

Hon. ZHU Xiaodan, Governor of Guangdong Visit

Address: Pacific Rim Room 1 and Cypress Room, Pan Pacific Hotel
999 Canada Place, Vancouver, B.C.

Event Summary: Premier to meet with Guangdong Governor, deliver remarks at a media event (Speech consecutively translated) and sign an action plan

Key Message:

Action/Visual: Premier delivering remarks and signing document

Venue Audience: Asia Pacific stakeholders, media

Larger Audience:

Podium: YES

Dress: Business

Date: Thursday, September 25, 2014

Time: 10.00 a.m.

PCC arrival time: 9:55 a.m.

Time	Event Itinerary
9:50 a.m.	Premier is met by Anish Dwivedi at PVO and walked to Pacific Rim Room 1, Pan Pacific Hotel via 4 th floor. Briefing to take place during the walk
9:55 a.m.	<p>Premier arrives at Pacific Rim room 1 and greets the delegation which includes:</p> <ol style="list-style-type: none"> 1. Hon. ZHU Xiaodan, Governor of Guangdong 2. Ms. LIU Fei, Consul General of China at Vancouver 3. Mr. LI Feng, Secretary-General, People's Government of Guangdong 4. Mr. FU Lang, Director-General, Guangdong Foreign Affairs Office 5. Mr. LAI Tiansheng, Director General, Guangdong Commission of Economy and Information Technology 6. Mr. ZENG Zhiquan, Director-General, Guangdong Department of Finance 7. Mr. GUO Yuanqiang, Director General of Guangdong Department of Commerce 8. Mr. CHEN Qiuyan, President of Guangdong Sub-Council of CCPIT 9. Interpreter 10. Protocol Official 11. Note taker <p>BC Delegation Already in room:</p> <ol style="list-style-type: none"> 1. Hon. Teresa Wat, Minister of International Trade 2. Clark Roberts, Assistant Deputy Minister 3. BC Chief of Protocol

	<p>4. Mr. Weldon Epp, Consul General of Canada in Guangzhou</p> <p>5. Ms. Cathy Yao, Managing Director, BC International Trade and Investment Office.</p> <p>6. Interpreter</p> <p>Note: PO staff will have seats to the side or can wait outside for the conclusion of the meeting</p>
10:00 a.m.	Premier and Governor to sign the Distinguished Visitors book and take a picture with the delegation prior to the meeting
10:05 a.m.	Meeting begins
10:25 a.m.	<p>Meeting concludes, gift exchange (MAO to provide). Followed by a briefing for the following members of the delegation speaking in the Cypress room at the media event:</p> <ol style="list-style-type: none"> 1. Hon. Christy Clark 2. Hon. ZHU Xiaodan, Governor of Guangdong 3. Minister Teresa Wat, Minister of International Trade 4. Interpreter (1) 5. Interpreter (2) <p>Note: Others who are speaking will have already received the briefing</p>
10:27 a.m.	Premier and delegation proceed to the Cypress Room for the media event
10:30 a.m.	All speakers go to their assigned seat in the front row and MLA Bing (emcee) proceeds to the podium.
10:32 a.m.	MLA Bing call Minister Wat to introduce the Premier
10:33 a.m.	Minister Wat introduces the Premier
10:34 a.m.	<p>Premier speaks</p> <p>NOTE: Consecutive translation</p>
10:40 a.m.	MLA Bing calls MLA Lee to introduce the Governor
10:41 a.m.	MLA Lee introduces the Governor
10:42 a.m.	Governor speaks
10:48 a.m.	MLA Bing invites the Premier and Governor to sign the action plan:
10:50 a.m.	<p>Premier and Governor sign the action plan</p> <ul style="list-style-type: none"> • Premier and Governor sign Action Plan (2 copies – one in English and one in Mandarin).

	<ul style="list-style-type: none"> • Premier and Governor rise and shake hands. Move behind each chair. (Staff remove signed Action Plan from table and replace with BC MIT-CCPIT MOU) • Minister Wat and President Chen sit for a signing
10:53 a.m.	Minsiter Wat signs BC MIT-CCPIT MOU with President Chen
10:55 a.m.	<p>Mr. Wukang Qiao and Ms. Imelda Tanodo signs letter of confirmation witnessed by:</p> <ol style="list-style-type: none"> 1. Hon. Christy Clark 2. Hon. ZHU Xiaodan, Governor of Guangdong 3. Minister Teresa Wat, Minister of International Trade 4. Mr. WU Zhulin, 5. Mr. Anthony Gelotti, President of Woodfibre LNG 6. MLA Richard Lee (TBC) 7. MLA Dough Bing (TBC) 8. President Chen <p>Note: Photo op. Following the photo op, signing table to be moved and first plaque to be brought in for the unveiling</p>
10:57 a.m.	<p>GETRO Plaque (First plaque) unveiling with the following people:</p> <ol style="list-style-type: none"> 1. Hon. Christy Clark 2. Hon. ZHU Xiaodan, Governor of Guangdong 3. Minister Teresa Wat, Minister of International Trade 4. President Chen <p>First plaque to be moved and replaced by second plaque</p>
11:00 a.m.	<p>GF Securities Plaque unveiling with the following people:</p> <ol style="list-style-type: none"> 1. Hon. Christy Clark 2. Hon. ZHU Xiaodan, Governor of Guangdong 3. Minister Teresa Wat, Minister of International Trade 4. Chairman Sun
11:03 a.m.	Event concludes, Premier and Governor walk out, Premier farewell's the Governor outside Cypress Room

11:07 a.m.	<p>Premier moves to Pacific Rim room 1 for Media avail</p> <p>Note: Will hold Premier back of the house for quick briefing with Sam if required.</p>
11:10 a.m.	Media avail in Pacific Rim Room 1

Government MLAs Attending:

- Hon. Theresa Wat, Minsiter of International Trade
- MLA Doug Bing, MLA for Maple Ridge – Pitt Meadows
- MLA Richard Lee, MLA for Burnaby North

Contacts:

Anish Dwivedi (BC Government) -

S17

Speaking Notes
for the
Hon. Teresa Wat
Minister of International Trade
Guangdong Dinner Reception

Ocean View Suites #5-8
Pan Pacific Hotel
999 Canada Place
Vancouver

Prepared by GCPE

Check against delivery

Event Information / Speaking Notes

Event: Guangdong Governor Visit - Luncheon

When: 6pm-8:30pm

Where: Reception: Oceanview Suite Foyer, Pan Pacific Hotel

Dinner: Oceanview Suites #5-7, Pan Pacific Hotel

Speaking backdrop: podium, stage, microphone

Parking: make own arrangements

Style of dress: Business

Logistics: Dinner will be held in the same location as the luncheon

Contact: Raymond Zhu, MIT – S22

Speech Length: 2 minutes

Audience Description: Approx. 30 people, including Mr. Guo Yuanqiang, Director General of the Department of Commerce of Guangdong Province, 8-10 people from the Guangdong delegation, members of the Canada-China International Business Association.

Agenda: TBC

KEY MESSAGES:

- Thank you to Mr. GUO and the Guangdong delegation for visiting BC.
- The announcements made today will strengthen ties between Guangdong Province and B.C.
- As Canada's Asia-Pacific gateway, we recognize the importance of increasing ties with China.

PEOPLE TO RECOGNIZE:

- Mr. GUO Yuanqiang, Director General of the Department of Commerce of Guangdong Province

- Thank you.
- Good evening everyone.
- I would like to thank Jan Liang, President of the Canada-China International Business Association for organizing this evening's dinner and inviting me to be here.
- And I'd like to thank Mr. GUO Yuanqiang, Director General of the Department of Commerce for Guangdong Province...
- ...and the other members of the Guangdong delegation for being here tonight.
- We have all had a busy day today.
- And there is much to celebrate.
- From meetings with Premier Christy Clark and Her Honour, the Honourable Lieutenant Governor of BC Judith Guichon...
- ...to the many significant announcements we made today, including:

- The signing of an action plan to commemorate the 20th anniversary of our sister-province relationship
 - The opening of a new Guangdong trade office in Vancouver
 - The announcement of the GF Securities head office
 - And the renewal of the Guangdong- Sub Council of the China Council for the Promotion of International Trade MOU with my ministry, the Minister of International Trade.
- This has been a great opportunity for us to meet once again to strengthen the ties between Guangdong Province and B.C.
 - For those who have travelled a long way I hope it will serve as an incentive to return to our city.
 - In our short time together we wanted to show you some of the best of what Vancouver had to offer.

- And there's more planned for tomorrow, when you get to tour Stanley Park.
- All British Columbians are very proud of Stanley Park, which is Vancouver's first park and is a calm haven with roughly 500,000 cedar, fir and hemlock trees.
- And even locals don't tire of our skyline seen from the water and with the majestic mountain backdrop.
- There's a lot to explore here.

B.C. advantages

- As the Minister of International Trade, I work hard on behalf of the BC Government to forge new relationships and strengthen existing ones...
- ...and our relationship with Guangdong is one of our strongest.
- It's a relationship built over a long history...

- ... and deepened by the sister-province agreement we entered into 20 years ago.
- And I believe this agreement has helped contribute to the growth in trade between B.C. and China over the last couple decades.
- For example, 20 years ago, we exported just over \$300 million worth of goods to China annually.
- Compare that to 2014...in July alone, we exported more than \$530 million worth of goods to China.
- And annual exports for 2013 came in at \$6.8 **billion**.
- When you look at those numbers, it's clear to see that this relationship is a success.
- And judging from today's announcements there is a strong foundation for continued success.

Conclusion

- In conclusion, I'd like to thank you all again for being here tonight.
- I have sincerely enjoyed the time I have spent with you today.
- I value each opportunity we get to meet face-to-face to discuss the future of our provinces.
- And with our strong relationship built on the foundation of cultural understanding, information sharing and mutual interests...
- ...I'm certain that future between B.C. and Guangdong is bright.
- Thank you.

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Speaking Notes
for the
Hon. Teresa Wat
Minister of International Trade
Guangdong Governor Visit - Luncheon

Ocean View Suites #5-7
Pan Pacific Hotel
999 Canada Place
Vancouver

Prepared by GCPE

Check against delivery

Event Information / Speaking Notes

Event: Guangdong Governor Visit - Luncheon

When: 12pm-1:30pm

Where: Ocean View Suites #5-7, Pan Pacific Hotel, 999 Canada Place

Speaking backdrop: podium, stage, microphone

Parking: Parking available at PVO

Style of dress: Business

Logistics: Minister will be piped in at 11:55 with the LG and Governor Zhu.

Contact: TBC

Speech Length: 2 minutes

Audience Description: Approx. 150 people, including the Guangdong delegation, BC businesses and community associations, Consular corps.

Agenda: TBC

- 1200:** Lieutenant Governor, Minister Wat and Governor Zhu piped in by the Lieutenant Governor's Piper.
- 12:05:** Introductory remarks by Director of Ceremonies (DOC)
- 12:08:** Lieutenant Governor introduced by DOC
- 12:10:** Remarks by Lieutenant Governor
- 12:16:** Governor Zhy introduced by DOC
- 12:17:** Remarks by Governor Zhu
- 12:23:** Minister Wat introduced by DOC
- 12:24:** Remarks by Minister Wat
- 12:30:** Closing Remarks by DOC
- 12:34:** Lunch is served

KEY MESSAGES:

- Welcome to Governor Zhu and his delegation.
- The announcements made today will strengthen ties between Guangdong Province and B.C.
- As Canada's Asia-Pacific gateway, we recognize the importance of increasing ties with China.

PEOPLE TO RECOGNIZE:

- Her Honour, the Honourable Lieutenant Governor of BC, Judith Guichon
- Governor Zhu Xiaodan

- Thank you, Jeremy.
- Good afternoon everyone.
- I'd like to begin by recognizing Her Honour, the Honourable Lieutenant Governor Judith Guichon...
- ...and Governor Zhu Xiaodan.
- I'd also like to thank the rest of the Guangdong delegation for being at today's luncheon.
- It's a great opportunity for us to meet once again to strengthen the ties between Guangdong Province and B.C.

B.C. advantages

- As the Minister of International Trade, it is my job – on behalf of the B.C. government...
- ... to forge new relationships and strengthen existing ones.

- We are opening our doors like never before to investors and trade partners from around the world ...
- ... to maximize our potential as a location for foreign investment ...
- ... and establish British Columbia as a business hub for trans-Pacific trade.

B.C.-Guangdong Relationship

- As Canada's Asia-Pacific gateway, we recognize the importance of our strong ties with Guangdong Province.
- It is a relationship built over a long history...
- ... and deepened by the sister-province agreement we entered into 20 years ago.
- Not only has this relationship strengthened our cultural ties...
- ...but it has also opened doors for trade, investment and information sharing.

- For example, since 1995:
 - Five pairs of B.C. and Guangdong cities have joined sister-city agreements...
 - ...many of our education institutions engage in student exchanges and research sharing...
 - ...and a number of Guangdong mining companies have chosen Canada as an investment destination for gold and copper mines.
- And I believe our sister-province agreement has helped contribute to the growth in trade between B.C. and China over the last couple decades.
- For example, 20 years ago, we exported just over \$300 million worth of goods to China annually.
- Compare that to 2014...in July alone, we exported more than \$530 million worth of goods to China.

- And annual exports for 2013 came in at \$6.8 **billion**.
- When you look at those numbers, it's clear to see that this relationship is a success.
- And announcements like today's will lead to more successes in the future.

Conclusion

- In conclusion, I'd like to thank you all again for being here today.
- With a special thank you to Governor Zhu.
- I hope you enjoy your time in Vancouver...
- ...and I look forward to the events we have planned this afternoon.
- Guangdong and B.C. have come a long way since 1995...
- ...and I'm certain that, working together, our future will be even brighter.

- Thank you.

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Speaking Notes

for the

Hon. Teresa Wat
Minister of International Trade

BC Business Roundtable with Governor Zhu

Pacific Rim #1 Pan Pacific Hotel
999 Canada Place
Vancouver

Prepared by GCPE/MIT

Event Information / Speaking Notes

Event: BC Business Roundtable (as part of Governor Zhu's visit)

When: Thursday, September 25th 1:30 pm -2:45 pm.

Where: Pacific Rim #1, Pan Pacific Hotel

Speaking backdrop: boardroom/roundtable set up

Parking: N/A

Style of dress: business

Logistics: MTW, the Governor and the rest will jointly make the transition over to the meeting room at the Pan Pacific. Registration for the roundtable dialogue takes place at 1:15 pm.

Contact: Raymond Zhu S22

Speech Length: 3 minute opening remarks, discussion questions and closing remarks.

Audience Description: Governor Zhu Xiaodan and the official delegation, Guo Yuanqiang, Director General, Guangdong Department of Commerce, President Chen Qiuyen (CCPIT) , Consul General Weldon Epp of the Canadian Consulate in Guangzhou, Consul Yu of the Chinese Consulate in Vancouver, 13 BC companies doing business in Guangdong.

Agenda:

Time	Details
1:30 pm	Moderator Shannon Baskerville (TBC) welcomes guests and introduces Minister Wat
1:35 – 1:40	Minister Wat delivers welcoming remarks
1:40 – 1:50	Governor Zhu Xiaodan delivers opening remarks
1:50 – 2:45	MTW facilitates a discussion with the businesses at the table and asks a series of questions that focus on how to deepen the trade and investment relationship with Guangdong Province.
2:45	Event concludes with closing remarks by Minister Wat and a gift exchange between Minister Wat and Governor Zhu.

Introduction:

Moderator Speaks (Shannon TBC):

- Welcome everyone
- We are pleased that you are able to participate in the BC Business Roundtable with the Minister of International Trade, Teresa Wat and Guangdong Governor Zhu (“J-EW”).
- The objective of the roundtable is to exchange views on how BC and Guangdong can continue to build upon our successful economic and cultural partnership, leveraging our sister province relationship for greater business opportunities in the future.
- Following opening remarks by Minister Wat and Governor Zhu (“J-EW”), BC Roundtable participants will be invited to briefly share their

views on how we can strengthen the BC-Guangdong relationship in your particular sector.

- There will be simultaneous translation during the roundtable discussion (English on Channel 1; Chinese on Channel 2) Just a reminder to please leave your headphones in the room after the session concludes.
- Now Minister Teresa Wat, Minister of International Trade will give some introductory remarks.

MTW Speaks:

- Thank you very much, Shannon-TBC.
- Good afternoon everyone.
- I'd like to take a moment to thank Governor Zhu Xiaodan (朱小丹省长) and his official delegation:

- Mr. Li Feng (李锋), Secretary – General, People’s Government of Guangdong (广东省人民政府秘书长),
- Mr. Fu Lang (傅朗), Director-General, Guangdong Foreign Affairs Office (广东省外事办公室主任),
- Mr. Lai Tiansheng (赖天生), Director General, Guangdong Commission of the Economy and Information Technology (广东省经济、信息技术委员会主任),
- Mr. Zeng Zhiquan (曾志权), Director General, Guangdong Department of Finance (广东省财政厅厅长),
- Mr. Guo Yuanqiang (郭元强), Director General of the Guangdong Department of Commerce (广东省商务厅厅长),

- President Chen Qiuyan (陈秋彦) from CCPIT Guangdong (中国国际贸易促进会广东省分会会长),
- Thank-you Consul General Weldon Epp (艾伟敦 总领事) and Consul Yu Shanjun (余善君 领事) for joining us today.
- And I would like to welcome the B.C. businesses who are here today. Thank you all for your time today.

[PAUSE]

- As the minister responsible for International Trade, the Asia Pacific Strategy and Multiculturalism...
- ...I know the importance of the Asia Pacific Region to B.C.'s economic growth.
- And I am glad that we could all come together today to discuss the opportunities that have arisen from the BC- Guangdong economic relationship.

- As many of you know, B.C. and Guangdong are celebrating the 20th anniversary of our sister-province relationship in 2015
- Over the last two decades, this relationship has resulted in a number of significant achievements.
- For example:
 - There are five pairs of sister cities between Guangdong and BC:
 - Vancouver (温哥华) – Guangzhou (广州)
 - Surrey (素里) – Zhuhai (珠海)
 - Burnaby (本拿比) – Zhongshan (中山)
 - North Vancouver (北温哥华) – Huizhou (惠州)
 - and New Westminster (新威斯敏斯特) – Yunfu (云浮)

- Guangdong imports various foods and beverages from B.C., such as geoduck (gooey duck) Dungeness crab, cherries and ice wine,
 - Guangdong and B.C. signed an MOU on cooperation in clean energy in 2007,

 - And in 2011, China Southern Airlines launched direct flights between Guangzhou and Vancouver.
- These are just a few examples of the achievements we've made as a result of working together over two decades.
 - And we want to continue that work into the future.
 - That's what today's roundtable is all about.
 - Learning from each other.
 - Building new relationships.
 - And strengthening old ones.

- **I would like to invite Governor Zhu Xiaodan (朱小丹 省长) to say a few welcoming remarks.**

Governor provides opening remarks

Discussion:

MTW Speaks:

- Thank you for your remarks, Governor Zhu. Your remarks underscore the economic dynamism of Guangdong Province and the many opportunities to strengthen ties with British Columbia
- We now have time to hear from B.C. companies and organizations currently doing business in Guangdong.
- I would invite you to share perspectives from your sectors with

the Governor on where you see opportunities to further strengthen business ties between our provinces

- In your remarks, I'd invite you to comment on:
- What are some of the key issues and challenges BC companies are facing in China and in Guangdong Province in particular.

Questions:

- Lets start with Imelda (“E-meel-da”), of Woodfibre. What are some of the key advantages that Guangzhou Gas sees in purchasing BC LNG and do you think BC LNG is competitive in the China/East Asia market compared to some of our competitors ?
- Kari (“Carry”) from Kryton International, your company has been active in China for many years. What advice

could you offer BC companies in your industry in marketing their products and services in China?

- The next question is for Ms. Cheng the Chairperson from Pelesys, how does a BC company in your sector enter the competitive China market and maintain its product/service quality and profit margins?
- The next question is for Ken, FII has been successful in marketing BC forest products in China for sometime now. What trends do you see in China for BC forest products and are there any niche areas of demand that are emerging in China?
- The next question is for Robyn (“Robin”) from Port Metro Vancouver. From a port perspective what do you see as sectors with growth potential for BC companies in China and Guangdong province in particular?

- The next question is for Mr. Yoon of Fireswirl Technologies Inc. How has Fireswirl helped major international and local Chinese companies to strategically expand their e-commerce sales in China? What trends are you seeing in the Chinese e-commerce market?
- The next question is for Michael from Lignol Innovations Ltd. What considerations does a company with Intellectual Property (IP) have to make when entering a foreign market? How can Lignol's solutions be applied in the Chinese market?
- The next question is for Thomas from Clevest Solutions Inc., how can Clevest's smart grid solutions support Guangdong's economic development and moderization?

- This question is for Steve, VP of Ballard Power Systems. What opportunities does Ballard see in China for its products and services? What strengths does BC have in terms of hydrogen & fuel cell technology, and can BC compete globally in this sector?
- The next question is for David from BioteQ (“BIO TECK”) Environmental Technologies. David how do SME companies such as BioteQ choose which foreign market to enter, given their limited resources?
- Anne the Vancouver Airport Authority has been successful in building partnerships with Guangdong Province and China Southern Airlines. Earlier this year China Southern Airlines started using its Boeing 787 (in February 2014), it was the first Dreamliner to operate daily service to YVR and the only one in Canada to offer passengers a first class travel

experience. How did this partnership grow to be so successful in 3 years?

- Jerry, in August 2013 IMW signed an equipment purchase agreement with China Gas to supply up to 416 natural gas compressors and related technologies for the construction of up to 310 natural gas stations in China. What differentiates IMW from its competition and can IMW sell product to other companies in China besides China Gas?
- The next question is for PEV Power Systems , Mr. Tan your company has recently established a R&D center in Guangdong Province, how does that R&D center fit into your overall China strategy? What factors did you consider before making this business decision?

General Questions (if there is time):

- Where do you see the biggest opportunities for expansion?
- Is China moving towards a consumption based economy and will that provide opportunities for BC companies that sell consumer goods?
- And how can the Governments of British Columbia and Guangdong best support your efforts?

Closing Remarks:

MTW Speaks:

- I want to thank you all for taking the time to meet with us this afternoon.
- I really enjoyed learning more about your investment interests and business objectives.
- As we discussed today, our sister relationship with Guangdong Province is important to British Columbia...

- ... and we will celebrate the 20th anniversary of this framework in 2015 when the Premier visits Guangdong Province.
- I'd like to conclude by saying that our government is committed to fostering relationships that will connect B.C. businesses and communities with opportunities in countries around the world, including with Guangdong Province in China.
- Whether it's through our competitive taxes and professional talent pool....
- ...Or organizing trade missions...
- ...Or connecting BC companies to visiting dignitaries like yourselves...
- B.C. has a wide range of key advantages to foster international trade and investment...
- I hope you have enjoyed your time in British Columbia so far.

- My ministry staff are here to answer your questions, offer advice, and connect you to our extensive network of contacts.
- I want to specifically acknowledge Cathy Yao (姚承业), the Managing Director of the Trade and Investment Representative Office in Guangzhou (BC 省驻广州贸易和投资代表处主任) who is here with us today.
- British Columbia is very interested in working with Guangdong to develop new trade partnerships.
- I would like to thank Governor Zhu, Consul General Weldon Epp and Consul Yu for attending today's session.
- Before we adjourn this meeting, I would like to ask that you please leave the headsets in the room as they belong to the hotel.

- Thank you again for today's discussion.

(A Gift exchange between Minister Wat and the Governor will happen at the end of the BC Business Roundtable).

Event Proposal – For PREM Consideration

MINISTRY OF INTERNATIONAL TRADE/IGRS

Event Title: Guangdong Trade Office opening/Governor Visit

Date: Sept. 25, 2014 Time: 10am-4:30pm (Premier departs at 11:15)	Media Market: Lower mainland, majors, ethnic, business
Location: Pan Pacific Hotel 999 Canada Place Vancouver	English Media Spokesperson: Premier Clark
	Multicultural Media Spokesperson: Minister Teresa Wat
Author/Ministry: MIT/IGRS	

THE EVENT

PROACTIVE EVENT OR INVITATION

- Proactive

EVENT

The visit of Guangdong's Governor Zhu Xiaodan includes five announcements, including one business to business deal, taking place on Sept. 25:

10:00 – Meeting with **Premier Christy Clark**

10:30 – Signing/Media event

Rollout:

1. Welcome by Director of Ceremonies
2. Remarks by **Premier – speaking notes required**
3. Signing of Action Plan by **Premier** and Governor
4. Remarks and announcement of the opening Guangdong Economic and Trade Representative Office (GETRO) by Governor
5. Governor and **Premier** official plaque unveiling and inauguration of GETRO.
6. Governor and **Premier** official plaque unveiling and inauguration of GF Securities Canadian Head office.
7. Signing of BC MIT-China Council for the Promotion of International Trade (CCPIT) MOU by **Minister Wat** and President Chen. Witnessed by Premier and Governor
8. Signing of Agreement by Representatives of Guangzhou Gas and Pacific Oil & Gas.
9. Closing by Director of Ceremonies

11:15 – **Premier** departs

11:30 – Meeting between the LG and the Governor

12:00 – Luncheon hosted by LG. **MTW to give brief 2 min remarks**

13:30 – B.C. business roundtable hosted by **MTW – introductory remarks required**

15:00 – Tour of Burrard Inlet

GOVERNMENT OF BRITISH COLUMBIA FUNDING / PARTNER FUNDING (IF APPLICABLE):

- N/A

WHO'S ORGANIZING?

- MIT, IGRS

STRATEGIC CONSIDERATIONS

- The opening of a Guangdong trade office in B.C. sends a strong message to Asian investors that B.C. is an ideal location to invest and to enter the Canadian market. The opening of this office, along with the new foreign presence of the GF Securities head office, aligns with the B.C. government's goal to attract more foreign head offices to B.C.
- The agreements signed on this visit also reconfirm B.C.'s strong economic and cultural relationship with Guangdong Province, which has existed over two decades and is the strongest economic tie B.C. has with any Chinese jurisdiction.

VENUE DESCRIPTION

- The media event is taking place in Pacific Rim #1 room at the Pan Pacific Hotel.
- There will be a backdrop – (IGRS, can you provide brief details about what the backdrop will look like?)
- Consecutive interpretation will take place.

EVENT PARTICIPANTS (SPEAKERS)

- Lieutenant Governor Judith Guichon
- Premier Clark
- Minister Teresa Wat
- Governor Zhu Xiaodan

KEY VALIDATORS & STAKEHOLDERS

- Weldon Epp, Consul General of Canada in Guangzhou
- Liu Fei, Consul General of China in Vancouver
- Li Feng, Secretary-General of the People's Government of Guangdong
- Fu Lang, Director-general of Guangdong Foreign Affairs Office
- Lai Tiansheng, director-general of Guangdong Commission of Economy and Information Technology
- Zeng Zhiqun, director-general of Guangdong Department of Finance
- Wu Yali, Interpreter, Guangdong Foreign Affairs Office
- Guangdong Foreign Affairs working group
- Guangdong Policy Research group
- Guangzhou Gas
- Pacific Oil and Gas
- GF Securities

TARGET AUDIENCE

- Business community, oil and gas sector, financial outlets, businesses and organizations

VISUAL MESSAGE(S)

DESIRED PICTURE (STILL)

- Premier Clark and Governor Zhu signing action plan

DESIRED PICTURE (VIDEO)

- Premier Clark and Governor Zhu cutting ribbon on GETRO.

ACTUAL SPEAKING BACKDROP

- IGRS – could you please help provide details?

WRITTEN MESSAGE(S)

DESIRED SOUNDBITE / KEY NEWS RELEASE SOUNDBITE

"This new trade office in Vancouver is another milestone in the rich 150-year history between B.C. and Guangdong. Our province has many competitive advantages and we share many strong economic and trade ties with Guangdong. This new office signifies international investment confidence in B.C. and will help build our relationship with Guangdong as we move forward."

KEY MESSAGES

- B.C. values its strong sister-province relationship with Guangdong, which is celebrating its 20th anniversary in 2015.
- Guangdong is locating its first Canadian trade office in B.C. because of our proximity to Asia, our strong financial standing and our many business opportunities.
- The new trade office will help support inbound and outbound trade and investment missions to B.C. and Guangdong, and will promote cooperation with Guangdong Province in various sectors.

MEDIA PLAN

PLANNING

Photographer booked

Validators will be in attendance

Media advisory to be issued the day before the event (Sept 24)

News release will be issued the morning of Sept. 25 (approx. 10am)

STRATEGY

Media are being invited to attend the signing media event.

PROMOTING THE EVENT

Media Advisory

- A media advisory will be issued to Lower Mainland media, ethnic media, majors, and business outlets.
- Call-arounds will be done for Chinese media outlets to confirm their attendance

Media to contact:

- Ming Pao, Sing Tao, World Journal, Omni
- Majors, incl. TV – Global, CTV, CBC.

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-

Speaking Notes

for

The Hon. Teresa Wat
Minister of International Trade

Guangdong Media Event – Premier’s Introduction

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:

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- 1042 Remarks by **Governor**
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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

Introduction:

- Thank you, Doug for the introduction
- And thank you Governor Zhu, Consul General Liu Fei and other dignitaries for joining us today...
- ...for this significant event and official visit that furthers the important partnership between B.C. and Guangdong.
- In 2011, Premier Christy Clark visited Guangdong and met with Governor Zhu for the first time....
- ...to build ties and strengthen our sister-province relationship.
- So it is an honour to welcome you to our province as we look forward to celebrating the 20th anniversary of our sister-province relationship next year.
- And now, it is my honour and pleasure to introduce to you the Premier of British Columbia, the Honourable Christy Clark.



**(SIGNING
/MEDIA
EVENT)
ROLL-OUT
Version 3.86**



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

Event Date: September 25, 2014

Guangdong Contact: Ms. WU Yali, Tel: S16, S22 China)

Accompanied by:

Contact Information

Official delegation:

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

Ms. WU Yali
Cell:

S22
Email: S16, S22

Tel Numbers during
Vancouver visit:

Guangdong Foreign Affairs Working Group

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

Ms. MA Yue
Cell:

S16, S22

Ms. WU Yali
Cell:

S16, S22

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

Thursday, September 25th – Vancouver

1030 **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:

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 4

- 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 Program rollout:

- **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 • DOC invites Minister Wat to introduce the Hon. Christy Clark, Premier of BC.

1033 • **Minister Wat** introduces the Premier and invites Premier to say a few words.

1034 • Remarks by **Premier**
 • Premier remains standing
 • DOC thanks the Premier

1040 • DOC invites MLA Richard Lee to introduce the Governor.

1041 • **MLA Richard Lee** introduces the Governor and invites Governor to say a few words

1042 • Remarks by **Governor**
 • Governor remains standing
 • DOC thanks the Governor

1048 • DOC provides an overview of the Action Plan
“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”

1050 • 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 • DOC invites both Minister Wat and President Chen to sign the BC MIT-CCPIT MOU.

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- **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
- DOC provides an overview of the Confirmation Letter
“To confirm the potential LNG Offtake as celebrated by an MOU...”
 - 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
- 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
- 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.
 - **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.

- 1100
- DOC thanks all for attending and concludes the event

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Private time for Governor

Participants\Observers:

- Guangdong Delegation - Official, Working, Research and Journalists
- Mr. GUO Yuanqiang, Director General of Guangdong Department of Commerce
- Ms. LIU Fei, Consul General of China at Vancouver
- Mr. CHEN Qiuyan, President of Guangdong Committee of CCPIT

- MLA Richard Lee
- MLA Doug Ping
- Mr. Weldon Epp, Consul General of Canada in Guangzhou
- BC Chief of Protocol
- Ms. Cathy Yao, Managing Director, BC International Trade and Investment Office

- Photographers
- BC Media

Location: Cypress Room, Pan Pacific Hotel

Note: Consecutive interpretation

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