

HAMILTON'S TARIFF IMPACT QUESTIONNAIRE

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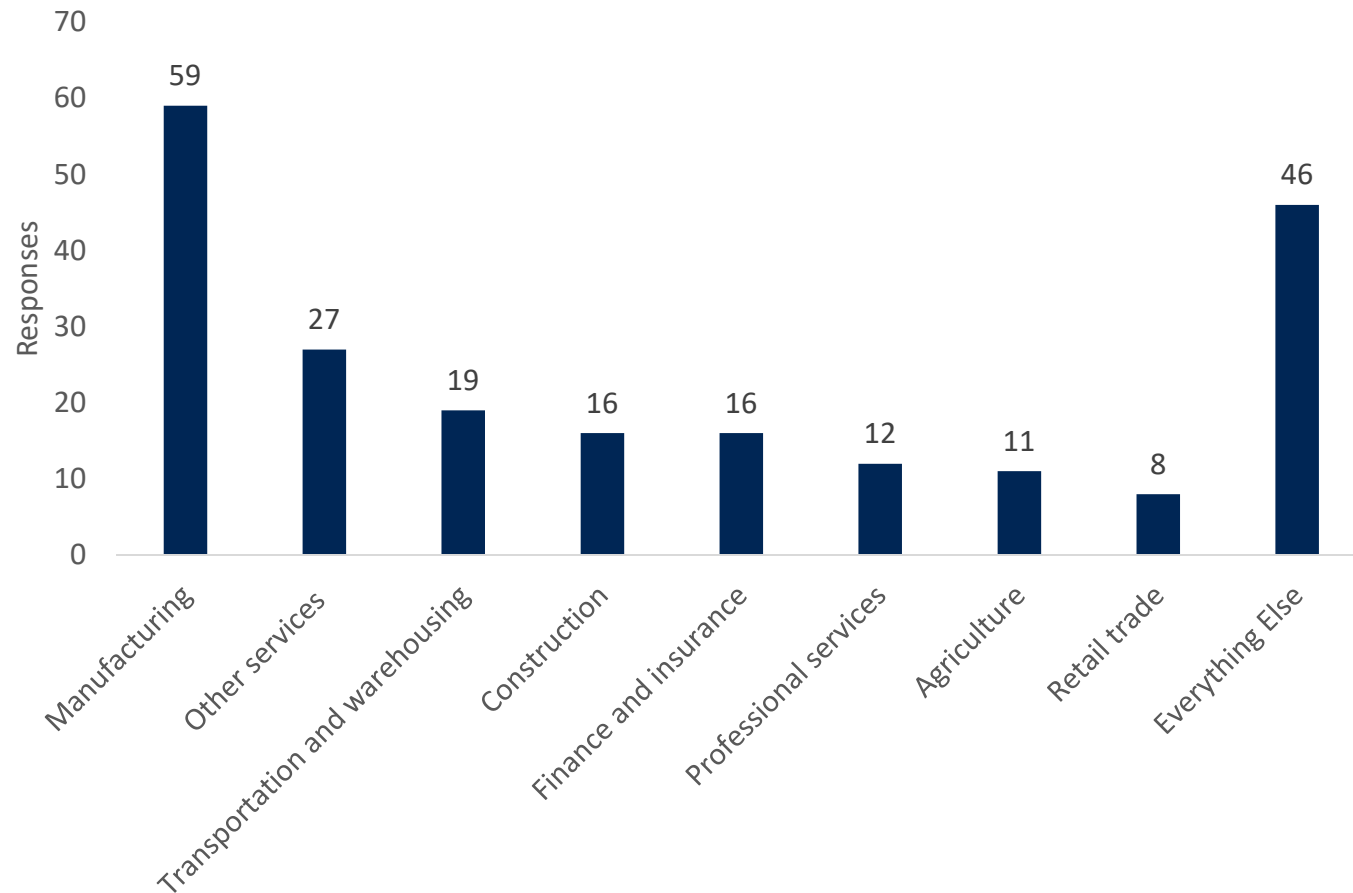
About the Project

- The Tariff Impact Questionnaire was developed through close collaboration between the City of Hamilton's Economic Development Division and the Flamborough, Hamilton, and Stoney Creek Chambers of Commerce
- This tool was produced to create a local lens on tariff impacts that were not available through national or provincial survey tools
- Analysis of this data is ongoing, and additional insights are expected in the weeks ahead, including cross tabulated analysis on the manufacturing sector. These results will be published on investinhamilton.ca/tariffs and shared through the Chambers of Commerce

About the Data Set

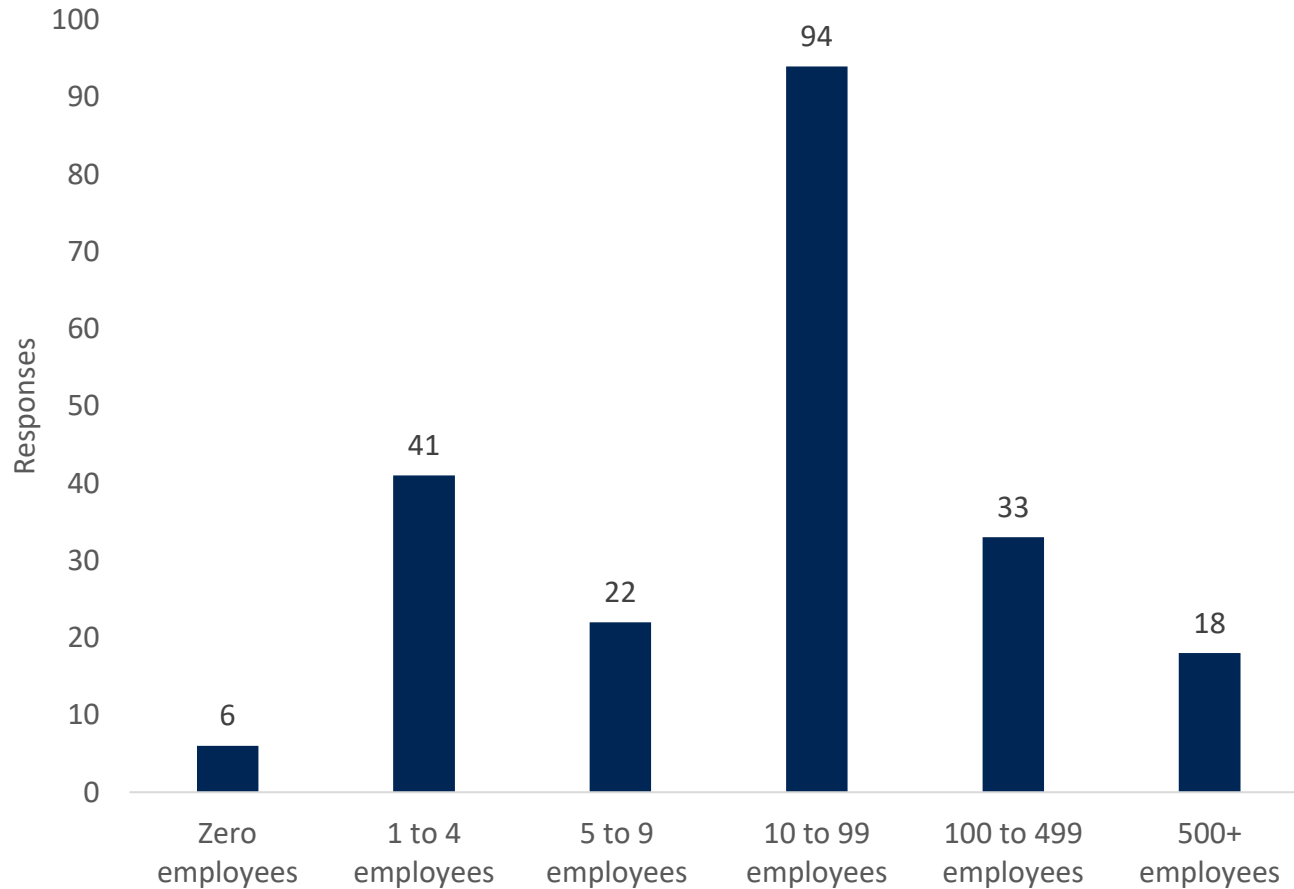
- The Questionnaire collected data from February 18 to March 4, 2025. Following data cleaning and de-duplication of responses, the final data set reflected insights from 214 Hamilton businesses. 182 responses were deemed complete; 32 responses deemed partial and retained in the data set
- For context, [the Ontario Chamber of Commerce's February 2025 Tariff Survey](#) captured 420 responses from across all of Ontario
- While these data can not be seen to be statistically representative of all Hamilton businesses, they provide a valuable bellwether on emerging tariff-related challenges

Sector of Respondents



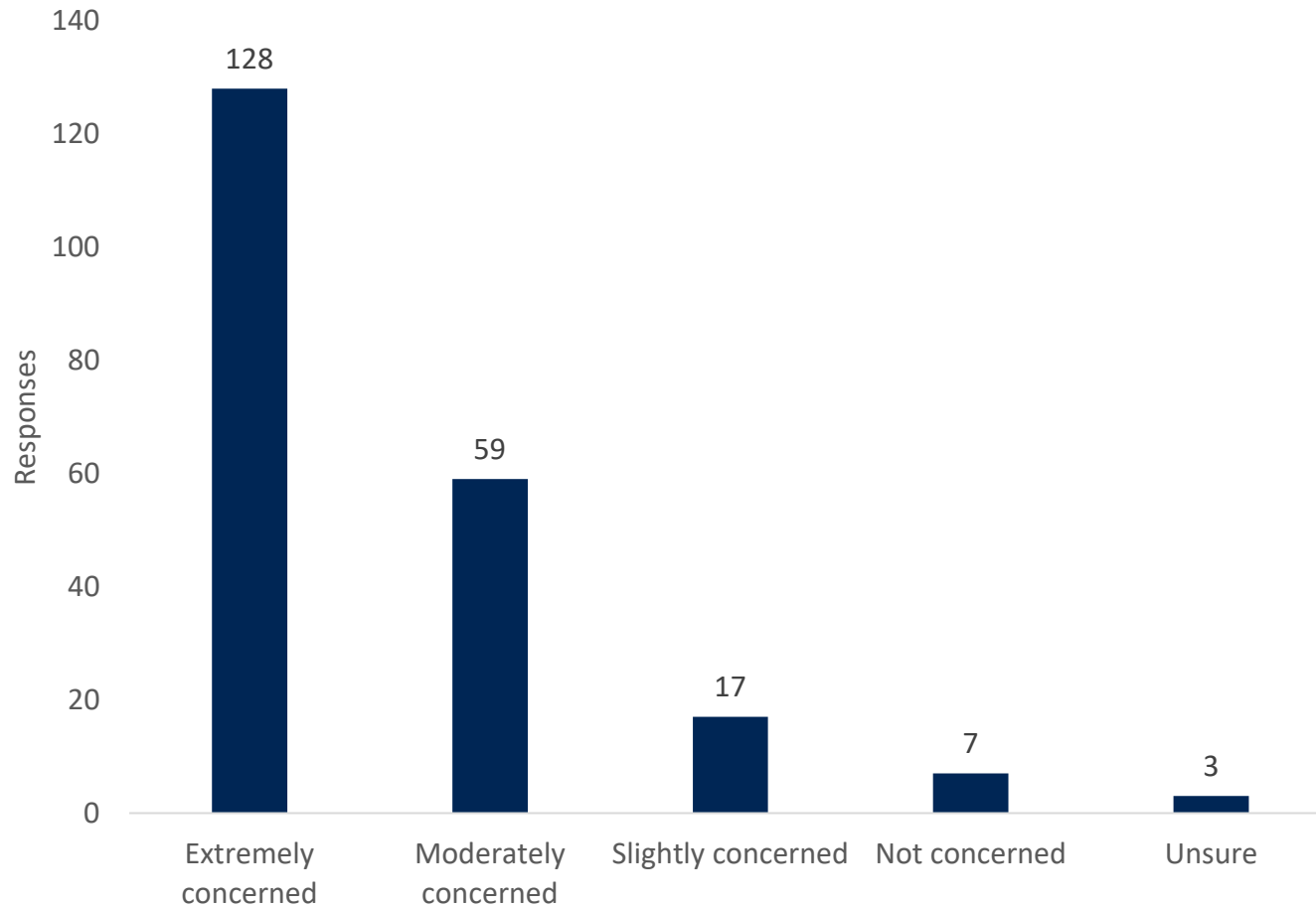
- ✓ All industry codes were self-identified
- ✓ The plurality of responses (27.6%) were received from manufacturing companies
- ✓ All industries at a 2-digit NAICS level are represented in the data
- ✓ Other services are likely over-represented but could not be corrected due to survey anonymity

Size of Respondents



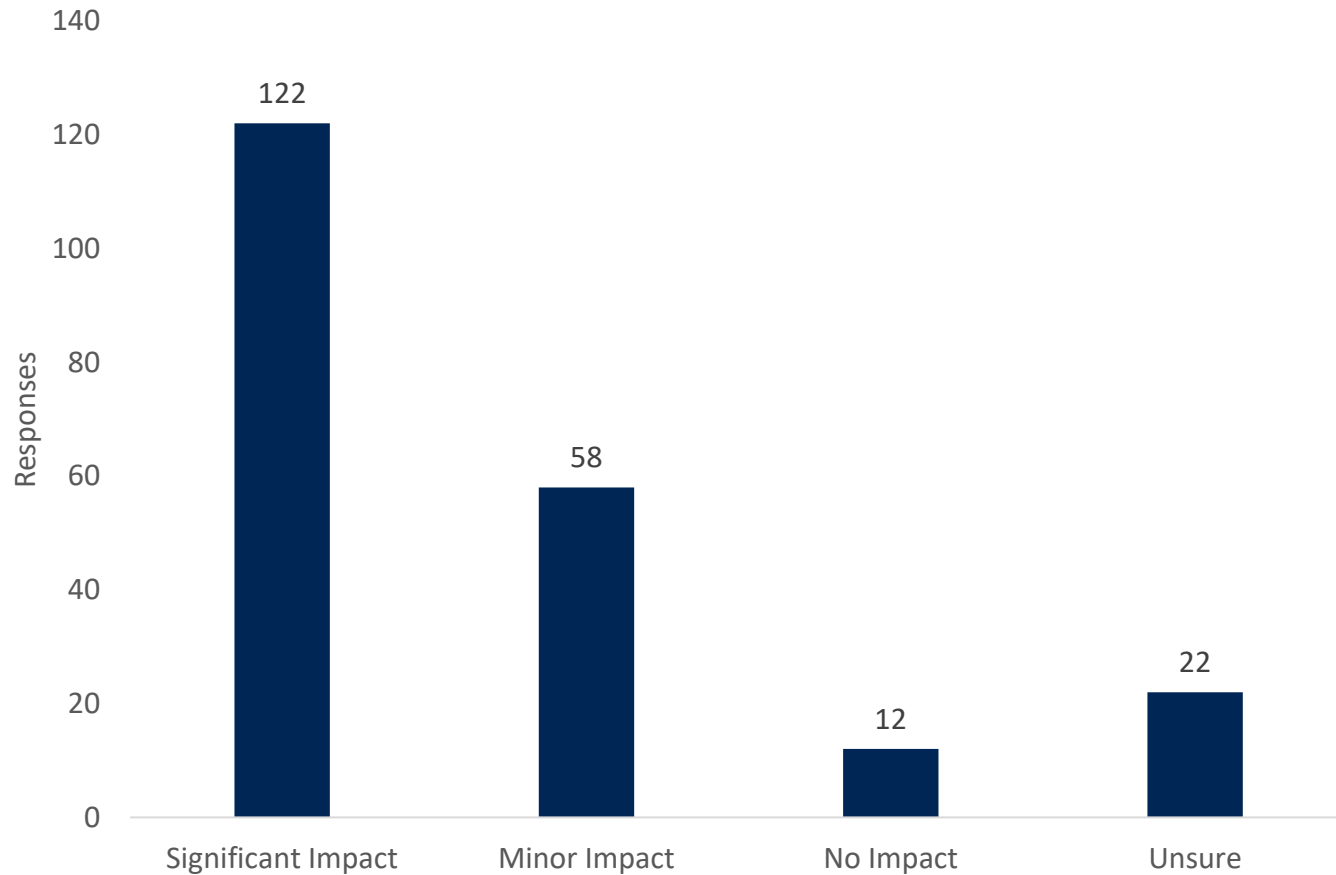
- ✓ The TIQ reflects representation from across all sizes of organization
- ✓ The plurality of responses (43.9%) come from businesses employing between 10 and 99 employees

Level of Concern Over Tariffs



- ✓ Most respondents (59.8%) stated they were extremely concerned about potential U.S. tariffs on Canadian goods and potential retaliatory tariffs
- ✓ 66% of respondents in the Ontario Chamber Survey reported tariffs would have a negative impact on their business

Estimated Impact of Tariffs



- ✓ Most respondents (57.0%) expected that tariffs would have a significant impact on their business
- ✓ Only 5.6% of respondents anticipated no impact on their business

Expected Impacts of Tariffs

Impacts	% Responding
Reduced demand for products/services	64.6%
Increased operating costs	61.8%
Supply chain disruptions	52.8%
Increased cost of services related to importing (e.g. brokerage fees, legal fees, insurance)	46.1%
Delayed expansion or investment plans	38.2%
Loss of U.S. market share	32.6%
Need to reduce workforce	32.0%
Hiring Freeze	30.3%
Need to increase export markets beyond the United States	19.1%
Need to relocate to the United States	14.0%
Accelerated adoption of new technology	4.5%

Resources, Actions, and Supports Required

Supports	% Responding
Offering tax relief	58.6%
Advocating to government bodies	47.7%
Negotiating trade agreements	47.1%
Providing financial assistance	40.2%
Investing in trade infrastructure (including reducing existing trade barriers)	36.2%
Offering resources for market diversification	31.6%
Implementing counter-tariffs	28.2%
Facilitating networking opportunities	22.4%
Providing information sessions	21.8%

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