

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

DECISION NOTE

Cliff #: 12649

Date: January 15, 2014

PREPARED FOR: Honourable Teresa Wat, Minister of International Trade

ISSUE: Strategic Work Plan for British Columbia's Representative in Asia, Ben Stewart

BACKGROUND: Asia's dynamic economic growth presents tremendous opportunities for British Columbia in attracting new investment, increasing trade and creating jobs throughout the Province.

As a commitment under the BC Jobs Plan, the Province has doubled its trade and investment representation in Asia, resulting in more support for BC companies in identifying and advancing trade and investment leads.

Governments plays a key role in supporting business success in Asia, whether through the signing of bilateral agreements that form the basis for economic cooperation or in standing behind their leading companies as they negotiate and sign trade and investment deals.

Recognizing the importance of government representation in Asia, the Premier announced the establishment of a new position of BC Representative in Asia (BCRA) on October 28, 2013.

As BCRA, Ben Stewart will be based in Beijing as the province's first high level official representative with a mandate to advance BC's trade and investment priorities in the region, working closely with BC's existing Trade and Investment Representative (TIR) network.

DISCUSSION: The Ministry of International Trade (MIT) has been tasked with activating the role of the BCRA through the development of a mandate, set of deliverables and work plan, as well as the operational aspects of Mr Stewart's establishment in Beijing.

To this end, MIT has developed a number of key documents setting out the BCRA's strategic objectives, work goals and metrics, as well as operational targets and timelines. A critical component to the success of the BCRA on the ground will be to ensure his role is complementary and aligned with the work of the BC Trade and Investment Representatives.

As official representative of the Government of BC in Asia, the role of the BCRA will closely parallel that of a Canadian Ambassador at the federal level, notably:

- To advance and defend BC's economic interests in Asia, whether by supporting BC companies in concluding deals/transactions or by engaging senior foreign government officials to advocate for mutually beneficial trade policies and platforms;
- To deepen existing government-to-government relationships in Asia at both a national and sub-national level as well as identify and develop new strategic government relationships;
- To represent the province at all high-level government-to-government meetings, at strategic forums and trade shows, as well as meeting with senior executives of in-market key accounts.

MIT has completed a detailed strategic plan outlining the BCRA's proposed mandate and responsibilities in greater detail, to be signed off by both the BCRA as well as MIT.

Subsequently, the BCRA will report to the Minister and Premier on a quarterly basis on key activities and accomplishments, with the first report (April-June) submitted to the Minister and Premier by July 25, 2014.

A target date of February 15, 2014 has been proposed by the Ministry to have the BCRA established in Beijing. A logistics and monthly work plan has been developed along this timeline and is also attached.

OPTIONS:

Option 1: Minister Wat to approve the BCRA strategic plan.

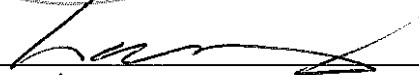
Option 2: Minister Wat to provide further direction or changes to BCRA strategic plan.

RECOMMENDATION: OPTION 1: Minister Wat to approve the BCRA strategic plan

ATTACHMENTS:

Attachment 1 - BCRA strategic plan

Attachment 2 - BCRA Performance Metrics Scorecard

<div data-bbox="239 1498 487 1585"> <input checked="checked" type="radio"/> Approved </div> <div data-bbox="503 1521 702 1564"> <input type="radio"/> Not Approved </div>	<div data-bbox="859 1521 941 1564"> Date: </div>
<div data-bbox="272 1585 693 1659">  </div>	
<div data-bbox="189 1649 363 1691"> Comments: </div>	

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Ministry of International Trade

B.C. Representative in Asia Strategic Plan (Mandate and Key Deliverables 2014-2015)

1) MANDATE: LEADERSHIP IN ASIA PACIFIC

RESPONSIBILITIES:

- Act as the official Province of British Columbia on-the-ground representative in Asia.
- Represent and promote the Province of British Columbia in meetings with other governments, businesses and stakeholders, including acting as Host where appropriate.
- Represent and promote the Province of British Columbia at events and activities to advance the Asia Pacific Trade and Investment Strategy and other key government priorities.
- Establish monthly meeting/call with senior management of International Investment and Company Attraction, Export Development, and Major Investment Office to advance key strategic accounts/files.

Deliverables	Planned Completion
• Establish a permanent presence in Beijing	Spring 2014
• Establish strategic relationships with senior officials of foreign Governments and Canadian officials in priority Asian markets	Spring 2015
• Identify and establish key accounts at senior government and executive levels to maximize their understanding of BC's business value proposition	Spring 2015
• Participate and play a senior role at marquee trade shows, forums and missions in priority Asian markets as identified in the work plans of the Trade and Investment Representatives	Spring 2015

2) MANDATE: STRATEGIC PARTNERSHIPS

RESPONSIBILITIES:

- Lead the negotiation and/or development of partnerships, protocols, Memorandums of Understanding and/or agreements with other governments, agencies and institutions, including acting as official signatory for the Province of British Columbia where required.
- Foster and strengthen government-to-government relationships key to BC companies successfully doing business in Asia.

Deliverables	Planned Completion
• Provide leadership directing BC's involvement in formal government to government and government to business relationships where appropriate	Spring 2014
• Meet with Consuls General representing key Asian markets in Vancouver	Spring 2014
• Establish relationships with appropriate Federal/ National government officials in-market	Spring 2014
• Meet with key Sister-province and Sister-city officials and support the advancement of key activities in MOUs	Winter 2014
• Support BC Industry Export Associations in-market e.g.	Spring 2015
• Develop partnerships with bilateral business organizations in-market, e.g.	Spring 2015

3) MANDATE: TRADE & INVESTMENT PROMOTION

RESPONSIBILITIES:

- Report to the Premier and the Minister of International Trade, and advise Ministers, businesses and local governments on a strategic approach to advance the province's trade and investment priorities in Asia.
- Leverage and maximize key strategic opportunities identified and developed as a result of trade and investment missions of the Premier and Ministers.
- Advocate for, and assist, BC's large-scale exporters in order to develop and secure new business opportunities in Asia.
- Initiate and/or build strategic relationships with key companies and executives interested in developing, investing in, or exporting BC's natural gas and associated opportunities.
- Lead the development and implementation of strategies to identify and attract key Asian companies to establish their North American head offices in BC.

Deliverables	Planned Completion
• Develop key relationships with the BC Business Council, Vancouver Board of Trade, local BC Chambers of Commerce and industry associations	Spring 2014
• Meet and consult with ministers responsible for BC Jobs Plan sectors to advance these interests with senior levels of government in Asia	Spring 2014
• Consult with strategic partners in bilateral business organizations in BC concerning current trends, trade and investment challenges and forecasts for market demand in various sectors, e.g. Canada-China Business Council,	Winter 2014
• Meet with BC companies in priority sectors which are exporting, or have the potential to export, and facilitate high-level meetings for BC exporters with key Asian government agencies	Spring 2015
• In collaboration with the Trade and Investment network, target and approach select Asian companies to establish a presence in BC	Spring 2015

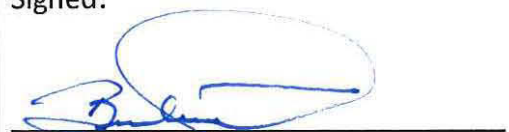
4) MANDATE: REPORTING, OUTCOMES AND REVIEW

RESPONSIBILITIES:

- Review the performance of the Commissioner annually to ensure performance objectives are achieved, and provide updates on activities and results.

Deliverables	Planned Completion
• Provide annual report on mandate deliverables and performance metrics to the Premier	Spring 2015
• Provide quarterly report to Minister of International Trade on progress of mandate deliverables and performance metrics	Ongoing
• Meet monthly with the Minister of International Trade	Ongoing
• All communications material requires approval from Communications Director and Deputy Minister	Ongoing

Signed:



Ben Stewart
BC Special Representative in Asia
and International Trade Commissioner

Witnessed/Approved:



Honourable Teresa Wat
Minister of International Trade and Responsible
for the Asia Pacific Strategy and Multiculturalism

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

INFORMATION NOTE

Cliff #:12902

Date: February 14, 2014

PREPARED FOR: Honourable Teresa Wat, Minister of International Trade

ISSUE: Five Community Engagement Meetings by the Multicultural Advisory Council

BACKGROUND: To support the Minister in meeting multicultural mandate letter commitments, the Multiculturalism Advisory Council is expected to host at least five community engagement meetings across the province before March 31, 2014 with the following objectives:

- help identify key issues in diversity and inclusion and to inhibiting community access to provincial government programs and services; and
- community engagement with a participation of cross-section of community, business, non-government, health, law enforcement, educations partners to identify the gaps in and barriers to participation in provincial programs and services.

DISCUSSION: Thefollowing five Roundtables are planned and/or completed.

1. November 7, 2013: Community Engagement meeting with the Local Government multiculturalism representatives including stakeholders from the communities from Metro Vancouver and the Fraser Valley in Coquitlam in partnership with the City of Coquitlam (70 stakeholders participated)
2. February 18, 2014: Community Engagement meeting in partnership with the YMCA of Metro Vancouver (expected participants: 60) 4:00pm - 7:00pm
3. March 4, 2014 in Victoria: In partnership with the Intercultural Association of Greater Victoria. (expected participants: 60) 4:00pm - 7:00pm
4. March 11, 2014 in Surrey: In partnership with the Surrey Libraries and the Fraser Health. (expected participants: 70) 4:00pm - 7:00pm
5. March 21, 2014: (to be confirmed subject to the Minister Teresa Wat's availability) In partnership with the Business Council of British Columbia (expected participants: 60) 4:00pm - 7:00pm

The Multicultural Branch anticipates strong attendance through direct contact with stakeholders, and the strong participation at the November 7, 2013 meeting.

The following outcomes are expected from the Community Engagement Meetings:

- proactive and constructive participation at the Roundtables from a cross section of stakeholders;
- Province to receive strategic recommendations from the participants to address the identified gaps;
- strong community partnerships; and
- reports from the Community Engagement meetings to support program development.

Budget: Estimated Project budget is \$15,000/ which includes the cost of the venues and refreshments. (Approximately \$3,000 per Roundtable with total number of estimated participants of 300)

NEXT STEPS:

- Minister Wat has expressed interest in participating at the Community Engagement meeting with the Business Council of British Columbia.
- The meeting is being planned on March 21st 2014 in Vancouver. There is an opportunity for the Minister to address the participants for 15 minutes and join the informal dinner at 7:00pm after the meeting.

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Reviewed by			
Dir: Mark Seeley	ED: Dean Sekyer	DM:	MIN:

MINISTRY OF INTERNATIONAL TRADE AND
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INFORMATION NOTE

Cliff #: 12936

Date: February 21, 2014

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

ISSUE: United States Trade Representative (USTR) is accusing British Columbia of unfair trade practices when it comes to government procurement contracts for data storage.

BACKGROUND: On February 20, 2014, the Honourable, Andrew Wilkinson, Minister of Technology, Innovation and Citizens' Services, was scrummed to respond to allegations by the USTR that BC tendered an unfair government procurement contract. The issue stems from complaints by two major US cloud hosting companies – Rackspace and Salesforce – that the Province's *Freedom of Information and Protection of Privacy Act* (FOIPPA) prevents American firms from bidding on BC data storage contracts.

BC's FOIPPA requires all public bodies to report foreign requests for unauthorized access to personal information. This protects citizens from legislation such as the *US Patriot Act* by limiting storage of personal information outside of Canada. The *US Patriot Act* allows the US government, among other things, to access data stored on servers located within the US.

BC operates an open government procurement regime. BC's FOIPPA does not prevent US companies from bidding on provincial government procurement contracts; rather it obligates private companies in possession of personal information to maintain data servers in Canada. In fact, Maximus, an American developer of software and information technology services for the health sector, has numerous contracts with BC's Ministry of Health. Furthermore, the Ministry of International Trade uses Salesforce as a performance management system for its overseas offices.

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They can be found in preferential treatment of US small businesses, minorities, and through "Buy American" requirements attached to federal and sub-national government procurement. Buy American provisions require that a certain percentage of goods used in government contracts are produced in the US. Canadian and US businesses were particularly vocal in their concerns about the Buy American provisions in the *2009 American Recovery and Reinvestment Act*. With the support of all provinces, Canada negotiated an

exemption from these discriminatory provisions by concluding the 2010 *Canada-U.S. Agreement on Government Procurement* (CUSPA).

Notwithstanding the new procurement obligations, new Buy American proposals continue to be made at both the US federal and state level.

DISCUSSION: BC's open government procurement regime is important because it promotes transparency, non-discrimination, good governance, and offers new opportunities for the Province's suppliers of goods and services. Increased competition for procurement contracts in BC also allows government to obtain better value for taxpayer money on government procurement projects.

BC's FOIPPA does not prevent American firms from bidding on BC government procurement contracts; rather it obligates private companies in possession of personal information of British Columbians to maintain data servers in Canada.

The US has significant protectionist legislation and policies in the area of government procurement. BC has long pressed for better access to the US government procurement market for our exporters of goods and services.

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KEY MESSAGES:

- BC operates an open government procurement regime that promotes transparency, non-discrimination, good governance, and offers new opportunities for suppliers of goods and services. Increased competition also allows government to obtain better value for taxpayer money on government procurement projects.
- BC's FOIPPA does not prevent US companies from bidding on provincial government procurement contracts; rather it obligates private companies in possession of personal information to maintain data servers in Canada.
- BC has long pressed for better access to US government procurements for our goods and services exporters. We welcome this opportunity for both Canada and the US to engage in a serious dialogue towards a more open and transparent bilateral government procurement framework.

Prepared by: Trevor Paul, Manager, Trade Policy and Negotiations Branch

Office: 250 356-8206

Reviewed by				
Dir: TP (RM)	ED: DW	ADM: CL	DM: SB	MIN:

MINISTRY OF INTERNATIONAL TRADE AND
MINISTER RESPONSIBLE FOR THE
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MEETING NOTE

Cliff #:12960

Date: February 28, 2014

PREPARED FOR: Honourable Teresa Wat, Minister of International Trade

DATE OF MEETING: March 4, 2014 via telephone

ATTENDEE: Tenzin Khangsa, Chair, Multicultural Advisory Council

ISSUE: Multicultural Advisory Council: History, Accomplishments and Current Updates

BACKGROUND:

- The Multicultural Advisory Council (MAC), an advisory body, was established in 1988 and has a mandate to advise the Minister Responsible for Multiculturalism on issues respecting multiculturalism and to perform any other duties or functions specified by the Minister as set out in s. 5(1) of the *Multiculturalism Act*.
- The members are appointed by the Lieutenant Governor in Council.
- Currently, there are 16 MAC members (Attachment: A)
- The new Chair is Tenzin Khangsar (Attachment: B – Biography)
- The MAC members are volunteers who are community representatives with expertise in multiculturalism.

ACCOMPLISHMENTS:

- Creation of the Provincial Multiculturalism Policy and the *Multiculturalism Act*
- Establishment of the Provincial Multiculturalism Week
- Conception of the BC Hate Crimes Team (only one in Canada)
- Establishment of the Provincial Nesika Awards

CURRENT UPDATES

- MAC Meeting of Feb 27, 2014: Members discussed range of ideas while realizing the need to understand their role on advisory body, potential and realistic use of their time as volunteers
- According to the Minister's mandate letter, the MAC is expected to host up to five community engagement meetings (Attachment C) across the province before March 31, 2014 to identify key issues in diversity and inclusion and to inhibiting community access to provincial government programs and services

- For March 21, 2014 Honourable Teresa Wat has confirmed attendance at the Engagement Meeting in partnership with the Business Council of British Columbia (expected participants: 35) 8:00 am to 9:00 am. Venue: Executive Boardroom, 1050 West Pender St, Suite 810 Vancouver BC
- On April 4, 2014 The Provincial Nesika Awards Event will take place at the Omnimax, Telus Science World, Vancouver from 6:30 pm to 8:30 pm. Minister Wat has confirmed her attendance.
- Two members (Allan Horning and Eunice Oh) membership expires on March 8, 2014

DISCUSSION:

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ATTACHMENTS: Attachment A – MAC Membership
Attachment B – Tenzin Khangsar Biography
Attachment C – Community Engagement Meetings

Prepared by: Madhavee Inamdar, Program Manager, Multicultural Advisory Council
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ATTACHMENT A: MAC Membership

Current MAC Members			
Name:	By order:	Position:	Expiry:
Asuncion, Ruby Rose F.	OIC 615/13, December 31, 2013	Member	December 31, 2015
Chan, Dennis	OIC 615/13, December 31, 2013	Member	December 31, 2015
Dhillon, Manpreet	OIC 612/13, December 31, 2013	Member	December 31, 2015
Hollinger, Angela Y.	OIC 357/11, July 21, 2011	Member	October 1, 2014
Horning, E. Allan	OIC 140/12, March 8, 2012	Member	March 8, 2014
Hwang, Eun Kyeang (Kelly)	OIC 612/13, December 31, 2013	Member	December 31, 2015
Khangsar, Tenzin	OIC 617/13, December 11, 2013	Chair	December 31, 2015
Kim, Steve H.	OIC 612/13, December 31, 2013	Member	December 31, 2015
Lai, David Chuenyan	OIC 43/13, January 31, 2013	Member	December 31, 2014
Mak, Charles	OIC 612/13, December 31, 2013	Member	December 31, 2015
Oh, Eunice	OIC 140/12, March 8, 2012	Member	March 8, 2014
Popatia, Anar	OIC 707/12, October 31, 2012	Member	October 31, 2015
Siddiqui, Tanveer M.	OIC 612/13, December 31, 2013	Member	December 31, 2015
Tatoosh, Susan H.	OIC 599/11, December 1, 2011	Member	October 1, 2014
Turner, Myrt E.	OIC 52/14, February 14, 2014	Member	December 31, 2015
Wickey, Andy	OIC 357/11, July 21, 2011	Member	October 1, 2014

ATTACHMENT B: Tenzin Khangsar Biography

Tenzin has a unique tri-sector profile of leadership in the corporate, government and non-profit sectors.

Tenzin is currently Managing Director and Executive Vice President of RCI Capital Group - a specialized investment bank dedicated to bridging Canada and Asia in the energy and resources sectors. In his role he is responsible for business development, marketing, operations and government relations. With a focus on oil, gas and mining opportunities, he works closely with the global leaders of corporations, government and politics.

Prior to RCI, he was the senior political advisor to the Minister of Industry in reviewing foreign investments into Canada and to the President of the Treasury Board in reviewing spending, regulations, IT and human resources across the Government of Canada. Working in the Office of the Prime Minister and for the Minister of Immigration, he was also responsible for developing and implementing strategic policy and communications plans for the government's engagement of multicultural communities and ethnic media. As a result of this work, Tenzin was recognized by a popular foreign policy magazine as one of the top 60 influencing Canadian foreign policy.

Prior to government, Tenzin spent a decade in the television and telecommunications sector. He co-founded a technology company that raised more than \$10 M of venture capital, had more than 60 employees and secured the leading broadcasters and telecommunications firms as clients. He also spearheaded sales and strategic partnership initiatives throughout Asia especially in the greater China region, South Korea and India as well as taking part in many Canadian trade missions. Tenzin also worked briefly as a journalist and sports broadcaster at CBC-TV.

A graduate of McGill School of Management with a double major in Finance and International Business, Tenzin also ran as a candidate to become a federal Member of Parliament in the Montreal area.

ATTACHMENT C: Community Engagement Meetings.

To fulfil the mandate following five Roundtables are planned and/or completed.

1. November 7, 2013: Community Engagement meeting with the Local Government multiculturalism representatives including stakeholders from the communities from Metro Vancouver and the Fraser Valley in Coquitlam in partnership with the City of Coquitlam (70 stakeholders participated)
2. February 18, 2014: Community Engagement meeting in partnership with the YMCA of Metro Vancouver (65 Stakeholders participated) 4:00-7:00 pm
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4. March 11th 2014 in Surrey: In partnership with the Surrey Libraries and the Fraser Health. (expected participants: 70) 4:00-7:00 pm
5. March 21st 2014: In partnership with the Business Council of British Columbia (expected participants: 50) 8:00 am to 10 am. Minister Teresa Wat has confirmed her participation from 8:00 am to 9:00 am. Venue: Executive Boardroom, 1050 West Pender St, Suite 810 Vancouver BC.

Following outcomes are expected from the Community Engagement Meetings:

- Proactive and constructive participation at the Roundtables from a cross section of stakeholders;
- Province to receive strategic recommendations from the participants to address the identified gaps;
- Strong community partnerships;
- Reports of the Community Engagement meetings.

Budget:

Estimated Project budget is \$15,000/ which includes the cost of the venues and refreshments. (Approximately \$3000 per meeting with total number of estimated participants of 300)