

Speaking Notes
for
Doug Bing
MLA for Maple Ridge-Pitt Meadows

Guangdong Media Event

10:30 am- 11:15 am
Cypress Boardroom, Pan Pacific Hotel
999 Canada Pl., Vancouver

Prepared by MIT/IGRS/GCPE

Event Information / Speaking Notes

Event: Guangdong Governor Visit – Media Event

When: 10:30am – 11:15 am, Sept. 25, 2014

Where: Cypress Boardroom, Pan Pacific Hotel, 999 Canada Pl., Vancouver

Speaking backdrop: podium, stage, microphone,

Parking: no arrangements made

Style of dress: Business

Audience Description: approximately 60 people. Media, the Guangdong delegation, B.C. businesses, government representatives

Agenda:

Program rollout:

- 1030 Welcome by **MLA Doug Bing**, Director of Ceremonies
- 1033 **Minister Wat** introduces Premier
- 1034 Remarks by **Premier**
- 1041 **MLA Richard Lee** introduces Governor
- 1042 Remarks by **Governor**
- 1050 Signing of Action Plan by **Premier** and **Governor**
- 1053 Signing of BC MIT-CCPIT MOU by **Minister Wat** and **President Chen**.
Witnessed by Premier and Governor.
- 1055 Signing of Confirmation Letter by **Mr. Wukang Qiao**, Executive Director and General Manager of Gaungzhou Gas Group and **Ms. Imelda Tanodo**, Director of Woodfibre LNG Limited. Witnessed by Premier, Governor, Minister Wat, MLA Richard Lee, MLA Doug Bing, Mr. WU Zhulin, Chairman of Guangzhou Development Group and Mr. Anthony Gelotti, President of Woodfibre LNG Limited.
- 1057 **Governor** and **Premier** official plaque unveiling and inauguration of GETRO. Witnessed by Minister Wat and President Chen of CCPIT
- 1059 **Governor** and **Premier** official plaque unveiling and inauguration of GF Securities Canadian office. Witnessed by Minister Wat and Chairman SUN Shuming
- 1000 Closing by Director of Ceremonies
- 1105 **Premier** and **Governor** Depart

PEOPLE TO RECOGNIZE:

Official Delegation (4 members):

- Mr. LI (“LEE”) Feng, Secretary-General, People’s Government of Guangdong
- Mr. FU Lang, Director-General, Guangdong Foreign Affairs Office
- Mr. LAI Tiansheng (“Tian –shen”), Director General, Guangdong Commission of Economy and Information Technology
- Mr. ZENG Zhiquan (“Zhr-quan”), Director-General, Guangdong Department of Finance

Minister:

- Hon. Teresa Wat, Minister of International Trade

Others:

- Ms. LIU Fei (“FAY”), Consul General of China at Vancouver
- Mr. Weldon Epp, Consul General of Canada in Guangzhou
- Mr. GUO (“GWO”) Yuanqiang (“Yuen-chi-ang”), Director General of Guangdong Department of Commerce
- Mr. CHEN Qiuyan (“Chi –yen”), President of Guangdong Sub-Council of CCPIT

- Ms. Cathy Yao, Managing Director, BC International Trade and Investment Office

Introduction:

- Welcome everyone to the signing and unveiling ceremony in celebration of the BC – Guangdong sister relationship.
- On behalf of the Province of British Columbia and Premier Christy Clark...
- ...I'd like to welcome you to Vancouver, one of the most beautiful cities in the world.
- It is a great honour to have this opportunity to welcome you all to British Columbia
- We are also grateful to have our special guest Zhu (J-EW) Xiaodan, Governor of Guangdong Province with us today to mark the occasion.
- For the many guests here, I would like to thank-you for travelling so far.

- I know Governor Zhu's delegation has had a long trip.
- We are here today to celebrate the many accomplishments in the BC-Guangdong sister-province relationship as we head toward its 20th anniversary in 2015.
- Before we begin, here is a brief agenda for this event :
 - The Premier and Governor will give welcoming remarks
 - We will sign an Action Plan leading up to the 20th anniversary of the sister relationship in 2015.
 - An MOU will be signed between the BC Ministry of International Trade and the Guangdong Sub-Council of the China Council for the Promotion of International Trade
 - An MOU and an LNG export confirmation will be signed between Woodfibre LNG and Guangzhou Gas.

- And there will be 2 plaque unveilings inaugurating new office openings in BC
- Now, I would like to ask Minister of International Trade Teresa Wat to introduce the honourable Christy Clark, Premier of British Columbia.

<<Minister Wat introduces Premier Clark who comes to the podium and gives her remarks. >>

- Thank you, Premier Clark.
- I would now like to invite MLA Richard Lee to introduce Governor Zhu.

<< Premier Clark remains standing. MLA Richard Lee introduces Governor Zhu, who comes to the podium to give his remarks. Governor Zhu remains standing after giving remarks>>

- Thank you, Governor Zhu.

Action Plan:

- To mark the 20th Anniversary of the Sister Province Relationship in 2015...
- ... the Government of British Columbia and the People's Government of Guangdong Province, People's Republic of China, will implement a one year Action Plan of celebratory activities leading up to this important milestone.
- The Action Plan also highlights accomplishments over the past 19 years of sister province relations.
- I would now like to invite the Premier and Governor to sign the Action Plan.

<<The Premier and Governor are standing at the signing table – they sit to sign the document – then stand with one copy of the MOU for photos>>

Premier and Governor sign Action Plan (2 copies – one in English and one in Chinese.)

After signing the Premier and Governor will shake hands and remain standing.

(Staff remove signed Action Plan from table after the Premier and replace action plan with MIT-CCPIT MOU)

BC MIT-CCPIT MOU Signing:

- An MOU will now be signed between the BC Ministry of International Trade and Guangdong Sub-committee of the China Council for the Promotion of International Trade (CCPIT).
- This MOU focuses on advancing trade and investment ties between BC and Guangdong...
- ...and will guide us in how we work with the Guangdong Committee of the CCPIT to accomplish that.

- I would like to invite the Hon. Teresa Wat, Minister of International Trade and President CHEN of the Guangdong Committee of CCPIT to sign the MOU.

<<Minister Wat and President Chen sign the English and Chinese versions of the MOU respectively.

Minister Wat and President Chen switch sides and sign the Chinese and English versions of the MOU respectively.

Minister Wat and President Chen shake hands.

President Chen returns to his seat

Staff remove BC MIT-CCPIT MOU signing folder and replace with LNG Confirmation agreement>>

Guangzhou Gas & Woodfibre letter signing:

- To underscore the strong economic ties between BC and Guangdong...

- ...the Premier and Governor will now witness the signing of an off-take agreement between Guangzhou Gas and Woodfibre LNG Limited.
- Under this MOU, 1 million tons of LNG will be exported from BC to Guangdong annually over the next 25 years.
- Guangzhou Gas is the leading supplier of residential natural gas for Guangzhou, a city of over 20 million people.
- The Woodfibre LNG project is expected to start production in first quarter of 2017 with an annual capacity of 2.1 million tons.
- The project is expected to create approximately 500 jobs during construction and 100 full-time jobs during the operation of the facility.
- | ● I would now like to invite Mr. [QIAO](#) Wukang, Executive Director and General Manager of Guangzhou Gas Group...
- ... and Ms. Imelda Tanodo, Director of Woodfibre LNG Limited, to sign the letter confirming the offtake agreement.

- They are joined by Mr. WU Zhulin, Chairman of Guangzhou Development Group, and Mr. Anthony Gelotti, President of Woodfibre LNG Limited.

<<Mr. Wukang Qiao, Executive Director and General Manager of Guangzhou Gas Group and Ms. Imelda Tanodo, Director of Woodfibre LNG Limited sign the confirmation letter

Everyone shakes hands

Signing portion concludes>>

GETRO Plaque Unveiling:

- As many of you know, B.C. has a very important role as Canada's Gateway to the Asia Pacific.
- We're very excited to announce today that Guangdong Province also recognizes our role as the Asia Pacific Gateway...
- ... and is establishing a new Guangdong Economic and Trade Representative Office

(“GETRO”) in Vancouver – The first office of its kind in Canada.

- This office will support bilateral trade and investment initiatives with China, BC’s second largest trading partner.
- GETRO will perform a similar function as BC’s own trade and investment offices in Guangdong province.
- I would now like to invite the Premier and Governor to unveil a plaque to mark the opening of the GETRO.

<< Premier and Governor lift the cover off of the GETRO plaque while Minister Wat and President Chen witness.

*The Premier and Governor shake hands.
Minister Wat and President Chen shake hands*

President Chen returns to his seat>>

GF Securities Plaque Unveiling

- We'd now like to make an important announcement regarding GF Securities, a Guangzhou-based brokerage that is also known as Guangfa Securities.
- GF Securities is ranked in the top four brokerages in China by total assets and revenue.
- And it has chosen to open an office in Richmond.
- The GF Securities office opening in Vancouver is the first Chinese securities brokerage to establish an office in North America.
- This office opening is very significant...
- ...and illustrates B.C.'s advantage as a low tax jurisdiction and a viable market for international companies

- I would now like to invite the Premier and Governor to unveil a plaque to mark the opening of the GF Securities Canadian office.

<< Premier and Governor lift the cover off of the GF Securities plaque while Minister Wat and Chairman SUN witness.

Premier and Governor shake hands.

Minister Wat and Chairman SUN shake hands.

Minister Wat Chairman SUN return to their seats>>

Closing Remarks:

- I'd like to conclude by saying that, in addition to the LNG offtake agreement...
- ... there are a couple of other business deals between B.C. and Guangdong taking place today:
- These include:

- Richmond-based aviation e-learning company Pelesys is locating its China office in the Tianhe (“**Tian-he**”) software park in Guangzhou, with support from the BC Trade and Investment office in Guangzhou.
- PEV plans to set up a research and development centre in the Zhongshan Hi-Tech Zone in Guangdong. The centre will help PEV access the Chinese market, partner with the key electric vehicle industry players and grow from a research organization to a lithium power system manufacturer.
- Today’s event illustrates that BC and Guangdong have leveraged our sister province relationship into a strong trade and investment relationship.
- It is a relationship built over a long history...

- ... and deepened by the many daily connections between our people and businesses.
- B.C. is expanding a number of key sectors, including LNG, technology, international education, agrifood and tourism ...
- ... and we will work together with our Guangdong partners to develop them to their full potential.
- Thank you all for your participation here today.
- The session is concluded.
- Thank you.

-30-

First Name	Last Name	Title	Organization	email
Christy	Clark	Premier	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
Cathy	Yao	Managing Director	BC Trade and Investment Office in Guangzhou	cyao@britishcolumbia.ca
Hector	Bremner	Executive Assistant	Ministry of International Trade	Hector.Bremner@gov.bc.ca
Clark	Roberts	ADM	Ministry of International Trade	clark.roberts@gov.bc.ca
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
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
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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

Pages 19 through 20 redacted for the following reasons:

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BACKGROUND

Business-to-business deals also made during Governor's visit

The Government of British Columbia and Guangdong Province have enjoyed a successful 20-year sister-province relationship, which has promoted cultural exchanges between the two jurisdictions and generated many economic development opportunities. As an example of this, several business-to-business deals were also made during the governor's visit. These accomplishments are not limited to the examples below, but span a wide range of fields, such as twinning, education, agri-foods, life sciences, information communication technology, energy and mining, and transportation.

LNG off-take agreement between Guangzhou Gas and Woodfibre LNG

Woodfibre LNG Export Pte. Ltd. and Guangzhou Gas Group Co. Ltd. have signed a memorandum of understanding (MOU) concerning potential liquefied natural gas (LNG) offtake of 1 million tonnes of LNG per year for 25 years starting in 2017.

The LNG will be sourced from the Woodfibre LNG Project, which is being developed in the District of Squamish by Woodfibre LNG Limited, a Canadian-based affiliate of Woodfibre LNG Export. The LNG offtake contemplated in the MOU will provide long-term stable supply of natural gas to meet the rapidly-growing demand in Guangzhou City, People's Republic of China.

The Woodfibre LNG Project is expected to start production in the first quarter of 2017 with an annual capacity of 2.1 million tonnes. The project will help create sustainable economic growth and development in the region, and is expected to create approximately 500 jobs during construction and at least 100 full-time jobs during operation.

Woodfibre LNG Export Pte. Ltd. is a Singapore-registered company, and is part of the Pacific Oil & Gas group of companies, which also includes Woodfibre LNG Limited. Woodfibre LNG Export has secured an export license from the National Energy Board in Canada to export 2.1 million tonnes of LNG from the Woodfibre LNG Project for a period of 25 years.

Pelesys establishing China headquarters in Guangzhou City, Guangdong

In 2014, Pelesys registered a joint venture company in the Guangzhou Tianhe Software Park as its headquarters and it will oversee all their Chinese offices and operations. Pelesys China plans to partner with Guangzhou based aviation corporations (China Southern Airlines and Guangzhou Aircraft Maintenance Engineering Company Limited) to develop the mainland China and Southeast Asia markets.

Headquartered in Richmond, Pelesys is a leading training solutions provider to airlines, original equipment manufacturers, maintenance repair overhaul and aviation training organizations. As one of the top aviation e-learning training providers in the world, they provide training systems and solutions designed for pilots and aircraft maintenance engineers. Pelesys is also a European Aviation Safety Authority (EASA) and Transport Canada authorized training organization.

PEV Power Systems set up R&D centre in Zhongshan City of Guangdong

In order to seize the opportunity in the rapidly-growing electric vehicles (EV) market in China, PEV has established relationships and strategic partnerships with several Chinese battery suppliers in Guangdong. Collaborating with their Chinese partners, PEV plans to set up a research and development centre in the Zhongshan Hi-Tech Zone in Guangdong to commercialize research and technology initiatives.

The establishment of the PEV research and development centre in Zhongshan will help PEV access the Chinese market, partner with the key EV industry players and grow from a research organization to a lithium power system manufacturer. With PEV's China expansion, they plan to invest several million dollars to increase their research and development team in B.C. in the coming years and this will lead to the creation of jobs in BC.

PEV Power Systems Inc. is a Canadian company located in Richmond. The company develops lithium-ion battery power systems for electric vehicle applications, including electric cars, buses and vessels.

Contact:
Sam Oliphant
Press Secretary
Office of the Premier
250 952-7252

Pages 23 through 34 redacted for the following reasons:

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The Government of British Columbia

invites you to attend a signing ceremony
promoting bilateral trade and investment between
British Columbia and Guangdong Province

Date: Thursday, September 25th, 2014

Time: Registration: 10:15 am

Event: 10:30 am to 11:30 am

Location: Pacific Rim 1, Pan Pacific Hotel
R Level, 4th floor, 999 Canada Place, Vancouver, BC

RSVP: Before September 22, 2014

Mission&Events@gov.bc.ca

**Please note: Due to limited seating, this invitation is non-transferable
and is limited to one person per organization.**

Media Event --- Guangdong Governor Zhu's Visit

Logistics:

DATE/TIME:	September 25, 2014, 10:30 am – 11:15 am
LOCATION:	Cypress Room, R Level, Pan Pacific Hotel
1030-1105	<p>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.</p> <p>Announceables:</p> <ul style="list-style-type: none"> • Signing of 1 Year Action Plan of activities in 2014 and 2015 to commemorate the 20th anniversary. • Renewal of China Council for the Promotion of International Trade (CCPIT) Memorandum of Understanding (MOU) • Signing of Confirmation Letter between Woodfibre LNG and Guangzhou Gas Group. • Announcement of the Guangdong Economic and Trade Representative Office (GETRO) • Announcement of GF Securities Canadian Head Office
1030	<p>Program rollout:</p> <ul style="list-style-type: none"> • MLA Doug Bing as Director of Ceremonies (DOC) welcomes all those in attendance • Brief outline of event: Premier and Governor will speak, signing of an Action Plan, MOU and Confirmation signing, followed by plaque unveilings inaugurating 2 new office openings.
1032	<ul style="list-style-type: none"> • DOC invites Minister Wat to introduce the Hon. Christy Clark, Premier of BC.
1033	<ul style="list-style-type: none"> • Minister Wat introduces the Premier and invites Premier to say a few words.
1034	<ul style="list-style-type: none"> • Remarks by Premier • Premier remains standing • DOC thanks the Premier
1040	<ul style="list-style-type: none"> • DOC invites MLA Richard Lee to introduce the Governor.
1041	<ul style="list-style-type: none"> • MLA Richard Lee introduces the Governor and invites Governor to say a few words
1042	<ul style="list-style-type: none"> • Remarks by Governor • Governor remains standing • DOC thanks the Governor
1048	<ul style="list-style-type: none"> • DOC provides an overview of the Action Plan <i>"To mark the occasion of the 20th Anniversary of the Sister Province Relationship, the Government of British Columbia and the People's Government of Guangdong Province are implementing a one year Action Plan of celebratory activities to mark this important milestone"</i>

1050	<ul style="list-style-type: none"> • DOC calls upon the Premier and Governor to sign the Action Plan • Premier and Governor sign Action Plan (2 copies – one in English and one in Mandarin). • Premier and Governor rise and shake hands. Remain standing. (Staff remove signed Action Plan from table and replace with BC MIT-CCPIT MOU)
1052	<ul style="list-style-type: none"> • DOC invites both Minister Wat and President Chen to sign the BC MIT-CCPIT MOU. • Minister Wat and President Chen sit down and sign the BC MIT-CCPIT MOU while Premier and Governor remain standing to witness. • Shake hands • President Chen returns to his seat • Staff remove BC MIT-CCPIT MOU signing folder and replace with LNG Confirmation agreement.
1055	<ul style="list-style-type: none"> • DOC provides an overview of the Confirmation Letter <i>“To confirm the potential LNG Offtake as celebrated by an MOU...”</i> • DOC invites Mr. Wukang Qiao, Executive Director and General Manager of Gaungzhou Gas Group and Ms. Imelda Tanodo, Director of Woodfibre LNG Limited to sign Confirmation letter. • Mr. Wukang Qiao, Ms. Imelda Tanodo, Mr. WU Zhulin and Mr. Anthony Gelotti make their way to table for signing of confirmation agreement • Signing of Confirmation Letter by Mr. Wukang Qiao, Executive Director and General Manager of Gaungzhou Gas Group and Ms. Imelda Tanodo, Director of Woodfibre LNG Limited. Witnessed by Premier, Governor, Minister Wat, MLA Richard Lee, MLA Dough Bing, Mr. WU Zhulin, Chairman of Guangzhou Development Group and Mr. Anthony Gelotti, President of Woodfibre LNG Limited. • All stand and shake hands.
1057	<ul style="list-style-type: none"> • DOC invites both the Premier and Governor to officially unveil plaque inaugurating GETRO. • Minister Wat and President Chen take their place for unveiling of GETRO plaque. • Premier and Governor walk over to GETRO plaque. • Premier and Governor lift cover off of GETRO plaque while Minister Wat and President Chen witness. Shake hands. • President Chen returns to his seat
1059	<ul style="list-style-type: none"> • DOC invites both the Premier and Governor to officially unveil plaque inaugurating GF Securities Canadian office • Minister Wat and Chairman SUN Shuming take their place for unveiling of GF Securities plaque. • Premier, Governor and Minister Wat walk over to GF Securities plaque.

1100	<ul style="list-style-type: none"> • Premier and Governor lift cover off of GF Securities plaque while Minister Wat and Chairman SUN witness. Shake hands • Minister Wat and Chairman SUN returns to his seat.
1105	<ul style="list-style-type: none"> • DOC thanks all for attending and concludes the event
	Premier and Governor Depart
GIFT:	No
SET UP:	<ul style="list-style-type: none"> • Consecutive interpretation • Official photographers permitted • Open to media. No question & answer for Governor.

Contact:
Raymond Zhu, Senior Manager, China
International Business Development Division
Tel: 604 660-5912 C

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Denney, Jay MIT:EX

From: Heiman, Carolyn GCPE:EX
Sent: Friday, September 12, 2014 8:26 AM
To: Denney, Jay MIT:EX; Kapac de Frias, Martina E MIT:EX
Cc: Bremner, Hector MIT:EX; Carne, Courtney GCPE:EX; Gilmore, Dan GCPE:EX
Subject: FW: FOR APPROVAL: Guangdong NR
Attachments: NR_Guangdong Trade office MOUs_Sept 25_DRAFT 9.docx

Importance: High

Jay and Martina

I'm really hoping to get this to the PO today for approval. As mentioned on call yesterday it still needs to go to translation and to China for the governor's quote – so while the event is a ways off, the deadlines are tight. The Chinese delegation depart on September 18th



Carolyn Heiman

Communications Director | Government Communications & Engagement
Ministry of International Trade | Intergovernmental Relations
PH 250 356-7104 | CELL s17

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