

Business Lens Checklist (Canada)

Definition of SMEs	As per the Treasury Board of Canada Secretariat, a Small Business is defined as being any business, including its affiliates, that has fewer than 100 employees or between \$30,000 and \$5 million in annual gross revenues.
Relevant Canadian government Agency	The Business Lens Checklist (BLC) was created to assist staff of the Canada Border Services Agency (CBSA) in designing, modifying and reviewing CBSA policies and programs in a manner that takes into consideration the perspective of the business community.
Relevant private agencies and industry groups	Any commercial enterprise impacted by CBSA regulatory business requirements, with special focus on small and medium-sized enterprises (SMEs).
Impact of initiative	To drive better analysis of small/medium business realities and encourage consultation at the earliest stages of policy and program development.

(Description)

- The business community in Canada has expressed concerns about the time and expense incurred in understanding and complying with information requirements and administrative obligations (e.g., obtaining the information that explains the requirements, completing and returning forms, and processing and storing data for reporting and auditing purposes). The burden of compliance can divert a business’s resources away from productive activities such as innovating, marketing and creating employment.
- This burden is even greater on SMEs, who often lack the resources of larger enterprises and make up the majority of the CBSA’s commercial clients. The **CBSA’s Business Lens Checklist (BLC)** provides for greater business focus and industry input as the CBSA designs its policies and programmes, and ensures that the concerns of business clients are considered and balanced with border compliance obligations.
- The goal of the BLC is twofold. The first is to focus on the concerns and issues of our commercial clients, in particular SMEs, when assessing the impact of new information requirements and border obligations. The second is to institutionalize a culture of business simplification within the CBSA. The desired outcome of streamlining policies and procedures, and reducing the administrative burden on business, will assist the competitiveness of Canadian businesses in the world market.
- It should be noted that the **Government of Canada (GoC)** has also established a similarly named **Small Business Lens** initiative as part of Red Tape Reduction Action Plan commitments. This initiative, which applies to all GoC Departments and Agencies, aims at cutting red tape stemming from federal regulatory requirements and reducing administrative and compliance burden on business.
- While the CBSA BLC is an internal tool meant to guide the development of CBSA policies and programs, the GoC Small Business Lens requirement must be taken into consideration when developing any regulatory proposals that impact small

business, that have nationwide cost impacts of over \$1 million annually, or where costs on small businesses are disproportionately high. For further information, please refer to the following link: <http://www.tbs-sct.gc.ca/rtrap-parfa/sbl-lpe-eng.asp>