



## **OVERVIEW, MISSION TO SEAFOOD EXPO NORTH AMERICA**

**BOSTON, USA; MARCH 16 – MARCH 19, 2019**

### **Event:**

Seafood Expo North America (SENA) is the leading trade event for seafood processors on the continent. Last year, over 22,600 people from 120 countries attended, which included buyers from every market category including retail, restaurant, catering, foodservice and processing.

Twenty-five B.C. associations and companies will participate in SENA this year, with two associations and sixteen seafood companies exhibiting in the B.C. booth. The B.C. booth is organized by the Ministry of Jobs, Trade and Technology with funding coming from the Canadian Agricultural Partnership through a MOU with the Ministry of Agriculture. Sales generated at the B.C. booth are typically in the millions of dollars as the US is B.C.'s number one priority market for seafood and agrifood sales. As seafood is one of the most traded commodities in the world, tradeshow are critical to the success of the B.C. industry, particularly because we export the majority of our seafood.

Attendance at SENA is also a priority for Provincial counterparts who use the opportunity to show support for the industry, discuss critical issues and meet with their federal counterpart to reiterate their positions. The Premier of Nova Scotia plus Ministers from Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland/Labrador have confirmed their participation. The Honourable Jonathan Wilkinson, Minister of Fisheries and Oceans Canada is also expected to attend.

### **Travellers:**

- Minister Lana Popham and Minister's MA;
- Ministry of Agriculture Deputy Minister and staff



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### **Travel Destination(s) and Dates:**

*Leave Victoria, BC on March 16, 2019; Depart Boston March 19, 2019*

### **Goals/Objective(s) of Travel:**

#### ***Which Government mandate letter elements are supported?***

- The Minister's Mandate Letter emphasizes she "...work with local producers to expand market access in the rest of Canada and abroad." The United States is B.C.'s largest trading partner and a priority export market for B.C. agrifood and seafood companies. Attendance by Minister Popham shows support for the two associations and twenty-three small, medium and large B.C. finfish, shellfish and aquaculture companies attending the show.

### **Associated Opportunities:**

Mission will build on AGRI and cross-government initiatives as follows:

- Attendance will allow Minister to reinforce B.C.'s key priorities for finfish, shellfish and aquaculture to her provincial counterparts and the federal Minister of Fisheries and Oceans.
- Establish senior level in-market relationships that could facilitate future trade.

### **Estimated Costs (Minister and AGRI staff):**

Airfare (international and in-market):	\$ 7,200
Ground Transportation:	\$ 800
Hotel and Meals:	\$ 10,000
Contracted Services (meeting rooms, etc.):	\$ 1,700
Other (e.g. phone plans, etc.):	\$ 300
<b>Total:</b>	<b><u>\$ 20,000</u></b>

### **Support Requested From IGRS and/or JTT:**

IGRS and JTT are both aware of the proposed mission and have offered assistance and coordination where possible.





## **OVERVIEW, MISSION TO SEAFOOD EXPO NORTH AMERICA**

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### **Ministry Contact Name & Contact Details**

Solveig McLaren, Senior Marketing Consultant  
Market Development Unit  
Innovation and Industry Adaptation Branch  
Ministry of Agriculture  
Ph. 778 698-5445  
Cell: 250 896-9122

### **B.C. Associations and Companies Attending SENA**

#### **In the BC Booth (#1451):**

##### **Associations (sharing a podium):**

1. Underwater Harvesters Association – Katie Lindsay
2. Pacific Urchin Harvesters Association – Geoff Krause

##### **Seafood Companies:**

3. Pacific Rim Shellfish Corp – Chelsea Sang
4. North Delta Seafoods Ltd. – Lynn Normoyle
5. Calkins and Burke Ltd. – Fraser Rieche
6. Humble & Frank Foods – Megan Du Preez
7. French Creek Seafood Ltd. – Brad McLean
8. White Box Food Co. Ltd – Rob Moore
9. Canadian Fishing Company – Dar Brinham
10. SeaAgra Seafood Brokerage – Robert Shaw
11. Aqualine Seafoods Ltd. – Alena Krasko
12. Walcan Seafood Ltd. – Grant McNeil
13. Arbutus Cove Enterprises Inc. – Steven Klees
14. Hub City Fisheries – Craig Fisztner
15. Ocean Wise Seafood Program – Claire Li
16. West Coast Smokin' Oysters – Suzanne MacDonald-Simcox
17. Grand Hale Marine Products Co. Ltd – John Nishidate
18. Blundell Seafoods Ltd. – Rob Kaleks



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### **In Their Own Booth:**

#### **Seafood Sales:**

- 19. Azuma Foods (Canada) Co., Ltd., Richmond – Booth #321
- 20. Cermaq Group, Campbell River - #2933
- 21. Ocean Quality North America, Burnaby –# 3305
- 22. Pacific Salmon Industries Inc., Surrey – #3343

#### **Processing Equipment Sales:**

- 23. FPS Food Process Solutions, Richmond – #1284
- 24. Unifiller Systems Inc., Delta – #1480

#### **Walking the Show:**

- 25. Stellar Bay Shellfish – Julia Gillis

### **Draft Itinerary:**

Saturday, March 16 – Travel		
Time	Event	Location
AM	Travel to Boston, arrive late afternoon	N/A
PM	Check-In Hyatt Regency Cambridge (accommodation tentatively arranged)	575 Memorial Dr., Cambridge 02139-4896 T:1-617-492-1234
18:30-21:30	Newfoundland/Labrador reception; Minister Gerry Byrne, Department of Fisheries and Land Resources to host	Hilton Boston Back Bay
Sunday, March 17 – Day one of SENA		
Time	Event	Location
10:15-10:45	Pavilion Opening Ceremonies and tour (with Ministers and other officials – DFO Minister to attend, TBC)	Boston Convention and Exhibition Centre (BCEC)
TBC	Meet with Honourable Jonathan Wilkinson, Minister of Fisheries and Oceans Canada	BCEC
11:00–14:00	Meet with Provincial colleagues Meet with 2 associations and 17 companies in B.C. booth	BCEC – B.C. booth in CA pavilion
14:00–16:00	Federal government reception – the Honourable Jonathan Wilkinson	BCEC – Canada



## OVERVIEW, MISSION TO SEAFOOD EXPO NORTH AMERICA

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	to host	Pavilion
17:30–19:30	FYI - Nova Scotia Reception; Premier Stephen McNeil to host	Odyssey Boat, Seaport Hotel
18:00-20:00	FYI – Quebec Reception	Seaport Hotel
18:30-20:30	FYI – New Brunswick Reception	Westin Copley Place
18:00-21:00	B.C. Buyer's Dinner; Minister Wilkinson invited; Minister Popham to host	Post 390 Restaurant
<b>Monday, March 18 – Day two of SENA</b>		
<b>Time</b>	<b>Event</b>	<b>Location</b>
10:15-10:45	In-market Trade Investment Representative briefing for Minister	B.C. booth
10:45-16:00	Meet with Provincial counterparts Meet with B.C. companies and Canadian associations not in B.C. booth Cooking demonstration with B.C.'s chef, Nathan Fong	TBD BCEC B.C. booth
17:00-19:00	Seafax/Export Development Canada Reception	Westin Waterfront
<b>Tuesday, March 19 – Travel to Victoria</b>		
<b>Time</b>	<b>Event</b>	<b>Location</b>
AM	Leave for Victoria; arrive early evening	N/A

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- G. EXPENDITURE TRACKING SHEETS

## MEETING AND SPEAKING NOTES

- H. **MEETING:** BRIAN YIP, FANNY BAY OYSTERS; AND, JOHN WATSON, COMOX VALLEY ECONOMIC DEVELOPMENT SOCIETY  
TOPICS: – BC SEAFOOD FESTIVAL, COMOX;  
CADMIUM LEVELS IN SHELLFISH AND THE EU RESTRICTIONS
- I. **MEETING:** PROVINCIAL MINISTER'S ROUNDTABLE DISCUSSION  
TOPIC: INNOVATION IN THE SEAFOOD SECTOR
- J. **SPEAKING:** WELCOME REMARKS AT BC BUYER'S DINNER  
TOPIC: BC'S COMPETITIVE ADVANTAGES
- K. **MEETING:** MARILYN WRIGHT AND CHRIS KING, MINISTRY OF JOBS, TRADE AND TECHNOLOGY'S TRADE AND INVESTMENT REPRESENTATIVES (TIRS) IN THE US  
TOPIC: THE WORK BY TIRS IN THE US TO FURTHER SALES OF BC AGRIFOOD AND SEAFOOD INTO THE US MARKET
- L. **MEETING:** SEAN CASEY, PARLIAMENTARY SECRETARY, DFO  
TOPICS: AQUACULTURE, PACIFIC SALMON & STEELHEAD, BC SALMON RESTORATION AND INNOVATION FUND

## BACKGROUND INFORMATION

- M. KEY MESSAGES
- N. BC SEAFOOD SECTOR AND MARKET OVERVIEW  
BC SEAFOOD INTERNATIONAL MARKETS OVERVIEW
- O. SALMON AQUACULTURE IN BC  
SHELLFISH AQUACULTURE IN BC
- P. CCFAM MEETING NOTES FOR REFERENCE
- Q. SEAFAX/EXPORT DEVELOPMENT CANADA (EDC) COMPANY OVERVIEWS
- R. BC SEAFOOD INFORMATION SHEETS

# ADMINISTRATION

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## ITINERARY, MISSION TO SEAFOOD EXPO NORTH AMERICA

**BOSTON, USA; MARCH 16 – MARCH 19, 2019**

Saturday, March 16 – Travel/Pre-Show Events			
Time	Event/Activity	Location	Details
AM	Travel to Boston	Logan International Airport	<b>Transportation to Hotel:</b> Upon arrival at the airport (at approximately 4:30pm), take a taxi to the hotel (approx. 20 minutes).
PM	Check-In at the Hyatt	Hyatt Regency Cambridge <u>575 Memorial Dr., Cambridge</u> T:1-617-492-1234	<b>Reservation #s:</b> <ul style="list-style-type: none"> <li>• MLP – 24401025</li> <li>• Wes Shoemaker – 24400738</li> <li>• Jessica Smith – 24401480</li> </ul>
18:00	Travel from Hotel to Hilton Boston Back Bay	Hilton Boston Back Bay <u>40 Dalton St, Boston</u>	<b>Transportation to Reception:</b> MLP/Wes/Jessica to meet Solveig/Andrea in the lobby at 6:00pm. Solveig will order a taxi to take everyone to the Hilton hotel for the reception.
18:30-21:30	Attend Newfoundland and Labrador Reception, hosted by Minister Gerry Byrne, Department of Fisheries and Land Resources	Hilton Boston Back Bay <u>40 Dalton St, Boston</u>	<b>MLP/DM Role:</b> Show support for the Canadian seafood brand internationally and create stronger linkages between BC and Atlantic Canada. MLP/DM have been invited as guests to attend this networking reception.
21:30	Travel from Hilton Boston Back Bay to Hotel	Hyatt Regency Cambridge <u>575 Memorial Dr., Cambridge</u>	<b>Transportation to Hotel:</b> MLP/Wes/Jessica/Solveig/Andrea to take taxi from Post 390 Restaurant back to hotel (approx. 30 minutes) at the end of the reception.

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## ITINERARY, MISSION TO SEAFOOD EXPO NORTH AMERICA

**BOSTON, USA; MARCH 16 – MARCH 19, 2019**

Sunday, March 17 – Day One of SENA			
Time	Event/Activity	Location	Details
9:30	Travel from Hotel to Tradeshow	Boston Convention and Exhibition Centre (BCEC) <u>415 Summer St, Boston</u>	<b>Transportation to Reception:</b> MLP/Wes/Jessica to meet Solveig/Andrea in the lobby at 9:30am. Solveig will order a taxi through hotel to take everyone to the BCEC (approx. 30 minutes).
10:15-10:45	Attend Canada Pavilion Opening Ceremonies and Tour (with provincial and federal colleagues), led by <u>David Alward</u> , Consul General of Canada in Boston	BCEC – CDN Pavilion	<b>MLP/DM Role:</b> Meet with FPT colleagues and show support for a collaborative “Canada Brand” approach to marketing seafood internationally.
11:00–11:45	Meet with BC Booth Exhibitors	BCEC – BC booth (#1451)	<b>MLP/DM Role:</b> Show support for BC seafood by exports meeting with BC exhibitors to learn more about how they market products internationally at seafood tradeshows.
11:45-12:00	Meet with Brian Yip, Fanny Bay Oysters, and John Watson, Comox Valley Economic Development Society	BCEC – BC booth (#1451)	<b>MLP/DM Role:</b> Discuss international market access issues for BC oysters and receive an update on the BC Seafood Festival.
14:30–15:00	Attend Canadian Seafood Reception, hosted by <u>Sean Casey</u> , DFO’s Parliamentary Secretary to host	BCEC – DFO Booth #1246	<b>MLP/DM Role:</b> Show support for the Canadian seafood brand internationally; network with Canadian seafood exhibitors and foreign delegates; and, promote BC seafood to international buyers. MLP/DM have been invited as guests to attend this networking reception.
15:00–16:00	Participate in FPT Roundtable Discussion on Innovation in the Seafood Sector	BCEC – Room 104C	<b>MLP/DM Role:</b> Meet with FPT colleagues to discuss innovation in the seafood sector.

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# ITINERARY, MISSION TO SEAFOOD EXPO NORTH AMERICA

**BOSTON, USA; MARCH 16 – MARCH 19, 2019**

Sunday, March 17 – Day One of SENA (continued)			
Time	Event/Activity	Location	Details
16:00	Travel from Tradeshow to Hotel	BCEC <u>415 Summer St. Boston</u>	<b>Transportation to Hotel:</b> MLP/Wes/Jessica/Solveig/Andrea to take taxi from tradeshow back to hotel (approx. 30 minutes) to change for dinner.
17:30	Travel from Hotel to Post 390 Restaurant	Post 390 Restaurant, <u>406 Stuart St. Boston</u>	<b>Transportation to Dinner:</b> MLP/Wes/Jessica/Solveig/Andrea to meet in the lobby at 5:30pm. Solveig will order a taxi through hotel to take everyone to the Post 390 Restaurant (approx. 30 minutes).
18:00-21:00	Host BC Buyers Dinner	Post 390 Restaurant, <u>406 Stuart St. Boston</u>	<p><b>MLP/DM Role:</b> MLP is the host of this dinner and will make remarks to participants at the start of the event. Following opening remarks, MLP/DM should focus on meeting each participant to better understand BC's priority export markets and the associated challenges/opportunities facing BC seafood exporters in the year(s) ahead.</p> <p><b>Event Details:</b> 42 people to attend, split into tables of 6-7. The following participants will be at the Minister's table: Bryan Yip, Fanny Bay Oysters; John Watson, Comox Economic Development Society; Craig Fisztner, Hub City Fisheries; Chelsea Sang, Pacific Rim Shellfish; Marilyn Wright, BC's Trade and Investment Representative based in California (note: Marilyn is the co-organizer of the BC presence at SENA, and is the primary contact in the United States for BC exporters targeting this market).</p>
21:00	Travel from Post 390 Restaurant to Hotel	Hyatt Regency Cambridge <u>575 Memorial Dr., Cambridge</u>	<b>Transportation to Hotel:</b> MLP/Wes/Jessica/Solveig/Andrea to take taxi from Post 390 Restaurant back to hotel (approx. 30 minutes) after dinner is finished.
17:30-19:30	FYI – Reception: Nova Scotia Premier Stephen McNeil to host with Minister Keith Colwell	Odyssey Boat, Seaport Hotel, 1 Seaport Ln, Boston	Reception information included for information purposes only. MLP will not attend these receptions as the timing conflicts with the BC Buyers Dinner.
18:30-20:30	FYI – Reception: New Brunswick Premier Blaine Higgs to host with Minister Ross Wetmore and DM	Westin Copley Place, 10 Huntington Avenue, Boston	

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## ITINERARY, MISSION TO SEAFOOD EXPO NORTH AMERICA

**BOSTON, USA; MARCH 16 – MARCH 19, 2019**

Monday, March 18 – Day Two of SENA			
Time	Event/Activity	Location	Details
9:30	<b>Travel from Hotel to Tradeshow</b>	Boston Convention and Exhibition Centre (BCEC) <u>415 Summer St.</u> <u>Boston</u>	<b>Transportation to Reception:</b> MLP/Wes/Jessica to meet Solveig/Andrea in the lobby at 9:30am. Solveig will order a taxi through hotel to take everyone to the BCEC (approx. 30 minutes).
10:15-10:45	<b>Receive US Market Briefing</b> from Marilyn Wright, the BC Trade Investment Representative based in California, and Chris King, the BC Trade and Investment Representative based in Boston	BCEC – BC booth (#1451) in CDN Pavilion	<b>MLP/DM Role:</b> Receive an update on the US market from BC's Trade and Investment Representatives to gain a better understanding of the challenges/opportunities facing BC seafood exporters in the year(s) ahead.
10:45-11:45	<b>Meet with BC/Canadian Exhibitors Not in BC Booth</b>	BCEC (see attached floor map for specific booth locations)	<b>MLP/DM Role:</b> Show support for BC seafood exports by meeting with BC/Canadian seafood companies and associations located outside of the BC booth to learn more about how they market products internationally at seafood tradeshows.
13:00-13:30	<b>Meet with <u>Sean Casey</u>, Parliamentary Secretary, Fisheries and Oceans Canada and the Canada Coast Guard</b>	BCEC DFO Meeting room 207 (see attached floor map for meeting room location)	<b>MLP/DM Role:</b> Show support for a collaborative "Canada Brand" approach to marketing seafood internationally and raise/discuss issues impacting BC's seafood industry.  <b>Participation:</b> restricted to MLP/DM only.
14:30-15:15	<b>Participate in Cooking Demonstration</b> with BC's Chef, Nathan Fong	BCEC – BC booth (#1451) in CDN Pavilion	<b>MLP/DM Role:</b> Participate in cooking demonstration by assisting Chef Fong, where appropriate, to prepare ceviche from BC ingredients and promote BC seafood products to international media, buyers and delegates.

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**BOSTON, USA; MARCH 16 – MARCH 19, 2019**

Monday, March 18 – Day Two of SENA			
Time	Event/Activity	Location	Details
15.30-17:00	Attend Comox Valley Economic Development / Air Canada Cargo Reception, hosted by John Watson (CVED)	BCEC – BC booth (#1451) in CDN Pavilion	<b>MLP/DM Role:</b> Promote the expansion of BC seafood exports and express appreciation for the support Air Canada provides to help maintain the quality of BC seafood shipped internationally; network with B.C. seafood exhibitors and foreign delegates; and, promote BC seafood to international buyers. MLP/DM have been invited as guests to attend this networking reception.
17:00	Travel from Tradeshow to Westin Waterfront Hotel	Westin Waterfront 425 Summer St, Boston	<b>Transportation to Seafax/EDC Reception:</b> MLP/Wes/Jessica/Solveig/Andrea to walk from tradeshow to Westin Waterfront Hotel (approx. 5 minutes)
17:00-18:30	Attend Seafax/Export Development Canada (EDC) Reception	Westin Waterfront 425 Summer St, Boston	<b>MLP/DM Role:</b> Show support for the Canadian seafood brand internationally; network with Canadian seafood exhibitors and foreign delegates; and, promote BC seafood to international buyers. MLP/DM have been invited as guests to attend this networking reception.
17:45	Travel from Westin Waterfront to Seaport Hotel	Seaport Hotel, Lighthouse Ballroom, 40 World Trade Center Avenue, Boston	<b>Transportation to Quebec Reception:</b> MLP/Wes/Jessica/Solveig/Andrea to take taxi from Westin Waterfront to Seaport Hotel (approximately 10 minutes).
18:00-20:00	Attend Quebec Reception hosted by Minister Andre Lamontagne	Seaport Hotel, Lighthouse Ballroom, 40 World Trade Center Avenue, Boston	<b>MLP/DM Role:</b> Show support for the Canadian seafood brand internationally; network with Canadian seafood exhibitors and foreign delegates; and, promote BC seafood to international buyers. MLP/DM have been invited as guests to attend this networking reception.
Tuesday, March 19 – Travel to Victoria			
Time	Event/Activity	Location	Details
AM	Travel from Boston to Victoria/Vancouver	Logan International Airport	<b>Transportation to Airport:</b> Take taxi from hotel to airport (approx. 20 minutes). Solveig and Andrea are departing early Tuesday morning.

# 2019 MINISTER MISSION TO BOSTON

## FLIGHT SCHEDULES

**MINISTER POPHAM:** AIR CANADA LOCATOR - PZLJP5

<u>Date</u>	<u>Flight #</u>	<u>From</u>	<u>Depart Time</u>	<u>Terminal</u>	<u>To</u>	<u>Arrival Time</u>	<u>Terminal</u>
Mar 14	AC8056	Victoria	8:20 am	N/A	Vancouver	8:50 am	M
	AC302	Vancouver	11:30 am	M	Montreal	7:04 pm	N/A
	AC8466	Montreal	8:00 pm	N/A	Boston	9:20 pm	B

N/A = Not Available

**JESSICA SMITH:** AIR CANADA LOCATOR - Q23V5R

<u>Date</u>	<u>Flight #</u>	<u>From</u>	<u>Depart Time</u>	<u>Terminal</u>	<u>To</u>	<u>Arrival Time</u>	<u>Terminal</u>
Mar 16	AC102	Vancouver	6:45 am	M	Toronto	2:12 pm	1
	AC526	Toronto	4:50 pm	1	Boston	6:21 pm	B
Mar 19	AC8461	Boston	3:25 pm	B	Montreal	4:44 pm	N/A
	AC0309	Montreal	6:55 pm	N/A	Vancouver	9:25 pm	Main

**WES SHOEMAKER:** AIR CANADA LOCATOR - QVT2MI

<u>Date</u>	<u>Flight #</u>	<u>From</u>	<u>Depart Time</u>	<u>Terminal</u>	<u>To</u>	<u>Arrival Time</u>	<u>Terminal</u>
Mar 16	AC1680	Victoria	6:15 am	N/A*	Toronto	1:35 pm	1
	AC7606	Toronto	2:55 pm	1	Boston	4:28 pm	B
Mar 19	AC8461	Boston	3:25 pm	B	Montreal	4:44 pm	N/A
	AC0309	Montreal	6:55 pm	N/A	Vancouver	9:25 pm	Main
	AC8087	Vancouver	11:00 pm	Main	Victoria	11:30 pm	N/A

**SOLVEIG MCLAREN:** AIR CANADA LOCATOR - LCNBP5  
ALASKA AIR LOCATOR - OMJCJO

**ANDREA HOERGER:** AIR CANADA LOCATOR - LCNBP5  
ALASKA AIR LOCATOR - CCQSKW

<u>Date</u>	<u>Flight #</u>	<u>From</u>	<u>Depart Time</u>	<u>Terminal</u>	<u>To</u>	<u>Arrival Time</u>	<u>Terminal</u>
Mar 16	AC1680	Victoria	6:15 am	N/A	Toronto	1:35 pm	1
	AC7606	Toronto	2:55 pm	1	Boston	4:28 pm	B
Mar 19	AS1737	Boston	7:00 am	C	Seattle	10:30 am	N/A
	AS2384	Seattle	11:40	N/A	Victoria	12:35	N/A

**Contact:** Solveig by text – 1-250-896-9122 (email does not always go through right away)

**Contact:** Corporate Traveller: Anna Berseneva; Account Manager; (604) 973-0442;  
anna.berseneva@corporatetraveller.ca

# 2019 MINISTER MISSION TO BOSTON

## HOTEL

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### Hyatt Regency Cambridge

Check-in/out: for Minister - March 14<sup>th</sup> to 19<sup>th</sup>; for others – March 16<sup>th</sup> to 19<sup>th</sup>

Address: 575 Memorial Dr. Cambridge, Massachusetts, 02139-4896

Tel: 1-617-492-1234

The fastest and most convenient way from the airport to the hotel is by taxi.

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### Reservation #s

	Reservation #	Arrival Date	Departure Date
Minister Popham	24401025	March 14	March 19
Jessica Smith	24401480	March 16	March 19
Wes Shoemaker	24400738	March 16	March 19
Solveig McLaren	24400455	March 16	March 19
Andrea Hoerger	24400653	March 16	March 19

Note: While areas of the hotel are under construction, all rooms are away from that area.

Contact: Solveig by text – 1-250-896-9122 (email does not always go through right away)

# 2019 MINISTER MISSION TO BOSTON

## SHOW INFORMATION

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### SHOW LOCATION:

Boston Convention and Exhibition Centre  
415 Summer St, Boston, Ma 02210

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### SHOW HOURS:

Sunday: 10:00am – 5:00pm  
Monday: 10:00am – 5:00pm  
Tuesday: 10:00am – 3:00pm

### SHOW BADGES:

- Confirmation sent to email addresses of attendees by show organizer.

### BC BOOTH LOCATION:

Booth # 1451 – see map

### OTHER BC BOOTHS:

#### Seafood Sales:

1. Azuma Foods (Canada) Co., Ltd., Richmond – Booth #321
2. Cermaq Group, Campbell River - #2933
3. Ocean Quality North America, Burnaby – # 3305
4. Pacific Salmon Industries Inc., Surrey – #3343

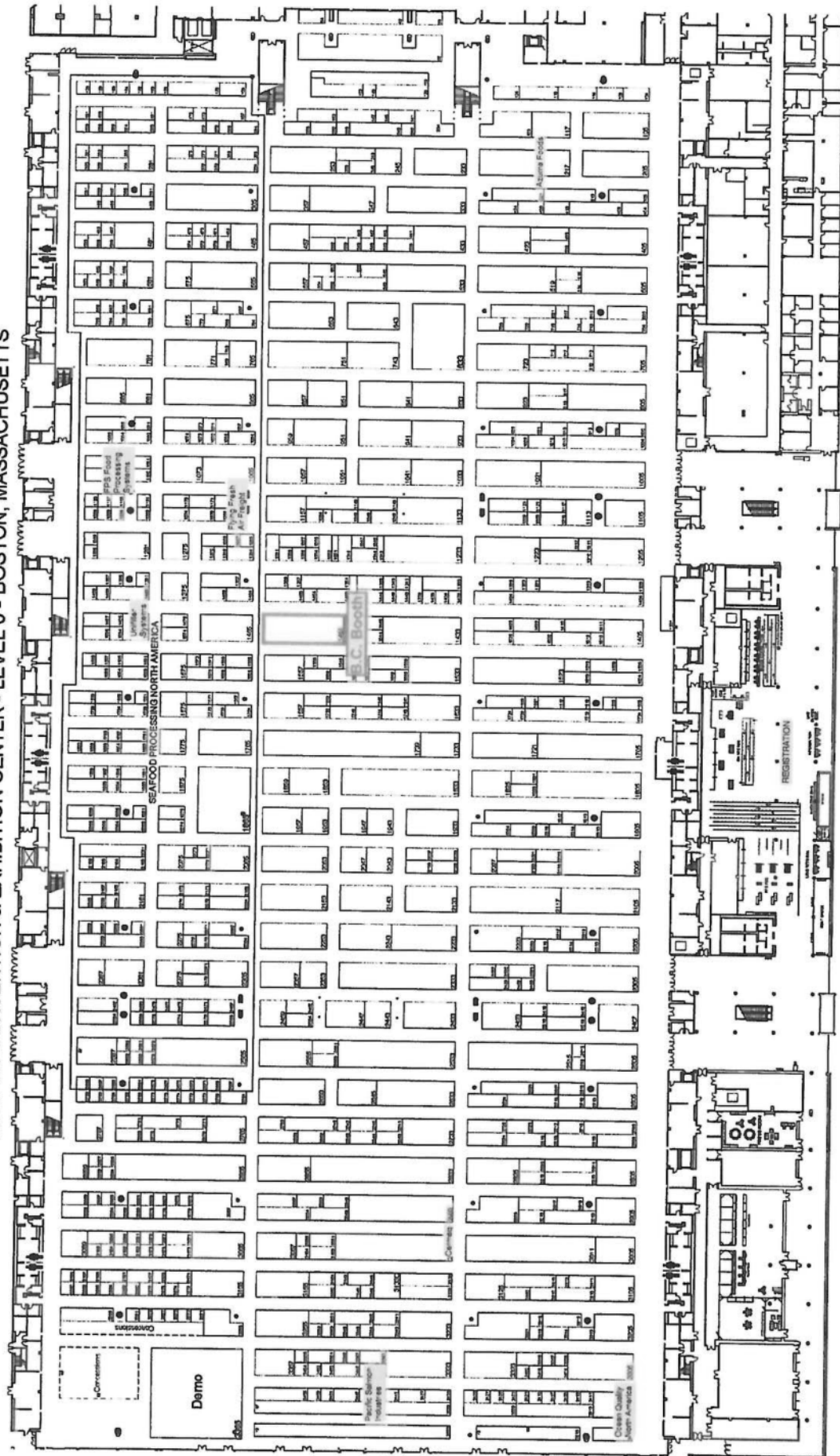
#### Processing Equipment Sales:

5. FPS Food Process Solutions, Richmond – #1284
6. Unifiller Systems Inc., Delta – #1480

# SEAFOOD EXPO NORTH AMERICA & SEAFOOD PROCESSING NORTH AMERICA

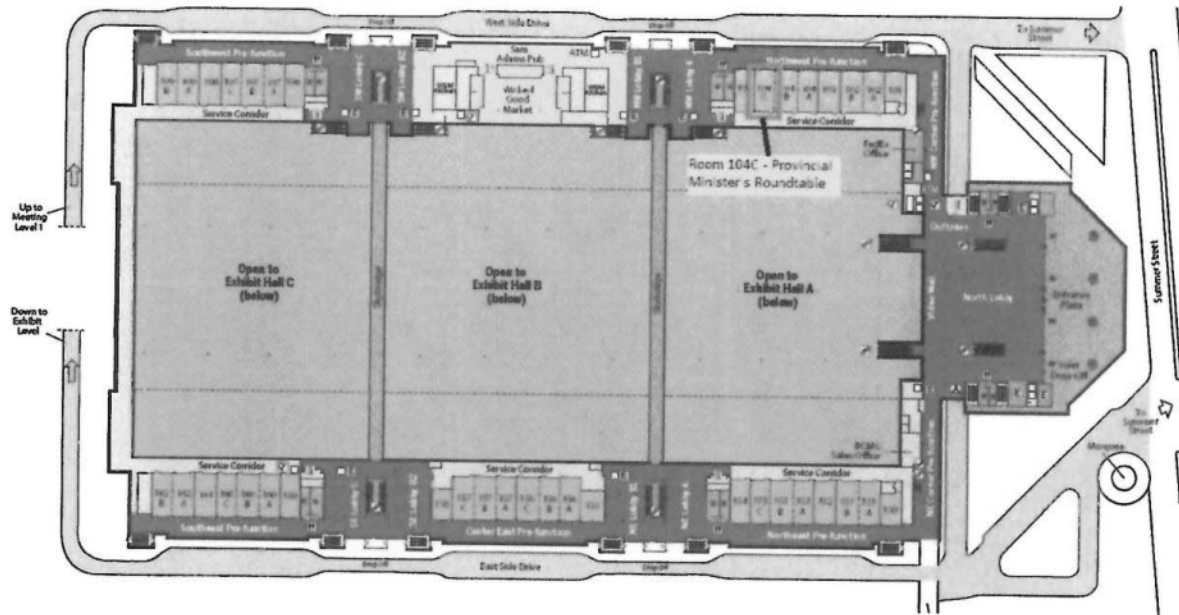
MARCH 17 - 19, 2019

BOSTON CONVENTION & EXHIBITION CENTER - LEVEL 0 - BOSTON, MASSACHUSETTS

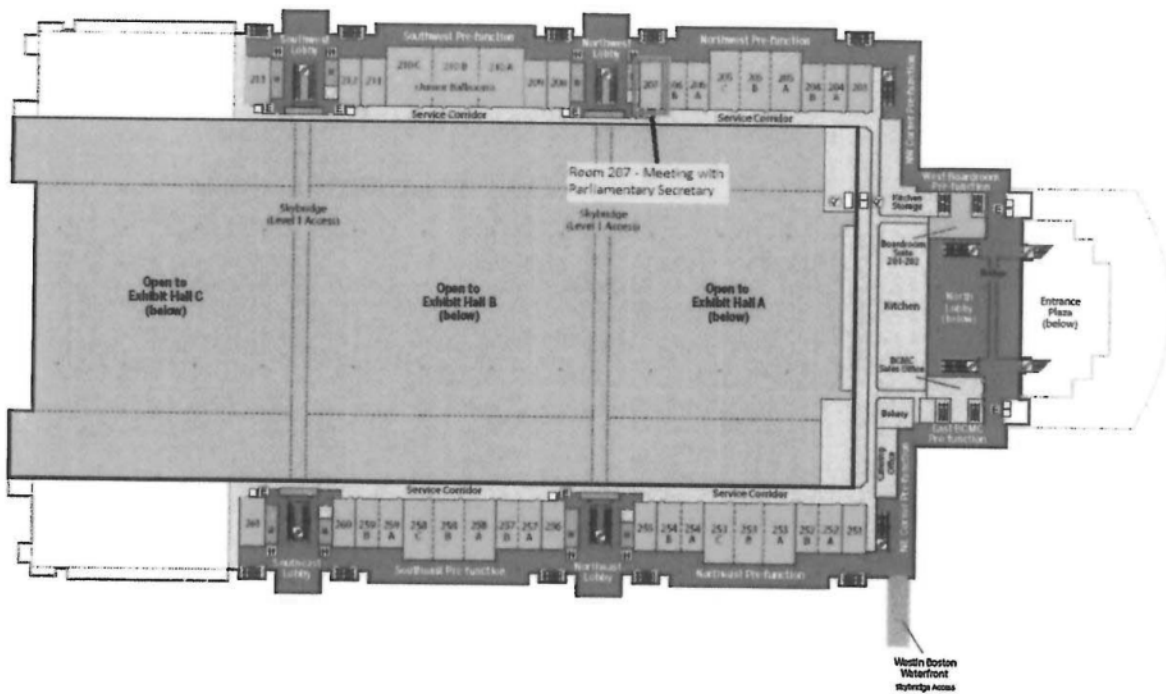




## Meeting Room 104C



## Meeting Room 207



# 2019 Seafood Expo North America

## Master Contact List

### GOVERNMENT

BC Government		Organization:	Email:	Cell Phone:
Hon. Lana Popham	Minister	BC Ministry of Agriculture	<a href="mailto:Lana.Popham@gov.bc.ca">Lana.Popham@gov.bc.ca</a>	250-387-1023
Jessica Smith	Ministerial Assistant	BC Ministry of Agriculture	<a href="mailto:Jessica.Smith@gov.bc.ca">Jessica.Smith@gov.bc.ca</a>	778-974-5916
Wes Shoemaker	Deputy Minister	BC Ministry of Agriculture	<a href="mailto:Wes.Shoemaker@gov.bc.ca">Wes.Shoemaker@gov.bc.ca</a>	250-356-1800
Solveig McLaren	Senior Marketing Consultant	BC Ministry of Agriculture	<a href="mailto:Solveig.McLaren@gov.bc.ca">Solveig.McLaren@gov.bc.ca</a>	250-896-9122
Andrea Hoerger	Marketing Consultant	BC Ministry of Agriculture	<a href="mailto:Andrea.Hoerger@gov.bc.ca">Andrea.Hoerger@gov.bc.ca</a>	778 584-1814
Adriana Carillo Valadez	Manager, Agrifoods	BC Ministry of Jobs, Trade and Technology	<a href="mailto:Adriana.Carillo@gov.bc.ca">Adriana.Carillo@gov.bc.ca</a>	604-671-1835
Marilyn Wright	Trade Investment Representative	BC Ministry of Jobs, Trade and Technology	<a href="mailto:MWright@britishcolumbia.ca">MWright@britishcolumbia.ca</a>	916-549-5111
Chris King	Trade Investment Representative	BC Ministry of Jobs, Trade and Technology	<a href="mailto:CKing@britishcolumbia.ca">CKing@britishcolumbia.ca</a>	617-515-8762
Nathan Fong	BC Chef	Contractor with JTT	<a href="mailto:Nathan@fongonfood.com">Nathan@fongonfood.com</a>	(604) 323-6054
Michel Chicoine	BC Sous Chef	Contractor with JTT	N/A	N/A

Federal Government		Organization:	Email:	Phone:
<a href="#">David Alward</a>	Consul General of Canada in Boston	Global Affairs Canada	N/A - See Dignitary Photo Guide on following page	
Sean Casey	Parliamentary Secretary	Department of Fisheries and Oceans Canada		
Sarah Allen	Policy Analyst, External Relations.	Department of Fisheries and Oceans Canada	<a href="mailto:Sarah.Allen@dfo-mpo.gc.ca">Sarah.Allen@dfo-mpo.gc.ca</a>	613-773-1625

Other Provincial Governments		Organization:	
Hon. Blaine Higgs	Premier	Province of New Brunswick	See Dignitary Photo Guide on following page
Hon. Ross Wetmore	Minister of Agriculture, Aquaculture and Fisheries	Province of New Brunswick	
Hon. Stephen McNeil	Premier	Province of Nova Scotia	
Hon. Keith Colwell	Minister of Agriculture, Fisheries and Aquaculture	Province of Nova Scotia	
Hon. Gerry Byrne	Minister of Fisheries & Land Resources	Province of Newfoundland/Labrador	
Ms. Rosalind Walsh	DM, Fisheries and Land Resources	Province of Newfoundland/Labrador	
Hon. Andre Lamontagne	Minister of Agriculture, Fisheries & Food	Province of Quebec	

## B.C. INDUSTRY DELEGATES

B.C. Industry Representatives:		Organization:	Representing	Email
James Austin	President	Underwater Harvesters Association	55 geoduck and horse clam license holders in managing and marketing the fishery.	<a href="mailto:jeaustin@shaw.ca">jeaustin@shaw.ca</a>
Maria Austin	Secretary			s.22
Katie Lindsay	Marketing Consultant			s.22
Michael Featherstone	President	Pacific Urchin Harvesters Association	Promoting practices and management of 110 red urchin and 49 green urchin licences.	<a href="mailto:mike@oceanmasterfood.com">mike@oceanmasterfood.com</a>
Geoff Krause	Executive Director			s.22
Lawrence Anderson	Member			<a href="mailto:lawrenceontour@yahoo.com">lawrenceontour@yahoo.com</a>
Christina Burrage	Executive Director	BC Seafood Alliance	Over 90% of commercially harvested seafood producers	s.22
John Watson	Executive Director	Comox Valley Economic Development Society	Acts as a catalyst for economic growth.	<a href="mailto:john@investcomoxvalley.com">john@investcomoxvalley.com</a>

B.C. Company Delegates in BC Booth:		Organization:	Products	Email
Mike Buston	Director	Aqualine Seafoods Ltd., Delta	Arrowtooth flounder, hake, pollock	<a href="mailto:mike@aqualineseafoods.com">mike@aqualineseafoods.com</a>
Alena Krasko	Export Sales			<a href="mailto:alena@aqualineseafoods.com">alena@aqualineseafoods.com</a>
Jesse Bray	Sales Manager			<a href="mailto:jesse@aqualineseafoods.com">jesse@aqualineseafoods.com</a>
Rutger Kooij	Sales Representative			<a href="mailto:rutger@aqualineseafoods.com">rutger@aqualineseafoods.com</a>
Steven Klees	Owner	Arbutus Cove Enterprises Inc., Victoria	Cod, Dungeness crab, halibut, Pacific Whiting, Pollock, rockfish, sablefish, salmon, shrimp, squid, tuna	<a href="mailto:steven@arbutuscove.com">steven@arbutuscove.com</a>
Kary Guo	Asian Account Manager			<a href="mailto:kary@arbutuscove.com">kary@arbutuscove.com</a>
Dan Parfitt	Account Manager			<a href="mailto:dan@arbutuscove.com">dan@arbutuscove.com</a>
Rob Kaleks	Purchaser/Sales Mgr	Blundell Seafoods Ltd., Richmond	Cod, Dungeness crab, halibut, Pacific Whiting, oysters, Pollock, rockfish, sablefish, salmon, shrimp, squid, tuna	<a href="mailto:rkaleks@blundellseafoods.com">rkaleks@blundellseafoods.com</a>
Gene Carpenter	Sales & Procurement			<a href="mailto:gcarpenter@blundellseafoods.com">gcarpenter@blundellseafoods.com</a>
Oliver Gong	Quality Systems Mgr.			<a href="mailto:ogong@blundellseafoods.com">ogong@blundellseafoods.com</a>
Blair Calkins	CEO	Calkins & Burke Ltd., Vancouver	Black cod, clams, Dungeness crab, Halibut, herring, mussels, oysters, pollock, Salmon, shrimp, squid, tuna	<a href="mailto:blair@calbur.com">blair@calbur.com</a>
Charna Jones	VP Fresh Sales			<a href="mailto:charna@calbur.com">charna@calbur.com</a>
Peter Wei	VP Frozen Sales			<a href="mailto:peter@calbur.com">peter@calbur.com</a>
Carl MacRae	Director			<a href="mailto:macrae@direct.ca">macrae@direct.ca</a>
Fraser Reiche	Special Projects			<a href="mailto:fraser@calbur.com">fraser@calbur.com</a>
Geoff Dyck	Fresh Sales Manager			<a href="mailto:geoff@calbur.com">geoff@calbur.com</a>
Dar Brinham	Sales Manager	Canadian Fishing Company (CANFISCO), Vancouver	Black cod, groundfish, hake, salmon,	<a href="mailto:Dar.brinham@canfisco.com">Dar.brinham@canfisco.com</a>
Albert Fujii	Sales Manager		Salmon products	<a href="mailto:Albert.fujii@canfisco.com">Albert.fujii@canfisco.com</a>
Brad McLean	President	French Creek Seafood, Parksville	Salmon, Albacore tuna, prawns	<a href="mailto:brad@frenchcreek.ca">brad@frenchcreek.ca</a>
David Ban	General Manager			s.22
Rui Ban	Deputy General Mgr.			s.22
Jeanne McLean	Secretary			<a href="mailto:yvb@shaw.ca">yvb@shaw.ca</a>
John Nishidate	General Manager	Grand Hale Marine Products Co., Ltd., Richmond	Salmon, herring, sea urchin, prawns, salmon roe	<a href="mailto:john@grandhale.com">john@grandhale.com</a>
Grace Cheung	Head of Production			<a href="mailto:grace@grandhale.com">grace@grandhale.com</a>

B.C. Company Delegates in BC Booth:		Organization:	Products	Email
Carl Daubet	Sales	Hub City Fisheries, Nanaimo	Wild salmon, black cod, ling cod.	<a href="mailto:carl@grandhale.com">carl@grandhale.com</a>
Craig Fisztner	Production and Sales Manager			<a href="mailto:vihaacpcon@hotmail.com">vihaacpcon@hotmail.com</a>
Roger Paquette	General Manager			<a href="mailto:roger@hubcityfisheries.ca">roger@hubcityfisheries.ca</a>
Megan Du Preez	Director	Humble & Frank Foods, Victoria	Rubs, sauces, marinades and fish batters.	<a href="mailto:meg@humbleandfrank.com">meg@humbleandfrank.com</a>
Brad Du Preez	Director of Operations			<a href="mailto:brad@humbleandfrank.com">brad@humbleandfrank.com</a>
Adrian Turchet	Director of Business Development			<a href="mailto:adrian@humbleandfrank.com">adrian@humbleandfrank.com</a>
Lynn Normoyle	Manager, Sales Logistics & Customer Relations	North Delta Seafoods Ltd., Delta	Albacore Tuna, Ikura, hake, herring, sea cucumber, Spot prawns, sole, sardines, Pacific salmon, sea urchin, Sablefish, Pollock, Dungeness Crab, Coldwater shrimp.	<a href="mailto:lynn@ndseafoods.com">lynn@ndseafoods.com</a>
Richard Jeffries	Sales North America			<a href="mailto:bigsplash@comcast.net">bigsplash@comcast.net</a>
Tania Leon	Ocean Wise Coordinator	Ocean Wise Seafood Program, Vancouver	Ocean Wise does not sell seafood. As a non-profit conservation program, their role at SENA 2019 will be educational. They aim to highlight and explain why Canadian seafood is sustainable, and how this is connected to high quality. They will also direct engaged people to the other expo booths within the BC Pavilion as examples of sustainable Canadian seafood e.g. salmon, sea urchin, geoduck, oysters, etc.	<a href="mailto:Tania.Leon@ocean.org">Tania.Leon@ocean.org</a>
Chelsea Sang	Business Development Manager	Pacific Rim Seafood Shellfish Co., (The Lobster Man), Vancouver	Dungeness Crab, Pacific oysters, Geoduck, Sea urchin, Manila clams, Black Cod	<a href="mailto:chelsea@pacrimshellfish.com">chelsea@pacrimshellfish.com</a>
Ed Sang	President			<a href="mailto:ed@lobsterman.com">ed@lobsterman.com</a>
Sally Zhang	Export Sales Coordinator			<a href="mailto:sales@pacrimshellfish.com">sales@pacrimshellfish.com</a>
Rob Shaw	Sales	Sea Agra Seafood Brokerage, Vancouver	Sablefish, Steelhead, Coho Salmon and Sockeye salmon	<a href="mailto:rob.seaagra@telus.net">rob.seaagra@telus.net</a>
Joe Collins	Sales			<a href="mailto:joe.seaagra@telus.net">joe.seaagra@telus.net</a>
Angus Hay	Sales			<a href="mailto:angus.seaagra@telus.net">angus.seaagra@telus.net</a>
Veronica Metcalf	Sales			<a href="mailto:veronica.seaagra@telus.net">veronica.seaagra@telus.net</a>
Katie Lindsay	Marketing Coordinator	Underwater Harvesters Association, Ladysmith	Geoduck	s.22
James Austin	President			<a href="mailto:jeaustin@shaw.ca">jeaustin@shaw.ca</a>

B.C. Company Delegates in BC Booth:		Organization:	Products	Email
Maria Austin	Director	Walcan Seafood Ltd, Heriot Bay	Johnstone Straits Salmon products	<a href="mailto:mjaustrin@shaw.ca">mjaustrin@shaw.ca</a>
Grant McNeil	Sales Manager			<a href="mailto:grant@seachangeseafoods.ca">grant@seachangeseafoods.ca</a>
Sheri Drover	Business Development Specialist			<a href="mailto:g.mcneil@walcan.com">g.mcneil@walcan.com</a>
Cam Pirie	President			<a href="mailto:c.pirie@walcan.com">c.pirie@walcan.com</a>
Suzanne MacDonald	Owner	West Coast Smokin' Oysters, Campbell River	Smoked oysters and herring in gourmet flavours.	<a href="mailto:buysmokedoysters@gmail.com">buysmokedoysters@gmail.com</a>
Rob Moore	Vice President	White Box Food Co. Ltd, Vancouver	Packaged Seafood products	<a href="mailto:rob.moore@whiteboxfood.com">rob.moore@whiteboxfood.com</a>
Rod McCarrell	President			<a href="mailto:Rod.mccarrell@whiteboxfood.com">Rod.mccarrell@whiteboxfood.com</a>

Walking the Show:		Organization:	Email
John Watson	Executive Director	Comox Valley Economic Development Society	<a href="mailto:john@investcomoxvalley.com">john@investcomoxvalley.com</a>
Julia Gillis	Sales & Marketing	Stellar Bay Shell Fish	<a href="mailto:stellarbaysales@gmail.com">stellarbaysales@gmail.com</a>
Sean Reid	Company President	Stellar Bay Shell Fish	<a href="mailto:sean@shellfish.ca">sean@shellfish.ca</a>
Christina Burrige	Executive Director	BC Seafood Alliance	<a href="mailto:cburridge@telus.net">cburridge@telus.net</a>
Brian Yip	General Manager	Fanny Bay	<a href="mailto:briany@fannybayoysters.com">briany@fannybayoysters.com</a>
Gordy McLellan Jr.	General Manager	Mac's Oysters	<a href="mailto:gordy@macsoysters.com">gordy@macsoysters.com</a>
Robert Parker	Vice President Sales & Marketing	Flying Fresh	<a href="mailto:rparker@flyingfresh.ca">rparker@flyingfresh.ca</a>
Rui Ban	Deputy General Manager	French Creek Seafood	s.22
Oliver Gong	Quality System Manager	Blundell Seafoods Ltd.	<a href="mailto:ogong@blundellseafoods.com">ogong@blundellseafoods.com</a>
Carolyn MacRae	Sales	Norden Food	<a href="mailto:carolynmacrae@look.ca">carolynmacrae@look.ca</a>
Sergey Samotaenkov	Sales	Coldfish Seafood Co. Inc.	<a href="mailto:sergey@coldfish.ca">sergey@coldfish.ca</a>
Zahir Akbanie	Sales	Coldfish Seafood Co. Inc.	<a href="mailto:zahir@coldfish.ca">zahir@coldfish.ca</a>

In Their Own Booth:	City/Town	Organization:	Booth#
Azuma Foods (Canada) Co., Ltd.,	Richmond	Food Processor	Booth #321
Cermaq Group	Campbell River	Salmon and Trout Farm	Booth #2933
Ocean Quality North America	Burnaby	Seafood Broker	Booth #3305
Pacific Salmon Industries Inc.	Surrey	Processor and Distributor of Wild Salmon Products	Booth #3343
FPS Food Process Solutions	Richmond	Industrial Equipment Supplier	Booth #1284
Unifiller Systems Inc.	Delta	Equipment Manufacturer	Booth #1480

***Photo Guide to attendees of the Seafood Expo North America in Boston, March 16th – 19th, 2019***

**CANADA**

***Mr. David Alward***  
*Consul General of Canada in Boston,  
United States*

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***Mr. Sean Casey***  
*Parliamentary Secretary to the  
Minister of Fisheries and Oceans  
and the Canadian Coast Guard*

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*Minister of Fisheries  
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***Ms. Rosalind Walsh***  
*Deputy Minister of Fisheries  
and Land Resources*

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*Minister of Agriculture,  
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***Ms. Cathy Larochelle***  
*Deputy Minister of Agriculture,  
Aquaculture & Fisheries (Acting)*

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***The Honourable André Lamontagne***  
*Minister of Agriculture,  
Fisheries & Food*

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# SENA 2019 B.C. Company Profiles

#	Company Details	Company Description	Products Showcasing
1	<b>Aqualine Seafoods Ltd.</b> <u>Type:</u> Manufacturer/Processor <u>Rep:</u> Alena Krasko (Export Sales) <u>Website:</u> <a href="http://www.aqualinenseafoods.com">www.aqualinenseafoods.com</a>	<p>Aqualine Seafoods Ltd. sells the fish caught by two related factory freezer trawlers operating on the west coast of Canada. Aqualine also sells fresh and frozen groundfish from other associated fishing vessels.</p>	<p>FAS (Frozen at Sea) HGT Hake, HGT Arrowtooth Flounder, H&amp;G, Hake (Whiting) fillets, Arrowtooth fillets, Pollock J-cut Blackcod (Sablefish).</p> <p>Salmon, roe, groundfish (rockfish, soles, lingcod, etc.).</p> <p>Plan to display Whiting fillets, Arrowtooth fillets, and Blackcod.</p>
2	<b>Arbutus Cove Enterprises Inc.</b> <u>Type:</u> Trading Company <u>Rep:</u> Steven Klees (Owner) <u>Website:</u> <a href="http://www.arbutuscove.net">www.arbutuscove.net</a>	<p>At Arbutus Cove, our focus is to be your most reliable source for fresh and frozen seafood, delivered to you from North America and around the world!</p>	<p>Wild salmon - all species, dungeness crab, halibut, cod, Pollock, ground fish, cold water shrimp.</p>
3	<b>Blundell Seafoods Ltd.</b> <u>Type:</u> Manufacturer/Processor <u>Rep:</u> Rob Kaleks (Purchaser/Sales Manager) <u>Website:</u> <a href="http://www.blundellseafoods.com">www.blundellseafoods.com</a>	<p>Blundell Seafoods is the largest independent seafood supplier in Western Canada and Canada's largest salmon processor.</p> <p>We are passionate about providing our customers with the best quality fresh and frozen local and exotic fish and seafood and the best service with honesty and integrity.</p> <p>Our customers include local, national and international wholesalers, retailers, distributors, food processors, food service providers, restaurants and hotels.</p>	<p>Lois Lake Steelhead, Groundfish, Shellfish, Sockeye.</p>



#	Company Details	Company Description	Products Showcasing
4	<p><b>Calkins and Burke Ltd.</b></p> <p><u>Type:</u> Manufacturer/Processor</p> <p><u>Rep:</u> Fraser Rieche (Special Projects)</p> <p><u>Website:</u> <a href="http://www.calbur.com">www.calbur.com</a></p>	<p>We are a manufacturer and exporter of value added seafood products. We have 4 wholly owned processing facilities in BC and are in the process of building a 5th new and modern facility.</p> <p>We service large retail and food service accounts with value added salmon, halibut, black cod, herring and more. We have been in business for over 100 years.</p>	<p>Fresh BC Seafood - all species</p> <p>Frozen BC Seafood - Salmon, Halibut, Black Cod, Caviar, Herring, Crab</p> <p>Canned BC Seafood</p>
5	<p><b>Canadian Fishing Company</b></p> <p><u>Type:</u> Manufacturer/Processor</p> <p><u>Rep:</u> Dar Brinham (Sales Manager)</p> <p><u>Website:</u> <a href="http://www.canfisco.com">www.canfisco.com</a></p>	<p>Canadian Fishing Company (Canfisco) is a fully-integrated fishery products organization based in Vancouver, British Columbia, with offices and facilities spanning the West Coast of North America. Along with our American affiliates, Alaska General Seafoods (AGS) and Leader Creek Fisheries, we have harvested, processed, and marketed premium, sustainable wild seafood, including salmon, herring, blackcod, hake, and halibut from the Pacific waters of British Columbia and Alaska, supplying high quality products to its customers throughout the world.</p> <p>The largest packer of canned salmon in Canada, We supply Canadian grocery markets with Gold Seal and Oceans, premium national brands for our line of canned salmon. All Canfisco canneries are Kosher certified. Canfisco also markets a range of fresh, frozen and value added salmon products under several private label brands. As a leader in the wild salmon industry, we land, process and sell in excess of 45 million pounds of salmon each year.</p>	<p>Wild Salmon, Groundfish, Hake and smoked salmon.</p>

#	Company Details	Company Description	Products Showcasing
6	<b>French Creek Seafood Ltd.</b> <u>Type:</u> Manufacturer/Processor <u>Rep:</u> Brad McLean (President) <u>Website:</u> <a href="http://www.frenchcreek.ca">www.frenchcreek.ca</a>	<p>French Creek Seafood Ltd. (French Creek) is a family-owned business that proudly exports fresh, sustainable B.C. seafood products around the world. Main markets are China, Japan, USA, and Europe. Programs such as Hazard Analysis and Critical Control Points (HACCP) and Quality Management Program (QMP) are in place at their facility to ensure product safety.</p> <p>Operating out of French Creek Marina in Parksville, this company was first established in 1991 by a family of commercial fishermen. Known as a "hands on" company, French Creek takes pride in applying their years of knowledge to guarantee the high quality of their seafood products.</p>	Wild Salmon (Chum, sockeye, pinks), Albacore tuna, Spot Prawns, Ikura, halibut, black cod.
7	<b>Grand Hale Marine Products Co., Ltd.</b> <u>Type:</u> Manufacturer/Processor <u>Rep:</u> John Nishidate (General Manager) <u>Website:</u> <a href="http://www.grandhale.com">www.grandhale.com</a>	Family owned and operated Seafood processing and export company. Specializing in fresh and frozen seafood, value added and smoked product. Buying fish directly from independent BC fishermen. Started in the early 90's e have grown to supply markets in Japan, Asia, Europe and North America. Processor and exporter of Wild BC salmon, Sea urchin roe, herring roe, Sea cucumber, Salmon roe. Product forms include HG, fillet and portions, fresh and frozen, and smoked salmon products.	Wild BC salmon, BC herring roe, and Sea urchin.
8	<b>Hub City Fisheries</b> <u>Type:</u> Manufacturer/Processor <u>Rep:</u> Craig Fisztner (Production and Sales Manager) <u>Website:</u> N/A	Hub City Fisheries has been in business for over 40 yrs working with over 300 fishermen from all sectors of the Seafood industry in BC waters. Hub City is a primary processor and has been filling some of the highest end markets around the world.	<p>Wild Salmon (King Salmon), Coho Salmon, Sockeye Salmon, Pink Salmon, Chum (Keta) Salmon</p> <p>Wild Ling Cod, Wild Black Cod (Sable Fish), Smoked Salmon, Oysters, Manila Clams, Honey Mussels, Albacore Tuna, Spot Prawns Pacific Roe Herring.</p>

#	Company Details	Company Description	Products Showcasing
9	<b>Humble and Frank Foods Ltd.</b> <u>Type:</u> Manufacturer/Processor <u>Rep:</u> Megan Du Preez (Director) <u>Website:</u> <a href="http://www.humbleandfrank.com">www.humbleandfrank.com</a>	<p>Humble &amp; Frank is a BC based foods company passionate about elevating seafood with our rubs, sauces, marinades and fish batters. Our entire line-up of 16 products is crafted without the use of artificial flavours, colours, preservatives and MSG. Mindful of the modern-shopper, we try to keep our decks as 'clean' as possible, using Non-GMO oils in marinades and most without gluten.</p>	<p>We specialize in clean deck seafood focused rubs and marinades; new in 2018 we successfully launched our new Poke sauce line-up; Hawaiian Sesame Soy, Miso Sesame, Hurricane Sriracha and a Ginger Wasabi. We are seeking to pair with ocean wise tuna loins to showcase the new product.</p>
10	<b>North Delta Seafoods Ltd.</b> <u>Type:</u> Manufacturer/Processor <u>Rep:</u> Lynn Normoyle (Manager, Sales Logistics & Customer Relations) <u>Website:</u> <a href="http://www.ndseafoods.com">www.ndseafoods.com</a>	<p>Located in Vancouver, BC in Canada's Pacific Northwest region, North Delta Seafoods has been providing sustainable seafood to customers worldwide since 1978.</p> <p>We offer the highest level of quality assurance to our customers by controlling all aspects of production, from deliveries made by the fishing fleet to production at the processing plants to the final packaging and distribution.</p> <p>North Delta Seafoods is proud of the reputation it has earned for quality and personal service and works closely with its major customers to ensure a long-term, mutually beneficial relationship.</p>	<p>Albacore Tuna, Ikura (salmon caviar), Pacific Hake, Pacific Herring, Sea Cucumber, Spot Prawns, Pacific Sole, Pacific Sardines, Pacific Salmon, Sea Urchin, Sablefish (Black Cod), Pacific Pollock, Dungeness Crab, Coldwater Shrimp.</p> <p>We would like to promote Albacore Tuna &amp; Ling Cod</p>

#	Company Details	Company Description	Products Showcasing
11	<p><b>Ocean Wise Seafood Program</b></p> <p><u>Type:</u> Other – NGO</p> <p><u>Rep:</u> Claire Li (Account Representative)</p> <p><u>Website:</u> <a href="http://ocean.org/seafood">ocean.org/seafood</a></p>	<p>Ocean Wise is a non-profit, sustainable seafood program that was started by the Vancouver Aquarium in 2005. Ocean Wise partners with businesses and highlights sustainable seafood with the Ocean Wise symbol. This eco-logo allows consumers to identify and choose ocean-friendly options, thereby transforming the seafood market towards sustainability.</p> <p>Recommendations are based on scientific reports published by the Monterey Bay Aquarium's Seafood Watch program. Criteria for determining sustainability are 1) Abundance and resilience of a species, 2) Bycatch, 3) Management of the fishery and 4) Impacts on habitat. Ocean Wise recommends seafood based on a binary pass/fail system instead of the traffic light system used by the Seafood Watch program.</p>	<p>Ocean Wise does not sell seafood. As a non-profit conservation program, our role at SENA 2019 will be educational. We aim to highlight and explain why Canadian seafood is sustainable, and how this is connected to high quality.</p> <p>We will also direct engaged people to the other expo booths within the BC Pavilion as examples of sustainable Canadian seafood e.g. salmon, sea urchin, geoduck, oysters, etc.</p>
12	<p><b>Pacific Rim Shellfish Corp.</b></p> <p><u>Type:</u> Manufacturer/Processor</p> <p><u>Rep:</u> Chelsea Sang (Business Development Manager)</p> <p><u>Website:</u> <a href="http://www.pacrimshellfish.com">www.pacrimshellfish.com</a></p>	<p>Pacific Rim Shellfish, located in Vancouver British Columbia, has been selling live shellfish such as live lobster, crab, geoduck, sea urchin and oysters since 1977. Being a HACCP certified processing plant registered with the Canadian Food Inspection Agency, they ensure all customers receive the highest level of quality seafood under exacting standards. They buy directly from the fisherman and farmers and are a major exporter. Our global markets include China, Vietnam, Singapore, Malaysia, Hong Kong, Taiwan, South Korea, USA, and the European Union Countries. Their retail division, The Lobster Man has been supplying local restaurants and supermarkets across Canada for over 30 years on Granville Island.</p>	<p>Dungeness Crab, Geoduck, Pacific Oysters, Sea Urchin, Clams, Mussels</p>

#	Company Details	Company Description	Products Showcasing
13	<b>Pacific Urchin Harvesters Association</b> <u>Type:</u> Association <u>Rep:</u> Geoff Krause (Executive Director) <u>Website:</u> <a href="http://www.puha.org">www.puha.org</a>	<p>The Pacific Urchin Harvesters Association (PUHA) is an industry association representing licence holders (harvesters and processors) in British Columbia, Canada. PUHA develops consensus industry positions on the management, continuing development and execution of the Red and Green Sea Urchin fisheries, participates in research supporting sustainable use of urchin resources in BC; promotes a focus on quality through all stages and communicates these as core values through a coordinated marketing program.</p>	<p>Red Sea Urchin - processed in fresh format in 125 and 250 g. (5 and 10 hole respectively) trays, live for processing and some live for direct retail sale.</p> <p>We have also started providing 'water pack' which is finished by customers in - say- California. Green Sea urchin live.</p>
14	<b>SeaAgra Seafood Brokerage</b> <u>Type:</u> Other – Seafood Representative <u>Rep:</u> Robert Shaw (Sales) <u>Website:</u> <a href="http://www.seaagraseafood.com">www.seaagraseafood.com</a>	<p>SeaAgra Seafoods represents and supplies boutique fresh seafood items to top of the line wholesalers in key markets.</p>	<p>Sablefish, Steelhead, Coho, King, Sockeye, Chum, Trout, Sturgeon.</p>
15	<b>Underwater Harvesters Association</b> <u>Type:</u> Association <u>Rep:</u> Katie Lindsay (Marketing Coordinator) <u>Website:</u> <a href="http://www.geoduck.org">www.geoduck.org</a>	<p>Canada is one of the world's leading suppliers of high-quality geoducks. Individually harvested by divers and managed with the greatest pride and care, Geoduck from Canada is prized in countries around the world. The Underwater Harvesters Association represents the British Columbia geoduck licence holders, crews, and exporters in managing and marketing the fishery. The Underwater Harvesters Association has developed the geoduck fishery into a highly specialized, sustainable industry that offers a premium live product to international markets.</p> <p>For more information go to <a href="http://www.geoduck.org">www.geoduck.org</a>.</p>	<p>Harvested from the cool, pristine waters of Canada's Pacific Coast, Geoduck from Canada is one of the most unique seafood delicacies in the world. Geoducks are the world's largest burrowing clam and they are also one of the longest-lived creatures on earth. They are prized for their delicious, sweet, sea-fresh flavour and crunchy texture. Individually hand-picked by divers and managed with great pride and care, geoducks are one of British Columbia's most valuable and sustainable shellfish harvests. Geoducks are prized in Asian markets and are receiving an enthusiastic response from seafood lovers and high-end chefs around the world. We would be happy to send Canadian geoducks and have them sampled at the Seafood Expo North America.</p>



#	Company Details	Company Description	Products Showcasing
16	<b>Walcan Seafood Ltd</b> <u>Type:</u> Manufacturer/Processor <u>Rep:</u> Grant McNeil (Sales Manager) <u>Website:</u> <a href="http://www.walcan.com">www.walcan.com</a>	Vertically integrated processor, manufacturer and exporter of seafood from the Pacific coast of Canada.	Shelf stable retort smoked salmon and canned seafood pate; wild sockeye, pink, chum, spring and coho salmon; Pacific herring; spot prawn; salmon caviar; kazunoko (Herring roe); sea cucumber, sea urchin.
17	<b>West Coast Smokin' Oysters</b> <u>Type:</u> Manufacturer/Processor <u>Rep:</u> Suzanne MacDonald (Owner) <u>Website:</u> <a href="http://westcoastsmokinoysters.com">westcoastsmokinoysters.com</a>	Smoked oysters and herring in gourmet flavours. Product of British Columbia, Canada	Vancouver Island sourced oysters and herring that are naturally smoked and flavoured in gourmet sauces.  We would be promoting 4 flavours of smoked oysters and herring with samples for potential buyers.
18	<b>White Box Food Co. Ltd.</b> <u>Type:</u> Other – Value-added Exporter <u>Rep:</u> Rob Moore (Vice President) <u>Website:</u> <a href="http://www.whiteboxfood.com">www.whiteboxfood.com</a>	White Box Food Co. Ltd. (White Box) is a British Columbia, Canada Seafood Company. We procure, process, brand & market around the world.  Our vision is to inspire exceptional food experiences around the world with natural ingredients.  Our mission is to improve our value chain through: <ol style="list-style-type: none"> <li>1) International sales of single-portion, natural food.</li> <li>2) Continuous innovation in goods, services and systems.</li> <li>3) Education about food origins, culture and preparation techniques.</li> </ol>	White Box Food Co. Ltd. products include: <ol style="list-style-type: none"> <li>1. Albacore Tuna.</li> <li>2. East Coast Shrimpmeat.</li> <li>3. Dungeness crab meat.</li> <li>4. Halibut.</li> <li>5. Lobster meat.</li> <li>6. Pacific Sockeye salmon.</li> <li>7. Pacific Rockfish.</li> <li>8. Sablefish.</li> <li>9. Scallops 20-30</li> </ol> White Box will primarily promote & showcase: <ol style="list-style-type: none"> <li>1. The White Box proprietary, branded packaging.</li> <li>2. A selection of the above products.</li> <li>3. The White Box value added services &amp; systems.</li> </ol>

# 2019 MINISTER MISSION TO BOSTON

## PER DIEM INFORMATION

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### Travel While in the US

For travel in the U.S. the Group I meal rate, Group II or III per diem allowance, or Group IV meal allowance must be the amount claimed for BC in U.S. currency (as required by [PSA Policy Statement 17. Travel, Appendix 1 sec. 8. \(1\) \(PDF\)](#)), which will be converted to Canadian dollars, including claims for partial day travel. Meals received without charge or paid for from public funds cannot be claimed.

To claim meals, travel status must

- Begin before 7 am on the date of departure to claim breakfast
- Begin before 12 pm on the date of departure to claim lunch
- End after 6 pm on the date of return to claim dinner

Minister's Meal allowance is as follows as per B.C. Reg. 151/2008, s.2:

7 If an official is not at home while discharging official duties, the official may be paid, for each day or portion of a day the official discharges those official duties, either

(a) subject to paragraph (b), an allowance of \$61 per day, or

(b) if the official claims an amount that is less than \$61 per day, the amount the official claims.

See attached Appendix 1 Travel Allowances for Group II, and Group III.



## APPENDIX 1 - Travel Allowances

Note: This Appendix provides key reimbursement amounts.

### 1. Meal/Per Diem Allowances

- (1) Meal/per diem reimbursement when traveling on the Employer's business will be in accordance with Treasury Board Orders and Directives at the following rates:

Effective April 1, 2018									
Employee Group	Full Day \$	Half Day \$	Breakfast Only \$	Lunch Only \$	Dinner Only \$	B&L Only \$	L&D Only \$	B&D Only \$	Incidental Only \$
I	50.00	N/A	12.00	14.00	24.00	26.00	38.00	36.00	N/A
II	49.00	N/A	22.00	22.00	28.50	30.00	36.50	36.50	14.00
III	51.50	25.75	22.75	22.75	30.50	33.25	41.00	41.00	12.25

- (2) Unless otherwise provided for in this appendix, the reimbursement rates for Groups II and III cover meal and other out-of-pocket travel expenses.
- (3) Where travel is for a partial day, only meals that are applicable to that portion of the day spent on travel status are claimed.
- (4) Where a meal is provided without charge or is paid for from public funds, no claim for that meal can be made.
- (5) The meal/per diem allowances cover expenses arising from absences away from headquarters or geographic location over a meal period(s).
- (6) Meal expenses incurred within headquarters or geographic location due to job responsibilities, will be reimbursed as follows:

Group I and Group II	Group III
at the meal rate(s) specified in 1(1) for Group I, above	for all actual meal expenses incurred

### 2. Private Vehicle Allowance

- (1) Where a private vehicle is used on the Employer's business, reimbursement shall be:  
Effective April 1, 2018      \$0.54 per km
- (2) The distance allowance does not apply when using leased, rental or government vehicles.
- (3) Actual transportation toll charges may also be claimed.

### 3. Acceptable Parking Charges

When a private, Government, or leased/rental vehicle is used for the Employer's business, receipted parking charges will be reimbursed.

### 4. Vehicle Damage Reimbursement

- (1) Where an employee/appointee's private vehicle is damaged while in use on the Employer's business as specified above, the Employer shall reimburse the lesser of actual vehicle damage repair cost or the employee's vehicle insurance deductible to a maximum of \$600 per occurrence, for:

- a) damage caused to the vehicle by wards or clients of the Province; and/or
  - b) damage caused to the vehicle by vandalism that results from employment; and/or
  - c) damage as a result of an accident while on the Employer's business.
- (2) This section will not apply where a court holds that the employee/appointee or driver of the vehicle is guilty of willful, wanton or gross negligence.
- (3) This section does not apply to the Professional Employees' Association (PEA) (see PEA Collective Agreement for specific entitlement) or to Nurses.

#### **5. Commercial Transportation Charges**

- (1) Where transportation other than a private vehicle is required, reimbursement will be in accordance with Treasury Board Orders and Directives.
- (2) Where transportation by commercial carrier(s) has been designated as the mode of travel by the Employer and the employee/appointee requests to use his/her private motor vehicle instead and the Employer allows such use, reimbursement will be based on the lesser of the distance allowance for his/her private motor vehicle plus transportation toll charges, if any, for the trip or the designated commercial carrier(s) cost for the trip. No meal, accommodation, travel time or any other expense(s) will be reimbursed beyond the transportation costs that would have occurred had the employee/appointee taken the designated commercial transportation.
- (3) Where personal and business travel are combined, reimbursement is to be based upon the lesser of actual transportation expenses or the most economical transportation expenses that would have been incurred had personal travel not taken place. Per diem allowances and other expenses will not be reimbursed beyond the costs that would have been incurred had personal travel not taken place.

#### **6. Accommodation Charges**

- (1) Reimbursement of accommodation expenses will be in accordance with Treasury Board Orders and Directives.
- (2) Where private lodging is used in lieu of commercial accommodation, reimbursement of \$31.65 maximum per day may be claimed.

#### **7. Miscellaneous Out-of-Pocket Expenses**

Reimbursement will be made for the following out-of-pocket expenses incurred while on travel status:

	<b>Group I</b>	<b>Group II &amp; Group III</b>
1) Telephone Calls	Where overnight accommodation is required, upon production of receipts, one five minute telephone call to the employee's home in British Columbia may be claimed for each night away.	Included in per diem
2) Portage	\$0.50 maximum upon arrival at commercial accommodation and \$0.50 maximum upon departure.	Included in per diem
3) Dry Cleaning/ Laundry	Dry cleaning/laundry services may be claimed every seven consecutive days away from headquarters or geographic location.	Included in per diem

#### 8. Meal/Per Diem Expenses When Traveling to the United States

- (1) For travel to and from the United States, the meal and per diem rates specified in section 1(1) will be in U.S. currency. Deduction(s) for partial day travel or for meals provided at public expense will be in accordance with section 1(3) and 1(4).

#### 9. Meal/Per Diem Expenses When Traveling to Foreign Locations

- (1.) For travel to and from all other foreign locations, the meal rates (for Group I) and total per diem rates (for Group II and Group III) shall be calculated as follows from the "Meal Total" rates published by the federal Foreign Affairs and International Trade's monthly Schedules to Foreign Service Directives and Meal Rates, which can be located at: [http://www.tbs-sct.gc.ca/pubs\\_pol/hrpubs/TBM\\_113/menu-travel-voyage\\_e.asp](http://www.tbs-sct.gc.ca/pubs_pol/hrpubs/TBM_113/menu-travel-voyage_e.asp) (Appendix D). See Subsection 2, following the table below, for rates for partial days, or for situations where one or more meals are provided at public expense.

	Group I meals	Group II (per diem)	Group III (per diem)
Full day meal rate	100% of the federal "meal total" rate		
Per diem rate	N/A (See Section 7 above – Out of Pocket Expenses)	120% of the "meal total" rate	130% of the "meal total" rate

- (2) Where foreign travel is for a partial day and/or meals are provided at public expense, the individual meal rates as published in the Foreign Service directive are to be deducted for those meal(s) not required. When the individual meal rates are not published, the following percentages of the full day "meal total" rates (rounded to the nearest dollar) are to be deducted from the full day/per diem rate calculated in subsection (2) above.

	Group I	Group II	Group III
Breakfast	25%	20%	20%
Lunch	25%	20%	20%
Dinner	50%	35%	35%

#### 10. Other Foreign Travel Expenses

- (1) All other foreign travel expenses, including foreign currency exchange, will be reimbursed in accordance with Treasury Board Orders and Directives.
- (2) Reimbursement may also be claimed for reasonable expenses incurred which relate directly to foreign travel:
- a) car rental insurance;
  - b) Visa(s) and passport(s);
  - c) inoculation(s);
  - d) travelers' cheques;
  - e) bottled water;
  - f) preventive medication, i.e. malaria tablets, etc.;
  - g) premiums for additional medical insurance to provide coverage equivalent to that available under the Medical Services Plan in B.C.;
  - h) additional dry cleaning/laundry costs;
  - i) additional baggage insurance;
  - j) reasonable travel gratuities;
  - k) similar directly related travel costs.

#### **11. Local Travel Expenses at Foreign Locations**

- (1) This section applies to the employees/appointees who are posted from B.C. to a foreign office or who are hired locally at a foreign office and whose job responsibilities require them to travel away from their foreign office on the Employer's business.
- (2) Meal/per diem allowances will be reimbursed in accordance with section 8 and are subject to deduction for meals not required as per section 8.
- (3) Where a private vehicle is used in accordance with Treasury Board Orders and Directives, reimbursement will be at the distance rate specified by External Affairs Canada for that location.
- (4) Parking and transportation toll charges will be reimbursed.
- (5) Where commercial transportation is required, the actual travel costs will be reimbursed in accordance with Treasury Board Orders and Directives.
- (6) Actual commercial accommodation costs will be reimbursed up to the maximum amount established by External Affairs Canada for that location.
- (7) Private accommodation will be reimbursed at 25% of the maximum accommodation level established by External Affairs Canada for that location.
- (8) Actual reasonable miscellaneous expenses such as dry cleaning, personal telephone calls home, etc. will be reimbursed for Group I employees/appointees.

#### **12. Meal Allowances for Dependents on Relocation**

Where a Group I, II or III employee/appointee incurs meal expense(s) for his/her spouse and or dependent(s) during relocation, the expense(s) will be reimbursed as follows:

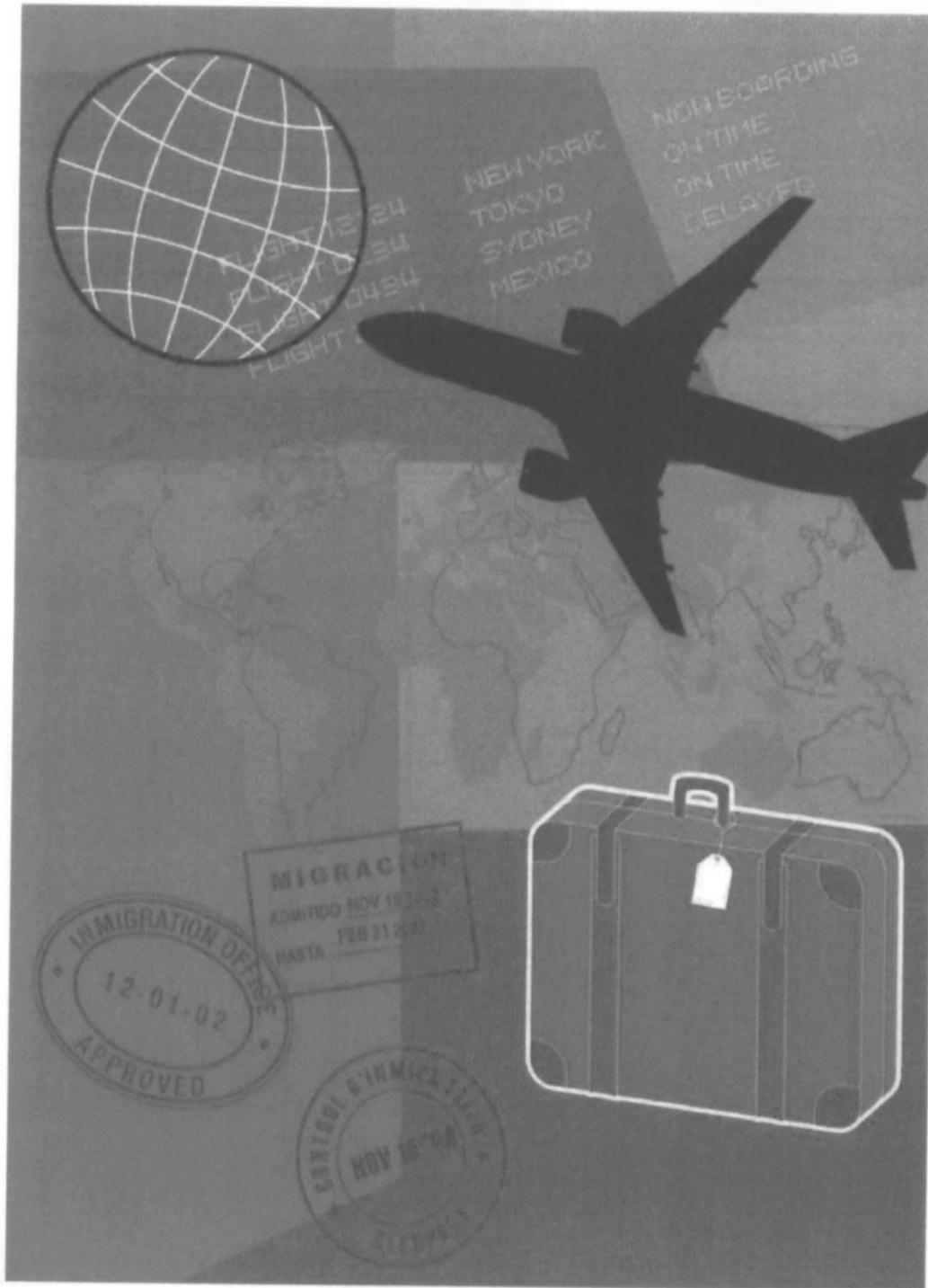
- (1) Dependents 12 years of age and under may claim one-half of the Group I meal allowances;
- (2) Spouse and dependents over 12 years of age may claim the full Group I meal allowances.

#### **13. Extraordinary Loss**

Where an employee/appointee on the Employer's business incurs a loss of or damage to personal property which is pertinent to the performance of his/her duties, that is not otherwise covered by government policy or insurance, the Employer may reimburse the lesser of the loss, or the repair or the deductible portion of the employee/appointee's insurance policy, up to a maximum of \$500.

# ***FOREIGN TRAVEL GUIDE***

## ***MAY 12, 2017***



*Financial Management Branch, Office of the Comptroller General*

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## **CONTEXT**

The *Foreign Travel Guide* is a supplement to the government's Core Policy and Procedures Manual (CPPM). It provides guidance to government employees and is intended to improve understanding of foreign travel policies and procedures -- a complex area for infrequent readers. Use of the guide will reduce claim errors, speed reimbursements and improve travel expense administration across all ministries.

It's a good idea to keep this guide handy for use before, during and after your out-of-country trip. Please bookmark it and make sure you (and/or your support staff & your delegate) use it when making travel arrangements, estimating travel costs, and preparing your expense claim. At the end of the guide there are some helpful Tips & Tools, also a Frequently Asked Questions (FAQ) section and Examples to assist with claim preparation.

***Important note:*** *the information in this guide complements, but does not replace or override CPPM travel requirements, Treasury Board directives and PSA policy.*

## **BEFORE YOUR TRIP**

### **1. Get your travel plans pre-approved**

- Do this by preparing a [FIN 99](#) Travel Authorization form for out-of-country travel and have it signed off by your director (CPPM [10.3.4](#), [C.2](#)). As individual ministries may require higher approval in addition to director approval for manager and staff out-of-country travel, check on your ministry requirement and obtain the appropriate authorization(s).

Approvals for directors and executive directors are made by the assistant deputy minister of the program area. The executive financial officer approves travel for assistant deputy ministers ([10.3.4](#)). Ministers approve deputy ministers' out-of-country travel ([10.4.4](#)).

- If you plan to combine any personal travel with your business trip this needs be noted on your [FIN 99](#), excluding the related personal expenses for extensions to the business trip which are your own responsibility ([10.3.3](#)).

### **2. Estimate your expenses for airfare, accommodation, meals & other costs**

- You will need to do this to complete and support your [FIN 99](#) Travel Authorization form.
- Consider the mode of travel, accommodation and other itinerary costs. Take into account feasible alternatives to reduce costs and your carbon footprint ([10.3.1](#), [10.3.2](#), [10.3.5](#)).
- Travel expenses incurred outside of Canada (e.g., foreign expenses for accommodation, taxi, meals) do not bear GST.



- **Airfares:** obtain airfare information and other travel rates from your travel agent or directly from airline, hotel & other websites. Note that flights to international destinations bear no GST (except U.S. airfare, 5% GST).
- **Accommodation:** as a reasonable amount needs to be established for foreign accommodation, compare a few quotes from your travel agent or check nearby hotel site rates to the federal accommodation site rate (Note that this site is to be used as a resource only for the purpose of establishing a reasonable foreign accommodation rate) by selecting the 'City' and other particulars (10.3.4). Where you choose accommodation that exceeds the federal rate guideline, ensure this is pre-approved by your director. Convert to Canadian dollars\*.
- **Meals & Per Diem Allowances:**

For travel to the USA, use your B.C. group rate provided by PSA Policy Statement 17. Travel, Appendix 1 sec. 1. (1), but show as U.S. dollars for the travel days expected, and then convert the total to Canadian dollars\*. (PSA Policy Statement 17. Travel, Appendix 1 sec. 8. (1)).

For travel to other Countries, to determine the full day meal or per diem rates, use the meal rates from this federal Foreign Affairs Department site. Click on the most recent Appendix D - Allowance - Module 4 in the Appendices section, and then scroll down to the destination country and city. Select the "Meal Total" rate for commercial accommodation and then multiply the meal total by the percentage in the PSA table (below) for incidental amounts (Group II & III only) to arrive at the per diem. (PSA Policy Statement 17. Travel, Appendix 1 sec. 9 (1)). Where individual meal rates are not published (typically breakfast), add an estimate (e.g. 20% - 25%) for the anticipated meal cost to the published meal total, and then multiply this by the incidental percentage, as above, to get the per diem. Convert all totals to Canadian dollars\*. (For assistance in determining final meal & per diem claims, see the examples at the end of this guide.)

	Group I Meals	Group II Per Diem	Group III Per Diem
Full day Meal rate	100% of the federal "Meal Total" rate, plus out of pocket expenses (PSA <u>Appendix 1 sec. 7</u> )		
Per Diem rate		120% of the "Meal Total" rate	130% of the "Meal Total" rate

For partial days or for situations where a meal(s) is received without charge or paid with other public funds, deduct the individual meal rate (published on the same federal Foreign Affairs Department site) from the full day meal or per diem rates calculated above. Where only a full day meal rate is available, deduct the applicable percentage for the meal/Group (from the PSA table below) from the above calculated full day meal or per diem rates. (*PSA Policy Statement 17. Travel, Appendix 1 sec. 9 (2)*). Convert all totals to Canadian dollars\*.

	Group I	Group II	Group III
Breakfast	25%	20 %	20%
Lunch	25%	20%	20%
Dinner	50%	35%	35%

- *Miscellaneous:* In addition to taxis, car rentals or other transportation, you may want to include an estimate for out of pocket expenses for your trip, e.g. additional medical and foreign travel insurance (*C.11*).
- *\*Currency Conversion:* To convert rates expressed in foreign currencies to the Canadian dollar equivalent, the converter at <http://www.oanda.com/currency/historical-rates-classic> is a handy tool. Click on the 'Quick Converter' at the top of the page, select the destination (USA, Europe, China, Japan, etc) and Canada from the drop downs, and then generate the exchange rate for your conversion.

### 3. Make your travel arrangements

- Ensure your passport is valid and check for any additional documents (e.g. Visas).
- Book your air travel, reserve your hotel stays, and as applicable, rental cars, trains or ferries. Airfares, including reductions for excursion fares & advance bookings, can be obtained through your ministry travel agent and charged to a Business Transaction Account (*E.4*). Your corporate travel card (*E.3*) is not to be used for charging airfare, but will be needed to confirm hotel reservations.
- Consider obtaining a small advance of foreign currency (U.S. dollars, Euros, etc.) from your local bank for out of pocket items or to fund items that cannot be charged on your corporate travel card. Retain the exchange receipt for your claim.

### 4. Check travel alerts

- International travel reports and country information are available at:  
<http://www.voyage.gc.ca/index-eng.asp>.

## ON YOUR TRIP

### 1. Ensure that your travel expenses are legitimate

- They must be appropriate, reasonable and comply with established rates & allowances ([10.2](#), [10.3.2](#)).
- Use your corporate travel card to pay for meals, hotels, taxis, and car rentals. As necessary use your cash advance or obtain additional foreign currency (via ATMs) using your card to pay for cash items that cannot be charged ([10.3.13](#), [E.3](#)).
- Obtain and keep receipts for all your expenses.
- Do not accept vendor offers or let anyone else pay for your foreign travel expenses (apart from protocol events and employee shared rides for taxis, rental cars, etc.) as this would put you in a conflict of interest position.

## AFTER YOUR TRIP

### 1. Complete your claim for reimbursement.

- Prepare your iExpenses expense report to be submitted to your expense authority ([10.3.16](#)). The expense type 'Foreign Travel' must be used for all out-of-country travel expenses to ensure that no GST is calculated by the iExpenses module ([M.5](#)). Note that a manual FIN 10 travel voucher may only be completed by employees who do not have government computer access [C.1.6](#) or in extenuating circumstances. (Refer to [C.3](#) for FIN 10 completion, including foreign exchange procedures). When a manual travel voucher is used for an out-of-country travel claim (e.g., STOB 5706), no tax code is to be entered by Accounts Payable staff.
- Receipts & exchange chits, the Expense Report Confirmation screen print, the approved [FIN 99](#) Travel Authorization form, and other supporting documents must be put in an Expense Report Envelope (FIN 242) and retained on file by your branch or program area for audit purposes ([10.3.16.2](#)). Note: the [FIN 99](#) may also be attached electronically to iExpenses.
- Claim requirements for reimbursement of accommodation, meals & per diem allowances, and taxis, car rentals and miscellaneous expenses should mirror what is outlined in the **Before Your Trip** section, refer to step 2. Claim reasonable and justifiable expenses supported by receipts, in particular for meals in locations for which federal rates are not published ([10.3.4](#), [C.11](#)). Ensure that federal published rates used for estimate purposes before your trip are still valid or use the new rates in effect. For assistance in determining meal & per diem claims, refer to the examples at the end of this guide.

- Airfare is paid directly by your ministry and not claimed on your expense report (10.3.17). Also for any shared ride(s), the employee that pays for it makes the claim and needs to reference the accompanying employee(s).
- To determine the Canadian dollar equivalents for your expense claim in foreign currencies, use actual exchange rates from supporting documentation (e.g. from credit card statements via online view & print, and currency exchange slips). Use of the corporate travel card exchange rate is the preferred option. It is acceptable to use an average for several exchange rates in the same currency for your claim (C.1.6 Foreign Exchange).

When the corporate travel card rate is not available, use the currency converter at: <http://www.oanda.com/currency/historical-rates-classic> to obtain the exchange rate for the country and the dates travelled. To do this:

- key in the dates travelled, select the applicable foreign currency and Canadian dollars
- then select the "Typical credit card rate plus 2%" from the "Interbank rate" drop down box, and generate the conversion table
- then use the "Average rate" for the trip to convert the foreign currency to Canadian funds.

#### Example 1: Claims for Expenses in US Funds

Obtain the US exchange rate (using the currency converter as outlined above) for all the US dollar receipts, and any meal or per diem claim in US dollars while travelling in the U.S.A. Convert to the Canadian dollar equivalents, claim the amounts in iExpenses and specify the US exchange rate used in the Justification field. (e.g.: converting US\$ to CDN\$ when the US\$ is at say, a 1.20 average rate, and a US expense was \$500 would mean a claim amount of \$600 CDN expenses ( $500 \times 1.20$ )).

#### Example 2: Claims for Expenses in Other Foreign Funds

Obtain the foreign exchange rate (using the currency converter as outlined above.) for all the receipts and meal or per diem claims for each foreign country. Convert to the Canadian dollar equivalents, claim the amounts in iExpenses, and specify the foreign currencies (e.g.: European Euros, Japanese Yen, Chinese Yuan) and the exchange rates used in the Justification field of iExpenses.

- Where there were exceptional circumstances, an emergency or a justifiable business need to modify travel arrangements in-route, the particulars should be noted in the employee's reimbursement request to fully support the expenses claimed.

## **TIPS & TOOLS**

### 1. Use support staff where available to:

- make your travel arrangements through travel agents and to check country travel alerts.
- find out the comparable accommodation rates and the meal or per diem allowances from the federal and PSA sites outlined above for each country destination prior to your trip.
- prepare your expense report in iExpenses for your sign off prior to expense authority approval (where you have an authorized delegate [10.3.16.4](#)).
- prepare your expense report envelope and include all your travel receipts and other supporting documents for your trip.
- complete your draft and final travel emission report in SMARTTEC for attachment to your related iExpenses expense report ([10.3.18](#)).

### 2. Other reference sources:

- iExpenses -- for processing expense reports, go to: : [CFS iExpenses – Foreign Travel Tips](#)
- ARCS & ORCS – for records management policy & procedures, go to:  
[http://www.gov.bc.ca/citz/iao/records\\_mgmt/index.html](http://www.gov.bc.ca/citz/iao/records_mgmt/index.html). (Note: Expense Report Envelopes follow the ARCS retention schedule and are classified as #1050-06.)

## **FAQs**

### **Corporate Travel Credit Card**

*Q. I do not have the Corporate Travel Credit Card, how do I obtain one?*

A. You need to apply for the travel credit card by completing the [Application and Account Agreement](#) following the accompanying instructions, and forward it to your ministry travel card coordinator.

### **Direct Deposit / Electronic Funds Transfer**

*Q. I do not have my travel reimbursement direct deposited to my bank account, how do I arrange this?*

A. You need to complete the [Direct Deposit Application](#) form following the accompanying instructions, and forward it to your ministry financial services area.

### **Pre-approval**

*Q. Do I need approval before I travel on government business?*

A. Yes. At all times you must obtain expense authority approval for your trip before travelling on government business. Before you do this, you need to consider alternatives to travel wherever practical. Video conferencing, teleconferencing and other methods may be feasible to reduce travel costs and your carbon footprint.

#### **Foreign Travel**

Specifically, for out-of-province and **out-of-country travel**, you will need prior approval of your director on a completed [FIN 99](#) Travel Authorization form. Approvals for directors and executive directors are made by the assistant deputy minister of the program area. The executive financial officer approves travel for assistant deputy ministers. Note that individual ministries may require higher approval in addition to director approval for managers and staff (CPPM [10.3.2](#), [10.3.4](#) & [C.2](#)). Ministers approve deputy ministers' out-of-country travel (CPPM [10.4.4](#)).

## Combining Business & Personal Travel

*Q. Can I combine government business travel with personal travel?*

A. Yes, when pre-approved as part of completing your [FIN 99](#) form for out-of-country travel. Reimbursement is based upon the *lesser of* actual transportation expense or the most economical transportation expenses that would have been incurred had personal travel not taken place. All expenses associated with personal travel are the responsibility of the employee.

## Spouse & Family Members

*Q. Can my spouse and/or family member(s) accompany me when travelling on government business?*

A. Yes, although this should be noted when completing your [FIN 99](#) form for out-of-country travel. Any travel expenses incurred by your spouse and/or family member(s) are your personal responsibility. For hotel purposes, you must declare that the *single rate* is being claimed in cases where the hotel receipt shows that more than one person occupied the room.

## Travel Loyalty Programs

*Q. Can I take personal advantage of travel loyalty programs, such as airline frequent flyer points or hotel and car rental reward points accumulated when travelling on government business?*

A. No, travel loyalty program benefits that are accumulated by employees while travelling at public expense must not be used for personal benefit. Such benefits or discounts should only be applied against future business travel or donated to charities associated with the program. Benefits accumulated while travelling at public expense should not be used beyond the term of employment (CPPM [10.3.5.2](#)).

## Insurance

*Q. What about car rental insurance? Additional medical insurance?*

A. There are several types of insurance to consider when renting a vehicle. Third Party Liability Insurance is normally included with a rental vehicle. If it's not included, or if the level is \$1 Million or less, purchase extra 3rd party liability insurance to increase the coverage to \$2 Million or the maximum available (in some US states the maximum is \$1 Million). Collision Damage Waiver (CDW) is provided automatically when an employee uses a corporate travel card to rent a vehicle. Decline the CDW offered by the rental company if using a corporate travel card, but you should purchase this coverage if you are using a personal credit



card. Personal Injury Insurance is not required because while you are travelling on official government business you are covered by WorksafeBC; however, when combining with personal travel you might choose to purchase this coverage (without reimbursement) to cover your non-work-related travel. Refer to [Purchasing Services car rental guidelines](#) for additional information.

### **Business Travel Medical Insurance**

See [CPPM C.9 Miscellaneous Travel Expenses](#) for Business Travel Insurance

### **Miscellaneous Foreign Travel Expenses**

*Q. What about other allowable expenses?*

A. Reimbursement may be claimed (with receipts) for:

- visa(s) and passport(s) relating to the foreign business trip
- inoculation(s) and preventive medication i.e., malaria tablets etc.
- traveller cheque fees
- bottled water
- additional dry cleaning/laundry costs that are incurred as a result of exceptional foreign conditions (not claims for normal dry cleaning/laundry costs included in per diem allowances for travel in foreign locations)
- additional baggage insurance
- similar directly-related travel costs

### **Business Expenses**

*Q. What about any Business Expenses related my trip?*

A. Business meeting expenses may be claimed while on travel status provided that the expenses are pre-approved and will be charged to the appropriate account (STOB 6531). The [Business Expense Approval \(FIN 215\) form](#) is available for expenses expected to exceed \$100.00 as well as protocol gifts for foreign dignitaries. Where the form is used, it needs to be submitted with receipts marked with proof of payment (CPPM [18.3.4](#) & [C.17](#)).

### **Crossing the Dateline**

*Q. What about travel across the international dateline?*

- A. You will lose a day departing Canada when you cross the dateline, and gain a day when you return. To compensate, when claiming your meal or per diem allowance you are entitled to claim the return day twice.

### **Minister Travel**

*Q. How is a Minister's travel expense claim processed?*

- A. Ministers have an alternate process for their travel expenses. Claims for reimbursement are processed following CPPM 10.2, 10.4.4 requirements, specifically C.14, and forwarded to:

Accounts, Financial Services and Administration Branch  
Ministry of Finance  
PO Box 9415 Stn Prov Govt  
3rd Floor - 617 Government Street  
Victoria BC V8W 9V1  
(C.14.6)

### Contacts for Policy & Procedure Questions

## EXAMPLES

### Meal & Per Diem Claims

#### Scenario 1: Beijing full day claim

Multiply the "Meal Total" rate for the country and city by 120% for a Group II employee to obtain the full day per diem. E.g.: the commercial meal total rate is 755 Yuan (note: published federal rates as of Jan. 1/09).

Meal total rate X 120% = claim amount.  $755 \times 120\% = 906$  Yuan

Conversion to Canadian dollars ( $906 \text{ Yuan} \times 184 \text{ conversion rate from}$   
<http://www.oanda.com/currency/historical-rates-classic>) = \$166.70 CDN.

#### Scenario 2: Paris claim for lunch and dinner only

Multiply the "Meal Total" rate for the country and city by 120% for a Group II employee to obtain the full day per diem. Then subtract the value of the breakfast from the full day per diem. E.g.: the meal total rate is 80.75 Euros and the breakfast rate is 19.90 Euros (note: federal rates Jan. 1/09).

Meal total rate X 120% - value of meal not claimed = claim amount.  $80.75 \times 120\% - 19.90 = 77.00$  Euros.  
Conversion to Canadian dollars ( $77 \text{ Euros} \times 1.61$ ) = \$123.97 CDN.

#### Scenario 3: Nantes claim for breakfast with Paris claim for lunch and dinner

Add the value of each meal for each city and then multiply by 120% for Group II.  
E.g.: breakfast in Nantes (15.92 Euros) + lunch in Paris (28.05 Euros) + dinner in Paris (32.80 Euros) = meal total rate for the day (76.77 Euros)

Multiply the meal total rate by 120% = claim amount.  $76.77 \times 120\% = 92.12$  Euros  
Conversion to Canadian dollars ( $92.12 \text{ Euros} \times 1.61$ ) = \$148.31 CDN.

#### Scenario 4: Gibraltar full day claim, but individual meal rates not published

Claim reasonable and justifiable expenses, supported by receipts, for the cost of each meal. Add the costs together and then multiply the total by 130% for Group III executive to obtain the full day per diem. E.g.: in Gibraltar, breakfast costs 8 pounds, lunch was 12 Pounds and dinner was 40 Pounds for a meal total cost = 60 Pounds.

Multiply the meal total cost by 130% = claim amount.  $60 \text{ Pounds} \times 130\% = 78 \text{ Pounds}$   
Conversion to Canadian dollars ( $78 \text{ Pounds} \times 1.84$ ) = \$143.52 CDN.

Scenario 5: Taipei full day claim, but breakfast rate not published

Claim reasonable and justifiable expenses, supported by receipt for breakfast costs. Add the published meal rates for lunch and dinner to the breakfast cost. Then multiply the total by 120% for Group II. E.g.: in Taipei, employee pays 650 Taiwan dollars for breakfast and is claiming the published meal rates for lunch (860) and dinner (1090) = meal total cost (2600 Taiwan dollars)

Multiply the meal total cost by 120% = claim amount.  $2600 \times 120\% = 3120$  Taiwan dollars  
Conversion to Canadian dollars ( $3120 \text{ Taiwan dollars} \times .037$ ) = \$115.44 CDN.

# Ministers Mission to Seafood Expo North America 2019

## Expenditure Tracking Form

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DATE: \_\_\_\_\_

Travel	Description of Expenses	Cost	Cash, BMO travel card or BMO corporate card?	Receipt attached?
Accommodation	Name of Hotel	Cost per night	Cash, BMO travel card or BMO corporate card?	Receipt is required, attached?
Per Diem	Description of Expense	Yes/No	Provided? By whom?	No receipt required
	Breakfast			
	Lunch			
	Dinner			
	Incidentals			

# MEETING AND SPEAKING NOTES

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- H. **MEETING:** BRIAN YIP, FANNY BAY OYSTERS; JOHN WATSON, COMOX VALLEY ECONOMIC DEVELOPMENT SOCIETY

TOPICS:

- BC SEAFOOD FESTIVAL, COMOX
- CADMIUM LEVELS IN SHELLFISH AND ENTRY INTO THE EU MARKET

- I. **MEETING:** ROUNDTABLE WITH PROVINCIAL MINISTERS

TOPIC:

- INNOVATION IN THE SEAFOOD SECTOR

- J. **SPEAKING NOTES:** WELCOME SPEECH, BC BUYER'S DINNER

- K. **MEETING:** MARILYN WRIGHT AND CHRIS KING, BC TRADE AND INVESTMENT REPRESENTATIVES (TIR's) IN THE US

TOPIC:

- ONGOING WORK IN THE US TO FURTHER RECOGNITION AND SALES OF BC AGRIFOOD AND SEAFOOD

- L. **MEETING:** WITH SEAN CASEY, PARLIAMENTARY SECRETARY, DEPT. OF FISHERIES AND OCEANS CANADA

TOPICS:

- AQUACULTURE, PACIFIC SALMON & STEELHEAD, BC SALMON RESTORATION AND INNOVATION FUND

# **2019 MINISTER MISSION TO BOSTON**

## **MEETING WITH BRIAN YIP, FANNY BAY OYSTERS AND JOHN WATSON, COMOX VALLEY ECONOMIC DEVELOPMENT SOCIETY**

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### **Background:**

- Brian Yip, General Manager for Fanny Bay Oysters, and John Watson, Executive Director for the Comox Valley Economic Development Society (CVEDS), requested to meet to discuss two topics: the 2019 BC Seafood Festival and the issue of Cadmium levels in BC shellfish and the EU's restriction on Cadmium.

### **BC Seafood Festival:**

- The BC Seafood Festival, formerly the BC Shellfish and Seafood Expo/Comox Shellfish Festival is a yearly celebration of BC seafood that takes place in the Comox Valley. It is the only seafood festival in BC and the largest in Canada. The festival consists of two segments: a consumer-facing segment with tasting events, a gala dinner and contests; and industry events such as workshops, seminars and an international buyers mission.
- The Ministry of Agriculture plays an integral role in supporting the success of the festival. In 2019, the Ministry is investing approximately \$147k to support the event, including:
  - \$75k of Buy BC Partnership Program funding, through a partnership between the BC Salmon Farmers Association and CVEDS, to support an industry-led Buy BC marketing campaign focused on media and retail;
  - \$60k of Canadian Agriculture Partnership funding to bring a delegation of approximately 50 international buyers to Vancouver Island for the event;
  - \$5-7k of Canadian Agriculture Partnership funding to support a Seaweed Commercialization Workshop, coordinated by the Ministry's Aquaculture Industry Specialist, Myron Roth;
  - \$2.5k of Buy BC funding to develop co-branded Buy BC/Seafood Festival lanyards and aprons for use at the event; and,
  - \$2.5k of Buy BC funding to purchase a tradeshow booth at the event, speak about Buy BC at an event workshop, and ensure the Buy BC logo is incorporated into all event materials/signage.

### **Suggested Response:**

- The BC Seafood Festival has done an excellent job showcasing the quality and breadth of BC seafood to the community of Comox and the world.
- We are pleased to be able to incorporate Buy BC into this year's program and appreciate the opportunity to leverage our partnership with CVEDS to increase the number of seafood producers and processors from the Comox Valley licensed under the Buy BC Partnership Program.



# 2019 MINISTER MISSION TO BOSTON

## MEETING WITH BRIAN YIP, FANNY BAY OYSTERS AND JOHN WATSON, COMOX VALLEY ECONOMIC DEVELOPMENT SOCIETY

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### Cadmium Levels in BC Shellfish and the EU Restrictions:

- BC oysters are effectively unable to access the EU due to the EU's low tolerance of Cadmium (Cd).
- Cadmium is a chemical element, commonly associated with rechargeable (ni-cad) batteries. It does not have any known function in human metabolism. Ingestion of cadmium over long periods of time may lead to kidney and bone problems.
- The EU has set its maximum level (ML) of Cd in Oysters at 1 parts per million (ppm).
- According to the BC Centre for Disease Control, the level of Cd found in BC oysters ranges from 1.5 - 3.5 ppm wet weight.
- The occurrence of Cd in BC oysters is generally believed to be naturally occurring, rather than from human activity. Levels of Cd tend to be higher in the Pacific Ocean than the Atlantic due to a "conveyor belt system" that deposits cadmium circulating in the world's oceans into the northwest Pacific. There is some debate on the difference between naturally occurring Cd and that which is the result of polluted waters.
- Codex Alimentarius (Codex), a set of international food standards, guidelines and codes of practice that contribute to the safety, quality and fairness of international food trade, does not have a ML standard for Cd in oysters. The absence of this standard means that countries are encouraged to set their own standards as they see fit. (Note, Codex is not statutorily binding on WTO member countries.)
- Cd ML in oysters varies by country. For example, while the EU sets its ML at 1ppm, Hong Kong is set at 2 ppm. Canada and the United States have not adopted MLs. Variation seems to revolve around recognition of differences in naturally-occurring Cd levels in oyster producing areas around the world.
- Canadian-European Economic and Trade Partnership (CETA) presents Canada with additional venues for pushing the matter, such as the CETA Sanitary and Phytosanitary (SPS) Committee; however, Canada is unlikely to be successful at this time given the EU's hazard-based approach to food safety and because no new information is available.
- Requesting Canada to push for a Codex standard for Cd in oysters is unlikely to result in a favorable outcome for BC. The last time a Codex Cd ML standard for oysters was discussed a limit of 1 ppm was debated, which BC oysters would not meet. At the time, Canada supported not setting a Codex ML Cd standard for oysters.
- There are, however, new opportunities for the BC oyster sector to expand exports. The recently ratified Comprehensive and Progressive Trans-Pacific Partnership (CPTPP), includes tariff reductions for oysters in markets such as Japan and Vietnam. For example, oysters

# **2019 MINISTER MISSION TO BOSTON MEETING WITH BRIAN YIP, FANNY BAY OYSTERS AND JOHN WATSON, COMOX VALLEY ECONOMIC DEVELOPMENT SOCIETY**

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exported to Japan, which previously faced a tariff rate of 10.5%, are now duty free. Neither Japan nor Vietnam has posted ML for Cd in oysters.

- In 2017, BC exported \$41,150 worth of oysters into Japan and \$431,872 into Vietnam.
- BC's top export destination for oysters in 2017 were: the United States (\$14,831,909); Singapore (\$1,372,057); and, Hong Kong (\$885,637).

## **Suggested Response:**

- Thank you for bringing this complicated issue to my attention.
- I am hopeful that while this issue is being considered, BC shellfish growers take advantage of the recently ratified Comprehensive and Progressive Trans-Pacific Partnership (CPTPP) and the reduction of tariffs to countries such as Japan and Vietnam.

# MINISTER'S ROUNDTABLE ON INNOVATION IN THE SEAFOOD SECTOR

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## Background:

The federal government has requested a roundtable discussion with provinces to discuss innovation in the seafood sector. Under the Canadian Agriculture Partnership, seafood is not eligible for innovation funding.

On November 30, 2018, the federal government announced a \$100 million, five-year investment into British Columbia to create the British Columbia Salmon Restoration and Innovation Fund (BCSRIF) as well as a one-time \$5 million federal contribution to the Pacific Salmon Foundation (PSF), with the expectation that the province will also provide matching funds (30% of BCSRIF commitment and 100% of PSF commitment).

## Discussion:

The BCSRIF will provide critical funding to address the existing funding gaps related to salmon, as well as allow the federal and provincial governments to cost-share strategic initiatives in British Columbia. BCSRIF is an application-driven fund that will provide financial support to third parties to undertake work related to the provincial strategic priorities mutually determined through a Deputy Minister joint steering committee. One of the three pillars of BCSRIF will be innovation (e.g., R&D, pilot projects, market and operational innovations, etc.).

Due to their many shared objectives, it is expected that BCSRIF will be a critical piece of the overall strategy for providing funding to initiatives that align with MAACFA recommendations, WSAC recommendations, and DFO's recently released Wild Salmon Policy Implementation Plan. Several provincial priorities will be targeted, and discussions regarding potential projects have begun including:

- Salmon and steelhead habitat restoration projects, which are a priority within the Wild Salmon Advisory Council recommendations;
- Clean technology adaptation study including incentivizing transition to closed-containment aquaculture;
- First Nations monitoring and guardianship programming as recommended by the G2G negotiations on Broughton salmon farms;
- Restoration of salmon and steelhead stocks through habitat restoration in critical waterways;
- A shellfish growers' development fund that can respond to recent food safety and market access issues facing that sector; and,
- Improved monitoring programs for recreational tidal fishing (e.g., steelhead).

## Suggested Response:

- B.C. is very pleased with the recent federal announcement of the \$105M BCSRIF, as we have been requesting a fund targeted at the fisheries sector for some time in the Pacific.

## MINISTER'S ROUNDTABLE ON INNOVATION IN THE SEAFOOD SECTOR

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- If B.C. is successful in finding matching provincial funds, we will need to discuss shared strategic funding priorities so that we can announce early projects this summer.
- B.C. is eager to begin work with DFO on designing and implementing what that might look like on the Pacific, and to develop our Provincial contribution.
- Dedicated funding for new technologies and innovation in aquaculture is needed.

# **2019 MINISTER MISSION TO BOSTON**

## **MEETING WITH MARILYN WRIGHT AND CHRIS KING, BC TRADE AND INVESTMENT REPRESENTATIVES IN THE US**

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### **Background:**

- Marilyn Wright, Palo Alto, California and Chris King, Boston, are the BC Trade and Investment Representatives (TIRs) in the US.
- Both TIRs work to promote BC agrifood and seafood in the US market.

### **Discussion:**

- It is suggested that the Minister raise the following questions:
  - How does BC compare to other competitors in the US market?
  - What types of initiatives have been successful at developing the market for BC agrifood and seafood products in the US?
  - What are some of the challenges facing BC exporters in the US?
  - What are some of the trends/opportunities that may influence the success of BC exporters in the US market?
- The Minister should express thanks on behalf of the Ministry for the excellent support provided by BC's Trade and Investment Representatives with respect to developing export market opportunities for BC's agrifood and seafood sector.

**Ministry of Agriculture**  
**BRIEFING NOTE FOR MINISTER FOR INFORMATION FOR MEETINGS**  
**At Seafood Expo North America, March 17-19, 2019**

Ref: 189871

Date: March 4, 2019

**Title: Meeting with Sean Casey, Parliamentary Secretary, Fisheries and Oceans Canada and the Canada Coast Guard**

**Discussion:**

1. **Aquaculture:** The growth of the aquaculture industry depends on building public trust, and the Province is taking steps to transition to a sustainable salmon aquaculture industry that respects wild salmon, protects jobs, and embraces reconciliation with First Nations. B.C. is seeking a national approach that raises public confidence and social license for aquaculture.

B.C. looks forward to continued work with Minister Wilkinson and Fisheries and Oceans Canada (DFO) on addressing the issues of the aquaculture sector through collaborative efforts, including:

- Developing a First Nations-led monitoring and inspection program to oversee farms in the Broughton that will include compliance requirements and corrective measures.
- A study on alternative technologies for aquaculture, including land and sea-based closed containment which will be conducted in partnership between the Province, DFO and Sustainable Development Technology Canada.
- Continued efforts to review and develop an *Aquaculture Act* through the Canadian Council of Fisheries and Aquaculture Ministers.

**Suggested Response:**

- **B.C. is encouraged by the Minister's recent aquaculture announcements. These developments show positive progress on responding to public concerns with the salmon farming industry.**
  - **Many of these initiatives, such as the study on closed containment, also respond to recommendations of the Minister of Agriculture's Advisory Committee on Finfish Aquaculture (MAACFA). It is very positive to see DFO being responsive to recommendations coming from this, and other initiatives.**
2. **Pacific Salmon & Steelhead:** Salmon are an iconic species for B.C. and both provincial and federal Governments are taking steps to protect and restore these stocks. The Province's jurisdiction focuses on salmon habitat, while DFO focuses on salmon conservation and management. Many stocks of Pacific salmon in B.C. are in a state of serious decline and both jurisdictions must work together to achieve successful recovery. The Province is releasing its Recommendations for a Made-in-B.C. Wild Salmon Strategy through the BC Wild Salmon Advisory Council (WSAC). Collaboration between B.C. and DFO on this strategy is critical to the health of Pacific salmon. The recommended actions within this strategy should align well with DFO's Wild Salmon Policy Implementation Plan.

B.C. recognizes the values of wild Pacific salmon stocks, including steelhead and the commercial, recreational and First Nations fisheries and communities that depend on them. In February 2018, COSEWIC concluded that Interior Fraser Steelhead was at imminent risk of extinction. Steelhead are managed under provincial jurisdiction until they migrate into the ocean when the management then becomes cross-jurisdictional. B.C. has been active in working with the federal government on the potential federal *Species At Risk Act* (SARA) listing of Steelhead and is exploring additional emergency actions for 2019 including selective harvesting, fish passage remediation and kelt

reconditioning. If proven viable and endorsed, these will require funding.

**Suggested Response:**

- **B.C. is actively working towards new initiatives to assist salmon recovery through the development of a made-in-B.C. Wild Salmon Strategy.**
- **We would like increased collaboration with DFO on the shared goal of sustainable and resilient fish resources to meet cultural, environmental and economic interests for current and future generations.**
- **Actions are needed for recovery of at-risk, threatened and endangered species such as wild salmon, and Interior Fraser Steelhead.**
- **If listed as endangered, there could be dramatic impacts on all southern B.C. fisheries, and for the B.C. economy.**

3. **BC Salmon Restoration and Innovation Fund (BCSRIF):** Announced on November 30, 2018, the BCSRIF will provide a much-needed Federal investment of \$105M into B.C. fisheries. The BCSRIF will provide critical funding to address the existing funding gaps, as well as allow the federal and provincial governments to cost-share strategic initiatives aimed at preservation and strengthening the fisheries and seafood economies and communities in British Columbia.

Due to their many shared objectives, it is expected that BCSRIF will be a critical piece of the overall strategy for providing funding to initiatives that align with MAACFA recommendations, WSAC recommendations, and DFO's recently released Wild Salmon Policy Implementation Plan. Several provincial priorities will be targeted, and discussions regarding potential projects have begun including:

- Salmon and steelhead habitat restoration projects, which are a priority within the Wild Salmon Advisory Council recommendations.
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- A shellfish growers' development fund that can respond to recent food safety and market access issues facing that sector.
- Improved monitoring programs for recreational tidal fishing (e.g., steelhead).

**Suggested Response:**

- **B.C. is very pleased with the recent federal announcement of the \$105M BCSRIF, as we have been requesting a fund targeted at the fisheries sector for some time in the Pacific.**
- **If B.C. is successful in finding matching provincial funds, we will need to discuss shared strategic funding priorities so that we can announce early projects this summer.**

Contact: Kevin Romanin, Senior Seafood Analyst, 250-880-0958

ED:      LH            ADM            DM



**SPEAKING NOTES FOR**  
**THE HONOURABLE LANA POPHAM**  
*Minister of Agriculture*

**BC SEAFOOD DINNER IN BOSTON**  
*Post 390 Restaurant*  
*406 Stuart Street*  
*Boston, MA*

**Saturday, March 16, 2019**  
*Speaking Notes*  
*for approx 2 to 3 minutes*

**Audience:**

Approximately 40 people will be in attendance. The B.C. companies that are in Boston for the Seafood Expo North America Expo have been asked to bring one important buyer to the dinner.

**Background:**

Minister Popham will be at a table with Brian Yip, Fanny Bay Oysters; John Watson, Comox Economic Development Society; Craig Fisztner, Hub City Fisheries; Chelsea Sang, Pacific Rim Shellfish; and Marilyn Wright, Ministry of Jobs, Trade & Technology's Trade and Investment Representative in the US.

The minister has been asked to speak briefly to the audience, approximately two to three minutes. The minister will be the only formal speaker and she will be introduced by Marilyn Wright.

The organizers are hoping the minister will welcome everyone and talk about B.C.'s competitive advantages and celebrate B.C. shellfish and seafood. The restaurant will be serving B.C. wild salmon to the guests.

**Organizer Contact:**

Solveig McLaren, Marketing Consultant, Ministry of Agriculture, 250 896-9122.

## **Introduction**

- Thank you for the introduction Marilyn.
- It's great to be here tonight celebrating British Columbia seafood!
- My appreciation for the seafood sector began at a young age.
- I was raised on a small island in British Columbia where harvesting from the ocean was a way of life.
- I have been involved in agriculture all my life.
- And now I have the best job that I could ever ask for.

- As British Columbia's Agriculture Minister - I am excited to tell you about our amazing B.C. seafood products.
- Products like the Wild B.C. salmon that is on the menu tonight!
- There are more than 100 species of finfish, shellfish and marine plants being harvested commercially in our province.
- In 2017, we exported 193 different seafood products to 73 international markets generating a total value of \$1.3 billion.
- The United States continues to be B.C.'s primary seafood trading partner with a 60 per cent share of the market worth \$777 million in 2017.
- The secret is out!

- The reputation of our products is continuing to grow around the world.
- International purchasers know that when they reach for B.C. seafood – they are getting a product that is safe, sustainable and high quality.
- Thanks to the world's demand for B.C. seafood...
- ...thousands of British Columbians in communities up and down our coast, like the one I grew up in, are employed, and our fish and seafood sector is able to continue to grow sustainably!
- Our industry has a long and rich history.
- And it is an honour to be here and represent each one of these workers tonight.

- Thanks to their hard work, consumers around the world are being served a quality product that we are all proud of.
- Thank you for supporting our B.C. seafood sector.
- Enjoy your evening.

# **2019 MINISTER MISSION TO BOSTON**

## **MEETING WITH MARILYN WRIGHT AND CHRIS KING, BC TRADE AND INVESTMENT REPRESENTATIVES IN THE US**

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### **Background:**

- Marilyn Wright, Palo Alto, California and Chris King, Boston, are the BC Trade and Investment Representatives (TIRs) in the US.
- Both TIRs work to promote BC agrifood and seafood in the US market.

### **Discussion:**

- It is suggested that the Minister raise the following questions:
  - How does BC compare to other competitors in the US market?
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  - What are some of the challenges facing BC exporters in the US?
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- The Minister should express thanks on behalf of the Ministry for the excellent support provided by BC's Trade and Investment Representatives with respect to developing export market opportunities for BC's agrifood and seafood sector.



**Ministry of Agriculture**  
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Ref: 189871

Date: March 4, 2019

**Title: Meeting with Sean Casey, Parliamentary Secretary, Fisheries and Oceans Canada and the Canada Coast Guard**

**Discussion:**

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B.C. looks forward to continued work with Minister Wilkinson and Fisheries and Oceans Canada (DFO) on addressing the issues of the aquaculture sector through collaborative efforts, including:

- Developing a First Nations-led monitoring and inspection program to oversee farms in the Broughton that will include compliance requirements and corrective measures.
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**Suggested Response:**

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2. **Pacific Salmon & Steelhead:** Salmon are an iconic species for B.C. and both provincial and federal Governments are taking steps to protect and restore these stocks. The Province's jurisdiction focuses on salmon habitat, while DFO focuses on salmon conservation and management. Many stocks of Pacific salmon in B.C. are in a state of serious decline and both jurisdictions must work together to achieve successful recovery. The Province is releasing its Recommendations for a Made-in-B.C. Wild Salmon Strategy through the BC Wild Salmon Advisory Council (WSAC). Collaboration between B.C. and DFO on this strategy is critical to the health of Pacific salmon. The recommended actions within this strategy should align well with DFO's Wild Salmon Policy Implementation Plan.

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Contact: Kevin Romanin, Senior Seafood Analyst, 250-880-0958

ED:   LH        ADM                 DM

# BACKGROUND INFORMATION

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- M. KEY MESSAGES
- N. BC SEAFOOD SECTOR AND MARKET OVERVIEW  
BC SEAFOOD INTERNATIONAL MARKETS OVERVIEW
- O. SALMON AQUACULTURE IN BC  
SHELLFISH AQUACULTURE IN BC
- P. CCFAM MEETING NOTES FOR REFERENCE
- Q. SEAFAX/EXPORT DEVELOPMENT CANADA (EDC) COMPANY  
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- R. BC SEAFOOD INFORMATION SHEETS

# 2019 MINISTER MISSION TO BOSTON

## KEY MESSAGES

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- BC's competitive advantages for seafood include:
  - **Diversity:** B.C. is home to over 100 types of seafood species and produces a diverse range of over 190 seafood products for export to international markets;
  - **Quality and Safety:** B.C. produces high-quality seafood products and maintains high food-safety standards (e.g. introduction of the new Fish and Seafood Act, which has greater emphasis on food safety);
  - **Sustainability:** B.C. is invested in conservation initiatives to help ensure a sustainable seafood industry for the future (e.g. achieving Marine Stewardship Council (MSC) certification for halibut, albacore tuna, hake and three wild salmon species);
  - **Innovation:** B.C.'s seafood industry utilizes the latest research and technology to ensure products can be caught, processed and shipped to the consumer quickly and efficiently, while also maintaining product freshness and quality; and,
  - **Modern Transportation Infrastructure:** B.C. has modern transportation infrastructure that allows products to be shipped quickly to markets on the continent or overseas.
- The US is BC's top export market for BC seafood, followed by China, Japan, Hong Kong and the Ukraine
- BC exported \$777M of seafood to the US in 2017
- Top products exported to the US in 2017 included:
  - Atlantic salmon (\$488M)
  - Chinook salmon (\$41M)
  - Halibut (\$39M)
  - Tuna (\$24M)
  - Oysters (\$15M)

**Ministry of Agriculture**  
**BRIEFING NOTE FOR MINISTER FOR INFORMATION**

Ref: 189871

Date: March 7, 2019

**Title:** British Columbia's Seafood Sector and Market Overview

**Issue:** Background information for Seafood Expo North America (SENA) in Boston, March 17-19, 2019

**Background:**

B.C.'s Top Seafood Markets

- B.C. exported \$1.3 billion in seafood products to 73 international markets in 2017.
- Approximately 60% of B.C.'s total seafood exports were to the United States (\$777M), followed by China (\$257M), Japan (\$111M), Hong Kong (\$33M) and Ukraine (\$19M).

B.C.'s Top Seafood Exports

- The top five B.C. seafood products exported globally in 2017 were Atlantic salmon (\$512.3M), crab (\$130.9M), herring (\$55.3M), Chinook salmon (\$49.5M) and halibut (\$39.1M).
- The top five B.C. seafood products exported to the United States in 2017 were Atlantic salmon (\$488M), Chinook salmon (\$41M), Halibut (\$39M), Tuna (\$24M) and Oysters (\$15M).

Global Seafood Trade

- The United States is the world's largest fish importer (US\$17.9B worth of seafood imported in 2017), followed by Japan (US\$11.7B), China (US\$8.1B), Spain (US\$6.8B) and Vietnam (US\$6.2B).
- China is the world's largest fish exporter (US\$13.3B worth of seafood exported in 2017), followed by Norway (US\$11B), India (US\$5.4B), the United States (US\$5.4B) and Chile (US\$5.2B).

**Discussion:**

- The Ministry of Agriculture's B.C. Agrifood and Seafood International Marketing Strategy, developed in collaboration with the Ministry of Jobs, Trade and Technology (JTT) and Agriculture and Agri-Food Canada (AAFC), identifies B.C.'s top five priority markets (United States, China, Japan, Korea and Hong Kong), 17 secondary priority markets (Germany, United Kingdom, Singapore, Vietnam, etc.) and 10 long-term growth markets (India, New Zealand Italy, etc.).

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- As part of this strategy, the Ministry supports export development through a variety of targeted programs and resources such as:
  - The Canadian Agricultural Partnership-funded BC Agrifood and Seafood Market Development Program, which provides industry with cost-shared funding support to undertake:
    - i. Marketing skills training;
    - ii. Market research and analysis;
    - iii. Market development planning activities;
    - iv. Export market development activities; and,
    - v. Export-focused marketing collateral and promotional tools;
  - Government-sponsored B.C. pavilions at international tradeshow/events, in partnership with JTT which includes Seafood Expo North America's BC pavilion;
  - The BC Agrifood and Seafood Export-Ready Business Catalogue (in English, Chinese, Japanese and Korean);
  - Export Market Guides for B.C.'s top priority and secondary priority markets; and,
  - Market development advisory services, provided through two agrifood/seafood-specific B.C. Trade and Investment Representatives (one in Hong Kong and one in South Korea) and four Victoria-based Marketing Consultants.
- B.C.'s competitive advantages for seafood include:
  - **Diversity:** B.C. is home to over 100 types of seafood species and produces a diverse range of over 190 seafood products for export to international markets;
  - **Quality and Safety:** B.C. produces high-quality seafood products and maintains high food-safety standards (e.g. introduction of the new Fish and Seafood Act, which has greater emphasis on food safety);
  - **Sustainability:** B.C. is invested in conservation initiatives to help ensure a sustainable seafood industry for the future (e.g. achieving Marine Stewardship Council (MSC) certification for halibut, albacore tuna, hake and three wild salmon species);
  - **Innovation:** B.C.'s seafood industry utilizes the latest research and technology to ensure products can be caught, processed and shipped to the consumer quickly and efficiently, while also maintaining product freshness and quality; and,
  - **Modern Transportation Infrastructure:** B.C. has modern transportation infrastructure that allows products to be shipped quickly to markets on the continent or overseas.

**Contact:** Solveig McLaren, Senior Marketing Consultant, 250-896-9122

DIR/MGR   MP   ED              ADM              DM           

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# 2019 MINISTER MISSION TO BOSTON

## B.C. SEAFOOD INTERNATIONAL MARKETS OVERVIEW

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- In 2017, the U.S. continued to be B.C.'s primary seafood trading partner with a 60% share of the market worth \$777 million.
- 93% of B.C.'s total seafood export value was generated by its top five international markets: **U.S., China, Japan, Hong Kong and Ukraine.**
- Macau was B.C.'s fastest growing seafood market in the top 10 more than doubling in value from \$3 million in 2016 to \$6.9 million in 2017.
- Hong Kong was B.C.'s second fastest growing international market in the top 10 with a \$10 million increase in shipments – up 41 per cent from 2016.

### B.C.'s Top Seafood Export Markets in 2017 by Value (\$ Millions):

Rank	Market	2017	2017 Share	2017 Growth	Top Products in 2017
1	United States	\$777.3	60.3%	-2.7%	Atlantic salmon, Halibut, Tuna, Chinook salmon
2	China	\$256.6	19.9%	-3.3%	Crab, Geoduck clams, Hake, Shrimps and prawns, Herring
3	Japan	\$110.8	8.6%	4.2%	Herring, Atlantic salmon, Sablefish, Shrimps and prawns, Sea urchin, Chinook salmon
4	Hong Kong	\$33.3	2.6%	40.5%	Geoduck clams, Sea cucumber, Sea urchin, Shrimps and prawns, Sablefish
5	Ukraine	\$18.8	1.5%	-39.9%	Hake, Wild chum salmon, Caviar, roe and liver



# 2019 MINISTER MISSION TO BOSTON

## SALMON AQUACULTURE

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**NOTE:** This document was originally submitted as a briefing note for the roundtable; however, the topic for roundtable was changed.

**Topic:** Salmon Aquaculture in BC

**Background:** The B.C. salmon farming (salmon aquaculture) industry has been operating in since the mid-1970s and is now B.C.'s highest valued seafood product and a significant economic contributor in rural coastal communities. The management of finfish aquaculture transferred back to the federal government in 2010 as part of a B.C. Supreme Court ruling, often referred to as the Hinkson decision, after previously being under provincial jurisdiction. The provincial government sets the overall policies regarding economic development, regulates processing and transportation and disposes the use of crown land for the purposes of aquaculture through tenure administration. The federal government regulates the actual culture or rearing of fish, fish health, marine environmental effects and monitors and mitigates potential implications to wild fish stocks. This is unique in Canada, except for Prince Edward Island.

**Discussion:** Since salmon aquaculture began in B.C., it has provoked both positive and negative responses. Some of the concerns range from potential environmental impacts and fish health to social preference and First Nations impacts regarding their asserted rights and title in their territories. There are a variety of federal and provincial initiatives underway to improve how salmon aquaculture is regulated.

In April 2018, AGRI released the Ministry of Agriculture's Advisory Council on Finfish Aquaculture's (MAACFA) final report with recommendations on salmon aquaculture including direction on fish health and working with First Nations.

In June 2018, as per a recommendation in the Final MAACFA report, the Province announced new conditions for the disposition of crown land for salmon aquaculture. These new conditions come into effect for new and replacement tenures as of June 2022. Effective that date, the Province will grant Land Act tenures only to fish farm operators who have satisfied Fisheries and Oceans Canada (DFO) that their operations will not adversely impact wild salmon stocks, and who have negotiated agreements with the First Nation(s) in whose territory they propose to operate.

On June 30, 2018, the Provincial government signed a historic Letter of Understanding (LOU) with the 'Namgis, Kwikwasut'inuxw Haxwa'mis and Mamalilikulla First Nations. This LOU formalized a consent-based government-to-government process to address long-standing concerns held by the First Nations regarding salmon aquaculture in the Broughton area.

On December 14, 2018 the Province and the three First Nations, with Minister Wilkinson in attendance, announced the endorsement of the recommendations resulting from the Broughton LOU process. The recommendations to be implemented include:

- Creating an orderly transition of 17 farms from the Broughton area between 2019 and 2023;

# 2019 MINISTER MISSION TO BOSTON

## SALMON AQUACULTURE

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- Establishing a farm-free migration corridor in the Broughton in the short term to help reduce harm to wild salmon;
- Developing a First Nations-led monitoring and inspection program to oversee those farms during the transition, which will include compliance requirements and corrective measures;
- Implementing new technologies to address environmental risks including sea lice;
- Taking action to enhance wild salmon habitat restoration and rehabilitation in the Broughton;
- *Securing economic development and employment opportunities by increasing support for First Nations implementation activities and industry transition opportunities.*

The Parties involved in the Broughton LOU are still working together closely to identify a path forward for the overarching Indigenous Monitoring and Inspection Program, as one of the announced LOU recommendations.

Federally, a number of DFO aquaculture initiatives are expected to come forward in 2019, including:

- A risk assessment of Piscine Reovirus transfer from farmed Atlantic salmon to wild Fraser River sockeye. This work is a follow-up to the *Cohen Commission recommendations*, and the results will support decision making on sustainable aquaculture and aquatic animal health.
- A study on alternative technologies for aquaculture, including land and sea-based closed containment. The study will be conducted in partnership between the Province, DFO and Sustainable Development Technology Canada.
- Development of a national Aquaculture Act through the Canadian Council of Fisheries and Aquaculture Ministers.

The development of a federal *Aquaculture Act*, as recommended by the Senate's Standing Committee on Fisheries and Oceans (SCFO), would be beneficial for developing standards for the sector and build social license. B.C. supports that view and through the current work under CCFAM is seeking a national approach that raises public confidence for aquaculture and will continue to contribute to national efforts to review and develop an Aquaculture Act. As proposed, B.C.'s salmon farming industry and Canadian Aquaculture Industry Association have also indicated they strongly support development of this Act.

### **Suggested Response:**

- **The Province is taking steps to transition to a sustainable salmon aquaculture industry that respects wild salmon, protects jobs, embraces reconciliation with First Nations and builds public trust.**
- **We are encouraged by the Federal Government's recent aquaculture announcements that show positive progress on responding to MAACFA recommendations.**
- **These include moving towards an area-based approach to aquaculture management, developing a framework for aquaculture risk management based on the precautionary approach, and studying new technologies.**

# **2019 MINISTER MISSION TO BOSTON**

## **SALMON AQUACULTURE**

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- We are very pleased with the work and support that DFO has been providing on the Pacific Coast. We look forward to continuing our collaboration.
- B.C. supports a national approach through CCFAM that raises public confidence and social license for aquaculture, and will continue to contribute to national efforts to review and develop an *Aquaculture Act*.

# 2019 MINISTER MISSION TO BOSTON

## SHELLFISH AQUACULTURE

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Background Information on BC Shellfish aquaculture.

1. Shellfish Safety
2. Canadian Shellfish Sanitation Program
3. Canadian Fisheries and Seafood Opportunities Fund
4. Seafood Value Chain Round Table
5. Federal Aquaculture Act

### Discussion

#### **Shellfish Safety**

- A key issue that could be raised concerns international trade of shellfish; particularly to the US due to recent illness due to Norovirus and *Vibrio parahaemolyticus* (Vibrio) from the consumption of raw BC oysters.
- There is a pending audit by the US FDA related to the Canadian Shellfish Sanitation Program (CSSP) and current practices (and compliance) in BC with respect to shellfish safety. There is some concern that the audit could result in border closures for BC shellfish.
- BC has several initiatives in place to deal with shellfish safety. These include:
  - Canadian Shellfish Sanitation Program (Federally Administered)
  - Norovirus Action Plan (Provincial and Federal Agencies & Industry (Aquaculture and Herring)).
  - National Working Group on *Vibrio Parahaemolyticus* Control in BC Raw Oysters for Consumption (Provincial and Federal Agencies and BC Shellfish Aquaculture Industry)
  - The Ministry is collaborating with GenomeBC (and GenomeCanada) to jointly fund research into Norovirus and Vibrio to better understand fate and distribution in the marine environment and to develop better, more specific diagnostic methods.
  - Oyster Recovery Plan that provides reimbursements to farmers to re-seed sites and ensure business continuity of the shellfish sector.
  - The Ministry is working with the shellfish aquaculture industry providing funds to develop educational and communication materials to raise awareness about BC oysters and educate the public and stakeholder along the value chain about oyster handling as well as the real and perceived risks from shellfish foodborne illness to build food literacy.

# 2019 MINISTER MISSION TO BOSTON

## SHELLFISH AQUACULTURE

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### Canadian Shellfish Sanitation Program (CSSP)

- CSSP is a federal program administered by Fisheries & Oceans Canada (DFO), Canadian Food Inspection Agency (CFIA), and Environment and Climate Change Canada (ECCC) to ensure shellfish (wild and farmed) are safe for consumption through a program of sampling and classifying harvest areas.
- CSSP is examining the long term sustainability of the program as resources are fully committed to delivering the program in approximately 1,400 shellfish harvest areas across Canada. This has limited and constrained growth of shellfish aquaculture in BC and the maritime provinces.
- CSSP partners are undertaking the Alternative Service Delivery (ASD) pilot project to investigate the potential for community and industry involvement in monitoring certain harvest areas. The results of this pilot project will help inform how alternative service delivery may be implemented in other areas to allow for expansion into new harvest areas.
- ASD Engagement Sessions have been held in Prince Rupert, British Columbia; Nova Scotia and Newfoundland, with a pilot project being initiated in Prince Rupert in collaboration with Coastal First Nations.
- While BC has taken a lead in developing and ADS pilot, there are no agreements in place on the East Coast at this time.
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### Canadian Fisheries and Seafood Opportunities Fund (CFSOF)

- The CFSOF was launched on December 5, 2018 and will terminate on March 31, 2024.
- CFSOF is the fourth pillar (Market Access and Development pillar) of the Atlantic Fisheries Fund (AFF) and represents a federal commitment of \$30M of the total \$325M announced federally for AFF.
- CFSOF aims to advance a national approach to key cross-cutting market access issues; promote branding and recognition opportunities, certification and address international market access barriers. The first Expression of Interest (EOI) period ended on January 11, 2019 and resulted in sixteen submissions: six B.C. regional/sectoral; five national; and, five other Provincial and Territory (PT) regional/sectoral in scope.

# 2019 MINISTER MISSION TO BOSTON

## SHELLFISH AQUACULTURE

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- CFSOF has a total budget of \$42.85M with \$30M committed from the federal government. The Fund is a cost-shared program, where 70 per cent of each project will be federal funding, and 30 per cent will be provincial or territorial funding. The PTs that have signed on (and form an official Steering Committee to make funding decisions) are: B.C., SK, NT, YK, ON, NB, PE, NS, and NL. Fisheries and Oceans Canada (DFO) have advised that QU, AB, MB and NU have not officially signed on (and will not be involved in decisions).
- For a project to move ahead, contributions are required from two or more PTs – based on the interest of the respective PTs, although projects with only one supporting province may be approved (see below).
- Project that move to the proposal stage are reviewed by Steering Sub-Committees (SSC) made up of one or more members who indicated support for the EOI and are interested in cost-sharing. These SSCs will be responsible for recommending projects for approval to Ministers. Where more than one PT supports a project and is interested in cost sharing, this is called a Collaborative Project and the contributing parties will jointly decide the terms of the cost sharing agreements. Where only one PT supports a sectoral/regional project it would need to provide thirty percent cost share.
- Cost-sharing for PTs can only be done through cash contributions, in-kind contributions are not allowed, as DFO administers the payments to end recipients.
- Where only one province is supportive of project, a strong case needs to be made regarding why CFSOF should provide funding. This puts British Columbia at a disadvantage when accessing CFSOF funds compared to the Atlantic Provinces where several share common fishery resources.

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# 2019 MINISTER MISSION TO BOSTON

## SHELLFISH AQUACULTURE

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### Seafood Value Chain Roundtable (VCRT)

- Established and administered by Agriculture & Agrifood Canada in 2003
- VCRTs were established to connect government and industry to improve competitiveness and profitability of Canadian agriculture and agri-food products
- There are 17 VCRTs - including the Seafood Value Chain Roundtable (SVCRT)
- Key objectives are to 1) improve sector competitiveness; 2) maintain and increase international markets; 3) address labour challenges.
- Participants include: AAFC, CFIA, DFO, Atlantic Canada Opportunities Agency (ACOA), Innovation, Science and Economic Development Canada; Provincial Governments (BC, ON, QC, NB, NL, PE, NS, NU & NT), Industry representatives from harvesting, processing, retail, trade associations, aquaculture on national and regional scales
- Current SVCRT Activities:
  - a. Maximizing Value Working Group – studying issues and impediments to the industry achieving maximum value from seafood with proposed activities to address them (market focus/linkage via an integrated approach);
  - b. Strategic Working Group (sector/government priorities);
  - c. Seafood Import Monitoring Working Group (reporting and recording keeping requirements for Canadian seafood going into the US, traceability link);
  - d. Tools and Development Working Group (marketing/Buy BC Link);
  - e. On-Board Labour Standards Group (ethical labour standards).
- SVCRT in the context for Grow, Feed, Buy BC: Currently they are prioritizing the seafood industry on a national level and focus on export markets.

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### Federal Aquaculture Act

- Note that the BC aquaculture industry strongly supports the development of a federal aquaculture act.

Myron Roth, Ph.D., P.Ag. | Industry Specialist - Aquaculture & Seafood

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**Ministry of Agriculture**  
**CCFAM/ACFAM MINISTERS MEETING**  
**St. John's, Newfoundland & Labrador | December 4-5, 2018**  
**OVERARCHING STRATEGY and KEY OBJECTIVES FOR B.C.**

Ref: 188564-0110

- **Funding for Pacific Fisheries and Seafood:**
  - B.C. has been actively requesting funding for the Pacific Coast comparable to what is available on the Atlantic to support the fisheries, aquaculture and seafood sectors.
  - Such a fund could also help B.C. and DFO cooperate on increasing salmon abundance, habitat protection, and incenting innovation in aquaculture.
  - B.C. is very pleased with the recent federal budget update that included the proposal to invest \$105 million over six years, starting in 2018–19, to create a British Columbia Salmon Restoration and Innovation Fund, which includes a contribution to the Pacific Salmon Endowment Fund of \$5 million in 2018–19, as well as other investments in the Oceans Protection Plan (OPP) and to protect Southern Resident Killer Whales.
  - B.C. is eager to begin work with DFO on designing and implementing what that might look like on the Pacific, and to develop our Provincial contribution.
- **Aquaculture:**
  - B.C. is supportive of the progress to date on legislative reform, the work on the Aquaculture Development Strategy and the Long Term National Framework for Aquaculture.
  - B.C. seeks a national approach that raises public confidence and social licence for aquaculture.
  - Dedicated funding for new technologies and innovation in aquaculture is needed.
  - The Pacific Region needs to be appropriately represented. We will continue to contribute to national efforts to review and develop an *Aquaculture Act*.
  - As important as the National work on aquaculture is, B.C. is pleased with all the work and support that DFO has been providing on the Pacific Coast, including response to the Cohen Commission, MAACFA, the recent federal Auditor General's report, the Broughton process, and looks forward to continuing that collaboration as a top priority.
- **Federal Fisheries Act review:**
  - B.C.'s management goal is to ensure sustainable and resilient fish resources, to meet cultural, environmental, social, and economic interests for current and future generations.
  - B.C. is pleased to see B.C.'s input has been reflected in the Act and supports the next phase of the review.
  - Indigenous Reconciliation is a priority in B.C. and we appreciate DFO considering how to integrate Indigenous Traditional Ecological Knowledge into the *Fisheries Act* implementation.

**Ministry of Agriculture**  
**CCFAM/ACFAM MINISTERS MEETING**  
**St. John's, Newfoundland & Labrador | December 4-5, 2018**

- B.C. also expects extensive stakeholder consultation will occur to understand the implications of implementing the socio-economic and Atlantic fisheries management policies in the Pacific region before proceeding.
- B.C. is also appreciative of the new federal budget that includes \$284.2 million over five years to restore lost protections and incorporate modern safeguards into the *Fisheries Act*.
- **Indigenous Reconciliation**
  - B.C. supports an approach to reconciliation in fisheries with the federal government that:
    - is principled, consistent across all First Nations, based on sound policy, and that looks to an orderly transition;
    - treats businesses and local coastal communities fairly; and,
    - supports continued economic viability of Pacific fisheries.
  - Reconciliation and the use of Indigenous knowledge in fisheries decisions are important shared objectives.
  - B.C. recently announced a policy change in relation to the issuance of tenures for salmon farms that represents a major step forward in our reconciliation efforts.
  - Effective June 2022, the Province will only issue these tenures to operators who have:
    - negotiated agreements with the First Nation(s) in whose territory they operate; and,
    - satisfied DFO that their operations will not adversely impact wild salmon stocks.
- **Marine Conservation Targets (MCTs):**
  - B.C. is committed to working with Canada to ensure that the approach to MPA planning remains consistent with the spirit and intent of the Canada-BC MPA Network Strategy.
  - B.C. has already established numerous MPAs along the Pacific Coast of Canada. Our view is that Canada's spatial targets for protected areas have already been met in the Pacific.
  - Marine protection efforts should now focus on doing the right conservation with the right objectives and processes.
  - B.C. is committed to working with Canada and First Nations to assess how these and other areas (particularly Rockfish Conservation Areas) could contribute to the targets.
  - Sound scientific rationale, clear conservation objectives, and governments' reconciliation goals with Indigenous peoples should inform management restrictions of fisheries.

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- While B.C. is pleased that DFO previously provided a map on how the 2017 targets were to be met across Canada, we would very much like to see a similar one for the 2020 targets.

**DEPUTY MINISTER CONNECTIONS:**

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- Catherine Blewett – DFO DM was posted in June 2016 - former IGR lead for Nova Scotia
- Cathy LaRochelle - New Brunswick. DM for Energy and Resource Development and for Agriculture, Aquaculture and Fisheries. She was an Agriculture ADM previously, heavily involved in Growing Forward and the AAFC files.
- DM Lori Anne Companion - Newfoundland and Labrador host delegation

**FEDERAL AGENCY INTERACTIONS**

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- DFO: regulator – fisheries and aquaculture
  - No economic development mandate
- CFIA: regulator
  - All things, all food (*Safe Food for Canadians Act*)
  - Market Access
- AAFC: part regulator – Agriculture and agrifood
  - Economic development (but not for fish and seafood, except Export Market Development)

**ADDITIONAL PROVINCE BACKGROUND/CONTEXT**

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New Brunswick and Quebec

- Both have dual portfolios like B.C.:
  - Fisheries and Aquaculture
  - Agriculture
    - A number of cross-over issues
      - Including CAP
      - Safe Food for Canadians

New Brunswick

- Our agencies have similar mandates and many common issues
- B.C. and NB have a long history of cooperation through CCFAM (IWG)
- NB has a large salmon farming industry (second to B.C.'s)
- NB has introduced organics legislation

Nova Scotia

- NS also has long history of cooperation with B.C. through CCFAM (IWG)
- NS Department of Fisheries and Aquaculture staff visited B.C. salmon farms (and AGRI office) following the CCFAM Meeting in AB
  - The department is working with the aboriginal community on aquaculture development in NS.
  - Roland Cusack and Bruce Hancock met with AGRI staff to discuss licensing/tenuring with a focus on BC's experience coordinating with DFO after transfer of authority.

**Ministry of Agriculture  
CCFAM/ACFAM MINISTERS MEETING  
St. John's, Newfoundland & Labrador | December 4-5, 2018**

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**OTHER UNIFYING ISSUES UNDER CCFAM**

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**Ministry of Agriculture  
CCFAM/ACFAM MINISTERS MEETING  
St. John's, Newfoundland & Labrador | December 4-5, 2018  
CCFAM MEETING OF MINISTERS**

Ref: 188564-0120

**Issue: Annotated Agenda and Key Points for CCFAM Ministers' Meeting**

**Background Context:**

- Minister Jonathan Wilkinson, appointed on July 18, 2018, Minister of Fisheries and Oceans Canada (DFO) and the Canadian Coast Guard, replacing Minister Dominic LeBlanc. This will be Minister Wilkinson's first CCFAM Ministers meeting.
- As a result of recent provincial elections (e.g., Ontario, New Brunswick) there will be new Ministers in attendance.
- Minister Wilkinson is expected to speak about Indigenous traditional knowledge as it relates to decision making empowered by the changes to the *Fisheries Act*.
- There will be a private breakfast for CCFAM Ministers only on December 4<sup>th</sup>, however the lunch later that day will be CCFAM Ministers as well as leaders from National Indigenous Organizations.
- A summary of recommendations and key discussion issues from CCFAM Task Groups and Committees is included in the table below:

<i>Task Groups &amp; Committees</i>	<i>Recommendations and Key Issues for Discussion</i>
Strategic Management Committee on Aquaculture (SMC)	Progress Report, Aquaculture Development Strategy, Legs and Regs Working Group, <i>Aquaculture Act</i> , Charting a path forward..
National Aquatic Invasive Species Committee (NAISC)	Progress Report and Discussion
Inland Fisheries Committee (IFC)	Reinstatement of the IFC (Recreational Fisheries)
Oceans Task Group (OTG)	Progress Report and Discussion
<i>Fisheries Act</i> Review Task Group	Progress Report and Discussion on Next Steps
Trade and Market Access Committee (TMAC)	Progress Report, Market Access Issues, Challenges and Opportunities, Canada Fish and Seafood Opportunities Fund

**Priority Issues for B.C.:**

- Funding for fisheries and seafood (and for Aquatic Invasive Species)
- Aquaculture
- Federal *Fisheries Act* Review (and SARA)
- Indigenous Reconciliation
- Marine Conservation Target (MCT's)

**Ministry of Agriculture  
CCFAM/ACFAM MINISTERS MEETING  
St. John's, Newfoundland & Labrador | December 4-5, 2018**

**December 4, 2018**

**9:10-12:00: Indigenous Reconciliation within Fisheries & Roundtable**

- B.C. supports an approach to reconciliation in fisheries with the federal government that:
  - is principled, consistent across all First Nations, based on sound policy, and that looks to an orderly transition;
  - treats businesses and local coastal communities fairly; and,
  - supports continued economic viability of Pacific fisheries.
- Reconciliation and the use of Indigenous knowledge in fisheries decisions are important shared objectives.
- B.C. recently announced a policy change in relation to the issuance of tenures for salmon farms that represents a major step forward in our reconciliation efforts.
- Effective June 2022, the Province will only issue these tenures to operators who have:
  - negotiated agreements with the First Nation(s) in whose territory they operate; and,
  - satisfied DFO that their operations will not adversely impact wild salmon stocks.

**Noon-13:00: Lunch:** for Ministers and National Leaders of Indigenous Governments and Nations

**Official Start of CCFAM meetings**

**13:00-13:30: Roundtable**

**Potential Topics for B.C. to Highlight**

**New Direction for Wild and Farmed Salmon in B.C.**

- On February 1, 2018, after months of work, the Minister of Agriculture's Advisory Council on Finfish Aquaculture (MAACFA) provided their final report to the Province with a number of recommendations including direction on fish health and working with First Nations.
- Effective June 2022, the province will only grant tenures to salmon farm operators that pass two tests. One, they must satisfy the Federal government that their operations will not adversely impact wild salmon stocks, and two, they must have agreements with the First Nation(s) in whose traditional territories they propose to operate.
- B.C. undertook sensitive negotiations with First Nations in the Broughton Archipelago on the future of tenures in that area where there has been consistent opposition to salmon farms. Recommendations were submitted to the Province at the end of November and are currently being reviewed.

**WSAC:**

- B.C. has launched the Wild Salmon Advisory Council (WSAC), a multi-stakeholder advisory council that is assisting in the development of a strategy to support restoring healthy and abundant wild salmon stocks in B.C.

**Ministry of Agriculture  
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- The focus of the strategy development is the restoration and enhancement of wild salmon populations, sustainable fisheries management and stewardship opportunities, and new economic development opportunities to assist viable and sustainable community-based fisheries.
- A report from WSAC has been released and will form the basis of upcoming public consultations led by the Council.
- B.C. has a long history of funding programs that support or benefit salmon and their habitats and is actively working towards new initiatives to assist salmon recovery, specifically through the development of a made-in-B.C. Wild Salmon Strategy.

**Funding for Pacific Fisheries and Seafood**

- B.C. has been actively requesting funding for the Pacific Coast comparable to what is available on the Atlantic to support the fisheries, aquaculture and seafood sectors.
- Such a fund could also help B.C. and DFO cooperate on increasing salmon abundance, habitat protection, and incenting innovation in aquaculture.
- B.C. is very pleased with the recent federal budget update that included the proposal to invest \$105 million over six years, starting in 2018–19, to create a British Columbia Salmon Restoration and Innovation Fund, which includes a contribution to the Pacific Salmon Endowment Fund of \$5 million in 2018–19, as well as other investments in the Oceans Protection Plan (OPP) and to protect Southern Resident Killer Whales.
- B.C. is eager to begin work with DFO on designing and implementing what that might look like on the Pacific, and to develop our Provincial contribution.

Other Potential Topics

**Killer Whale Protection Issues, and link to fisheries conservation and SARA**

- Southern Resident Killer Whales (RKW) are an iconic species and B.C. is supportive of actions to protect and recover the population.
- B.C. commends the federal government for their efforts to address the protection of critical habitat.
- Consistent with our bilateral conversations through the Oceans Coordinating Committee (OCC) and the Regional Committee on Oceans Management (RCOM), B.C. requests that the federal government continue to engage with us on initiatives related to Southern RKW and ensure the opportunity to provide feedback in a meaningful way is provided.

**Species at Risk Act – SARA (Interior Fraser Steelhead, and Fraser white sturgeon)**

- B.C. would like increased collaboration with DFO on the shared goal of sustainable and resilient fish resources to meet cultural, environmental and economic interests for current and future generations.



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- Actions are needed for recovery of at risk, threatened and endangered species such as wild salmon, Interior Fraser Steelhead and Fraser White Sturgeon.
- Salmon: Salmon are an iconic species for B.C. As noted in the DFO Wild Salmon Policy Implementation Plan, the Province's jurisdiction focuses on salmon habitat, while DFO focuses on salmon conservation and management. Both jurisdictions must work together to achieve success.
- Steelhead: The province and several First Nations have taken action to recover the Interior Fraser Steelhead, including the use of regulatory authorities.
- White Sturgeon: The Province has taken action on Fraser White Sturgeon. There is a Provincial Sturgeon Management Strategy, and the Fraser Sturgeon Action Plan is being updated this winter.
- B.C. would like to see Federal Government take similar precautionary approaches.

13:30-14:30: Aquaculture

- B.C. is supportive of the progress to date on legislative reform, the work on the Aquaculture Development Strategy and the Long Term National Framework for Aquaculture.
- B.C. seeks a national approach that raises public confidence and social licence for aquaculture.
- *Dedicated funding for new technologies and innovation in aquaculture is needed.*
- The Pacific Region needs to be appropriately represented. We will continue to contribute to national efforts to review and develop an *Aquaculture Act*.
- As important as the National work on aquaculture is, B.C. is pleased with all the work and support that DFO has been providing on the Pacific Coast, including response to the Cohen Commission, MAACFA, the recent federal Auditor General's report, the Broughton process, and looks forward to continuing that collaboration as a top priority.

15:45-16:15: National Aquatic Invasive Species Committee (NAISC)

- Our Government and industry partners are investing \$3.75M this year in the Invasive Mussel Defence Program, to mitigate the threat associated with zebra and quagga mussels.
- We would like to see increased federal resources dedicated to zebra and quagga mussel prevention in west as this continues to be a top priority in our province.
- We welcome the new staff from DFO to work on aquatic invasive species in B.C. but note that new financial resources have only been allocated to eastern Canada priorities.
- B.C. is working with provincial and territorial colleagues and the Pesticide Management Regulatory Agency to explore necessary improvements to the mechanisms in place that allow the use of substances to eradicate Aquatic invasive species.
- B.C. is supportive of the proposed approach for the national committee, and the key actions outlined in the workplan.

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**15:15-15:45 Market Access/Trade Update**

*Market Access Task Group/Trade and Market Access Committee*

- B.C. supports the approach to transition to the Trade and Market Access Committee as the arena for FPT trade and market access collaboration.
- We are pleased to have the relevant federal departments, including Canadian Food Inspection Agency participating.

*USMCA*

- We are happy to see an agreement between Canada, the US and Mexico and look forward to seeing the final language.
- This trade agreement will reduce investor uncertainty and bring further stability to trade between our countries.

*Canadian Fish and Seafood Opportunities Fund*

- B.C. is pleased that market access support is being made available to the Province's fish and seafood sector through the Canadian Fish and Seafood Opportunities Fund.
- We have our cost-share contribution in place and look forward to participating, along with our sector.

**15:45-16:15: Renewed Inland Fisheries Committee (IFC)**

- B.C. supports the re-establishment of the Inland Fisheries Committee, and its work in support of recreational fisheries.
- Recreational fisheries, both marine and freshwater, are of great importance to people and the economy of B.C.
- Compared to other fisheries sectors (e.g., commercial fishing, seafood processing), recreational fisheries contribute nearly twice the amount of the other fisheries to the B.C. GDP.
- A renewed focus on recreational fisheries can help with conservation and with rural economic benefits.

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08:30-09:30: Marine Conservation Efforts and Oceans Task Group

- B.C. is committed to working with Canada to ensure that the approach to MPA planning remains consistent with the spirit and intent of the *Canada-BC MPA Network Strategy*.
- B.C. has already established numerous MPAs along the Pacific Coast of Canada. Our view is that Canada's spatial targets for protected areas have already been met in the Pacific.
- Marine protection efforts should now focus on doing the right conservation with the right objectives and processes.
- B.C. is committed to working with Canada and First Nations to assess how these and other areas (particularly *Rockfish Conservation Areas*) could contribute to the targets.
- Sound scientific rationale, clear conservation objectives, and governments' reconciliation goals with Indigenous peoples should inform management restrictions of fisheries.
- While B.C. is pleased that DFO previously provided a map on how the 2017 targets were to be met across Canada, we would very much like to see a similar one for the 2020 targets.

9:30-10:00: Legislative Update: Review of the Amendments to the *Fisheries Act*

- B.C.'s management goal is to ensure sustainable and resilient fish resources, to meet cultural, environmental, social, and economic interests for current and future generations.
- B.C. is pleased to see B.C.'s input has been reflected in the Act and supports the next phase of the review.
- Indigenous Reconciliation is a priority in B.C. and we appreciate DFO considering how to integrate Indigenous Traditional Ecological Knowledge into the *Fisheries Act* implementation.
- B.C. also expects extensive stakeholder consultation will occur to understand the implications of implementing the socio-economic and Atlantic fisheries management policies in the Pacific region before proceeding.
- B.C. is also appreciative of the new federal budget that includes \$284.2 million over five years to restore lost protections and incorporate modern safeguards into the *Fisheries Act*.

10:00-11:15: Roundtable & Other Business

See Roundtable topics from Day 1 above.

11:30-13:00: Ministers' Press Conference & Lunch

- B.C. will want to ensure that it has input into the draft Communique well in advance of the Ministers' Press Conference.
- The Province will want to ensure that messaging especially around aquaculture and Indigenous Reconciliation is appropriate to B.C.'s interests, as there may be sensitivities to consider.

# **2019 MINISTER MISSION TO BOSTON**

## **SEAFAX/EXPORT DEVELOPMENT CANADA**

### **COMPANY OVERVIEWS**

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#### **Seafax, Inc:**

Seafax has been one of the leading providers of business information for the food industry in North America for over 25 years. The company offers information to help food related businesses manage risk and maximize market opportunities. Its products and services include company-specific business reports, international credit reports, regional credit checks, monitoring services, credit consulting services, marketing services, and collections services. The company, through its subsidiary, One Source Risk Management and Funding, Inc. also operates as a broker for credit insurance and risk mitigation products in the United States and Canada. It specializes in credit insurance, political risk, excess insurance, export insurance, PUTs, international credit reports, collections, factoring, and receivables management services.

The company was formerly known as Gofish.com, Inc. and changed its name to Seafax, Inc. in January 2002. Seafax, Inc. was founded in 1985 and is based in Cumberland Foreside, Maine. It has regional offices in New York, New York; Tampa, Florida; Houston, Texas; Long Beach, California; and Seattle, Washington.

#### **Export Development Canada (EDC):**

EDC supports and develops Canada's export trade by helping Canadian companies respond to international business opportunities. They are a self-financing, Crown corporation that operates at arm's length from the Government. They provide insurance and financial services, bonding products and small business solutions to Canadian exporters and investors and their international buyers. They also support Canadian direct investment abroad and investment into Canada. Much of their business is done in partnership with other financial institutions and through collaboration with the Government of Canada.

Since they were founded in 1944, they have facilitated more than \$1.4 trillion in exports and foreign investment by Canadian companies.