

MINISTRY OF INTERNATIONAL TRADE AND
MINISTER RESPONSIBLE FOR THE
ASIA PACIFIC STRATEGY AND MULTICULTURALISM

INFORMATION NOTE

Cliff #: 13391

Date: July 08, 2014

PREPARED FOR: Honourable Teresa Wat, Minister of International Trade and Minister Responsible for the Asia Pacific Strategy and Multiculturalism

ISSUE: To provide the Minister with background information supporting the release of the 2013/14 Public Accounts tentatively scheduled for release the week of July 15, 2014. In 2013/14, the Ministry's voted appropriation was not exceeded. However, questions may be raised publicly with respect to ministerial spending, travel expenditures, purchasing card payments, and government transfers.

BACKGROUND: Ministry-specific spending details within the Public Accounts are disclosed in the Consolidated Revenue Fund Supplementary Schedules and Detailed Schedules of Payments.

Ministry's Overall Financial Performance

The Ministry generated a surplus of \$0.507 million (represents less than 1 percent of budget).

Operating Expenditures:

Description	\$ Thousands (000)
13/14 Estimates	36,135
Other Authorizations: Contingency Access • Jobs Plan	11,712
Total Appropriation	47,847
Total Spending	47,847
Under Expenditure, excluding adjustment of prior year accruals	0
Adjustment of Prior Year Accrual	(507)
Total Under Expenditure	(507)

Variance Explanations:

Division	Over Budget (Under Budget) \$ (000)	Explanation
International Trade and Investment Attraction	(\$1.850 million)	Expenditures for Strategy and Business Intelligence are reflected with Competitiveness (below)
Competitiveness	\$1.880 million	Includes expenditures for Strategy and Business Intelligence yet budget resides in International Trade and Investment Attraction
Multiculturalism	\$0.181 million	Minimal variance
Transfers to Crown Corporations and Agencies	0	Nil
Executive and Support Services	(\$0.211 million)	Under expenditure due to prudent financial management.
Sub-Total	0	
Adjustment of Prior Year Accrual	(\$0.508 million)	
Total Under Expenditure		

Salaries

The Public Accounts will disclose salary payments made to Ministers, OIC appointees, and all non-OIC appointees who received \$75,000 or greater.

The salaries for ministry employees were reviewed. All salaries appear reasonable and consistent with established compensation levels.

Travel

Employee travel costs of \$5,000 or greater and all travel costs for the Ministers and Deputy Minister are published in the Detailed Schedules of Payments. Reported ministerial travel costs are as follows:

Minister	MIT Travel Costs	Explanation
Teresa Wat	\$37,475	Ministerial Travel – Based on travel reimbursements paid by the Ministry of International Trade - MIT travel \$ 20,560 (Paid by the Ministry of Finance) - Minister City Allowance \$ 2,451 - Minister Capital City Living Allowance \$3,241 - Travel between constituency \$ 11,223

The following 9 Ministry employee's travel costs exceed \$20,000 in 2013/14:

Employee	Travel Costs	Explanation
Janel Quiring, Director, International Trade Policy Unit	\$ 42,562.55	Travel to Ottawa/Brussels- CETA negotiations UBCM
Ben Stewart, BC Investment and Trade Commissioner, International Business Development	\$ 36,280.63	Travel to/from Beijing, Chengdu, Chongqing, Seoul, Tokyo, Shanghai, Guangzhou, Hong Kong, Vancouver and Victoria participating on Premier's Asia Trade Mission as well as conducting BCSRA business development in-market(Shanghai, Guangzhou, Hong Kong)
Shannon Baskerville, Deputy Minister, International Trade	\$ 28,678.01	General business travel to/from Vancouver <u>Other travel includes:</u> Trade Mission to Asia UBCM
Robert Musgrave, Director, Trade & Economic Relations Unit	\$ 25,112.47	Trans Pacific Partnership negotiations UBCM
Henry Han, Executive Director - Americas, Japan and Korea, International Business Development	\$ 23,587.52	Support for Investors and Wine Buyer's Mission Advance Mission Premier's Trade Mission- LNG
Robert O'Brien (Previously: Mgr, Marine, Aerospace & Infrastructure, International Business Development)	\$ 22,419.93	Victoria Shipbuilding Outreach Viking Meiya inbound visit Heli Expo Aerospace & marine sector trade development – Seattle, UK, Ottawa
Greg Eidsness, Director, Greater China, International Business Development	\$ 22,309.55	2013 Premier's Mission Business trip to China and Taiwan Chinese Investor Mission to BC
Tejindar Parhar (Previously: Chief of Staff, International Trade)	\$21,625.74	Travel with Minister
Klaus Buttner, Executive Director, International Business Development	\$ 20,164.57	Business meetings in SE Asia and China

Government Transfers (\$25,000 or greater)

Supplier payments of \$25,000 or greater will be published in the Detailed Schedule of Payments. The amounts are made up of the combined total payments made by all

ministries. Ministry payments were reviewed for reasonableness.

Other Supplier Payments (\$25,000 or greater)

The schedule of other supplier payments was reviewed. All suppliers were found to be appropriate and amounts were reasonable.

BMO Purchasing Card Payments

The purchasing card is the primary instrument for making small dollar value purchases for government. Its use has increased the efficiency and cost-effectiveness of government purchases; however, it has not replaced the reliance on sound procurement practices and effective financial controls.

An addendum of purchasing card payments is included in the Public Accounts.

MIT:

In 2013/14, MIT made 2,119 purchases with the purchasing card which amounted to \$1,330,010.68

These transactions are reviewed by Financial Services staff on a regular basis. All are deemed appropriate.

Staff Appreciation Awards

In 2013/14, the ministry spent \$2,708 for staff events and awards, which represents approximately \$25 per employee. The awards ranged from Public Service Week Events and Premier's awards to staff appreciation and retirement gifts.

NEXT STEPS: The 2013/14 Public Accounts are tentatively scheduled for release the week of July 15, 2014

Prepared by: Murray Jacobs, CFO, Management Services Division
Telephone: 250-356-6950

MINISTRY OF INTERNATIONAL TRADE AND
MINISTER RESPONSIBLE FOR THE
ASIA PACIFIC STRATEGY AND MULTICULTURALISM

MEETING NOTE

Cliff #: 13398

Date: July 10, 2014

PREPARED FOR: Honourable Teresa Wat, Minister of International Trade and
Minister Responsible for Asia Pacific Strategy and Multiculturalism

DATE AND TIME OF MEETING: July 14, 2014. TIME TBC.

ATTENDEES: Mr. Cheng Wei, Vice President, Baidu Mobile Games.

ISSUE(S): Bilateral meeting with Baidu

s13, s17

BACKGROUND:

- Baidu, Inc. (Baidu), incorporated on January 18, 2000, is a Chinese-language Internet search provider.
- As the dominant Chinese internet search engine company, Baidu offers many of the same products and services as Google, but is primarily focused on China, where it controls the majority of the search market.
- Baidu is used by hundreds of millions of Chinese internet users. App distribution, including mobile games, is a growing area for Baidu, which achieved more than 100 million app downloads daily by 2013.
- Also in 2013, Baidu bought 91 Wireless (a popular app store) for approximately US\$1.9 billion, its biggest acquisition to date.
- Although known as “Google in China”, Baidu was registered in the Cayman Islands and is listed on the NASDAQ under ticker symbol BIDU. It registered two subsidiaries in Beijing: Baidu Online Network Technology (Beijing) Co., Ltd. and Baidu Netcom Science Technology (Beijing) Co., Ltd. and another subsidiary in Shanghai: Baidu China Co., Ltd.
- Baidu competes with Google Hong Kong, Yahoo! China, Microsoft Bing and many other regional players in China.
- Baidu’s activities in North America:
 - The only public deal in North America to our knowledge is the \$30 million takeover of Anta Clara, California-based TrustGo Mobile Inc. for its security and personal-privacy protection technology in early 2013.
 - CEO Robin Li said Baidu “choose not to come to the U.S. market first because this is a market that is very different from developing countries” (Baidu had a R&D centre in Singapore called BIRC in corporation with Singapore Agency for Science, Technology and Research).

DISCUSSION:

- While Baidu has no operations in Canada currently s13
- s13
- BC features a creative cluster of world-class film, television, visual effects and gaming companies. With the right mix of technology and talent, BC has earned its reputation as one of the world's leading creative media centres.
- An increasing number of influential multi-national companies such as Facebook, Microsoft, Amazon and Sony have recently set up their operations in Vancouver.

SUGGESTED RESPONSE/KEY MESSAGING:

s13

Prepared by: Jason Si, Senior Manager, China, International Market Development
Telephone: (604-660-5911) s17

Reviewed by				
Dir:	ED: PI	ADM:	DM:	MIN:

MINISTRY OF INTERNATIONAL TRADE AND
MINISTER RESPONSIBLE FOR THE
ASIA PACIFIC STRATEGY AND MULTICULTURALISM

MEETING NOTE

Cliff #: 13398

Date: July 11, 2014

PREPARED FOR: Honourable Teresa Wat, Minister of International Trade and
Minister Responsible for Asia Pacific Strategy and Multiculturalism

DATE AND TIME OF MEETING: July 14, 2014, 3:30 – 4:00 pm

ATTENDEES: Mr. Zhou Wenqi, Chairman of Tianjin Huabei Group.

ISSUE(S): Bilateral meeting with Tianjin Huabei

s13, s17

s13, s17

BACKGROUND:

- Tianjin Huabei Group was founded in 2003 with a registered capital of RMB200 million (CAD34.5 million). The predecessor of the group was Tianjin Huabei Cable Factory, a collectively owned cable manufacturer in the City of Tianjin.
- After the establishment of the Group, the company forges ahead into a development path of diversified businesses including non-ferrous metal metallurgy, processing, real estate, finance and logistics.
- Huabei Group is one of the top successful enterprises in Tianjin with fixed assets amounting to multi billion yuan (several hundred million dollars) and annual revenue up to ten billion yuan (C\$1.7 billion). The group's gross profit reaches several hundred million yuan (up to a hundred million dollars) each year.
- Tianjin Huabei Group has subsidiaries in four key industries including copper (production of copper anodes, copper cathode plates, thermal and electric copper billets, copper wires and cables), finance (micro financing), real estate (development of industrial parks and commercial complexes) and logistics (storage services and goods transportation).
- With a focus on diversified development, Huabei Group established a number of investment subsidiaries in the recent years to focus on real estate and industrial park development. The 200,000-square metre industrial park has attracted many well known local and overseas companies including US, Japan and Korea. The companies in the park generate annual revenue of more than 3 billion yuan (C\$560 million).

DISCUSSION:

- Economic and population growth in China are driving demand for reliable and accessible overseas sources of mineral and energy resources.

- Huabei Group has no current operation and partnership in North America,

s13

- Already know as a global centre for mining activity, BC's strategic Pacific Rim location and abundant mineral, coal and gas resources provide rich investment potential.
- Efficient supply chains and superior transportation linkages and the shortest sea route between North America and Asia make BC a supplier of choice for mineral, coal and energy resources.

SUGGESTED RESPONSE/KEY MESSAGING:

s13

Prepared by: Jason Si, Senior Manager, China, International Market Development
Telephone: (604-660-5911)

s17

Reviewed by				
Dir:	ED: PI	ADM: RS	DM:	MIN:

MINISTRY OF INTERNATIONAL TRADE AND
MINISTER RESPONSIBLE FOR THE
ASIA PACIFIC STRATEGY AND MULTICULTURALISM

MEETING NOTE

Cliff #: 13398

Date: July 10, 2014

PREPARED FOR: Honourable Teresa Wat, Minister of International Trade and
Minister Responsible for Asia Pacific Strategy and Multiculturalism

DATE AND TIME OF MEETING: July 14, 2014. Time TBC

ATTENDEES: Ms. Lu Zhiying, Vice President & Chief Branding Officer, Tsinghua
Tongfang Co., Ltd.

ISSUE(S): Bilateral meeting with Tsinghua Tongfang

s13, s17

s13, s17

BACKGROUND:

- Tsinghua Tongfang Co., Ltd is held by Tsinghua Holdings Company Limited of Tsinghua University in Beijing. It is engaged in consumer electronics, information technology, energy and environment industries in China and Internationally.
- Tsinghua Tongfang was established in 1997 and listed on the Shanghai Stock Exchange at the same year.
- Tongfang builds industry chains with focus on information and energy environment industries. It mainly operates in the production and service of products like PC, LED chip, security system, digital TV, digital city and environment protection.
- Tongfang's investment is mainly concentrated on North China, covering all large cities in China, and its investment overseas continues to expand. Tongfang entered a period of rapid growth in the year of 2007.
- Besides its continued investment in PC, container inspection system, environmental protection technology in recent years, it also has enlarged the investment in high-tech products, like LED chip, digital TV and e-government, making its investment projects scattered.
- Tongfang's activities in North America:
 - Through its majority-controlled (33%) Technovator International, Tongfang acquired Brossard, Québec-based Distech Controls in 2007, of which Tongfang maintains a stake of 67%. Distech Controls Inc. has 3 subsidiaries: Distech Energy Holding Inc., Distech Controls Energy Services (Canada) Inc., and 9257-3658 Québec Inc.

- In 2009 Distech Controls acquired Ontario-based E2 Solutions Inc and now controls 50.2% of the share.
- Tsinghua Tongfang markets TVs in North America, Europe and Australasia under the Seiki Digital brand. Tongfang Global, a Hong Kong subsidiary of Tsinghua Tongfang, owns Diamond Bar, California-based TV manufacture Seiki Digital.
- Tongfang's business activities in BC:
 - Tongfang is a strategic partner with Xtong Xiangtone, one of the MIT clients specialized in mobile gaming and just launched its HQ in BC last August.
 - Tongfang Cloud Computing Technology Co., Ltd. signed an outsourcing agreement with Coquitlam, BC-based Cantronic Systems Inc. in May 2014 when Minister of International Trade Ed Fast visited China, with sales revenues from the agreement expected to reach \$53 million in the next three years.

S13, 17, 21

DISCUSSION:

•

s13, s17

- Tongfang Group has multiple subsidiaries focusing on different sectors and industries, such as Tsinghua Tongfang Energy-Saving Holdings Limited, Nuctec S22 which is 69% controlled by Tongfang and has won contracts from the seaports globally for its scanning and goods inspection systems.

SUGGESTED RESPONSE/KEY MESSAGING:

s13

ATTACHMENTS: Attachment 1: Biography of Ms. Lu Zhiying

Prepared by: Jason Si, Senior Manager, China, International Market Development
 Telephone: (604-660-5911)

s17

Reviewed by				
Dir:	ED: PI	ADM: RS	DM:	MIN:

China APEC Business Council Program

Proposed Bilateral Meetings for Minister Teresa Wat

Lu Zhiying
Vice President & Chief Branding Officer
Tsinghua Tongfang Co., LTD.

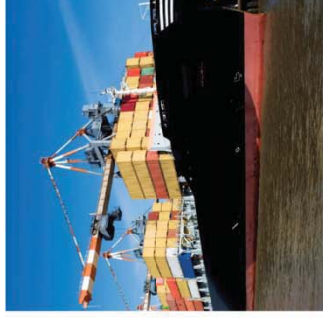
s22

Ms. Lu Zhiying is Vice-president and Chief Branding Officer of Tsinghua Tongfang Co. s22

s22



INTERNATIONAL HEAD OFFICES PROJECT





s12, s13, s17





s12, s13, s17

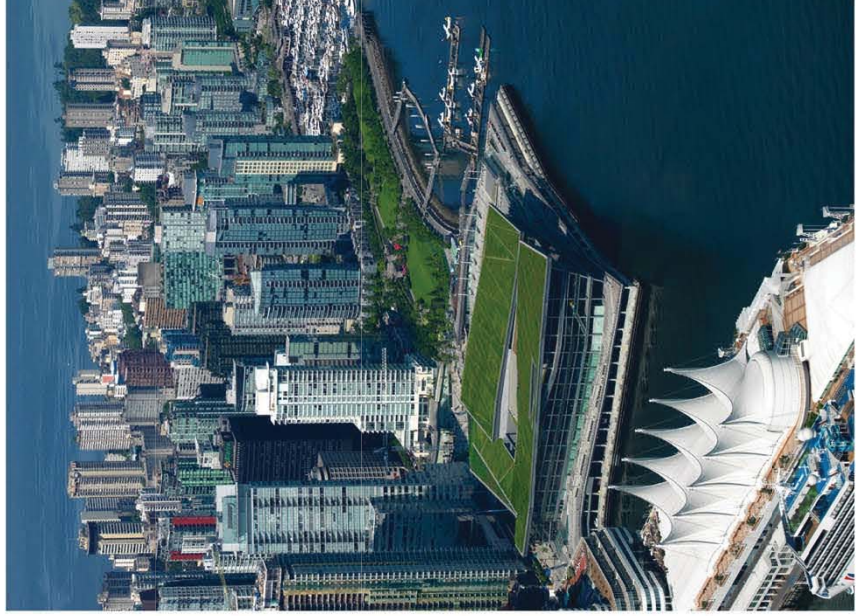


www.britishcolumbia.ca

3



s12, s13, s17





s12, s13, s17

s12, s13, s17

www.britishcolumbia.ca

5



s12, s13, s17

s12, s13, s17

s12, s13, s17



s12, 13, 17

s12, s13, s17

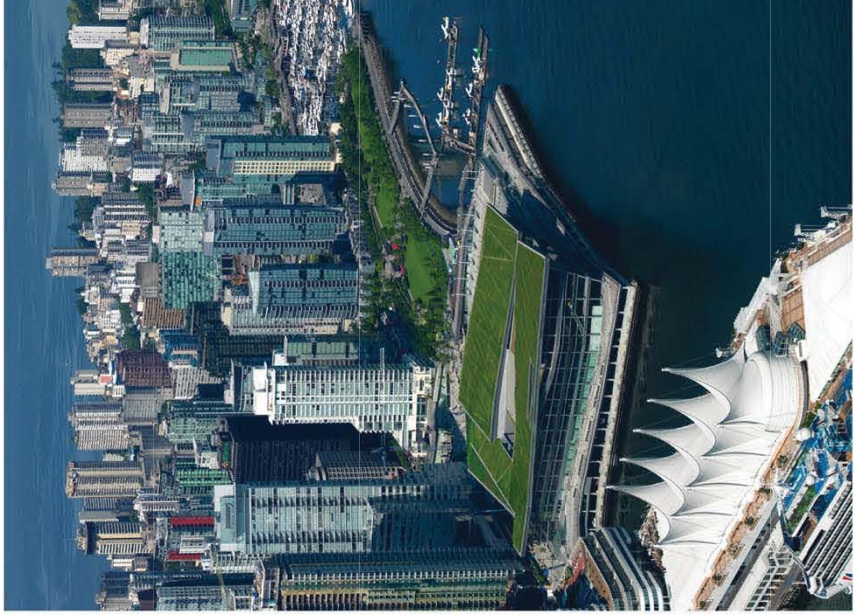


s12, 13, 17

s12, s13, s17



s12, s13, s17

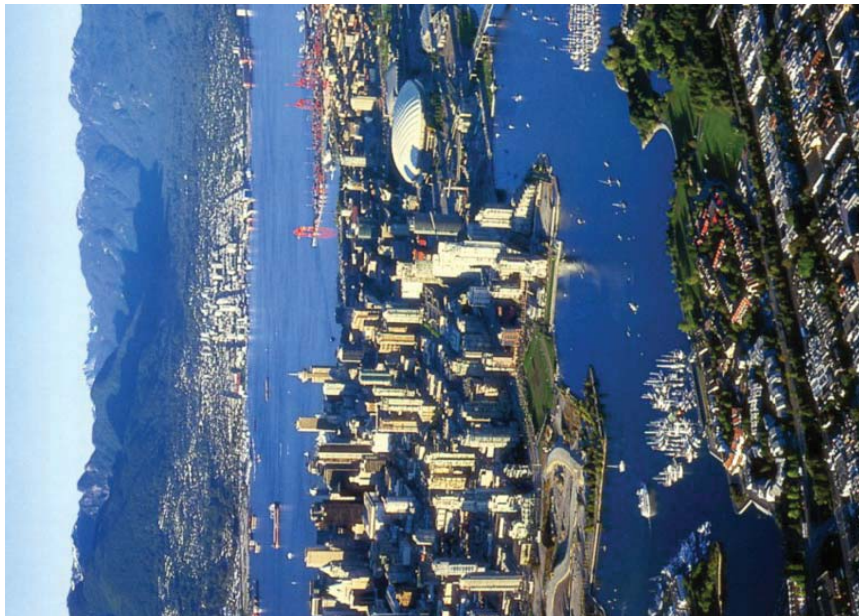


s12, s13, s17



s12, s13, s17

s12, s13, s17



MINISTRY OF INTERNATIONAL TRADE AND
MINISTER RESPONSIBLE FOR THE
ASIA PACIFIC STRATEGY AND MULTICULTURALISM

MEETING NOTE

Cliff #: 13487

Date: August 19, 2014

PREPARED FOR: Honourable Teresa Wat, Minister of International Trade and
Minister Responsible for the Asia Pacific Strategy and Multiculturalism

DATE AND TIME OF MEETING: August 27, 2014, 10:00 am – 10:30 am

ATTENDEES: Mr. Jiang Yingchun , General Manager of Poly Culture Group
Mr. Liu Debing, Vice-General Manager of Poly Culture Group
Ms. Wang Wei, Chief Accountant of Poly Culture Group
Ms. Chen Yi, Chief of Preparatory Team for Poly Culture North America
Mr. Li Jisuo, Vice president, Bank of China Vancouver
Mr. David Jiang, Branch Manager, Bank of China Burnaby

ISSUE: Mr. Jiang Yingchun, Chief Executive of Poly Culture is visiting Vancouver on
August 26 and has requested a meeting with Minister Wat

s13, s16

s13, s16

BACKGROUND:

- Poly Culture is China's largest art auctioneer. Its parent is state-owned conglomerate Poly Group, which has interests ranging from arms exports to real estate and was founded three decades ago by several leading figures of the Communist party, s22
- Established in 2000, Poly Culture operates businesses in three sectors — art auctions and management, performance and theater operations, and investments in film and the television industry.
- The company was listed on the Hong Kong Stock Exchange in March 2014.
- With auction business related revenues of over USD \$1B, the company is the world's 3rd largest auction house after Sotheby's and Christie's.
- The company, through its subsidiary Poly Film, conducts business in cinema management and film and TV production. The company owns 70 movie theatres across China and actively produces TV and film content.
- The company was been awarded numerous accolades and awards in China, and in 2012, it was accredited as one of China's Top 30 Cultural Enterprises.
- Bank of China Vancouver is helping to facilitate business meetings in Vancouver for Poly Culture Group, seeing an opportunity to attract this big client to establish operations in Vancouver. Vice President Li Jisuo of Bank of China Vancouver will also attend the meeting.

-

s13, s17

DISCUSSION:

-

s13

- In relation to the auction business, Poly Culture's major domestic rival, China Guardian Auctions, set up a representative office in Vancouver in 2012 due to the region's large Chinese immigrant population who brought Chinese art collections with them when they moved to Canada.
- Poly Film Investment Co, a subsidiary of Poly Culture, invested in the production of a large number of films and TV series from 2002 to 2005.
- The digital laboratory of Poly Film Investment Co., Ltd. designed and developed 4K 3D Large Screen Projection System named POLYMAX, which had owned proprietary intellectual property right. Receiving wide market popularity, this system has been launched in many Poly International Cinemas. The main competitor for POLYMAX is Ontario based IMAX.
- BC is committed to providing a competitive environment for film and television industry. Canada and British Columbia offer tax credits, exemptions, and deductions to encourage business investment and innovation. Certain incentives target particular industries including film production.

SUGGESTED RESPONSE/KEY MESSAGING:

s13

ATTACHMENTS:

- An Overview of British Columbia's Film and TV Industry
- Tax Credits Available to Foreign Film and Television Productions
- Chinese version of BC Film & TV brochure

Prepared by: Jason Si, Senior Manager, China, International Market Development
Telephone: (604-660-5911)

s17

Reviewed by				
Dir: GE	ED: PI	ADM:	DM:	MIN:

Attachment: An Overview of British Columbia's Film and TV Industry

Over the past 25 years, B.C. has earned a reputation as an international, full-service film and TV production centre. BC has a premier film, animation and visual effects sector, with film and television production generating \$1.216 billion in 2012 while supporting 25,000 direct and indirect jobs.

Also, 294 productions were undertaken in British Columbia during 2012 (13 more than in 2011), including:

- 159 domestic productions: 24 feature films, 58 television series (drama, documentary, lifestyle, reality and web series), 72 television projects (TV movies, miniseries, pilots, shorts and documentaries) and five animated series or projects.
- 135 foreign productions: 58 feature films (features, DVD features and visual effects-only projects), 26 television series (drama, lifestyle, reality, documentary and web series) 25 television projects (TV movies, pilots, mini-series and documentaries) and 26 animated series or projects.

B.C. is amongst the four largest film production centres in North America because studios in the US and producers from around the world trust our industry to efficiently deliver quality content at a competitive price.

With world class infrastructure (studios, post-production facilities, equipment suppliers), experienced and highly skilled crews, depth of creative talent, labour stability, expertise in visual effects, animation and digital media, a film friendly environment and a diversity of locations, B.C. offers significant competitive advantages. Both the provincial and federal governments are highly supportive of the film industry and offer competitive and reliable incentive programs. For 2012-13 fiscal year alone, the film, television and digital interactive media industry in B.C. received an estimated \$330 million in refunds from tax credits.

B.C. is home to visual effects and animation studios such as Sony Imageworks, Industrial Light & Magic, Image Engine, Rhythm & Hues, PrimeFocus World, Scanline, Disney/Pixar, Rainmaker and soon to be joined by Double Negative. B.C. has handled demanding projects including feature films such as Elysium, Pacific Rim, Iron Man 3, Life of Pi, Superman: Man of Steel, Tron: Legacy, Mission Impossible 4, X-Men, I Robot, Twilight saga and Watchmen as well as television series The X Files, Sanctuary, Smallville and Fringe.

BC –China Film & TV Collaboration

As the third largest film and TV production centre in the world after Hollywood and New York, Vancouver has attracted many foreign producers. Well known Chinese TV series and films produced in Vancouver include: Farewell Vancouver (2003) and the 2013 romantic comedy film Finding Mr. Right (while the title translates literally as “Beijing Meets Seattle”, the film was shot in Vancouver).

Tax Credits Available to Foreign Film and Television Productions

Foreign and domestic productions in British Columbia can access a variety of provincial and federal tax credit programs and if eligibility requirements are met, a producer can combine them to access exceptional savings. Clients report that B.C.'s tax incentives are the best and easiest incentives to access in Canada.

British Columbia offers two tax credit programs: (1) the **Film Incentive B.C. (FIBC)**, for domestic productions that are Canadian owned and controlled and have qualifying levels of Canadian content; (2) the **Production Services Tax Credit (PSTC)**, open to both domestic and foreign producers, with no Canadian content requirements. A production corporation may only access either the FIBC or the PSTC program, but not both with respect to a production.

Tax Credits for Domestic Productions Only			Tax Credits for Foreign and Domestic Productions		
Tax Credit	Value	Tax Credit Calculated Based On	Tax Credit	Value	Tax Credit Calculated Based On
Basic	35%	The qualified B.C. labour expenditure of the corporation.	Basic PSTC	33%	The qualified B.C. labour expenditure of the corporation.
Regional	12.5%	The qualified B.C. labour expenditure of the corporation pro-rated by the number of days of principal photography in B.C. outside of the designated Vancouver area to the total days of principal photography in B.C. This tax credit must be accessed in conjunction with the Basic tax credit.	Regional PSTC	6%	The qualified B.C. labour expenditure of the corporation pro-rated by the number of days of principal photography in B.C. outside of the designated Vancouver area to the total days of principal photography in B.C. This tax credit must be accessed in conjunction with the Basic PSTC. The distant location regional tax
Distant Location Regional*	6%	The distant location regional tax credit is added to the regional tax credit for principal photography done outside of the Lower Mainland region, north of Whistler and east of Hope, excluding the Capital Regional District.*	Additional Distant Location PSTC*	6%	Credit is added to the regional tax credit for principal photography done outside of the Lower Mainland region, north of Whistler and east of Hope, excluding the Capital Regional District.
Training	30%	The amount paid to a B.C.-based individual registered in an approved training program. The tax credit is capped at 3% of the corporation's qualified B.C. labour expenditure and must be accessed in conjunction with the Basic tax credit.			
Digital Animation or Visual Effects	17.5%	The B.C. labour expenditures directly attributable to digital animation or visual effects activities. This tax credit must be accessed in conjunction with the Basic tax credit.	Digital Animation or Visual Effects PSTC	17.5%	The B.C. labour expenditures directly attributable to digital animation or visual effects activities. This tax credit must be accessed in conjunction with the Basic PSTC.
CDN Federal Production Tax Credit (CPTC)	25%	Qualified Canadian labour expenditures of the corporation.	CDN Federal PSTC **	16%	Qualified Canadian labour expenditures of the corporation.

*Pro-rated by the number of distant location principal photography days to the total B.C. principal photography days and must be accessed in conjunction with the Regional and Basic tax credit. **The Canadian Federal PSTC is in addition to the provincial tax credits.

FIBC is a labour based tax incentive that provides refundable tax credits to Canadian controlled production companies based on eligible B.C. labour costs. This tax credit is designed to encourage film, television, digital animation, and visual effects production in British Columbia. The program includes

five initiatives: Basic, Regional, Distant Location Regional, Training, and Digital Animation or Visual Effects (DAVE).

The British Columbia Production Services Tax Credit (PSTC) encourages film, television and animation production in B.C. and is available to either international or Canadian productions produced in British Columbia.

DAVE (Digital Animation or Visual Effects) Tax Credit is designed to provide an incentive to production companies employing BC based talent to create digital animation and visual effects in BC. It must be claimed as part of either an FIBC application or a PSTC application.

A corporation is eligible for the DAVE tax credit for a taxation year if the corporation has claimed the basic Film and Television tax credit; or the production is eligible for, and the corporation has claimed the Production Services Tax Credit.

Incentives for foreign corporations to set up North American head office in BC

Advantage BC Program

Under the International Business Activity Act (IBAA), by registering an international business (IB) in BC, a company can receive up to a full refund on provincial corporate taxes paid on the income of the qualifying business. Under the Act, an international business is defined as an international financial business, **international film distribution business** or international patent business. The government has proposed to expand the definition of international business to include international digital media distribution businesses.

Qualifying Activities under International Film Distribution include:

Income derived from selling, assigning or licensing rights to a non-resident to distribute a film or television production outside Canada or to exploit anything related to the production outside Canada qualifies as eligible income under the IBAA.

加拿大不列颠哥伦比亚省



创 意

产 业

聚焦

此地

电影 + 电视 + 动画



MIT-2014-00109
Page 28

不列颠哥伦比亚省

“温哥华有一流的人才库，我们希望借助这里丰富的人才资源，实现公司的扩张。”

Greg Grusby, Industrial Light and Magic



领先的创意中心

不列颠哥伦比亚省拥有世界级电影、电视、视觉特效和动画公司所组成的创意集群。不列颠哥伦比亚省技术与人才兼备，赢得了世界领先的创意媒体中心之一的赞誉。

本省繁荣的创意产业涵盖从电影的创作、演出、制作、后期制作及发行到动画和视觉效果的方方面面。众多创意人才可以为标准的电影和网络电影项目提供支持。

作为与好莱坞及其他娱乐中心联系紧密的成熟产业，本省的创意产业有丰富的 talent、研究及培训资源。

假如您的企业需要创意媒体或创新企业开发前沿娱乐技术，不列颠哥伦比亚省将是您的不二之选——在这里，您可以把创意变为现实。

不列颠哥伦比亚省的竞争优势

- 旨在降低视觉特效（VFX）/动画/电影行业成本的激励措施
- 技能娴熟的劳动力
- 战略性的西海岸位置
- 较低的企业与个人所得税
- 有针对性的税收激励措施
- 成本效益高
- 绿色、低成本电力
- 优秀的公共设施
- 高品质生活

不列颠哥伦比亚省的创意产业优势

不列颠哥伦比亚省的电影、视频及数字媒体内容创作者构成了一个充满活力的创意群体，创造出优秀的作品并因其创新和高品质赢得了多项国际奖项。

理想的地理位置

不列颠哥伦比亚省地理位置优越，地处加拿大西海岸，与美国加州处于同一时区，离洛杉矶只有三小时的飞行里程，便于两地企业在营业时间内开展高效的合作。

顶尖的人才

不列颠哥伦比亚省汇聚了大量充满活力、技艺精湛和跨文化背景的人才。大批技艺精湛、经验丰富的作家、艺术家、工程师和制片人在此生活和工作。

成熟的大型基础设施

温哥华在距离市中心和温哥华国际机场几分钟路程的区域内建有占地面积上百万平方英尺的制片厂。不列颠哥伦比亚省的制片厂最多可以同时制作40部影视剧。从场景建造、角色分配到后期制作和视觉效果等等，本省的专业人才在大型电影制作方面有丰富的经验。



《穿越地球》，Rainmaker娱乐公司和温斯迪公司版权所有



格繁叶茂的创意产业关系网

不列颠哥伦比亚省的电影、电视和动画制作商与其他行业建立了稳固的合作关系。这为各个项目提供了协作和开放的工作方式，从而制作出更富创造力的市场领先作品。

商业优势

不列颠哥伦比亚省的商业环境有利于保证企业盈利水平——七国集团中最低的企业税率，免征省级新资税或企业资本税，以及对于收入不足12.1万加元的个人，征收的个人所得税处于加拿大最低水平。不列颠哥伦比亚省通过各种有针对性的税收抵免和税收激励政策鼓励创意产业的发展。

宜居

本省热情好客的城市和社区是不列颠哥伦比亚省吸引全球精英的主要魅力之一。

温哥华是一座令人过目难忘的城市：作为一座滨海城市，这里有美丽的自然景观，市区以北20分钟车程内就是巍峨群山。温哥华2010年被经济学人信息部评为全球“最适合居住的城市”，2014年美世北美生活质量评比中拔得头筹，始终是游客选出的最佳旅游目的地城市。

不列颠哥伦比亚省的其他城市也都有自己的特色和人口统计学特征。无论居住在本省任何地点，您都能找到治安良好和清洁友善的社区。

“不列颠哥伦比亚省拥有高技能劳动力和优秀的基础设施，和好莱坞处于同一个时区，但在此经商的成本比好莱坞要低。这是生活的好地方，有开门即见的壮丽景色，也有非常好的文化氛围。这个新的创意中心吸引了大批杰出的年轻程序员、游戏玩家、特效创作者和动画师。”

加拿大媒体制作协会 (CMPA) 执行副会长Liz Shorten

从有针对性的激励措施中获益

加拿大和不列颠哥伦比亚省采取税收抵免、豁免和减免措施来鼓励商业投资和创新。部分激励措施专门针对电影制作和数字媒体等特定行业而设。

激励措施	符合资格的实体	税收抵免率
不列颠哥伦比亚省电影激励措施	不列颠哥伦比亚省控制的制作公司	基本抵免率： 合格劳动力成本（最高不超过总制作成本的60%）可获得35%可退还的税收抵免 地区抵免： 温哥华以外地区拍摄的影片额外享受12.5%的税收抵免。此外，不列颠哥伦比亚省偏远地区拍摄的影片还可享受6%的税收抵免 培训抵免： 减去30%的见习工资或3%的合格劳动力成本 劳动力抵免： 合格的不列颠哥伦比亚省劳动力支出的上限从原来的制作成本的48%提高至60%。 数字动画或视觉效果果税收抵免： 合格劳动力成本可获得17.5%的可退还税收抵免
不列颠哥伦比亚制片片服务税收抵免	在不列颠哥伦比亚省有常设机构的制作公司	制作服务税收抵免： 合格劳动力成本可获得33%的可退还税收抵免 地区抵免： 温哥华以外地区拍摄的影片额外享受12.5%的税收抵免。此外，不列颠哥伦比亚省偏远地区拍摄的影片还可享受6%的税收抵免 数字动画或视觉效果果税收抵免： 合格劳动力成本可获得17.5%的可退还税收抵免
不列颠哥伦比亚省新媒体税收抵免	投资于风险投资公司或合格企业法人的居民投资者	个人可以享受30%（每年最高不超过六万加元）的可退还税收抵免。
不列颠哥伦比亚省交互式数字媒体税收抵免	在不列颠哥伦比亚省有常设机构，从事交互式数字媒体产品开发业务的应税加拿大企业	可获得合格薪金和工资17.5%的税收抵免
加拿大联邦制片片服务税收抵免	加拿大控制的制片公司	符合条件的加拿大制作可享受合格劳动力成本25%的税收抵免
加拿大联邦影视制作服务税收抵免	加拿大控制的制片公司和在加拿大有常设机构的制片公司	符合条件的制作可享受合格劳动力成本16%的税收抵免
科研与试验发展税收抵免	加拿大控制的私人企业	上限300万加元的合格开支可获得35%的投资税收抵免，但合格开支中有15%不享受35%税收抵免。
优势BC (AdvantageBC) 国际商业税收激励措施	登记参与国际商业活动计划且在优势BC网站注册的国际企业	全额退还就合格国际企业的净收入征收的针对不列颠哥伦比亚省看缴税（合格专利收入的75%，上限为800万加元）

“不列颠哥伦比亚省拥有丰富的动画与特效人才资源，我们期待进一步优化我们在温哥华的制作员工。”

索尼图形图像运作公司执行副总裁兼董事 总经理Randy Lake

强有力的行业支持

不列颠哥伦比亚省致力于电影、电视和动画产业提供有竞争力的环境。

行业协会与政府紧密合作，提供各种各样的支持，包括营销活动、投资人与制片人论坛以及颁奖典礼。

Creative BC支持和激励不列颠哥伦比亚省更广泛的创意产业的发展，包括电影、电视、动画、数字及传统媒体等。Creative BC是省政府成立的独立非营利性组织，旨在促进不列颠哥伦比亚省电影、电视和数字媒体产业的发展 and 多样化。通过合并原不列颠哥伦比亚省电影委员会和不列颠哥伦比亚省电影媒体会，Creative BC简化了对电影制作行业的支持。

DigiBC（不列颠哥伦比亚省数字媒体和无线公司协会）通过向其会员提供市场情报、第一时间的商机通知以及宣传支持，促进电子数码产业社区、联系交流及合作关系的发展。数字媒体与北美电影和电视行业有紧密的互利关系。DigiBC是由不列颠哥伦比亚省政府成立、靠会员支持运作的非营利性机构。

不列颠哥伦比亚省和加拿大政府对于协助企业进入市场、招聘人才和获得资金的国际项目，予以大力支持。联邦政府和省政府已经达成的主要协定包括：

- 《北美自由贸易协定》，提供对墨西哥和美国的免稅准入
- 加拿大与欧盟达成的《全面经济与贸易协定》（CETA），为欧洲和加拿大企业提供进入新市场的机会以及明确的规则。
- 与英国、中国、日本、墨西哥以及50多个其他国家签订联合制作协议，为联合制作制定明确的规则，让国与国之间的合作更加方便。

Nerd Corps娱乐公司

Nerd Corps娱乐公司是一家总部位于加拿大温哥华，集动漫知识产权创作、开发、制作及发行于一体的私营企业。该公司的宗旨是富有创意的，别具一格的故事陈述为坚实的基础，制作风格创新的电视、电影及在线动画作品。

Nerd Corps拥有顶级的工作室、技艺精湛的艺术家和制作员工，从开发和制作到发行、营销、互动开发及授权，将其在创意开发与执行方面的专业知识运用到知识产权创作和管理的方方面面。Nerd Corps是业内享有能够提供全方位媒体创作服务的公司，是业内首屈一指的动画知识产权开发和制作公司。

ATOMIC卡通

加拿大Atomic卡通动漫设计公司是一家提供全方位服务、屡获殊荣的独立动画公司，总部位于温哥华繁荣的动画产业区。成立于1999年的Atomic是国际公认的北美领先动画制作公司之一。

Atomic创作、制作和资助原创动画，其中目前为TELETOON和澳大利亚Nine Network公司制作的《海盗特快号》（Pirate Express）以及屡获殊荣的《原子贝蒂》（Atomic Betty）（在180多个地区上映，赢得安妮奖和莱奥（Leo）奖并荣获双子星奖（Gemini）和英国影艺学院奖（BAFTA）提名）。

Atomic还参与联合制作多部大受欢迎的动画系列片，例如为Nickelodeon和TELETOON制作的《火箭猴》（Rocket Monkeys），为DHX媒体公司、TELETOON及Cartoon Network制作的《大象艾拉》（Ella the Elephant）和《约翰尼测试》（Johnny Test），为Nelvana公司制作的《大象家族》（Babar）以及为漫威公司（Marvel）制作的《漫威骑士》（Marvel Knights）。

Atomic的四名合伙人Mauro Casalese、Rob Davies、Trevor Bentley及Rob Simmons与200多名才华横溢的动画师、导演、制片人及编剧并肩工作。

产业介绍

不列颠哥伦比亚省拥有上百万平方英尺的制片厂，有能力支持从卖座的大片到小规模独立电影的制作及相关服务。不列颠哥伦比亚省的电影业屡次在娱乐产业的风向标——好莱坞奥斯卡颁奖典礼上获奖。本省有三万多名经验丰富、责任心强的本地工作人员提供好莱坞级别的服务，包括优秀的演员、场景建造、外景选址、后期制作及视频特效。数十年来，本省已储备优秀的专业技术和人才，能够同时处理40个制作项目。

电影及电视制作

凭借本省多达60个摄影棚（其中包括部分北美最大的摄影棚）、全方位的制作设备、支持服务、经验丰富的演职员、制作和后期制作公司，不列颠哥伦比亚省成为北美第四大影视制作中心。2012年，各制作公司在不列颠哥伦比亚省投入了12亿加元，共制作出294部电影、纪录片、电视节目和动画片。

不列颠哥伦比亚省
电影人赢得奥斯卡奖

不列颠哥伦比亚省的电影效果和布景设计师赢得了2013年奥斯卡金像奖。

来自盐泉岛的布景师吉姆·埃里克森（Jim Erickson）及其同事马克·卡特（Rick Carter）凭《林肯》一片赢得了奥斯卡最佳布景设计奖。

埃里克森曾于2008年凭《黄金企业》（There Will Be Blood）获得最佳美术指导奖提名。

以温哥华为工作基地的鲁奇朗（Guillaume Rocheron）作为《少年派的奇幻漂流》（Life of Pi）制作团队的一员赢得了奥斯卡最佳视觉效果奖。对加拿大人物·马泰尔（Yann Martel）小说的出色改编，也让李安导演赢得了金像奖。

鲁奇朗还参与制作了电影《钢铁侠》（Man of Steel）、《哈利·波特和混血王子》（Harry Potter and the Half-Blood Prince）以及《蝙蝠侠前传》（Batman Begins）。



© 2014 Getty Images
Photo: Al

celbas

“温哥华在创意服务领域一直发挥着重要的全球影响力，也是Prime Focus World公司全球业务的重要组成部分。”

Prime Focus World公司首席执行官Nimit Malhotra

视觉特效制作公司继续业务扩张

好莱坞的顶级视觉特效制作公司之一，光影魔幻工业特效公司（ILM）正在加倍扩大其在不列颠哥伦比亚省温哥华制片厂的规模。该公司计划借助温哥华顶尖的人才进行业务扩张。

温哥华的ILM制片厂完成扩张后，将雇佣大约200名员工。该公司已与本地人才合作完成最新的《忍者神龟》（Teenage Mutant Ninja Turtles）和《变形金刚》（Transformer）电影特效。将委托其新制片厂的团队制作接下来的《星球大战》（Star Wars）和《魔兽世界》（World of Warcraft films）以及《明日世界》（Tomorrowland）的电影特效。《明日世界》于温哥华拍摄，由乔治·克鲁尼（George Clooney）担演男主角。MPC和Prime Focus等其他顶级的公司近几年在不列颠哥伦比亚省的业务也得到蓬勃发展。

制作设施

不列颠哥伦比亚省电影电视行业具备影视制作所需资源，包括顶级设备和各种制作服务。

- **外景地**——包罗万象的自然风光以及或古朴、或粗犷、或现代风格的城乡环境，不列颠哥伦比亚省的自然和建筑景观为各类题材和风格的拍摄提供了丰富的场景选择。
- **摄影棚**——本省的制片厂包括专门建造的、由仓库改建而成的、特效（FX）及转播摄影棚，上述设施均带有建筑外立面、内部特效功能以及全方位的拍摄设施。
- **设备**——作为一站式制作服务中心，不列颠哥伦比亚省拥有全方位服务能力，包括顶级的摄像、布景及电子设备、影音和多媒体服务、制作支持服务、制作办公室、实验室及后期制作设施等等。
- **后期制作和视觉特效**——本省具有世界级的数字制作专业技术与设施，后期制作和视觉特效（VFX）行业擅长处理从概念、视觉预览到现场制作，再到最终剪辑版的发布和交付的各个制作阶段。

不列颠哥伦比亚省的视觉特效人才多次获得奥斯卡提名，两次捧回奥斯卡金像奖，而本省的视觉特效软件开发厂商也屡获殊荣，因此，在全球各地制作的以及在不列颠哥伦比亚省摄制的作品，都能轻易在此地找到并聘请他们需要的人才和经验。

数字动画

不列颠哥伦比亚省多年来一直是人才济济的高产本地动画公司的总部所在地。近几年本省作为全球数字动画制作中心的声誉更是得到提高，索尼影像等多家国际企业均在本省设立工作室。

不列颠哥伦比亚省为企业提供世界级的基础设施，丰富的创意人才资源，有利于影片制作的环境以及动画和数字媒体方面的专业知识。

不列颠哥伦比亚省的电影和视音频动画作品包括：著名的《天降美食》（Cloudy with a Chance of Meatballs）、《少年派的奇幻漂流》及《逃离地球》（Escape from Planet Earth），以及深受孩子们喜爱的《原子贝蒂》、《风暴鹰战队》（Storm Hawks）、《斯拉格精灵》及《穿跨维裤子的博士》（Dr. Dimension Pants）等。行业专家估计，美国超过80%含动画内容（包括电脑生成的特效）的作品，都至少有部分制作在不列颠哥伦比亚省完成。

设计师、编剧、动画师及导演融合技术与想象，将变幻无穷的视觉效果转变为展现创新数字与创意艺术的展现形式，震撼人们为感官。不列颠哥伦比亚省的动画产业荣获多个奖项和多项提名，其创新工得到业界的认可。目前不列颠哥伦比亚省的动画产业正在创作用于电视播放和求像版的电脑动画、剧情片的长篇电脑成像（CGI）、广告片及互动娱乐。



温哥华的“愤怒的小鸟”岛

随着芬兰游戏开发公司Rovio娱乐公司的业务范围向动画故事片领域拓展，该公司将登陆不列颠哥伦比亚省，指定索尼图形图像运作公司的温哥华工作室作为其主要动画工作室。索尼图形图像运作公司的温哥华工作室不断扩大其规模和人才库，为华纳兄弟制作《明日边缘》（Edge of Tomorrow）和《超凡蜘蛛侠2》（The Amazing Spider Man 2），创下22年制作历史的巅峰。近期，该工作室还将三十多名员工从旧金山转移到温哥华，扩大了温哥华工作室的规模，据悉是因为不列颠哥伦比亚省有诱人的税收激励措施。

针对数字动画和视觉特效的税收激励措施

数字动画或视觉特效（DAVE）税收抵免为在不列颠哥伦比亚省创作数字视觉特效或动画提供额外的税收激励：雇佣不列颠哥伦比亚省人才的制作公司，享受15%合格劳动力成本的税收抵免。



Nerd Corps Entertainment - League of Super Evil

教育和研究机构

利用不列颠哥伦比亚省丰富的艺术人才资源

不列颠哥伦比亚省的创意中心有难以抗拒的吸引力，吸引到大量创意人才。由于有大批顶尖人才常驻此地，在温哥华设立的工作室能够享受巨大的优势。庞大的人才库吸引了数字媒体、电影及电视制作商在不列颠哥伦比亚省经营。

受益于领先的培训和研究

不列颠哥伦比亚省的教育机构也参与到了数字媒体领域，为私营部门提供出色的设施、培训和研究服务。本省丰富的教育项目和研究中心源源不绝地为私营部门带来新毕业生和创新。每年有3000名毕业生从不列颠哥伦比亚省的高等教育课程毕业，投身媒体行业。

主要教育机构

机构名称	课程/项目
数字媒体中心（The Centre for Digital Media），不列颠哥伦比亚省温哥华	为创作人、从业人员以及高级管理人员提供为期20个月的数字媒体硕士课程
不列颠哥伦比亚大学，不列颠哥伦比亚省温哥华	媒体和图像跨学科中心（简称MAGIC），成像实验室，MAGIC实验室
西鲁菲沙大学，不列颠哥伦比亚省温哥华	互动艺术与技术学院，编剧实践中心七层媒体部
艾米丽卡尔艺术与设计大学，不列颠哥伦比亚省温哥华	交叉口数字工作室（Intersections Digital Studios）
卡普兰诺大学，不列颠哥伦比亚省温哥华	电影艺术学院（最近获得3050万加元用于建设顶级的电影中心）
温哥华电影学院，不列颠哥伦比亚省温哥华	顶级的数字媒体、动漫及电影高等教育学院，在孟买、墨西哥城、台北和首尔均设有招聘办公室。
温哥华艺术学院，不列颠哥伦比亚省温哥华	电影、数字设计及音乐等媒体艺术课程
温哥华媒体艺术学院（VanArts），不列颠哥伦比亚省温哥华	于1995年创立，创校董事为金像奖得主、动画师/导演Lee Mishkin。加拿大西部排名第一，《动画职业评论》（Animation Career Review）称其为“全球动画、游戏和设计学院百强。”
不列颠哥伦比亚理工大学，不列颠哥伦比亚省伯纳比市	广播与媒体通信系——广播电视艺术与数字娱乐动画专业
艺术与科技中心（Centre for Arts and Technology），不列颠哥伦比亚省基洛纳市	动漫、数字电影制作及数字媒体设计证书与学位课程
太平洋设计学院（Pacific Design Academy），不列颠哥伦比亚省维多利亚市	电影制作课程
希利克学院（Sekirk College），不列颠哥伦比亚省尼森市	数字艺术与新媒体课程
太平洋音像研究所（Pacific Audio Visual Institute），不列颠哥伦比亚省温哥华	电影与数字艺术课程
兰加拉学院（Langara College），不列颠哥伦比亚省温哥华	数字电影制作课程，电影艺术课程
海湾群岛电影电视学院（Gulf Islands Film and Television School），不列颠哥伦比亚省加时安诺岛	电影与电视制作课程
Lost Boys影视特效学校（Lost Boys School of Visual Effects），不列颠哥伦比亚省温哥华	丰富的视觉特效课程，毕业生就业率达98%

创优中心

中心名称	课程/项目
数字媒体中心（The Centre for Digital Media）	除了提供研究生学位外，数字媒体中心（CDM）还让学生们与各大企业和组织合作开展快速合作项目，以开发创意和设计样板。
不列颠哥伦比亚大学成像实验室	促进计算机图形学、计算动画、可视化技术、触觉技术及人机互动的跨学科研究小组
艾米丽卡尔艺术与设计大学交叉口数字系统（IDS）	与业界及其他教育机构合作研制3D立体投影系统、3D打印机、3D扫描仪以及威康T20相机动作捕捉系统
温哥华电影学校	连续数年被电脑图像（CG）学生类评为全球最佳视觉特效/动画学校
不列颠哥伦比亚大学图像、动画及新媒体网络（GRAND）	跨学科研究网络和商业化工引擎，针对数字媒体的复杂问题，寻找以用户为中心的解决方案

“温哥华紧邻娱乐产业中心洛杉矶。温哥华是我们许多客户的总部所在地，也是各制片厂启动剧情大片拍摄的地方。我们和洛杉矶处在同一个时区，因此得以与两地的创意人才协同、高效合作。”

索尼图像图像运作公司Rick Mischel

2012年在在不列颠哥伦比亚省完成的国际与国内作品总量

作品种类	#	在不列颠哥伦比亚省 花费的预算
故事片/DVD版故事片	82	351,842,080加元
电视连续剧	84	614,671,087加元
一周电影	45	76,301,620加元
电视试播	12	38,403,264加元
迷你连续剧	7	31,034,003加元
纪录片	19	7,868,866加元
短片	14	595,000加元
动画片	31	95,189,644加元
总计	294	1,215,905,564加元

制作人员

超过3万人的电影、电视和动画制作人员以及后期制作工作室将他们的作品和服务从不列颠哥伦比亚省推向世界。请加入他们的行列，在欣欣向荣的创作环境中借助本地的人才和资源获取成功。



近期全部或部分在不列颠哥伦比亚省制作的影视作品：

- 《邪恶力量》（Supernatural）（2005年至2014年）
- 《博物馆奇妙夜3》（Night at the Museum 3）（2014年）
- 《人猿天堂》（Eureka）（2006年至2012年）
- 《暮光之城：破晓》（The Twilight Saga: Breaking Dawn）第一部与第二部（2011年，2012年）
- 《X战警：第一战》（X-Men:First Class）（2011年）
- 《暮光之城：月食》（The Twilight Saga: Eclipse）（2010年）
- 《2012》（2009年）
- 《太空堡垒卡拉狄加》（Battlestar Galactica）（2004年至2009年）
- 《蝴蝶效应3：启示》（The Butterfly Effect 3: Revelations）（2009年）
- 《拉字至上》（The L Word）（2004年至2009年）
- 《博物馆奇妙夜：决战史密森尼》（Night at the Museum: Battle of the Smithsonian）（2009年）
- 《星际之门：亚特兰蒂斯》（Stargate: Atlantis）（2001年至2009年）
- 《暮光之城：新月》（The Twilight Saga:New Moon）（2009年）
- 《守望者》（Watchmen）（2009年）
- 《X战警前传：金刚狼》（X-Men Origins: Wolverine）（2009年）
- 《地球停转之日》（The Day the Earth Stood Still）（2008年）
- 《X档案：我要相信》（The X-Files: I Want to Believe）（2008年）
- 《有完没完》（Are We Done Yet）（2007年）
- 《朱诺》（Juno）（2007年）
- 《神奇四侠：银魔现身》（Fantastic Four: Rise of the Silver Surfer）（2007年）
- 《蝴蝶效应2》（The Butterfly Effect 2）（2006年）
- 《极地长征》（Eight Below）（2006年）
- 《死神来了3》（Final Destination 3）（2006年）
- 《博物馆奇妙夜》（Night at the Museum）（2006年）
- 《房车之旅》（RV）（2006年）
- 《X战警：最后的战役》（X-Men: The Last Stand）



- 《鬼雾》（The Fog）（2005年）
- 《神奇四侠》（Fantastic Four）（2005年）
- 《牛仔舞的夏天》（The Sisterhood of the Traveling Pants）（2005年）
- 《金钱游戏》（Two for the Money）（2005年）
- 《鬼讯号》（White Noise）（2005年）
- 《蝴蝶效应》（The Butterfly Effect）（2004年）
- 《惊声尖笑4》（Scary Movie 4）（2004年）
- 《X档案》（The X-Files）（1993年至2002年）





封底图片：Atomic卡通.封面主要图片：cebas.

封面插图（从上至下）：1.《逃离地球》，Rainmaker娱乐公司和温斯坦公司版权所有，
2. Big Bad Boo, 4. cebas



www.britishcolumbia.ca

MINISTRY OF INTERNATIONAL TRADE AND
MINISTER RESPONSIBLE FOR THE
ASIA PACIFIC STRATEGY AND MULTICULTURALISM

MEETING NOTE

Cliff #: 13491

Date: September 5, 2014

PREPARED FOR: Honourable Teresa Wat, Minister of International Trade

DATE AND TIME OF MEETING: September 8, 2014 meeting with Chris Gardner from the Premiers' Office, and Honourable Andrew Wilkinson, Minister of Technology, Innovation and Citizens' Services

s13, s16, s17

s13, s16, s17

s13, s16, s17

Prepared by: Bindi Sawchuk, Executive Director: (250) 952-0614

s17

Reviewed by		
A/ADM: HL	DM: SB	MIN:

Pages 40 through 49 redacted for the following reasons:

S13, S16, S17

MINISTRY OF INTERNATIONAL TRADE AND
MINISTER RESPONSIBLE FOR THE
ASIA PACIFIC STRATEGY AND MULTICULTURALISM

INFORMATION NOTE

Cliff #: 13497

Date: September 4, 2014

PREPARED FOR: Honourable Teresa Wat, Minister of International Trade and Minister Responsible for the Asia Pacific Strategy and Multiculturalism.

ISSUE: Governor Zhu's visit to Vancouver September 24 to 26, 2014.

BACKGROUND: The Intergovernmental Relations Secretariat (IGRS) is the lead for the overall program, with MIT supporting the planning, organization and execution of key program elements of the upcoming visit by Governor Zhu.

This will be the first visit by Governor Zhu to British Columbia after he became the Governor in 2012. He will be leading a delegation of around 80 business and government representatives from Guangdong province to promote the sister province relationship with BC.

DISCUSSION: Guangdong has been BC's sister province since 1995. Guangdong is China's most populous province (more than 100 million people), the largest province by GDP (\$1 trillion in 2013) and it contributes about 24 percent to China's overall total trade volume.

The two provinces have collaborated on a range of activities, including promoting increased trade and investment, conducting educational exchanges, jointly developing health responses to infectious diseases and collaborating on environmental sustainability issues.

These ties have been made possible by over 150 years of family, business and cultural links between the provinces. Most Canadians of Chinese descent (around 500,000 in BC) come from Guangdong province.

Premier Clark visited Guangdong province in November 2011 and met with Governor Zhu Xiaodan (then acting Governor). During the visit, the BC Ministry of Agriculture signed two MOUs with the Guangdong Department of Agriculture and the Administration of Ocean and Fisheries respectively to strengthen relations in technology and trade.

The Ministry of International Trade and the Guangdong Department of Commerce signed an agreement in December 2013 to advance trade and investment partnerships in the South China region. During the visit, the Minister attended a BC LNG forum in

Guangzhou with approximately 50 representatives from South China's natural gas industry.

The Governor's program in Vancouver will feature a meeting with the Premier and the signing of a new Action Plan to mark the 20th year of BC-GD relations in 2015. The program will also feature the announcement of the establishment of the Guangdong Economic and Trade Representative Office in Canada in Vancouver.

A luncheon for the Governor will be hosted by the Lieutenant Governor of BC and Minister Wat. The luncheon will feature approximately 150 guests, including BC companies and community groups with ties to Guangdong province as well as the delegation accompanying the Governor.

Following lunch, a business roundtable will provide an opportunity for the Minister to chair a roundtable of approximately 15 BC executives with ties to Guangdong. The roundtable is focused on exploring how BC and Guangdong can deepen their trade and investment ties and to allow the Governor to connect directly with BC companies doing business in his province.

:

- MIT will organize and fund the luncheon for an estimated 150 attendees.
- Minister Wat attends all events on September 25, provides welcoming remarks at the luncheon and chairs the business roundtable.

ATTACHMENTS:

Attachment 1: Draft Itinerary-Annotated
 Attachment 2: Action Plan between BC and Guangdong Province
 Attachment 3: Renewal of the 2007 BC-Guangdong CCPIT MOU
 Attachment 4: Business Roundtable Invitation List
 Attachment 5: Governor Zhu Luncheon Invitation List

Prepared by: Raymond Zhu, Senior Manager, International Business Development Division
 Telephone: (604) 660-5912 (Office)

s17

Reviewed by			
Dir:	ED: PI	ADM:	DM:



DRAFT PROTOCOL ITINERARY

Version 2.9



Visit of
Hon. ZHU Xiaodan, Governor
Province of Guangdong
People's Republic of China

Visit Date: September 24-26, 2014

Guangdong Contact: Ms. WU Yali, Tel:

s16

Page 1 of 2

Accompanied by:

Contact Information

Official delegation:

- Mr. LI Feng, Secretary-General of the People's Government of Guangdong
- Mr. FU Lang, Director-General of Guangdong Foreign Affairs Office
- Mr. LAI Tiansheng, Director-General of Guangdong Commission of Economy and Information Technology
- Mr. ZENG Zhiquan, Director-General of Guangdong Department of Finance
- Ms. WU Yali, Interpreter, Guangdong Foreign Affairs Office

Ms. WU Yali

Cell:

s16

Email:

s16

Guangdong Foreign Affairs Working Group

- Ms. QIU, Huilin, Director
- Ms. MA Yue, Deputy Director
- Mr. LI Zhijian, Deputy Director
- Mr. FAN Bin, Staff

Guangdong Policy Research Group

- Mr. LIU, Xiaotao, Director
- Mr. TANG Xiaobing, Director
- Mr. HOU Yanbin, Staff

Media

- Ms. XIE Sijia, Journalist, Nanfang Daily
- Mr. GAO Wei, Journalist, Guangdong Radio and Television Station

Wednesday, September 24th – Seattle - Vancouver

2000 Depart Seattle for Vancouver onboard chartered bus

Prepared by: Office of Protocol
Intergovernmental Relations Secretariat
1st floor, 548 Michigan Street
Victoria, British Columbia, Canada, V8W 9V1
Business: 250.387.1616 Fax: 250.356.2814
www.protocol.gov.bc.ca

Contact

Mr. Manjit Khaira, Protocol Manager
Mr. Marc-André Ouellette, Chief of
Protocol and Executive Director

Tel

250.356.9459

250.356.5004

Mobile

s17

24 hr	0700	0800	0900	1000	1100	1200	1300	1400	1500	1600	1700	1800	1900	2000	2100	2200	2300	Page
12 hr	7am	8am	9am	10am	11am	12pm	1pm	2pm	3pm	4pm	5pm	6pm	7pm	8pm	9pm	10pm	11pm	1 of 8

As of August 28th

- 2245 approx. Arrival at Douglas (Peace Arch) Border Crossing in Surrey.
Note: Greeted by BC Office of Protocol and Consulate General of China at Vancouver.
- 2330 Arrival in Vancouver. Accommodation at Fairmont Pacific Rim or Pan Pacific Hotel (TBD)

Thursday, September 25th – Vancouver

0900

Minister Wat meeting with Guangdong CCPIT President Chen
9:00am to 9:30am Cypress Room, Pan Pacific Hotel
Minister Wat meets Chen Qiuyan, President of Guangdong Committee of CCPIT

- Hon. Teresa Wat, Minister of International Trade
- President Chen and the delegation(4 persons)

- 0950 Governor and delegation depart hotel for 999 Canada place on foot.
- 0955 **Governor and delegation arrive at 999 Canada Place and greeted by the Hon. Teresa Wat, Minister of International Trade**

Prepared by: Office of Protocol
Intergovernmental Relations Secretariat
1st floor, 548 Michigan Street
Victoria, British Columbia, Canada, V8W 9V1
Business: 250.387.1616 Fax: 250.356.2814
www.protocol.gov.bc.ca

Contact

Mr. Manjit Khaira, Protocol Manager
Mr. Marc-André Ouellette, Chief of
Protocol and Executive Director

Tel

250.356.9459
250.356.5004

Mobile

s17

24 hr	0700	0800	0900	1000	1100	1200	1300	1400	1500	1600	1700	1800	1900	2000	2100	2200	2300	Page
12 hr	7am	8am	9am	10am	11am	12pm	1pm	2pm	3pm	4pm	5pm	6pm	7pm	8pm	9pm	10pm	11pm	2 of 8

1000

Premier meeting with Governor Zhu (IGRS)

10:00 am to 10:25am

- **Hon. Teresa Wat, Minister of International Trade will attend**
- This will be an informal meeting
- To be catered with light refreshments (Tea service)

Meeting with the **Hon. Christy Clark**, Premier of British Columbia
Participants:

- Governor
- Interpreter
- Official Delegation (5 members)
- Ms. LIU Fei, Consul General of China at Vancouver
- Hon. Teresa Wat, Minister of International Trade
- BC Chief of Protocol
- Mr. Weldon Epp, Consul General of Canada in Guangzhou
- Others TBC

Discussion Topics:

- 19 years of BC-Guangdong Sister-Province relationship, visit marks occasion to establish an action plan to commence celebrations of the 20th anniversary
- Relationship between BC and Guangdong in the areas of trade and investment, LNG, clean energy needs, advanced health research collaboration and skills training.

Location: (TBC) Suite #740 – 999 Canada Place or Cypress Boardroom
at Pan Pacific Hotel

Note: Consecutive interpretation, gift exchange, Governor signs Province
of BC's Distinguished Visitors Book

1025

Depart for Pan Pacific Hotel on foot

1030

Media Event (GRS/GCPE/Missions and Events)

10:30 am to 11:15 am

Premier Clark and Minister Wat will attend the media event.

Signings

1. PCC and Governor Zhu: Signing of 1 year action plan
2. **MTW and GD CCPIT President**: Renewal of MOU.

Witness

Prepared by: Office of Protocol

Intergovernmental Relations Secretariat
1st floor, 548 Michigan Street
Victoria, British Columbia, Canada, V8W 9V1
Business: 250.356.1116 Fax: 250.356.2814
www.protocol.gov.bc.ca

Contact

PCC, MTW and Governor Zhu witness the signing between GZ Development
Group and Woodfibre **participants TBC**
Mr. Manjit Khaira, Protocol Manager
Mr. Marc Andre Ouellette, Chief of
Protocol and Executive Director

Tel

250.356.9459
250.356.5004

Mobile

250.88

s17

24 hr
12 hr

0700 0800 0900 1000 1100 1200 1300 1400 1500 1600 1700 1800 1900 2000 2100 2200 2300
7am 8am 9am 10am 11am 12pm 1pm 2pm 3pm 4pm 5pm 6pm 7pm 8pm 9pm 10pm 11pm

Page
3 of 8

5. PCC, MTW and Governor Zhu: GF Securities (Canada) Company Ltd. unveiling
- **participants TBC**

Governor Zhu and Premier Clark hold signing/media event highlighting successes of 19 years of Sister-Province relations and introduce upcoming BC-Guangdong 20th anniversary.

Announceables:

- Signing of 1 Year Action Plan of activities in 2014 and 2015 to commemorate the 20th anniversary.

Official ribbon cutting and inauguration of the Guangdong Economic and Trade Representative Office in Canada by **Governor Zhu, Premier Clark and Minister Wat**.

Announceables:

- Announcement of the Guangdong Economic and Trade Representative Office (GETRO)
- Renewal of China Council for the Promotion of International Trade (CCPIT) Memorandum of Understanding (MOU)
- Other MOUs TBC

Program rollout (TBC):

1. Welcome by Director of Ceremonies
2. Remarks by Premier
3. Signing of Action Plan/MOUs by Premier and Governor
4. Signing of BC MIT-CCPIT MOU by Minister Wat and Guangdong Representative. Witnessed by Premier and Governor
5. Signing of Agreement by Representatives of Guangzhou Gas and Pacific Oil & Gas.
6. Remarks and announcement of GETRO by Governor
7. Governor and Premier official ribbon cutting and inauguration of GETRO.
8. Governor and Premier official ribbon cutting and inauguration of GF Securities Canadian Head office.
9. Closing by Director of Ceremonies

Location: Pacific Rim #1, Pan Pacific Hotel

Note: Consecutive interpretation

1115 Premier departs. Private time for Governor

1130 **MTW** attends courtesy meeting with Her Honour the Hon. Judith Guichon (IGRS lead)

Courtesy meeting with the Her Honour the Hon. Judith Guichon,
Lieutenant Governor of BC
Participants:

Prepared by: Office of Protocol Intergovernmental Relations Secretariat 1 st floor, 548 Michigan Street Victoria, British Columbia, Canada, V8W 9V1 Business: 250.387.1616 Fax: 250.356.2814 www.protocol.gov.bc.ca				Contact Mr. Manjit Khaira, Protocol Manager Mr. Marc-André Ouellette, Chief of Protocol and Executive Director				Tel 250.356.9459 250.356.5004				Mobile s17							
24 hr	0700	0800	0900	1000	1100	1200	1300	1400	1500	1600	1700	1800	1900	2000	2100	2200	2300	Page	
12 hr	7am	8am	9am	10am	11am	12pm	1pm	2pm	3pm	4pm	5pm	6pm	7pm	8pm	9pm	10pm	11pm	4 of 8	

- Guangdong Official Delegation
- Ms. LIU Fei, Consul General of China at Vancouver
- Hon. Teresa Wat, Minister of International Trade
- Private Secretary to the Lieutenant Governor
- BC Chief of Protocol
- Mr. Weldon Epp, Consul General of Canada in Guangzhou
- Others TBC

Location: Atrium Boardroom (Capacity 8 ppl), Pan Pacific Hotel
Note: Consecutive interpretation, gift exchange

- 1155 Official Party (Governor Zhu, Lieutenant Governor, Minister Wat, others TBC) take their places to be piped in to official Welcome Luncheon.
Note: Piped in

1200

MTW participates at Welcome luncheon (MIT)

11:45am to 1:15 pm

11:45 am Invitees can register for the lunch.

12:00 pm LG, MTW and Governor Zhu are piped into the lunch.

12: 05 pm MC welcomes guests.

12:10 pm Lt. Governor gives welcoming remarks.

12:20 pm **Minister Wat gives welcoming remarks.**

12:30 pm Governor Zhu will speak

12:40 pm Lunch is served.

1:15 pm Lunch ends

Official Welcome Luncheon hosted by **Her Honour the Honourable Judith Guichon**, Lieutenant Governor of BC and **Hon. Minister Wat** to celebrate BC-Guangdong Sister-Province Relationship.

Proposed Program:

- Lieutenant Governor, Minister Wat and Governor Zhu piped in by the Lieutenant Governor's Piper.
- Remarks by Lieutenant Governor, Minister Wat and Governor Zhu.

Prepared by: Office of Protocol Intergovernmental Relations Secretariat 1 st floor, 548 Michigan Street Victoria, British Columbia, Canada, V8W 9V1 Business: 250.387.1616 Fax: 250.356.2814 www.protocol.gov.bc.ca							Contact Mr. Manjit Khaira, Protocol Manager Mr. Marc-André Ouellette, Chief of Protocol and Executive Director							Tel 250.356.9459 250.356.5004		Mobile s17		
24 hr	0700	0800	0900	1000	1100	1200	1300	1400	1500	1600	1700	1800	1900	2000	2100	2200	2300	Page 5 of 8
12 hr	7am	8am	9am	10am	11am	12pm	1pm	2pm	3pm	4pm	5pm	6pm	7pm	8pm	9pm	10pm	11pm	

- Celebration of BC-Guangdong Sister-Province relations.

Attendees (TBC, approx.. 150 people):

- Ms. LIU Fei, Consul General of China at Vancouver
- Mr. Weldon Epp, Consul General of Canada in Guangzhou
- BC business, institutional and community representatives.
- BC-Guangdong businesses and community associations.

Location: Ocean View Suites #5-7, Pan Pacific Hotel

Note: Consecutive interpretation

1330

Business Roundtable (MIT) – MTW to chair

1:30pm to 2:45 pm

1:30 to 1:35 MTW to provide introductory remarks.

1:35 to 1:45 Governor Zhu speaks about GD province and its opportunities.

1:45 to 2:45 MTW facilitates a discussion on the BC-Guangdong trade and investment relationship.

2:45 Roundtable concludes.

Business roundtable chaired by the **Hon. Teresa Wat**, Minister of International Trade

Attendees:

- Governor ZHU and Delegation
- Ms. LIU Fei, Consul General of China at Vancouver
- Mr. Weldon Epp, Consul General of Canada in Guangzhou
- Representatives of BC/Canadian enterprises

Location: Pacific Rim #1, Pan Pacific Hotel

Note: Simultaneous Interpretation

1500

MTW attends the Harbour Tour of Burrard Inlet (IGRS lead)

Meeting with the Vancouver Port Authority and/or Harbour Tour of Burrard Inlet.

Location: TBC

Prepared by: Office of Protocol
Intergovernmental Relations Secretariat
1st floor, 548 Michigan Street
Victoria, British Columbia, Canada, V8W 9V1
Business: 250.387.1616 Fax: 250.356.2814
www.protocol.gov.bc.ca

Contact

Mr. Manjit Khaira, Protocol Manager
Mr. Marc-André Ouellette, Chief of
Protocol and Executive Director

Tel

250.356.9459
250.356.5004

Mobile

s17

24 hr	0700	0800	0900	1000	1100	1200	1300	1400	1500	1600	1700	1800	1900	2000	2100	2200	2300	Page
12 hr	7am	8am	9am	10am	11am	12pm	1pm	2pm	3pm	4pm	5pm	6pm	7pm	8pm	9pm	10pm	11pm	6 of 8

1700

Minister Wat meeting with Mr. Guo Yuanqiang, Director General of Guangdong Department of Commerce

5:00pm to 5:30pm Cypress Room, Pan Pacific Hotel

Minister Wat meets Guo Yuanqiang , Director General of Guangdong Department of Commerce

- Hon. Teresa Wat, Minister of International Trade
- Director General Guo and two staff

1830

Minister Wat attends the dinner for Mr. Guo Yuanqiang, Director General of Guangdong Department of Commerce and the business delegation, hosted by Canada China International Business Association

6:30pm to 8:30pm Venue TBC

Minister Wat attends the dinner and delivers welcome remarks

- Hon. Teresa Wat, Minister of International Trade
- Director General Guo and the business delegation
- BC business representatives

Evening Governor Zhu's private event with Ms. LIU Fei, Consul General of China at Vancouver

Location: TBD

Friday, September 26th - Vancouver

0930

Tour of Stanley Park
Location: TBD

1100

Private Time

1305

Depart YVR for Guangzhou on Flight s15, s16

End of Program

Prepared by: Office of Protocol
Intergovernmental Relations Secretariat
1st floor, 548 Michigan Street
Victoria, British Columbia, Canada, V8W 9V1
Business: 250.387.1616 Fax: 250.356.2814
www.protocol.gov.bc.ca

Contact

Mr. Manjit Khaira, Protocol Manager
Mr. Marc-André Ouellette, Chief of
Protocol and Executive Director

Tel

250.356.9459
250.356.5004

Mobile

s17

24 hr 12 hr	0700 7am	0800 8am	0900 9am	1000 10am	1100 11am	1200 12pm	1300 1pm	1400 2pm	1500 3pm	1600 4pm	1700 5pm	1800 6pm	1900 7pm	2000 8pm	2100 9pm	2200 10pm	2300 11pm	Page 7 of 8
----------------	-------------	-------------	-------------	--------------	--------------	--------------	-------------	-------------	-------------	-------------	-------------	-------------	-------------	-------------	-------------	--------------	--------------	----------------

As of August 28th

Prepared by: Office of Protocol
Intergovernmental Relations Secretariat
1st floor, 548 Michigan Street
Victoria, British Columbia, Canada, V8W 9V1
Business: 250.387.1616 Fax: 250.356.2814
www.protocol.gov.bc.ca

Contact

Mr. Manjit Khaira, Protocol Manager
Mr. Marc-André Ouellette, Chief of
Protocol and Executive Director

Tel

250.356.9459
250.356.5004

Mobile

s17

24 hr	0700	0800	0900	1000	1100	1200	1300	1400	1500	1600	1700	1800	1900	2000	2100	2200	2300	Page
12 hr	7am	8am	9am	10am	11am	12pm	1pm	2pm	3pm	4pm	5pm	6pm	7pm	8pm	9pm	10pm	11pm	8 of 8

ACTION PLAN BETWEEN THE GOVERNMENT OF BRITISH COLUMBIA OF CANADA AND THE PEOPLE'S GOVERNMENT OF GUANGDONG PROVINCE OF THE PEOPLE'S REPUBLIC OF CHINA TO MARK THE 20th ANNIVERSARY OF SISTER PROVINCE RELATIONS

To mark the occasion of the 20th Anniversary of the Sister Province Relationship, the Government of British Columbia of Canada and the People's Government of Guangdong Province of the People's Republic of China (hereinafter "the Participants"), are implementing a one year Action Plan of celebratory activities to mark this important milestone.

The Participants have reached the following understanding:

1. Government missions and visits

The Participants will seek opportunities for visits of leaders and senior officials to each other's province.

Action Items
The leaders of the two provinces will seek to lead missions to each other's province during the 20 th year of the Sister Province relationship.
The leaders of the two provinces will have their senior Ministers lead sectoral trade missions to each other's province.

2. Trade Promotion

The Participants will seek to encourage increased trade between them through the establishment of trade representatives and participation in each other's trade shows.

Action Items
The People's Government of Guangdong Province will open a Trade Office in Vancouver, British Columbia, to complement British Columbia's Trade Office in Guangzhou, Guangdong Province.
The Government of British Columbia will organize a delegation to attend Airshow China in November 2014, Guangdong.
The People's Government of Guangdong Province will organize a delegation to attend the BC LNG Conference in October 2015.

3. Sister Province Promotion

To promote the Sister Province relationship, the Participants will organize and encourage events in their provinces to highlight the people-to-people, educational, and cultural ties between them.

Action Items
Each Participant will organize a “BC Day” or “Guangdong Day” in their own province. This may include British Columbia and Guangdong booths at trade shows, “Friends of BC” and “Friends of Guangdong” receptions in each other’s provinces, or the announcement of “BC Day” and “Guangdong Day” in each other’s provinces.
The Participants will continue to promote strong education and collaboration between them, including carrying out a special promotion during the 20 th year of the Sister Province relationship.
The Participants will encourage community organizations, such as the BC-Guangdong Business Council and the Vancouver-Guangzhou Friendship Society, to organize 1 to 3 cultural and community events such as musical events, art shows, and sports matches in their provinces.

4. Government Cooperation

The Participants will identify opportunities to deepen cooperation between them and raise the profile of their Sister Province relationship.

Action Items
The Participants will organize joint seminars to highlight themes of importance to both jurisdictions.
The Participants will explore new and expanded areas of cooperation.

5. Twinning

The Participants will encourage their cities, institutions, and transportation gateway facilities to seek closer ties with their counterparts in each other’s province.

Action Items

The Participants will encourage twinning and sister-city relationships between their cities.

The Participants will encourage twinning relationships between their research, education, and health institutions.

The Participants will encourage existing twins among their transportation gateway facilities to engage in celebratory activities to mark the 20th anniversary.

6. The organizations designated to coordinate the activities specified in this Action Plan are the Intergovernmental Relations Secretariat and the Ministry of International Trade, Government of British Columbia of Canada, and the Foreign Affairs Office, People's Government of Guangdong Province of the People's Republic of China.

This Action Plan is signed in duplicate at Vancouver, British Columbia, this 25th day of September, 2014, in the English and Chinese languages, both texts being equally valid.

For the Government of British Columbia
of Canada

For People's Government of Guangdong
Province
of the People's Republic of China

Highlights of the last 19 years of Sister Province Relations

To mark the beginning of the 20th year of their Sister Province relationship, the Government of British Columbia of Canada and the People's Government of Guangdong Province of the People's Republic of China wish to highlight the accomplishments of the last 19 years of their Sister Province Relationship. These accomplishments span a wide range of fields: twinning, education, agri-foods, life sciences, information communication technology (ICT), energy & mining, and transportation.

1. Twinning

- There are five pairs of sister cities between Guangdong and BC: Vancouver – Guangzhou, Surrey–Zhuhai, Burnaby–Zhongshan, North Vancouver–Huizhou, New Westminster–Yunfu.
- Sister port relationships:
 - Vancouver International Airport - Guangzhou International Airport
 - Vancouver Port - Guangzhou Port

2. Education

- Several BC school districts (Vancouver, Coquitlam, Surrey, Burnaby, Greater Victoria, etc.) and BC post-secondary institutions (BCIT, UBC, UVic, SFU, TRU, UNBC, Capilano University, etc.) are active in Guangdong.
- Capilano University signed an MOU with Huizhou University in October 2009 on faculty and student exchange in the tourism management program.
- UNBC signed an MOU with Wu Yi University in 2013 on faculty and student exchange and research cooperation.
- Gladstone Secondary School signed an agreement with Guangdong Experimental High School in 2013.
- UBC Sauder School of Business has agreements with:
 - the Guangdong Provincial Government's Emergency Management Office on the provision of Emergency Management Training to over 100 Guangdong senior government officials (2010)
 - the Guangdong Provincial Government's Department of Human Resources and Social Security on executive training (2012)
- The BC branch of the Canadian Bar Association has had a twinning relationship with Guangdong Lawyers Association since 1993.

3. Agri-food

- Guangdong imports various foods and beverages from BC, such as geoduck, Dungeness crab, cherries, and ice wine.
- Two MOUs were signed between Guangdong and BC during Premier Clark's mission in 2011:
 - Marine Fisheries and Seafood Trade, Technology and Investment Cooperation
 - Agriculture and Agri-Food Trade, Technology and Investment Cooperation
- BC-based companies Paladin International Foods Sales Ltd. and Gold River Seafood established their representative offices in Guangzhou in 2012.

4. Life Sciences

- Collaboration on innovation has taken place between UBC / Shenzhen Institute of Advance Technology, Genome BC / Shenzhen BGI, BC Prostate Centre / Shenzhen BGI, BC Autism Spectrum Interdisciplinary Research (ASPIRE)/Shenzhen BGI, and Stemcell Technologies Inc./ Shenzhen BGI.
- BC Children's Hospital and Guangzhou Women and Children Medical Center have a long-standing partnership.
- Vancouver General Hospital has had a twinning relationship with Guangzhou No.1 Hospital since 1987.

5. Information Communication Technology (ICT)

- BC companies including TP System, Cantronic, Fireswirl, Clevest, Neverblue, Incognito and Sierra Wireless have set up operations in Guangdong. Vancouver-based ICT company Avigilion set up an office in Guangzhou in 2013.
- Guangdong companies such as Lifang International Digital Technologies Co., Ltd. and Linkstar Electronic Group (Shenzhen) Co., Ltd. have invested and opened branch companies in BC.

6. Energy & Mining

- Guangdong and BC signed an MOU on cooperation in clean energy in 2007.
- Westport cooperated with the Shandong-based Weichai Power to provide Westport engines to manufacture buses which have been used for the Shenzhen Bus Group.
- IMW Co., Ltd signed an equipment purchase agreement in 2013 with Shenzhen based China Gas Holdings Limited.
- Guangzhou Kingland Industrial Investment Co., Ltd. set up a head office in Vancouver in 2009.

7. Transportation

- In June 2011, Guangdong-based China Southern Airlines launched direct flights between Guangzhou and Vancouver. This route was increased to seven flights per week in June 2013.
- In August 2011, Guangdong-based China Southern Airlines launched its four weekly cargo services between Vancouver and Shanghai.

**Memorandum of Understanding
On
Two-Way Investment and Trade Promotion Cooperation
Between
The British Columbia Ministry of International Trade
And
Guangdong Sub-council
China Council for the Promotion of International Trade**

The British Columbia Ministry of International Trade and the Guangdong Sub-council of China Council for the Promotion of International Trade (hereinafter referred as the “Participants”) reaffirm the existing cooperative relationship in two-way investment and trade promotion between the two jurisdictions.

The objective of this Memorandum of Understanding is to update and renew the Memorandum of Understanding on Two-Way Investment and Trade Cooperation signed at the City of Guangzhou of Guangdong Province of the People’s Republic of China on the 29th of November, 2007.

Accordingly, the Participants have reached the following understanding on areas of enhanced cooperation to expand both British Columbia’s investment and exports to Guangdong and Guangdong’s investment and exports to British Columbia:

1. Information Exchange and Introduction to Potential Investors

- a) The Participants will jointly promote information exchange, in accordance with their respective mandates, with a view to communicating the following information:
 - i. Investment and trade policies and regulations;
 - ii. Investment environment;
 - iii. Two-way investment and trade promotion activities;
 - iv. Other investment and trade promotion initiatives as accepted by the Participants; and
 - v. Information and services needed by each other’s investors and their partners.

2. Investment and Trade Promotion Activities

- a) The Participants may from time to time mutually consent to cooperate on investment and trade promotional activities, in accordance with their respective mandates, in the areas of:

- i. Exchanging company information and contacts;
- ii. Exchanging invitations to investment and trade seminars;
- iii. Organizing two-way investment and trade promotion missions;
- iv. Exchanging invitations to investment and trade fairs;
- v. Establishing links between the investment and trade websites of the Participants; and
- vi. Organizing various investment and trade promotion activities on-line.

3. Industry Sector Priorities for Two-Way Investment

- a) Priority industry sectors for two-way trade and investment will be reviewed and updated annually by the Participants.
- b) Priority sectors for Guangdong are:
 - i. Natural resources which Chinese Government encourages foreign investors to invest and utilize;
 - ii. Technology;
 - iii. Modern manufacturing and infrastructure with advanced technology;
 - iv. Tourism;
 - v. Communication;
 - vi. Healthcare and Pharmaceuticals; and
 - vii. Services.
- c) Priority sectors for British Columbia are:
 - i. Natural gas;
 - ii. Mining;
 - iii. Technology;
 - iv. Transportation;
 - v. Tourism;
 - vi. International Education; and
 - vii. Forestry.

4. Annual Meetings

- a) The Participants will meet annually to review progress and discuss two-way investment and trade cooperation. These annual meetings will allow participants to discuss and agree on a mutual work-plan to promote foreign direct investment and trade between British Columbia and Guangdong, and between Guangdong and British Columbia.

5. Other Considerations

- a) This Memorandum of Understanding is not legally binding.

- b) The Participants will resolve any differences in the interpretation of the application of this Memorandum through negotiations.

6. Effective Term

- a) This Memorandum of Understanding will take effect upon the date of signature, and remain in effect for five (5) years.
- b) A Participant may terminate this Memorandum of Understanding by giving one month written notice to the other Participant.
- c) The Participants may modify this Memorandum of Understanding by their mutual consent in writing.

Signed in duplicate this 25th day of September, 2014, at Vancouver, British Columbia, Canada, in the English and Chinese languages, each version being equally valid.

For the Ministry of International Trade
Province of British Columbia
Canada

For the Guangdong Sub-Council
China Council for the Promotion
of International Trade
People's Republic of China

As of Sept 3

First Name	Last Name	Title	Organization	email
Ken	Baker	CEO	Forestry Innovation Investment Ltd.	ken.baker@bcfii.ca
Ratnesh	Bedi	President	Pacific Oil & Gas Ltd.	ratnesh_bedi@po-and-g.com
William	Cheuk	President & CEO	Totem Construction (Canada) Co., Ltd	wheuk@totemglobal.com
Geoff	Chutter	President & CEO	Whitewater West Industries Ltd.	geoff.chutter@whitewaterwest.com
Dave	Curtis	President & CEO	Viking Air Ltd.	david.curtis@vikingair.com
Allen	Eaves	CEO	Stemcell Technologies Inc.	allen.eaves@stemcell.com
Alexander	Fernandes	President & CEO	Avigilon	alexander.fernandes@avigilon.com
Arvind	Gupta	President & Vice Chancellor	UBC	Presidents.office@ubc.ca
Jas	Hayre	Chairman	Viceroy Homes Ltd.	jhayre@viceroy.com
Anwar	Husayn	President, Westport China	Westport Power Inc.	hanwar@westport.com
David	Kratochvil	President	BioteQ Environmental Technologies Inc.	dkratochvil@bioteq.ca
Tony	Lau	CEO	Fireswirl Technologies Inc.	tonyl@fireswirl.com
Thomas	Ligocki	President & CEO	Clevest Solutions Inc.	thomas.ligocki@clevest.com
David	Orton	Senior VP	IMW Industries Ltd.	dorton@imw.ca
Craig	Richmond	CEO	Vancouver Airport Authority	craig_richmond@yvr.ca
Michael	Rushton	COO	Lignol Energy Inc.	mrushton@lignol.ca
John	Shridan	President & CEO	Ballard Power Systems Inc.	john.sheridan@ballard.com
Robin	Silvester	CEO	Port Metro Vancouver	robin.silvester@portmetrovancover.com
Philip	Steenkamp	President	SFU	psteenka@sfu.ca
Rodger	Upton	CEO	Ironwood Clay Company Inc.	roupton@attglobal.net
George	Wang	President	Pelesys Learning Systems Inc.	gwang@pelesys.com
Jinzhu	Wei	CEO	PEV Power Systems Inc.	s22
Kari	Yuers	President & CEO	Kryton International Inc.	Kari@kryton.com
James	Zhan	CEO	Cantronic System Inc.	s22

First Name	Last Name	Title	Organization	email
Teresa	Wat	Minister	Ministry of International Trade	Teresa.Wat@gov.bc.ca
Shannon	Baskerville	Deputy Minister	Ministry of International Trade	Shannon.Baskerville@gov.bc.ca
Sandra	Carroll	Deputy Minister	Ministry of Advanced Education	Sandra.Carroll@gov.bc.ca
Cathy	Yao	Managing Director	BC TIR in Guangzhou	cyao@britishcolumbia.ca
Tim	McEwan	Associate Deputy Minister	JTST	Tim.McEwan@gov.bc.ca
Brian	Hansen	ADM	Ministry of Natural Gas Development	Brian.Hansen@gov.bc.ca
Clark	Roberts	ADM	Ministry of International Trade	clark.roberts@gov.bc.ca
Sitting on the outside of the Square				
Marc-Andre	Ouellette	Chief of Protocol	IGRS	Marc.Andre.Ouellette@gov.bc.ca
Don	Haney	Executive Director	IGRS	Donald.Haney@gov.bc.ca
Paul	Irwin	Executive Director	Ministry of International Trade	Paul.Irwin@gov.bc.ca
John	McDonald	Executive Director	Ministry of International Trade	John.McDonald@gov.bc.ca
Brian	Kreiger	Executive Director	Ministry of International Trade	brian.kreiger@gov.bc.ca
Khri	Singh	Director	Ministry of International Trade	khri.singh@gov.bc.ca
Raymond	Zhu	Senior Manager	Ministry of International Trade	raymond.zhu@gov.bc.ca
Manjit	Khaira	Protocol Manager	IGRS	Manjit.Khaira@gov.bc.ca
Kelly	Gossen	Missions and Events Officer	Ministry of International Trade	kelly.gossen@gov.bc.ca
Annette	Jordan	Missions and Events Officer	Ministry of International Trade	Annette.Jordan@gov.bc.ca
Hector	Bremner	Executive Assistant	Ministry of International Trade	Hector.Bremner@gov.bc.ca

First Name	Last Name	Title	Organization	
Xiaodan	Zhu	Governor	The People's Government of Guangdong	
Feng	Li	Secretary General	The People's Government of Guangdong	
Lang	Fu	Director General	Guangdong Foreign Affairs Office	
Tiansheng	Lai	Director General	Guangdong Commission of Economy and Information Technology	
Zhiquan	Zeng	Director General	Guangdong Department of Finance	
Qiyuan	Chen	President	Guangdong CCPIT	TBC
			Sitting on the outside of the Square	
Xiaotao	Liu	Director	The People's Government of Guangdong	
Xiaobing	Tang	Director	The People's Government of Guangdong	
Yanbin	Hou	Staff	The People's Government of Guangdong	
Sijia	Xie	Journalist	Nanfeng Daily	
Wei	Gao	Journalist	Guangdong Radio and Television Station	
Huillin	Qiu	Director	Guangdong Foreign Affairs Office	
Yue	Ma	Deputy Director	Guangdong Foreign Affairs Office	
Zhijian	Li	Deputy Director	Guangdong Foreign Affairs Office	
Bin	Fan	Staff	Guangdong Foreign Affairs Office	
Yali	Wu	Interpreter	Guangdong Foreign Affairs Office	

First Name	Last Name	Title	Organization	Email
Fei	Liu	Consul General	Chinese Consulate General in Vancouver	s16
Weldon	Epp	Consul General	Canadian Consulate General in Guangzhou	Weldon.Epp@international.gc.ca

Gov Zhu Luncheon - September 25th, 2014

As of Sept 3

Table #	Seat #	First Name	Last Name	Title	Organization	Sector	email	Notes	RSVP	Country
		Colin	Hansen	President	Advantage BC	Service	chansen@advantagebc.ca			
		Jimmy	Mitchell	Vice President	Advantage BC	Service	jmitche@advantagebc.ca			
		Hao Shi		Chief Representative	Agricultural Bank of China	Finance				
		Bruce	Hay	CFO	ARC Medical Devices Inc	Life Science	s16 bhay@arcmeddev.com			
		Stewart	Beck	President & CEO	Asia Pacific Foundation	Non Profit	president@asapacific.ca			
		Alexander	Fernandes	CEO	Avigilon	ICT	alexander.fernandes@avigilon.com			
		John	Sheridan	President & CEO	Ballard Power Systems Inc.	Energy	john.sheridan@ballard.com			
		Heng	Wang	Senior Vice President	Bank of China	Finance	hengwang@bocusa.com			
		Eileen	Lao	Director	Barkerville Heritage Trust	Service	eileen.lao@success.bc.ca			
		Mike	Makara	Chairman	BC Blueberry Council	AgriFood	info@blueberry.com			
		Christine	Dendy	President	BC Cherry Association	AgriFood	c.dendy@bccherry.com			
		Kevin	Regan	Director	BC Fil	Forestry	kevin.regan@bcfil.ca			
		Colleen	MacGuinness	Executive Director	BC Guangdong Business Council	Service	acmcg@shaw.ca			
		Paul	Jenkins	CEO	BC Oil and Gas Commission	Energy	Paul.Jenkins@bcogc.ca			
		Jeremy	Dunn	Executive Director	BC Salmon Farmers Association	AgriFood	Jeremy@bcsalmonfarmers.ca			
		Karin	Armstrong	Manager	BC Securities Commission	Government	karnstrong@bcscc.bc.ca			
		James	Austin	President	BC Underwater Harvesters Association	AgriFood	president@geduct.org			
		Brian	Hawrysh	CEO	BC Wood	Forestry	bhawrysh@bcwood.com			
		Randall	Martin	Executive Director	BCCE	Education	martin@bcce.bc.ca			
		Danna	Mah	Director	BC-Guangdong Business Council	Service	s22			
		Fred	Mah	Chairman	BC-Guangdong Business Council	Service	s22			
		Kathy	Kinloch	President	BCIT	Education	kathy.kinloch@bcit.ca			
		Mark	Daily	Sales Manager - Canada	BGI Vancouver	Life Science	Mark.Daily@bgiamerica.com			
		David	Kratochvil	CEO	BioteQ Environmental Technologies Inc.	Energy	dkratochvil@bioteq.com			
		Kevin	Lynch	Vice Chairman	BMO Financial Group	Finance	kevin.lynch@bmo.com			
		Lawrence	Gu	Dean	British Columbia Institute of Technology	Education	lawrence.gu@bcit.ca			
		Greg	D'Amignon	President & CEO	Business Council of BC	Service	greg.damignon@bccbc.com			
		Dan	Yarmoluk	Director	Codex	ICT	Dan.Yarmoluk@gadex.com			
		Siu Ngai	Lam	President	Canada Chaoshan Business Association	Service	s22			
		Peter	Lau	Vice President	Canada Chaoshan Business Association	Service	s22			
		Muqiang	Zhang	Vice President	Canada Chaoshan Business Association	Service	s22			
		Jan	Liang	President	Canada China International Business Association	Service	s22			
		David	Solloway	President	Canada Jetlines Ltd	Transportation	david.solloway@jetlines.ca			
		Paul	Newman	President	Canada Wood Group	Forestry	newman@cof.org			
		Weldon	Epp	Consul General	Canadian Consulate General in Guangzhou	Government	Weldon.Epp@international.gc.ca			
		Jane	Yue	President	Canadian-Chinese Professional Accountants Association	Non Profit	s22			
		James	Zhan	CEO	Gantronic Systems Inc.	ICT	s22			
		Asai	Wu-Brant	Owner	Chilliwack Art Gallery	Service	s22			
		Tracey	Orr	President	China Canada Business Council BC Chapter	Non Profit	Tracey.Orr@tdsecurities.com			
		Kitty	Cheng	General Manager	China Southern Airlines	Aviation	s16			
		Irene	Tam	Director	Chinatown International Education Centre	Education	irene@scholarseg.com			
		James	Chu	President	Chinese Benevolent Association of Vancouver	Service	s22			
		Yue	Li	Consul	Chinese Consulate General in Vancouver	Government	s16			
		Fei	Liu	Consul General	Chinese Consulate General in Vancouver	Government	s16			
		ShanJun	Yu	Consul	Chinese Consulate General in Vancouver	Government	s16			
		Mike	Jiang	Chair	Chinese Cultural Centre of Greater Vancouver	Non Profit	mikejiang@olsonfoods.com			
		Hilbert	Yiu	Chair	Chinese Free Masons of Vancouver	Non Profit	s22			
		Heath	Stone	Managing Partner	Chinook Helicopters	Transportation	heath@chinookhelicopters.com			
		Cathy	Press	CEO	Chinook Helicopters Ltd	Transportation	cp@chinookhelicopters.com			
		Thomas	Ligocki	President & CEO	Clevert Solutions Inc.	ICT	thomas.ligocki@clevert.com			

	William	He	Partner	Davis		Legal Service	who@davis.ca			
	Wendy	Chang	Director	Deblotte		Financial Service	wchang@deblotte.ca			
	Wei	Shao	Partner	Dentons		Legal Service	wei.shao@dentons.com			
	Christian	Hansen	Regional Director and Senior Trade Commissioner	Department of Foreign Affairs and Trade Development Canada		Government	christian.hansen@international.gc.ca			
	George	Jung	Trade Commissioner	DFATD		Government	george.jung@international.gc.ca			
	Jeannie	Cheng	President	EAA Enterprises Ltd		Consumer Goods	s22			
	Linda	Zhu	Partner	Ernst & Young		Financial Service	Linda.Zhu@ca.ey.com			
	Tony	Lau	CEO	Fireswift Technologies Inc.		ICT	tony@fireswift.com			
	Neil	Huff	Managing Director	Foresight Accelerator		Service	nhuff@foresightac.com			
	Ken	Baker	CEO	Forestry Innovation Investment Ltd. (FII)		Forestry	ken.baker@bcfili.ca			
	Yu	Lou	Chairman	Galton Holdings (Canada) Ltd.		Service	president@lcanadaservice.com			
	Weimao	Zhou	Chairman	Garbo Daily Chemical Inc.		Consumer Goods	s22			
	Xianghong	LIN	General Manager	GF Holdings (Hong Kong) Corporation Limited		Financial Service				
	Melanie	Feng	Manager	GF Securities Canada		Financial Service	s16			
	Crystal	Ren	General Manager	GF Securities Canada		Financial Service				
	Zhihai	LIN	CEO	GF Securities Co., Ltd.		Financial Service				
	Shuming	SUN	Chairman	GF Securities Co., Ltd.		Financial Service				
	Conrad	Swanson	President	Gold Reach Resources		Mining	s22			
	Ruijie	Feng	Chairman	Grand China Inc.		Consumer Goods	s22			
	Bin	Zeng	Chairman	Guangdong Liuhe Investment Inc.		Mining	s22			
	Chang	Zhao	Vice General Manager	Guangdong Nanhu International Travel Group		Tourism				
	Jingbo	Liu	Deputy General Manager	Guangzhou Gas Group		Energy	s16			
	Kangwu	Qiao	Chairman and General Manager	Guangzhou Gas Group		Energy				
	Jacky	Tse	President	Hang Fang Fair & Trade Inc.		Consumer Goods	s22			
	Chinnis	Chan	VP	BC Guangdong Business Council		Non Profit	glynnis@happytimetravel.com			
	Dickson	Hall	Senior Vice President	HDI		Mining	dicksonhall@idmining.com			
	Derek	Patterson	Director, Pacific Region	IFROC		Government	dpatterson@ifroc.ca			
	David	Orton	Senior VP	IMW Industries Ltd.		Energy	dorton@imw.ca			
	Jeffrey	Wang	Director	Incognito		ICT	jwang@incognito.com			
	PK	Chan	Head of Branch	Industrial and Commercial Bank of China		Finance	s16			
	Heather	Grand	CEO	Initiative Prince George		Government	Grand@initiativestpg.com			
	Rodger	Upton	President	Ironwood Clay Company Inc.		Consumer Goods	roupton@atglobal.net			
	Alfred	Lau	Partner	KPMG		Financial Service	alfau@kpmg.ca			
	Karl	Vuers	President and CEO	Kryton International Inc.		Construction	karl@kryton.com			
	Alan	Davis	President and Vice-Chancellor	Kwantlen Polytechnic University (KPU)		Education	alan.davis@kwartlen.ca			
	Michael	Rushton	COO	Lignol Energy Corporation		Energy	mr.rushton@lignol.ca			
	James	Clarke	Investment Advisor	National Bank Financial		Finance	jim.clarke@nbf.ca			
	David	Lu	Compliance Officer	National Bank of Canada		Financial Service	david.lu@nbc.ca			
	Alex	Lai	CEO	Natural Glacial Waters		Consumer Goods	alex.lai@naturalglacialwaters.com			
	Reed	Pridy	Vice President	Neverblue		ICT	reed.pridy@neverblue.com			
	Johnson	Chuang	Chairman	OK Milk Inc.		AgriFood	s22			
	Michel	Mallow	VP International Operations	Organika Health Products		AgriFood	michel_mallow@organika.com			
	Eric	Boycott	President	Pacific Forestry Inc.		Forestry	ericboyco@pacificforestry.ca			
	Tessa	Gill	Head, Corporate Affairs	Pacific Northwest LNG		Energy	tgill@pnwlng.com			
	Jane	Jia	Deputy General Manager	Pacific Oil and Gas (China)		Energy	s16			
	Ratnesh	Bedi	President	Pacific Oil and Gas Ltd.		Energy	Ratnesh_Bedi@po-and-g.com			
	John	Shen	Chairman	Palcan		Energy	jshen@palcan.com			
	Bujing	Wahab	Director	Paper Excellence		Consumer Goods	bwahab@paperexcellence.com			
	George	Wang	President	Peleys Learning Systems Inc.		Transportation	gwang@peleys.com			
	Jinzhu	Wei	CEO	PEV Power Systems Inc.		Energy	s22			
	Robin	Silvester	CEO	Port of Metro Vancouver		Transportation	robin.silvester@portmetrovancover.com			
	Bryan	Henderson	Director, China Business Network	PricewaterhouseCoopers		Financial Service	bryan.henderson@ca.pwc.com			

	Doug	Purdie	Partner	PricewaterhouseCoopers	Financial Service	doug.purdie@ca.pwc.com		
	Alan	Ridgeway	Director	Prince George Airport	Transportation	aridgway@pgairport.ca		
	Shaun	Stevenson	VP, Trade Development & Public Affairs	Prince Rupert Port Authority	Transportation	stevenson@ruperport.com		
	Lloyd	Costley	COO	Raymond James Co., Ltd	Financial Service	lloyd.costley@raymondjames.ca		
	Paul	Lau	Former Canadian Consul General	s22	Government	s22		
	Jianghe	Chen	in Guangzhou	RGE Pte. Ltd.	Energy Service	s16		
	Gerard	Edwards	Chair	Richmond Chamber of Commerce		ge@incisilvermarketing.com		
	Allan	Gahoon	President and Vice-Chancellor	Royal Roads University	Education	allan.gahoon@royalroads.ca		
	Nimal	Rajapakse	Dean, Applied Science	SFU	Education	ralapak@sfu.ca		
	Philip	Steenkamp	President	SFU	Education	psteenka@sfu.ca		
	Wellang	Zhou	Chairman	Shenzhen Qianhai Investment Inc.	Mining	s22		
	Shenglin	Sun	President	Sinotrans Canada	Transportation	sun@sinotrans-vcv.com		
	Allen	Eaves	President & CEO	Stemcell Technologies Inc	Life Science	allen.eaves@stemcell.com		
	Jack	Austin	Senior Advisor	Stern Partners	Investment	jaustin@sternpartners.com		
	Laurence	Su	Chairman	Strong Well (Canada) Inc.	Consumer Goods	laurence.su@wellplusinc.com		
	Queenie	Choo	CEO	SUCCESS	Service	queenie.choo@success.bc.ca		
	Franklin	Jiang	Vice President / CFO	Sun Oil Group	Energy	franklin@sunoilgroup.com		
	Mingfa	Liu	China Chief Representative	Teekay Shipping	Transportation	mingfa.liu@teekay.com		
	William	Cheuk	President	Totem Construction (Canada) Co., Ltd.	Construction	wcheuk@totemglobal.com		
	John	Dunn	VP, Gas Transmission Project	Trans Canada	Energy	john.dunn@transcanada.com		
	Geoffrey	Feng	Director International Program	Trinity Western University	Education	geoffery.feng@twu.ca		
	Arvind	Gupta	President and Vice-Chancellor	University of British Columbia	Education	presidents.office@ubc.ca		
	John	Hepburn	Vice President Research & Internal	University of British Columbia	Education	john.hepburn@ubc.ca		
	Bill	Owen	Vice Provost	University of Northern British Columbia	Education	bill.owen@unbc.ca		
	Jamie	Cassels	President	University of Victoria	Education	pres@uvic.ca		
	Craig	Richmond	CEO	Vancouver Airport Authority	Transportation	craig_richmond@yvr.ca		
	Ian	Black	President	Vancouver Board of Trade	Non Profit	ceo@boardoftrade.com		
	Willie	Chan	Chair	Vancouver Chinatown Merchants Association	Non Profit	s22		
	Ian	McKay	CEO	Vancouver Economic Commission	Government	imckay@vancouvereconomic.com		
	William	Ma	President	Vancouver Guangzhou Friendship Society	Non Profit	williamma@dijon.ca		
	William	Yee	Former President	Vancouver Guangzhou Friendship Society	Non Profit	s22		
	Jas	Hayre	Executive Chairman	Viceroy Homes Limited	Forestry	jhayre@viceroy.com		
	Dave	Curtis	President & CEO	Viking Air Ltd.	Transportation	david.curtis@vikingair.com		
	Jim	Maynard	President	Wavefront	ICT	james.maynard@wavefrontiac.com		
	Michael	Li	Managing Director	Wellgenex	Life Science	ml@wellgenex.com		
	Nancy	Gougarty	President	Westport Power Inc.	Energy	ngougarty@westport.com		
	Anwar	Hussain	President, Westport China	Westport Power Inc.	Energy	hanwar@westport.com		
	Geoff	Chutter	President & CEO	Whitewater West Industries Ltd.	Tourism	geoff.chutter@whitewaterwest.com		
	Michael	Wang	President	WISCO Canada	Mining	michael.wang@wiscomerica.com		
	Anthony	Gelotti	President	Woodfibre LNG	Energy	anthony_gelotti@wlng.ca		
	Byng	Giraud	VP, Corporate Affairs	Woodfibre Natural Gas	Energy	byng_giraud@wlng.ca		
	Xiaohong	Wu	Chairman	Xin Hong Inc.	Mining	s22		
	Ronald	Handford	Executive Vice President, Corporate	Yellowhead Mining Inc.	Mining	rhandford@yellowheadmining.com		
	Yifu	Su	Chair	Yue Shan Association	Service	s22		
	Yongxi	Li	Chairman	Zhiguang Electronics Co., Ltd	ICT	s16		

BC Government

Table #	Seat #	First Name	Last Name	Title	Organization	email	Notes	RSVP	Country
		Judith	Guichon	Lieutenant Governor	Province of BC				
		Teresa	Wat	Minister	Ministry of International Trade	Teresa.Wat@gov.bc.ca			
		Shannon	Baskerville	Deputy Minister	Ministry of International Trade	Shannon.Baskerville@gov.bc.ca			
					Ministry of Jobs, Tourism and Skills Training and Intergovernmental Relations Secretariat				
		Athana	Mentzelopoulos	Deputy Minister		Athana.Mentzelopoulos@gov.bc.ca			
		Steve	Carr	Deputy Minister	Ministry of Natural Gas Development	Steve.Carr@gov.bc.ca			
		Derek	Sturko	Deputy Minister	Ministry of Agriculture	derek.sturko@gov.bc.ca			
		Sandra	Carroll	Deputy Minister	Ministry of Advanced Education	Sandra.Carroll@gov.bc.ca			
		Dave	Nikolejsin	Deputy Minister	Ministry of Energy and Mines	dave.nikolejsin@gov.bc.ca			
		Grant	Main	Deputy Minister	Ministry of Transportation and Infrastructure				
						Grant.Main@gov.bc.ca			
		Tim	McEwan	Associate Deputy Minister	JTST	Tim.McEwan@gov.bc.ca			
		Marsha	Walden	CEO	Destination BC	Marsha.Walden@gov.bc.ca			
		Hector	Bremner	Executive Assistant	Ministry of International Trade	Hector.Bremner@gov.bc.ca			
		Brian	Hansen	ADM	Ministry of Natural Gas Development	Brian.Hansen@gov.bc.ca			
		Clark	Roberts	ADM	Ministry of International Trade				
		Barinder	Bhullar	Senior Director	International Missions and Events	Barinder.Bhullar@gov.bc.ca			
		Marc-Andre	Ouellette	Chief of Protocol	IGRS	Marc.Andre.Ouellette@gov.bc.ca			
		Don	Haney	Executive Director	IGRS	Donald.Haney@gov.bc.ca			
		Paul	Irwin	Executive Director	Ministry of International Trade	Paul.Irwin@gov.bc.ca			
		John	McDonald	Executive Director	Ministry of International Trade	John.McDonald@gov.bc.ca			
		Brian	Kreiger	Executive Director	Ministry of International Trade	brian.kreiger@gov.bc.ca			
		Khris	Singh	Director	Ministry of International Trade	khris.singh@gov.bc.ca			
		Raymond	Zhu	Senior Manager	Ministry of International Trade	raymond.zhu@gov.bc.ca			
		Manjit	Khaira	Protocol Manager	IGRS	Manjit.Khaira@gov.bc.ca			
		Kelly	Gossen	Missions and Events Officer	Ministry of International Trade	kelly.gossen@gov.bc.ca			
		Annette	Jordan	Missions and Events Officer	Ministry of International Trade	Annette.Jordan@gov.bc.ca			
		Cathy	Yao	Managing Director	BC Trade and Investment Office in Guangzhou	cyao@britishcolumbia.ca			
		Maria	Greene	Director	Destination BC	maria.greene@destinationbc.ca			

Guangdong Government Delegation

table #	Seat #	First Name	Last Name	Title	Organization	Notes	RSVP	Country
1		Xiaodan	Zhu	Governor	The People's Government of Guangdong			
2		Feng	Li	Secretary General	The People's Government of Guangdong			
3		Lang	Fu	Director General	Guangdong Foreign Affairs Office			
4		Tiansheng	Lai	Director General	Guangdong Commission of Economy and Information Technology			
5		Zhiqun	Zeng	Director General	Guangdong Department of Finance			
6		Yali	Wu	Interpreter	Guangdong Foreign Affairs Office			
7				Support Staff				
8		Xiaotao	Liu	Director	The People's Government of Guangdong			
9		Xiaobing	Tang	Director	The People's Government of Guangdong			
10		Yanbin	Hou	Staff	The People's Government of Guangdong			
11		Sijia	Xie	Journalist	Nanfang Daily			
12		Wei	Gao	Journalist	Guangdong Radio and Television Station			
13		Huilin	Qiu	Director	Guangdong Foreign Affairs Office			
14		Yue	Ma	Deputy Director	Guangdong Foreign Affairs Office			
15		Zhijian	Li	Deputy Director	Guangdong Foreign Affairs Office			
16		Bin	Fan	Staff	Guangdong Foreign Affairs Office			

CCPIT Delegation

Table #	Seat #	First Name	Last Name	Title	Organization	email	Notes	RSVP	Country
		Qiuyan	Chen	President	CCPIT Guangdong				
		Haiguang	Huang	Vice Secretary General	CCPIT Guangdong				
		Jianming	Zhang	Director	CCPIT Guangdong				
		Jing	Feng	Deputy Director	CCPIT Guangdong				
		Yi	Pan	Representative	GETRO Canada				
		Haiyan	Shuai	Advisor	GETRO Canada				
				Business Delegation					
		Dongshan	Ma	Vice Chairman	Guangdong Chamber of International Commerce				
		Xiangyan	Lian	Director	Guangdong Chamber of International Commerce				
		Hongzhan	Chen	Vice Chairman	Foshan Committee CCPIT				
		Si	Chen	General Manager	Silk Road Co., Ltd.				
		Hongwu	Fang	Marketing Manager	Huizhou International Exhibition & Advertising Co., Ltd.				
		Yaguang	Gu	President	Huizhou Naite Industry Co., Ltd.				
		Yunsheng	Gu	General Manager	Huizhou Zhongsheng Electron Co., Ltd.				
		Minglu	He	General Manager	Huizhou Hehui Trade Co., Ltd.				
		Xiuyuan	Huang	Deputy General Manager	Huizhou Jinlong Shoes Co., Ltd.				
		Wenqiang	Kang	General Manager	Huizhou Hosond PCB Co., Ltd.				
		Huijian	Lai	General Manager	Huidong Zhenghe Industry Co., Ltd.				
		Zhibo	Li	Senior Manager	Guangdong Chamber of International Commerce				
		Yixin	Li	President	Guangzhou Zhuoteng Trading Company				
		Shengwei	Li	Deputy General Manager	Huizhou International Exhibition & Advertising Co., Ltd.				
		Jiqun	Li	General Manager	Huizhou Jinlong Shoes Co., Ltd.				
		Yunming	Li	General Manager	Huizhou Yuetong Shoes Co., Ltd.				
		Wei	Lin	Vice Chairman	Huizhou Committee CCPIT				
		Baiyang	Liu	President	Guangzhou Yan Property Co., Ltd.				
		Bingbing	Liu	Manager	Shaoguan Easy Creation Ltd.				
		Liu	Liu	General Manager	Foshan Jinqiao Electric Appliance Co., Ltd.				
		Jianqiong	Ran	President	Guangzhou Liangjian Electronic Technology Co., Ltd.				
		Xiaokui	Shen	President	Guangzhou Tongkang Medical Industry Co., Ltd.				
		Yinong	Wen	Manager	Huizhou Hosond PCB Co., Ltd.				
		Yanhong	Wu	President	Guangdong Mingjie Environmental Tech Co., Ltd.				
		Chengnan	Xia	Deputy Manager	Huizhou Zhongsheng Electron Co., Ltd.				
		Shigao	Xia	General Manager	Ruilang Group				
		Yuefei	Xu	President	Huizhou Aobang Industry Co., Ltd.				
		Shaohuai	Zhan	Deputy General Manager	Huizhou Hehui Trade Co., Ltd.				
		Gui	Zhang	President	Guangzhou DalunMei Electric Co., Ltd.				
		Weidong	Liu	Chairman	Guangdong Lutong Communication Service Co., Ltd				
		Weina	Wang	Chairman	Guangzhou Qitian Science and Technology Co., Ltd.				

Guangdong Department of Commerce

table #	Seat #	First Name	Last Name	Title	Organization
		Yuanqiang	Guo	Director General	Guangdong Department of Commerce