanos American Investment in Canada Index (ANAIC Index) steadies after 15-point increase in April 2021, which was a significant change from the consistent decrease in the numbers over the last few years from July 2017 to October 2019. ”

The ANAIC Index is calculated using the following steps:

- Recode each variable into a 5-point scale from 0 to 1 where unsure is assigned a neutral point.
- Combine the two dimensions for US Investment in Canada Index in an additive scale and divide by two. Each component is equally weighted within the overall index
- Investment index:  
 Would you describe today’s environment for your business to invest in Canada as positive, neutral or negative?  
 In the next six months, do you think the Canadian economy will become stronger, weaker, or will there be no change?

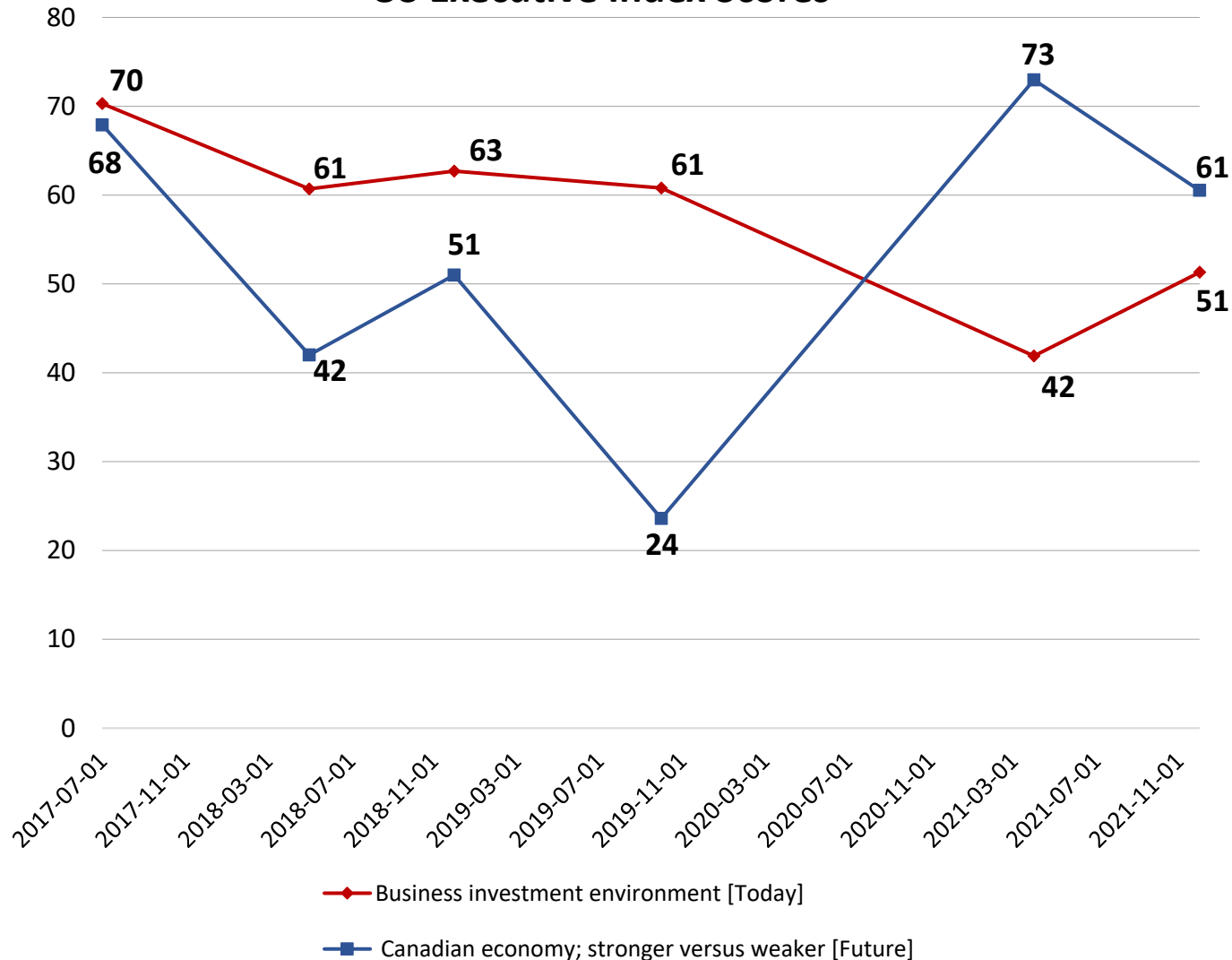
Source: AmCham/Nanos Research, online survey of 38 major US businesses in Canada between November 5<sup>th</sup> and December 13<sup>th</sup>, 2021.





# AmCham-Nanos US business sentiment tracking

## US Executive Index Scores



“ Views of participating US businesses on the strength of the Canadian economy in the next six months dips 12-points after a significant increase in April 2021. However, sentiment on the current business investment environment is on the rise since April 2021 which was the lowest recorded level. US businesses have a neutral sentiment about the current business investment environment. The findings presented in this report are based on an online survey between November 5<sup>th</sup> and December 13<sup>th</sup> of 38 senior executives of U.S. businesses operating in Canada representing a combined total global revenue of \$788.9B CAN and a total combined Canadian revenue of \$44.8B CAN. ”

Source: AmCham/Nanos Research, online survey of 38 major US businesses in Canada between November 5<sup>th</sup> and December 13<sup>th</sup>, 2021.

# At a glance – Question Data

## In the past six months sales in Canada have...

Sales in Canada	Increased	Remained the same	Decreased
December 2021	57.9%	26.3%	13.2%
April 2021	27.0%	32.4%	40.5%
October 2019	38.9%	44.4%	13.9%
December 2018	58.8%	29.4%	7.8%
May 2018	55.4%	35.7%	3.6%
July 2017	59.3%	28.8%	10.2%

## Describing today's business environment as...

Environment for business to invest in Canada	Positive	Neutral	Negative
December 2021	28.9%	44.7%	26.3%
April 2021	18.9%	45.9%	35.1%
October 2019	48.6%	24.3%	27.0%
December 2018	49.0%	25.5%	23.5%
May 2018	44.6%	30.4%	23.2%
July 2017	54.2%	27.1%	13.6%

## Most important concern when it comes to conducting business in Canada:

	1 <sup>st</sup> Ranked
Access to skilled workers to fill jobs	60.5%
The resilience of the North American supply chain	21.1%
Tax policy	7.9%
Privacy legislation and potential changes	5.3%
The Green Agenda	5.3%

# At a glance – Question Data

## Expectations for the next six months...

Will the number of people the firm employs...	Increase	Remain the same	Decrease
December 2021	52.6%	39.5%	2.6%
April 2021	32.4%	56.8%	8.1%
October 2019	40.5%	45.9%	10.8%
December 2018	54.9%	31.4%	9.8%
May 2018	41.1%	46.4%	8.9%
July 2017	40.7%	49.2%	8.5%

## Will sales in Canada...

Will sales in Canada...	Increase	Remain the same	Decrease
December 2021	73.7%	21.1%	-
April 2021	56.8%	35.1%	2.7%
October 2019	50.0%	27.8%	13.9%
December 2018	58.8%	27.5%	11.8%
May 2018	51.8%	39.3%	7.1%
July 2017	54.2%	33.9%	10.2%

## Will the Canadian economy be...

Will the Canadian economy be...	Stronger	No change	Weaker
December 2021	44.7%	15.8%	23.7%
April 2021	64.9%	13.5%	18.9%
October 2019	0.0%	33.3%	52.8%
December 2018	25.5%	43.1%	23.5%
May 2018	14.3%	48.2%	30.4%
July 2017	49.2%	23.7%	13.6%

## Thinking of the future of the Canadian economy...

Canadian economy moving in the...	Right direction	Wrong direction
December 2021	36.8%	31.6%
April 2021	40.5%	29.7%
October 2019	35.1%	45.9%
December 2018	54.9%	31.4%
May 2018	53.6%	35.7%
July 2017	45.8%	25.4%

# Question Data



# Top ranked concerns of US executives on conducting business in Canada

**Q** Please rank the following issues where rank 1 is your top concern, 2 your second most important concern and so on when it comes to conducting business in Canada [RANDOMIZE]

“ Participating US business executives rank access to skilled workers to fill jobs as their most important concern when it comes to conducting business in Canada, followed by the resilience of the North American supply chain. ”

	1 <sup>st</sup> Ranked (n=38)	2 <sup>nd</sup> Ranked (n=38)	3 <sup>rd</sup> Ranked (n=38)
Access to skilled workers to fill jobs	60.5%	7.9%	5.3%
The resilience of the North American supply chain	21.1%	34.2%	13.2%
Tax policy	7.9%	28.9%	7.9%
Privacy legislation and potential changes	5.3%	15.8%	34.2%
The Green Agenda	5.3%	13.2%	39.5%
Unsure	-	-	-

# Top concerns of US executives on conducting business in Canada

“

When asked what their top concerns are when it comes to conducting business in Canada, participating US business executives most often mention regulations, red tape, and regulatory uncertainty (51%), followed by the government procurement process (32%), labour shortage (27%), and monetary policy, cost and inflation (27%).

”

Q

What are your top concerns when it comes to conducting business in Canada? [OPEN]

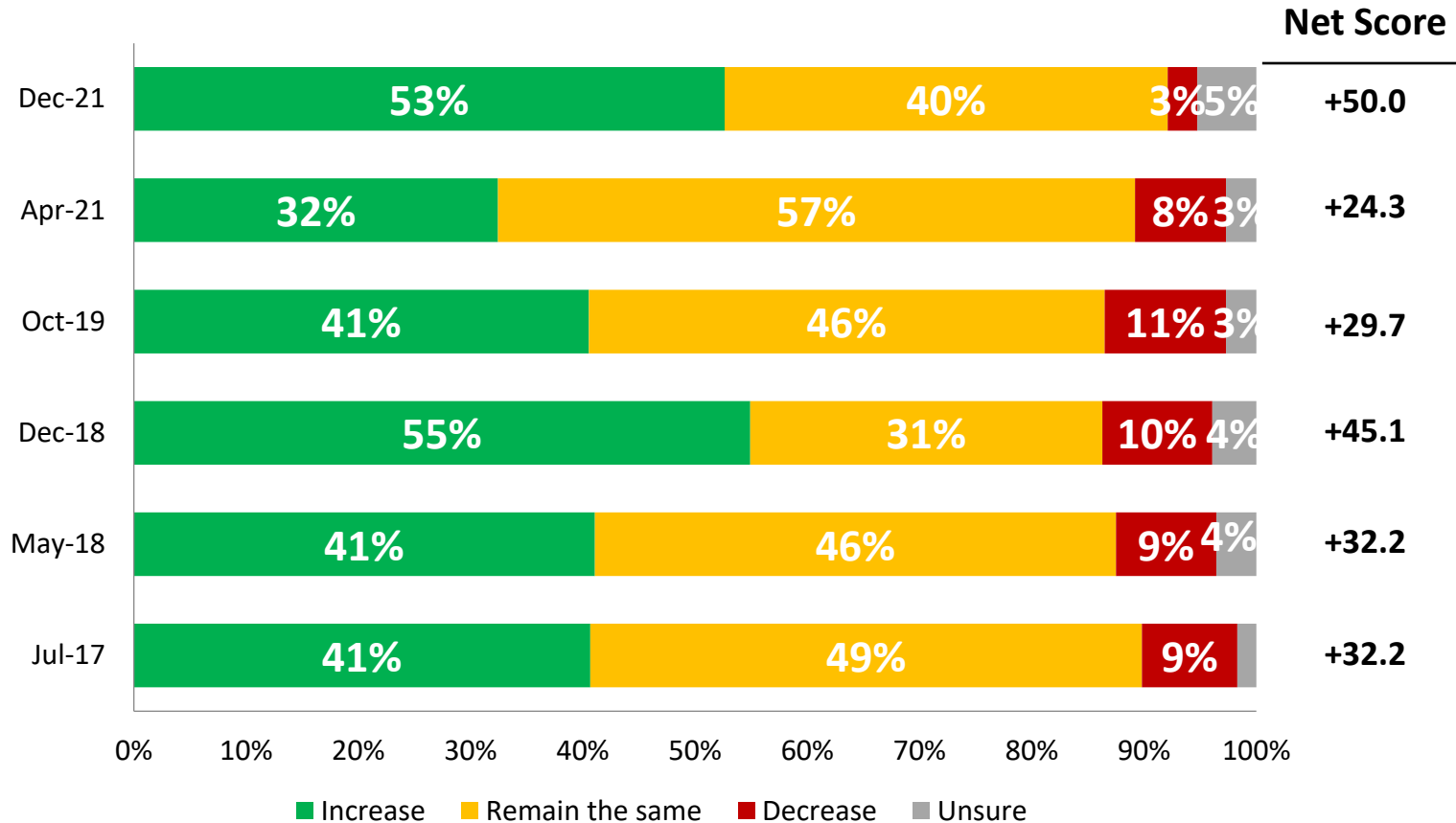
	Frequency (n=103)*
<b>TOP RESPONSES</b>	
Regulations/red tape/regulatory uncertainty	51.4%
Government procurement process	32.4%
Labour shortage (i.e. access or availability of talent, employee turnover)	27.0%
Monetary policy/cost/rising interest rates/inflation	27.0%
Taxes/Corporate taxes/Carbon Tax	24.3%
Cross-border restrictions/trade relationship with US	18.9%
Covid disruptions/delays/access through the border	10.8%

\*Based on up to three mentions

# Expected change in number of employees

Q

Over the next six months, do you expect the number of people your firm employs will increase, remain the same, or decrease?



“ The number of participating US business executives who expect the number of people their firm employs will increase in the next six months has increased since April 2021. Those who say the number of people their firm employees will decrease have reached lowest recorded level. ”

\*Charts may not add up to 100 due to rounding.

\*The net score is the difference between all positive and negative numbers in a question.

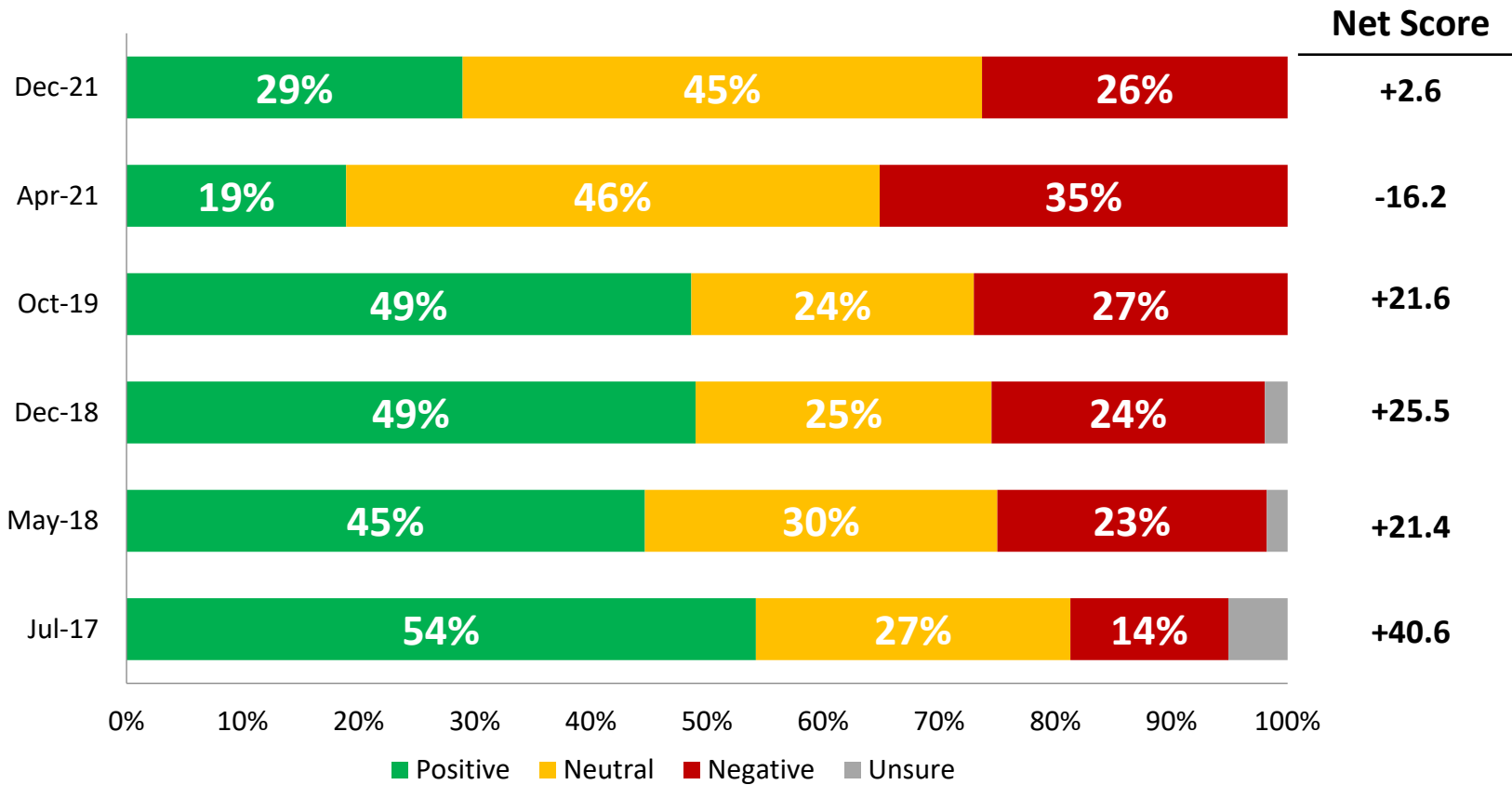
Source: AmCham/Nanos Research, online survey of 38 major US businesses in Canada between November 5<sup>th</sup> and December 13<sup>th</sup>, 2021.



# Today's investment environment in Canada



Would you describe today's environment for your business to invest in Canada as positive, neutral or negative?



“After a significant decrease in April 2021, the number of participating US business executives who describe today's business environment as positive for their business to invest in Canada has increased. However, executives are currently split on whether it is positive or negative”

\*Charts may not add up to 100 due to rounding.

\*The net score is the difference between all positive and negative numbers in a question.

Source: AmCham/Nanos Research, online survey of 38 major US businesses in Canada between November 5<sup>th</sup> and December 13<sup>th</sup>, 2021.

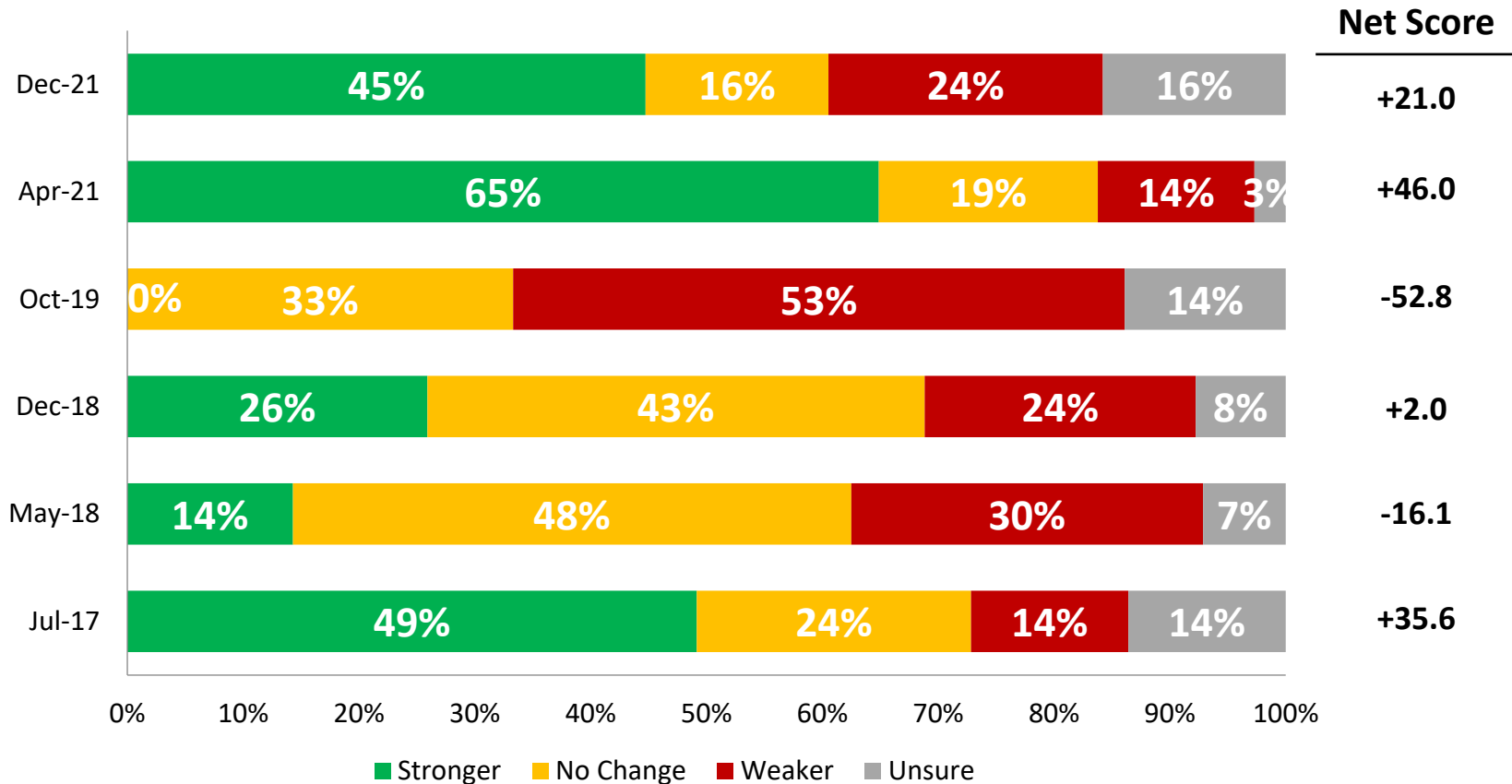




# Expected change in Canadian economy

Q

In the next six months, do you think the Canadian economy will become stronger, weaker, or will there be no change?



“ Positive outlook on the Canadian economy has declined since April 2021 with less than one in two participating US business executives who say that the Canadian economy will become stronger in the next six months, compared to about two thirds in April 2021. ”

\*Charts may not add up to 100 due to rounding.  
 \*The net score is the difference between all positive and negative numbers in a question.

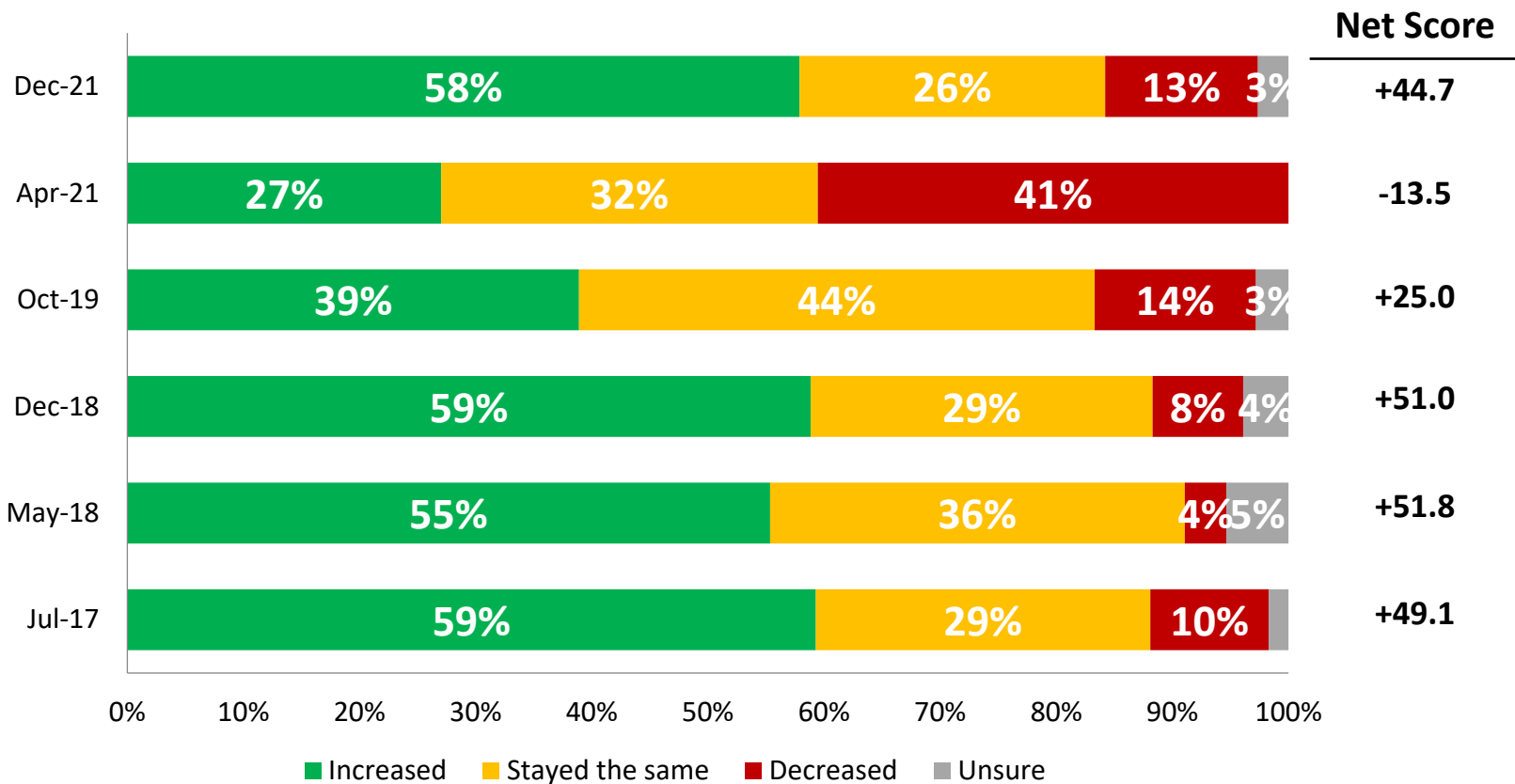
Source: AmCham/Nanos Research, online survey of 38 major US businesses in Canada between November 5<sup>th</sup> and December 13<sup>th</sup>, 2021.



# Change in sales in past six months

Q

In the past six months, have the sales in Canada for your organization increased, stayed the same or decreased?



“ A majority of participating US business executives report an increase in sales in Canada for their organization in the past six months, a significant increase since the last wave in April 2021 and October 2019. ”

\*Charts may not add up to 100 due to rounding.  
 \*The net score is the difference between all positive and negative numbers in a question.

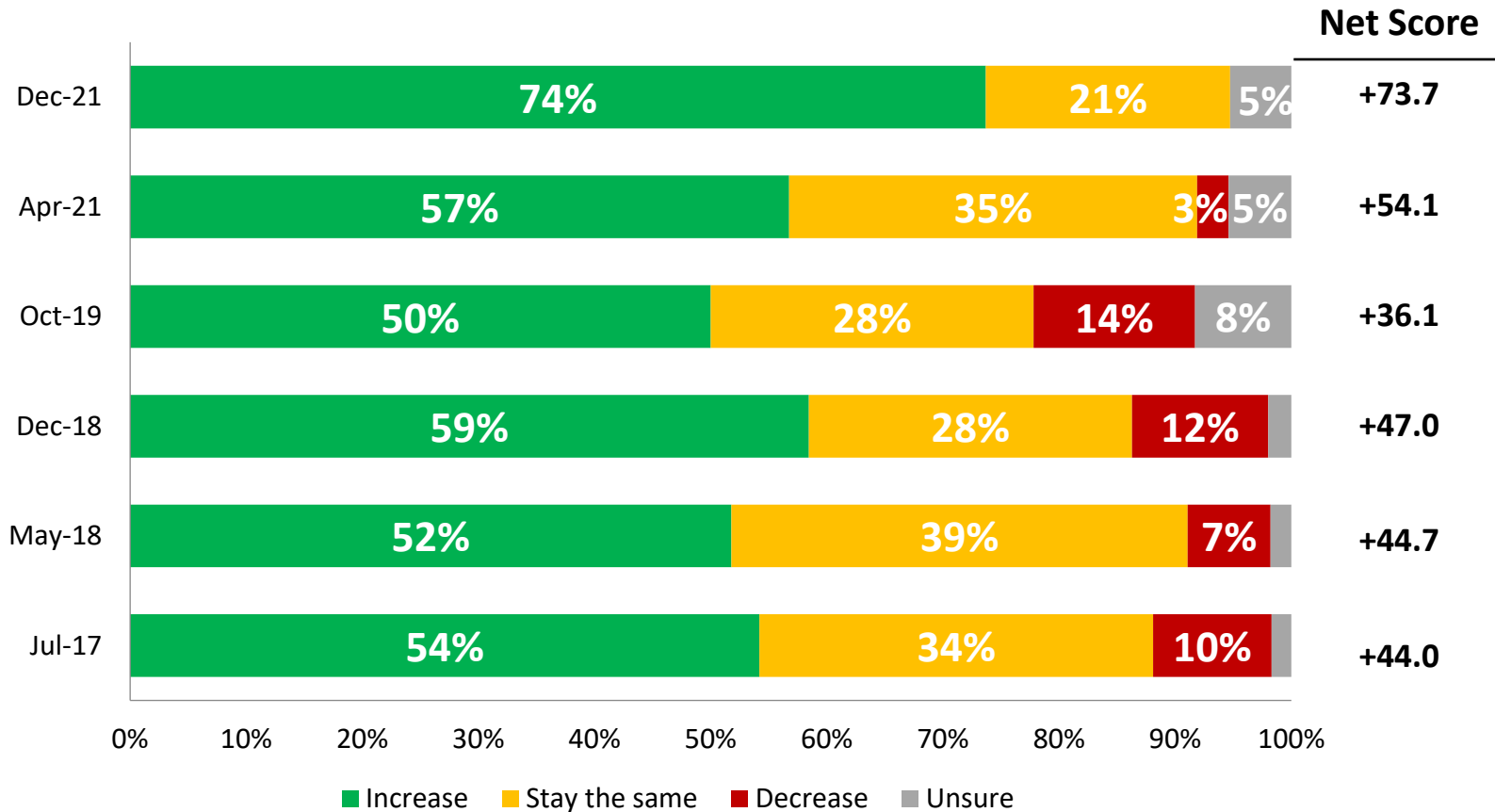
Source: AmCham/Nanos Research, online survey of 38 major US businesses in Canada between November 5<sup>th</sup> and December 13<sup>th</sup>, 2021.



# Expected change in sales in next six months

Q

In the next six months, do you expect sales in Canada for your organization to increase, stay the same or decrease?



“ About three in four participating US business executives expect their sales in Canada to increase in the next six months, the highest recorded number since 2017. ”

\*Charts may not add up to 100 due to rounding.

\*The net score is the difference between all positive and negative numbers in a question.

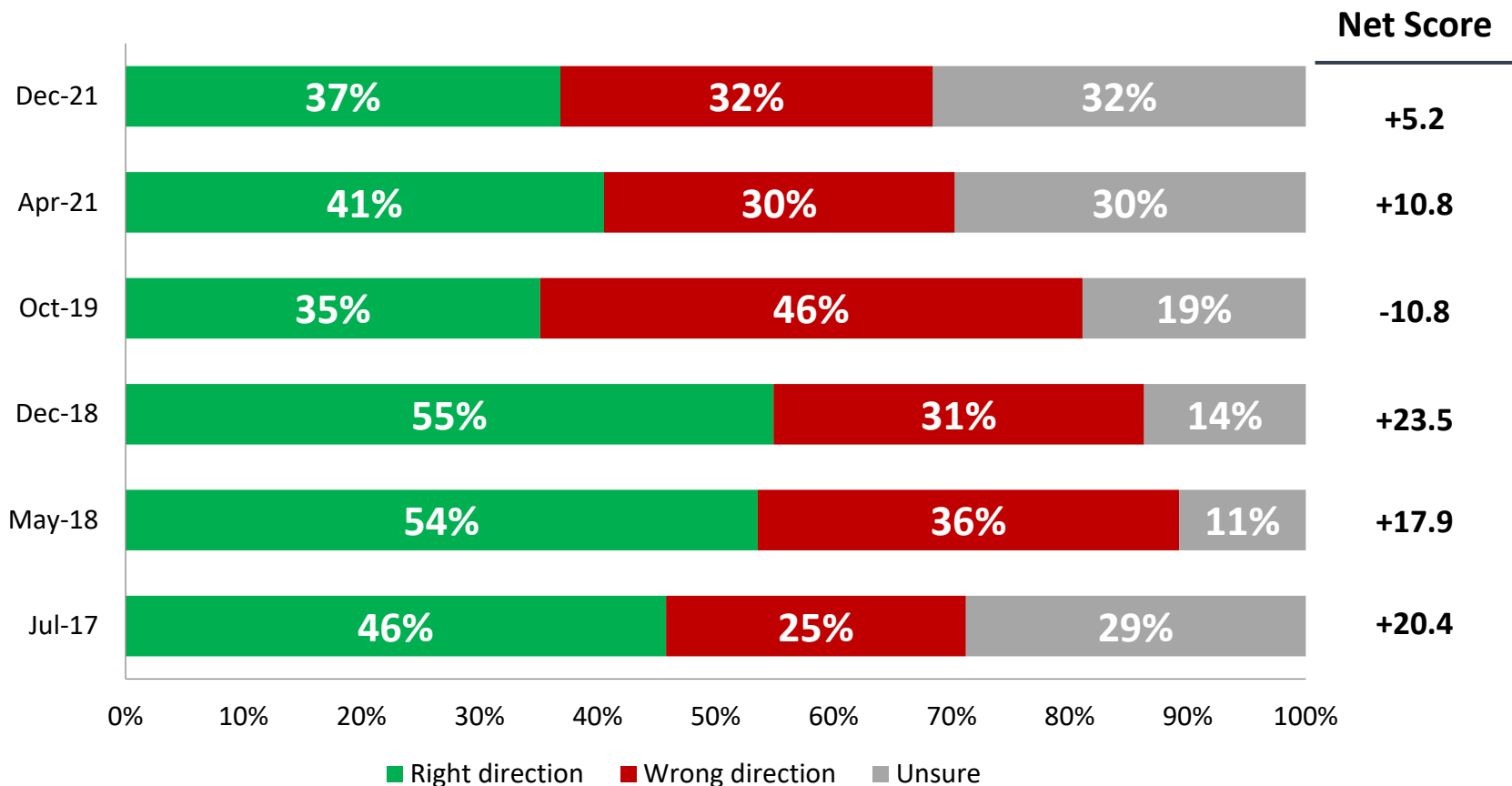
Source: AmCham/Nanos Research, online survey of 38 major US businesses in Canada between November 5<sup>th</sup> and December 13<sup>th</sup>, 2021.



# Direction of the Canadian economy



Thinking of the future of the Canadian economy, do you think it is moving in the right direction or the wrong direction?



“ Participating US business executives are split on whether the Canadian economy is moving right direction or wrong direction. A similar proportion are unsure which direction it is moving. ”

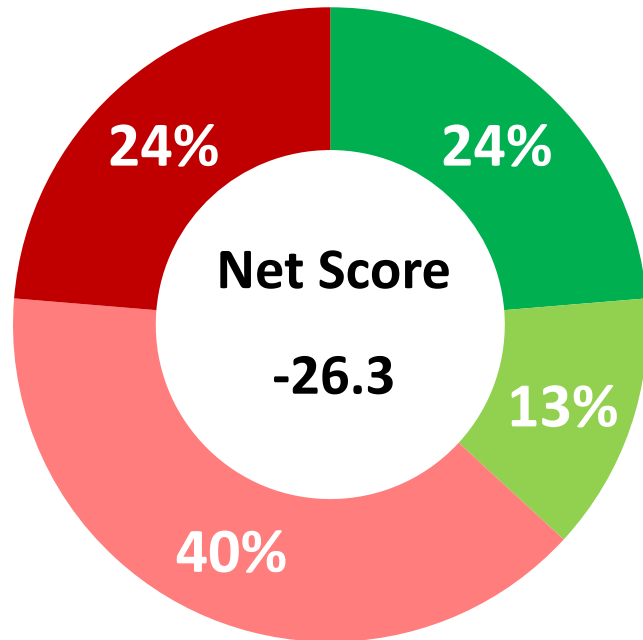
\*Charts may not add up to 100 due to rounding.

\*The net score is the difference between all positive and negative numbers in a question.

Source: AmCham/Nanos Research, online survey of 38 major US businesses in Canada between November 5<sup>th</sup> and December 13<sup>th</sup>, 2021.



## Importance of compatible environmental policies between Canada and the US



\*Charts may not add up to 100 due to rounding.

\*The net score is the difference between all positive and negative numbers in a question.

Source: AmCham/Nanos Research, online survey of 38 major US businesses in Canada between November 5<sup>th</sup> and December 13<sup>th</sup>, 2021.

Q

Is it important, somewhat important, somewhat unimportant or unimportant for the success of your enterprise in Canada to have Canadian environmental policies which are compatible with President Biden's environmental policies known as the Green Agenda?

“

A majority of participating US business executives say it is unimportant or somewhat unimportant for the success of their enterprise in Canada to have environmental policies which are compatible with the Green Agenda.

”



# Additional comments

“Public sector productivity and procurement are the greatest opportunity, but also a great frustration for global companies.”

“Our debt/deficit is not realistic, our cost of living is very expensive, young people cannot afford to buy homes, our Prime Minister worries about the rest of the world more than he worries about Canada. I think we are turning socialist and driving away innovation. We cannot eliminate gas/oil yet, we must have other options that work in place. Enbridge Line #5 is a mess and should not be allowed to be touched due to the treaty with the USA from 1978. The Canadian government should open our borders with restrictions and allow the movement of goods and people between us and the USA. We should have better screening on immigrants, have them put up bonds to come to our country and they can be returned once they are productive members of society. We are allowing immigrants that suck the life out of our tax base to come without any skill set or intention of working. Immigrants is how we grew Canada, but we must screen for hard working contributors, not criminals' entry.”

## Q

Do you have any other views or comments you would like to share?  
[OPEN]

### Qualitative Responses



“Our firm has identified Canada as a strategic growth market. Notwithstanding that we already have 1500 staff here, we see tremendous growth potential, particularly in the defence and security sectors, and are keen to have the Canadian Government open itself up to more innovation in procurement methods (eg. unsolicited bids).”

“The Government of Canada should look to define a more consistent approach to trade and investment dealings with China.”

“Interest rates need to stay low.”

“Imports down 18% due to semiconductor, steel alum, resin shortages.”

“The various Federal and Provincial governments need to be focused on creating a positive business environment for companies to invest and expand. That doesn't seem to be happening, which doesn't bode well for the future.”

Nanos and AmCham Canada have created a co-branded Index and research project based on a confidence survey of American businesses operating in Canada. The Index provides sector intelligence and data that supports understanding of business trends.

The findings presented in this report are based on an online survey between November 5<sup>th</sup> and December 13<sup>th</sup>, 2021 of 38 senior executives of U.S. businesses operating in Canada representing a combined total global revenue of \$788.9B CAN and a total combined Canadian revenue of \$44.8B CAN. The list of potential panel participants was provided by the AmCham Canada to Nanos.

Readers should note that the research is representative of the participants and should not be projected to any population, elite or general.

The identity and opinions of individual panelists remained confidential and managed by Nanos in accordance with the standards of CRIC, AAPOR and ESOMAR.

The data presented in this research is part of a joint project by AmCham and Nanos Research. The research was sponsored by PNC Bank.

Note: Charts may not add up to 100 due to rounding.



## AMCHAM-Nanos American Investment Canada Index

Nanos has developed the AMCHAM-Nanos American Investment in Canada Index as a compilation of sentiment of US companies and Executives in Canada.

- The six economy related questions on the survey track sentiment among executives leading major US enterprises in Canada
- Steps:
  - Recode each variable into a 5 point scale from 0 to 1 where unsure is assigned a neutral point.
  - Combine the two dimensions for US Investment in Canada Index in an additive scale and divide by two. Each component is equally weighted within the overall index
  - Investment index:
    - Would you describe today's environment for your business to invest in Canada as positive, neutral or negative?
    - In the next six months, do you think the Canadian economy will become stronger, weaker, or will there be no change?

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Nanos Research compiled views of 37 US senior executive businesses operating in Canada, collected in an online survey between March 8<sup>th</sup> and April 12<sup>th</sup>, 2021. Readers should note that the research is representative of the participants and should not be projected to any population, elite or general. The list of potential panel participants was provided by the AmCham Canada to Nanos. The identity and opinions of individual panelists remained confidential and managed by Nanos in accordance with the standards of the Marketing Research and Intelligence Association of which Nanos is a member. No margin of error applies to this research

Nanos Research compiled views of 37 US businesses operating in Canada, collected in an online survey between August 6<sup>th</sup> and October 8<sup>th</sup>, 2019. Readers should note that the research is representative of the participants and should not be projected to any population, elite or general. The list of potential panel participants was provided by the AmCham Canada to Nanos. The identity and opinions of individual panelists remained confidential and managed by Nanos in accordance with the standards of the Marketing Research and Intelligence Association of which Nanos is a member. No margin of error applies to this research.

Nanos Research compiled views of 51 US businesses operating in Canada, collected in an online survey between October 31<sup>st</sup> and November 28<sup>th</sup>, 2018. Readers should note that the research is representative of the participants and should not be projected to any population, elite or general. The list of potential panel participants was provided by the AmCham Canada to Nanos. The identity and opinions of individual panelists remained confidential and managed by Nanos in accordance with the standards of the Marketing Research and Intelligence Association of which Nanos is a member. No margin of error applies to this research.

Nanos Research compiled views of 56 US businesses operating in Canada, collected in an online survey between February 21<sup>st</sup> and May 25<sup>th</sup>, 2018. Readers should note that the research is representative of the participants and should not be projected to any population, elite or general. The list of potential panel participants was provided by the AmCham Canada to Nanos. The identity and opinions of individual panelists remained confidential and managed by Nanos in accordance with the standards of the Marketing Research and Intelligence Association and ESOMAR. No margin of error applies to this research.

Nanos Research compiled views of 59 US businesses operating in Canada, collected in an online survey between March 15<sup>th</sup> and July 19<sup>th</sup>, 2017. Readers should note that the research is representative of the participants and should not be projected to any population, elite or general. The list of potential panel participants was provided by the AmCham Canada to Nanos. The identity and opinions of individual panelists remained confidential and managed by Nanos in accordance with the standards of the Marketing Research and Intelligence Association of which Nanos is a member. No margin of error applies to this research.

# Respondent Revenue Profile

The 38 participating US companies that shared their views have a combined total global revenue of \$788.9B CAN and a total combined Canadian revenue of \$44.8B CAN. To follow is the distribution of size of respondent company by estimated global and Canadian revenue. Calculated revenue is based on a combination of reported and publicly available data.

Estimated Global Revenue in \$CAN	N	P
Greater than \$10B	14	36.8%
\$1B to \$10B	10	26.3%
\$100M to \$1B	5	13.2%
\$10M to \$100M	3	7.9%
\$10M or less	1	2.6%
<b>Reported</b>	<b>33</b>	<b>86.8%</b>
<b>No data</b>	<b>5</b>	<b>13.2%</b>
<b>Total</b>	<b>38</b>	<b>100%</b>

Estimated Canadian Revenue in \$CAN	N	P
Greater than \$10B	1	2.6%
\$1B to \$10B	4	10.5%
\$100M to \$1B	14	36.8%
\$10M to \$100M	11	28.9%
\$10M or less	5	13.2%
<b>Reported</b>	<b>35</b>	<b>92.1%</b>
<b>No data</b>	<b>3</b>	<b>7.9%</b>
<b>Total</b>	<b>38</b>	<b>100%</b>

Element	Description	Element	Description
Organization who commissioned the research	AmCham Canada/Nanos Research, sponsored by PNC Bank.	Weighting of Data	This data was not weighted.
Final Sample Size	38 executives of US businesses operating in Canada.	Screening	Not applicable.
Margin of Error	No margin of error applies to this research.	Excluded Demographics	Non-U.S. businesses.
Mode of Survey	Online survey sent to a list provided by the client and an open link survey.	Stratification	This data was not stratified.
Sampling Method Base	List provided by AmCham Canada.	Estimated Response Rate	Not applicable as this was an open link survey.
Demographics (Captured)	US businesses operating in Canada.	Question Order	Question order in the tabulations reflects the order in which they appeared in the original questionnaire.
Fieldwork/Validation	Survey distributed online or by telephone to a list of U.S business executives provided by the client. Company name, title, and phone number were asked for verification purposes for the open link survey.	Question Content	All questions asked are contained in the report.
Number of Calls	Not applicable	Question Wording	The questions in the preceding report are written exactly as they were asked to individuals.
Time of Calls	Not applicable	Survey Company	Nanos Research
Field Dates	November 5 <sup>th</sup> to December 13 <sup>th</sup> , 2021.	Contact	Contact Nanos Research for more information or with any concerns or questions. <a href="http://www.nanos.co">http://www.nanos.co</a> Telephone: (613) 234-4666 ext. 237 Email: <a href="mailto:info@nanosresearch.com">info@nanosresearch.com</a> .
Language of Survey	The survey was conducted in English.		
Standards	This report meets the standards set forth by CRIC, ESOMAR and AAPOR.		

**TECHNICAL NOTE**



As one of North America's premier market and public opinion research firms, we put strategic intelligence into the hands of decision makers. The majority of our work is for private sector and public facing organizations and ranges from market studies, managing reputation through to leveraging data intelligence. Nanos Research offers a vertically integrated full service quantitative and qualitative research practice to attain the highest standards and the greatest control over the research process. [www.nanos.co](http://www.nanos.co)



The American Chamber of Commerce in Canada (AmCham Canada) is a private, non-profit, membership organization that promotes the two-way flow of trade, goods, services and investment between Canada and the United States. AmCham Canada, with seven chapters located throughout Canada, is committed to promoting trade opportunities, advancing economic growth, and facilitating the mobility of people, goods and services across the longest undefended border in the world. AmCham Canada continually strives to promote and foster a positive climate for commerce, trade and investment between the United States and Canada, as well as positive working environment among the business people and professional who facilitate and strengthen economic ties between the two countries.



PNC offers a wide range of services for customers, from individuals and small businesses, to corporations and government entities, no matter how simple or complicated their needs PNC is sure to have the products, knowledge and resources necessary for financial success. PNC competes to win in the middle market, where they are one of the leading credit providers to middle market companies across the US. PNC is in the top five syndicators of middle market loan transactions for each of the last five years. Underpinning their success at building deep and lasting relationships with middle market clients is a breadth of capabilities--including extensive treasury management, capital markets and international banking services--many of which have been tailored specifically for the middle market audience.



# TABULATIONS



**2021-2000 – AMCHAM Wave 6 – Business Confidence Survey – STAT SHEET**

**Question 1 - What are your top concerns when it comes to conducting business in Canada? [OPEN]**

	Responses*		
	N	Percent	Percent of Cases
Taxes/Corporate taxes/Carbon Tax	9	8.7%	24.3%
Labour shortage (i.e. access or availability of talent, employee turnover)	10	9.7%	27.0%
Supply chain issues/volatility	3	2.9%	8.1%
Cross-border restrictions/trade relationship with US	7	6.8%	18.9%
Regulations/red tape/regulatory uncertainty	19	18.4%	51.4%
Government procurement process	12	11.7%	32.4%
Competitiveness	3	2.9%	8.1%
Covid-19 disruptions/delays/access through the border	4	3.9%	10.8%
Monetary policy/cost/rising interest rates/inflation	10	9.7%	27.0%
Immigration	2	1.9%	5.4%
Political stability	2	1.9%	5.4%
Energy programs/policies	4	3.9%	10.8%
Interprovincial barriers	3	2.9%	8.1%
Defence commitments/knowledge/delivery	4	3.9%	10.8%
Digital concerns (i.e. cybersecurity, lack of skills, privacy laws)	3	2.9%	8.1%
Small market size	2	1.9%	5.4%
Other	6	5.8%	16.2%
<b>Total</b>	<b>103</b>	<b>100.0%</b>	<b>278.4%</b>

\*Based on up to three mentions

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**2021-2000 – AMCHAM Wave 6 – Business Confidence Survey – STAT SHEET**

**Question 2 - Over the next six months, do you expect the number of people your firm employs will increase, remain the same, or decrease? [RANDOMIZE Q2-7] [PROSPECTIVE]**

	Frequency	Percent	Valid Percent	Cumulative Percent
Increase	20	52.6	52.6	52.6
Remain the same	15	39.5	39.5	92.1
Decrease	1	2.6	2.6	94.7
Unsure	2	5.3	5.3	100.0
Total	38	100.0	100.0	

**Question 3 - Would you describe today's environment for your business to invest in Canada as positive, neutral or negative? [RANDOMIZE Q2-7] [TODAY]**

	Frequency	Percent	Valid Percent	Cumulative Percent
Positive	11	28.9	28.9	28.9
Neutral	17	44.7	44.7	73.7
Negative	10	26.3	26.3	100.0
Total	38	100.0	100.0	

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**Question 4 - In the next six months, do you think the Canadian economy will become stronger, weaker, or will there be no change? [RANDOMIZE Q2-7] [PROSPECTIVE]**

	Frequency	Percent	Valid Percent	Cumulative Percent
Stronger	17	44.7	44.7	44.7
Weaker	9	23.7	23.7	68.4
There will be no change	6	15.8	15.8	84.2
Unsure	6	15.8	15.8	100.0
Total	38	100.0	100.0	

**Question 5 - In the past six months, have the sales in Canada for your organization increased, stayed the same or decreased? [RANDOMIZE Q2-7] [RETROSPECTIVE]**

	Frequency	Percent	Valid Percent	Cumulative Percent
Increased	22	57.9	57.9	57.9
Stayed the same	10	26.3	26.3	84.2
Decreased	5	13.2	13.2	97.4
Unsure	1	2.6	2.6	100.0
Total	38	100.0	100.0	

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**Question 6 - In the next six months, do you expect sales in Canada for your organization to increase, stay the same or decrease? [RANDOMIZE Q2-7] [PROSPECTIVE]**

	Frequency	Percent	Valid Percent	Cumulative Percent
Increase	28	73.7	73.7	73.7
Stay the same	8	21.1	21.1	94.7
Unsure	2	5.3	5.3	100.0
Total	38	100.0	100.0	

**Question 7 - Thinking of the future of the Canadian economy, do you think it is moving in the right direction or the wrong direction? [RANDOMIZE Q2-7] [PROSPECTIVE]**

	Frequency	Percent	Valid Percent	Cumulative Percent
Right direction	14	36.8	36.8	36.8
Wrong direction	12	31.6	31.6	68.4
Unsure	12	31.6	31.6	100.0
Total	38	100.0	100.0	

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**Question 8 - Is it important, somewhat important, somewhat unimportant or unimportant for the success of your enterprise in Canada to have Canadian environmental policies which are compatible with President Biden’s environmental policies known as the Green Agenda?**

	Frequency	Percent	Valid Percent	Cumulative Percent
Important	9	23.7	23.7	23.7
Somewhat important	5	13.2	13.2	36.8
Somewhat unimportant	15	39.5	39.5	76.3
Unimportant	9	23.7	23.7	100.0
Total	38	100.0	100.0	

Please rank the following issues where rank 1 is your top concern, 2 your second most important concern and so on when it comes to conducting business in Canada [RANDOMIZE]

**Question 9 - Rank 1**

	Frequency	Percent	Valid Percent	Cumulative Percent
Privacy legislation and potential changes	2	5.3	5.3	5.3
Tax policy	3	7.9	7.9	13.2
The resilience of the North American supply chain	8	21.1	21.1	34.2
Access to skilled workers to fill jobs	23	60.5	60.5	94.7
The Green Agenda	2	5.3	5.3	100.0
Total	38	100.0	100.0	

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Please rank the following issues where rank 1 is your top concern, 2 your second most important concern and so on when it comes to conducting business in Canada [RANDOMIZE]

**Question 9 - Rank 2**

	Frequency	Percent	Valid Percent	Cumulative Percent
Privacy legislation and potential changes	6	15.8	15.8	15.8
Tax policy	11	28.9	28.9	44.7
The resilience of the North American supply chain	13	34.2	34.2	78.9
Access to skilled workers to fill jobs	3	7.9	7.9	86.8
The Green Agenda	5	13.2	13.2	100.0
Total	38	100.0	100.0	

Please rank the following issues where rank 1 is your top concern, 2 your second most important concern and so on when it comes to conducting business in Canada [RANDOMIZE]

**Question 9 - Rank 3**

	Frequency	Percent	Valid Percent	Cumulative Percent
Privacy legislation and potential changes	13	34.2	34.2	34.2
Tax policy	3	7.9	7.9	42.1
The resilience of the North American supply chain	5	13.2	13.2	55.3
Access to skilled workers to fill jobs	2	5.3	5.3	60.5
The Green Agenda	15	39.5	39.5	100.0
Total	38	100.0	100.0	

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Please rank the following issues where rank 1 is your top concern, 2 your second most important concern and so on when it comes to conducting business in Canada [RANDOMIZE]

**Question 9 - Rank 4**

	Frequency	Percent	Valid Percent	Cumulative Percent
Privacy legislation and potential changes	6	15.8	17.6	17.6
Tax policy	10	26.3	29.4	47.1
The resilience of the North American supply chain	6	15.8	17.6	64.7
Access to skilled workers to fill jobs	7	18.4	20.6	85.3
The Green Agenda	5	13.2	14.7	100.0
Total	34	89.5	100.0	
Missing System	4	10.5		
Total	38	100.0		

Please rank the following issues where rank 1 is your top concern, 2 your second most important concern and so on when it comes to conducting business in Canada [RANDOMIZE]

**Question 9 - Rank 5**

	Frequency	Percent	Valid Percent	Cumulative Percent
Privacy legislation and potential changes	9	23.7	27.3	27.3
Tax policy	8	21.1	24.2	51.5
The resilience of the North American supply chain	6	15.8	18.2	69.7
Access to skilled workers to fill jobs	1	2.6	3.0	72.7
The Green Agenda	9	23.7	27.3	100.0
Total	33	86.8	100.0	
Missing System	5	13.2		
Total	38	100.0		

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