

Hayes, Dana GCPE:EX

From: Loiacono, Catherine GCPE:EX
Sent: November-20-13 3:43 PM
To: Cole, Linsey MIT:EX
Cc: Parhar, TJ S MIT:EX; Phelps, Blair GCPE:EX
Subject: Trade Mission Final SNs
Attachments: 2013 11 20 SN Trade Mssion departure FINAL.docx; 2013 11 28 SN RRU Investor Luncheon FINAL.docx; 2013 11 29 SN Friends of BC Shanghai FINAL.docx; 2013 11 29 SN Shanghai Investor Luncheon FINAL.docx; 2013 11 30 SN Sino-Canada HighSchool FINAL.docx; 2013 12 3 SN BC Seafood Promotion FINAL.docx; 2013 12 3 SN Friends of BC Guangzhou FINAL.docx; 2013 12 3 SN LNG Seminar FINAL.docx; 2013 12 04 SN Canadian Chamber of Commerce Luncheon FINAL.docx; 2013 12 4 SN Hong Kong Investor Reception FINAL.docx

Hi Linsey,

Attached are the Trade Mission SNs. They are listed by date to make it a little easier to organize. Below is the list and date of the speech. The only one missing is the Tianjin Renai University speech.

Tomorrow

1. **EVENT: YVR departure**

Thursday, Nov. 28th

2. **Event: Tianjin Renai University Speech – still to come**
3. **Event: Investor roundtable** Tianjin

Friday, Nov. 29

4. **Event: Investor roundtable** Shanghai
5. **Event: Friends of BC reception** Shanghai

Saturday, Nov. 30

6. **Event: Sino-Canada High school 10th anniversary** Shanghai

Tuesday, Dec 3

7. **Event: Opening remarks for LNG seminar** Guangzhou
8. **Event: BC seafood promotion** Guangzhou
9. **Event: Friends of BC reception** Guangzhou

Wednesday, Dec 4

10. **Event: Canadian Chamber of Commerce moderate lunch** Hong Kong
11. **Event: Investor roundtable** Hong Kong



SPEAKING POINTS

HON. TERESA WAT

Minister of International Trade

Trade Mission Departure YVR

Thursday, November 21, 2013

11:30 a.m

Thank you for joining us this morning, as we get set to take off on the third Jobs and Trade Mission.

I am looking forward to joining the Premier to market British Columbia as the preferred destination for international investment.

The Trade Mission will reinforce BC's economic and cultural ties with our priority Asian markets...

...and will build on the foundation laid by Minister's Thomas, Coleman and de Jong.

[Pause]

One of the keys to doing business in Asia is building relationships, particularly government-to-government relationships.

The presence of the Premier or senior ministers opens doors to key economic and political decision-makers.

That's why trade missions are important.

They help us deepen our relationships with priority markets that have the most potential for growth.

[Pause]

Our province boasts ports that are closer to Asia than any of our U.S. neighbours.

We have a competitive business environment, a skilled and diverse workforce, and a quality of life that is recognized world-wide.

This makes B.C. the perfect location for Asian companies looking to locate in North America.

That's why we're strategically targeting major Asian businesses...

...to make the case that they should invest and locate their North American operations or head offices in B.C.

[Pause]

By leveraging our cultural, business and government connections to countries like China...

...we strengthen trade relationships, attract new investment, and secure jobs for British Columbians.

Thank you.



SPEAKING POINTS

HON. TERESA WAT

Minister of International Trade

Investors Luncheon

Royal Roads University

Thursday, November 28, 2013

Location

Address

Please check against delivery

EVENT:

Royal Roads University along with one of its partner universities, is hosting an investor roundtable/luncheon with Minister Wat.

Chinese private investors will see the Minister's participation as a signal of the support of BC Government to their investment interests.

Opportunity:

- To demonstrate B.C.'s economic strengths and the B.C. Government's support for growing trade and investment in priority sectors.
- To build on the strength of B.C.'s Chinese diaspora and demonstrate that B.C. is a familiar, welcoming and hospitable place to do business.

Speaking time: 5-minute speech with consecutive translation: speaker stops at the end of every paragraph or complete thought and the interpreter renders what was said into Mandarin.

Key messages:

- BC has Asia's fastest and most efficient gateway to North American markets.
- We welcome Chinese private investors to explore business opportunities in BC as it is an attractive, stable and welcoming destination for investment.

In market contact: Kevin Tsui, Managing Director
British Columbia Trade & Investment Office – North China
Tel: +86 135-0106-0324
ktsui@britishcolumbia.ca

Speaking Points

Thank you for that introduction.

I would like to acknowledge... [*acknowledge dignitaries TBC*]

And a special thank you to our hosts today, Royal Roads University and their partners *TBC*...

[PAUSE FOR TRANSLATION]

I am so happy to be back in China and visiting Tianjin for the first time as the British Columbia Minister of International Trade.

For Canada, British Columbia is the gateway to the Pacific...

...We are opening our doors to trade like never before.

[PAUSE]

My job, and the job of our new Ministry of International Trade, is to build on the connections and deepen the relationship between us.

To connect businesses and communities in British Columbia with opportunities here in northern China and Tianjin and Beijing and throughout the Asia Pacific.

[PAUSE]

Through our expansive on-the-ground network of trade and investment offices and representatives here in China...

... We're promoting British Columbia's competitive advantages to help us diversify our trade and investment mix.

In addition to our investment offices in Beijing, Guangzhou, Shanghai and Hong Kong ...

...We recently announced that Ben Stewart will be B.C.'s representative in Asia and Investment and Trade Commissioner.

Ben Stewart was appointed because of his background as a successful businessman with experience in opening new markets...

And as a former cabinet minister, he has a direct line to every cabinet minister in Victoria – including the Premier.

Ben has the ability to help further our relationship...

Because we know that while our cultural ties and business to business relations are great in China...

Our government to government relations can really make the difference.

[PAUSE]

Our new Investment and Trade Commissioner, our expanded on-the-ground operations, and trade missions like this one...

They all help us promote British Columbia's competitive advantages.

While other economies struggle, British Columbia and China are in a position to help each other grow.

British Columbia's ports are closer to Asia than anywhere else in North America ...

BC has one of the most competitive low tax environments in North America, with the stable economy to back it up.

[PAUSE]

B.C. is also at the beginning of massive economic development.

We have a once in a lifetime opportunity to help shape the future of energy use around the globe by expanding our natural gas industry.

Our competitive advantages and our natural gas potential explain why investor confidence in B.C. is growing.

A recent PETRONAS announcement of a \$36 billion-dollar commitment to liquefied natural gas in B.C. made this abundantly clear.

[PAUSE]

B.C. also recently became the first foreign government to issue bonds into the Chinese Renminbi market, opening doors to new investors and raising B.C.'s profile in the Asia Pacific.

The one-year-term bond sold out and raised \$428 million Canadian, making it the largest CNH bond by a foreign issuer to date.

[PAUSE]

As we work to diversify British Columbia's trading partners.

We are getting everyone in the same room, making connections and finding out what everyone needs ...

So we can work together, increase our trade and exports...

And secure the investment and the partnerships that will help BC and China develop their full potential...

... From natural gas to clean technology ...

... From forestry and mining to international education.

[PAUSE]

We know this approach is working.

So far this year, B.C. exports to China have increased 17 per cent compared to 2012.

Mineral products are up by 28 per cent and shipments of wood products have increased 38 per cent in 2013 compared to the same period last year.

And the advantages of doing business in B.C. have made Vancouver one of North America's most competitive and dynamic business locations.

That's why the Agricultural Bank of China chose Vancouver for its Canadian representative office...

A beautiful place strategically located at the commercial crossroads between the Asia Pacific and the rest of North America.

[PAUSE]

Attracting more people — tourists, students, investors, government officials...

Getting to know each other and the advantages of working together ...

My Ministry is founded on that approach.

[PAUSE]

I want to thank you for being here today as and recognize the people in this room for helping us build those connections.

I look forward to hearing your questions and talking with you here today ...

And to working with all of you as we continue to bring the world to British Columbia

... And British Columbia to the world.

Thank you.



SPEAKING POINTS

HON. TERESA WAT

Minister of International Trade

Friends of BC Reception Shanghai

Grand Hyatt Shanghai
(Piano Bar - 53rd Floor)
Friday, November 29, 2013
6:30pm to 8pm

Please check against delivery

EVENT:

This evening reception, hosted by MIT in partnership with the Canadian Chamber of Commerce, will be attended by 120 Shanghai area businesspeople with an interest in doing business in B.C.

Speaking time: Seven (7) minute speech with consecutive translation: speaker stops at the end of every paragraph or complete thought and the interpreter renders it into Mandarin.

Event contact: Kelly Gossen / Greg Eidsness

Key messages:

- BC greatly values its relationship with China and East China in particular.
- The BC Government is committed to building its trade and investment relationship with China.
- There are many opportunities for Chinese companies to become involved in the quickly developing LNG story in BC.

Speaking Points

Thank you for that introduction.

I would like to acknowledge:

Thank you to our sponsors tonight:

And a special thank you to our partners in hosting this event, the Canadian Chamber of Commerce in Shanghai.

[PAUSE FOR TRANSLATION]

I'm so pleased to be back in China and visiting Shanghai for my first time as British Columbia's Minister of International Trade.

Many of you have experienced British Columbia and understand the deep historical, cultural and business ties that we share with China and Shanghai in particular.

You have family in B.C. You have studied in B.C. You have worked in B.C. You have become part of B.C.

[PAUSE]

People from China have helped build British Columbia.

They have made B.C. their home and form an essential part of the fabric of our province.

Some of you have sons and daughters studying, working and living in B.C. right now who are sharing in those experiences.

All of these life-long friendships and connections are a bridge between British Columbia and China.

[PAUSE]

Now my job, and the job of our new Ministry of International Trade, is to build on the connections between us.

To connect businesses and communities in British Columbia with opportunities here in East China and Shanghai.

That is why we are significantly increasing our on-the-ground activities and operations in China.

[PAUSE]

We recently announced that Ben Stewart will be B.C.'s Representative in Asia and Investment and Trade Commissioner.

He will be based in Beijing and was appointed because of his background as a successful businessman with experience in opening new markets...

And as a former cabinet minister, he has a direct line to every cabinet minister in Victoria – including the Premier.

[PAUSE]

We have also expanded our East China trade and investment office in Shanghai ...

And added a new office in Hong Kong to work with our operations in Beijing and Guangzhou.

Trade and investment representatives such as John McDonald here in East China provide customized support to businesses and investors.

Our trade and investment offices will help you and local companies navigate BC's investment processes ...

And make sure you complete the necessary steps as quickly as we can.

[PAUSE]

Our Ministry knows that increasing the movement of people and decision makers between B.C. and China will increase the flow of investment and economic activity.

Our trade and investment offices and our Ministry have supported over 145 inbound and outbound international missions over the past year.

British Columbia's Shanghai Office led a delegation of 25 business representatives, predominantly from East China, to view investment opportunities throughout B.C.

And our offices in China have facilitated business connections in a wide range of sectors.

In fact, just prior to joining you here I witnessed a number of deals being signed in the life sciences and agri-food sectors.

[PAUSE]

Our new Representative in Asia and Investment and Trade Commissioner ...

Our expanded on-the-ground operations, and trade missions like this one...

They all help us to promote British Columbia's competitive advantages.

While other economies struggle, British Columbia and Shanghai are in a position to help each other grow.

British Columbia's ports are closer to Asia than anywhere else in North America ...

And our transportation infrastructure gets goods to market quickly and efficiently.

BC has one of the most competitive low tax environments in North America, with the stable economy to back it up.

[PAUSE]

B.C. is also at the beginning of massive economic development.

We have a once in a lifetime opportunity to help shape the future of energy use around the globe by expanding our natural gas industry.

Because global demand for energy is increasing and B.C. natural gas is a clean solution that can help improve the quality of life in Asia.

That's why we are developing a liquefied natural gas industry and seizing the opportunity to sell natural gas globally.

[PAUSE]

Our competitive advantages and our natural gas potential explain why investor confidence in B.C. is growing.

A recent PETRONAS announcement of a \$36 billion-dollar commitment to liquefied natural gas in B.C. made this abundantly clear.

B.C. also recently became the first foreign government to issue bonds into the Chinese Renminbi market, opening doors to new investors and raising B.C.'s profile in the Asia Pacific.

The one-year-term bond sold out and raised \$428 million Canadian, making it the largest CNH bond by a foreign issuer to date.

[PAUSE]

As we work to diversify British Columbia's trading partners.

We are getting everyone in the same room, making connections and finding out what everyone needs ...

So we can work together, increase our trade and exports...

And secure the investment and the partnerships that will help British Columbia, Shanghai, and China develop their full potential ...

... From natural gas to clean technology ...

... From forestry and mining to international education.

[PAUSE]

We know this approach is working.

So far this year, B.C. exports to China have increased 17 per cent compared to 2012.

Mineral products are up by 28 per cent and shipments of wood products have increased 38 per cent in 2013 compared to the same period last year.

And the advantages of doing business in B.C. have made Vancouver one of North America's most competitive and dynamic business locations.

Vancouver and B.C. are the gateway to Asia ...

A beautiful place strategically located at the commercial crossroads between the Asia Pacific and the rest of North America.

[PAUSE]

And every one of you can contribute.

I want to thank the people in this room for helping us build that bridge between B.C. and Shanghai, the world's largest city and one of its greatest cities ...

... A key influencer in commerce, technology, transport and culture.

I look forward to talking with you here today and to working with all of you as we continue to bring the world to British Columbia

... And British Columbia to the world.

Thank you.



SPEAKING POINTS

HON. TERESA WAT

Minister of International Trade

Shanghai Investors Luncheon

Friday, November 29, 2013

Noon – 1:30 pm

Jin Mao Hotel

Polaris Room 53F

Please check against delivery

EVENT:

Approximately 20 investors will participate in a roundtable discussion moderated by BCTIR John McDonald.

These investors were recruited by the BCTIR Office in Shanghai and the Canadian Consulate in Shanghai. They are senior executives from local SOEs and private companies in East China. They are interested in investing in North America and have a strong interest in different sectors such as mining, forestry, LNG and life sciences. They will be seeking to learn what differentiates B.C. from other jurisdictions from an investment perspective.

Guests:

- Mr. Rick Savone, Consulate General, Canadian Consulate in Shanghai
- Mr. Liu Yingjun, VP of Rongsheng Group
- Mr. Jiang Zhaobai, Chairman of Pengxin Group
- Ms. Li Yongfen, President of Shanghai Zhongjian Real Estate Co., Ltd
- Richard Zhang, GM of Mineral Resources Division of Fosun Group
- Mr. Bo Wei, Senior VP of Forte Property Group / GM of Forte Property (Shanghai) Co., Ltd
- Mr. Zhao Fangyun, GM of Zhejiang Provincial Natural Gas Development Co., Ltd
- Andy Zhang, Chairman of Sinom Group
- Mr. Jiang Binbin, VP of Yunfeng Group
- Edward Song, Director of Baosteel Resources Co., Ltd
- Mr. Meng Xianniu, GM of Jiangsu Lianyungang Port Logistics Holdings Limited
- VP of GCL Oil and Gas Group (Golden Concord Holdings Limited)
- VP of Wison Group
- 2 guests from the Chinese company who will attend the signing ceremony

Speaking time: 5-minute speech
Concurrent translation

Key messages:

- BC has Asia's fastest and most efficient gateway to North American markets.
- We welcome Chinese private investors to explore business opportunities in BC as it is an attractive, stable and welcoming destination for investment.

Contact: Greg Eidsness

Speaking Points

Thank you for that introduction.

I would like to acknowledge...

- Rick Savone the Canadian Consulate General here in Shanghai;
- *[Other dignitaries – TBC]*

And a special thank you to our sponsors today:

I recognize many of you from earlier this fall when we met in British Columbia ...

[Opportunity to provide anecdote from your meeting with the 2013 Chinese Investor Mission to BC that visited Vancouver, Victoria and the Okanagan.]

[PAUSE FOR TRANSLATION]

I am so happy to be back in China and visiting Shanghai for the first time as the British Columbia Minister of International Trade.

For Canada, British Columbia is the gateway to the Pacific...

...We are opening our doors to trade like never before.

[PAUSE]

My job, and the job of our new Ministry of International Trade, is to build on the connections and deepen the relationship between us.

To connect businesses and communities in British Columbia with opportunities here in eastern China and Shanghai and throughout the Asia Pacific.

[PAUSE]

Through our expansive on-the-ground network of trade and investment offices and representatives here in China...

... We're promoting British Columbia's competitive advantages to help us diversify our trade and investment mix.

In addition to our investment offices in Beijing, Guangzhou, Shanghai and Hong Kong ...

...We recently announced that Ben Stewart will be B.C.'s representative in Asia and Investment and Trade Commissioner.

Ben Stewart was appointed because of his background as a successful businessman with experience in opening new markets...

And as a former cabinet minister, he has a direct line to every cabinet minister in Victoria – including the Premier.

Ben has the ability to help further our relationship...

Because we know that while our cultural ties and business to business relations are great in China...

Our government to government relations can really make the difference.

[PAUSE]

Our new Investment and Trade Commissioner, our expanded on-the-ground operations, and trade missions like this one...

They all help us promote British Columbia's competitive advantages.

While other economies struggle, British Columbia and China are in a position to help each other grow.

British Columbia's ports are closer to Asia than anywhere else in North America ...

BC has one of the most competitive low tax environments in North America, with the stable economy to back it up.

[PAUSE]

B.C. is also at the beginning of massive economic development.

We have a once in a lifetime opportunity to help shape the future of energy use around the globe by expanding our natural gas industry.

Our competitive advantages and our natural gas potential explain why investor confidence in B.C. is growing.

A recent PETRONAS announcement of a \$36 billion-dollar commitment to liquefied natural gas in B.C. made this abundantly clear.

[PAUSE]

B.C. also recently became the first foreign government to issue bonds into the Chinese Renminbi market, opening doors to new investors and raising B.C.'s profile in the Asia Pacific.

The one-year-term bond sold out and raised \$428 million Canadian, making it the largest CNH bond by a foreign issuer to date.

[PAUSE]

As we work to diversify British Columbia's trading partners.

- We are getting everyone in the same room, making connections and finding out what everyone needs ...

So we can work together, increase our trade and exports...

And secure the investment and the partnerships that will help BC and China develop their full potential ...

... From natural gas to clean technology ...

... From forestry and mining to international education.

[PAUSE]

We know this approach is working.

So far this year, B.C. exports to China have increased 17 per cent compared to 2012.

Mineral products are up by 28 per cent and shipments of wood products have increased 38 per cent in 2013 compared to the same period last year.

And the advantages of doing business in B.C. have made Vancouver one of North America's most competitive and dynamic business locations.

That is why the Agricultural Bank of China chose Vancouver for its Canadian representative office...

A beautiful place strategically located at the commercial crossroads between the Asia Pacific and the rest of North America.

[PAUSE]

Attracting more people — tourists, students, investors, government officials...

Getting to know each other and the advantages of working together ...

My Ministry is founded on that approach.

[PAUSE]

I want to thank you for being here today and recognize the people in this room for helping us build those connections.

I look forward to hearing your questions and talking with you here today ...

And to working with all of you as we continue to bring the world to British Columbia

... And British Columbia to the world.

Thank you.



SPEAKING POINTS

HON. TERESA WAT

Minister of International Trade

Sino-Canada High School 10th Anniversary

Saturday November 30, 2013

2:30pm to 4:30pm

Shanghai Concert Hall
No. 523, East Yan'An Road,
People's Square, Shanghai

Please check against delivery

EVENT:

A celebratory event attended by approximately 1,100 people, primarily students. **MTW** will be seated at the head table of the banquet.

Sino Canada High School is a fully accredited British Columbia school operating in China. It operates under the auspices of the British Columbia Ministry of Education as an offshore school. The British Columbia Program at the school is inspected and certified by the Province of British Columbia's Ministry of Education. Graduates from the school program will have successfully completed the British Columbia graduation program in English, taught by British Columbia certified teachers. Graduates from Sino-Canada High School are issued British Columbia Certificate of Graduation (Dogwood Diploma).

In 2013-2014, the school population is approximately 1,200 students with 800 in the BC Program and 400 in the ESL program.

Speaking time: Three-to-five minute congratulatory speech with consecutive translation: speaker stops at the end of every paragraph or complete thought.

— **Agenda** —

1. Video Experience of Our School (10-15 Min)
2. Education park celebration: Unveiling of Plan for the new main building and one more dormitory.
3. Speeches, five (5) minutes:
 - **MTW**
 - BC Principal
 - Chinese Principal
 - Government Official / or Ross Yuan
4. Entertainment Program: Students and Staff form Sino –Canada
 - a. Dance
 - b. Choir
 - c. Kung Fu
 - d. Dance – individual

Key Messages:

- The Province of BC is please to congratulate the Sino-Canada High School on its 10th Anniversary.
- The BC Government is honoured that so many Chinese students are learning using the province's curriculum.
- We look forward to welcoming these students to the province's colleges and universities once they have completed their high school studies.

Speaking Points

Thank you for that introduction.

On behalf of Premier Christy Clark and the Province of British Columbia it gives me great pleasure to congratulate the Sino-Canada High School on its 10th anniversary.

This school is among the pioneers for British Columbia's certified offshore school program.

It has grown significantly over its 10 years and it has earned a reputation for exceptional quality.

[PAUSE FOR TRANSLATION]

Acquiring and maintaining that reputation takes dedication from the owner, the staff and the students.

And that dedication and hard work has been sustained over the long term.

The Province of British Columbia recognizes this significant accomplishment and we congratulate Ross Yuan and all of you on this success.

[PAUSE]

British Columbia considers Sino-Canada High School an important education partner.

You have demonstrated the importance of international education and provided significant opportunities to your students.

For British Columbia, international education is one of our priority sectors, and China is one of our most valued partners.

China was the top source country for international students in British Columbia in 2012, accounting for 21 per cent of the total international student population.

And around 32 per cent of the international students from China studying in Canada are living and learning in British Columbia.

[PAUSE]

International education helps B.C. create and sustain jobs and economic activity ...

And British Columbia's educational institutions have been very active in forming partnerships and collaborative arrangements with institutions here in China.

But international education also creates connections between people, cultures and ideas.

When you learn a new language, when you are introduced to a new culture, the best thing you can do is use it every day and be surrounded by it.

**[PAUSE and POTENTIAL PERSONAL ANECDOTE:
languages/education]**

That is why I would like to personally invite you to continue your studies in British Columbia.

So you can see and experience first-hand what a special place our province is.

We have world-class universities and colleges that are located in safe, beautiful and thriving multicultural communities.

[PAUSE]

And once you get your degree, we're doing everything we can to make sure there are opportunities for exciting careers.

From the natural gas industry we are developing to provide energy and improve the quality of life in Asia and around the world...

To Vancouver's thriving technology sector that is creating innovative clean energy solutions, video games and animated films, and so much more.

We need you and your expertise, and on behalf of British Columbia and its post-secondary schools, we can't wait to welcome you and make you feel at home.

[PAUSE]

Congratulations again to the Sino-Canada High School and all of you for 10 years of success as a certified British Columbia offshore school.

And I look forward to sharing more celebrations and landmarks together as we continue to bring the world to British Columbia ...

... And British Columbia to the world.

Thank you.



SPEAKING POINTS FOR

TERESA WAT

MINISTER OF INTERNATIONAL TRADE
and MINISTER RESPONSIBLE FOR ASIA PACIFIC STRATEGY and
MULTICULTURALISM

Canadian Chamber of Commerce Luncheon

12:30 PM December 4, 2013

Club Lusitano, Central, Hong Kong

Check against delivery

Event: Luncheon hosted by the Canadian Chamber of Commerce

Location: Club Lusitano, Central, Hong Kong

Attendees: The luncheon head table will include prominent BC companies and representatives in Hong Kong, such as Hootsuite, Lululemon, Vision Critical, Wingtat, UBC alumni and SFU alumni.

Format: Interview format to be moderated by Mr. Eddie Wang, former Chief Executive of HSBC. Q&A speaking notes to be reviewed by the Minister before the session.

On-site contact: Cherie Tong

Agenda:

12:30 – 1:00 Lunch

1:00 – 1:30 Interview of Minister Teresa Wat moderated by Eddie Wang

About: The Canadian Chamber of Commerce is the 2nd largest chamber in Hong Kong with over 1,500 members, and its membership represents a diverse group of prominent business professionals in the community. The luncheon is intended as an open event to offer the Chamber's members an opportunity to interact with Minister Wat. We view the Canadian business community as partners to advance the Ministry's priorities in Asia.

Speaking Points

Thank you for that introduction.

I would like to acknowledge:

And a special thank you to the Canadian Chamber of Commerce for hosting this event...

I am so pleased to be back in China and returning to Hong Kong – the city I grew up in.

I am especially honoured to be here as B.C.'s new Minister of International Trade.

[PAUSE]

My job, and the job of the new Ministry is to build on the connections and deepen the relationship between us.

To connect businesses and communities in British Columbia with opportunities here in Hong Kong and throughout the Asia Pacific.

[PAUSE]

That's why we've added a trade and investment office in Hong Kong...

...to work with our expanded operations in Beijing, Shanghai and Guangzhou.

And why we recently announced that Ben Stewart as B.C.'s representative in Asia and Investment and Trade Commissioner.

Ben Stewart was appointed because of his background as a successful businessman with experience in opening new markets...

And as a former cabinet minister, he has a direct line to every cabinet minister in Victoria – including the Premier.

...He will be promoting British Columbia's competitive advantages to help us diversify our trade and investment opportunities.

[PAUSE]

Advantages like the closest ports to Asia than anywhere else in North America ...

Our quick and efficient transportation infrastructure.
Our skilled and diverse workforce and low-cost power.

And one of the most competitive low tax environments in North America.

...British Columbia is a stable harbour for investment.

And, there is no bigger investment opportunity than burgeoning liquefied natural gas sector.

[PAUSE]

We have a once in a lifetime opportunity to help shape the future of energy use around the globe by expanding our natural gas industry.

Natural gas is a clean solution that can help improve the quality of life in Asia.

That's why we are developing a liquefied natural gas industry and seizing the opportunity to sell natural gas globally.

And, just a few weeks ago we learned that B.C.'s natural gas reserves are double previous estimates.

There's enough to support development of liquefied natural gas exports for more than 150 years.

[PAUSE]

Our competitive advantages and our natural gas potential is why investor confidence in B.C. is growing.

B.C. recently became the first foreign government to issue bonds into the Chinese Renminbi market...

...opening doors to new investors and raising B.C.'s profile in the Asia Pacific.

Our strategic location and cultural and economic bridges across the Pacific also make British Columbia the perfect place for Asian corporations' North American head offices.

That's why we're strategically targeting major Asian businesses to make the case that they should invest and locate their North American operations or head office in B.C.

[PAUSE]

However, it is through exchanges – like this one – that we are able to build relationships that forge stronger business ties.

So we can work together, to increase our trade and exports...

And secure the investment and the partnerships that will help British Columbia, Hong Kong, and China develop their full potential ...

... From natural gas to clean technology ...

... From forestry and mining to international education.

[PAUSE]

And every one of you can contribute.

I want to thank the people in this room for helping us build that bridge between B.C. and Hong Kong.

I look forward to talking with you working with all of you as we continue to bring the world to British Columbia

... And British Columbia to the world.

Thank you.



SPEAKING POINTS

HON. TERESA WAT

Minister of International Trade

BC Seafood Promotion Opening & Media Interview

Tuesday, December 3, 2013

11:15 am – 11:45 am

The Deluxe Restaurant
4th floor at OneLink Walk, Guangzhou

Please check against delivery

EVENT: There will be a British Columbia Seafood Promotion display in the restaurant and a special menu using British Columbia seafood products.

Audience: The President of The Deluxe Restaurants, General Managers from three other locations of The Deluxe Restaurants and local media will be present

What do they want to hear:

- The promotion of The Deluxe Restaurant as a high-quality restaurant by using seafood from British Columbia.
- Explore the variety of British Columbia seafood that can be imported into China

B.C. Objective:

- Promote BC seafood products in Guangzhou.
- Highlight the importance of the seafood industry in British Columbia. The province's rich fish and seafood resources makes BC stand out from other provinces in Canada as a supplier of these products to Asian markets.

Speaking time: 5-minute speech with consecutive translation: speaker stops at the end of every paragraph or complete thought and the interpreter renders what was said into Mandarin.

Key messages:

- British Columbia has a wide variety and large supply of high quality seafood products available for export, and can fulfill growing demand from different key markets around the world. For years, British Columbia has seen South China as one of its most important markets for exporting high quality seafood products.
- Fresh seafood is a cornerstone of Cantonese cuisine. British Columbia has the ability to supply large quantities of fresh, safe and high quality seafood.

Contact: Cathy Yao, Managing Director
BC Trade and Investment Office-South China (Guangzhou)
Tel: 86-20-28317411
Email: cyao@britishcolumbia.ca

Speaking Points

I would like to begin by thanking you for hosting me here today.

I am delighted to be here and to see wide array of delicious seafood on your menu.

Growing up not far from here, in Hong Kong, I am aware of how important fresh seafood is in Cantonese cuisine.

British Columbia has the most diverse agrifoods sector in Canada, with over 200 agriculture products, 100 seafood products and a globally recognized wine industry which encompasses 216 wineries.

[PAUSE and potential personal anecdote related to recent visits to B.C. fish, geoduck and oyster farms]

As a leader in food safety, B.C. is in a position to substantially increase its export markets, especially here in China.

Our reputation for producing high-quality and great-tasting foods relies on our internationally-renowned food traceability, safety and sustainability standards.

We are the first jurisdiction in Canada to regulate certification of organic products and have led the way for a national standard in organic agriculture.

[PAUSE]

For years, British Columbia has seen South China as one of its most important markets.

With a high-quality seafood supply, resulting from clean water and air and safe food production methods...

And our unique and diverse products ranging from salmon to geoducks...

And our well-established ties to markets throughout Asia means that B.C.'s seafood sector is well positioned to fulfill

growing demand around the world and especially here in China.

[PAUSE FOR TRANSLATION]

British Columbia has set new records for agriculture and seafood exports to China for the past three years.

Seafood exports to China totalled \$121 million in 2012, up 10.5 per cent over the previous year.

The top products shipped from B.C. to China include chum salmon, hake, flounder, crabs, geoduck, clams and herring.

...And we are opening our doors to trade like never before.

[PAUSE]

My job, and the job of our new Ministry of International Trade, is to build on the connections and deepen the relationship between us.

To connect businesses and communities in British Columbia with opportunities here in Gaungzhou, China and throughout the Asia Pacific.

[PAUSE]

Through our expansive on-the-ground network of trade and investment offices and representatives here in Guangzhou, and in other cities, including Beijing, Shanghai and Hong Kong.

Our office here in Guangzhou has a very strategic relationship with seafood suppliers in B.C. through my ministry...

Which could help you source seafood from our shores...

Saving you time and effort.

[PAUSE]

We recently announced that Ben Stewart will be B.C.'s Representative in Asia and Investment and Trade Commissioner.

He is a successful businessman ...

Who opened up new markets for his company's wines from British Columbia's Okanagan region ...

And he served as a Minister in the provincial government, including as Minister of Agriculture.

In his new role, Mr. Stewart will be based in Beijing ...

And as a former cabinet minister, he has a direct line to every cabinet minister in Victoria – including the Premier.

Ben has the ability to help further our relationship...

Because we know that while, our cultural ties and our business to business relations are great in China...

Our government to government relations can really make the difference.

Our expanded on-the-ground operations, the appointment of a new Investment and Trade Commissioner, and trade missions like this one...

All of these things contribute to British Columbia's competitive advantages to help us diversify our trade and investment mix.

[PAUSE]

While other economies struggle, British Columbia and China are in a position to help each other grow.

British Columbia's ports are closer to Asia than anywhere else in North America ...

As we work to diversify British Columbia's trading partners.

We are getting everyone in the same room, making connections and finding out what everyone needs ...

So we can work together, increase our trade and exports...

And secure the investment and the partnerships that will help BC and China develop their full potential ...

... From natural gas to clean technology ...

...From international education to seafood.

[PAUSE]

We know this approach is working.

Because my Ministry is founded on that approach.

My Ministry knows that increasing the movement of people and decision makers between B.C. and China will increase the flow of investment and economic activity ...

The trade and investment offices and my Ministry have supported over 145 inbound and outbound international missions over the past year.

In fact, just last month, my ministry brought a delegation to China for a major seafood trade show.

Last year, my ministry worked with the Blue Horizon Group, with 27 restaurants in China, during their visit to British Columbia to purchase seafood.

More recently, this fall, my ministry hosted buyers from the MGM Resort Hotels, for a week-long visit to purchase B.C. seafood and produce.

[PAUSE]

Sustainable, delicious and diverse seafood is what my province can offer you...

And from crab fisherman on the coast to tuna fishers in open waters, our producers are eager to do business with you.

I look forward to talking with you here today ...

And to working with you as we continue to bring the world to British Columbia

... And British Columbia to the world.

Thank you.



SPEAKING POINTS

HON. TERESA WAT

Minister of International Trade

Friends of BC Luncheon Guangzhou

Marriott Hotel Tianhe
Guangzhou
Noon to 2pm

Please check against delivery

EVENT:

A roundtable lunch with up to 180 attendees (18 tables, 10 people per table). Chinese companies attending expect to learn more about government policy and the BC business environment, and to set up links with BC companies and industries to find more investment opportunities. MTW will also witness the signing of an MOU between BC and Chinese seafood companies.

Speaking time: Seven (7) minute speech with consecutive translation: speaker stops at the end of every paragraph or complete thought and the interpreter renders it into Mandarin.

Event contact: Greg Eidsness

Key messages:

- BC greatly values its relationship with China and South China in particular.
- The BC Government is committed to building its trade and investment relationship with China.
- There are many opportunities for Chinese companies to become involved in the quickly developing LNG and clean technology stories in BC.

Speaking Points

Thank you for that introduction.

I would like to acknowledge:

Thank you to our sponsors tonight:

I'm so pleased to be back in China and visiting Guangzhou for my first time as British Columbia's Minister of International Trade.

Many of you have experienced British Columbia and understand the deep historical, cultural and business ties that we share with China and Guangzhou in particular.

[PAUSE FOR TRANSLATION]

Guangzhou and Guangdong Province are very special to British Columbia.

The links between our two provinces dates back to more than 150 years ago, when the first Chinese gold miners from Guangdong province arrived in BC.....

People from this area have helped build our province, and BC and Guangdong have been sister provinces since 1995.

All of these life-long friendships and connections are a bridge between British Columbia and China.

[PAUSE]

Now my job, and the job of our new Ministry of International Trade, is to build on the connections between us.

To connect businesses and communities in British Columbia with opportunities here in South China and Guangzhou.

That is why we are significantly increasing our on-the-ground activities and operations in China.

[PAUSE]

We recently announced that Ben Stewart will be B.C.'s Representative in Asia and Investment and Trade Commissioner.

He is a successful businessman ...

Who opened up new markets for his company's wines from British Columbia's Okanagan region ...

And he served as a Minister in the provincial government, including as Minister of Agriculture.

In his new role, Mr. Stewart will be based in Beijing ...

And as a former cabinet minister, he has a direct line to every cabinet minister in Victoria – including the Premier.

[PAUSE]

We have also expanded our South China trade and investment office in Guangzhou ...

And added a new office in Hong Kong to work with our operations in Beijing and Shanghai.

Trade and investment representatives such as Cathy Yao here in South China provide customized support to businesses and investors.

Our trade and investment offices will help you and local companies navigate BC's investment processes ...

And make sure you complete the necessary steps as quickly as we can.

[PAUSE]

Our Ministry knows that increasing the movement of people and decision makers between B.C. and China ...

... Will increase the flow of investment and economic activity.

Our trade and investment offices and our Ministry have supported over 145 inbound and outbound international missions over the past year.

We recently helped a delegation of 25 business representatives from China tour and view investment opportunities throughout B.C.

And our offices in China have facilitated business connections in a wide range of sectors, from life sciences to transportation, seafood and more.

[PAUSE]

Our new Representative in Asia and Investment and Trade Commissioner ...

Our expanded on-the-ground operations, and trade missions like this one... They all help us to promote British Columbia's competitive advantages.

While other economies struggle, British Columbia and Guangdong are in a position to help each other grow.

[PAUSE]

British Columbia's ports are closer to Asia than anywhere else in North America ...

And our transportation infrastructure gets goods to market quickly and efficiently.

BC has one of the most competitive low tax environments in North America, with the stable economy to back it up.

[PAUSE]

B.C. is also at the beginning of massive economic development.

We have a once in a lifetime opportunity to help shape energy use around the globe by expanding our natural gas and clean technology industries.

Global demand for energy is increasing and B.C. natural gas and clean technology leadership provide solutions ...

... Solutions that can help improve the quality of life in Asia.

That is why we are developing a liquefied natural gas industry and seizing the opportunity to sell natural gas globally.

[PAUSE]

And we can help the world's businesses and communities become more efficient, sustainable and environmentally responsible ...

Because British Columbia is on the leading edge of clean technology solutions.

From hydrogen and fuel cell technology ...

... To clean transportation and energy efficiency and management ...

British Columbia is internationally recognized for its leadership in this thriving sector.

[PAUSE]

Our competitive advantages and our natural gas and clean technology potential ...

... That is why investor confidence in B.C. is growing.

A recent PETRONAS announcement of a \$36 billion-dollar commitment to liquefied natural gas in B.C. made this abundantly clear.

B.C. also recently became the first foreign government to issue bonds into the Chinese Renminbi market ...

... Opening doors to new investors and raising B.C.'s profile in the Asia Pacific.

The one-year-term bond sold out and raised \$428 million Canadian, making it the largest CNH bond by a foreign issuer to date.

[PAUSE]

We know our approach of deepening our relationship with China is working.

So far this year, B.C. exports to China have increased 17 per cent compared to 2012.

Mineral products are up by 28 per cent and shipments of wood products have increased 38 per cent in 2013 compared to the same period last year.

And the advantages of doing business in B.C. have made Vancouver one of North America's most competitive and dynamic business locations.

Vancouver and B.C. are the gateway to Asia ...

A beautiful place strategically located at the commercial crossroads between the Asia Pacific and the rest of North America.

[PAUSE]

And every one of you can contribute.

I want to thank the people in this room for helping us build that bridge between B.C., Guangdong and Guangzhou.

I look forward to talking with you here today and to working with all of you as we continue to bring the world to British Columbia

... And British Columbia to the world.

Thank you.



SPEAKING POINTS

HON. TERESA WAT

Minister of International Trade

LNG Seminar

Guangzhou

Guangzhou Marriott Hotel Tianhe

Function Room 1 & 2, 4/F

Tuesday, December 03, 2013

10:00am to 2:00pm

MEETING EVENT:	British Columbia LNG Seminar in Guangzhou
SIGNIFICANCE:	Guangdong Oil and Gas Association is China's biggest and most influential association in the oil and gas sector.
KEY MEETING OBJECTIVE:	<ul style="list-style-type: none"> • Promote BC as an ideal investment source of LNG export from Canada to potential investors from South China. • Support the market development of BC LNG stakeholders to promote their equipments products and technologies and shipping services. • Create trade and investment leads.
KEY MESSAGES:	<p>See speaking notes (under development)</p> <ul style="list-style-type: none"> • BC has rich resources of natural gas and is an ideal destination for LNG investment in Canada. • BC welcomes South China natural gas shareholders to explore LNG trade and investment opportunities in BC. • BC's Ministry of International Trade will support South China natural gas shareholders to do business in BC.
BACKGROUND:	Guangdong Oil and Gas Association led a business delegation to visit BC in mid-October and met with ADM Brian Hansen of BC Ministry of Natural Gas Development. The meeting gave an overview of BC LNG trade and investment opportunities, which generated great interests from South China natural gas companies.
MEETING WITH:	<p>50 South China guests from the natural gas industry; 5 BC speakers.</p> <p>Chinese VIPs:</p> <ol style="list-style-type: none"> 1. Mr. Qing Biao WU, Chairman of Guangdong Oil and Gas Association 2. Name TBC, Vice President of China Gas <p>BC Speakers:</p> <ol style="list-style-type: none"> 1. Mr. Hunter Hu, Executive Director and CEO, GasCana Inc. 2. Mr. Calvin Xu, Director – Business Development Asia Pacific, IMW Clean Energy Solutions 3. Mr. Mingfa Liu, China Chief Representative, Teekay Shipping 4. Mr. Chris Bailey, President, Profundo Technologies Ltd. (China sole agent of Solaris Management Consultants Inc.) 5. Partner (Name TBC), Norton Rose Fulbright Canada

Scenario:

Time	Details	Contact
10:15	Arrive in seminar room	Leanne Yi
10:15-10:30	Minister to be introduced to BC speakers and Chinese VIPs	Same
10:30-10:35	Seminar starts, MC introduces VIPs	Same
10:35-10:40	Minister provides opening speech to Chinese guests	Same
10:40-10:45	Minister remains for speech by Guangdong Oil and Gas Association	Same
10:45	Depart for next event	Cathy Yao

Opening remarks

Good morning,

On behalf of British Columbia's Premier Christy Clark, thank you for being here today.

It is my great honour to open this LNG seminar.

Today is about exploring opportunities...

..it's about fuelling the future of BC and Guangdong

.. and it's about forming partnerships and deepening our trading relationships.

[PAUSE]

One way to do that is to have people on the ground here.

That's why Premier Clark appointed Ben Stewart as B.C.'s representative in Asia and Investment and Trade Commissioner.

He has background as a successful businessman with experience in opening new markets...

And as a former cabinet minister, he has a direct line to every cabinet minister in Victoria – including the Premier.

[PAUSE]

For Canada, British Columbia is the gateway to the Pacific...

...we are opening our doors to energy trade like never before.

[PAUSE]

In BC, we are seizing an opportunity of a lifetime to help shape the future of energy use around the globe by expanding our natural gas industry.

Natural gas is a clean solution that can help improve the quality of life in Asia.

That's why we are developing a liquefied natural gas industry and seizing the opportunity to sell natural gas globally.

We are seizing it with steadfast determination and decisive commitment.

We want you to join us.

[PAUSE]

Premier Christy Clark has made it clear...

...the number one priority in BC is to attract investment in liquefied natural gas.

She created a Ministry of Natural Gas Development and she created the Ministry of International Trade...

..both to ensure we are expanding our trading relationships and delivering for people that are interested in making investments in British Columbia.

[PAUSE]

We believe we have the key competitive advantages over other jurisdictions.

BC has the advantage of being close to Asia both geographically and culturally.

An ocean may divide us, but our history is deeply intertwined, and BC's ports are closer to Asia than any other on the west coast.

For example, Vancouver and Prince Rupert ports save shippers up to 58 hours of travel time compared to U.S. ports.

Canada is the 3rd largest natural gas producer in the world...

... and British Columbia is a big part of this as the 2nd largest producer in Canada.

Our province's natural gas resources are more than double the size of previous estimates.

Today, they are estimated at 2,933 trillion cubic feet...

... that's enough to support development and LNG export operations for more than 150 years.

And we continue to discover more natural gas supply as a result of leading technology and access to shale gas.

[PAUSE]

In BC, we have been safely recovering and transporting natural gas for over 50 years.

We are world leaders in the safe recovery of this resource.

And, BC has the best environmental standards in the world.

Our province wants to be the most competitive jurisdiction and outcompete our other rivals.

We believe we can do this.

We are working with communities, industry and educators...

...to support jobs in the clean tech and natural gas sectors and make sure our skills training programs match the needs of the sector.

And we are making investments in skills training and equipment.

We already have one of the most competitive royalty regimes in North America for upstream natural gas development.

We are finalizing negotiations with industry to determine the exact means of how taxation will be applied to LNG operations in B.C.

We are currently in negotiations with LNG proponents to determine their energy requirements and the costs associated with infrastructure upgrades.

Investor confidence in B.C. is growing...

PETRONAS recently announced of a \$36 billion-dollar commitment to LNG in B.C....

...And two years ago, we had two LNG facilities proposed. Today, we have over ten.

We want to work with you. We want you to be part of this unprecedented opportunity that we are seizing with natural gas.

Let's fuel the future together.

Thank-you.



SPEAKING POINTS

HON. TERESA WAT

Minister of International Trade

Hong Kong Investors Reception

Friends of B.C.

Wednesday, December 4, 2013

5 pm – 7 pm

45 Floor, Four Seasons Hotel
8 Finance Street, Hong Kong

Please check against delivery

EVENT:

This reception is hosted by the Ministry of International Trade. The Friends of BC guests will represent the priority relationships of the Hong Kong Trade and Investment Representative Office.

Many guests will have existing business activities with BC, while other guests represent emerging opportunities for trade and investment with the province. Representatives will include the province's key distribution and trading partners, corporate executives, institutional investors, and service providers.

Guests:

The guests will represent diverse business interests, and the majority will have a strong affinity for BC.

Speaking time: 5-minute speech
Concurrent translation

Key messages:

- BC has Asia's fastest and most efficient gateway to North American markets.
- We welcome Chinese private investors to explore business opportunities in BC as it is an attractive, stable and welcoming destination for investment.

Contact: Brian Brown
Managing Director
BC International Trade and Investment Office Hong Kong & Macau
Tel: +852 2168-0701
bbrown@britishcolumbia.ca

Speaking Points

Thank you for that introduction Brian [*Brian Brown, Managing Director, BC TIR Office, Hong Kong*].

I would like to acknowledge...[*Dignitaries to be confirmed*]

[PAUSE]

I am so pleased to be back in China and returning to Hong Kong - the city I grew up in.

I am especially honoured to be here as B.C.'s new Minister of International Trade.

For Canada, British Columbia is the gateway to the Pacific...

...We are opening our doors to trade like never before.

[PAUSE]

My job, and the job of our new Ministry of International Trade, is to build on the connections and deepen the relationship between us.

To connect businesses and communities in British Columbia with opportunities here in Hong Kong and throughout the Asia Pacific.

[PAUSE]

Through our expansive on-the-ground network of trade and investment offices and representatives here in China...

... We're promoting British Columbia's competitive advantages to help us diversify our trade and investment mix.

In addition to our investment offices in Beijing, Guangzhou, Shanghai and Hong Kong ...

...We recently announced that Ben Stewart will be B.C.'s representative in Asia and Investment and Trade Commissioner.

Ben Stewart was appointed because of his background as a successful businessman with experience in opening new markets...

And as a former cabinet minister, he has a direct line to every cabinet minister in Victoria – including the Premier.

Ben has the ability to help further our relationship...

Because we know that while our cultural ties and business to business relations are great in China...

Our government to government relations can really make the difference.

[PAUSE]

Our new Investment and Trade Commissioner, our expanded on-the-ground operations, and trade missions like this one...

They all help us promote British Columbia's competitive advantages.

While other economies struggle, British Columbia and China are in a position to help each other grow.

British Columbia's ports are closer to Asia than anywhere else in North America ...

BC has one of the most competitive low tax environments in North America, with the stable economy to back it up.

[PAUSE]

B.C. is also at the beginning of massive economic development.

We have a once in a lifetime opportunity to help shape the future of energy use around the globe by expanding our natural gas industry.

Our competitive advantages and our natural gas potential explain why investor confidence in B.C. is growing.

A recent PETRONAS announcement of a \$36 billion-dollar commitment to liquefied natural gas in B.C. made this abundantly clear.

[PAUSE]

B.C. also recently became the first foreign government to issue bonds into the Chinese Renminbi market, opening doors to new investors and raising B.C.'s profile in the Asia Pacific.

The one-year-term bond sold out and raised \$428 million Canadian, making it the largest CNH bond by a foreign issuer to date.

[PAUSE]

As we work to diversify British Columbia's trading partners.

We are getting everyone in the same room, making connections and finding out what everyone needs ...

So we can work together, increase our trade and exports...

And secure the investment and the partnerships that will help British Columbia and China develop their full potential ...

... From natural gas to clean technology ...

... From forestry and mining to international education.

[PAUSE]

We know this approach is working.

So far this year, B.C. exports to China have increased 17 per cent compared to 2012.

Mineral products are up by 28 per cent and shipments of wood products have increased 38 per cent in 2013 compared to the same period last year.

And the advantages of doing business in B.C. have made Vancouver one of North America's most competitive and dynamic business locations.

That is why the Agricultural Bank of China chose Vancouver for its Canadian representative office...

A beautiful place strategically located at the commercial crossroads between the Asia Pacific and the rest of North America.

[PAUSE]

Attracting more people — tourists, students, investors, government officials...

Getting to know each other and the advantages of working together ...

My Ministry is founded on that approach.

[PAUSE]

I want to thank you for being here today as and recognize the people in this room for helping us build those connections.

I look forward to talking with you here today ...

And to working with all of you as we continue to bring the world to British Columbia

... And British Columbia to the world.

Thank you.

Hayes, Dana GCPE:EX

From: Jacques, Baljinder GCPE:EX
Sent: November-18-13 3:19 PM
To: Bubrick, Elaine MIT:EX
Cc: Soares, Ramona MIT:EX; Loiacono, Catherine GCPE:EX
Subject: For ADM Approval - Speaking notes - Trade mission events
Attachments: SN_MTW_BC Seafood Promotion_Dec_3_13.docx; SN_MTW_Trade Mission_RRU_Investor_Luncheon_Nov_28_13.docx

Follow Up Flag: Follow up
Flag Status: Flagged

Hi Elaine,

Attached are speaking notes for Ramona's review and approval.

1. Minister's remarks for the Royal Roads University hosted investor roundtable luncheon in Tianjin on November 28th.
2. Minister's opening remarks for the B.C. Seafood promotion in Guangzhou on December 3rd.

Thanks,
Baljinder

Baljinder Jacques
Government Communications and Public Engagement
Ministry of International Trade and responsible for the
Asia Pacific Strategy and Multiculturalism
Desk: 250.356.7293 | Mobile: S17
baljinder.jacques@gov.bc.ca

Hayes, Dana GCPE:EX

From: Phelps, Blair GCPE:EX
Sent: November-25-13 6:03 PM
To: Baskerville, Shannon MIT:EX; Little, Christine MIT:EX; Parhar, TJ S MIT:EX; Kalaw, Gabby MIT:EX
Cc: Cole, Linsey MIT:EX; Smollett, Debbie MIT:EX; Loiacono, Catherine GCPE:EX
Subject: For approval: IB_Beijing_MOUs_Nov_26_13
Attachments: IB_Beijing_MOUs_Nov_26_13.docx

For approval.

The plan is for this to go out at 1:00PM B.C. time tomorrow.

Has been approved by Ramona.

Hayes, Dana GCPE:EX

From: Phelps, Blair GCPE:EX
Sent: November-20-13 5:02 PM
To: Little, Christine MIT:EX; Kalaw, Gabby MIT:EX
Cc: Baskerville, Shannon MIT:EX; Smollett, Debbie MIT:EX; Cole, Linsey MIT:EX; Parhar, TJ S MIT:EX; Loiacono, Catherine GCPE:EX
Subject: For approval: SN_MTW_Renai University_Tianjin_Nov 28_v8
Attachments: SN_MTW_Renai University_Tianjin_Nov 28_v8.docx

Hayes, Dana GCPE:EX

From: Phelps, Blair GCPE:EX
Sent: November-18-13 5:55 PM
To: Baskerville, Shannon MIT:EX; Parhar, TJ S MIT:EX
Cc: Smollett, Debbie MIT:EX; Cole, Linsey MIT:EX; Loiacono, Catherine GCPE:EX
Subject: FOR APPROVAL: Speaking Notes_MTW_Friends of BC_Shanghai_Nov 29_v3
Attachments: SN_MTW_Friends of BC_Shanghai_Nov 29_v3.docx

For approval.

Hayes, Dana GCPE:EX

From: Jacques, Baljinder GCPE:EX
Sent: November-25-13 12:33 PM
To: Zhu, Raymond MIT:EX; Buttner, Klaus MIT:EX
Cc: Lui, Vivian MIT:EX; Loiacono, Catherine GCPE:EX; Phelps, Blair GCPE:EX
Subject: FOR YOUR REVIEW - Information Bulletin - Beijing MOUs
Attachments: IB_Beijing_MOUs_Nov_26_13.docx

Importance: High

Hi Raymond and Klaus,

Attached is an Information Bulletin (IB) for your review and approval.

I've been in contact with as many of the B.C. businesses/organizations listed in IB – RRU, UBC, UVIC, Camosun, BC Centre of Excellence in HIV/AIDS and Corvus and they are happy with the descriptions provided for their respective MOUs/agreements.

I've reached out to Wen Lian Aquaculture, but have not heard back.

I do not have contact info for Sunwell Technologies.

If you have any comments or concerns, please contact me.

Thanks,
Baljinder

Baljinder Jacques
Government Communications and Public Engagement
Ministry of International Trade and responsible for the
Asia Pacific Strategy and Multiculturalism
Desk: 250.356.7293 | Mobile S17
baljinder.jacques@gov.bc.ca

Hayes, Dana GCPE:EX

From: Soares, Ramona MIT:EX
Sent: November-19-13 1:20 PM
To: Loiacono, Catherine GCPE:EX
Cc: Buchanan, Eric MIT:EX
Subject: FW: SN_MTW_LNG Seminar_Dec 3 V1
Attachments: SN_MTW_LNG Seminar_Dec 3 V1.docx

This looks great.

Please expand/clarify on the following point in the SN. Also can you confirm that my staff are reviewing this and given that this is an LNG focused note, has MNGD reviewed it.

For example, Vancouver and Prince Rupert ports save shippers up to 58 hours of travel time compared to U.S. ports.

(saves 58 hours of travel to and from where?)

Also pls copy notes to Eric Buchanan

S22

Ramona Soares, B.A., MBA.

Assistant Deputy Minister
Ministry of International Trade
International Trade and Investment Attraction Division
730-999 Canada Place, Vancouver, British Columbia, Canada

T: 604-660-5896

M: S17



www.britishcolumbia.ca | [@BCTradeInvest](#) | [LinkedIn](#) | [YouTube](#)

From: Loiacono, Catherine GCPE:EX
Sent: Tuesday, November 19, 2013 10:17 AM
To: Soares, Ramona MIT:EX
Cc: Bubrick, Elaine MIT:EX
Subject: SN_MTW_LNG Seminar_Dec 3 V1

Hi Ramona,

Attached are the speaking notes for the opening of the BC-LNG seminar in Guangzhou, for approval. Ideally, we'd like to get these over to DM/MO as soon as possible today.

Thanks,
Catherine

Hayes, Dana GCPE:EX

From: Jacques, Baljinder GCPE:EX
Sent: November-22-13 4:55 PM
To: Phelps, Blair GCPE:EX; Loiacono, Catherine GCPE:EX
Subject: IB_Beijing_MOUs_Nov_26_13
Attachments: IB_Beijing_MOUs_Nov_26_13.docx

Here's a draft.

Some of the MOUs are moving targets at this time.

B

Hayes, Dana GCPE:EX

From: Phelps, Blair GCPE:EX
Sent: November-25-13 2:31 PM
To: Colbourne, Scott GPCE:EX
Cc: Bajwa, Pavan GCPE:EX; Loiacono, Catherine GCPE:EX
Subject: NR pick up

<http://www.biv.com/article/20131125/BIV0108/131129965/-1/BIV0100/woodfibre-Ing-sets-up-vancouver-headquarters>

<http://www.biv.com/article/20131125/BIV0105/131129968/-1/BIV0100/burnaby-company-signs-us-80m-lumber-deal-with-chinese-firm>

Hayes, Dana GCPE:EX

From: Phelps, Blair GCPE:EX
Sent: November-20-13 12:31 PM
To: Colbourne, Scott GPCE:EX; Loiacono, Catherine GCPE:EX; Jacques, Baljinder GCPE:EX
Subject: NR_Mission_Departure_Nov_21_13
Attachments: NR_Mission_Departure_Nov_21_13.docx

This is a draft of the release PO wants to go out tomorrow.

Hayes, Dana GCPE:EX

From: Track, Michael J. MIT:EX
Sent: November-18-13 5:10 PM
To: Loiacono, Catherine GCPE:EX
Subject: RE: For approval: speaking notes for LNG opening

Hello Catherine,

These opening remarks look fine to me ... except for this minor typo on page 6:

We are finalizing **negations** with industry to determine the exact means of how taxation will be applied to LNG operations in B.C.

Regards,

...Michael

Executive Director, International Investment & Company Attraction
Ministry of International Trade
NOTE NEW PHONE NO > 604-775-2202

From: Loiacono, Catherine GCPE:EX
Sent: Monday, November 18, 2013 3:15 PM
To: Buttner, Klaus MIT:EX; Track, Michael J. MIT:EX
Subject: For approval: speaking notes for LNG opening
Importance: High

Hi Klaus, Hi Michael,

Attached are opening remarks for MTW for the LNG seminar, for approval. The LNG facts have been checked by MNGD.

Thanks,
Catherine

Hayes, Dana GCPE:EX

From: Little, Christine MIT:EX
Sent: November-20-13 12:04 PM
To: Loiacono, Catherine GCPE:EX; Kalaw, Gabby MIT:EX
Cc: Phelps, Blair GCPE:EX; Parhar, TJ S MIT:EX; Baskerville, Shannon MIT:EX
Subject: RE: FOR APPROVAL: Speaking Notes for Sino Canada High School

approved

Christine Little
Assistant Deputy Minister
Investment Capital and Competitiveness
Ministry of International Trade
7th Floor, 1810 Blanshard Street
Victoria, BC

Phone: 250-953-3479
Mobile: S17

-----Original Message-----

From: Loiacono, Catherine GCPE:EX
Sent: Wednesday, November 20, 2013 11:01 AM
To: Little, Christine MIT:EX; Kalaw, Gabby MIT:EX
Cc: Phelps, Blair GCPE:EX; Parhar, TJ S MIT:EX; Baskerville, Shannon MIT:EX
Subject: FOR APPROVAL: Speaking Notes for Sino Canada High School

Hi both,

Trade Mission SNs, for approval.

Thanks,
Catherine

Hayes, Dana GCPE:EX

From: Baskerville, Shannon MIT:EX
Sent: November-18-13 6:02 PM
To: Phelps, Blair GCPE:EX; Parhar, TJ S MIT:EX
Cc: Smollett, Debbie MIT:EX; Cole, Linsey MIT:EX; Loiacono, Catherine GCPE:EX
Subject: RE: FOR APPROVAL: Speaking Notes_MTW_Friends of BC_Shanghai_Nov 29_v3

approved

Shannon Baskerville

Deputy Minister
Ministry of International Trade
Tel: 250-952-0242
Fax: 250-952-0137
shannon.baskerville@gov.bc.ca

From: Phelps, Blair GCPE:EX
Sent: Monday, November 18, 2013 5:55 PM
To: Baskerville, Shannon MIT:EX; Parhar, TJ S MIT:EX
Cc: Smollett, Debbie MIT:EX; Cole, Linsey MIT:EX; Loiacono, Catherine GCPE:EX
Subject: FOR APPROVAL: Speaking Notes_MTW_Friends of BC_Shanghai_Nov 29_v3

For approval.

Hayes, Dana GCPE:EX

From: Parhar, TJ S MIT:EX
Sent: November-18-13 7:22 PM
To: Phelps, Blair GCPE:EX
Cc: Baskerville, Shannon MIT:EX; Smollett, Debbie MIT:EX; Cole, Linsey MIT:EX; Loiacono, Catherine GCPE:EX
Subject: Re: FOR APPROVAL: Speaking Notes_MTW_Friends of BC_Shanghai_Nov 29_v3

Approved

On Nov 18, 2013, at 5:54 PM, "Phelps, Blair GCPE:EX" <Blair.Phelps@gov.bc.ca> wrote:

For approval.

<SN_MTW_Friends of BC_Shanghai_Nov 29_v3.docx>

Hayes, Dana GCPE:EX

From: Little, Christine MIT:EX
Sent: November-20-13 3:25 PM
To: Loiacono, Catherine GCPE:EX; Kalaw, Gabby MIT:EX
Cc: Parhar, TJ S MIT:EX; Baskerville, Shannon MIT:EX
Subject: RE: For approval: Trade Mission SN Seafood promotion

Approved – only comment is that do we want to highlight Ben’s prior role as Minister of Agriculture (responsible for Seafood) and/or experience in the agriculture industry?

Christine Little
Assistant Deputy Minister
Investment Capital and Competitiveness
Ministry of International Trade
7th Floor, 1810 Blanshard Street
Victoria, BC

Phone: 250-953-3479

Mobile: S17

From: Loiacono, Catherine GCPE:EX
Sent: Wednesday, November 20, 2013 2:57 PM
To: Little, Christine MIT:EX; Kalaw, Gabby MIT:EX
Cc: Parhar, TJ S MIT:EX; Baskerville, Shannon MIT:EX
Subject: For approval: Trade Mission SN Seafood promotion

Hi all.

Attached is the second last speech for approval.

Thanks,
Catherine

Hayes, Dana GCPE:EX

From: Phelps, Blair GCPE:EX
Sent: November-25-13 3:08 PM
To: Buttner, Klaus MIT:EX
Cc: Loiacono, Catherine GCPE:EX; Jacques, Baljinder GCPE:EX
Subject: RE: FOR YOUR REVIEW - Information Bulletin - Beijing MOUs

Hi Klaus,

Hoping you can take a look at the IB to make back sure you approve before I punt it over to China.

Thanks

From: Zhu, Raymond MIT:EX
Sent: November-25-13 12:55 PM
To: Jacques, Baljinder GCPE:EX
Cc: Buttner, Klaus MIT:EX; Lui, Vivian MIT:EX; Loiacono, Catherine GCPE:EX; Phelps, Blair GCPE:EX
Subject: Re: FOR YOUR REVIEW - Information Bulletin - Beijing MOUs

It looks fine to me.

Raymond

Raymond Zhu
Senior Manager
Ministry of International Trade
+1-604-660-5912

On Nov 25, 2013, at 12:32 PM, "Jacques, Baljinder GCPE:EX" <Baljinder.Jacques@gov.bc.ca> wrote:

Hi Raymond and Klaus,

Attached is an Information Bulletin (IB) for your review and approval.

I've been in contact with as many of the B.C. businesses/organizations listed in IB – RRU, UBC, UVIC, Camosun, BC Centre of Excellence in HIV/AIDS and Corvus and they are happy with the descriptions provided for their respective MOUs/agreements.

I've reached out to Wen Lian Aquaculture, but have not heard back.

I do not have contact info for Sunwell Technologies.

If you have any comments or concerns, please contact me.

Thanks,
Baljinder

Baljinder Jacques
Government Communications and Public Engagement
Ministry of International Trade and responsible for the

<IB_Beijing_MOUs_Nov_26_13.docx>

Hayes, Dana GCPE:EX

From: Jacques, Baljinder GCPE:EX
Sent: November-25-13 5:02 PM
To: Buttner, Klaus MIT:EX; Zhu, Raymond MIT:EX; Arthurs, Robert MIT:EX
Cc: Lui, Vivian MIT:EX; Loiacono, Catherine GCPE:EX; Phelps, Blair GCPE:EX
Subject: Re: FOR YOUR REVIEW - Information Bulletin - Beijing MOUs

Yes, I've talked to sunwell and they are fine with the IB.

Thanks,
Baljinder

From: Buttner, Klaus MIT:EX
Sent: Monday, November 25, 2013 04:58 PM
To: Jacques, Baljinder GCPE:EX; Zhu, Raymond MIT:EX; Arthurs, Robert MIT:EX
Cc: Lui, Vivian MIT:EX; Loiacono, Catherine GCPE:EX; Phelps, Blair GCPE:EX
Subject: RE: FOR YOUR REVIEW - Information Bulletin - Beijing MOUs

Baljinder, have you received help on Sunwell since you sent your message? Between Raymond and Rob, they should be able to assist.

Klaus Büttner
Executive Director
International Market Development
International Trade and Investment Attraction
Ministry of International Trade
Suite 730-999 Canada Place
Vancouver, British Columbia
Canada V6C 3E1
Telephone: +1 604 660-3549
Facsimile: +1 604 775-2197
Email: Klaus.Buttner@gov.bc.ca



www.britishcolumbia.ca | [@BCTradeInvest](#) | [LinkedIn](#) | [YouTube](#)

From: Jacques, Baljinder GCPE:EX
Sent: Monday, November 25, 2013 12:33 PM
To: Zhu, Raymond MIT:EX; Buttner, Klaus MIT:EX
Cc: Lui, Vivian MIT:EX; Loiacono, Catherine GCPE:EX; Phelps, Blair GCPE:EX
Subject: FOR YOUR REVIEW - Information Bulletin - Beijing MOUs
Importance: High

Hi Raymond and Klaus,

Attached is an Information Bulletin (IB) for your review and approval.

I've been in contact with as many of the B.C. businesses/organizations listed in IB – RRU, UBC, UVIC, Camosun, BC Centre of Excellence in HIV/AIDS and Corvus and they are happy with the descriptions provided for their respective MOUs/agreements.

I've reached out to Wen Lian Aquaculture, but have not heard back.

I do not have contact info for Sunwell Technologies.

If you have any comments or concerns, please contact me.

Thanks,
Baljinder

Baljinder Jacques

Government Communications and Public Engagement
Ministry of International Trade and responsible for the
Asia Pacific Strategy and Multiculturalism

Desk: 250.356.7293 | Mobile: S17

baljinder.jacques@gov.bc.ca

Hayes, Dana GCPE:EX

From: Loiacono, Catherine GCPE:EX
Sent: November-25-13 9:27 AM
To: Colbourne, Scott GPCE:EX
Cc: Phelps, Blair GCPE:EX
Subject: RE: Fwd: Speaking points

Hi Scott,

Please send finals to Vivian. They are saved to the LAN in the speaking notes folder under finals.

Thanks,
Catherine

From: Colbourne, Scott GPCE:EX
Sent: November-25-13 8:42 AM
To: Loiacono, Catherine GCPE:EX
Cc: Phelps, Blair GCPE:EX
Subject: Fw: Fwd: Speaking points

See request below for finals...

From: Lui, Vivian MIT:EX
Sent: Sunday, November 24, 2013 12:30 PM Pacific Standard Time
To: Colbourne, Scott GPCE:EX
Subject: Fwd: Speaking points

Hello Scott, can I please get Minister Wat's speaking points and speeches so I can upload them to the app we are using for her schedule?

Vivian

Sent from my iPhone

Begin forwarded message:

From: "Eidsness, Greg MIT:EX" <Greg.Eidsness@gov.bc.ca>
Date: November 24, 2013 at 4:03:27 AM PST
To: "Lui, Vivian MIT:EX" <Vivian.Lui@gov.bc.ca>
Subject: Speaking points

Hi Vivian,

Can you please ensure all of the ministers speaking points / speeches are uploaded to mission critical?

Please get them from Scott Colbourne who should have final versions. Monday is ok for this.

Thanks

Greg

Sent from my iPhone

Hayes, Dana GCPE:EX

From: Soares, Ramona MIT:EX
Sent: November-19-13 1:53 PM
To: Loiacono, Catherine GCPE:EX
Cc: Buchanan, Eric MIT:EX; Phelps, Blair GCPE:EX
Subject: RE: SN_MTW_LNG Seminar_Dec 3 V1

Catherine thanks. If you can specify that fact that we are close to Asian ports that would help. I know Minister will ask the same question ☺

Ramona Soares, B.A., MBA.

Assistant Deputy Minister
Ministry of International Trade
International Trade and Investment Attraction Division
730-999 Canada Place, Vancouver, British Columbia, Canada

T: 604-660-5896

M: S17



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From: Loiacono, Catherine GCPE:EX
Sent: Tuesday, November 19, 2013 1:49 PM
To: Soares, Ramona MIT:EX
Cc: Buchanan, Eric MIT:EX; Phelps, Blair GCPE:EX
Subject: RE: SN_MTW_LNG Seminar_Dec 3 V1

Hi Ramona,

Michael and Klaus have both approved. MNGD comms have fact checked. Because of our geographic location, our ports are closer to Asian ports than US ports.

Catherine

From: Soares, Ramona MIT:EX
Sent: November-19-13 1:20 PM
To: Loiacono, Catherine GCPE:EX
Cc: Buchanan, Eric MIT:EX
Subject: FW: SN_MTW_LNG Seminar_Dec 3 V1

This looks great.

Please expand/clarify on the following point in the SN. Also can you confirm that my staff are reviewing this and given that this is an LNG focused note, has MNGD reviewed it.

For example, Vancouver and Prince Rupert ports save shippers up to 58 hours of travel time compared to U.S. ports.

(saves 58 hours of travel to and from where?)

Also pls copy notes to Eric Buchanan

S22

.

Ramona Soares, B.A., MBA.

Assistant Deputy Minister
Ministry of International Trade
International Trade and Investment Attraction Division
730-999 Canada Place, Vancouver, British Columbia, Canada

T: 604-660-5896

M: S17



www.britishcolumbia.ca | [@BCTradeInvest](#) | [LinkedIn](#) | [YouTube](#)

From: Loiacono, Catherine GCPE:EX
Sent: Tuesday, November 19, 2013 10:17 AM
To: Soares, Ramona MIT:EX
Cc: Bubrick, Elaine MIT:EX
Subject: SN_MTW_LNG Seminar_Dec 3 V1

Hi Ramona,

Attached are the speaking notes for the opening of the BC-LNG seminar in Guangzhou, for approval. Ideally, we'd like to get these over to DM/MO as soon as possible today.

Thanks,
Catherine

Hayes, Dana GCPE:EX

From: Soares, Ramona MIT:EX
Sent: November-25-13 5:46 PM
To: Jacques, Baljinder GCPE:EX; Bubrick, Elaine MIT:EX
Cc: Loiacono, Catherine GCPE:EX; Phelps, Blair GCPE:EX; Buttner, Klaus MIT:EX
Subject: Re: Time sensitive - For ADM Approval - info bulletin - Beijing MOUs

Good to go with edits from Klaus incorporated.

Ramona Soares, ADM
International Trade and Investment
(604) 775 0005

From: Jacques, Baljinder GCPE:EX
Sent: Monday, November 25, 2013 4:30 PM
To: Bubrick, Elaine MIT:EX
Cc: Soares, Ramona MIT:EX; Loiacono, Catherine GCPE:EX; Phelps, Blair GCPE:EX
Subject: Time sensitive - For ADM Approval - info bulletin - Beijing MOUs

Hi Elaine,

Time sensitivity: ASAP.

Attached is an information bulletin encompassing the MOUs that are being signed and/or witnessed by PCC and MTW for Ramona's review and approval.

I've been in contact with as many of the B.C. businesses/organizations listed in IB – RRU, UVIC, Camosun, BC Centre of Excellence in HIV/AIDS, Corvus and Sunwell Technologies and they are happy with the descriptions provided for their respective MOUs/agreements. UBC is confirming.

I've reached out to Wen Lian Aquaculture, but have not heard back.

If you have any comments or concerns, please contact me.

Thanks,

Baljinder

Baljinder Jacques

Government Communications and Public Engagement
Ministry of International Trade and responsible for the
Asia Pacific Strategy and Multiculturalism

Desk: 250.356.7293 | Mobile: S17
baljinder.jacques@gov.bc.ca

Hayes, Dana GCPE:EX

From: Soares, Ramona MIT:EX
Sent: November-25-13 5:35 PM
To: Jacques, Baljinder GCPE:EX; Jacques, Baljinder GCPE:EX; Bubrick, Elaine MIT:EX
Cc: Loiacono, Catherine GCPE:EX; Phelps, Blair GCPE:EX
Subject: Re: Time sensitive - For ADM Approval - info bulletin - Beijing MOUs

Ok that helps. Will get back to you shortly.

Ramona Soares, ADM
International Trade and Investment
(604) 775 0005

From: Jacques, Baljinder GCPE:EX
Sent: Monday, November 25, 2013 5:22 PM
To: Jacques, Baljinder GCPE:EX; Bubrick, Elaine MIT:EX
Cc: Soares, Ramona MIT:EX; Loiacono, Catherine GCPE:EX; Phelps, Blair GCPE:EX
Subject: RE: Time sensitive - For ADM Approval - info bulletin - Beijing MOUs

I forgot to include that Raymond Zhu and Klaus Buttner have reviewed the IB.

Thanks,
Baljinder

From: Jacques, Baljinder GCPE:EX
Sent: November 25, 2013 4:30 PM
To: Bubrick, Elaine MIT:EX
Cc: Soares, Ramona MIT:EX; Loiacono, Catherine GCPE:EX; Phelps, Blair GCPE:EX
Subject: Time sensitive - For ADM Approval - info bulletin - Beijing MOUs

Hi Elaine,

Time sensitivity: ASAP.

Attached is an information bulletin encompassing the MOUs that are being signed and/or witnessed by PCC and MTW for Ramona's review and approval.

I've been in contact with as many of the B.C. businesses/organizations listed in IB – RRU, UVIC, Camosun, BC Centre of Excellence in HIV/AIDS, Corvus and Sunwell Technologies and they are happy with the descriptions provided for their respective MOUs/agreements. UBC is confirming.

I've reached out to Wen Lian Aquaculture, but have not heard back.

If you have any comments or concerns, please contact me.

Thanks,
Baljinder
Baljinder Jacques
Government Communications and Public Engagement

Ministry of International Trade and responsible for the
Asia Pacific Strategy and Multiculturalism

Desk: 250.356.7293 | Mobile: S17

baljinder.jacques@gov.bc.ca<mailto:baljinder.jacques@gov.bc.ca>

Hayes, Dana GCPE:EX

From: Jacques, Baljinder GCPE:EX
Sent: November-25-13 5:48 PM
To: Soares, Ramona MIT:EX; Bubrick, Elaine MIT:EX
Cc: Loiacono, Catherine GCPE:EX; Phelps, Blair GCPE:EX; Buttner, Klaus MIT:EX
Subject: Re: Time sensitive - For ADM Approval - info bulletin - Beijing MOUs

Thanks Ramona!

From: Soares, Ramona MIT:EX
Sent: Monday, November 25, 2013 05:45 PM
To: Jacques, Baljinder GCPE:EX; Bubrick, Elaine MIT:EX
Cc: Loiacono, Catherine GCPE:EX; Phelps, Blair GCPE:EX; Buttner, Klaus MIT:EX
Subject: Re: Time sensitive - For ADM Approval - info bulletin - Beijing MOUs

Good to go with edits from Klaus incorporated.

Ramona Soares, ADM
International Trade and Investment
(604) 775 0005

From: Jacques, Baljinder GCPE:EX
Sent: Monday, November 25, 2013 4:30 PM
To: Bubrick, Elaine MIT:EX
Cc: Soares, Ramona MIT:EX; Loiacono, Catherine GCPE:EX; Phelps, Blair GCPE:EX
Subject: Time sensitive - For ADM Approval - info bulletin - Beijing MOUs

Hi Elaine,

Time sensitivity: ASAP.

Attached is an information bulletin encompassing the MOUs that are being signed and/or witnessed by PCC and MTW for Ramona's review and approval.

I've been in contact with as many of the B.C. businesses/organizations listed in IB – RRU, UVIC, Camosun, BC Centre of Excellence in HIV/AIDS, Corvus and Sunwell Technologies and they are happy with the descriptions provided for their respective MOUs/agreements. UBC is confirming.

I've reached out to Wen Lian Aquaculture, but have not heard back.

If you have any comments or concerns, please contact me.

Thanks,
Baljinder

Baljinder Jacques

Government Communications and Public Engagement
Ministry of International Trade and responsible for the
Asia Pacific Strategy and Multiculturalism
Desk: 250.356.7293 | Mobile: S17

Hayes, Dana GCPE:EX

From: Soares, Ramona MIT:EX
Sent: November-20-13 4:49 PM
To: Colbourne, Scott GPCE:EX
Cc: Loiacono, Catherine GCPE:EX; Phelps, Blair GCPE:EX
Subject: Re: TIME SENSITIVE APPROVAL: Speaking Notes, Renai University_Tianjin_Nov 28

Approved. Nicely done.

Ramona Soares, ADM
International Trade and Investment
(604) 775 0005

From: Colbourne, Scott GPCE:EX
Sent: Wednesday, November 20, 2013 4:39 PM
To: Soares, Ramona MIT:EX
Cc: Loiacono, Catherine GCPE:EX; Phelps, Blair GCPE:EX
Subject: TIME SENSITIVE APPROVAL: Speaking Notes, Renai University_Tianjin_Nov 28

Hello Ramona. The attached speech has been approved by Klaus. We're suggesting that the Minister supply personal and professional anecdotes, and this structure should allow her to do that. TJ is aware that this speech will require special attention.

Could you provide feedback/approval at your first opportunity?

Thanks and best,

Scott

Scott Colbourne | Public Affairs Officer
Ministry of International Trade
and Minister Responsible for the Asia Pacific Strategy and Multiculturalism
Government Communications & Public Engagement
Government of British Columbia
8th Floor, 1810 Blanshard St. / Victoria, B.C.
w: (250) 356-5613 / c: S17
Email: Scott.Colbourne@gov.bc.ca

Hayes, Dana GCPE:EX

From: Loiacono, Catherine GCPE:EX
Sent: November-08-13 1:30 PM
To: Croft, Robyn J GCPE:EX; Phelps, Blair GCPE:EX
Cc: Safarik, Melissa GCPE:EX
Subject: RE: Trade Mission - Corp Cal

Can you call Blair on his cell and he can conference me in? His is S17

Thanks,
Catherine

From: Croft, Robyn J GCPE:EX
Sent: Friday, November 08, 2013 1:28 PM
To: Phelps, Blair GCPE:EX; Loiacono, Catherine GCPE:EX
Cc: Safarik, Melissa GCPE:EX
Subject: RE: Trade Mission - Corp Cal

Be with you in 5 mins

Cheers,
Robyn
387-2507

From: Phelps, Blair GCPE:EX
Sent: November-08-13 1:26 PM
To: Loiacono, Catherine GCPE:EX; Croft, Robyn J GCPE:EX
Cc: Safarik, Melissa GCPE:EX
Subject: RE: Trade Mission - Corp Cal

Now.

From: Loiacono, Catherine GCPE:EX
Sent: November-08-13 1:25 PM
To: Croft, Robyn J GCPE:EX; Phelps, Blair GCPE:EX
Cc: Safarik, Melissa GCPE:EX
Subject: RE: Trade Mission - Corp Cal

I am free any time. BP, what works for you?

From: Croft, Robyn J GCPE:EX
Sent: Friday, November 08, 2013 12:04 PM
To: Phelps, Blair GCPE:EX; Loiacono, Catherine GCPE:EX
Cc: Safarik, Melissa GCPE:EX
Subject: Trade Mission - Corp Cal

Hi Blair and Catherine, we need a quick 5-minute call with the two of you today sometime between now and 2:00pm.

Please advise what time will work best and we will call you.

Thanks,

Robyn Croft

Corporate Calendar

Strategic Planning and Events

250 387-2507 office | S17 cell

Government Communications and Public Engagement

4th Floor, 617 Government St | PO Box 9409 STN Prov Govt, Victoria BC V8W 9V1

www.gov.bc.ca www.gov.bc.ca/connect

Hayes, Dana GCPE:EX

From: Little, Christine MIT:EX
Sent: November-20-13 12:15 PM
To: Loiacono, Catherine GCPE:EX; Kalaw, Gabby MIT:EX
Cc: Phelps, Blair GCPE:EX; Baskerville, Shannon MIT:EX; Parhar, TJ S MIT:EX
Subject: RE: Trdae mission speeches for approval

Approved.

Christine Little
Assistant Deputy Minister
Investment Capital and Competitiveness
Ministry of International Trade
7th Floor, 1810 Blanshard Street
Victoria, BC

Phone: 250-953-3479

Mobile: S17

From: Loiacono, Catherine GCPE:EX
Sent: Wednesday, November 20, 2013 11:25 AM
To: Little, Christine MIT:EX; Kalaw, Gabby MIT:EX
Cc: Phelps, Blair GCPE:EX; Baskerville, Shannon MIT:EX; Parhar, TJ S MIT:EX
Subject: Trdae mission speeches for approval

Hi all,

Attached are four additional speeches for approval.

1. Tianjin/RRU investor roundtable
2. Shanghai investor roundtable
3. Hong Kong investor roundtable
4. Friends of BC Guangzhou

Thanks,
Catherine



SPEAKING POINTS

HON. TERESA WAT

Minister of International Trade

BC Seafood Promotion Opening & Media Interview

Tuesday, December 3, 2013

11:15 am – 11:45 am

The Deluxe Restaurant
4th floor at OneLink Walk, Guangzhou

Please check against delivery

EVENT: There will be a British Columbia Seafood Promotion display in the restaurant and a special menu using British Columbia seafood products.

Audience: The President of The Deluxe Restaurants, General Managers from three other locations of The Deluxe Restaurants and local media will be present

What do they want to hear:

- The promotion of The Deluxe Restaurant as a high-quality restaurant by using seafood from British Columbia.
- Explore the variety of British Columbia seafood that can be imported into China

B.C. Objective:

- Promote BC seafood products in Guangzhou.
- Highlight the importance of the seafood industry in British Columbia. The province's rich fish and seafood resources makes BC stand out from other provinces in Canada as a supplier of these products to Asian markets.

Speaking time: 5-minute speech with consecutive translation: speaker stops at the end of every paragraph or complete thought and the interpreter renders what was said into Mandarin.

Key messages:

- British Columbia has a wide variety and large supply of high quality seafood products available for export, and can fulfill growing demand from different key markets around the world. For years, British Columbia has seen South China as one of its most important markets for exporting high quality seafood products.
- Fresh seafood is a cornerstone of Cantonese cuisine. British Columbia has the ability to supply large quantities of fresh, safe and high quality seafood.

In market contact: Cathy Yao, Managing Director
BC Trade and Investment Office-South China (Guangzhou)
Tel: 86-20-28317411
Email: cyao@britishcolumbia.ca

AGENDA

11:00-11:15	Depart from Marriott Hotel to The Deluxe Restaurant on the 4 th floor at OneLink Walk	Cathy Yao
11:15-11:20	Introduce President and General Managers at The Deluxe Restaurant to the Minister and show Minister around the restaurant. Then go up to 5 th floor, an outdoor garden venue.	Same
11:20-11:25	Minister to provide opening speech for BC Seafood Promotion at the garden venue.	Same
11:25-11:28	Welcome speech by President of The Deluxe Restaurants	Same
11:28-11:35	Minister unveils the ice sculpture (an ice boat with sea urchin, sea cucumber, geoduck, salmon, red dragon fish and black cod). Hand shake and photo opportunity between Minister and the president.	Same
11:35-11:45	Interview with local media (a Food Magazine) to promote British Columbia seafood export to Guangdong in a private room on 4th floor.	Same
11:45-11:55	Depart for Marriott Hotel for Friends of BC Business Luncheon	Same
11:00-11:15	Depart from Marriott Hotel to The Deluxe Restaurant on the 4 th floor at OneLink Walk	Cathy Yao

Speaking Points

- I would like to begin by thanking you for hosting me here today.
- I am delighted to be here and to see wide array of delicious seafood on your menu.
- Growing up not far from here, in Hong Kong, I am aware of how important fresh seafood is in Cantonese cuisine.
- British Columbia has the most diverse agrifoods sector in Canada, with over 200 agriculture products, 100 seafood products and a globally recognized wine industry which encompasses 216 wineries.

[PAUSE and potential personal anecdote related to recent visits to B.C. fish, geoduck and oyster farms]

- As a leader in food safety, B.C. is in a position to substantially increase its export markets, especially here in China.
- Our reputation for producing high-quality and great-tasting foods relies on our internationally-renowned food traceability, safety and sustainability standards.
- We are the first jurisdiction in Canada to regulate certification of organic products and have led the way for a national standard in organic agriculture.

[PAUSE]

- For years, British Columbia has seen South China as one of its most important markets.
- With a high-quality seafood supply, resulting from clean water and air and safe food production methods...
- And our unique and diverse products ranging from salmon to geoducks...
- And our well-established ties to markets throughout Asia means that B.C.'s seafood sector is well positioned to fulfill growing demand around the world and especially here in China.

[PAUSE FOR TRANSLATION]

- British Columbia has set new records for agriculture and seafood exports to China for the past three years.
- Seafood exports to China totalled \$121 million in 2012, up 10.5 per cent over the previous year.
- The top products shipped from B.C. to China include chum salmon, hake, flounder, crabs, geoduck, clams and herring.

- ...And we are opening our doors to trade like never before.

[PAUSE]

- My job, and the job of our new Ministry of International Trade, is to build on the connections and deepen the relationship between us.
- To connect businesses and communities in British Columbia with opportunities here in Gaungzhou, China and throughout the Asia Pacific.

[PAUSE]

- Through our expansive on-the-ground network of trade and investment offices and representatives here in Guangzhou, and in other cities, including Beijing, Shanghai and Hong Kong.
- Our office here in Guangzhou has a very strategic relationship with seafood suppliers in B.C. through my ministry...
- Which could help you source seafood from our shores...
- Saving you time and effort.

- This is one of the things that contributes to British Columbia's competitive advantages to help us diversify our trade and investment mix.
- Our expanded on-the-ground operations, and trade missions like this one...

[PAUSE]

- While other economies struggle, British Columbia and China are in a position to help each other grow.
- British Columbia's ports are closer to Asia than anywhere else in North America ...
- As we work to diversify British Columbia's trading partners.
- We are getting everyone in the same room, making connections and finding out what everyone needs ...
- So we can work together, increase our trade and exports...
- And secure the investment and the partnerships that will help British Columbia and China develop their full potential ...
- ... From natural gas to clean technology ...

- ...From international education to seafood.

[PAUSE]

- We know this approach is working.
- Because my Ministry is founded on that approach.
- My Ministry knows that increasing the movement of people and decision makers between B.C. and China will increase the flow of investment and economic activity ...
- The trade and investment offices and my Ministry have supported over 145 inbound and outbound international missions over the past year.
- In fact, just last month, my ministry brought a delegation to China for a major seafood trade show.
- My ministry has also hosted buyers visiting B.C.
- Last year, the Blue Horizon Group, with 27 restaurants in China, visited British Columbia to purchase seafood.
- More recently, this fall, my ministry hosted buyers from the MGM Resort Hotels, for a week-long visit to purchase B.C. seafood and produce.

[PAUSE]

- Sustainable, delicious and diverse seafood is what my province can offer you...
- And from crab fisherman on the coast to tuna fishers in open waters, our producers are eager to do business with you.
- I look forward to talking with you here today ...
- And to working with you as we continue to bring the world to British Columbia
- ... And British Columbia to the world.
- Thank you.



SPEAKING POINTS

HON. TERESA WAT

Minister of International Trade

Friends of BC Reception Shanghai

Grand Hyatt Shanghai
(Piano Bar - 53rd Floor)
Friday, November 29, 2013
6:30pm to 8pm

Please check against delivery

EVENT:

This evening reception, hosted by MIT in partnership with the Canadian Chamber of Commerce, will be attended by 120 Shanghai area businesspeople with an interest in doing business in B.C.

Speaking time: Seven (7) minute speech with consecutive translation: speaker stops at the end of every paragraph or complete thought and the interpreter renders it into Mandarin.

Event contact: Kelly Gossen / Greg Eidsness

Key messages:

- BC greatly values its relationship with China and East China in particular.
- The BC Government is committed to building its trade and investment relationship with China.
- There are many opportunities for Chinese companies to become involved in the quickly developing LNG story in BC.

Speaking Points

- Thank you for that introduction.
- I would like to acknowledge xxxx [dignitaries to be confirmed]
- Thank you to our sponsors tonight – [beverage sponsor to be confirmed]
- And a special thank you to our partners in hosting this event, the Canadian Chamber of Commerce in Shanghai.

[PAUSE FOR TRANSLATION]

- I'm so pleased to be back in China and visiting Shanghai for my first time as British Columbia's Minister of International Trade.
- Many of you have experienced British Columbia and understand the deep historical, cultural and business ties that we share with China and Shanghai in particular.

- You have family in B.C. You have studied in B.C. You have worked in B.C. You have become part of B.C.

[PAUSE]

- People from China have helped build British Columbia.
- They have made B.C. their home and form an essential part of the fabric of our province.
- Some of you have sons and daughters studying, working and living in B.C. right now who are sharing in those experiences.
- All of these life-long friendships and connections are a bridge between British Columbia and China.

[PAUSE]

- Now my job, and the job of our new Ministry of International Trade, is to build on the connections between us.

- To connect businesses and communities in British Columbia with opportunities here in East China and Shanghai.
- That is why we are significantly increasing our on-the-ground activities and operations in China.

[PAUSE]

- We recently announced that Ben Stewart will be B.C.'s Representative in Asia and Investment and Trade Commissioner.
- He will be based in Beijing and was appointed because of his background as a successful businessman with experience in opening new markets...
- And as a former cabinet minister, he has a direct line to every cabinet minister in Victoria – including the Premier.

[PAUSE]

- We have also expanded our East China trade and investment office in Shanghai ...
- And added a new office in Hong Kong to work with our operations in Beijing and Guangzhou.
- Trade and investment representatives such as John McDonald here in East China provide customized support to businesses and investors.
- Our trade and investment offices will help you and local companies navigate BC's investment processes ...
- And make sure you complete the necessary steps as quickly as we can.

[PAUSE]

- Our Ministry knows that increasing the movement of people and decision makers between B.C. and China will increase the flow of investment and economic activity.

- Our trade and investment offices and our Ministry have supported over 145 inbound and outbound international missions over the past year.
- British Columbia's Shanghai Office led a delegation of 25 business representatives, predominantly from East China, to view investment opportunities throughout B.C.
- And our offices in China have facilitated business connections in a wide range of sectors.
- In fact, just prior to joining you here I witnessed a number of deals being signed in the life sciences and agri-food sectors.

[PAUSE]

- Our new Representative in Asia and Investment and Trade Commissioner ...
- Our expanded on-the-ground operations, and trade missions like this one...

- They all help us to promote British Columbia's competitive advantages.
- While other economies struggle, British Columbia and Shanghai are in a position to help each other grow.
- British Columbia's ports are closer to Asia than anywhere else in North America ...
- And our transportation infrastructure gets goods to market quickly and efficiently.
- BC has one of the most competitive low tax environments in North America, with the stable economy to back it up.

[PAUSE]

- B.C. is also at the beginning of massive economic development.
- We have a once in a lifetime opportunity to help shape the future of energy use around the globe by expanding our natural gas industry.

- Because global demand for energy is increasing and B.C. natural gas is a clean solution that can help improve the quality of life in Asia.
- That is why we are developing a liquefied natural gas industry and seizing the opportunity to sell natural gas globally.

[PAUSE]

- Our competitive advantages and our natural gas potential explain why investor confidence in B.C. is growing.
- A recent PETRONAS announcement of a \$36 billion-dollar commitment to liquefied natural gas in B.C. made this abundantly clear.
- B.C. also recently became the first foreign government to issue bonds into the Chinese Renminbi market, opening doors to new investors and raising B.C.'s profile in the Asia Pacific.

- The one-year-term bond sold out and raised \$428 million Canadian, making it the largest CNH bond by a foreign issuer to date.

[PAUSE]

- As we work to diversify British Columbia's trading partners.
- We are getting everyone in the same room, making connections and finding out what everyone needs ...
- So we can work together, increase our trade and exports...
- And secure the investment and the partnerships that will help British Columbia, Shanghai, and China develop their full potential ...
- ... From natural gas to clean technology ...
- ... From forestry and mining to international education.

[PAUSE]

- We know this approach is working.
- So far this year, B.C. exports to China have increased 17 per cent compared to 2012.
- Mineral products are up by 28 per cent and shipments of wood products have increased 38 per cent in 2013 compared to the same period last year.
- And the advantages of doing business in B.C. have made Vancouver one of North America's most competitive and dynamic business locations.
- Vancouver and B.C. are the gateway to Asia ...
- A beautiful place strategically located at the commercial crossroads between the Asia Pacific and the rest of North America.

[PAUSE]

- And every one of you can contribute.

- I want to thank the people in this room for helping us build that bridge between B.C. and Shanghai, the world's largest city and one of its greatest cities ...
- ... A key influencer in commerce, technology, transport and culture.
- I look forward to talking with you here today and to working with all of you as we continue to bring the world to British Columbia
- ... And British Columbia to the world.
- Thank you.



SPEAKING POINTS

HON. TERESA WAT

Minister of International Trade

LNG Seminar

Guangzhou

Guangzhou Marriott Hotel Tianhe

Function Room 1 & 2, 4/F

Tuesday, December 03, 2013

10:00am to 2:00pm

MEETING EVENT:	British Columbia LNG Seminar in Guangzhou
SIGNIFICANCE:	Guangdong Oil and Gas Association is China's biggest and most influential association in the oil and gas sector.
KEY MEETING OBJECTIVE:	<ul style="list-style-type: none"> • Promote BC as an ideal investment source of LNG export from Canada to potential investors from South China. • Support the market development of BC LNG stakeholders to promote their equipments products and technologies and shipping services. • Create trade and investment leads.
KEY MESSAGES:	<p>See speaking notes (under development)</p> <ul style="list-style-type: none"> • BC has rich resources of natural gas and is an ideal destination for LNG investment in Canada. • BC welcomes South China natural gas shareholders to explore LNG trade and investment opportunities in BC. • BC's Ministry of International Trade will support South China natural gas shareholders to do business in BC.
BACKGROUND:	Guangdong Oil and Gas Association led a business delegation to visit BC in mid-October and met with ADM Brian Hansen of BC Ministry of Natural Gas Development. The meeting gave an overview of BC LNG trade and investment opportunities, which generated great interests from South China natural gas companies.
MEETING WITH:	<p>50 South China guests from the natural gas industry; 5 BC speakers.</p> <p>Chinese VIPs:</p> <ol style="list-style-type: none"> 1. Mr. Qing Biao WU, Chairman of Guangdong Oil and Gas Association 2. Name TBC, Vice President of China Gas <p>BC Speakers:</p> <ol style="list-style-type: none"> 1. Mr. Hunter Hu, Executive Director and CEO, GasCana Inc. 2. Mr. Calvin Xu, Director – Business Development Asia Pacific, IMW Clean Energy Solutions 3. Mr. Mingfa Liu, China Chief Representative, Teekay Shipping 4. Mr. Chris Bailey, President, Profundo Technologies Ltd. (China sole agent of Solaris Management Consultants Inc.) 5. Partner (Name TBC), Norton Rose Fulbright Canada

Scenario:

Time	Details	Contact
10:15	Arrive in seminar room	Leanne Yi
10:15-10:30	Minister to be introduced to BC speakers and Chinese VIPs	Same
10:30-10:35	Seminar starts, MC introduces VIPs	Same
10:35-10:40	Minister provides opening speech to Chinese guests	Same
10:40-10:45	Minister remains for speech by Guangdong Oil and Gas Association	Same
10:45	Depart for next event	Cathy Yao

Opening remarks

Good morning,

On behalf of British Columbia's Premier Christy Clark, thank you for being here today.

It is my great honour to open this LNG seminar.

Today is about exploring opportunities...

..it's about fuelling the future of BC and Guangdong

.. and it's about forming partnerships and deepening our trading relationships.

[PAUSE]

One way to do that is to have people on the ground here.

That's why Premier Clark appointed Ben Stewart as B.C.'s representative in Asia and Investment and Trade Commissioner.

He has background as a successful businessman with experience in opening new markets...

And as a former cabinet minister, he has a direct line to every cabinet minister in Victoria – including the Premier.

[PAUSE]

For Canada, British Columbia is the gateway to the Pacific...

...we are opening our doors to energy trade like never before.

[PAUSE]

In BC, we are seizing an opportunity of a lifetime to help shape the future of energy use around the globe by expanding our natural gas industry.

Natural gas is a clean solution that can help improve the quality of life in Asia.

That's why we are developing a liquefied natural gas industry and seizing the opportunity to sell natural gas globally.

We are seizing it with steadfast determination and decisive commitment.

We want you to join us.

[PAUSE]

Premier Christy Clark has made it clear...

...the number one priority in BC is to attract investment in liquefied natural gas.

She created a Ministry of Natural Gas Development and she created the Ministry of International Trade...

..both to ensure we are expanding our trading relationships and delivering for people that are interested in making investments in British Columbia.

[PAUSE]

We believe we have the key competitive advantages over other jurisdictions.

BC has the advantage of being close to Asia both geographically and culturally.

An ocean may divide us, but our history is deeply intertwined, and BC's ports are closer to Asia than any other on the west coast.

For example, Vancouver and Prince Rupert ports save shippers up to 58 hours of travel time compared to U.S. ports.

Canada is the 3rd largest natural gas producer in the world...

... and British Columbia is a big part of this as the 2nd largest producer in Canada.

Our province's natural gas resources are more than double the size of previous estimates.

Today, they are estimated at 2,933 trillion cubic feet...

... that's enough to support development and LNG export operations for more than 150 years.

And we continue to discover more natural gas supply as a result of leading technology and access to shale gas.

[PAUSE]

In BC, we have been safely recovering and transporting natural gas for over 50 years.

We are world leaders in the safe recovery of this resource.

And, BC has the best environmental standards in the world.

Our province wants to be the most competitive jurisdiction and outcompete our other rivals.

We believe we can do this.

We are working with communities, industry and educators...

...to support jobs in the clean tech and natural gas sectors and make sure our skills training programs match the needs of the sector.

And we are making investments in skills training and equipment.

We already have one of the most competitive royalty regimes in North America for upstream natural gas development.

We are finalizing negotiations with industry to determine the exact means of how taxation will be applied to LNG operations in B.C.

We are currently in negotiations with LNG proponents to determine their energy requirements and the costs associated with infrastructure upgrades.

Investor confidence in B.C. is growing...

PETRONAS recently announced of a \$36 billion-dollar commitment to LNG in B.C....

...And two years ago, we had two LNG facilities proposed. Today, we have over ten.

We want to work with you. We want you to be part of this unprecedented opportunity that we are seizing with natural gas.

Let's fuel the future together.

Thank-you.

Hayes, Dana GCPE:EX

From: Phelps, Blair GCPE:EX
Sent: November-21-13 8:56 AM
To: Parhar, TJ S MIT:EX; Kalaw, Gabby MIT:EX; Bremner, Hector MIT:EX
Cc: Cole, Linsey MIT:EX; Loiacono, Catherine GCPE:EX
Subject: SN_MTW_Renai University_Tianjin_Nov 28_v8
Attachments: SN_MTW_Renai University_Tianjin_Nov 28_v8.docx

[Approved speech.](#)



SPEAKING POINTS

HON. TERESA WAT

Minister of International Trade

Investors Luncheon

Royal Roads University

Thursday, November 28, 2013

Time

Location

Address

Please check against delivery

EVENT:

Royal Roads University along with one of its partner universities, is hosting an investor roundtable/luncheon with Minister Wat.

Chinese private investors will see the Minister's participation as a signal of the support of BC Government to their investment interests.

Opportunity:

- To demonstrate B.C.'s economic strengths and the B.C. Government's support for growing trade and investment in priority sectors.
- To build on the strength of B.C.'s Chinese diaspora and demonstrate that B.C. is a familiar, welcoming and hospitable place to do business.

Speaking time: 5-minute speech with consecutive translation: speaker stops at the end of every paragraph or complete thought and the interpreter renders what was said into Mandarin.

10-minute moderated Question & Answer session to follow
remarks TBC

Key messages:

- BC has Asia's fastest and most efficient gateway to North American markets.
- We welcome Chinese private investors to explore business opportunities in BC as it is an attractive, stable and welcoming destination for investment.

In market contact: Kevin Tsui, Managing Director
British Columbia Trade & Investment Office – North China
Tel: +86 135-0106-0324
ktsui@britishcolumbia.ca

AGENDA

12:00 PM	Minister arrives at the venue (TBC).	Gerry Zhao
12:05 PM	Minister is greeted at the meeting room by Allan Calhoon.	Same
12:10 PM	Minister is seated at head table.	Same
12:15 PM	Lunch is served.	Same
12:50 PM	RRU thanks Minister and invites Minister to make speech.	Same
12:55 PM	Minister Makes Remarks	Same
1:05 PM	RRU rep thanks Minister. Questions solicited from investors moderated by RRU.	Same
1:20 PM	Session ends.	Same

Speaking Points

- Thank you for that introduction.

[Minister: please acknowledge dignitaries in attendance.]

- I would like to acknowledge...
- And a special thank you to our hosts today, Royal Roads University and their partners **TBC**...

[PAUSE FOR TRANSLATION]

- I am so happy to be back in China and visiting Tianjin for the first time as the British Columbia Minister of International Trade.
- For Canada, British Columbia is the gateway to the Pacific...
- ...We are opening our doors to trade like never before.

[PAUSE]

- My job, and the job of our new Ministry of International Trade, is to build on the connections and deepen the relationship between us.
- To connect businesses and communities in British Columbia with opportunities here in **northern/northwest**

China and Tianjin and Beijing and throughout the Asia Pacific.

[PAUSE]

- Through our expansive on-the-ground network of trade and investment offices and representatives here in China...
- ... We're promoting British Columbia's competitive advantages to help us diversify our trade and investment mix.
- In addition to our investment offices in Beijing, Guangzhou, Shanghai and Hong Kong ...
- ...We recently announced that Ben Stewart will be our new Investment and Trade Commissioner based in Beijing.
- He is a former cabinet minister and successful businessperson ... Ben has the ability as the new trade commissioner to help further our relationship
- ...He has direct access to cabinet and as we know business to business relations is great in China, but Government to Government make the difference.

[PAUSE]

- Our new Investment and Trade Commissioner, our expanded on-the-ground operations, and trade missions like this one...
- They all help us promote British Columbia's competitive advantages.
- While other economies struggle, British Columbia and China are in a position to help each other grow.
- British Columbia's ports are closer to Asia than anywhere else in North America ...
- BC has one of the most competitive low tax environments in North America, with the stable economy to back it up.

[PAUSE]

- B.C. is also at the beginning of massive economic development.
- We have a once in a lifetime opportunity to help shape the future of energy use around the globe by expanding our natural gas industry.
- Our competitive advantages and our natural gas potential explain why investor confidence in B.C. is growing.

- A recent PETRONAS announcement of a \$36 billion-dollar commitment to liquefied natural gas in B.C. made this abundantly clear.

[PAUSE]

- B.C. also recently became the first foreign government to issue bonds into the Chinese Renminbi market, opening doors to new investors and raising B.C.'s profile in the Asia Pacific.
- The one-year-term bond sold out and raised \$428 million Canadian, making it the largest CNH bond by a foreign issuer to date.

[PAUSE]

- As we work to diversify British Columbia's trading partners.
- We are getting everyone in the same room, making connections and finding out what everyone needs ...
- So we can work together, increase our trade and exports...
- And secure the investment and the partnerships that will help British Columbia and China develop their full potential ...

- ... From natural gas to clean technology ...
- ... From forestry and mining to international education.

[PAUSE]

- We know this approach is working.
- So far this year, B.C. exports to China have increased 17 per cent compared to 2012.
- Mineral products are up by 28 per cent and shipments of wood products have increased 38 per cent in 2013 compared to the same period last year.
- And the advantages of doing business in B.C. have made Vancouver one of North America's most competitive and dynamic business locations.
- That is why the Agricultural Bank of China chose Vancouver for its Canadian representative office...
- A beautiful place strategically located at the commercial crossroads between the Asia Pacific and the rest of North America.

[PAUSE]

- Attracting more people — tourists, students, investors, government officials...

- Getting to know each other and the advantages of working together ...
- My Ministry is founded on that approach.

[PAUSE]

- I want to thank you for being here today as and recognize the people in this room for helping us build those connections.
- I look forward to hearing your questions and talking with you here today ...
- And to working with all of you as we continue to bring the world to British Columbia
- ... And British Columbia to the world.
- Thank you.

Hayes, Dana GCPE:EX

From: Phelps, Blair GCPE:EX
Sent: November-20-13 12:07 PM
To: Kalaw, Gabby MIT:EX; Bremner, Hector MIT:EX; Parhar, TJ S MIT:EX
Cc: Cole, Linsey MIT:EX; Loiacono, Catherine GCPE:EX
Subject: SN_MTW_Trade Mssion departure_Nov_20_13
Attachments: SN_MTW_Trade Mssion departure_Nov_20_13.docx

Short remarks for the Minister to use at the media avail tomorrow morning.

Speaking notes schedule

Thursday, Nov. 28th

Event: Tianjin Renai University Speech
Location: Tianjin
Length: 15 mins with simultaneous translation
Assigned: Scott
Deadline:

Event: Investor roundtable
Location: Tianjin
Length: 5 min stump speech
Details: acknowledge Consular General, 20 VIPs
Assigned: Baljinder
Deadline:

Friday, Nov. 29

Event: Investor roundtable
Location: Shanghai
Length: 5 min stump speech
Details: BC as an ideal place to invest, competitive advantage, commitment to LNG,
Assigned: Baljinder
Deadline:

Event: Friends of BC reception
Location: Shanghai
Length: 7 mins
Details: recent developments in BC, new ministry, mandate letter. Vancouver as a Gateway, commitment to Guangzhou and China, LNG
Assigned: Scott
Deadline:

Saturday, Nov. 30

Event: Sino-Canada High school 10th anniversary
Location: Shanghai
Length: 5 mins
Details: congratulatory remarks
Assigned: Scott
Deadline:

Tuesday, Dec 3

Event: Opening remarks for LNG seminar

Location: Guangzhou

Length: 5 mins

Details: BC commitment to LNG

Assigned: Catherine

Deadline: Friday

Event: BC seafood promotion

Location: Guangzhou

Length: 5 mins

Details: importance of agri-foods, food safety, BC's high quality products

Assigned: Baljinder

Deadline:

Event: Friends of BC reception

Location: Guangzhou

Length: 7 mins

Details: recent developments in BC, new ministry, mandate letter. Vancouver as a Gateway, commitment to Guangzhou and China, LNG

Assigned: Scott

Deadline:

Wednesday, Dec 4

Event: Canadian Chamber of Commerce moderate lunch

Location: Hong Kong

Details: QA. We will receive q's from program

Assigned: Scott

Deadline:

Event: Investor roundtable

Length: 5 mins

Details: welcoming remarks. BC competitive advantage, LNG

Assigned: Baljinder

Deadline:

Hayes, Dana GCPE:EX

From: Jacques, Baljinder GCPE:EX
Sent: November-25-13 4:30 PM
To: Bubrick, Elaine MIT:EX
Cc: Soares, Ramona MIT:EX; Loiacono, Catherine GCPE:EX; Phelps, Blair GCPE:EX
Subject: Time sensitive - For ADM Approval - info bulletin - Beijing MOUs
Attachments: IB_Beijing_MOUs_Nov_26_13.docx

Hi Elaine,

Time sensitivity: ASAP.

Attached is an information bulletin encompassing the MOUs that are being signed and/or witnessed by PCC and MTW for Ramona's review and approval.

I've been in contact with as many of the B.C. businesses/organizations listed in IB – RRU, UVIC, Camosun, BC Centre of Excellence in HIV/AIDS, Corvus and Sunwell Technologies and they are happy with the descriptions provided for their respective MOUs/agreements. UBC is confirming.

I've reached out to Wen Lian Aquaculture, but have not heard back.

If you have any comments or concerns, please contact me.

Thanks,
Baljinder

[Baljinder Jacques](#)

Government Communications and Public Engagement
Ministry of International Trade and responsible for the
Asia Pacific Strategy and Multiculturalism

Desk: 250.356.7293 | Mobile: S17
baljinder.jacques@gov.bc.ca

Hayes, Dana GCPE:EX

From: Loiacono, Catherine GCPE:EX
Sent: November-25-13 11:58 AM
To: Croft, Robyn J GCPE:EX; Safarik, Melissa GCPE:EX
Cc: Phelps, Blair GCPE:EX
Subject: TradeMission Mini-Look Ahead Nov 25
Attachments: TradeMission Mini-Look Ahead Nov 25.docx

Latest TM look ahead. Note: anything new is in a sky blue colour.

Hayes, Dana GCPE:EX

From: Loiacono, Catherine GCPE:EX
Sent: November-21-13 10:17 AM
To: Croft, Robyn J GCPE:EX
Cc: Safarik, Melissa GCPE:EX; Phelps, Blair GCPE:EX
Subject: TradeMission Mini-Look Ahead
Attachments: TradeMission Mini-Look Ahead.docx

Hi all,

Attahced is the trade mission look ahead. Note that the information is the most accurate we have at the moment. We are still waiting confirmation from PO re media avails and that will determine MTW's media avails. I'll continually update this document and any changes I make will be in blue for new.

Thanks,
Catherine

Hayes, Dana GCPE:EX

From: Jacques, Baljinder GCPE:EX
Sent: November-25-13 8:00 PM
To: Phelps, Blair GCPE:EX; Loiacono, Catherine GCPE:EX
Subject: With Klaus' changes - IB_Beijing_MOUs_Nov_26_13
Attachments: IB_Beijing_MOUs_Nov_26_13.docx

Confidential
Communications Plan
Jobs and Trade Mission to Japan, Korea and China
November 21, 2013

Purpose

The purpose of the Premier-led B.C.'s Jobs and Trade mission to Japan, South Korea and China is to reinforce BC's economic and cultural ties with these priority Asian markets and promote further investment into the province and exports from the province to advance *Canada Starts Here: The BC Jobs Plan*.

Objectives

1. To position B.C. as a province that is open for business, with goods and services that meet the needs/demands of the growing economies of China and India.
2. To re-affirm the Premier as "B.C.'s chief salesperson" on the world stage – delivering on outcomes and building relationships linking to key deliverables of *The BC Jobs Plan*.
3. To communicate activities during the tour (agreements, signings, partnerships) that show how the mission is getting results - opening up new markets for BC goods and services and linking BC companies with overseas government/business contacts to create jobs.
4. To build on the success of previous trade missions – showing how B.C. is leading Canada in its Asia-Pacific investment strategy.
5. To showcase participants in the tour as validators in the media who tell how the mission is building economic growth that will create and protect jobs.

Narrative

One of the keys to doing business is building relationships. This mission is about building on our existing relationships and solidifying new ones. Trade missions ensure predictability and relationship development with our major trading partners, including China, India, Japan and South Korea

Trade missions open doors and develop long-term trade and investment opportunities in foreign markets. Critically, the presences of the Premier and a senior minister facilitates access to key economic and political decision-makers and provide greater public profile to business participants and unparalleled networking opportunities with the local business community.

They also put British Columbian business on the map by showcasing their capabilities and competitiveness. Participants will learn about doing business in the host market(s), gain exposure to the social and business cultures, and experience first-hand the services offered by our Trade and Investment Representatives on the ground.

Jobs and Trade missions are just one component of our international business development efforts. Since the launch of *The BC Jobs Plan*, we have made great strides in strengthening our trade and investment network. We created the Major Investments Office, which works directly with prospective investors whose projects have the potential to provide significant economic and job creation benefits to British Columbia. We have more than doubled our international presence, and opened a trade office in Hong Kong, which allows us to build new relationships with a growing pool of prospective investors and trade partners.

Background

From November 21 to December 06, Premier Christy Clark and Minister Teresa Wat will lead a delegation to Seoul, Tokyo, Beijing, Shanghai, Hong Kong, and Guangzhou to promote trade and investment opportunities with B.C.

China has emerged as one of B.C.'s largest trading partners, but this did not happen by accident, rather it was the result of a long-term, focussed and sustained effort to develop relationships and promote B.C. products in China. This is a model which we hope to replicate in Japan and Korea. Both these economies rely heavily on imports of energy, raw materials and other commodities – they will be pivotal to growing B.C.'s economy and creating jobs.

British Columbia represents 50 per cent of Canada's trade with Korea, and they are the world's second largest importer of liquefied natural gas and our government remains committed to supporting a new LNG industry here in B.C. to match our natural gas supply with the demand in Korea and across Asia. As Korea focuses on growing its green economy, it also presents opportunities for B.C. in a range of clean energy sectors, including hydrogen and fuel cells, and bioenergy such as wood pellets. Korea and British Columbia are both world leaders in information and communications technology, and in the creation of digital media such as video games and mobile platforms.

Japan is British Columbia's third largest export market. They are a long-standing investor in the BC economy, ranging from lumber, pulp and paper, construction, coal and other mining operations to investment in the hotel/tourism sector.

In 2012, BC's exports of goods to Asian trading partners totalled \$13.6 billion – 43.4 per cent of British Columbia's exports of goods worldwide. Since 2003, the value of BC exports to Asia has risen by 108 per cent. BC exports a higher percentage of its goods to Asia than any other Canadian province.

Goals

- Present BC as an attractive, stable and welcoming destination for investment, and a source for key jobs plan goods and services.
- Attract corporate offices to British Columbia.
- Build on our existing relationships and solidifying new ones.

- Highlight BC's position as Asia's fastest and most efficient gateway to North American markets.
- Generate positive media coverage in provincial media – focusing on the economic advantages for BC of increasing investment and trade with Asia.
- Enhance Premier Clark's/Government's reputation as working hard on behalf of British Columbians on international trade policy and development and further establish BC as the most assertive province in boosting ties and trade relationships in Asia.

Audiences

- BC media (including ethnic), BC public, BC-based businesses, entrepreneurs and exporters

Key Messages

- We need to keep *The BC Jobs Plan* momentum going.
- Through *The BC Jobs Plan*, we are attracting first new dollars into the province, with increased investment and more exports to new trading partners in Asia and beyond – creating more long-term jobs for hard-working British Columbians.
- This mission is about building on long-term relationships we have strategically established in priority markets.
- This trade mission to China, Japan, and Korea will be focused on increasing investment in our economy and promoting our natural gas reserves. Our province's natural advantages, combined with our Asia Pacific Gateway, make B.C. the ideal partner for economic growth, through either direct investment or through the purchase of our export goods and services.
- B.C. has a long-standing cultural connection with Asia that is driven, in part, by the number of Canadians who call the region home. We must leverage our many family, cultural and business connections to countries across the Pacific and around the world to strengthen our trade relationships, attract new investment, and create and protect jobs for British Columbians.
- Trade and investment in Asia is critical to ensuring we grow our economy at home in B.C.
- We know that by creating new opportunities in Asia we create more jobs for B.C. families.
- As the world's economy continues to navigate tumultuous waters, B.C. is a safe harbour for investment.

Communications Opportunities

- Solidify Premier Christy Clark's status as a champion and best salesperson in promoting B.C. to these Asian markets.
- Pursue earned media before, during and after trade mission.
- Engage stakeholders and solidify validators for the government's overseas activities.
- Increase media's awareness of the Province's efforts to expand relationships and increase trade in this part of Asia through our trade and investment network.
- Profile investments that resulted from previous trade missions.

Communications Challenges

- Need newsworthy announcements to sustain media interest in the Mission.
- Media coverage of the Mission activities could be overshadowed by current domestic issues.
- With three Ministerial-level missions weeks prior to departure media might not be as enthusiastic or engaged.

Tactics

- Pre-mission announcement(s) & interviews with targeted media (mainstream, ethnic & business)
- PCC media availability for each country (both agreements and iconic/visual opportunities)
- One-off media call backs with specific reporters
-
- S13
- Daily upload of digital content including photos and video

Proposed Roll-out

Pre-Mission

Nov 12-13	BC Business Council Forum
Nov 14	Pre-mission delegate reception
Nov 15	2013 B.C. Export Awards
Nov 17	Start of multiculturalism week.
Nov 18	Ethnic media roundtable, with Premier Clark, Ministers Wat and de Jong
Nov 21	Media availability and photo-op at YVR.
	Trade mission launch news release

Premier's Job and Trade Mission

News release schedule

Date: Saturday, November 24

Time: Morning

Topic: Pacific Oil and Gas head office announcement

Date: Tuesday, November 26

Time: Morning

Topic: Highlights of past two working days. Premier/Wat will be witnessing a number of corporate trade deals at Friends of BC Reception – Beijing and MOU signing with Sichuan Government

Date: Wednesday, November 27

Time: Morning

Topic: Bank of China office announcement. Canada office will be relocated from Toronto to Vancouver.

Date: Thursday, November 28

Time: Morning

Topic: Signing of new BC-Gyeonggi Action Plan. Gyeonggi is B.C.'s sister Province of British Columbia

Date: Friday, November 29

Time: Morning

Topic: Premier to witness corporate signings at Friends of BC Reception – Seoul. Minister Wat to witness corporate signings at Friends of BC Reception – Shanghai.

Date: Sunday, December 01

Time: Morning

Topic: Announcement of Xinren Aluminum North American HQ. Highlight previous announcements of head offices.

Date: Monday, December 02

Time: Morning

Topic: Signing of partnership agreement with Japan's Ministry of Economy, Trade and Industry on energy cooperation. Premier to also witness corporate signings at Friends of BC Reception – Tokyo.

Date: Tuesday, December 03

Time: Morning

Topic: Minister Wat to sign MOU with Department of Foreign Trade and Economic Cooperation to strengthen trade and investment ties between Guangdong and B.C.

Communications approach will be multi-pronged:

- BC Media travelling with the Premier – Jas Johal
- In market media
- Media calls to BC media at home
- Media calls and updates specifically with ethnic media in BC
- Social media –Twitter, Facebook, blog, BC government web-site updates/pictures
- Ministers to communicate on secondary themes targeting appropriate regional media

- Validators/participants to tell their stories to media during and after the trip

Post-Mission

Dec 04	Mission conclusion news release.
Dec – on	Validator/participants speak to media
Dec – on	Post-Mission developments stemming from the trip.
Jan	Release of trade mission costs for all trade missions

Communications Resources

- **Ministry staff incl. Trade office representatives** – planning/coordination/protocols
- **International Marketing Secretariat** – collateral
 - Signage
 - Brochures
 - Swag
- **GCPE – HQ**
 - Lead on Speeches
- **GCPE – MIT**
 - Responsible for overall Communications plan and strategy
 - Co-ordinates news releases with PO, GCPE HQ, GCPE shops
 - Lead message preparation/coordination for media availability
- **PO – on-the-ground senior communications & issues support**
 - Lead liaison with on location journalists/pr support,
 - Lead domestic issues management co-ordination
 - Manages and moderates media call backs – (PO to set up the calls with Telus/Bell, and does Media Advisories)
 - Manages videographer assignments (videographer to feed back to BC)
 - Lead on issues management: Ensures Premier is briefed on potential issues both at home and in-market- working with GCPE HQ.
 - Supports “mission operations centre” by being available to do last minute research and fact checking to support the Premier’s remarks and responses to questions
 - Attends all events that have a communications angle
 - Updates/tweaks news releases with information on-the-ground
 - Confirms/coordinates with GCPE that all materials needed for web site updates are sent including video and photos
 - Responsible for feeding photos with cutlines and captions to GCPE HQ

- **Videographer:** Kyle: Surovy
- **Embedded stakeholders** (not confirmed)

DRAFT