CHAMBER OF COMMERCE, INDUSTRY, HANDICRAFT AND SERVICES OF CANTON TICINO

The umbrella Association of Southern Switzerland’s Economy
Founded in 1917, the Chamber of Commerce, Industry, Handicraft and Services of Canton Ticino (Cc-Ti) is a Private Association, a consultative and collaborative body liaising with the Administrations, which represents, promotes and defends the general interests of companies in the region.

Based in Lugano (Switzerland), the Cc-Ti represents around 900 companies and about 50 professionals associations of commerce, industry and the services sector.

In order to achieve its purpose, the Cc-Ti undertakes the following missions:

• To provide services to businesses
• To improve the economic environment
• To promote its members by facilitating business networking
• To provide information and documentation to its members
• Lobbying, taking positions, replying to government consultations, campaigns on referendum issues and election candidates.

PARTNERS

The Cc-Ti is part of a wider network promoting a strong economy. It belongs to an international network committed to the development of regional and global economies. Regarding the member associations, the Cc-Ti provides them with advice and assistance concerning the stipulation and practice of the collective agreement of employment; training issues and specific economic and commercial matters.

Our memberships: The Cc-Ti Network

• Swiss union of small and medium sized enterprises (USAM), Berne (CH)
• Economiesuisse, Zurich (CH)
• Osec, Zurich (CH)
• International Chamber of Commerce (ICC), Paris (FR)
• World Chambers Federation (WCF), Paris (FR)
• European Union of Chambers of Commerce (UECC), Basel (CH)
• Mobility forum, Lugano (CH)
• Committee of the Gotthard (2tunnel.ch), Lugano (CH)
• Aquanostra Ticino Section, Lugano (CH)
• Association for the promotion of the financial platform of Ticino, Vezia-Lugano (CH)
The Cc-Ti has nearly 900 members and represents 60% of private employment in the economy of Ticino. Broadly speaking, it has become one of the most important associations in the promotion in particular of moderation in taxation, mobility to meet the requirements of business, national and regional planning favourable to development, simpler administrative procedures and the fostering of regional and international exchanges. Its members therefore have the benefit of a unique network of business relationships in Ticino, Switzerland and abroad.

As a spokesman for all businesses, the Cc-Ti also supports all sectors of activity and the background conditions necessary for the Ticino’s economy.

Representing all business sectors, the Cc-Ti is one of the most influential private economic associations in Ticino: “Offers the opportunity to give your opinion during federal and cantonal consultation and voting procedures”.

Advantages of being a member:

- **Unique and influential business network:** the opportunity to expand your network of contacts. Your company will be promoted on SWISSFIRMS, one of the most widely consulted economic showcases on the internet (www.swissfirms.ch).
- **Access to our Legal Service for any question relating to commercial law.**
- **Help and advice on exporting:** document legalization and ATA carnets, partnerships with the Osec Business Network Switzerland and Euro Info Centre Suisse at preferential rates.
- **A lobbying platform** enables it to relay the concerns of its members directly to Ticino’s parliament and government.
- **Media events and meetings** to put in touch all economic stakeholders active at a local and international level.
- **Access to different dynamic professional business communication tools:** Several publications as an electronic newsletter, a magazine, an updated website and numerous specialised publications keep members regularly informed about local and international economic developments.
- **Reduction for members** in different events and activities.
The Cc-Ti offers practical information and specific consulting services for all actors involved in order to stimulate cooperation between politics, government and private sector.

In addition, the Cc-Ti collaborates with other 17 Swiss Chambers of Commerce and Industry (CCI) and that in Liechtenstein.

As an intermediary between the authorities, businesses and the citizens, the Cc-Ti offers a wide range of services:

- Legal advices and services: arbitration, mediation and conciliation at national and international level (Swiss Rules of International Arbitration)
- Export service: advisoring in expedition activities and issue of certificates
- International Desk
- Free access to the platform Swissfirms, a powerful database providing information about enterprises operating in Switzerland
- Support for the professional associations and the affiliated members
- Administration of the family compensation funds (CAF) for family allowances
- Education and training: organization of seminars and courses (also certified by federal authorities)
LEGAL ADVICE: advice & guide on legal matters

The Cc-Ti offers Legal, Financial and Technical Advice on how to interpret and apply the legislation regulating mercantile and industrial activity in regard to fiscal, employment, mercantile, administrative, Social Security, rental and other issues. (Labor law, foreign workers, business and contract law, taxation, arbitration, commercial mediation).

Arbitration

Rapid, cost efficient and confidential, arbitration is an effective means of resolving disputes between commercial partners. Unlike judgments from ordinary courts, international arbitral awards are easily enforceable in most countries. Arbitration is a confidential means of dispute resolution based on the parties’ willingness to refer a matter to arbitrators whom they instruct to resolve the dispute. Arbitrators are private, independent and most often specialists in the field concerned. Due to international treaties and conventions, the recognition and enforcement of arbitral awards is usually easier and less complex than the recognition of judgments rendered by ordinary courts.

Advantages of the Swiss Rules of International Arbitration:

A high degree of autonomy for the parties
The parties are free to choose the seat of the Arbitral Tribunal, their arbitrator(s), the applicable law, the language of the procedure and their counsel in Switzerland or abroad.

Expedited procedure
The Swiss Rules have an expedited procedure that provide for a sole arbitrator to deliver an award within six months. The expedited procedure is automatically applied to cases where the value of the dispute does not exceed CHF 1 million (around USD 1 million). The parties may also choose this procedure for disputes of a higher value.

Cost effective
The Swiss Rules of International Arbitration enable significant reductions to be made to the length and the cost of the arbitration. On average, cases are completed in less than one year and, where the value in dispute is less than CHF 2 million, no administrative costs are collected.

Modern rules
For further information please visit the website www.swissarbitration.org
EXPORT

The Cc-Ti helps you succeed in opening your business to international markets. Finding partners, customer prospecting, logistics, international regulations and formalities (legalizations and ATA carnets).

The activities oriented towards promoting Ticino exports include the Trade Missions worldwide, in which the Chamber identifies the ideal markets for each participant and organises a schedule of meetings abroad. Furthermore, the Chamber also organises visits to Trade Fairs and group participation to set up stands, offering logistic and information aid to companies who wish to participate. It also organises business cooperation meetings to develop joint projects (joint ventures, collaboration agreements, technology transfer, etc.).

1. ATA Carnet

An international customs document, the ATA Carnet (temporary admission) allows the temporary import of goods without payment of value added tax (VAT) and customs duties. ATA Carnets are issued and accepted in most countries in the world.

Advantages:

Simplified border crossing
A goods passport valid for one year, the ATA Carnet simplifies temporary border crossing. Importers and exporters use a single document for all their customs formalities.

All types of goods
Nearly all types of goods are covered: samples, professional materials and objects to be used at fairs, exhibitions and conferences. Only perishable products and merchandise to be used in processing or repair operations are not covered.

The issuing chamber of commerce assumes the function of surety vis-à-vis the foreign customs authorities. To protect itself from risks, it asks the holder of the ATA Carnet to provide a financial guarantee.

Globally recognized know-how
ATA carnets are issued by Chambers of commerce and similar organisations, members of the international ATA chain of guarantee, within 24 hours on business days.

ATA Carnets can be completed directly on-line at www.atanet.ch
ATA Carnets and documentation may also be ordered from the Cc-Ti.
2. CERTIFICATES OF ORIGIN
As neutral intermediaries between the customs authorities and private businesses, chambers of commerce are responsible for certifying the origin of products exported all over the world. The Cc-Ti acts by delegation from the Directorate General of Customs in Bern.

Advantages:
- Rapid and simplified formalities
- Globally recognised know-how

The Cc-Ti informs exporters of the formalities required by the country of import and of the application of commercial agreements. It will legalise all certificates of origin, invoices and other documents necessary for export.

What is the purpose of certificates of origin?
These documents are used notably by customs administrations to show the origin of a product, to calculate the customs duty applicable in certain countries or in procedures for loan requests.

3. CITES CERTIFICATES
The Convention on International Trade in Endangered Species of Wild Fauna and Flora (CITES) safeguards the survival of animal and plant species, therefore also preserving biodiversity. CITES certificates guarantee the protection of over 30’000 wild species.

Advantages:
- Simplified formalities
- Globally recognised know-how

The Cc-Ti is authorised by the federal authorities to issue CITES certificates, via the Internet.

How is a CITES certificate obtained?
Certificates are issued directly by the Federal Veterinary Office in Bern but may be printed at the Cc-Ti.

4. INTERNATIONAL TRADE
Export Events- Country profile presentations:
Throughout the year, the Cc-Ti coordinates with experts to organize seminars for businesses who wish to expand their market share. The seminars provide information on business opportunities abroad, including investment opportunities.

Advantages:
- Obtaining information on market potential
- Understanding what grants and funding are available
- Learning how to establish businesses abroad
ECONOMIC PROMOTION- INTERNATIONAL DESK

Foreign Market Missions
Three or four times a year, economic delegations visit overseas markets. These trips are organized in cooperation with foreign and bi-national Chambers, as well as institutional partners. Thus, the Cc-Ti also receives foreign delegations interested in Ticino’s business opportunities.

Advantages:
Precise and reliable method of finding partners (in collaboration with OSEC and SWISSFIRMS, an indispensable database for business contacts).
Free information sheet for members (country profile presentation).

Services for foreign companies
The International Desk of the Cc-Ti, upon applications of foreign enterprises and organisations, can render the following range of services:

1) Arrangement of negotiations with potential Swiss-Ticino partners (including, in the format of customer presentation, product workshop, conference, etc.) in the office of Ticino’s Chamber of Commerce (Cc-Ti), letting of conference halls on lease, services of interpreters, arrangement of visiting Ticino’s enterprises.
2) Arrangement of meeting with leaders of regional and municipal authorities and their subdivisions, governmental organisations and institutions.
3) Giving of information about potential business partners in Ticino, express studies of the market, legal consulting to the customer. (with OSEC)
4) Preparation of reference information on Swiss-Ticino exhibitions which are topical for the customer. (with OSEC)
5) Giving of reference information about reliability of potential business partner of the customer.
6) Direct mailing of customer’s commercial offer among Ticino’s enterprises and organisations in accordance with approved sampling.
7) Direct mailing of customer’s commercial offer among the regional Swiss Chambers.
In addition, we are ready to supply to our foreign customers who visit our region eventual accompanying services, namely:
- hotels reservation;
- meeting in air port;
- transportation;
- services of guide-interpreter;
- organisation of cultural program, etc.
ASSOCIATION’S SERVICE
All businesses which are members of the Cc-Ti have a free information sheet in the SWISSFIRMS database.

The Cc-Ti provides assistance to those professional associations which are members:
• Collective labours agreements.
• Specific training courses.
• Economic and commercial problems of specific category.
• Lobbying activities

EDUCATION & TRAINING COURSES
The Cc-Ti organizes numerous courses and seminars on economic, legal and political topics each year. Labor law, commercial mediation, creation and transfer of businesses, commercial law, social network or communication tools for managers.

In some cases it is also possible to obtain certificates recognised by the federal authority; i.e. course for SMEs’ managers, courses for branch director in retail trade, courses for economist in handicrafts, export training, etc.

COMMUNICATION & PUBLICATIONS
Providing information also means defending strong opinions. The articles and editorials of the Cc-Ti report regularly on such matters providing its members with dynamic professional communication tools.

The Cc-Ti is editor and co-editor of numerous member-only publications. The publications deliver up-to-date information on cantonal developments in political and economic matters, support lobbying initiatives, and provide news and analysis to help members develop opinions on current issues.

*Ticino Business* - monthly magazine, an email newsletter, Youtube Cc-Ti Channel, Twitter, Facebook...
ALL PUBLICATIONS
The Cc-Ti electronic Newsletter, issued on a regular basis, has over 3,000 subscribers. Use of the electronic medium enables the content to be presented more concisely and its frequency means that it is as up to date as possible.

Ticino Business: this monthly magazine, appears ten times a year and has a print run of 2,500 copies. Its purpose is to inform and support the Cc-Ti members and the main players of Ticino’s economy.

Economic report: it includes reviews of the previous year and looks back over the activities of the Cc-Ti. It enables members of the Chamber to gain a clear idea of the work undertaken.

Economic survey: it presents a clear picture of the economic fabric and its resources. Based on a questionnaire sent to some members of the Cc-Ti, the economic survey presents a clear picture of the economic fabric and its resources.

Thematic publications and IFCAM Cards

EVENTS
The Cc-Ti offers also an interesting and wide range of events: seminars, public conferences, deepening or ad-hoc meetings, networking events, etc. Moreover once a year take place the Economic Council and the General Assembly of Cc-Ti.

The Chamber makes its infrastructure available to the member (rooms and materials) as well as its address book*, deals with registrations and welcomes participants. Afterwards, it will publish a report in the magazine Ticino Business.

The Business Breakfast of the Chamber (BBC)
Once a month, this meeting enables some members of the Cc-Ti to present their business briefly to around thirty participants. Held at the Cc-Ti the last Monday of the month from 8 am till 9 am, these lively meetings with coffee and a croissant are an opportunity for commercial networking.
TICINO: AN EXCELLENT BUSINESS ENVIRONMENT & STRATEGICAL POSITION

Several aspects fostered the development of the economy in Ticino:
• Political and economical stability in a neutral country greatly dominated by a long tradition of international diplomatic ties.
• A judiciary system based on the principle of legal certainty and on a liberal ideology, which greatly limits the government’s interference.
• Particularly efficient transportation and communication facilities.
• A traditionally solid banking system of universal as well as specialized banks, serving the specific requests of the trading business.
• Interesting fiscal conditions for new enterprises (possibility of tax exemption for several years on a cantonal and communal level) as well as for long-existing companies.
• A favorable geographical situation on the North-South axis across Europe. Lugano is relatively close to Milan, Geneva and Zurich. The proximity to the North-Italian industrial sector as well as the cultural and linguistic affinities contributed to the settlement of various companies.
• Due to the cultural and linguistic kinship to Italy as well as the fluency in English, German and French, many companies from different origins are located in Ticino (Italian, Arab, Turkish, Russian, German, American, etc.).

COMPANIES & MAIN SECTORS IN TICINO

N° of companies: 20’410
(secondary sector: 3’456 / tertiary sector: 16’846)

Main sectors & clusters:
• Fashion and luxury goods
• Electronics and electrical engineering
• Machine and components industry
• Logistics, trading and supply chain management
• Design and new materials
• Drugs and life sciences, chemicals
• Banking and financial services
• Trading and distribution across Europe
WHO CAN BECOME A MEMBER?

The Cc-Ti welcomes all new members joining and offers these businesses the opportunity to introduce themselves to other members at a breakfast meeting (BBC).

Any business undertaking activity in Ticino or individuals holding or having held a position of responsibility in a business which is a member of the Cc-Ti can be members.

HOW TO JOIN US?

Application forms can be completed directly online or ordered from the Cc-Ti.

Chamber of Commerce, Industry, Handicraft and Services of Canton Ticino

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