

GOVERNMENT AFFAIRS



Canada has numerous restrictions on non-Canadians doing business in Canada and it is crucial that U.S. enterprises understand and comply with the ever-evolving nature of Canadian legislation, regulatory requirements and government programs. Gowlings' public policy and advocacy practices are globally renowned for providing a range of services including advice to government, government relations, strategic lobbying, and regulatory advice at the federal, provincial and local levels.

Our ability to achieve success for our U.S. clients is the result of over 120 years of experience developing, analyzing and advising clients on the legislative process. Our professional relationships are extensive across federal and provincial governments, as well as within the most senior reaches of Canada's private sector and NGO communities. Our Government Affairs practice includes former members of cabinet, parliament, cabinet staff, former deputy and assistant deputy ministers, and senior public servants.

As trusted advisors to U.S. companies for more than a century, Gowlings' unique professional expertise and experience enables us to provide clients with the sophisticated legal, public policy and strategic advice needed to resolve complex problems.

We specialize in assisting clients secure the necessary government agency approvals whether under the Investment Canada Act or Canada's Bank Act. In addition to advising on federal, provincial and municipal lobbying law, and applicable gift and hospitality rules, Gowlings can also assist clients navigate the multiple levels of legislation, regulations and guidelines surrounding political donations and government representations.

Gowlings' Ottawa office is the largest law firm office in Canada's Capital, steps away from Parliament Hill, the heart of the Canadian government. With 170 professionals in Ottawa alone, we advise clients in such industries as energy and infrastructure, food and agriculture, and financial services, as well as on subjects including culture, international trade, national security, defence procurement, anti-trust/competition review, intellectual property, telecommunications and transportation. Our dealings over the years have addressed officials in virtually every department and agency within the Government of Canada.

Whatever the issue, Gowlings is Canada's go-to law firm for Americans seeking advice concerning government regulatory affairs, public policy and establishing a business or organization in Canada.

GOWLINGS

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EXAMPLE OF SERVICES

- Establishing business entities
- Providing comprehensive legal and strategic advice
- Public policy research, analysis and development
- Lobbying/government advocacy
- Public consultations, facilitation and consensus building
- Dispute resolution/arbitration/mediation
- Training and professional development
- Providing second opinions, assessments and evaluations

REPRESENTATIVE TRANSACTIONS

- Acting on behalf of a major U.S. commercial Internet retailer to introduce its services into Canada. Gowlings has advised on all matters relating to its business activities in Canada, providing advice on regulatory and legislative requirements including telecommunications, culture, trade, customs, e-commerce, privacy issues and related legal topics pertaining to its new successful Canadian business activities.
- Acting on behalf of a major U.S. defence contractor on all matters concerning procurement, trade and its Canadian operations.
- Assisting a U.S. client engaged in online specialized research services in its negotiations with a Canadian government agency and a related department with the purpose of engaging in collaborative initiatives to broaden the inventory of material available to Canadian consumers and providing a service to Canadian government by way of newly digitized materials for the public.

Gowlings is a leading Canadian law firm offering a diverse range of services to help domestic and international organizations achieve their business objectives. Recognized for excellence in business, advocacy and intellectual property law, Gowlings provides dedicated industry expertise in a number of sectors including natural resources, energy, infrastructure, government relations, life sciences, financial services, technology and manufacturing. The Firm combines traditional legal services with innovative solutions in areas such as transfer pricing and tax, and occupational health and safety, to provide business entities with a competitive advantage. Characterized by national strength and regional focus, Gowlings has over 750 professionals across offices in Montréal, Ottawa, Toronto, Hamilton, Waterloo Region, Calgary and Vancouver. The Firm also provides intellectual property services in Russia and the CIS through its office in Moscow, and energy, resource and infrastructure expertise through its office in London, U.K. Visit us at gowlings.com.



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