

## FRASER VALLEY MOBILE BUSINESS LICENSE

### PRESENTATION TO MAYOR & COUNCILS

On behalf of the Greater Langley Chamber of Commerce I thank you for the opportunity to appear before you this evening to discuss inter-municipal mobile business licenses. 1<sup>st</sup> Vice-President Angie Quaale is appearing before Langley City Council today as well, and our Chamber colleagues in neighbouring municipalities are making similar presentations before their respective Councils.

Each year we survey our membership and ask them to identify challenges to business growth and success. Each year 'government red tape' is identified as a priority concern, including municipal business licensing processes.

A Mobile Business License allows mobile businesses to operate across participating municipalities and regional districts. It streamlines and simplifies the licensing process, reducing costs and making it easier to do business in the Region and the Province.

The participating Fraser Valley Chambers of Commerce represent approximately 3400 member businesses conducting trade and commerce within the City and the Township of Langley, Abbotsford, Chilliwack, Mission, Maple Ridge and Pitt Meadows. The majority of these are small businesses with few employees. Many of them are mobile businesses that perform service in more than one municipality by moving from client to client. Examples of mobile businesses would be contractors such as landscaping services, janitorial, etc. as well as other services providers as mobile mechanics and photographers.

There are a number of regions in the Province that have implemented inter-municipal business licenses – Victoria Capital Region, Cowichan Valley, Okanagan-Similkameen, North-West Vancouver, Courtnay-Comox and Trail Region. In each of these areas the local government experienced greater compliance and the businesses benefited by reduced time and expense, and simplified expansion into new markets.

There is some variation among different Mobile Business License Agreements that currently exist in the province, based on decisions made by participating local governments. Typically, at the time of purchasing a basic business license from the local government in which a mobile business is based, the business also purchases a Mobile Business License which allows them to operate in municipalities and regional districts that are participants to the Mobile Business License Agreement.

Under the Okanagan-Similkameen model, the cost of a Mobile Business License is \$150. The license allows the mobile business to work in all nineteen participating municipalities and regional districts. Local governments retain all revenue generated by the sale of Mobile Business Licenses, and businesses remain responsible for complying with the bylaws of each municipality and regional district in which they operate.

This has been proven to save valuable time for businesses, improve compliance and increase municipal revenues, and provide residents with more choices for service providers. The provincial government fully supports Mobile Business License Agreements in British Columbia and has committed to provide support to any municipalities interested in implementing one. The Small Business Programs Branch of the Ministry will provide a free online application, they will conduct a revenue analysis, and will assist with the mechanics of implementing a Regional Mobile Business License Agreement.

Working in partnership with the Small Business Branch of the Ministry of Jobs, Tourism & Innovation and the British Columbia Chamber of Commerce, we have commissioned a short video that demonstrates the value of Inter-municipal Mobile business Licenses that we would like to play for you now.

[\(Play Video\)](#)

In closing, we respectfully request that Township Council pass a motion to implement an Inter-municipal Mobile Business License Agreement in partnership with the local governments in the Fraser Valley with the assistance provided by the Small Business Branch of the Ministry of Jobs, Tourism & Innovation to implement an Inter-municipal Mobile Business License Agreement.