



Speaking notes for
Minister of State for Trade George Chow
Ministry of Jobs, Trade and Technology

Canada Korea Business Association - 2017 Fall Business Forum
Terminal City Club
837 West Hastings St., Vancouver

Friday, Nov. 3, 2017

11:30 a.m.- 1:30 p.m.

Speaking time: Approximately 10 mins at 12:40 p.m.

Location:**Parking:**

Paid parking is available at the Impark parkade at Terminal City Club, located on Cordova Street closest to Howe St. From the parkade, enter the Club through the Auberge Hotel lobby entrance.

The rate is approximately \$3.75/half hour and \$20/day.

Event Contact:

Sung Van, President of Canada Korea Business Association, (cell):
604-312-8548

Commented [CLRG1]: Private cell phone number

Audience:

Approximately 60- 65 attendees from the Korean and B.C. business communities including members of the Canada Korean Business Association (CKBA) will attend the luncheon. Local media has been invited to attend, including Business in Vancouver.

The CKBA is comprised of approximately 80 individual, corporate and student members. It is a non-profit business organization based in Vancouver that promotes two-way trade, personal exchanges and cultural ties between Canada and Korea.

Itinerary:

Time	EVENT Nov. 3, 2017
11:30-12:00 p.m.	Arrival and registration. Networking opportunity with attendees.
12:00- 12:30 p.m.	Welcome remarks by Steve Kim, CKBA Board member and Master of Ceremony. Lunch will be served (buffet). Minister of State Chow will sit at the head table with other speakers (6-person table).
12:30- 12:40 p.m.	CKBA President Sun Van provides remarks (recent Canada-Korea Forum and Canada's Ambassador to Korea Eric Walsh's trip to Vancouver)
12:40-12:55 p.m.	Minister of State for Trade George Chow speaks.
12:55- 1:05 p.m.	UBC Professor of Korea History and Civilization Don Baker speaks.
1:05- 1:15 p.m.	Katherine Bamford, Director of Trade Development, Vancouver Fraser Port Authority, speaks.
1:15- 1:20 p.m.	Master of Ceremony Steve Kim provides concluding remarks and thanks all attendees, speakers and volunteers. Event ends. Networking opportunity for attendees.

VIP list:

- Consul for Economic Affairs, Kangjun [kang-jun] Lee, Republic of Korea
- Sun Van, President, CKBA
- Steve Kim, CKBA board member and President, Boiling Point Group
- Don Baker, Professor, Korean History and Civilization, UBC
- Katherine Bambford, Director, Trade Development, Vancouver Fraser Port Authority
- James Hursthouse, Executive Director, DigiBC
- Dilla Wong, Director, Asia Business Development and Programming, UBC Sauder School of Business
- Bruce Weisner, Associate Dean, Executive Education, UBC Sauder School of Business
- Sunny Lee, Executive Assistant, UBC Sauder School of Business

Event description:

Minister of State for Trade George Chow delivers keynote speech on behalf of the B.C. government on B.C.-Korea trade and investment relations and shared opportunities. Other speakers include Professor Don Baker, UBC, and Katherine Bamford, Vancouver Port Authority.

Background:**CKBA**

- The CKBA has supported past B.C. trade missions to Korea and assisted with outreach to the local Korea-Canadian business community.
- For example, it supported an event that featured Canada's Ambassador to Korea, Eric Walsh.
- In 2016, the CKBA and the Canadian Chamber of Commerce in Korea signed a strategic partnership agreement to strengthen collaboration and to promote trade and investment between Canada and Korea.
- Paul Irwin, Executive Director, International Business Development Div. (East Asia branch), is a CKBA Board member.

Korea trade and investment overview

- With a GDP of \$1.4 trillion and a population of 49 million, South Korea has the fourth largest economy in Asia and eleventh largest in the world. GDP growth is projected to 2.8% in 2018 (OECD June 2017 Economic Forecast Summary).
- South Korea is BC's fourth-largest trading partner. In 2016, BC exports to South Korea were \$2.2 billion and accounted for 51% of total Canadian exports to South Korea. Top BC exports to South Korea in 2016 included:
 - Coal - metallurgical (\$880 million)
 - Copper ores and concentrates (\$512 million)
 - Unwrought aluminum (\$287 million)
- According to Statistics Canada, 2017 year-to-date change in BC exports of all products to South Korea has increased 46% (Jan.-Aug. 2017 vs. Jan-Aug 2016).
- B.C. currently has a Trade and Investment Representative Office in Seoul. Luke Shim is the Managing Director and has a staff of five focused on priority sectors for BC including agrifood/seafood, technology (ICT/wireless, digital media, clean tech), natural resources, and international education.

Featured speakers:

- Sung Van, President, CKBA
- Steve Kim, CKBA Board member, President of Boiling Point Group (master of ceremony)
- George Chow, Minister of State for Trade, Ministry of Jobs, Trade and Technology
- Don Baker, Professor, Korean History and Civilization, UBC
- Katherine Bambford, Director, Trade Development, Vancouver Fraser Port Authority

Attire: Business

Introduction

- Thank you, Steve.
- Good afternoon. It is a pleasure to be here today.
- I would like to extend greetings on behalf of our Premier John Horgan...
- And take a moment to acknowledge that we are on the traditional territory of the Musqueam, Squamish and Tsleil-Waututh [Tslay-wa-tooth] First Nations of the Coast Salish peoples.
- Thank you Sung and the Canada Korea Business Association for giving me this opportunity to meet and speak with everyone here today.

Role as Minister of State for Trade

- I'd like to begin by telling you a little bit about my role as Minister of State for Trade.
- This is a new role and it signifies the importance of trade and investment for our government.

- In this role, one of my top priorities is to work with ministries across government and key stakeholders like you to promote trade relations between BC and priority markets such as South Korea.
- I value the opportunity to meet with business and community leaders at events such as this to hear your ideas on how we can improve B.C.'s trade relations.

B.C.-Korea Relationship

- Our government values the close cultural and economic ties between B.C. and South Korea.
- We are fortunate to be one of the top three destinations for Korean immigrants in Canada.
- In 2016, there were more than 63-thousand Koreans living and working in our province, up from 55-thousand in 2011.
- Korean-Canadians bring a unique perspective to B.C. and make invaluable contribution to our civil society...
- Such as Senator Yonah Martin, the first Korean-Canadian parliamentarian in Canadian history.

- Outside of politics, Korean-owned businesses are creating jobs and revenue in communities across B.C.
- For example, South Korea's Netmarble Games acquired Kabam's Vancouver studio earlier this year.
- It is a deal estimated to be worth \$800 million US dollars and employs around 200 people in downtown Vancouver.
- Korean pop culture is also making major inroads in B.C.
- I understand the K-pop group "Twice" recently filmed its new music video "Likey" right here in Vancouver.
- The video features the seawall, Gastown and the Skytrain, which thousands of British Columbians ride every day.
- The fact that this video was filmed here and that we have a large k-pop following in B.C. demonstrates our close cultural ties and how they continue to evolve.
- I encourage you to check out the video on YouTube and see how many Vancouver locations you can spot.

Trade and investment

- In terms of trade and investment, B.C. and South Korea share a thriving, two-way trade relationship that generates billions for our economies.
- This relationship is strengthened by our strong sister province relations with Gyeonggi [**Pronounced:** ghee-yong-ee] province.
- Next year will mark the 10-year anniversary of our sister province agreement.
- As part of this anniversary, we look forward to renewing a “three-year action plan” that will strengthen collaboration in areas such as technology.
- Gyeonggi is home to major tech corporations such as LG and Samsung Electronics.
- Our two provinces, as tech leaders, have much to discuss and share.
- Our strong trade are also strengthened by the Canada-Korea Free Trade Agreement.

- This is Canada's first trade agreement with an Asian country, and we are seeing real economic gains - particularly in agrifoods and seafood, international education, technology and tourism.
- This trade agreement has taken trade relations between B.C. and South Korea to a new level...
- By eliminating tariffs in almost all of B.C.'s key export sectors including manufacturing, forestry, fishing, natural resources and agriculture.

Building on trade between B.C. and South Korea

- To build on our trade relations, we have a Trade and Investment Representative office in Seoul to support B.C. exporters and South Korean companies interested in investing in B.C.
- For example, in recent years, we've seen growing demand from South Korean consumers for B.C. agrifoods and seafood products.
- And we have had positive outcomes and feedback from more than 20 B.C. exporters that attended the Seoul Food and Hotel Show in May.
- B.C. companies closed more than \$200,000 in sales at the show, and we expect several more deals to close over time.

- Our trade and investment office in Korea is also supporting six B.C. companies that are taking part in the Busan International Fisheries and Seafood Expo next week.
- They'll be showcasing B.C. salmon, spot prawns, albacore tuna, salmon roe, and live shellfish, including crab, oysters and sea urchins.
- In addition to agrifoods, our province will continue to focus on natural resources exports.
- This includes our forestry exports, which probably doesn't surprise many of you here.
- B.C. accounts for the largest share of Canada's wood product exports to South Korea and the demand continues to grow.
- In 2016, the value of B.C. wood product exports, including pulp and paper, was \$326 million, up from \$300 million in 2013.
- Mining is another sector where B.C. has very close partnerships with South Korea.
- South Korea is one of the largest importers of copper and coal in the world, and it continues to invest in mineral exploration in our province.

- POSCO is the largest importer of B.C. metallurgical [metal-urge-ih-cal] coal...
- Importing hundreds of millions annually for its steel-making operations.
- And POSCO Daewoo Corporation has invested \$8.2 million to develop the Kwanika copper-gold project in B.C.
- Moving forward, we want to encourage more Korean companies to invest in our province.
- B.C.'s proximity to the Asia Pacific, stable environment, abundant natural resources and a growing tech sector, make our province an ideal location for Korean companies to set up their base and expand in North America.

Conclusion

- It is my hope that with your support for B.C. exporters and Korean companies there will be more great partnerships in the future.
- Our government is committed to working with the Canada Korea Business Association to strengthen B.C. and Korea trade relations.
- Most importantly, Premier Horgan and other B.C. government representatives are planning to visit Korea in January 2018 to continue to advance our trade and investment relationship.

- I look forward to hearing your ideas and suggestions on how we can take B.C. and South Korea's trade relationship to the next level.
- Thank you very much.

-END-

November 6, 2017

CHECK AGAINST DELIVERY

- Good afternoon...
- Acknowledgements:
 - Consul General Brandon Lee, Consulate General of Canada in Seattle
 - MLA for Calgary-Shaw Graham Sucha
 - PNWER President Senator Arnie Roblan
- Thank you Senator Roblan for the introduction, I am delighted to be here.
- It is an honour, as B.C.'s lead representative at this year's PNWER Economic Leadership Forum, to welcome you to the traditional

territory of the Lekwungen People (Lalkwung-en), the Songhees and Esquimalt First Nations.

- On behalf of Premier John Horgan, I want to extend a warm welcome to Victoria and I hope you all are enjoying your time in our beautiful capital city.
- Wherever you are from, the Pacific NorthWest region is vibrant and offers breathtaking, natural, pristine beauty.
- We sure are lucky to call it home.

(SESSIONS)

- This year's Winter Meeting is off to a great start with sessions on government systems and the role of our Speakers.

- And there will be more discussions over the next two days on topics that are of great interest and importance to British Columbia, Western Canada and the U.S. Pacific NorthWest.

(COLLABORATION)

- The Economic Leadership Forum is a valuable opportunity for legislators and leaders in the private sector from our 10-member jurisdictions.
- It fosters partnerships, advances regional priorities and explores opportunities to build and grow our shared economy.
- By working together to strengthen the economic region, we are supporting job

creation and those jobs then allow our citizens to thrive, invest in their well-being and increase their quality of life.

- And we are advancing this prosperity while preserving and respecting our natural environment.

(SUCSESSES)

- Our bi-national, public-private partnership is a special relationship - one that is making a difference.
- The actions taken together are having a tremendous impact.
- Our collaborative efforts have resulted in improved border infrastructure which supports our trade and investment

relationship by moving legitimate goods faster.

- We are stronger when we work together.
- The Cascadia Innovation Corridor is being touted as a success by strengthening competitiveness.
- As it drives connectivity and productivity, and grows our burgeoning tech sector, which includes life sciences, clean tech, engineering, and data analytic industries across the British Columbia - Washington border.

- I will work with the Minister of Jobs, Trade and Technology, Bruce Ralston, to support the tech sector by:
 - Increasing the growth of local tech companies,
 - Removing barriers to attracting skilled workers province-wide,
 - And, establishing an Innovation Commission to support innovation and business development in the sector – details to come in the following months.
- By developing the Cascadia Innovation Corridor we have the ability to unlock even more jobs and more opportunities.

- People are crossing the border faster, too.
- Wait times for travellers have decreased due to the adoption and implementation of trusted traveller programs such as the Enhanced Driver's License and NEXUS.
- When it comes to the environment, together, we are protecting our trans-boundary rivers, watersheds and fisheries.
- We are also bringing increased attention to threats presented by invasive species.
- We have taken action to keep our lakes and waterways clear of zebra, quagga and other invasive mussels through increased communication and inspections.

(TRANSPORTATION)

- When it comes to our transportation linkages, B.C. supports Washington's decision to conduct a feasibility study for a new high speed rail line from Portland to Vancouver.
- We look forward to hearing the results of that study, which could further promote economic integration.
- And I know tomorrow, we'll be hearing from the president of Harbour Air.
- He'll provide us with an update on establishing harbour-to-harbour seaplane service between Vancouver and Seattle.

- I look forward to seeing this service up and running soon!
- These are initiatives worth examining, and discussing.
- PNWER has also promoted the use of clean, electric vehicles.
- There are a growing number of electric vehicle charging stations up and down the coast, in homes, workplaces and public places, which makes owning an E-V a more attractive option.

(TRADE DISPUTES)

- PNWER serves as a conduit to exchange information and coordinate provincial and

state policies to enhance the competitiveness of the region, discuss growth and address some major challenges.

- The U.S.-Canada trade relationship is a model for the world.
- In fact, we're expanding our trade presence into the Pacific Northwest with a new trade and investment office in Seattle aimed at expanding trade in the US and attracting investment here.
- This new office will connect BC companies with venture capitalists, skilled tech workers and strategic partners.

- Canada is the United States' largest customer—in 2016, we bought more goods and services from the U.S. than China, Japan, Mexico or the United Kingdom.
- Millions of jobs on both sides of the border depend on our partnership.
- Nine million jobs in the U.S. are linked to Canadian trade and investment.
- Protectionism could jeopardize our great partnership.
- Any barriers or impediments to the smooth flow of goods could hurt both U.S. and Canadian businesses and workers, limiting our capacity to be competitive on the world stage.

- This is particularly true of softwood lumber.
- We are disappointed that the Department of Commerce has decided to impose duties on B.C. lumber when B.C.'s forest policies are trade compliant.
- Resolving this dispute is the top trade priority for our government.
- We will continue to work with the Canadian federal government and B.C. industry to evaluate our options.

(WILDFIRES)

- And while we recognize we face some challenges, we are eager to work with and learn from our partners.

- This year, British Columbia, like many jurisdictions in the PNWER region, experienced its worst wildfire season.
- Over one million hectares of land and forests burned.
- Thousands of people were forced from their homes.
- Buildings were lost.
- Not only did B.C. face devastating loss from flames, we also endured historic flooding earlier this summer.
- Lives and property were affected.

- And we know this is a major issue not only for us...but all of you...because natural disasters can happen anywhere.
- This forum provides us with an opportunity to take away lessons learned from one another, so we all can be better prepared for any future events, and be in the best position to protect our communities and our economies.
- I look forward to hearing Montana and Oregon share their stories of resilience.

(CONCLUSION)

- PNWER isn't just about sharing one large geographic area, it's about collaboration, a **partnership**, a friendship that links two nations...

- It's 10 partner jurisdictions, with shared values in economic growth, **trade** and the environment.
- This is a key forum for making progress to maximize our potential today, tomorrow and for years to come.
- I look forward to the collaboration, the discussions and great ideas over the remaining two days.
- Thank you



Speaking notes for
Minister Bruce Ralston
Ministry of Jobs, Trade and Technology

Official Opening of B.C. Trade and Investment Representative
Office in San Francisco

WeWork 600 California

11th floor, 600 California St., San Francisco

Monday, Nov. 13, 2017

6:00 - 7:00 p.m.

Speaking time: Approximately 2-3 mins.

Location:**Parking:**

The U.S. Trade and Investment Representative (TIR) team will look after transportation logistics for Minister Ralston in California. There will be a driver and car to take Minister Ralston from his meeting with Terminal to the opening reception at WeWork.

Audience:

Approximately 30-40 attendees will be invited to the reception. Invitees include the new Consul General of Canada in San Francisco Rana Sarkar, Trade Commissioners at the Consulate General of Canada and B.C. and U.S. stakeholders in Silicon Valley. Companies working in WeWork Valley Towers (a co-working office space) will be invited as well. This is intended to be a stakeholder event, so no media will be invited.

Itinerary:

Time	TIR Office Opening Announcement Mon. Nov. 13, 2017 6 p.m.
6:00p.m.	Arrival at WeWork 600 California. U. S. Trade and Investment Representative (TIR) Will Fox and San Francisco TIR Tate Turner will introduce Minister Ralston and DM Mihlar to attendees. Networking opportunity for attendees.
6:15-6:18 p.m.	MC Will Fox will start the reception and introduce VIPs: <ul style="list-style-type: none">• Minister Ralston• San Francisco TIR Tate Turner
6:18-6:21 p.m.	Minister Ralston gives brief remarks.
6:21-6:23 p.m.	San Francisco TIR Tate Turner gives brief remarks
6:23-7:00 p.m.	Photo-ops and networking with stakeholders. Event ends.

VIP list:

- Minister Bruce Ralston
- Deputy Minister Fazil Mihlar
- Will Fox, Managing Director – U.S. Trade and Investment Office
- B.C. San Francisco TIR Tate Turner

- Consul General for Canada in San Francisco Rana Sarkar– (invited, attendance TBC)
- Trade Commissioners at the Consulate General of Canada– (invited, attendance TBC)
- U.S. companies located in WeWork 600 California (approximately 300 companies, but not all will attend)

Event description:

Minister Ralston gives brief remarks at the official opening of B.C.'s new Trade and Investment Office in San Francisco (serving the entire State of California). This is an informal reception with B.C. and U.S. tech stakeholders with a networking opportunity after speeches. This is an opportunity for the Minister to:

- Reinforce the government's commitment to B.C.'s tech sector,
- Meet the Province's tech stakeholders in the U.S., and
- Recognize the new TIR Tate Turner at meetings and investor roundtables, providing Turner credibility with important partners as he begins his mandate.

Background:

Mission

- The San Francisco Trade and Investment Office opening is part of Minister Ralston's trip to California Nov. 13-14, 2017.
- The objectives for the trip are to:
 - Reinforce the government's support for B.C.'s tech sector to stakeholders including the Canadian Consulate, current and potential investors and industry partners;
 - Advocate for B.C.'s economic interests in Northern California to the new Consul General of Canada in San Francisco, Rana Sarkar.
 - Officially open B.C.'s Trade and Investment Office in San Francisco.
- Minister Ralston will meet with several current and potential U.S. tech partners/investors during this trip.

- Meetings include Industrial Light and Magic, Terminal, and others.

WeWork:

- WeWork is a workspace provider with 218 office locations in 53 cities worldwide.
- It is one of the top five most valuable startups according to The Wall Street Journal, worth more than \$20 billion.
- It has two buildings in downtown Vancouver, and Amazon has leased the majority of WeWork's Bentall Centre building for two years (signed in Oct. 2017).
- B.C.'s San Francisco Trade and Investment Office is located at one of WeWork's buildings, "WeWork 600", in the vibrant neighbourhood of FiDi, on the border of Chinatown.
- There are more than 300 companies situated inside WeWork 600, including ADP, Mastercard and Lonely Plant. There are approximately 1,100 employees in total working at this building.

Topical California- B.C. news

- Both B.C. and the State of California were impacted by wildfires and suffered significant losses. The wildfires in Northern California, contained in late October, were approximately 245,000 in size and destroyed an estimated 8,400 structures including homes. Media have been reported that the Northern California wildfires will be among the costliest wildfires on record for U.S.
- The State of California is in the process of establishing regulations for the production and sale of adult-use cannabis by January 2018 (Proposition 64) and the Government of Canada is in the process of legalizing marijuana on July 1, 2018.
- *Anything else the minister may wish to comment on.
- ***Note – spaces have been left in this speech for Minister Ralston to provide personal anecdotes.**

Featured speakers:

- Will Fox, Managing Director - US, B.C.'s U.S. Trade and Investment Office – Master of Ceremony
- Bruce Ralston, Minister of Jobs, Trade and Technology
- Tate Turner, B.C.'s San Francisco Trade and Investment Representative

Attire:

Business casual

Introduction

- Good evening everyone.
- It is a pleasure to be here with you in beautiful San Francisco.
- I would like to extend greetings from the Premier of B.C. John Horgan.
- Thank you WeWork for letting us host the reception, and thanks everyone for taking the time to join us here today.

<<ADD PERSONAL ANECDOTE>>

- *If MBR has visited in the past: This is my x time in San Francisco, and it's as exciting as I remembered it from my last visit*
- *If it's MBR's first visit: This is my first time in San Francisco, and I'd love to come back on a vacation and explore the city in more depth in the future.*
- Today, I am joined by Deputy Minister Fazil Mihlar and my Ministerial Assistant Kathie Currie.
- We arrived in San Francisco early this morning, and we're here for an important reason – to build on the strong economic ties between British Columbia and California.
- California is one of our province's key trade and investment partners.

- We share many similarities and common interests- from culture, economy, to a mutual appreciation for wine and sports.
- The Canadian and U.S. women's soccer teams just had a friendly match, one in Vancouver last week that ended in a draw...
- And I understand they faced each other again in San Jose just yesterday.
<*Minister you may wish to check the score>
- It's not just sports that we have in common, B.C. and California continue to enjoy a steady flow of ideas and collaborations, that benefit our economies, our companies and our people.
- The technology sector especially, has become a key part of B.C.'s economy, as is the case here.
- For those of you who may not be familiar with B.C. you might be surprised to learn about some of the companies that call our province home.
- For example, Vancouver is home to three of Canada's five 'unicorns': Slack, Avigilon and Hootsuite.
- We also benefit from a growing number of dynamic American companies such as Amazon and Microsoft.

- In fact, Amazon just announced it is adding over 1,000 new positions in software engineering to its Vancouver operations, bringing the total number of employees to well over 2,000.
- And of course I would be remiss if I didn't mention another American company growing very quickly in Vancouver – WeWork!
- As some of you gathered here today will know, WeWork is one of the top five most valuable startups according to the Wall Street Journal, with hundreds of office locations in 53 cities worldwide.
- Just last month, Amazon leased a large space in WeWork's new 80-thousand square-foot office in downtown Vancouver.
- It's demonstrative of the confidence that WeWork has in the business climate and the talent that we offer in our province.
- As B.C. tech companies grow and look beyond our provincial borders, they are looking for partnership opportunities in the U.S. and the possibility of establishing a presence here.
- This is why we are expanding B.C.'s trade network with a new trade and investment office, located in one of the biggest tech hubs in the world.

- The office will be headed by Tate Turner, our San Francisco Trade and Investment Representative.
- Tate has more than 14 years of experience in international economic development, software development and sales and marketing in international markets.
- Most recently, as a part of the U.K.'s Department of International Trade, he was responsible for all foreign direct investment by Pacific Northwest U.S. companies into the U.K...
- ... and he supported U.K. companies with their expansion into the U.S.
- I believe he is very qualified for the job.
- Tate, along with our other Trade and Investment Representatives in the States – led by Managing Director Will Fox – are working to expand trade and investment opportunities between B.C. and American companies.
- They provide on-the-ground support for B.C. companies that are meeting with investors or attending conventions and conferences here.
- They connect B.C. and American companies together for collaboration opportunities.

- And they also work with companies like yours.
- In fact, I encourage you to work with Tate to explore ways to expand to Canada by establishing a base in B.C.
- I admit I am biased, but I think B.C. is the best place to establish a Canadian headquarters.
- Tate and Will can tell you more later.
- WeWork 600 is an ideal location for our new office - with diverse tenants and lots of communal space for collaboration, and I look forward to the partnerships that will emerge in the future.
- If you have suggestions on how we can create more trade and investment opportunities for B.C. and American tech companies, we'd love to hear from you.
- Thank you for spending time with us, I look forward to speaking with you.

-END-



Speaking notes for
Minister Bruce Ralston
Ministry of Jobs, Trade and Technology

Hong Kong-Canada Business Association Luncheon
Shangri-La Hotel
1128 W Georgia St., Vancouver

Thursday, November 16, 2017

12:40 p.m.

Speaking time: Approximately 15 mins.

Location:**Parking:****Driving to the hotel**

The hotel's driveway entrance is located at 1129 Alberni Street. When driving west on Alberni, it is located just past Urban Fare, before the Coastal Church.

Audience:

Members of the Hong Kong Canada Business Association

Itinerary:

Time	KEYNOTE LUNCH AGENDA	ACTION
11:30 am	HKCBA STAFF ARRIVE AT VENUE AND SET-UP	Rocio
12:00 pm	Registration Starts Speaker, Minister Ralston arrives	
12:15 pm	Welcome Remarks – Paul Gibbons (MC) – invites all guests to be seated - Thank you to all members joining this luncheon - Recognition of attending Directors (Refer to the list of Directors provided)	Paul Gibbons
12:20 pm	Lunch	
12:40 pm	Opening speech and Introduction of Speaker Paul Gibbons to introduce Minister Ralston, Minister of Jobs, Trade and Technology Keynote Speech Minister Ralston	Paul G. & Minister Ralston
1:00 pm	Organic Ocean – success story	Dane Chauvel
1:05 pm	Windset – success story	Natalie Lacusta
1:10 pm	Q & A Session – moderated by TBD	TBD
1:20 pm	Thank You Remark – Paul Gibbons -Encourage to join membership.	Paul G.
1:30 pm	Lunch Adjourns	

VIP list:

- Hon. Bruce Ralston, Minister of Jobs, Trade and Technology
- Paul Gibbons, President, Hong Kong Canada Business Association – Vancouver Section
- Catherine Yuen, Principal Consultant (Western Canada), Hong Kong Economic & Trade Office in Canada

Event description:

Minister Ralston will speak to members of the Hong Kong-Canada Business Association about the importance of enhancing B.C.'s good trade relationship with Hong Kong.

Background:

- Founded in 1984, the Hong Kong-Canada Business Association is a non-government, non-profit bilateral trade association with over 900 members in eight member cities (Vancouver, Calgary, Edmonton, Winnipeg, Toronto, Ottawa, Montreal and Atlantic) in Canada.
- HKCBA expands strategic relationships between Canada and Asia, using Hong Kong as the platform to advance this objective. In addition, we facilitate a network for professionals and entrepreneurs to connect and develop high-level business relationships at HKCBA events throughout the year.
- As one of Canada's largest bilateral trade associations, HKCBA continually strives to deliver value by:
 - Providing a conduit between government organizations and business promoting Hong Kong-Canada bilateral trade and investment initiatives
 - Creating a forum for professionals and entrepreneurs alike to forge business connections
 - Providing timely and relevant market intelligence related to trade and investment opportunities in Asia and Canada through events and publications
 - Facilitating access to a global network of SMEs through our membership with the Federation of Hong Kong Business Associations Worldwide
- The Hong Kong Special Administrative Region (SAR) can play an ongoing important role for B.C businesses wanting to enter the important and growing Chinese market.
- The B.C. / Canadian economy is characterised by a large number of small and medium sized firms and even the latter are small by Chinese standards.
- While a small fraction of firms in each sector have learned how to do business in China, some Canadian / B.C. firms express the following issues relative to the Chinese market:

- IP protection
- legal/administrative matters and the role of the Chinese courts for foreign firms
- accessibility and openness of the Chinese market to foreign investors
- At the same time, Canadian and B.C. businesses have long focussed on the continental or North American market.
- Global events and the renegotiation of NAFTA are producing a change in this perspective – resulting in a turn to Asia and China.
- While Hong Kong is part of China, its unique role as a former British colony, provides B.C companies with a market entry platform into Mainland China that is familiar while minimizing risks. This includes:
 - Legal:
 - legal / administrative system that is based on common law, an independent judiciary and a solid regulatory regime.
 - Banking:
 - Canadian banks are represented in Hong Kong and can assist B.C companies.
 - Hong Kong is one of the world’s major financial centers and Canadian financial institutions play an active part in the banking and insurance sectors. There are eight Canadian or Canadian-controlled banks operating as licensed banks or restricted licence banks in Hong Kong.
 - Canadian controlled companies also participate actively in securities and futures trading.
 - On October 29, 2013 the Canada – Hong Kong Avoidance of Double Taxation Agreement entered into force. It further strengthens the bilateral economic and trade ties.
- The “One Country, Two Systems” principle provides the Hong Kong SAR with a high degree of autonomy in economic, trade, financial and monetary matters. This is guaranteed by Hong Kong’s Basic Law.

- Other factors:
 - Hong Kong remains a free port and a separate customs territory with its own customs boundary.
 - Hong Kong has the world's busiest cargo airport in the world.
 - 3 airlines provide direct flights from Vancouver to Hong Kong.
 - Hong Kong allows for free flow of people and capital.
 - Hong Kong has top-notch infrastructure.
 - English is prominently used in Hong Kong.
 - Hong Kong and B.C. share long-standing and strong commercial and people-to-people ties.
 - At the same time, Hong Kong is an important market for British Columbia.
 - Hong Kong ranked 13th as a destination for B.C origin exports in 2016 (see attachment).
 - Hong Kong is Canada's 10th largest source of foreign direct investment (FDI) at \$12.1 billion in 2016.
 - Over 43 million Mainland Chinese tourists visit Hong Kong annually, and Hong Kong continues to be an important centre in influencing consumer purchasing and tastes.

Featured speakers:

- Hon. Bruce Ralston, Minister of Jobs, Trade and Technology

Attire: Business

Introduction

- Good afternoon. I am so pleased to be here this afternoon.
- I bring greetings from our Premier, John Horgan.
- I would like to take a moment to acknowledge that we are on the traditional territory of the Musqueam, Squamish and Tsleil-Waututh (Tslay-wa-tooth) First Nations of the Coast Salish peoples.
- Thank you to the Hong Kong-Canada Business Association for planning and hosting this terrific event.
- And thank you to all of you for your efforts to enhance the important relationship between B.C. and Hong Kong.

Relationship between B.C. and Hong Kong

- Vancouver is a fitting spot for us to meet today.
- British Columbia is Canada's Pacific Gateway, and this city has long been serving as a main entry and exit point for products traded between Canada, Asia and the world.

- Our deep water ports and our proximity to Asia make B.C. an ideal place for Asian companies to set up their North American headquarters.
- B.C. has competitive tax rates, fiscal stability and a triple-A credit rating.
- Our strong economy, rich resources and steady business environment offer excellent opportunities for foreign investors.
- This in turn brings economic growth and jobs to our province—benefitting communities and families, and strengthening our government-to-government relations.
- Now, why Hong Kong? What is its significance to British Columbia?
- Just as B.C. is Canada's Pacific Gateway, Hong Kong is the gateway to Mainland China, a growing market of almost 1.3 billion consumers.
- Hong Kong has been a platform for B.C. companies to enter Mainland China and other parts of Asia for many years due to its strategic location, our strong people-to-people ties, and our shared values of rule of law and an independent judiciary.
- B.C. companies have also been leveraging Hong Kong as a market for goods and services, a capital raising center and a source for strategic partners.

- And it's likely the person sitting next to you is feeding their family and paying their bills with money earned through a business built on B.C.'s trade and investments with Hong Kong.
- Hong Kong is Canada's 10th largest source of foreign direct investment, and Hong Kong investors value B.C.'s stability, transparency and innovation.
- B.C. has attracted over \$200 million from Hong Kong investors in green field mining projects over the past five years.
 - For instance, Gold Mountains Asset Management entered into an \$81-million strategic investment partnership with Pretium Resources **[pronounced PRETT-IUM]** for the development of a gold deposit in Stewart, B.C.
 - We are excited to see Hong Kong investor activities beyond resource sectors in digital entertainment, clean technology, life sciences and information and communications technology.
 - Just last summer, two Hong Kong film producers selected B.C. as the destination for their film's location shooting.
 - And in the technology space, Appotech Limited, the industry leader in Integrated Circuit manufacturing, invested \$2 million to establish a research and development facility in Richmond.

- Many B.C. businesses have been making inroads in the Hong Kong market for years because of their family and business connections.
- For example, you can enjoy a White Spot Triple O's burger at several locations in Hong Kong, or pick up your favourite pair of Lululemon pants or an Arc'teryx jacket at Hong Kong's most prestigious mall – the International Finance Centre.
- It's these connections that have helped Hong Kong become B.C.'s 13th largest trading partner.
- In 2016, B.C.'s exports to Hong Kong were worth \$198 million.
- And Hong Kong is B.C.'s 5th largest market for agrifoods and seafood exports.
- I understand that our geoduck clams are a popular delicacy in Hong Kong! Hong Kong is B.C.'s largest market for geoduck clams.
- Air travel between Hong Kong and Vancouver has become more frequent with three airlines providing direct flights from Vancouver to Hong Kong.
- Most recently, Hong Kong Airlines launched its inaugural flight to YVR with special guest Jackie Chan on board.

- Jackie, the star of Rumble in the Bronx, which was filmed in Vancouver, stopped by the Ministry's office at Canada Place on Canada Day to greet his fans and to take an enormous group photo.
- Another airline, Cathay Pacific, flies non-stop between Vancouver and Hong Kong 17 times per week.
- In fact, the launch of the first direct flights between Hong Kong and Vancouver in 1983 – Cathay Pacific Flights 888 and 889 – brought Hong Kong and Vancouver closer together than ever before.
- Not only did this attract more people from Hong Kong to our province, but it also opened doors for Canadians in Hong Kong.
- Today, 300-thousand Canadian passport holders are living in Hong Kong.
- To put that in perspective, that's enough people to form one of Canada's top 12 cities.
- Today, we're going to hear a couple of success stories from B.C. companies doing business in Hong Kong.
- Organic Ocean, a seafood company, and Windset Farms, a greenhouse vegetable company, will speak about their recent successes in the Hong Kong market.

- Also, I should mention that the latest winner of the recent HKCBA National Conference Pitch Winner, William Brenner, co-founder of Orello Hearing Technologies, will be joining the HKCBA delegation in Hong Kong the first week of December.
- We're working hard to connect companies like Orello Hearing Technologies to potential investors and industry experts in Hong Kong and we want to continue to build on these successes.

Mandate

- That's why our government is committed to expanding and diversifying our markets through overseas trade activities, growing our trade and investment network and working on new international relationships.
- As Minister, I am responsible for the trade portfolio, and I'm supported in this role by the Honourable George Chow, Minister of State for Trade.
- Minister of State Chow is embarking on a number of priorities, including developing a multi-year growth strategy for expanding exports in the manufacturing sector and working across ministries to support the execution of provincial trade initiatives.
- My work, combined with the efforts of Minister of State Chow, will support the government's commitment to promote trade opportunities for B.C.

businesses, further enhance our good relationship with Hong Kong, create jobs for British Columbians, and ensure the future prosperity of B.C.'s economy.

Current Situation

- Right now, resolving the softwood lumber dispute is the top trade priority for our government.
- The Premier is committed to fighting for a fair deal for British Columbians and B.C. is actively advocating for B.C.'s interests.
- This government believes the recent US decision was wrong, and it puts thousands of B.C. jobs on the line.
- When the US had imposed these unfair tariffs in the past, the courts had sided with B.C., and I am confident that they will do so again.
- We will work with the sector to ensure it stays competitive and continues to create good jobs for British Columbians.
- B.C. is also working with the Government of Canada to advance and protect B.C.'s interests now that a Comprehensive and Progressive Agreement for Trans-Pacific Partnership has been reached by the eleven nations remaining in this trade agreement...

- And we're working closely with the federal government as it enters the next round of NAFTA renegotiations and will continue to do so as the next round of talks gets underway tomorrow.
- I think it's fair to say that global events and the renegotiation of NAFTA are resulting in B.C.'s greater focus on building trade and investment relationships with Asia, and Greater China in particular.
- This is where the Hong Kong Special Administrative Region will play an ongoing important role for B.C. businesses wanting to enter the growing Chinese market.
- I'm also optimistic that we will see greater trade and investment opportunities after the Canada-Hong Kong Foreign Investment Promotion and Protection Agreement was signed last September.
- This agreement will further promote bilateral investments between Canada and Hong Kong and establish a clear framework that will govern foreign investments between Canada and Hong Kong.
- B.C. is firmly committed in expanding our relationships with countries in the Asia Pacific Region.
- One of our main mechanisms to do this is through our extensive network of Trade and Investment Representatives in countries around the world.

- B.C. currently has a Trade and Investment Representative in Hong Kong, and I encourage you to use its services and make them known. Other offices in China and the Asia Pacific region include:
 - Beijing, Shanghai, and Guangzhou,
 - Japan,
 - South Korea,
 - India,
 - The Philippines (Manila), and
 - Indonesia (Jakarta)
- This network links B.C. businesses with new markets and trade opportunities, and promotes British Columbia as a stable and attractive destination for investment and international education.
- Through the government's budget update in September, we've committed \$1.7 million to establish a Trade and Investment Representative office in Singapore and to continue operating our offices in Manila and Jakarta...
- ...and \$800-thousand to increase B.C.'s trade and investment representative presence in the United States, specifically in Seattle, San Francisco and San Jose.
- Last month, I had the pleasure of meeting somebody who supports B.C.'s work towards encouraging more Canadian companies to establish a presence in Hong Kong.

- Ms. Kathy Chan is the Director of the Hong Kong Economic and Trade Office, based in Toronto, and both Minister of State Chow and I had the opportunity to speak with her about what more we can do to strengthen Hong Kong-B.C. trade and investment relations.
- Meeting with you here today is one of the steps we are taking to strengthen that relationship, and I look forward to hearing your ideas on what more we can do to support trade and investments between B.C. and Hong Kong.
- Business leaders like yourselves, who live here in Vancouver, understand the importance of our relationship with Hong Kong better than many who live elsewhere in the country.
- Premier Horgan has made it a priority to build this relationship further and I expect we'll soon hear more on his plans to strengthen ties with Hong Kong and other countries in Asia.
- For now, the government is making it a priority to promote exports and trade, and attract targeted foreign direct investment to strengthen the global economy, and create and retain more well-paying jobs here in B.C.

Conclusion

- The programs and policies we have in place in B.C. are geared towards making it easier for British Columbians to do business on a global scale.

- But trade and investments are not just about business transactions. They are about relationships. And people are at the heart of every deal.
- These are people who are trying to get a fair deal for the goods and services they are making and selling.
- People, no matter where in the world they live, deserve to grow up with economic promise and well-paying jobs available to them.
- And people deserve to be living in a greener environment-- one we can create when we find efficiencies in how we trade goods.
- Fair, sustainable, environmentally conscious-- that's the kind of trade that our government intends to maintain – with our good friends in Hong Kong and with every one of our trading partners.
- That is the kind of trade that will benefit our people today, tomorrow, and for generations to come.
- Thank you very much.

-END-



Speaking notes for
Minister Bruce Ralston
Ministry of Jobs, Trade and Technology

BC Chamber of Commerce – Ministers Breakfast Series
Sheraton Guildford
15269 104 Ave., Surrey

Friday, November 17, 2017

7:30 a.m.

Speaking time: Approximately 15 mins.

Location:**Parking:**

The hotel's driveway entrance is located off 104 Ave. Proceed to the lobby entrance and you will see the entrance for underground parking to your right.

Audience:

Members of the BC Chamber of Commerce and Surrey Board of Trade

Itinerary:

Time	AGENDA
7:30 a.m.	Registration and networking begins.
8:00 a.m.	All guests take their seats. Anita Huberman, CEO Surrey Board of Trade, gives welcoming remarks.
8:02 a.m.	Val Litwin, President and CEO of BC Chamber of Commerce, gives opening remarks and introduces guests. Breakfast served (8:10).
8:15 - 8:20 a.m.	Kevin Desmond, CEO of TransLink provides welcoming remarks and invites Min. Ralston to speak.
8:20 - 8:35 a.m.	Min. Ralston, Minister of Jobs, Trade and Technology gives speech.
8:35 - 8:45 a.m.	Val Litwin and Min. Ralston at podium for audience Q & A. Throughout the event, audience members submit their questions on cards at their tables.
8:45 - 8:50 a.m.	Duncan Wilson, VP at Port of Vancouver, presents Min. Ralston with a letter indicating a donation will be made to a charity of his choice.
8:50 - 8:55 a.m.	Val Litwin asks Min. Ralston to pull one business card for a draw prize (bottle of wine)
9:00 a.m.	Event ends

VIP list:

- Bruce Ralston, Minister of Jobs, Trade and Technology
- Val Litwin, President and CEO of BC Chamber of Commerce
- Anita Huberman, CEO Surrey Board of Trade
- Kevin Desmond, CEO of TransLink
- Lorraine Cunningham, Board Chair of TransLink

- Duncan Wilson, Vice President of Corporate Social Responsibility, Port of Vancouver representative
- John Cameron, Small Business Roundtable member, CEO of Rock Solid Business
- Samantha Howard, Small Business Roundtable member, Director of B.C.-branch of Canadian Federation of Independent Business
- Elizabeth Model, CEO of Downtown Surrey Business Improvement Association

Event description:

Minister Ralston will speak to members of the BC Chamber and Surrey Board of Trade about his ministerial portfolio and priorities, and how the business community can best create jobs and grow the economy throughout B.C. Following his speech, the Minister will answer questions taken from the audience.

Background:

The BC Chamber of Commerce, in partnership with the Surrey Board of Trade, host a Cabinet Minister Breakfast with Min. Ralston. The event is sponsored by TransLink and the Port of Vancouver and is part of a longstanding series hosted by the Chamber where Cabinet Ministers discuss their portfolios and priorities.

Featured speakers:

- Bruce Ralston, Minister of Jobs, Trade and Technology
- Val Litwin, President and CEO of BC Chamber of Commerce
- Anita Huberman, CEO of Surrey Board of Trade
- Kevin Desmond, CEO of TransLink
- Duncan Wilson, Vice President of Corporate Social Responsibility, Port of Vancouver representative

Attire: Business

INTRODUCTION

- Good morning.
- It is an honour and pleasure to be here with you this morning.
- I bring greetings from our Premier John Horgan.
- Before I begin, I would like to acknowledge that we are gathered today on the traditional territory of the Coast Salish peoples.
- I would like to thank both the BC Chamber and the Surrey Board of Trade for hosting today's event and for inviting me to speak with you.
- Your efforts as business owners, entrepreneurs and community leaders help ensure B.C. continues to be a prosperous and welcoming place to do business.
- I look forward to hearing about your priorities and the work you do, as well as sharing with you some of the priorities and work of our government.

MINISTRY OVERVIEW

- B.C.'s business community is vitally important to our province.
- Supporting strong, sustainable economic growth throughout B.C. is one of our government's top priorities.
- Much of this work falls under my portfolio, through a number of programs and policies that support job creation, trade and investment.

- For example, my ministry is responsible for developing strategies and programs to support economic growth and diversification across the province.
- We promote international trade and investment with the aim of attracting investments to all regions of British Columbia.
- Our work focuses on developing B.C.'s strategic partnerships with other jurisdictions, and we work to attract and support innovative companies and venture capital to create good jobs, especially in the technology sector.
- We support small business and cutting red tape across government, and we have a workforce, immigration and major investments division that delivers immigration and workforce programs.
- The Small Business Roundtable is another important initiative of the Province that I am pleased to chair.
- Val Litwin sits with me on the Roundtable and I believe we have a couple more members of the Roundtable at this event – John Cameron and Sam Howard.

ECONOMIC AND FISCAL OUTLOOK

- That is a birds-eye view of what my ministry does.
- Again, we work – in partnership with the business community – to ensure B.C. has a strong, sustainable economy that provides good jobs for British Columbians.
- And to that end, B.C.'s economy is performing well.

- Our economy is growing. We have fiscal stability, competitive tax rates and a triple-A credit rating – the only province rated that high by each of the international ratings agencies.
- B.C. is expected to finish near the top of the provincial pack in economic growth this year and next, according to private-sector forecasters.
- We have the fastest employment growth rate among all provinces and the lowest unemployment rate in the country.
- A total of 2.47 million people have jobs – a near record level for the province.
- And year-to-date retail sales, housing starts and exports have all exceeded expectations.
- Despite these positive indicators, there are challenges that remain – so we have been prudent with our budget and fiscal plan.
- Our three-year fiscal plan has more than \$2 billion of contingencies and forecast allowances.
- And by the end of that three-year period, our debt-to-GDP ratio is projected to be 16.3%, as per the September Budget Update.

GOVERNMENT ACTIONS AND PRIORITIES

- Those numbers are good news for British Columbians and the future of our province.

- They translate into good jobs and growth opportunities in communities like Surrey.
- And they allow us to make key investments in people and services that will help drive future economic growth.
- That includes investments in post-secondary institutions, schools, health-care facilities and transportation infrastructure.

EMERGING ECONOMY TASK FORCE

- If we want B.C. to remain a destination for investors and good place to do business, we need to ensure we stay at the forefront of a rapidly changing global economy.
- Our economic well-being is tied to global markets.
- Sectors like forestry, mining and other industries are strongly influenced by global drivers outside of our immediate influence.
- And emerging technologies are changing the competitive landscape at an accelerating rate.
- We need economic policies to meet both the challenges of today and those 10 to 20 years into the future.
- That's why we are creating an Emerging Economy Task Force.
- We're looking long-term at opportunities for innovative and sustainable industries in B.C. that will drive economic growth into the future.

- The Task Force will bring together senior business-, academic- and community-leaders who understand the global business environment and the quickly evolving technological landscape in which we operate.
- These experts will provide a B.C.-centric perspective with future-focused advice on how we can stay at the leading edge of these developments and maintain our strong economic position.
- The Task Force will tour the province next year to gather feedback from the public and stakeholders and report back to government with policy options to drive B.C.'s emerging economy.

INNOVATION COMMISSIONER

- Our government is also establishing an Innovation Commissioner to be our tech-sector's advocate and ambassador in Ottawa and abroad.
- The Commissioner will build strong relationships with senior leaders in industry, academia and accelerator partners.
- Once in place, he or she will work to level the playing field with other provinces and align B.C.'s efforts with federal funding for the tech and innovation sector.
- The recent federal budget included numerous program and funding initiatives for these sectors, and the Innovation Commissioner will ensure B.C. businesses are able to maximize these opportunities.
- In addition, Parliamentary Secretary Rick Glumac and I are working together to establish an Innovation Commission that will further support innovation and business development in the sector – with details to come in the following months.

TECH & INNOVATION

- All of this should paint a picture of a government that has technology and innovation at the top of its priority list.
- We want to:
 - Establish B.C. as a preferred location for new and emerging technology companies;
 - Increase the growth of local tech enterprises; and
 - Remove barriers to attracting skilled workers province-wide.
- B.C.'s tech-sector is diverse and growing and that is excellent news.
- It includes businesses in clean tech, digital media, engineering, information and communications technology and sciences.
- And it plays an increasingly important role in B.C.'s traditional resource-based industries, as they modernize and adapt to rapidly changing global markets.
- The tech-sector is already a major driver for British Columbia's economy.
- It is made of more than 10-thousand companies that employ more than 106-thousand people.
- Average wages for those jobs are 85% higher than the rest of the province.
- B.C. companies in this sector are gaining global recognition, creating jobs and contributing to significant GDP-growth.
- And international leaders have taken notice.

- For example:
 - Amazon will add 1,000 new Vancouver-based software engineering and similarly skilled tech jobs by 2020,
 - Fortinet will expand its Burnaby data-hub with 1,000 new cybersecurity tech jobs,
 - Microsoft will add 50 new mixed-reality jobs in Vancouver and will expand its Technology Education and Literacy in Schools (TEALS) philanthropy program to teach computer science to B.C. high school students,
 - Microsoft is also partnering with BCIT to train future tech talent in this burgeoning field,
 - Sumitomo Corporation of Japan recently purchased 48% of Pacific BioEnergy Corporation's wood pellet plant in Prince George.
 - In Prince Rupert, DP World Canada is boosting shipping capacity at its Fairview Terminal by more than 50% with a \$200-million investment,

SUPPORT FOR TECH SECTOR

- We want to ensure this momentum continues.
- The existing BC Tech Strategy has 67 commitments that our government will pursue to completion – and we will look to build on these previous commitments after proper consultation with industry.
- I will be touring the province to participate in tech-focused regional roundtables to better understand the sector's needs.
- I've already participated in two tech-focused roundtables recently – one in the Okanagan in October and one in Vancouver last Friday.

- These have been excellent opportunities to meet with people in the sector to learn about their successes and challenges, and what we can do as a government to help.
- A key part of our strategy for growing the tech sector centres around the \$100-million BC Tech Fund.
- The fund helps tech companies across the province by making early-stage venture capital available to them from within B.C.
- BC Tech Fund investments give companies the capacity they need for research and development, patent technologies and scale their businesses to access global markets.
- The fund is managed by an experienced private-sector fund-of-funds manager and has already made a number of significant investments in B.C.-based companies.
- For example:
 - in Mojio, a B.C.-based company;
 - in Vanedge, a B.C.-based venture capital fund;
 - in Lumira, a new health care and life science venture capital fund;
 - in ScaleUP Ventures, a Canadian early-stage venture fund;
 - and in Foodee, a B.C.-based company.
- All of these companies have, or will establish, offices in Vancouver.
- Our government also supports the BC Innovation Council, and we are thrilled to co-host the third annual BC Tech Summit on May 14 – 16.
- I hope to see many of you at the event.
- It is a truly wonderful opportunity to showcase B.C. as a global leader in technology.

- The Tech Summit brings together more than 5,500 business and tech-leaders, entrepreneurs, investors, academics and students to exchange ideas and explore the latest tech innovations fuelling B.C.'s economy.

TECH SUPERCLUSTER INITIATIVE

- We are also well-positioned for a major boost to B.C.'s innovation ecosystem with the shortlisting of the Digital Technology Supercluster consortium.
- I am hopeful B.C. will see funding from the federal Innovation Superclusters Initiative.
- This supercluster funding would go a long way to creating skilled jobs for British Columbians and strengthen our economy province-wide.
- The B.C. consortium is led by TELUS and Microsoft and supported by the BC Tech Association, the BC Business Council, Wavefront, Lifesciences BC and the Research University's Council of BC.
- The consortium positions B.C. and Canada as global leaders in digital technology by working collaboratively and leveraging B.C.'s strengths.

SMALL BUSINESS

- Those are just some of the supports government has provided to accelerate technological innovation in our province.
- We've also begun to lay the foundation for growth beyond tech and innovation.
- Earlier this month, our government cut the small business corporate income tax rate by 20% - from 2.5 to 2%.
- Small businesses in B.C. will now benefit from the second lowest small business tax rate in Canada.

- I'm also pleased to report that we have made the new rate retroactive to April 1st of this year.
- That will allow small-business owners to keep more of their hard-earned income and invest it back into their businesses and communities.
- We recognize that small businesses are the backbone of our economy and that they continue to show strong signs of growth.
- Small business employment is growing faster than at any time in the last decade, which means more than one million British Columbians are now employed in a small business across the province.
- That's more than half of all private-sector employment.
- We want to build on that momentum.
- That's why – with the help of the Small Business Roundtable – we will be creating a Small Business Task Force, to make sure we understand the needs of small businesses so that they can continue to thrive in a healthy business environment.

TRADE

SOFTWOOD LUMBER

- On the trade agenda, resolving the softwood lumber dispute is the top priority for our government.
- We disagree with the recent U.S. decision and it's putting thousands of B.C. jobs on the line.

- In the past, when the United States imposed these unfair tariffs on us, the courts have sided with B.C.
- And I am confident that historical precedent will serve the province well again.
- B.C. will continue to vigorously defend its forest industry against the unwarranted U.S. litigation, and that includes pursuing all necessary avenues of appeals.
- The Chapter 19 NAFTA request for a panel review of the countervailing duty final determination was supported by British Columbia, along with all other relevant provinces and companies.
- We will actively advocate for B.C.'s interests and fight for a fair deal for British Columbians.
- We continue to work with the forest sector to ensure it stays competitive and continues to create good jobs for British Columbians.
- As part of that work, our government is promoting B.C.'s forest sector abroad.
- My colleague, Forests Minister Doug Donaldson, is just returning today from B.C.'s largest-ever forest-sector delegation to China and Japan with more than 30 senior forest company executives.
- China and Japan are B.C.'s second and third largest markets for softwood lumber.
- We'd like to see those markets grow.

- We see an opportunity to support B.C. forestry workers by showcasing our innovative engineered wood products and introducing our environmentally friendly building materials to new markets.

NAFTA

- Elsewhere on the trade front, we are also working with the federal government to advance B.C.'s interests in the latest round of NAFTA renegotiations taking place in Mexico City.
- We have had a provincial official present at the rounds to represent B.C., and we are working diligently with the Government of Canada – along with stakeholders here at home – to protect B.C.'s interests.
- We support the federal government's position that any modernization of NAFTA needs to take the North American relationship forward, not backwards.
- If done right, the renegotiations offer the opportunity to integrate progressive, free and fair approaches to North American trade.

TRADE ON U.S. WEST COAST

- While there is some uncertainty on Canada's trade relationship with the U.S., we recognize that the US is still our top trade partner.
- And we know that there are untapped opportunities there that we need to take advantage of.
- That's why we have taken important steps to expand trade along the U.S. West Coast.

- We have strengthened our support for the Cascadia Innovation Corridor between B.C. and Washington, which will help grow the life sciences, clean tech, and data analytics industries across borders.
- We have opened new trade and investment offices in Seattle and San Francisco to raise B.C.'s profile as an attractive place to invest.
- These moves will help B.C. companies connect with venture capital, skilled tech workers, strategic partners and investors, and new customers.
- They add to the roughly 60 trade and investment representatives B.C. has in 15 cities worldwide, including Tokyo, Seoul, Beijing, Shanghai, and Hong Kong.

ASIA TRADE GOALS

- This brings me to the work we're doing to promote trade and investment with our trade partners in Asia.
- Promoting trade and investment across the Pacific is critical for growing B.C.'s economy and creating jobs for British Columbians in the future.
- To build on our already strong trade ties, Premier John Horgan, Minister of State George Chow and I will lead a trade mission to China, South Korea and Japan in January.
- These three markets represent B.C.'s second-, third- and fourth-largest trading partners and we are committed to helping B.C. businesses develop strong connections in these markets.

- The trade mission will focus on diversifying markets in Asia by promoting key sectors such as technology, clean energy, forestry, manufacturing and tourism.
- More details will be available soon about the mission, so stay tuned.

CONCLUSION

- I've given a broad overview of some of the actions our government has taken since taking office earlier this summer, as well as its priorities and the responsibilities of my ministry.
- Our government is committed to building a strong, sustainable and innovative economy that works for all British Columbians.
- But we can't do it alone.
- We look to your leadership to drive forward new ideas that will help create good jobs in every corner of this province.
- I strongly believe that these are exciting times for our province and that B.C.'s economic future looks brighter than ever.
- I want you to know that you have a partner in the B.C. government.
- Meeting with business stakeholders at events like these allows us to hear your ideas on what more we can do to support business and investment in B.C.
- I look forward to your questions.
- Thank you very much.

-END-



Speaking notes for

**Hon. Carole James, Deputy Premier, Finance Minister and
MLA for Victoria-Beacon Hill**

WE FOR SHE

Lunch Time Keynote Address

Vancouver Convention Centre - EAST

999 Canada Place

Vancouver, B.C. V6C 3C1

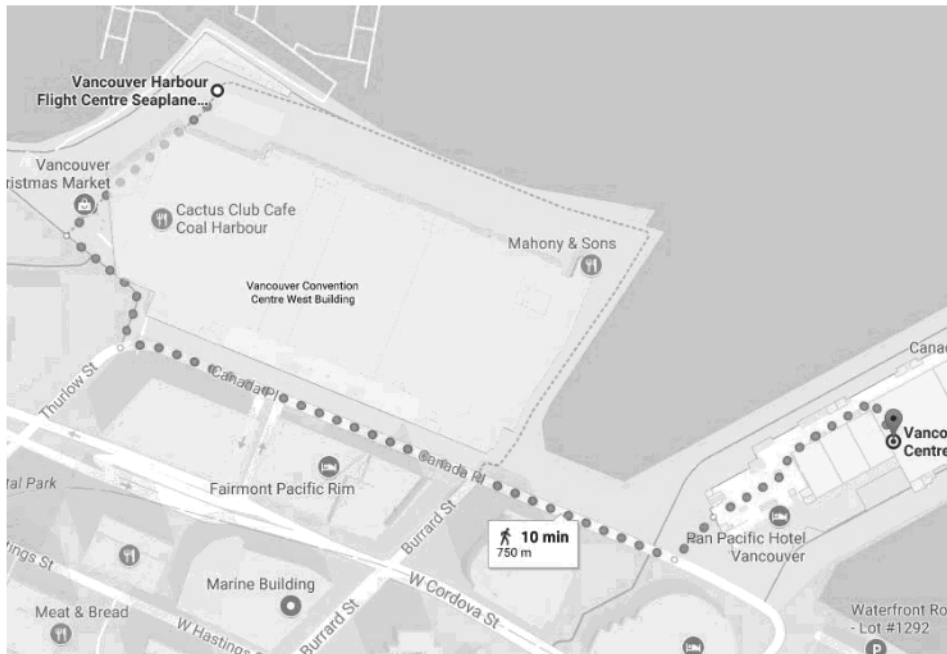
Friday, November 17, 2017

Time 12:45 p.m.

Speaking time: Approximately 15 mins.

Location:

Directions are from Vancouver Harbour Flight Centre Seaplanes

**Parking:**

The Vancouver Convention Centre offers secure parking through independent operators within both buildings, operating 24/7 on a first come, first serve basis.

The East building has 750 stalls and is operated by WestPark. WestPark can be reached at +1-877-755-7529

Audience:

Grade 11 and 12 students from across B.C., who are interested in expanding their career options and potential by meeting with current

and emerging business leaders who are serving as dynamic and successful role models.

Lunchtime Keynote – Finance Minister Carole James

TIME	DURATION	ACTIVITY
12:45 pm	1 min	Minister James is introduced by Sophie Lui from Global BC
12:46 pm	15 min	Minister James delivers keynote address
1:05 pm	5 minutes	Media Q&A (in separate room – GCPE Media Relations and GVBOT Communications to assist)
1:15 pm	Event Ends	

Itinerary for the Day

Time	WE FOR SHE Friday, November 17, 2017 8:45a.m. to 3:15 p.m.
8:00 – 9:00am	Registration and Breakfast
9:00 – 9:30am	Forum Opening <ul style="list-style-type: none"> • Video of Premier Horgan • Welcome remarks by Iain Black & Bridgitte Anderson (5 mins) • First Nations Welcome by Chief Ian Campbell (5 mins) Honourable Carla Qualtrough, Minister of Public Services and Procurement, Government of Canada (10 mins) <ul style="list-style-type: none"> • Opening Remarks and Actions to Date - Jill Earthy and Lois Nahirney (10 mins)

9:30am	SPEAK UP! STEP UP! ACT UP! (rapid fire series, 5 mins each) Introductions by Sophie Lui (Global TV) TBC <ul style="list-style-type: none"> • Diane Ko (AirBnB) • Vickie Whitehead (Deloitte) • Karina LeBlanc
9:50am – 10:10am	BE BOLD (with Karina LeBlanc) Table discussions (students & mentors): How do we encourage and support young women and men to be bold in their careers?
10:10 – 10:30am	Coffee and Networking Break
10:30am	Leadership Sessions – Actions that are creating change 1. ACTIVATE MEN AND BOYS: He for She Men are key to progress in advancing women. How do we get men to the table? <ul style="list-style-type: none"> • PANEL – 30 minutes -Philip Grosch, PWC -Dinal Limbachia – He for She -Rick Perrault, Unbounce -Alice Laberge (Moderator), RBC • Table Discussion – 5 minutes. • Taking Action Recommendations – 10 minutes 2. PROMOTE & ADVOCATE DIVERSITY: Gender Equity in Pay & on Boards <ul style="list-style-type: none"> • PANEL - 30 minutes -Pamela Jeffery – KPMG -Jan Grude – Pacific Blue Cross -Kory Wilson – BCIT -Lori Mathison (Moderator) – CPABC • Table Discussion – 10 minutes. • Taking Action Recommendations – 5 minutes Youth Workshops (pick 2, 45 mins each) <ol style="list-style-type: none"> 1. What's Your "Moon Shot" Job? (Technology, BCIC) 2. Finding your Passion in Trades (Industry Training Authority) 3. Be a Change Maker. Become a CPA (Finance, CPA) 4. Mindset Mastery: Cultivate your Entrepreneurial Spirit! (Entrepreneur, Women's Enterprise Centre) 5. Battling Bias: To become a Diversity Champion! (Diversity, Women's Enterprise Centre) 6. Values-Based Leadership: Leading from the Inside Out (Leadership, Minerva Foundation) 7. Developing Skills in a Global Marketplace (International Trade, GVBOT) Engineer a Better Tomorrow (Engineering, UBC) Engineer a Better Tomorrow (Engineering, UBC) 9. Teacher Workshops a. NextGen Leaders Program: Keep the WE for SHE conversation alive in your school! (Minerva Foundation) b. Inspiring Students to

	consider Entrepreneurship and develop an Entrepreneurial Mindset (Women's Enterprise Centre)
12:00 – 12:45pm	Lunch
12:45 – 1:00pm	Introduction by Sophie Lui (Global TV) <ul style="list-style-type: none"> • Honourable Carole James, Minister of Finance, Province of BC (15 mins)
1:00 – 1:15pm	Introduction by Anne Giardini <ul style="list-style-type: none"> • Honourable Jody Wilson-Raybould, Minister of Justice and Attorney General, Government of Canada (15 mins)
1:15pm – 2:00pm	CREATE POSITIVE MINDSETS: The Tackling of Unconscious Bias <ul style="list-style-type: none"> • Siri Uotila - Research Fellow, Women and Public Policy Program, Harvard Kennedy School (interactive keynote 30 minutes) • Audience Q & A OR Table Discussions (TBC) with Moderator Kirsten Tisdale EY (15 minutes)
2:00pm – 2:15pm	SPEAK UP! STEP UP! ACT UP! (rapid fire series, 5 mins each) Introductions by Sophie Lui (Global TV) TBC <ul style="list-style-type: none"> • Georgiy Sekretaryuk (Cering Technology Inc.) • Mina Hoorfar (UBC) • Lisa Charleyboy (Urban Native Magazine)
2:15 – 3:00pm	TAKING ACTION The highlights and shared learning from the day to include in a Summary Call to Action report. <ul style="list-style-type: none"> • Best Lessons with Karina LeBlanc (15 mins) • Table Discussion & Taking Action (30 mins)

3:00 – 3:15pm	Closing Remarks - Jill Eathly and Lois Nahirney
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VIP list:

- Honourable Carla Qualtrough, Minister of Public Services and Procurement, Government of Canada
- Honourable Jody Wilson-Raybould, Minister of Justice and Attorney General, Government of Canada
- Honourable Carole James, Deputy Premier of British Columbia and Minister of Finance
- Lois Nahirney, chair of the Premier’s Women’s Economic Council
- Members of the Premier’s Women’s Economic Council
- Representatives from women’s business organizations (e.g. Minerva Foundation, Women’s Enterprise Centre, Forum for Women Entrepreneurs)
- Representatives from B.C. companies that support and actively mentor women in business

Event description:

Finance Minister Carole James speaks to people attending the fourth annual We for She forum on behalf of the B.C. government to show how it’s committed to supporting gender diversity in the workplace and how it’s encouraging young women to enter careers that have predominantly been held by men.

Background:

The 2017 WE FOR SHE Forum is one of North America’s largest gatherings of women’s organizations, companies, experts, business leaders, advocates and young women. Its goal is to advance equality and grow the Canadian economy by championing gender diversity in leadership as a business imperative.

Now in its fourth year, this year’s forum will build on the WE FOR SHE Call to Action plan as well as focus on the top issues facing gender equity. This event will

also mark the release of #Canada150Women book featuring remarkable Canadians from across the country.

Featured speakers:

- Honourable Carla Qualtrough, Minister of Public Services and Procurement, Government of Canada
- Honourable Jody Wilson-Raybould, Minister of Justice and Attorney General, Government of Canada
- Honourable Carole James, Deputy Premier of British Columbia and Minister of Finance

Attire:

Business

Introduction

- Good afternoon. It is an honour and a pleasure to be with you.
- I'd like to first take a moment to acknowledge that we are on the traditional territory of the Musqueam, Squamish and Tsleil-Waututh (Tslay-wa-tooth) First Nations of the Coast Salish peoples.
- I hope you've been enjoying today's conference so far!
- I'd like to pass along greetings from Premier Horgan. I know how much he wishes he could be with us today.
- There have been motivational workshops this morning, led by dynamic and inspiring speakers, and there will be more interesting sessions this afternoon.
- I hope you go home today with confidence in your abilities and with the desire to share what you've learned with your friends.
- I'd like to thank WE FOR SHE Co-Chairs Jill Earthy and Dr. Lois Nahirney for their progressive work in helping prepare a generation of young women for success in the careers of their choosing.

- Thank you also to our partners in making this fourth WE FOR SHE conference possible: The Greater Vancouver Board of Trade and the WEB Alliance of Women's Business Networks.
- A lot of creative and forward-thinking women—and men—are behind what makes this forum so great.

Reason behind WE FOR SHE

- To the young women here today, your attendance at WE FOR SHE is a positive step in planning your future.
- Right now, over one million women are working in B.C., and these women make up nearly half the current provincial labour force.
- This is important because over the next ten years, nearly one-million jobs are expected to open up in B.C., and women will be playing an important role.
- Whether you're interested in a job in a small or large business, in the technology sector, in politics or skilled trades, today is your opportunity to connect with women and men who are leaders in these fields and learn from them so you can succeed.
- Supporting young women on their career paths is smart future planning.

- When young women like you are given the confidence to acquire the skills and knowledge you need to thrive in your chosen career, you'll become active and successful participants in our provincial economy.
- And when young women are given a well-rounded education and positive mentorship, they can bring fresh perspectives, new ideas and broader experiences into the workplace.
- So we all benefit.... And we also move closer to achieving gender equality.

Gender Equality – why it matters

- Gender equality is something that should matter to everybody – girls and boys, men and women, young people, elderly people, businesses, governments and communities.
- Why is gender equality important?
- Here we are in 2017, and much has happened since Canadian women were first allowed to vote in 1916.
- This summer, our Premier set the tone for change when he appointed 11 women and 11 men to a gender-balanced Cabinet.

- This means women are at the centre of policy and decision-making that directly affects job creation, education and public health—in the hopes of giving everybody a better quality of life.
- We're seeing more women in decision making roles across almost all areas of community, government and business.
- These are great achievements. But more needs to be done.
- A recent McKinsey report suggested an additional \$21.2 billion could be added to B.C.'s economy by 2026 if more women were participating in the labour market.
- And McKinsey's latest research finds that when companies commit themselves to diverse leadership, they are more successful.
- They say that companies with more diversity are better able to win top talent and improve their customer orientation, employee satisfaction, and decision making, and all that leads to win for everybody.
- According to one of today's event partners, the Minerva foundation, overall, the top 50 BC organizations continue to perform above national and global averages for female representation on boards (19%) and in senior executive leadership positions (20%).

- However, Minerva has consistently measured zero women of Indigenous descent on any boards or senior executive teams of the 50 surveyed organizations.
- In a province committed to reconciliation, supporting the representation of Indigenous leaders in areas of influence is vital for closing social and economic gaps.
- There also remains a gap between what women and men earn.
- Women working full time earn just 87 cents in the male dollar.
- Women continue to do the lion's share of unpaid work, caring for family members and managing our households.
- When I'm working in my community, women share their stories about their challenges to find work that will pay them enough to make life affordable.
- But the most important thing I've been hearing-- from women and men— from small businesses to executive boardrooms – is that leadership and role models are needed to drive deep cultural change.
- Adding to the voices is a number of Indigenous women who have spoken out locally and nationally for the rights of women and their communities.

- Their voices matter and there is much we can learn from their culture and traditions.
- There are many paths to leadership and becoming a role model and hearing these stories has always inspired and energised me.
- In my case, my passion for helping people led me into public life about 27 years ago, starting with the Victoria School Board, then on to working with other education stakeholder groups.
- Over the years, I held positions that helped improve the lives of women, children and Indigenous people.
- And in 2003, I officially entered the world of provincial politics.
- I'm proud to say that since I've held public office in B.C., I've seen positive change.

[Minister: This would be a good place for you to tell some stories about how your career path unfolded and about some of the people you met along the way]

How B.C. ensures gender diversity in the public service

- The B.C. government is leading the way on gender equality, with 48 per cent of B.C.'s senior public servants being women.

- As the Minister responsible for the B.C. Public Service, I'm proud to say that for many years now, the B.C. Public Service has been winning awards for being one of Canada's best places to work.
- We hire women based on merit and we value women's contributions in the workplace.
- And next week, I'll have more to say about an Action Plan that we're working on.
- The B.C. Public Service has just welcomed its 11th group of young Indigenous interns from across B.C. into its Aboriginal Youth Internship Program. I understand some graduates from the program are here today.
- And we offer the Work-Able internship program for recent post-secondary graduates with disabilities.

How B.C. is supporting women-owned businesses

- B.C. supports programs that connect women and youth with business training, which prepares them to become the entrepreneurs of tomorrow.
- Currently, nine out of the 16 members (56%) of the B.C. Small Business Roundtable are women. The Roundtable was created in 2005, to give small businesses a voice in government.

- It's important to have this many women on the roundtable given how many women own small businesses, and while women start up a small business faster than men, they don't grow at the same rate.

How B.C. ensures its programs and policies support the unique needs of women in business

- Another way the provincial government supports women in business is through the Premier's Women's Economic Council.
- This council advises government on issues, strategies and policy changes that can further grow and strengthen the economy.
- Further, the Premier's Women's Economic Council brings attention to relevant barriers facing women in business in B.C. and provides advice on how to minimize or eliminate them.
- Government also provides financial support to various women's business organizations for mentoring programs for women in the early stages of their business.

How B.C. is helping to get more women in trades

- This is an exciting time for women in the trades.

- Doors are opening across B.C. for women who want to pursue careers as plumbers, electricians, sheet-metal workers, carpenters or heavy equipment operators – to name just a few.
- That’s why the Industry Training Authority provides programs like Women in Trades Training, which provides training, financial assistance and support for eligible women who might be thinking about a career in the trades, but are unemployed or may need skills upgrading.

How B.C. is helping to get more women involved in the tech sector

- Many of you may be interested in hearing more about how to get a job in B.C.’s growing tech sector.
- We’re giving girls early exposure to the fields of science, technology, math and engineering by making changes to the curriculum.
- By exploring these subjects at an early age, you young women will have the opportunity to buck the stereotypes and kick-start a career in one of these fields.
- We’re also expanding post-secondary programs in these fields with hundreds more seats.
- We will also expand co-op education and partner with public post-secondary institutions throughout B.C. to build technology and innovation

centres in key areas of our economy – further details will be announced soon.

- And we're making more scholarships available at public colleges and universities so young people can get an education that prepares them for a career in the tech sector.
- Helping women get the skills they need to access well-paying jobs in the trades, and technology sectors or to start their own businesses is, and will continue to be, a priority for government and a key factor in B.C.'s economic success.

"Activating" men to step it up for gender equality

- Today is an opportunity for us to work together.
- To find ways to increase women's representation in jobs at senior levels and in jobs that have traditionally been held by men.
- Gender equality is about men and women working together to create a fairer and more equal British Columbia.
- It's about recognising that men can be agents for change.

- Showing respect for, encouraging and standing up for women when necessary is where change will start to happen, so I'm calling on all of the men in this audience and in this province to be bold.
- To be the change.
- To stand up for what we know is right in our hearts, and to support women in reaching their full potential.

Conclusion:

- Unlocking opportunities for women is a matter of democracy and matter of human rights.
- Your generation has the potential to bring true equality for women in the workplace.
- Here at WE FOR SHE, you have the opportunity to learn about what's out there for you from successful leaders in the business world, from post-secondary institutions and from women's business groups.
- Together, we can find ways to remove barriers, open doors and create opportunity for every person in British Columbia.

- It is my hope that today's discussions will bring strong ideas for change to light.
- I look forward to hearing these ideas and to being a part of the meaningful discussions to follow.
- Thank you!

-END-



Speaking notes for
Minister of State for Trade George Chow
Ministry of Jobs, Trade and Technology

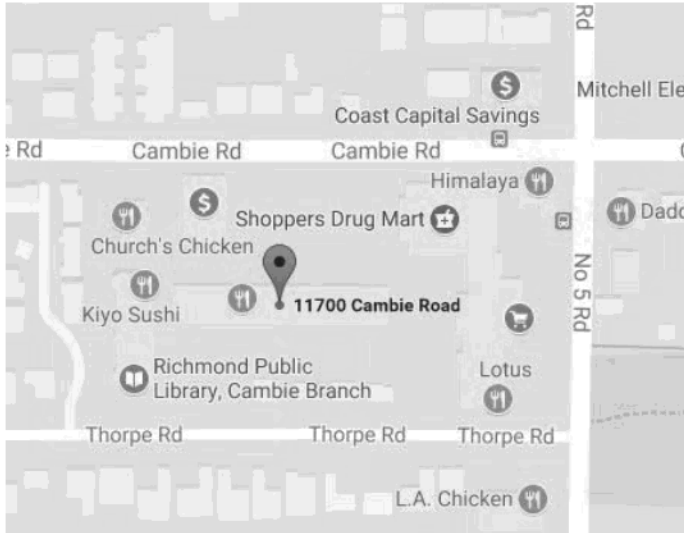
North America Investment Association
11th Annual Anniversary Gala Dinner
Continental Seafood Restaurant
150-11700 Cambie Road, Richmond B.C.

Friday, November 17, 2017

7:35 p.m.

Speaking time: Approximately 3 mins.

Location:



Parking:

The Continental Seafood Restaurant is located in the Cambie Plaza strip mall and has ample parking.

Audience:

300 guests, most of whom are members of the North America Investment Association (NAIA)

Itinerary:

Time (Approximate)	Activity
6:30 pm	Reception
7:00 pm	Welcome Guests
7:15 pm	Anthem - CPL Gary Law Leads singing
7:20 pm	VIP Introduction
7:30 pm	Welcome remarks by Ms. Amy Huang, President of NAIA
7:32 pm	Speeches by VIPs
7:50 pm	Dinner
8:00 pm	Belly Dance by ADC Silk Road Belly Dance Group
8:20 pm	Inauguration of Directors, Advisors, Presentation of certificates, photography
8:50 pm	Vote of thanks by Miss Yolanda Yao, Event Chair
8:52 pm	Presentation of Certificate of Appreciation and Lucky draw
9:35 pm	Mannix Yeung Singing – Guests dancing
10:00 pm	Grand Prize Draw
10:30 pm	Event Ends

VIP list (in order of speaking):

- Ms. Amy Huang, President of North America Investment Association
- Mr. Joe Peschisolido, MP for Steveston-Richmond East
- Hon. Alice Wong, MP Richmond-Centre
- Hon. Bruce Ralston, Minister of Jobs, Trade and Technology
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- Ms. Catherine Yuen, Principal Consultant (Western Canada), Hong Kong Economic & Trade Office, Government of HKSAR
- Mr. Ike Lalji, President & CEO of BEAUTIES OF 5 CONTINENTSTM 2018 Pageant

Event description:

Minister Ralston will speak to members of the North America Investment Association about the importance of enhancing B.C.'s good trade relationship with Asia.

Background:

The mission of the North America Investment Association (NAIA) is to accelerate two-way trade and investment activities between North America and Asia that benefit global economies; to be an interactive platform for information and experience exchange among members and business communities that benefits investors worldwide.

Since its inception in 2006, NAIA has upheld its mandate to enhance the economic, cultural, artistic, scientific and educational exchanges and cooperation

that will hence promote and assist in two-way investment activities between North America and Asia.

From Aug. 17 to 23, 2017, NAIA successfully organized a Canada Pavilion in the HKTDC Food Expo 2017 in Hong Kong to showcase Canadian quality wines, agrifoods and seafood products, and led a NAIA Belt & Road Trade Mission 2017 to hold business exchange and matching activities in Shenzhen, Guangzhou and Jiangmen of Guangdong Province of China.

Knowing that many Chinese companies intend to import Canadian food products, NAIA will be hosting a big Food Purchase Conference in Vancouver in February 2018 inviting about 30 big Chinese food importers and many Canadian food exporters to attend.

As a supporting organization, NAIA will organize a Canada Pavilion again with more Canadian food exporters to participate in the first Belt & Road International Food Expo (BRIFE) 2018 on June 27-29, 2018 in Hong Kong. These trade promotion activities of NAIA will definitely help grow Canadian food exports.

Featured speakers (in order of speaking):

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Attire: Business

Introduction

- Good evening.
- It's a pleasure to celebrate the 11th anniversary of the North America Investment Association with you, along with my colleague Minister Bruce Ralston.
- As Minister Ralston mentioned earlier, one of our government's priorities is to strength B.C.'s trade relations with key markets, especially those in the Asia Pacific region.
- The Minister of State for Trade is a new role and it signifies the importance of trade and investment for our government.
- In this role, one of my top priorities is to work with Minister Ralston, other ministries and key stakeholders like you, to boost trade and investment between B.C. and East Asia.
- This is a responsibility that I value and will do all I can to fulfill, because it means a lot to me personally.
- I was born in China and went to primary school in Hong Kong, and our family immigrated to B.C. in 1965.
- It was decades ago, but I remember when I was a child in Hong Kong, imported goods from North America were precious commodities- a simple, factory-produced chocolate bar was a luxury back then.

[Minister of State Chow you may want to add personal anecdote from your childhood in Hong Kong]

- My parents had humble beginnings and moved to British Columbia to for a better life for our family.
- They worked hard to start a new life here.
- My father was a cook in a diner, and my mother was a farm worker - like so many Chinese immigrants in B.C. in the '60s and '70s.
- I wanted to share this personal story with you, because as an immigrant who grew up in two very different cultures, it's now a great advantage.
- I'm sure many of the guests here tonight will agree with me.
- Because of our large Chinese community in B.C., we are able to foster even stronger trade ties with China.
- Trade really makes the world go around.

- Through exports, we share the best of B.C. products and services with people in China, Hong Kong, South Korea and Japan...
- Our exports then become part of their lives, in big ways and in small.
- As many of you know already, Asia has tremendous potential for trade and investment opportunities.
- It has a quickly growing middle class and growing demand for quality products and services from B.C. and other places in the world.
- The possibilities for collaboration between Asia and B.C. are endless.
- We want to build on these ties and foster new ones.
- As Minister Ralston mentioned, I will be travelling to Asia with him and Premier John Horgan in the new year to build on B.C.'s relations with China, Japan and Korea...
- ...which will pave the way for more trade and investment opportunities for B.C. businesses like yours.
- Our government values the work that NAIA has done to facilitate trade and investment between Canada and Asia...

- Such as the recent Hong Kong Trade Development Council Food Expo 2017 in Hong Kong, where B.C. businesses, with support from our ministry, showcased their agrifoods products.
- Your contributions have made it easier for Asian-Canadian exporters to venture into the East Asian market...
- And helped them connect with investors there as well.
- I want to thank you for all of your work in the past 11 years as we celebrate NAIA's anniversary tonight.
- It is an honour to speak with you here today.
- Thank you.

-END-



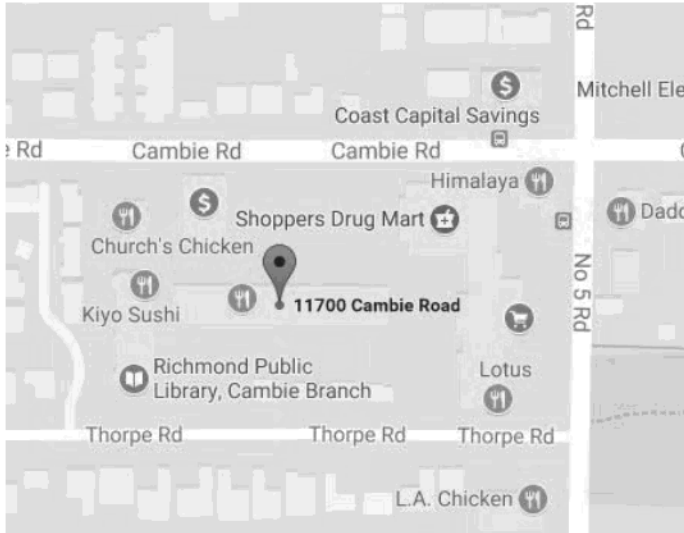
Speaking notes for
Minister Bruce Ralston
Ministry of Jobs, Trade and Technology

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- Mr. Ike Lalji, President & CEO of BEAUTIES OF 5 CONTINENTST 2018 Pageant

Event description:

Minister Ralston will speak to members of the North America Investment Association about the importance of enhancing B.C.'s good trade relationship with Asian countries, though the focus will be primarily on Hong Kong and on China.

Background:

The Mission of the North America Investment Association (NAIA) is to be the accelerator of two-way trade and investment activities between North America and Asia that benefits global economies; to be an interactive platform for information and experience exchange among members and business communities that benefits investors worldwide.

Since its inception in 2006, NAIA has upheld its mandate to enhance the economic, cultural, artistic, scientific and educational exchanges and cooperation

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Attire: Business

Introduction:

- Good evening. It's an honour to be able to join you.
- I bring greetings from our Premier, John Horgan.
- I would like to take a moment to acknowledge that we are on the traditional territory of the Musqueam, Squamish and Tsleil-Waututh (Tslay-wa-tooth) First Nations of the Coast Salish peoples.
- Thank you to the North America Investment Association the invitation to what I'm sure will be a delicious dinner and congratulations on hosting your 11th annual gala event.
- And thank you to all of you for your efforts to enhance the important relationships between B.C. and Hong Kong in particular.

Important Relationships:

- Just yesterday, I had the pleasure of speaking to the Hong Kong Canadian Business Association about the importance of enhancing B.C.'s good trade relationship with Hong Kong.
- The relationships between Hong Kong, and British Columbia, as well as China and B.C., are rooted deeply in people-to-people ties, in the families

that have family members on both sides of the Pacific Ocean, as well as cultural ties.

- There is much that can draw on from each other in order to grow and strengthen our economic ties.
- As Canada's Pacific Gateway, B.C. is an ideal place for companies in Hong Kong, and in China to set up their North American headquarters.

B.C. and Hong Kong:

- Hong Kong has been a platform for B.C. companies to enter Mainland China and other parts of Asia for many years due to its strategic location, our strong relationship, and our shared values of rule of law and an independent judiciary.
- Today, 300-thousand Canadian passport holders are living in Hong Kong.
- Hong Kong is B.C.'s 10th largest trading partner, and in 2016, B.C.'s exports to Hong Kong were worth \$198 million.
- And Hong Kong is B.C.'s 5th largest market for agrifoods and seafood exports.

- I understand that our geoduck clams are a popular delicacy in Hong Kong! Hong Kong is B.C.'s largest market for geoduck clams.
- And Hong Kong and B.C. are brought even closer together now that three airlines are providing many direct flights daily from Vancouver to Hong Kong.

B.C. and China:

- Our strong relations with Hong Kong are made even stronger by our strong relations with China, which continues to evolve and create opportunities for both B.C. and Chinese companies.
- China is our province's second largest trading partner, with nearly \$6 billion in exports last year alone.
- At the core of B.C.'s economic ties with China has been our sister province relationship with Guangdong Province in southern China.
- In 2015, B.C. and Guangdong signed two MOUs to advance collaboration on low carbon development and on economic connectivity in support of the Belt Road Initiative.
- And we're seeing more trade taking place in quickly growing sectors such as agrifoods, seafood, technology and clean energy.

- Vancouver has become the most connected city with China in the western world, with over 50 weekly flights to YVR connecting 11 mainland Chinese cities in the 2016/17 winter/spring season. This connectivity will represent more investment dollars in the province, tourism and trade opportunities.

Mandate:

- Promoting trade and investment with Asia is critical to growing B.C.'s economy and creating jobs for British Columbians.
- As Minister, I'm responsible for the trade portfolio, and I'm supported in this role by the Honourable George Chow, Minister of State for Trade, who you will hear from tonight as well.
- Minister of State Chow and I are committed to building on our strong relationships with Asia, using our international trade and investment network to connect B.C. businesses with new markets and promote B.C. as a stable and attractive place to invest.
- B.C. currently has an extensive Trade and Investment network throughout Asia including:
 - Hong Kong
 - Beijing, Shanghai, and Guangzhou,
 - Japan,
 - South Korea,

- India,
 - The Philippines (Manila), and
 - Indonesia (Jakarta)
- This network links B.C. businesses with new markets and trade opportunities, and promotes British Columbia as a stable and attractive destination for investment and international education.
- Through the government's budget update in September, we've committed \$1.7 million to establish a Trade and Investment Representative office in Singapore and to continue operating our offices in Manila and Jakarta...
- ...and \$800-thousand to increase B.C.'s trade and investment representative presence in the United States, specifically in Seattle, San Francisco and San Jose.

Current Situation:

- Right now, resolving the softwood lumber dispute is the top trade priority for our government. The Premier is committed to fighting for a fair deal for British Columbians and B.C. is actively advocating for B.C.'s interests.
- B.C. is also working with the Government of Canada to advance and protect B.C.'s interests now that a Comprehensive and Progressive Agreement for Trans-Pacific Partnership has been reached by the eleven nations remaining in this trade agreement...

- And just today, along with our federal colleagues, we've entered the next round of NAFTA renegotiations in Mexico.
- I think it's fair to say that global events and the renegotiation of NAFTA are resulting in B.C.'s greater focus on building trade and investment relationships with Asia, and Greater China in particular.
- Having the opportunity to be here this evening and to meet with you is an important step in strengthening our relationship, and I look forward to hearing your ideas on what more we can do to support trade and investments between B.C. and Asia.
- Premier Horgan has made it a priority to build this relationship further and I expect we'll soon hear more on his plans for a trade mission to strengthen ties with Hong Kong, China and other countries in Asia.
- For now, the government is making it a priority to promote exports and trade, and attract targeted foreign direct investment to strengthen the global economy, and create and retain more well-paying jobs here in B.C.

Conclusion:

- Given our people-our-people ties and our strong economy, we see great potential for the role that B.C. can play to support the growth and modernization that's taking place in Asia.

- B.C. has the natural resources, the technologies and the businesses to do that.
- There many opportunities for B.C. businesses to help Hong Kong, China and other Asian countries meet their growing needs in sectors such as infrastructure, renewable energy, aerospace, services, and agriculture.
- And there are also great opportunities in B.C. for Asia-based companies with our focus on fostering green technologies, our investment climate and our diverse and highly educated and skilled workforce.
- Increasing trade and investment with our partners in the Asia-Pacific region is essential if we are to create long-term growth and an economy that works for British Columbians.
- Our trade relationships in Asia are vital, and we will work very hard to develop our common prosperity through trade.
- I can assure you that Hong Kong, China and other countries in Asia have a new friend in this government, and we look forward to a future filled with continued success and prosperity.

-END-



**Emcee and speaking notes for
Minister Bruce Ralston
Ministry of Jobs, Trade and Technology**

Wrap-up news conference
following four international trade missions

Legislature, Hall of Honour

Monday, Nov. 20, 2017

11 a.m. – 11:30 a.m.

Speaking time: Approximately 4 mins.

Event description:

Minister Ralston emcees and gives brief remarks highlighting his trip to San Francisco, including the official opening of B.C.'s new Trade and Investment Office in San Francisco. He is joined by Ministers Doug Donaldson, Lisa Beare and George Heyman, each of whom also participated in international trips last week promoting B.C.'s interests.

Ministers will sit at a draped table, with microphone in front of each. Table will be on a riser with flat-screen TVs and flags behind ministers.

Background:

- Ministers Bruce Ralston, Doug Donaldson, Lisa Beare and George Heyman each led international missions last week to push B.C. as a world leader in trade, investment and climate-change strategy.
- Minister Ralston was in San Francisco for the opening of the newest B.C. Trade and Investment Representative office.
- Minister Donaldson was in China and Japan on forestry-related meetings.
- Minister Beare was in Los Angeles promoting B.C.'s film industry.
- Minister Heyman was in Bonn, Germany, for the United Nations Climate Change Conference COP23.
- This news conference is designed to give each minister an opportunity to communicate the successes and accomplishments of each mission.

Featured speakers:

- Minister Bruce Ralston
- Minister Doug Donaldson
- Minister Lisa Beare
- Minister George Heyman

Itinerary (TBC):

Time	Joint news conference following trade missions Mon. Nov. 20, 2017 11 a.m.
11 a.m.	Minister Ralston welcomes media and visitors
11:02 a.m.	Minister Ralston introduces Doug Donaldson, Minister of Forests, Lands, Natural Resource Operations and Rural Development
11:03 a.m.	Minister Donaldson speaks
11:06 a.m.	Minister Ralston thanks Minister Donaldson, introduces Lisa Beare, Minister of Tourism, Arts and Culture
11:07 a.m.	Minister Beare speaks
11:10 a.m.	Minister Ralston thanks Minister Beare, introduces George Heyman, Minister of Environment and Climate Change Strategy
11:13 a.m.	Minister Ralston thanks Minister Heyman. Minister Ralston speaks
11:17 a.m.	Minister Ralston concludes speaking portion. Invites questions from the floor.

11:25 a.m.	Event concludes
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Introduction

- Good morning everyone, and thank you for joining us today.
- My name is Bruce Ralston, and I am the Minister of Jobs, Trade and Technology and the emcee for today's event.
- First, I would like to acknowledge that we are on the territory of the Lekwungen (La-kwung-en) people, including the Songhees First Nation and Esquimalt Nation.
- Last week, my three colleagues and I were out of the country on separate business trips on three different continents.
- And even though we were visiting different countries, we all had one goal in mind: to solidify B.C.'s presence in key markets, stimulate our economy and fight for great, long-term jobs for British Columbians.
- Before I speak about my trip to the San Francisco area, I would like to call on each of my colleagues to give a quick synopsis of their trip and the accomplishments and good news they've brought home.

- First, I would like to introduce Doug Donaldson, our Minister of Forests, Lands, Natural Resource Operations and Rural Development, who has just returned from China and Japan.

[Minister Donaldson speaks]

- Thank you, Minister.
- And now I would like to invite Lisa Beare, Minister of Tourism, Arts and Culture, to say a few words on her trip to southern California.

[Minister Beare speaks]

- Thank you, Minister.
- And now I would like to call on Minister of Environment and Climate Change Strategy, George Heyman, who has just come home from Bonn, Germany.

[Minister Heyman speaks]

- Thank you, Minister.
- And now it's my turn.

- I would like to speak briefly to update you on the accomplishments from my two-day visit to San Francisco, [which included Deputy Minister Fazil Mihlar and my ministerial assistant Kathie Currie]. *optional*
- The purpose of our trip was to meet with key tech firms and trade stakeholders in the U.S., including Canada's new Consul General to Northern California, Mr. Rana Sarkar.
- Our meeting with the Consul General was very valuable and I'm certain he will be an enthusiastic champion of B.C. during his tenure.
- In particular, we agreed on the importance of promoting B.C. as a top technology destination. His consulate's advocacy for B.C. will be crucial in this very competitive market.
- I invited Consul General Sarkar to visit Vancouver for the upcoming BC Tech Summit this May, and I sincerely hope he accepts my invitation.
- Overall, we had an extremely productive couple of days, including the opening of our B.C. Trade and Investment Representative office in downtown San Francisco.
- One of our government's priorities is growing B.C.'s tech sector, which is a major job creator and economic driver in our province.

- With a new Trade and Investment Office in the technology hub of the San Francisco Bay area, we will raise B.C.'s profile in a critical American market and promote B.C. as a stable and attractive place to invest.
- Establishing a presence in one of the most vibrant technology markets in the U.S. will help attract investment to the province, while connecting B.C. companies, skilled tech workers and strategic partners in the U.S.
- The new San Francisco office will be headed by Mr. Tate Turner. Tate brings more than 14 years of experience in international economic development, software development and sales and marketing in international markets.
- Most recently, as a part of the U.K.'s Department of International Trade, Mr. Turner was responsible for all foreign direct investment by U.S. Pacific Northwest companies into the U.K....
- And he supported U.K. companies with their expansion into the United States.

- He is, without a doubt, extremely qualified for the job as our trade representative in San Francisco and I'm certain his work alongside Consul General Sarkar will be very valuable for the province.
- I also had a productive meeting with Digital Moose Lounge.
- This non-profit organization is dedicated to supporting the Canadian community and building the Canada brand in Northern California.
- They provided advice on how we can attract talent and investment to B.C. using influential British Columbians and Canadians now living in California as our ambassadors.
- I was thrilled to visit the NASA Ames Research Centre in Mountain View, where Burnaby-based company D-Wave Systems has installed its world-leading quantum computer.
- D-Wave and NASA, together with Google, are using the system to advance human capabilities in areas such as speech recognition, air-traffic management, and robotic missions to other planets.

- As the global leader in its field, D-Wave is an excellent example of the B.C. technology industry and I am proud to support its exciting relationship with NASA.
- Raising B.C.'s profile, including thorough visits such as this one, is essential to ensuring B.C. remains top-of-mind in a competitive investment market.
- Many other jurisdictions, both within and outside of Canada, are investing heavily in California to try to get a bigger piece of the action, so we must compete strategically in this market to be successful.

Conclusion

- Ladies and gentlemen, while B.C.'s job market is strong, we are taking steps to create good jobs for people in every sector and every corner of the Province.
- But we cannot sit back and wait for opportunities, jobs and investment to come to us.
- In today's ultra-competitive environment, it is imperative that we travel the globe to show the world that B.C. is a leader in so many ways – and we will continue to do just that.

- Thank you very much.
- And for our final few moments, I would like to open the floor to your questions.

-END-



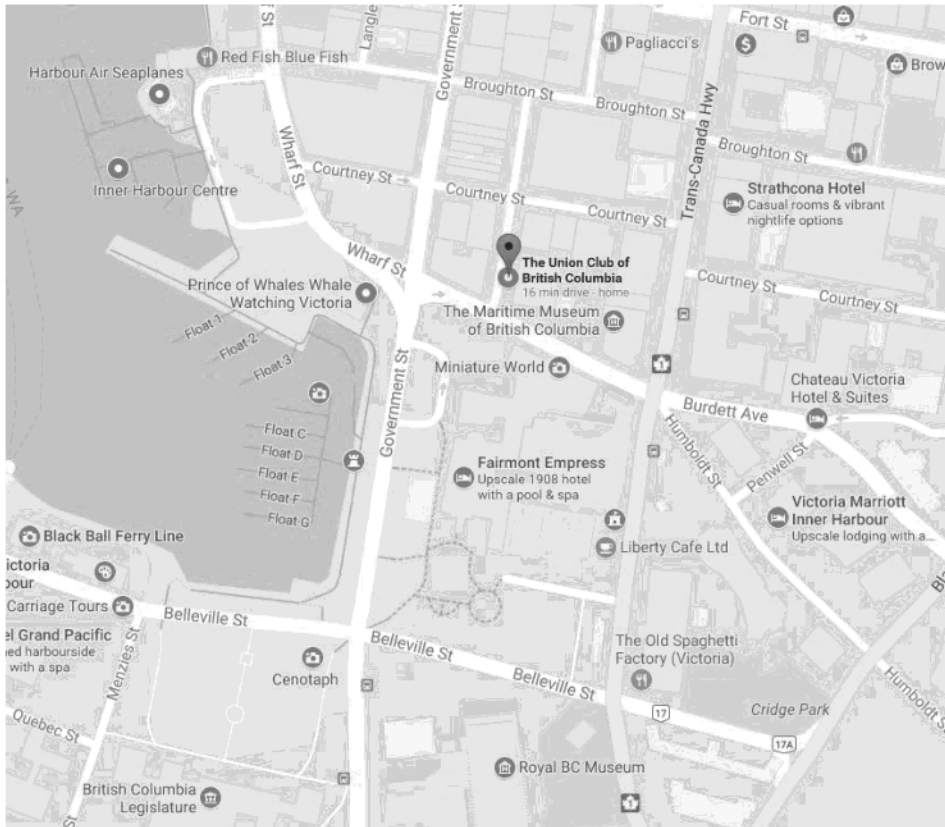
Speaking notes for
Minister Bruce Ralston
Ministry of Jobs, Trade and Technology

Greater Victoria Chamber of Commerce – Minister Luncheon
Union Club of BC
805 Gordon St., Victoria

Tuesday, November 21, 2017

11:40 a.m.

Speaking time: Approximately 15 mins.

Location:**Parking:**

There is street parking available, but walking or taking a taxi might be a better option.

Audience:

Members of the Greater Victoria Chamber of Commerce

Itinerary:

Time	AGENDA
11:40 a.m.	Event Begins
12:00 p.m.	Introductory comments from MC: Catherine Holt, CEO, Greater Victoria Chamber of Commerce
12:05 p.m.	Sponsor comments (TBC)
12:10 p.m.	Minister Ralston introduced by Al Hasham, President, Greater Victoria Chamber of Commerce
12:15 p.m.	Bruce Ralston, Minister of Jobs, Trade and Technology gives speech. Duration 10-15 mins
12:30 p.m.	Minister Ralston at podium for audience Q & A. Catherine to facilitate taking Qs from the floor.
12:45 p.m.	Thank you from Al Hasham with gift presentation and photo with Minister, Sponsor and Chair.
1:00 p.m.	Event ends

VIP list:

- Bruce Ralston, Minister of Jobs, Trade and Technology
- Al Hasham, Chair of Greater Victoria Chamber of Commerce / President and CEO of Maximum Express Courier
- Catherine Holt, CEO Greater Victoria Chamber of Commerce / President and Principal consultant with Sage Group Management Consultants
- Sponsor (TBC), Technical Safety BC

Event description:

Minister Ralston will speak to members of the Greater Victoria Chamber of Commerce about his ministerial portfolio and priorities, and how the business

community can best create jobs and grow the economy throughout B.C. Following his speech, the Minister will answer questions taken from the audience.

Background:

The Minister was invited by the GVCC as part of a long-standing practice where they host ministers at a luncheon. It allows the local business community to speak directly with the Minister and be updated on the provincial government's priorities and objectives. Following the Minister's address, there will be a 15-minute question and answer session moderated by Catherine Holt, where the audience will ask questions from the floor.

Featured speakers:

- Bruce Ralston, Minister of Jobs, Trade and Technology
- Al Hasham, Chair of Greater Victoria Chamber of Commerce / President and CEO of Maximum Express Courier
- Catherine Holt, CEO Greater Victoria Chamber of Commerce / President and Principal consultant with Sage Group Management Consultants
- Sponsor (TBC), Technical Safety BC

Attire:

Business

INTRODUCTION

- Good morning.
- It is an honour and pleasure to be here with you this.
- I bring greetings on behalf of our Premier John Horgan.
- Before I begin, I would like to acknowledge that we are gathered today on the traditional territory of the Lekwungen (La-Kwung-En) peoples, including the Songhees and Esquimalt First Nations.
- I would like to thank the Greater Victoria Chamber of Commerce for hosting today's event and for inviting me to speak with you.
- Your efforts as business owners, entrepreneurs and community leaders help ensure that B.C. continues to be a prosperous and welcoming place to do business.
- I look forward to hearing about your priorities and the work you do, and sharing with you some of the priorities and work of our government.

MINISTRY OVERVIEW

- I am responsible for economic development, through a number of programs and policies that support job creation, trade and investment.
- For example, my ministry is responsible for developing strategies and programs to support economic growth and diversification across the province.
- We promote international trade and investment with the aim of attracting investments to all regions of British Columbia and helping companies find new markets for their products.
- Our work focuses on developing B.C.'s strategic partnerships with other jurisdictions, and we work to attract and support innovative companies and venture capital to create good jobs, especially in the technology sector.
- We support small business and cutting red tape across government, and we have a workforce, immigration and major investments division that delivers programs to ensure businesses like yours have access to the skilled labour they need to grow and succeed.
- The Small Business Roundtable is another important initiative of the Province that I am pleased to chair.

- One of your members, Jill Doucette, is also one of the Roundtable board members, a valued member who's provided a voice on behalf of Lower Vancouver Island for the past three years.

ECONOMIC AND FISCAL OUTLOOK

- B.C already has one of the strongest economies in the country.
- And we are working to ensure that B.C.'s economy stays strong, sustainable and, most importantly, provides good jobs for all British Columbians.
- B.C.'s got a pretty good foundation from which to start.
 - Our economy is growing. We have fiscal stability, competitive tax rates and a triple-A credit rating – the only province rated that high by all three international ratings agencies.
 - B.C. is expected to finish near the top of the provincial pack in economic growth this year and next, according to private-sector forecasters.
 - We have the fastest employment growth rate among all provinces and the lowest unemployment in the country.

- A total of 2.47 million people have jobs – a near record level for the province.
 - And year-to-date retail sales, housing starts and exports have all exceeded expectations.
- Despite these positive indicators, challenges still remain.
- Growth has been uneven in BC, with regions like Vancouver Island experiencing strong growth while other regions, particularly in the north, are facing some challenges.
- Even in those locations where growth is strong, challenges still remain – rising real estate prices are increasing costs for businesses and workers;
- The benefits of economic growth are uneven, with some British Columbians being left behind; and increasingly protectionist neighbours like the U.S. are threatening access to markets for our products and services.
- So, as a government we must be prudent with our budget and fiscal plan to ensure we have the resources we need to tackle these challenges.
- Our three-year fiscal plan has more than \$2 billion in contingencies and forecast allowances.

- And by the end of that three-year period, our debt-to-GDP ratio is projected to be 16%, as per the September Budget Update.

GOVERNMENT ACTIONS AND PRIORITIES

- These numbers are good news for British Columbians and the future of our province.
- They translate into good jobs and growth opportunities in communities like Victoria and the surrounding municipalities.
- And they allow us to make key investments in people and services that will help drive economic growth.
- That includes investments in free adult education, post-secondary institutions, schools, health-care facilities and transportation infrastructure.

EMERGING ECONOMY TASK FORCE

- If we want B.C. to remain a destination for investors and good place to do business, we need to ensure we stay at the forefront of a rapidly changing global economy.
- Our economic well-being is tied to global markets.

- Sectors like forestry, mining and other industries are strongly influenced by global drivers outside of our immediate influence.
- And emerging technologies are changing the competitive landscape at an accelerating rate.
- We need economic policies to meet both the challenges of today and those 10 to 20 years from now.
- That's why we are creating an Emerging Economy Task Force.
- We're looking long-term at opportunities for innovative and sustainable industries that will drive economic growth into the future.
- The Task Force will bring together senior business-, academic- and community-leaders who understand the global business environment and the quickly evolving technological landscape in which we operate.
- These experts will provide a B.C.-centric perspective with future-focused advice on how we can stay at the leading edge of these developments and maintain our strong economic position.
- The Task Force will tour the province next year to gather feedback from the public and stakeholders and report back to government with policy options to drive B.C.'s emerging economy.

INNOVATION COMMISSIONER

- Our government is also establishing an Innovation Commissioner to be our tech-sector's advocate and ambassador in Ottawa and abroad.
- The Commissioner will build strong relationships with senior leaders in industry, academia and accelerator partners.
- Once in place, he or she will work to level the playing field with other provinces and align B.C.'s efforts with federal funding for the tech and innovation sector.
- The recent federal budget included numerous program and funding initiatives for these sectors, and the Innovation Commissioner will help B.C. businesses maximize these opportunities.
- In addition, Parliamentary Secretary Rick Glumac and I are working together to establish an Innovation Commission that will further support innovation and business development in the sector – with details to come in the following months.

TECH & INNOVATION

- All of this should paint a picture of a government that has technology and innovation at the top of its priority list.

- Technology has infiltrated our lives at every level, and there are limitless opportunities to further enrich the lives in all of BC's communities.
- B.C's tech sector is already a major contributor to our economy, and we want to strengthen it further.
- We want to:
 - Establish B.C. as a preferred location for new and emerging technology companies;
 - Increase the growth of local tech enterprises; and
 - Remove barriers to training and attracting skilled workers.
- The tech sector includes businesses in clean tech, digital media, engineering, information and communications technology and life sciences.
- Greater Victoria is home to approximately 776 tech firms which employ approximately 5,600 people, and was chosen to be part of our Crown agency, the BC Innovation Council's BCGO Tour, which offers invaluable networking opportunities for tech companies, no matter their size.
- The Greater Victoria tech Sector generates an estimated \$3 billion in annual revenues.

- This sector also plays an increasingly important role in B.C.'s traditional resource-based industries, as they modernize and adapt to rapidly changing global markets.
- For example: Victoria based-company, Lamazoo uses Microsoft Hololens to train veterinarians around the world in Virtual Reality.
- It's success stories like that where we are seeing a real break through the digital age.
- B.C.'s tech sector employs than 10-thousand companies province wide which together employ more than 106-thousand people.
- And according to the latest BC Stats Report, the skilled professionals working in those jobs are earning higher wages than ever before – 85% higher than the average, in fact.
- B.C. companies in this sector are gaining global recognition, creating jobs and contributing to significant GDP-growth.
- And international tech-leaders have taken notice of what B.C. has to offer.
- For example:
 - Amazon will add 1,000 new Vancouver-based software engineering and similarly skilled tech jobs by 2020,

- Fortinet will expand its Burnaby data-hub with 1,000 new cybersecurity tech jobs,
- Microsoft will add 50 new mixed-reality jobs in Vancouver and will expand its Technology Education and Literacy in Schools (TEALS) philanthropy program to teach computer science to B.C. high school students, and
- Microsoft is also partnering with BCIT to train future tech talent in this burgeoning field.
- And **DP World Canada**, whose Fairview Terminal expansion will boost shipping capacity by over 50%, with a \$200-million investment in Prince Rupert.
- We're helping to attract trade and investment to B.C., like **Sumitomo Corporation's** 48% purchase of Pacific BioEnergy Corporation's wood pellet plant in Prince George.

SUPPORT FOR TECH SECTOR

- We want to ensure this momentum continues.
- The existing BC Tech Strategy has 67 commitments that our government will pursue to completion – and we will look to build on these previous commitments after proper consultation with industry.
- I will be touring the province to participate in tech-focused regional roundtables to better understand the sector's needs.

- I've already participated in two tech-focused roundtables recently – one in the Okanagan in October and one in Vancouver earlier this month.
- These have been excellent opportunities to meet with people in the sector to learn about their successes and challenges, and what we can do as a government to help.
- A key part of our strategy for growing the tech sector centres around the \$100-million BC Tech Fund.
- The fund helps tech companies across the province by making early-stage venture capital available to them from within B.C.
- BC Tech Fund investments give companies the capacity they need for research and development, patent technologies and scale their businesses to access global markets.
- The fund is managed by an experienced private-sector fund-of-funds manager and has already made a number of significant investments in B.C.-based companies.
- For example:
 - in Mojio, a B.C.-based company;
 - in Vanedge, a B.C.-based venture capital fund;
 - in Lumira, a new health care and life science venture capital fund;
 - in ScaleUP Ventures, a Canadian early-stage venture fund;
 - and in Foodee, a B.C.-based company.

- All of these companies have, or will establish, offices in Vancouver.
- Our government also supports the BC Innovation Council, and we are thrilled to co-host the third annual BC Tech Summit on May 14 – 16 in Vancouver.
- I hope to see many of you at the event.
- It is a truly wonderful opportunity to showcase B.C. as a global leader in technology.
- The Tech Summit brings together more than 5,500 business and tech-leaders, entrepreneurs, investors, academics and students to exchange ideas and explore the latest tech innovations fuelling B.C.'s economy.

SMALL BUSINESS

- Those are just some of the supports government has provided to accelerate technological innovation in our province.
- We've also begun to lay the foundation for growth in BC's small businesses – not just those in tech and innovation, but others as well.
- We kicked off B.C.'s Small Business week right here in Victoria, where we hinted at some of the changes we'll be making to benefit small business owners.
- One of those benefits was to lower taxes.

- Earlier this month, our government cut the small business corporate income tax rate by 20% - from 2.5 to 2%.
- Small businesses in B.C. will now benefit from the second lowest small business tax rate in Canada.
- I'm also pleased to report that we have made the new rate retroactive to April 1st of this year.
- This means that small businesses such as Smart Dolphins IT Solutions, and Proline Management in Victoria will be able to keep more of their hard-earned income and invest it back into their businesses and communities.
- Both of those companies were finalists or winners of a GVCC Business award in 2017, and are just a few examples of the great small businesses here in Victoria.
- Last year, 21 Victoria companies were nominated for BC Small Business awards, and nominations are open until Nov. 30 for this year's awards. I highly encourage you to nominate your colleagues.
- We recognize that small businesses are the backbone of our economy and they continue to show strong signs of growth.

- Small business employment is growing faster than at any time in the last decade, which means more than one million British Columbians are now employed in a small business across the province.
- That's more than half of all private-sector employment.
- We want to build on that momentum.
- That's why we will be creating a Small Business Task Force, to make sure we understand the needs of small businesses and potential actions government can take so they can continue to thrive in a healthy business environment.

TRADE

SOFTWOOD LUMBER

- On the trade agenda, resolving the softwood lumber dispute is the top priority for our government.
- We disagree with the recent U.S. decision and it's putting thousands of B.C. jobs on the line.
- In the past, when the United States imposed these unfair tariffs on us, the courts have sided with B.C.

- And I am confident that historical precedent will serve the province well again.
- B.C. will continue to vigorously defend its forest industry against the unwarranted U.S. litigation, and that includes pursuing all necessary avenues of appeals.
- The Chapter 19 NAFTA request for a panel review of the countervailing duty final determination was supported by British Columbia, along with all other relevant provinces and companies.
- We will actively advocate for B.C.'s interests and fight for a fair deal for British Columbians.
- We continue to work with the forest sector to ensure it stays competitive and continues to create good jobs for British Columbians.
- As part of that work, our government is promoting B.C.'s forest sector abroad.
- My colleague, Forests Minister Doug Donaldson, is just returning today from B.C.'s largest-ever forest-sector delegation to China and Japan with more than 30 senior forest company executives.

- China and Japan are B.C.'s second and third largest markets for softwood lumber.
- We'd like to see those markets grow.
- We see an opportunity to support B.C. forestry workers by showcasing our innovative engineered wood products and introducing our environmentally friendly building materials to new markets.

NAFTA

- Elsewhere on the trade front, we are also working with the federal government to advance B.C.'s interests in the latest round of NAFTA renegotiations taking place in Mexico City.
- We have had a provincial official present at the rounds to represent B.C., and we are working diligently with the Government of Canada – along with stakeholders here at home – to protect B.C.'s interests.
- We support the federal government's position that any modernization of NAFTA needs to take the North American relationship forward, not backwards.
- If done right, the renegotiations offer the opportunity to integrate progressive, free and fair approaches to North American trade.

TRADE ON U.S. WEST COAST

- While there is some uncertainty on Canada's trade relationship with the U.S., we recognize that the States is still our top trade partner.
- And we know that there are untapped opportunities there that we need to take advantage of.
- That's why we have taken important steps to expand trade along the U.S. West Coast.
- We have strengthened our support for the Cascadia Innovation Corridor between B.C. and Washington, which will help grow the life sciences, clean tech, and data analytics industries across borders.
- We have opened new trade and investment offices in Seattle and San Francisco to raise B.C.'s profile as an attractive place to invest.
- These moves will help B.C. companies connect with venture capitalists, skilled tech workers, strategic partners and investors and new customers.
- These offices add to the roughly 60 trade and investment representatives B.C. has in 15 cities worldwide, including Tokyo, Seoul, Beijing, Shanghai, and Hong Kong.

ASIA TRADE GOALS

- Which brings me to the work we're doing to promote trade and investment with our trade partners in Asia.
- Promoting trade and investment across the Pacific is critical for growing B.C.'s economy and creating jobs for British Columbians in the future.
- To build on our already strong trade ties, Premier John Horgan, Minister of State George Chow and I will lead a trade mission to China, South Korea and Japan in January.
- These three markets represent B.C.'s second-, third- and fourth-largest trading partners and we are committed to helping B.C. businesses develop strong connections in these markets.
- The trade mission will focus on diversifying markets in Asia by promoting key sectors such as technology, clean energy, forestry, manufacturing and tourism.
- More details will be available soon about the mission, so stay tuned.

CONCLUSION

- I've given a broad overview of some of the actions our government has taken since taking office earlier this summer, as well as its priorities and the responsibilities of my ministry.
- Our government is committed to building a strong, sustainable and innovative economy that works for all British Columbians.
- But we can't do it alone.
- We look to your leadership to drive forward new ideas that will help create good jobs in every corner of this province.
- I strongly believe that these are exciting times for our province and that B.C.'s economic future looks brighter than ever.
- I want you to know that you have a partner in the B.C. government.
- Meeting with business stakeholders at events like these allows us to hear your ideas on what more we can do to support business and investment in B.C.
- I look forward to your questions.
- Thank you very much.

-END-



Speaking notes for

**Sue Wheatley, Executive Project Director, Integrated Data
Office**

Ministry of Jobs, Trade and Technology

Startup in Residence Demonstration Day

SFU Goldcorp Centre for the Arts - Djavad Mowafaghian World
Art Centre

149 W Hastings St., Vancouver

Friday November 24, 2017

9:30 a.m. to 12:00 p.m.

Speaking time: Approximately 9:30 a.m., 8 - 10 mins.

Location:**Parking:**

There is an EasyPark parking location on Cordova Street across from the centre at 65 West Cordova Street. There is also a parkade under the International Village Mall, located at 88 W. Pender, which is a five-minute walk from Goldcorp Centre for the Arts.

Audience:

Members of the media, Ministry of Jobs, Trade and Technology executive, Startup in Residence participating companies, the BC Developers' Exchange, tech startups (future STIR participants), local tech accelerator representatives, local government representatives, post-secondary students and local tech bloggers.

Itinerary:

Time	Startup in Residence Demonstration Day November 24, 2017 9:30 a.m. to 12:00 p.m.
9:05 a.m.	Pre-brief with Minister Ralston and all speakers
9:30 a.m.	Event begins: <ul style="list-style-type: none">• Emcee, Sue Wheatley, welcomes guests and introduces Minister Ralston
9:35 a.m.	Minister Ralston provides remarks
9:42 a.m.	Emcee thanks Minister, introduces Carl Anderson
9:43 a.m.	Carl Anderson provides remarks
9:44 a.m.	Emcee thanks Carl and invites guests to enjoy food for short break
9:45 a.m.	Media scrum with Minister before he departs for BC Export Awards
9:50 a.m.	Emcee invites guests to return to their seats, and introduces pitch teams
9:51 a.m.	Pitches from startups and government partners; each will take about 5 – 7 minutes plus a 2 minute intro by Sue Wheatley

10:31 a.m.	Emcee introduces PS Glumac
10:32 a.m.	PS Glumac delivers closing remarks
10:37 a.m.	Emcee thanks PS Glumac and guests for attending
10:40 a.m.	Networking and photos
12:00 p.m.	Event concludes

Event description:

Minister Ralston gives welcoming and congratulatory address on behalf of the B.C. government on the occasion of the Startup in Residence Demonstration Day. The event includes media scrums with the Minister. Parliamentary Secretary Glumac gives closing remarks.

Background:

- The B.C. Startup in Residence (STIR) pilot is an experiment to bring the ideas and expertise of startup tech companies together with government to rapidly solve public sector challenges.
- Through the STIR pilot program, the Province partnered with five B.C. startups that have used their technological expertise to launch digital solutions that will improve services for British Columbians.
- After months of collaborating together on their projects with government, the five B.C. companies participating in the Province's STIR program are ready to show off their work.
- The program is a commitment under the 2017 B.C. Tech Strategy and brings together innovative B.C. tech companies with government to rapidly solve public sector technology challenges.
- The program overcomes a number of barriers that B.C. startups have faced in the past, allowing them to compete for government contracts through a more flexible, problem-based procurement method.
- From providing social workers with real-time available housing options for children in need, to helping school districts analyze complex data to unlock insights, each company is tackling a specific tech challenge identified by the Province.

Featured speakers:

- Bruce Ralston, Minister of Jobs, Trade and Technology
- Rick Glumac, Parliamentary Secretary for Technology
- Carl Anderson, BC Innovation Council CEO
- Company representatives from all five projects:
 - Derek Yau, Co-founder of Latero Labs, based in Vancouver. (MCF project)
 - Linus Yuen, Software Development Lead at Arkit, based in Vancouver (NRTS Project)
 - Robyn Quinn, Founder, Big Bang Analytics, based in Victoria (EDUC)
 - David Oswald, President, Design + Environment, based in Vancouver (NRTS/FLNRO)
 - Erin Athene, Managing Partner, Purpose Five, based in Victoria (GDX)

Attire:

Business Casual

Introduction

- Good morning everybody, and thank you for joining us today.
- My name is Sue Wheatley and I will be your emcee for today's event. I would also like to extend my welcome to the B.C. government employees who are watching this event live from the Innovation Hub's blog.
- I am an executive project director for the Ministry of Jobs, Trade and Technology, and have been intimately involved in this pilot project.
- I'm excited to be here today to support the participating companies at today's event.
- Welcome everyone to the Startup in Residence Demonstration Day.
- We are here to witness the achievements of the participating companies in the pilot program and to show our support to them.

Startup Residence program

- This pilot is a unique project that aims to increase the growth of B.C. tech companies by giving them opportunities to work on government contracts.
- By partnering with us, these companies are able to use their skills and expertise to help solve public sector challenges.
- Today, the five participating startups will pitch their unique technology solutions that will solve specific challenges identified by the Province.
- Our first speaker will have more to say on that.
- As part of his mandate, Jobs, Trade and Technology Minister Bruce Ralston is committed to growing B.C.'s already strong technology and innovation sector, and this day is a part of that work.
- So without further ado, I would like to introduce Minister Ralston.

[Minister Ralston speaks]

- Thank you, Minister.
- And now I would like to call on Carl Anderson, the Chief Executive Officer of our Crown agency, the BC Innovation Council, to say a few words.

[Carl Anderson speaks]

- Thank you, Carl. And thanks again to the Minister for joining us despite his busy schedule.
- This concludes the formal speaking portion of today's event.
- We will now take a quick break and when we return, the five participating companies will show us the exciting work they've been doing over the last few months, so please stick around for that.

[Short Break]

- I would like to invite you back to your seats so our Startup in Residence participants can begin presenting their projects.

[Everyone is seated]

- Thank you all. It is now time to hear from our group of five participating companies.
- Let me remind you that during the 16-week volunteer residency, government and tech companies collaborated to find solutions in an iterative way to make visions a reality.
- The very first STIR cohort includes some of the best and the brightest, to innovate for five very different Government business solutions.
- The teams not only helped in creating solutions but they also shared new approaches to problem solving.
- Through the Startup in Residence Project, we, public servants have had the opportunity to try something new – whether it is an agile approach to projects, or a user-centric approach to problem solving.

- During the pilot, participating companies learned about working with government, but make no mistake; the government teams have a learned a lot too...
- As have I and we are drawing from these lessons as we look towards the future iteration of the program.
- The teams will now showcase the outcomes of their hard work.
- The first company to present is Latero Labs Inc., which partnered with the Ministry of Children and Family Development.
- Latero Labs is an app and web development firm focused on creating robust technology platforms.
- They provide technical strategy and implementation for complex business problems. Their focus is on building software based on principles of user-centered design, high adaptability, and easy maintenance.
- I would like to call on Derek Yau the Co-founder of Latero Labs to present their project.

[Derek Yau **speaks**]

- Thank you, Derek.
- The second company to present is Arkit, which teamed up with the Natural Resource Transformation Secretariat. This is one my favourites because it shows how interconnected the technology sector in BC is with the natural resource sector.
- And it also shows how incredibly information – data – can be when you bring the right technology to bear. Collectively, we are better informed with more information than less.
- Arkit is a Vancouver-based software provider on a mission to change how people work, communicate and share through the use of mapping technology.
- The company combines field projects and collaboration into intuitive, map-based software that everyone can access, contribute and share.

- Their key features include interactive project and site maps, visual filtering and search and budgeting among others.
- I would now like to call on Linus Yuen, the Software Development Lead at Arkit to present their project.

[Linus **speaks**]

- Thank you, Linus.
- The next presentation comes from Big Bang Analytics, which collaborated with the Ministry of Education.
- Big Bang Analytics was launched in Victoria, BC in January 2017 with a single goal: help owners of big data not only access their data but help them use it to make better informed business decisions.
- The company looks forward to growing their business based on this project and offering solutions across multiple markets based on business intelligence needs.

- I would like to call on Robyn Quinn, Founder of Big Bang Analytics to present their project.

[Robyn Quinn **speaks**]

- Thank you, Robyn.
- The fourth presentation comes from Design + Environment (DE) and App-Scoop, who partnered with the Ministry of Forests, Lands, and Natural Resource Operations.
- Design + Environment's aim is to solve problems using design and environmental science.
- App-Scoop is a Vancouver-based development and consulting firm that focuses on delivering polished Mobile and Web solutions.
- Design + Environment has its headquarter in Vancouver and has offices in Montreal and Vienna.

- I would like to call on David Oswald, President of Design + Environment to present their project.

[David Oswald **speaks**]

- Thank you, David.
- Our final team presentation is by Purpose Five, which teamed up with the government's Digital Experience Division.
- Purpose Five is a Victoria-based technology start-up that builds innovative software, websites, and digital marketing campaigns.
- Its objective is to accelerate online revenue growth and capture user engagement.
- The company is passionate about building technology that communicates to the diverse world by using their expertise in accessibility and inclusive design.
- They are committed to gender balance and promoting women to lead roles on their executive and technical teams.

- I would like to call on Erin Athene, Managing Partner at PurposeFive to present their project.

[Erin Athene speaks]

- Thank you Erin Athene.
- That was an impressive cohort! I can see that all you worked hard to achieve those results and I have no doubt that your projects will benefit many British Columbians.
- Thank you for sharing these great examples of how local tech companies can help us overcome challenges and improve service delivery in the provincial public sector.
- I would now like to invite Parliamentary Secretary for Technology Rick Glumac to come up to offer us some closing remarks.

[P.S. Glumac speaks]

- Thank you Parliamentary Secretary.

- This concludes our Startup in Residence Demonstration Day.
- I hope that you enjoyed learning about the fantastic projects that the teams are working on.
- I would like to invite you to stick around for some networking and photos.
- Thank you all for attending and supporting this initiative and have a great afternoon.

-END-



Speaking notes for
Minister Bruce Ralston
Ministry of Jobs, Trade and Technology

Startup in Residence Demonstration Day
SFU Goldcorp Centre for the Arts - Djavad Mowafaghian World
Art Centre
149 W Hastings St., Vancouver

Friday November 24, 2017
9:30 a.m. to 12:00 p.m.
Speaking time: Approximately 9:32 a.m., 7 mins.

Location:**Parking:**

There is an EasyPark parking location on Cordova Street across from the centre at 65 West Cordova Street. There is also a parkade under the International Village Mall, located at 88 W. Pender, which is a five-minute walk from Goldcorp Centre for the Arts.

Audience:

Members of the media, Ministry of Jobs, Trade and Technology executive, Startup in Residence participating companies, the BC Developers' Exchange, tech startups (future STIR participants), local tech accelerator representatives, local government representatives, post-secondary students and local tech bloggers.

Itinerary:

Time	Startup in Residence Demonstration Day November 24, 2017 9:30 a.m. to 12:00 p.m.
9:05 a.m.	Pre-brief with Minister Ralston and all speakers
9:30 a.m.	Event begins: <ul style="list-style-type: none">• Emcee, Sue Wheatley, welcomes guests and introduces Minister Ralston
9:35 a.m.	Minister Ralston provides remarks
9:42 a.m.	Emcee thanks Minister, introduces Carl Anderson
9:43 a.m.	Carl Anderson provides remarks
9:44 a.m.	Emcee thanks Carl and invites guests to enjoy food for short break
9:45 a.m.	Media scrum with Minister before he departs for BC Export Awards
9:50 a.m.	Emcee invites guests to return to their seats, and introduces pitch teams
9:51 a.m.	Pitches from startups and government partners; each will take about 5 – 7 minutes plus a 2 minute intro by Sue Wheatley

10:31 a.m.	Emcee introduces PS Glumac
10:32 a.m.	PS Glumac delivers closing remarks
10:37 a.m.	Emcee thanks PS Glumac and guests for attending
10:40 a.m.	Networking and photos
12:00 p.m.	Event concludes

Event description:

Minister Ralston gives welcoming and congratulatory address on behalf of the B.C. government on the occasion of the Startup Residence Demonstration Day. The event includes a media scrum with the Minister.

Background:

- The B.C. Startup in Residence (STIR) pilot is an experiment to bring the ideas and expertise of startup tech companies together with government business areas to rapidly solve public sector challenges.
- Through the STIR pilot program, the Province partnered with six B.C. startups (five projects, two companies partnered to address one of these projects) that will use their technological expertise to launch digital solutions that will improve services for British Columbians.
- After 16 weeks of collaborating together on their projects with government, the six B.C. companies participating in the Province's STIR program are ready to show off their work.

- The program brings together innovative B.C. tech companies with government to rapidly solve public sector technology challenges.
- The program allows companies to compete for government contracts through a more flexible, problem-based procurement method.
- From providing social workers with real-time available housing options for children in need, to helping school districts analyze complex data to unlock insights, each company is tackling a specific tech challenge identified by the Province.

Featured speakers:

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 - David Oswald, President, Design + Environment, based in Vancouver (NRTS/FLNRO)
 - Erin Athene, Managing Partner, Purpose Five, based in Victoria (GDX)

Attire:

Business Casual

Introduction

- Thank you, Sue, for the introduction.
- Good morning. It is a pleasure to be here with you today.
- I bring greetings from our Premier, John Horgan.
- I would like to take a moment to acknowledge that we are on the traditional territory of the Coast Salish people, including the Musqueam Indian Band, Squamish Nation, and Tsleil-Waututh (Sail-wa-tooth) Nation.
- We are here today to celebrate the work of six entrepreneurial B.C. companies.
- When the government said it had a problem, these companies stood up and offered their expertise to fix it.
- It can be challenging for startups and small businesses to compete on government projects.
- Especially since they are already pouring everything they have into their products and growing their businesses.

- Through the Startup in Residence pilot, we are giving companies this unique opportunity.
- And while many have challenges navigating government procurement,
- The companies here today have a great deal of experience, ideas and capability when it comes to problem solving.
- B.C. boasts a broad spectrum of industries that support our economy, from life sciences to tourism, forestry and agriculture.
- The reality is B.C. technology companies play a critical role in all of these sectors.
- B.C. companies are gaining global recognition, creating good-paying jobs and contributing to the province's economy.
- Our local highly skilled talent pool – including those in the room with us today - enables companies to compete in new markets.
- Tech employment exceeds B.C.'s overall employment growth and national employment growth.

- B.C.'s tech sector is also a strong exporter and increased the value of exported goods significantly last year.

International Trade and tech sector support

- Stimulating international trade is another one of our priorities.
- Later today, I will be attending the BC Export Awards which rewards the top exporters of the year.
- Perhaps in future years we'll see some of the successful STIR companies at that event, building on their intellectual property and making in-roads internationally.
- And we know that access to international markets is especially important to B.C. born tech companies,
- Not only for growing their customer base, but also for tapping into a new pool of investment capital.

- And that is a big reason why we have expanded B.C.'s trade and investment offices.
- We recently opened up a new trade and investment office in San Francisco, which, is home to the original Startup in Residence program.
- With this office, we're establishing a B.C. presence in one of the most vibrant technology markets in the United States.
- The new office will give B.C. tech companies a competitive edge in the Pacific Northwest.
- It will help attract investment to the province, while connecting B.C. companies with venture capitalists, skilled tech workers and strategic partners in the United States.
- We may have a relatively small population here in BC, but the fact is, we punch above our weight when it comes to the tech sector.
- Earlier this year Vancouver was ranked Canada's top startup ecosystem, but there is always an opportunity for government to do more to support that ecosystem.

- That is why my government is establishing an Innovation Commission.
- ...As well as an Innovation Commissioner to be our technology sector's advocate in Ottawa and abroad.
- Technology is a vital part of our economy and it is also a vital part of how we make sure government runs well, that we serve our citizens well.
- That is where the B.C. Startup in Residence program – STIR – comes in.
- Through STIR, we adjusted the way we procure technology-based solutions so that it's easier for government to work with smaller B.C. companies.
- We know we need to spur on B.C. companies in the growing gov-tech area with intellectual property and customer references.
- On that note, I would like to congratulate the six participating companies that have been working tirelessly on their projects over the past 16 weeks.

- Your dedication to improving how government serves the citizens of B.C. made phase one of this pilot program a great success.

Six Participating Companies

- I'd like to highlight some of the great work these six companies have been doing over the past four months.
- Arkit, from Vancouver, has been working with the Natural Resource Transformation Secretariat to modernize the way people access information about land use planning across the province.
- This tool will be of great significance for British Columbians as it will allow them to make well-informed business decisions more smoothly.
- It also highlights the way we can leverage the tech and natural resources sectors all across the province.
- Victoria-based Big Bang Analytics paired up with the Ministry of Education to help school districts access and analyze information more easily.
- Thank you for your commitment to enhancing the work of school districts and improving our children's education environment.

- British Columbians will also benefit from the work that Vancouver's Design + Environment and App-Scoop are doing to deliver digital literacy training to public servants in an interactive and memorable way.
- Your work will help the public service understand how to use emerging digital concepts to improve the services we deliver to British Columbians.
- Vancouver-based Latero Labs worked on a tool that will help social workers match children in care with the safest and most appropriate housing option in real time.
- Your commitment to improving the lives of children in care is incredibly important and I have no doubt that the tool will be of great help to social workers in finding the best housing options for children.
- And finally, Purpose Five of Victoria has been working on a tool that will provide government with reliable data for all the services we offer.
- It houses a comprehensive list of what services exist, how they are accessed, how they interrelate, who runs them, who they are for and how much they are used.
- It sounds like a complicated service – but it goes a long way in helping service providers understand what services we own in order to improve outcomes for citizens.

Why the Program is Important

- As you can see, the Startup Resident pilot is a unique program that brings us a step closer ...
- Making it easier for B.C. tech companies to do business with government.
- Not only is it beneficial to the participating companies – giving them valuable experience and connections,
- But it is also benefiting all British Columbians by improving the way we provide services.
- A unique feature of the program is that it allows participants to keep the rights to their intellectual property,
- Which they can later sell to other governments.
- This pilot aligns with our goal to create a framework that promotes local hiring for government projects.
- We are confident that it will help local companies understand the needs of government and open the door to future opportunities.

Conclusion

- I would like to thank Arkit, Big Bang Analytics, Design + Environment, App-Scoop, Latero Labs and Purpose Five for your contributions to this pilot and for your hard work over the past weeks.
- We look forward to seeing your presentations and learning more about the great work you have been doing.
- Thank you all for coming and showing your support to the program and the six participating companies.
- I hope that you will enjoy this demonstration day.
- Thank you.

-END-



Speaking notes for
Parliamentary Secretary Rick Glumac
Ministry of Jobs, Trade and Technology

Startup in Residence Demonstration Day
SFU Goldcorp Centre for the Arts - Djavad Mowafaghian World
Art Centre
149 W Hastings St., Vancouver

Friday November 24, 2017
9:30 a.m. to 12:00 p.m.
Speaking time: Approximately 10:37 a.m., 3 mins.

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Audience:

Members of the media, Ministry of Jobs, Trade and Technology executive, Startup in Residence participating companies, the BC Developers' Exchange, tech startups (future STIR participants), local tech accelerator representatives, local government representatives, post-secondary students and local tech bloggers.

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- After 16 weeks of collaborating together on their projects with government, the six B.C. companies participating in the Province's STIR program are ready to show off their work.
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 - Erin Athene, Managing Partner, Purpose Five, based in Victoria (GDX)

Attire:

Business Casual

Introduction

- Thank you for the introduction, Sue.
- What an exciting morning for the Province of British Columbia!
- It is an honour and pleasure to be here today along with my friend and colleague, Minister of Jobs, Trade and Technology Bruce Ralston.
- I would like to congratulate Arkit, Big Bang Analytics, Design + Environment, AppScoop, Latero Labs and PurposeFive for your contributions over the past 16 weeks.
- I am really impressed by your presentations and achievements.
- Our goal is to make British Columbia a global hub for tech startups and established companies.
- B.C.'s tech sector is one of the largest drivers of our economy and we are working hard to further its growth.
- We are committed to creating jobs by promoting local hiring for government projects, and this pilot is a great example of that.

- The enthusiasm, innovation and dedication that I witnessed today give me the confidence that we will fulfill this goal because of the talent in this room.
- We are committed to making the lives of British Columbians better....
- And your contributions are keeping us on track to do that.
- There are so many talented people in our province and we need more of these kinds of partnerships to drive innovation and our economy.
- This pilot benefits us all.
- I am proud that the BC Government has taken up a project like the Startup in Residence program.
- We are the first government in Canada to replicate the San Francisco model.
- Watching your presentations reminds me that we have so much potential when it comes to improving the way we deliver services to British Columbians...

- Because we live in a technological world – and that train isn't stopping.
- Government must keep up and it's a challenging thing to do with such a large bureaucracy.
- It's when you take two unlikely partners and put them together that unexpectedly good things happen.
- I was particularly touched by the project undertaken by Latero Labs and the Ministry of Children and Family Development that will facilitate the work of social workers.
- Providing the safest and easiest housing option to house children in care, in real time, is something that will significantly impact the lives of these children.
- That's what technology should be used for – improving the well-being of all of us.
- Thank you all for volunteering your time and effort to this pilot program.
- We highly value your contributions to making government services for British Columbians better.

- We look forward to seeing the results of the pilot and working with you in the future.
- Thank you all for coming and showing your support.

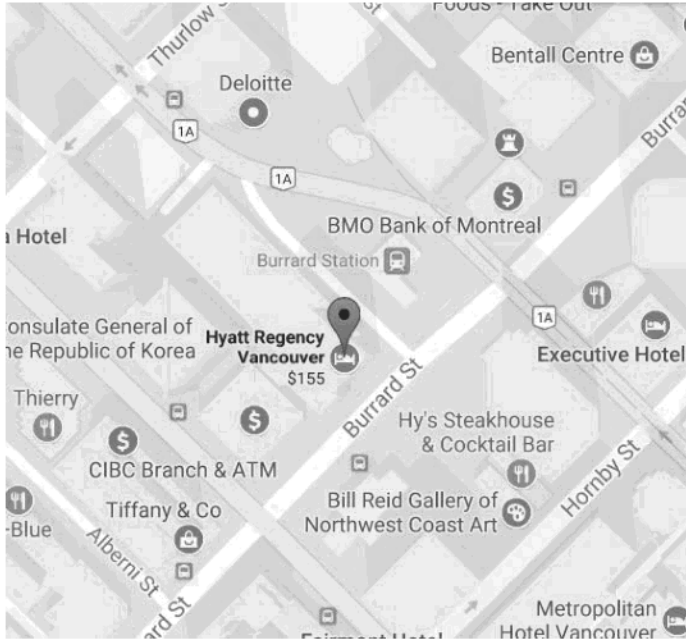
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Speaking notes for
Minister Bruce Ralston
Ministry of Jobs, Trade and Technology

2017 BC Export Awards- Minister's Reception
Hyatt Regency Vancouver
655 Burrard St. Vancouver- English Bay Room, 3rd floor

Friday, Nov. 24, 2017,
11:00- 11:45 a.m.
Speaking time: Approximately 3 mins.

Location:**Parking:**

There is no reserved parking for VIPs at the hotel. Paid parking is available at the hotel. Valet parking is available at \$50.82 per day (inclusive of \$10.82 in taxes) and self parking is available at \$40.66 per day (inclusive of \$8.66 in taxes). The parking lot is underground (entrance on Burrard St.)

Audience:

Approximately 75 attendees will be present at the Minister's reception. This includes awards finalists from 25 companies and sponsors. Business in Vancouver will be the only media present at the reception. Ministry of Jobs, Trade and Technology staff will be in attendance as well (tentative: Deputy Minister Fazil Mihar, ADM Brian Krieger, Gloria Yang-Mason, Natalie Doust, Harbs Bains and Khris Singh).

Itinerary:

Time	2017 BC Export Awards November 24, 2017
11:00- 11:05 am	Minister Ralston arrives at the hotel and meets ministry staff at the registration desk on the registration floor.
11:05- 11:15 am	Awards briefing with Business in Vancouver (BIV) and ministry staff in the Regency Ballroom (third floor). Minister goes to the Minister's Reception in the English Bay Room (third floor). Kirk LaPointe, Master of Ceremony, will introduce Ministers to attendees.
11:15- 11:17 a.m.	Minister Ralston makes congratulatory remarks.
11:20- 11:45 a.m.	PHOTO-OP Group photo with award finalists. Networking opportunity with Minister Ralston, award finalists and sponsors. RECEPTION ENDS
11:45 a.m.	Minister Ralston goes to the gala awards ceremony and lunch in the Regency Ballroom (3 rd floor) Minister Ralston will be seated at head table with other speakers.
12:01- 12:15 p.m.	Kirk LaPointe, Master of Ceremony, provides welcome remarks.

12:16 p.m.- 12:21 p.m.	Minister Ralston provides opening remarks. Minister Ralston presents the Leadership Award to Mike Fitzpatrick, President & CEO, Robert Allan Ltd.
12:26 p.m.	Lunch service
12:26-2:11 p.m.	Minister Ralston presents the Emerging Exporter award to the winner. Afternoon proceedings are as follows: <ul style="list-style-type: none"> • 1:07 – Emerging Exporter Award (presented by MBR) • 1:13 – Professional Services Award • 1:30 – Clean Technology • 1:27 – Manufactured Products • 1:34 – Natural Resources • 1:41 – Advanced Technology and Innovation • 1:48 – Digital Media and Entertainment • 1:55 – Consumer Products • 2:02 – Exporter of the Year Award (presented by HSBC) • 2:10 – Closing remarks by Kirk LaPointe
2:11 p.m.	Event concludes

VIP list:

- Minister of Jobs, Trade and Technology Bruce Ralston
- ADM Brian Krieger
- Kirk LaPointe, Master of Ceremony, Editor-in-Chief, Business in Vancouver, Vice President of Glacier Media
- Robert G. Allan, Executive Chairman, Robert Allan Ltd. (TBC- has not RSVP'd yet)

- Mike Fitzpatrick, President and CEO, Robert Allan Ltd., Leadership Award winner
- Cathy Palfy, representative, Robert Allan Ltd.
- Rebecca Balding and Stuart Bryson, representatives from VRX Ventures Ltd., Emerging Exporter category

Event description:

The Minister's reception will be held before the Export Awards ceremony and luncheon; it will be for award finalists and sponsors only.

Following the reception, Minister Ralston will give an address on behalf of the B.C. government at 2017 BC Export Awards Ceremony.

The award ceremony and lunch are open to companies and others from the B.C. business community that have registered to attend the event. Media are also invited to the award ceremony. Minister Ralston will provide official remarks on behalf of the B.C. government at the ceremony, and present the Leadership Award and the Emerging Exporter award to the winners.

Background:

The BC Export Awards are B.C.'s most prestigious awards, paying tribute to the success, economic impact and innovative approaches of B.C. export companies. Since 1982, the program has recognized over 300 companies. This year marks the 35th anniversary of the awards.

This event celebrates the valuable role that the export industry plays in the B.C.'s economy. This ceremony is open to all B.C. companies who have been exporting a product or service.

The B.C. government has contributed \$20,000 toward the awards this year. The Ministry of Jobs, Trade and Technology sits on the Steering Committee for the event as well as the Judging Panel. Event planning and logistics for the event are coordinated by Business in Vancouver.

Featured speakers:

- Minister of Jobs, Trade and Technology Bruce Ralston
- Kirk LaPointe, Business in Vancouver- Master of Ceremony

Attire:

Business

Introduction

- Thank you, Kirk.
- Good morning. It is an honour and pleasure to be with you here today.
- I bring greetings from our Premier John Horgan and my colleague, the Minister of State for Trade George Chow, who sends his regrets that he isn't able to join us here today.
- I would like to take a moment to acknowledge that we are on the traditional territory of the Musqueam, Squamish, and Tsleil-Waututh (Tslay-wa-tooth) First Nations of the Coast Salish peoples.
- Thank you to Business in Vancouver and the B.C. division of the Canadian Manufacturers and Exporters...
- For hosting the 35th annual B.C. Export Awards: the most prestigious awards in the province that honour our top exporter's success, economic achievement and innovation.

- I want to offer my sincere congratulations to all of the finalists in this room.
- As exporters, you are an integral part of our province's economic health, creating jobs and revenue in B.C. communities.
- Last year, B.C.'s global exports rose to \$39 billion from \$36 billion the previous year, thanks to your efforts and your success.
- Our government's priority is to create good-paying jobs for British Columbians in every corner of the province.
- This includes expanding exports and making sure that exporters like you have the support you need to seize the tremendous opportunities abroad.
- Because exporters like you create the jobs that B.C. families depend on.
- In fact one in five jobs in Canada is generated through trade.

- Your exports are boosting B.C.'s presence in the world, and made in B.C. brand recognition, paving the way for other local companies to venture into the international market.

- A variety of sectors are represented here today:
 - Clean Technology
 - Consumer Products
 - Digital Media and Entertainment
 - Manufacturing
 - Natural Resources
 - Professional Services, and
 - Technology and Innovation

- I want you to know that your government is doing its part to help you expand your exports.

- It's part of my mandate to develop B.C.'s international trade relations.

- It is my Minister of State for Trade's mandate to work across ministries and with the federal government to ensure British Columbia's interests are protected and advanced in trade negotiations and disputes.

- And for Minister Chow to work with other ministries, as well as the B.C. division of the Canadian Manufacturers and Exporters Association to further export opportunities for B.C. businesses.
- We're taking action to strengthen trade relations with other countries through trade missions and by expanding our trade network abroad.
- Just last week, I travelled to San Francisco to meet with the Consul General of Canada Sana Sarkar, in addition to current and future American investors, to promote trade with B.C.
- While I was there, we opened a new Trade and Investment Office in San Francisco, a demonstration of our commitment to opening doors for the province's tech sector in one of the world's most vibrant technology markets.
- It complements the new Trade and Investment Office in Seattle that we opened this past September.
- I'm thrilled to tell you today that we are working to establish an office in the Silicon Valley next spring.

- That same week, my colleague the Minister of Tourism, Arts and Culture Lisa Beare travelled to Los Angeles to speak with more than 100 key film and television industry executives to promote B.C. as a production and post-production location.
- Forests, Lands and Natural Resource Operations and Rural Development Minister Doug Donaldson led B.C.'s largest-ever forest sector delegation to China and Japan, to diversify and expand markets for B.C. wood products.
- And the Minister of Environment and Climate Change, George Heyman participated in numerous speaking engagements at the UN Climate Change Conference in Bonn Germany promoting the importance of subnational leadership on climate change and B.C.'s focus on building a strong, sustainable low carbon economy.
- I think it's safe to say that four cabinet ministers returned from trade and diplomatic missions with good news for expanding markets abroad and creating good jobs in B.C.!
- In addition to our U.S. trade and investment offices, we also have trade and investment representative offices in other countries including China, Japan, South Korea, the Philippines, Indonesia, India and the United Kingdom.

- And they are ready to provide on-the-ground support for B.C. companies like yours at international trade events.
- I encourage you to get in touch with our representatives so they can help you achieve even more success in international markets.

Conclusion

- It is an honour to be among some of the most innovative business minds in B.C.
- Congratulations to all of the finalists here today, and I wish you the best of luck this afternoon.

-END-



Speaking notes for
Minister Bruce Ralston
Ministry of Jobs, Trade and Technology
MLA for Surrey-Whalley

Holodomor Memorial Day Commemoration

St. Mary's Ukrainian Centre

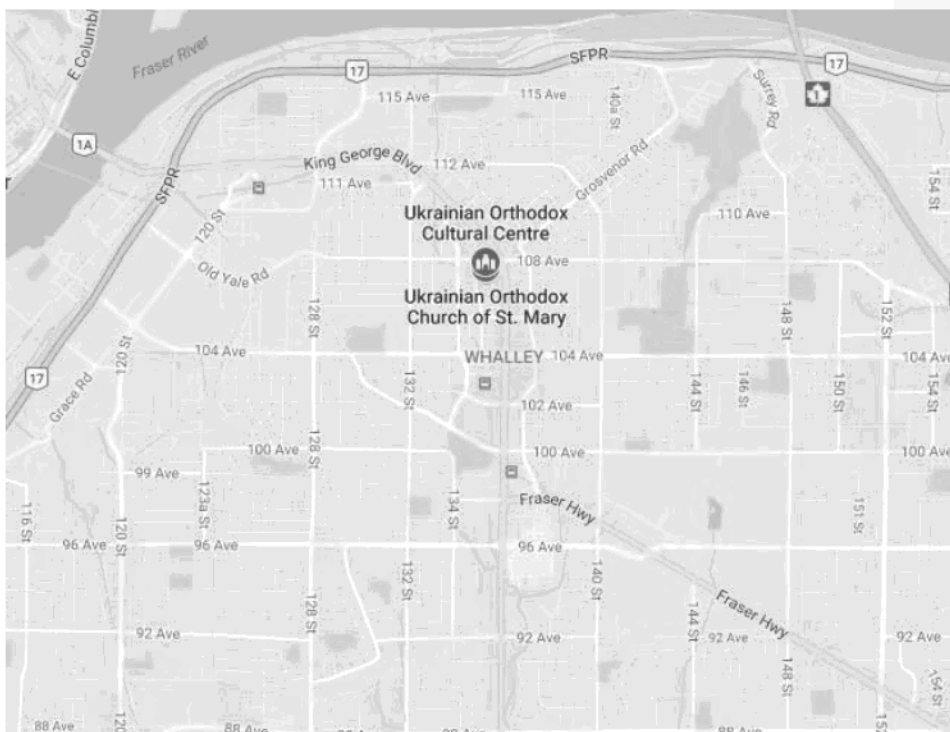
13512 108 Ave., Surrey

Sunday, Nov. 26, 2017

1 p.m. – 4 p.m.

Speaking time: Approximately 3 mins.

Location:



Event description:

Minister Ralston speaking at event commemorating victims of Ukrainian famine and genocide – Holodomor Memorial Day. Event organized by the Canadian Ukrainian Congress and Ukrainian Self Reliance Association. The Province of British Columbia has proclaimed Holodomor Memorial Day on the fourth Saturday of November every year since 2014.

Background:

The term Holodomor, a Ukrainian word that means “extermination by means of starvation,” is used to describe this Ukrainian famine and genocide (Holodomor) of 1932-33. The Ukrainian famine and genocide was deliberately planned and executed by the Soviet regime to systematically destroy the Ukrainian people’s aspirations for a free and independent Ukraine.

Featured speakers:

- Bruce Ralston, Minister of Jobs, Trade and Technology, MLA for Surrey-Whalley
- Natalie Jatskevich [jats-KAY-vich], president, Ukrainian Canadian Congress-BC Provincial Council

Itinerary:

Time	
1 p.m.	Opening ceremony and commemorative service
1:30 p.m.	Guest speaker: Natalie Jatskevich, president, Ukrainian Canadian Congress-BC Provincial Council
1:40 p.m.	Guest speaker: Bruce Ralston, Minister of Jobs, Trade and Technology, MLA for Surrey-Whalley

1:45 p.m.	Documentary screening: Holodomor – Stalin's Secret Genocide in Ukraine
2:15 p.m.	Movie screening: Bitter Harvest
4:05 p.m.	Event concludes

Introduction

- Good afternoon, and thank you for allowing me to join you today.
- First I would like to acknowledge that we are on the territory of the Coast Salish peoples.
- And I would like to bring greetings and best wishes from our Premier, John Horgan.
- Ladies and gentlemen, each year at this time, people around the world remember the victims and reflect on one of the most brutal and heinous acts in human history.
- In 1932 and 1933, in an effort to wipe out the nation of Ukraine, the Ukrainian people and their dreams of independence,
- The Soviet Union inflicted mass starvation upon the citizens of Ukraine through, quite simply, the theft of their land and the food they had grown on it....

- ... In short, their very means of survival.
- We know that the resulting famine and genocide killed as many as 10 million children, women and men – and became known as Holodomor, which means “extermination by means of starvation.”
- This day is especially meaningful to me. [*Minister: insert personal reflections*]
- Therefore, I am pleased that the Government of British Columbia has this year proclaimed Holodomor Memorial Day.

s.13

- It is imperative that we memorialize the Holodomor and never forget the men, women and children who perished.
- Some of the survivors of this famine and genocide and their descendants reside in B.C. and have contributed so much to the province's cultural, economic, political and educational life.
- The United Nations and many other jurisdictions worldwide have officially condemned the Holodomor or recognized it as an act of genocide.
- British Columbia has proclaimed Holodomor provincially on the fourth Saturday in November every year since 2014, and it gives us an opportunity to reflect on the enduring lessons of the Holodomor and other crimes against humanity.
- On this day, we pause and remember those who were victims of this despicable act.
- It is the responsibility of all of us to live by the words of the philosopher and author George Santayana, who wrote: "Those who cannot remember the past are condemned to repeat it."

- More than 200-thousand Ukrainian-Canadians call British Columbia home,
- And our government pledges to remain committed to the diversity and openness that we enjoy in our province so that barbaric acts such as Holodomor never happen again.
- Thank you very much.

[Minister then calls on Natalie Jatskevich (jats-KAY-vich) to present proclamation]

-END-



Speaking notes for
Hon. Bruce Ralston
Minister of Jobs, Trade and Technology

Phase 2 of Wildfire Funding for Small Business, Non-for-Profit
Organizations and First Nations Cultural Livelihoods

Hall of Honour
Legislative Assembly, Victoria

Wednesday, Nov. 29, 2017

1:00 p.m.

Speaking time: Approximately 1:10 p.m., 2 mins.

Audience:

The event is expected to include 10 guests and members of the legislative press gallery.

Itinerary:

Event Summary	Inside event. Speakers at podium, Backdrop Hall of Honour and BC Flags
Time	Event Itinerary
10:00 am	SW AV arrive onsite for set-up in Hall of Honour
12:45 pm	Speakers and Ministers arrive at Rattenbury room for event briefing. Led by Rick Devereux
12:58 pm	Ministers and Speakers walk from Rattenbury room to Hall of Honour
1:00 pm	Event Begins
1:00 pm	Minister Farnworth (MC) makes opening remarks, Introduces Minister Donaldson (3 min)
1:03 pm	Minister Donaldson Speaks (3 mins)
1:06 pm	Minister Farnworth thanks Minister Donaldson and Introduces Kimberley Nemrava from Red Cross (1min)
1:07 pm	Kimberley Nemrava from Red Cross speaks (3 mins)
1:10 pm	Minister Farnworth thanks Kimberley Nemrava and introduces Minister Ralston (1 min)
1:11 pm	Minister Ralston Speaks (3 mins)
1:14 pm	Minister Farnworth thanks Minister Ralston and opens up Q and A (1 min)
1:15 pm	Media Q and A moderated by media relations (10 mins)
1:25 pm	Event Ends Please note event must end before 1:30pm due to resumption of the legislature

Event description:

Ministers Farnworth, Donaldson and Ralston, as well as the Canadian Red Cross, will announce the second phase of the Support to Small Businesses, Not-for-Profit Organizations and First Nations Cultural Livelihoods program. This event will be supported by a joint news release.

This announcement further underscores the Province's commitment to helping small businesses get back on their feet after an unprecedented wildfire season.

Minister Donaldson will announce the second phase of funding, supported by Ministers Farnworth and Ralston, as well as Kimberley Nemrava, Canadian Red Cross Vice President for British Columbia & Yukon, who will speak about business continuity and partnerships with the Province. Under this program, eligible small businesses and First Nations cultural livelihoods can receive further assistance up to \$18,500, and eligible not-for-profit organizations can receive further assistance up to \$8,500.

Background:

The 2017 wildfire season had a significant impact on the small business community in affected areas. The Province provided a total of \$100 million in funding to the Canadian Red Cross for wildfire relief.

Featured speakers:

- Mike Farnworth, Minister of Public Safety and Solicitor General Mike Farnworth (Emcee)
- Doug Donaldson, Minister of Forests, Lands, Natural Resource Operations & Rural Development
- Bruce Ralston, Minister of Jobs, Trade and Technology
- Kimberley Nemrava, Canadian Red Cross Vice President for British Columbia & Yukon

Attire: Business

Introduction

- Thank you, Minister.
- And thank you all for joining us today.
- I strongly agree with what my colleagues and Ms. Nemrava have said so far.
- As minister of Jobs, Trade and Technology, I know small businesses are a vital part of our communities and B.C.'s economy.
- That's why I am pleased to help announce this second phase of funding in partnership with the Red Cross today.

- We know that many small businesses in the interior and across the province were severely affected by the unprecedented wildfire season.
- Non-profit groups and Indigenous entrepreneurs were also impacted.
- We want those affected to know supports are being extended to help them move forward with renewed confidence.
- Today's announcement builds on government's previous emergency funding that provided \$1,500 grants to small businesses, non-profits and First Nations to help resume their operations.

- We know that this assistance was much needed.
- As of Oct. 31, the Red Cross received nearly 3,000 applications (2,911) for phase-one emergency funding, which opened Aug. 14.
- Today's announcement provides more financial support for those who need it most.
- This second phase of funding will help small businesses and other groups manage costs incurred from wildfire damage, including uninsured losses, deductibles, equipment losses and other repairs.
- It is part of the government's \$29-million commitment for the Support to Small Business program.

- These funds can make a real difference on a business' bottom-line and come at the right time for those affected by the wildfires
- I encourage eligible small business owners and other eligible groups to apply at the Red Cross website, contact the Support for Small Business Helpline or visit one of the Community Futures offices in Quesnel, Williams Lake and Ashcroft.
- Thank you.

-END-



Speaking Notes for
Minister Bruce Ralston
Ministry of Jobs, Trade and Technology

Association of B.C. Marine Industries (ABCMI)

Supplier Development Day

JW Marriott Parq Hotel

39 Smithe St., Vancouver

Kitsilano Room

Wednesday, Nov. 29, 2017

8 a.m. - 2:30 p.m.

Speaking time: 9:15 a.m.

Approximately 10 minutes

Getting there and parking:

Hotel access via Pacific Boulevard. There is both valet and public parking. The entrance to the public parking is at the end of the hotel driveway.



ABCMi contact: Leann Collins, Director, Projects and Government Relations, s.22 s.22

Leann Collins and Tim Page (Seaspan and ABCMi Vice-President) will meet with Minister Ralston upon arrival for pre-brief.

Audience:

There will be about 200 people during breakfast presentations. Attendees will consist of representatives of leading marine-sector companies and manufacturers. Event is open to Association of B.C. Marine Industries (ABCMI) members and non-members, by registration only. Staff support from JTT includes: Jeff Rafuse (jeff.rafuse@gov.bc.ca or s.17) and Rob O’Brien (Rob.OBrien@gov.bc.ca or s.17).

Itinerary:

Time	
8:00-9:00 a.m.	Registration and stand-up breakfast
9:00-9:15 a.m.	Opening remarks – Mark Collins, President, Association of B.C. Marine Industries
9:15-9:30 a.m.	Guest speaker: Bruce Ralston, Minister of Jobs, Trade and Technology

9:45-10:30	Panel #1 – National Shipbuilding Strategy
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Event description:

Minister Ralston speaks on behalf of the Government of B.C., welcomes delegates and notes the importance of the marine and shipbuilding industries to the B.C. economy.

Background:

The Association of British Columbia Marine Industries (ABCMI) hosts Supplier Development Day in partnership with Seaspan, BC Ferries, Thales Canada, Public Services and Procurement Canada, and the Province of B.C. This event features speakers from leading companies in the marine sector and government representatives.

JTT (Economic Policy and Strategic Initiatives and International Business Development branches) is providing provincial funding support as a sponsor. The objective of the forum is to promote and stimulate marine industry economic activity in B.C. The event is an opportunity for industrial marine small and medium-sized enterprises (SMEs) to access big firms with contracts including Seaspan, BC Ferries and others, in an environment for business matchmaking and supply-chain development.

Featured speakers:

- Bruce Ralston, Minister of Jobs, Trade and Technology
- Mark Collins, President and CEO, BC Ferries, and President, ABCMI

Mark Collins Biography:

Mark Collins was appointed President and CEO of BC Ferries on April 1, 2017 and is the current President of the Association for BC Marine Industries. Mark's experience in the marine industry spans more than 30 years. Mark has been with BC Ferries for 11 years serving as Vice President, Engineering and Vice President, Strategic Planning & Community Engagement.

Mark's marine experience also includes stints as President of Rolls Royce Marine Brazil and Rolls Royce Marine Italy, as well as several years in marine engineering on oil tankers, bulk carriers and container vessels.

Mark holds a Master of Business Administration (MBA) in Transport and Logistics from the University of British Columbia, a Bachelor of Arts in Marine Geography from Saint Mary's University, and a Diploma of Mechanical (Marine) Engineering from Memorial University of Newfoundland.

Attire:

Business

Introduction

- Good morning. It is an honour and pleasure to be here with you on this ground-breaking day.
- I would like to take a moment to acknowledge that we are gathering today on the territory of the Coast Salish people, including the Musqueam Indian Band, Squamish Nation, and Tsleil-Waututh [Sail-wa-tooth] Nation.
- And I would like to extend greetings from our Premier, John Horgan.

ABCMI's Role

- It is with great pleasure that I welcome you all to this unique event. B.C. marine sector representatives coming together from all areas of the province to do business under one roof.
- Having the whole industrial marine supply chain convening like this is significant; an indication of the growing strength of this sector in our province.
- I would like to thank and acknowledge our hosts, the Association of B.C. Marine Industries or ABCMI, for the work you do to strengthen B.C.'s marine sector.

- In 2006, a pre-cursor to the ABCMI, the West Coast Shipbuilding and Repair Forum, was created to promote the B.C. shipbuilding and repair industry and bring together companies and organizations providing services and support.
- The ABCMI evolved from there, expanding to include a growing number of innovative marine and ocean technology companies and now has close to one-hundred members.
- Your work to strengthen the B.C. marine sector is impressive.
- The capabilities of B.C.'s multi-faceted industrial marine sector are recognized here at home and around the world.

Importance of the Marine Sector

- B.C.'s vibrant marine sector makes a significant contribution to the provincial economy, directly adding \$1.2 billion to gross domestic product and employing over 20,000 people; and it serves as a platform for sustainability and emerging opportunities.
- One significant opportunity for the marine sector, and the B.C. economy as a whole, is the National Shipbuilding Strategy which is valued at over \$8 billion dollars for the non-combat vessel package.
- Seaspan was successful in the federal government procurement process and is now contracted to build up to 17 ships at Vancouver Shipyards over the next several years.

- Seaspans estimates that the cumulative economic impact from building these ships will contribute about \$290 million dollars annually to Canada's GDP...
- And that includes more than 300 NSS-related suppliers in B.C. alone including companies in Vancouver, Surrey, Langley, Richmond, Delta and Vancouver Island.
- As the largest shipbuilder in B.C. and the biggest manufacturer on the Lower Mainland, Seaspans is a true anchor company in our marine sector.

- The company is committed to developing a west coast “Centre of Excellence” for shipbuilding and ship repair under the National Shipbuilding Strategy, and that’s great news for marine-sector companies and employees in B.C.
- For the people and companies in this room the National Shipbuilding Strategy means supply chain opportunities, which is why you are all gathered here today.

Building momentum

- It’s no secret that Seaspan and the National Shipbuilding Strategy have helped rejuvenate the province’s shipbuilding industry.

- We've already seen robust growth and new, good-paying jobs in B.C. because of it, with more to come.
- October 1st was an exciting day for me when I had the opportunity to attend the unveiling of the first of three Offshore Fisheries Science Vessels.
- This was the first ship to be built under the federal National Shipbuilding Strategy at Seaspan's world-class facility in North Vancouver with more to come.

<<Minister, you may want to insert a personal anecdote here about your day at Seaspan>>

- But Seaspan isn't the only marine company that's helping grow the greater B.C. marine industry.
- BC Ferries is the largest consumer of B.C. ship repair services, outside of naval programs, investing over \$1.1 billion in the past 10 years.
- BC Ferries recently announced a five-year service agreement with Point Hope Maritime of Victoria for maintenance, repair and refit work on eight of BC Ferries' smaller vessels

- In addition to its five-year service agreement with BC Ferries, Point Hope Maritime has an agreement with Damen Shipyards Group of the Netherlands ...
- which is building two new electric-diesel ferries – to provide technical and warranty support for those new BC Ferries vessels.
- And new and exciting opportunities are opening up, like what is reported to be the largest LNG conversion in North America set to start in mid-December at Seaspan's Victoria Shipyards.

- B.C. companies' reputation in the industry for excellent work bodes well for a sustainable future; securing contracts and creating new jobs for B.C. families.

Sector Investments

- We are seeing unprecedented investment and expansion in B.C.'s marine sector in response to current and emerging opportunities...
- ...you're no doubt well aware of the \$170-million-dollar investments that Seaspan made to upgrade its facilities and equipment in North Vancouver and Victoria to gear up for the National Shipbuilding Strategy.

- Point Hope Maritime of Victoria is investing \$50 million to expand it's dry-dock capacity so as to take on more work and create more jobs including sub-contractors and suppliers.
- And further up the B.C. coast, I was up north when DP World of Dubai announced that it has invested \$200 million dollars to expand its container-handling facility in Prince Rupert.
- These types of investments, aligned with government's commitment to enabling technological change and a low-carbon future, including LNG and electric power...
- ...signal a bright future for the marine industry in our province and securing good-paying jobs for British Columbians long into the future.

Importance of Supplier Development Day

- One of the reasons I'm honoured to be with you today is I'm a huge believer in the importance and the potential of this industry.
- I think the average British Columbian would be surprised by the size of the industrial marine sector, with more than 920 companies currently operating in B.C.
- Clearly, a diverse industry – that covers ship-building and ship repair, world-class technology and innovation; and a vast array of industrial and professional products and services.

- There are so many moving parts to this industry and that's one of the reasons this Supplier Development Day is so important.
- It brings this diverse group together to connect on matters of mutual interest.
- It is attractive to small- and medium-sized firms because it puts them in direct contact with large companies and their supply-chain opportunities.
- Speaking of which, I would be remiss if I didn't mention that Thales [TAL-us] Canada is here sponsoring a business-to-business forum, which is a great opportunity for B.C.'s industrial marine manufacturers.

- Thales [TAL-us] is a global technology leader and major defence contractor.
- It's also one of Seaspan's main suppliers in its work to build vessels under the National Shipbuilding Strategy.
- And it was recently awarded what could potentially be the largest In-Service Support contract in Canadian history....
- ... Providing In-Service Support for both the Arctic and Offshore Patrol Ships and the Joint Support Ships.

- So there are certainly many new supply-chain opportunities to be had for some of our B.C. companies today and tomorrow and I am thrilled to support an event that is about business getting done.

How the B.C. government is encouraging shipbuilding

- British Columbia is a small, open economy.
- We compete with the world when it comes to accessing markets to sell our goods and services and attracting investment to grow our economy and create jobs with family-sustaining incomes.

- As such, our economic success relies on:
 - access to global markets;
 - leveraging our natural endowments;
 - and building competitive advantages to compete on the world stage.
- We have tremendous industrial marine presence and expertise in B.C., one that represents a competitive advantage for the province.
- The provincial government is fully on board and is supporting current and emerging economic opportunities in the B.C. marine sector in a number of ways...

- by supporting organizations such as the ABCMI ...
- ...encouraging companies to take advantage of the “BC Shipbuilding and Ship Repair Industry Tax Credit,” which is available to all eligible companies that employ apprentices in B.C.
- ... by providing workforce development funding for marine-sector training programs and skills upgrading through programs such as the Labour Market Partnerships program and the Canada-BC Job Grant.

- ... and through technology and innovation supports that enhance the productivity, competitiveness and environmental performance of companies across the entire province.
- We also want to help companies grow so they can begin looking beyond B.C.'s borders for new opportunities.
- The province's BC Supplier Development pilot project helps us do that; with support from Seaspan and other partners such as Babcock Canada, SNC Lavalin and the Association of Aerospace Industries of Canada - Pacific Division.
- This pilot is a government/industry collaboration that helps B.C. companies increase their operational effectiveness and productivity to become more competitive globally.

- Once companies are ready to export, our Trade and Investment Representatives around the world are there to help you identify opportunities and make introductions to potential buyers, investors, and other key partners in global markets.
- As many B.C. manufacturers look for opportunities beyond our borders, our government is working to increase business for you here at home.
- For starters, many of you, as small businesses, will be getting a tax break because of our reduction in the small-business corporate income tax rate from 2.5% to 2%, which is retroactive to April 2017.

- As well, one of my priorities as Minister is to support B.C.'s tech sector by establishing an Innovation Commissioner and Innovation Commission to advocate at home and abroad on behalf of our innovation and technology sector.
- And that includes many of you.
- We will be announcing our Innovation Commissioner and Commission in the coming weeks.
- This is an investment that will enhance B.C.'s economy by expanding our tech companies, supporting innovation and creating great jobs throughout the province.

- Early in the New Year we will also announce B.C.'s Emerging Economy Task Force....
- ... whose objective will be to take a long-lens view on the changing and emerging opportunities across every sector of the B.C. economy.
- Changing global markets are the catalyst behind the development of emerging economies...
- ... so to ensure B.C. stays at the forefront of these developments, our technology and innovation priorities must be co-ordinated and focused.

- This will be vital to increasing B.C.'s competitiveness and prosperity.

Conclusion

- Our government recognizes the value of the marine sector to the provincial economy and your role in that.
- We recognize the importance of an educated and skilled workforce to support sustained industry growth.
- We understand that the marine sector is a key driver of our provincial economy.

- We see ourselves as your partner as you pursue opportunities here at home and around the world.
- The future is looking bright and our government is proud to support you.
- Thank you very much and best wishes on a very productive and successful day.

-END-



SPEAKING POINTS FOR

Claire Trevena

North Island MLA – event emcee

CAMPBELL RIVER HOSPITAL OFFICIAL OPENING

North Island Hospital - Campbell River & District
375 2nd Avenue
Campbell River

Thursday, Nov. 16, 2017
10:00 a.m. – 11:30 a.m.

9:45 a.m. (pre-brief)

Audience:

This is an event to officially open the North Island Hospital's Campbell River & District campus. It will feature guest speakers and a presentation to a local community leader (see below). Local students will paint pictures that will be displayed on hospital walls. The students will work on their pieces ahead of time and bring their completed pictures to the event.

Audience:

The audience will include physicians, staff, patients, representatives from Island Health, Comox Strathcona Regional Hospital District, and community members. Media has been invited.

What does the audience want to hear?

The audience expects to hear what services the new hospital provides and how it will improve care for families.

Event Details:

Event will be held in the main entrance area of the hospital. There will be a podium with a microphone for speakers. Parking is available at nearby St. Patrick's Catholic Church, 34 S. Alder Street.

*Of note, Minister Dix will be asked to take part in a presentation during the event honouring Lois and Ed Jarvis with Citizens for Quality Health Care. This organization's goal is to preserve and enhance health-care services and ensure both the Comox Valley and Campbell River campuses remain fully functional acute care hospitals with no loss of services and that they remain publicly funded providing publicly delivered health-care services.

Event Contact:

Wing Yan 'Vienna' Yeung

Island Health Communications & Stakeholder Engagement

250 218-3971

WingYan.Yeung@viha.ca

INTRODUCTION

- Good morning.
- I'm Claire Trevena, MLA for North Island – and emcee for this morning's festivities.
- Before we begin, I acknowledge that we're gathered on the territories of We Wai Kai Nation **[pronounced wee-wah-kye]** and the Wei Wai Kum First Nation **[pronounced wee-wah-come]** First Nation.
- Please join me in welcoming our guest speakers:
 - Health Minister Adrian Dix;

- Island Health vice board chair Dr. Roger Barnsley;
 - Comox Strathcona Regional Hospital District chair Charlie Cornfield; and,
 - Karyssa Mills, one of the first patients here at the new hospital and her very special guest.
- I ask Udzistalis [**pronounced ooh-dze-sta-lease**]-Johnathan Henderson, Wei Wai Kum First Nation Hereditary Chief, to say a few words of welcome.

[Udzistalis-Johnathan Henderson speaks]

- I now invite Wei Wai Kum acting Chief Curtis Wilson and We Wai Kai Chief Brian Assu to say a few words.

[Curtis Wilson and Brian Assu speak]

- Thank you for such inspirational words on this big day.
- Let's continue our program, with Health Minister Adrian Dix.

[Minister Dix speaks]

- Thank you, Minister.

- Quality public health care is very important for North Island families and it's very gratifying to see these services will continue to be delivered in this new hospital.
- At this time, I ask Lois and Ed Jarvis with Citizens for Quality Health Care to come forward for a special presentation.

[Minister Dix presents certificate to Lois Jarvis]

- As Minister Dix mentioned, Lois and Ed do a lot to support health-care in this region and we are grateful for everything they do for the community.

[MLA Trevena to offer further personal comments on Lois and Ed, if desired]

- When it comes to health-care services, the regional health authority works very hard at making sure people get proper care.
- Joining us now to say a few words about its role in this new hospital, is Dr. Roger Barnsley from Island Health.

[Roger Barnsey speaks]

- Thanks, Dr. Barnsley.

- This was a very large and complex project and I thank everyone at Island Health for all you did in getting the doors opened to patients.
- We would not be here today without our partners.
- I'd like to ask Charlie Cornfield from Comox Strathcona Regional Hospital District to the podium to talk about their role in this project.

[Charlie Cornfield speaks]

- Thank you, Charlie.

- On behalf of the community, I thank the regional hospital district and all those who supported this project. Each of you are what make Campbell River and region such a great place to live.
- Our final speaker today is Karyssa Mills. She is here with her daughter - little baby Elena – who was the first baby born here at the hospital.

[Karyssa speaks]

- Thank you so much, Karyssa.
- You have such a beautiful little girl and I'm glad you took time to say a few words about your experience here.

CONCLUSION

- This brings us to the conclusion of the formal part of today's event.
- I would like to add that families throughout the region have been awaiting this new hospital for many years ...
- And I am extremely happy to see the doors open and patients getting care in a brilliant facility, which will deliver service for generations to come.

[MLA Trevena to add further personal comments if she wishes]

[MLA Trevena also introduces local students who created pieces of artwork that will be displayed in the new hospital to mark the official opening]

- Thank you.



SPEAKING POINTS FOR

Ronna-Rae Leonard

Courtenay-Comox MLA – event emcee

COMOX VALLEY HOSPITAL OFFICIAL OPENING

North Island Hospital - Comox Valley
101 Lerwick Road
Courtenay

Tuesday, November 14, 2017

1:00 p.m. – 2:30 p.m.

12:45 p.m. (pre-brief)

Event Profile:

This is an event to officially open North Island Hospital – Comox Valley campus. It will feature guest speakers, a posthumous presentation to a local community leader (details below) as well as Premier Horgan and MLA Leonard volunteering at the hospital after the speaking portion of the event concludes.

Audience:

The audience will include physicians, staff, patients, representatives from Island Health, Comox Strathcona Regional Hospital District, and community members. Media has been invited.

What does the audience want to hear?

The audience expects to hear what services the new hospital provides and how it will improve care for people.

Event Details:

Event will be held in the main entrance area of the hospital. There will be a podium with a microphone for speakers. After the speaking portion of the event, MLA Leonard and Premier Horgan will volunteer at the main reception desk.

****Of note, there will be a presentation during the event for Gwyn Frayne, Citizens for Quality Health Care leader. The presentation will be made to Gwyn's spouse Graham and her sons. The Citizens for Quality Health Care's goal is to preserve and enhance health care services and ensure both hospitals in Comox Valley and Campbell River remain fully functional acute care hospitals with no loss of services and that they remain publicly funded providing publicly delivered health care services.**

Gwyn Frayne died in Courtenay on October 16, 2014. She was born in Winnipeg and was a social activist her entire life, starting when she was president of the Students' Union at Carleton University. She was a charter member of the National Council of Welfare and an anti-poverty advocate. After moving to B.C. in 1991, she was involved with organizations such as Crossroads Crisis Centre in Courtenay, Eureka Clubhouse

for Mental Patients, The Sonshine Club for lunches for the homeless and the Salvation Army's Shelter for Men.

After retiring, Gwyn continued her activism with the Council of Canadians and cared deeply that people should have public health, education and welfare and that water was a human right. She also worked with the Community Action for Justice Coalition and the Citizens for Quality Health Care as well as the Comox Valley Support Our Seniors. She received a Governor-General's Caring Canadian Award in 2012.

Event Contact:

Elena Banfield
GCPE events coordinator
604 842-0984
Elena.Banfield@gov.bc.ca

INTRODUCTION

- Good afternoon.
- I'm Ronna-Rae Leonard, MLA for Courtenay-Comox – and emcee for this afternoon's festivities.
- Before we begin, I acknowledge that we're gathered on the territories of K'omoks First Nation.
- Please join me in welcoming our guest speakers:
 - Premier John Horgan;
 - Island Health vice board chair Dr. Roger Barnsley;

- Comox Strathcona Regional Hospital District chair Charlie Cornfield ; and,

s.22

one of

the first patients here at the new hospital.

- I would now like to welcome Hereditary Chief of K'ómoks First Nations for an opening prayer and remarks.

[Opening prayer]

- Thank you for the blessing and your words of support and guidance.

- Joining us next is K'ómoks First Nation Chief Councillor Nicole Rempel.

[Nicole Rempel speaks]

- Thank you, Nicole. Those were very inspirational comments and we thank you for being here.
- Our next speaker is a very special guest, Premier John Horgan.

[Premier Horgan speaks]

- Thank you, Premier.

- I also want to take this opportunity to thank you for taking time to make the trip to our community – it means a lot.
- And, thanks as well for your kind words about the new hospital and all those who assisted in making sure we had a facility to deliver quality public health care.
- At this time, we have a special presentation to make. I ask members of the Frayne family to come forward.

[At this time, Premier Horgan makes presentation of certificate to family of Gwyn Frayne]

- We all know the important work those with the regional health authority do in providing care for families.
- Joining us now to say a few words is Island Health vice board chair, Dr. Roger Barnsley.

[Dr. Barnsley speaks]

- Thanks, Dr. Barnsley.
- Island Health did a tremendous amount of work coordinating this large, complex project and everyone in the community is impressed with the results.

- We also know and respect the tremendous role our funding partner played.
- I'd like to ask Comox Strathcona Regional Hospital District chair Charlie Cornfield to the podium.

[Charlie Cornfield speaks]

- Thank you, Charlie.
- The regional hospital district supports health care and the community and as our funding partners, help projects like this get off the ground.

- Our final speaker today is ^{s.22} – she is
s.22

[^{s.22} **speaks**]

- Thanks, ^{s.22}
- We are all so glad that you took time with your family to say a few words today about this new campus.
- You are blessed with such a beautiful family.

CONCLUSION

- This brings us to the conclusion of the formal part of today's event.
- I would like to add that this hospital is a testament to all those who work tirelessly to provide care for patients and I thank all those involved who have made the North Island Hospital – Comox Valley campus a reality.

[MLA Leonard to add further personal comments if she wishes]

- Again, thank you for being here.

- I'd like to add that Premier Horgan will take a few questions.

**[Event concludes – media QA takes place
followed by volunteering and a tour of hospital]**



SPEAKING POINTS FOR

Adrian Dix

Health Minister

NORTH ISLAND HOSPITAL CAMPBELL RIVER OFFICIAL OPENING

North Island Hospital - Campbell River & District Campus
375 2nd Avenue
Campbell River

Thursday, Nov. 16, 2017
10:00 a.m. – 11:30 a.m.

9:45 a.m. (pre-brief)
10:03 a.m. (speech)

Event Profile:

This event celebrates the official opening of the North Island Hospital – Campbell River and District campus. Local students will paint pictures that will be displayed on hospital walls. The students will work on their pieces ahead of time and bring their completed pictures to the event.

There will also be a presentation to Ed and Lois Jarvis – local residents and members of Citizens for Quality Health Care.

Audience:

Audience will include patients, health professionals, community members, Island Health officials and representatives from Comox Strathcona Regional Hospital District. Media is also invited.

What does the audience want to hear?

The audience expects to hear how the new hospital will benefit patients and staff.

Will anyone from the ministry be in attendance?

No.

Event Details:

Event will be held in the main entrance area of the hospital. There will be a podium with a microphone for speakers. Parking is available at nearby St. Patrick's Catholic Church, 34 S. Alder Street.

*Of note, Minister Dix will be asked to take part in a presentation during the event honouring Lois and Ed Jarvis with Citizens for Quality Health Care. This organization's goal is to preserve and enhance health-care services and ensure both the Comox Valley and Campbell River campuses remain fully functional acute care hospitals with no loss of services and that they remain publicly funded providing publicly delivered health-care services.

Event Contact:

Wing Yan 'Vienna' Yeung
Island Health Communications & Stakeholder Engagement
250 218-3971
WingYan.Yeung@viha.ca

Key Messages:

- We're here today to celebrate a new hospital campus for North Island families, as well as the people and community spirit behind it.
- What makes a hospital such an important part of the community it serves, is the people – the caregivers, the nurses, the physicians, the staff. They are here to provide care, to help people get better – and they're doing so in an impressive facility.
- The North Island Hospital's Campbell River campus is a place where people get well and where health professionals come together to serve people and provide quality publicly-funded health care services.

INTRODUCTION

- Thank you, MLA Trevena **[event emcee]**.
- It's a pleasure to be here in Campbell River for the official opening of this new hospital campus.
- It's also an honour to be in the presence of Indigenous leadership who played a major role in the planning process.
- I also want to acknowledge the many community and health leaders here for this ceremony.
- As well as local students who are joining us with some of their own artwork.

- We know that art can play a role in helping people heal and the pictures painted by these students will be a part of the recovery process.
- These pieces will also serve as a reminder of today's celebration.

[Minister Dix to acknowledge others in attendance if he wishes]

ANNOUNCEMENT

- We're here to celebrate a new hospital for families of the North Island, as well as the people and community spirit behind it.
- Hospitals are places where babies are born, where people heal, and in some cases, where loved ones pass away.
- There are great moments when lives are saved and people get better, and sometimes there are difficult moments.

[Minister Dix to share any personal hospital experience stories if he wishes]

- What makes a hospital such an important part of the community it serves, is the people – the caregivers, the nurses, the physicians, the staff, and the volunteers.
- They are here to help everyone in the region – and they're doing it in an impressive facility.
- This new 95-bed hospital offers larger, single-patient rooms for more privacy.
- There's an emergency department that is more than three times larger than the previous one.
- There are four operating rooms and 12 surgical daycare spaces.

- There's also a bigger ambulatory care area to increase the number of outpatient procedures, which in turns reduces a reliance on hospital stays.
- The maternity ward has rooms with extra sleeping space allowing large family groups to be together during labour, delivery and recovery.
- And, there is also a fixed MRI machine, replacing the previous mobile unit and it's expected to process approximately 60 MRIs a week.
- What's also great about this new campus is how it reflects the community as well as Indigenous culture.

- The Campbell River campus has healing gardens for patients, visitors and staff, and in consideration of the cultural needs of the Indigenous community, there will be traditional medicine gardens featuring plants used by Indigenous healers.
- And, there is an area called the Gathering Place, a non-denominational spiritual room for use by people of all faiths and cultures.
- I want to say thank you to the Indigenous groups who were a part of the planning process.
- I hope you feel a sense of pride of ownership in this hospital.

- Surroundings play a vital role in the patient healing process.
- This campus has ocean views and was designed with a sea theme including different shades of blue, which were incorporated in the exterior and interior finishing.
- An art committee with volunteers from local museums and the arts council led the design of vinyl wall images to enhance the emotional wellbeing of patients and staff.
- This includes the Living Wall, which has diverse images reflecting life in Campbell River.

- And, of course the paintings - some of which were produced by the talented young artists here today.

[Minister to expand on students' artwork, if desired]

- There are many other thank yous to pass along.
- MLA Trevena has done a lot of behind-the-scenes work for this hospital, she has been a very vocal proponent and she deserves kudos for all she has done since the outset.

- Thank you also to our funding partners the Comox Strathcona Regional Hospital District as they contributed 40 per cent of the capital costs for this hospital.
- I also want to recognize Island Health.
- This has been a large and complex project from the start of construction to moving patients from the old building to this new facility.
- Island Health made sure this happened seamlessly.
- And, let's not forget the people in around the North Island and Campbell River.

- Each of you have been patiently following this project from day one and have been awaiting the day the doors opened.
- I want to mention some people specifically, who will be honoured shortly.
- Lois and Ed Jarvis, with ‘Citizens for Quality Health Care’.
- This group – along with Lois and Ed – kept their eye on the process to make sure the people of Campbell River and District were kept in the forefront of planning.

- In large part because of their input, we have a great new hospital campus in Campbell River that is delivering quality public health care.
- And for that, we are most thankful.

CONCLUSION

- This is the community's hospital.
- The Campbell River Hospital will be a place where people get well, and where health professionals come together to heal people.
- It's a place that will also attract people and businesses to Campbell River – because great public services draw people to a community.

- And this hospital is home to great publicly-funded health-care services.
- Thank you.

November 14, 2017

Announcement: Comox Valley Hospital Official Opening

Speech goals:

- To officially open North Island Hospital – Comox Valley campus.
- To communicate to the people living in the mid-island that our government is committed to improving the services they rely on, including access to quality healthcare.

Speech arc:

- Connect with community partners, thank them for their work to make this hospital a reality.
- Talk about why quality health care is important to people, and our government's commitment to quality health care.
- Acknowledge hospital volunteers, and talk about your upcoming volunteer shift.

Format:

- 3 minutes. Podium.

Audience:

- Physicians, staff, patients, representatives from Island Health, Comox Strathcona Regional Hospital District, and community members. Media has been invited.

Special Mentions:

- TBC K'ómoks First Nation Hereditary Chief
- Gwyn Frayne, Citizens for Quality Health Care leader and social activist who died in Courtenay on October 16, 2014. There will be a presentation during the event in honour of Gwyn.
- Ronna-Rae Leonard, Courtenay-Comox MLA
- Roger Barnsley, Island Health Vice Board Chair
- Charlie Cornfield, Comox Strathcona Regional Hospital District Chair
- Nicole Rempel, K'ómoks First Nation Chief Councillor

- Recent hospital user .s.22
- Laura Heikkila, Volunteer Resources Manager

SPEAKING NOTES BEGIN NEXT PAGE

- Thank you to K'ómoks First Nation Hereditary Chief, _TBC____, for welcoming us to on the territory of the K'ómoks First Nation.
- I'm honoured to be here for this special day.
- It takes a community to build a hospital
- Including the partnership between the Province and the Comox Strathcona Regional Hospital District and, all the volunteers and community leaders

- Gwyn Frayne is no longer with us, but she worked so hard to improve health care in the Comox Valley.
- She is looking down on us today, cheering us on.
- Today's official opening is a part of her legacy.
- When people visit a hospital, it is often at a challenging time in their lives, or for their loved ones.
- We want to make sure those families get the best possible care and support to be well.

- The Comox Valley Campus of North Island Hospital will provide that comfort and care for years to come
- I look forward to working with our Health Minister Adrian Dix to make sure quality health care is there for people in every community.
- I want to give a special thank you to the hospital volunteers.
- Who give their time week after week, year after year, help patients in need.
- I'll be working with them today, as a volunteer at the help desk.

- I'm looking forward to helping some people today.
- Thank you



SPEAKING POINTS FOR
Hon. Selina Robinson
Minister of Municipal Affairs and Housing

Announcement of Two Modular Housing Projects in Vernon

Wednesday, November 15, 2017
1:00 p.m.

People Place
3402 27 Ave
Vernon

Please check against delivery

Event contact on site:
Samantha Cacnio, BC Housing Events
604 417-6316

Event: Announcement of two new modular housing projects for homeless people in Vernon

Time: Event runs from 1:00 – 1:45 p.m.
Minister speaks at approximately 1:15 p.m.

Length of speech: 5 minutes

Location: People Place, 3402 27 Ave.

Parking: Parking is available at venue.

Contact: Samantha Cacnio, BC Housing Events, s.22

Logistics: Podium with microphone

Dress Code: Business Casual. Warm outerwear.

Event summary:

- Minister Selina Robinson, in partnership with the City of Vernon, will announce two new modular housing projects:
 1. Howard House, an existing homeless shelter and transitional housing development, will expand with a new 46-bed permanent modular shelter.
 2. 53-units of new permanent modular housing will be located on 27 Avenue and 35 Street (vacant land owned by BC Housing) which will provide supportive housing for people transitioning out of the Howard House shelter.
- The Minister will also do a tour of People Place before the announcement.

Background:

- In the September Budget Update, the Province announced \$291 million in new funding to support 2,000 new modular housing units and \$170 million to provide 24/7 staffing and support services.
- Vernon is the second community where the Province is announcing details of modular projects; Vancouver was the first.
- The Province is providing approximately \$19 million for the modular projects.

Key participants:

- Pauline Gregoire, Elder from Okanagan Indian Band (blessing; performing song)
- Kelly Fehr, Co-Executive Director, John Howard Society of Northern Okanagan (Emcee)
- Minister Selina Robinson
- Mayor of Vernon, Akbal Mund
- Steve McVarnock, Chair, John Howard Society of Northern Okanagan
- Jacob Philip, s.22 John Howard Society of Northern Okanagan; s.22

Audience:

- Approximately 40 guests are expected to attend the event.
- Guests will include representatives from the City of Vernon and the John Howard Society.
- Chief Byron Louis, Okanagan Indian Band, TBC

Key Messages:

- Too many people are struggling with homelessness and they have been ignored for too long.
- It is a sad situation that affects all of us, not just those experiencing homelessness.
- These modular housing projects are a rapid response to meeting urgent needs: safe and secure housing to help address the growing issue of homelessness in Vernon.
- We know this is only a start in tackling the homeless situation in British Columbia.
- That's why work is underway across government to develop a Homelessness Action Plan and a Comprehensive Housing Strategy for B.C.

Agenda

Time	Event Itinerary
12:15 p.m.	Minister tours People Place
12:45 p.m.	Media and guests begin to arrive
12:50 p.m.	Pre-brief with Minister Robinson and other speakers
1:00 p.m.	Pauline Gregoire, Elder from Okanagan Indian Band provides blessing performs song
1:10 p.m.	Emcee Kelly Fehr, Co-Executive Director, John Howard Society, makes opening remarks, introduces speakers and acknowledges notable VIP's (Minister, members of Council etc. in attendance)
1:15 p.m.	Minister Selina Robinson addresses guests; announces three modular projects
1:20 p.m.	Mayor of Vernon, Akbal Mund, addresses guests.
1:25 p.m.	Steve McVarnock, Chair, John Howard Society of Northern Okanagan addresses guests
1:30 p.m.	s.22
1:35 p.m.	MOU signing with Ministry and City of Vernon.
1:40 p.m.	Emcee thanks all speakers and makes closing remarks. Emcee invites all attendees to enjoy refreshments. Emcee will invite speakers for photo opportunity
1:45 p.m.	Event ends

SPEAKING NOTES

Good afternoon, everyone.

Thank you, Kelly.

I would like to acknowledge the territory of the Okanagan Nation.

Thank you to Elder Pauline Gregoire for that moving song.

[recognize Chief Byron Louie here by name if he is attending]

I am very pleased to be here to share details of our government's plan to help address homelessness in Vernon.

It's deeply concerning when anyone is living on the street, especially as the cold winter months set in.

It is a situation that affects all of us, not just those experiencing homelessness.

And as everyone in this community can see, there is a critical need to help people who are experiencing homelessness and to help the communities that are grappling with how to respond.

It is a problem that has been ignored for far too many years at the provincial level.

It is reassuring to know that the City of Vernon is ready to be a partner with our government to tackle this very serious issue.

The government of B.C. is committed to partnering with communities right across this province to help get people off the streets and into a home.

In September, we announced a \$291 million commitment to build 2,000 modular supportive housing units for people who are homeless or at risk of homelessness.

And an important addition to that investment: we are also providing more than \$170 million over three years for 24/7 staffing and support services.

That means there will always be support staff on hand, making sure residents of these homes receive the vital services they need in a safe and secure environment.

That brings us to today's announcement.

We know that homelessness is not just a big city problem.

We have been talking with many communities outside the lower mainland who are in immediate need of modular housing for people struggling with homelessness.

I am pleased to announce that the Province is partnering with the City of Vernon to develop two much-needed modular housing projects in the community.

These projects will make sure that people in greatest need in Vernon have access to safe, secure, functional and supportive housing.

These projects will be operated by the John Howard Society of the North Okanagan.

Howard House will expand with a new 46-bed modular shelter...

And 53 units of new supportive modular housing will be built on vacant land owned by BC Housing at 27th Avenue and 35th Street.

The goal is to have the Howard House site will be up and running early in the new year so people struggling with homelessness will have a warm place to live sooner.

These two projects work together to provide a continuum of support.

The modular units at 57th and 35th will be there as people in the shelter are ready and able to transition from shelter beds into supportive social housing...

These supportive modular housing units are self-contained, personal units with a kitchen and washroom.

Tenants will also have access to shared laundry, shared indoor and outdoor amenity spaces, and programming space.

The Province is providing a total of approximately \$11 million for these local projects.

But the funding is just one essential piece of the puzzle.

It's strong partnerships that make these housing projects possible.

Thank you to the City of Vernon and the John Howard Society for partnering with us to help those who are struggling with homelessness finally receive the support they need.

I look forward to seeing the difference I know these projects will make in people's lives.

Thank you.

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SPEAKING POINTS FOR
Hon. Selina Robinson
Minister of Municipal Affairs and Housing

Urban Development Institute Luncheon

November 16, 2017
12:30PM

Waterfront Ballroom
Waterfront Fairmont Pacific
900 Canada Place Way
Vancouver, BC, V6C 3L5

Onsite Contact:
Yvonne Lo: 604–789-0898

Please check against delivery
Word count: 446

Event: Urban Development Institute Luncheon

Time: Event runs from 11:00AM – 1:30PM
Minister speaks at 12:30PM.

Length of speech: 5 – 10 minutes

Location: Waterfront Ballroom, Waterfront Fairmont Pacific

Contact: Yvonne Lo: 604–789-0898

Logistics: Podium and mic. Requested a riser

Dress Code: Business

Event summary:

Premier John Horgan and Selina Robinson, Minister of Municipal Affairs and Housing will give their inaugural address to the development community. Together, they will share an update on their first 100 days in government and future plans to address housing affordability and transit priorities. Minister Robinson will cover the first 100 days in housing improvements and introduce the Premier to provide the broader vision for work in the year ahead.

Background:

The Urban Development Institute is a non-profit association of the development industry and its related professions that is non-partisan in its activities. With over 650 corporate members, UDI Pacific represents thousands of individuals involved in all facets of land development and planning, including: developers, property managers, financial lenders, lawyers, engineers, planners, architects, appraisers, real estate professionals, local governments and government agencies.

Key participants:

- Premier John Horgan
- Minister Selina Robinson

Audience:

- Developers, property managers, financial lenders, lawyers, engineers, planners, architects, appraisers, and real estate professionals,
- Approximate size: 510 attendees

Agenda:

TIME	ACTIVITY
11:00 AM	Minister Meeting and Premier Horgan meet with UDI Board of Directors
11:50 AM	Board Meeting concludes
12:00 PM	Doors open, lunch served as guests are seated
12:05 PM	UDI Business + enjoy lunch
12:25 PM	Welcome/Opening remarks
12:28 PM	Introductions
12:30 PM	Minister Robinson's Mini-Keynote & Premier Horgan Introduction
12:37 PM	Premier Horgan Keynote
1:00 PM	Interactive Moderated Q/A with Premier Horgan and Minister Robinson with Anne McMullin
1:25-1:30 PM	Thank you's and conclude

INTRODUCTION

Good afternoon and thank you for inviting me to speak with you today.

Before I begin, I want to take a moment to recognize we are meeting on the territories of the Coast Salish peoples including the **Musqueam** [MUS-kwee-um], **Tsleil-Waututh** [TSLAY-wa-tooth] and **Squamish** First Nations.

Recognizing these lands is **especially** important as we talk about how people make their homes here.

Housing is about belonging.

It is about who gets to be part of our communities.

People shape our cities. They are our friends, our neighbours, our employees and employers, and our family.

Right now, we all know that people in B.C. are struggling.

Tens of thousands of people are putting half of their income towards housing.

Buying a home in B.C. is becoming an impossible dream for an entire generation.

Finding a place to rent is hard, and many people just can't afford it.

People who can't afford their rent or their mortgage don't participate fully in our economy.

They don't eat out, and don't buy other goods and services that help fuel the economy.

At the same time, businesses have to pay higher wages to attract or keep workers in an expensive city.

High housing costs stifle business growth and job creation.

People are being asked to pay more and more for less and less, as vacancy rates decline to near-zero.

Line-ups stretch around the block for an affordable rental or a spot in a co-op.

Even people with **stable** housing are being hurt by the housing crisis.

It is with these significant challenges in mind that I want to lay out the immediate actions our government has taken to address the housing affordability crisis.

Our government has funded 1,700 new affordable rental homes and 2,000 units of supportive modular housing.

We did this in our recent budget update –
and there is come to come.

We also introduced amendments to the Residential Tenancy Act to protect renters from unfair rent increases...

The 1.5 million renters in B.C. have been clamouring for this and we are pleased to have taken early action to support them.

We have also increased funding for the Residential Tenancy Branch so disputes between renters and landlords can be resolved faster – and so that renters and landlords who repeatedly break the rules can be effectively dealt with so they don't continue to frustrate the system.

We're also reviewing how various tax measures impact affordability.

We have taken quick, decisive steps on housing. But there is much more to do.

We know that. You know that. British Columbians know that.

If we want to get results that make a real difference we need to work together with experts in the field.

In this, your role is crucial to government and to the people of B.C.

And with that, it is my honour to hand over the microphone to our leader, the Premier of British Columbia, John Horgan.

-30-

Emcee Notes
For

Selina Robinson
Minister of Municipal Affairs and Housing and
Coquitlam-Maillardville

Centre for Mental Health and Addictions on Riverview
Lands Groundbreaking

November 17, 2017
11:15 a.m. – 12:00 p.m.
Arrival time: 10:45 a.m.

CHECK AGAINST DELIVERY

Event: Centre for Mental Health and Addiction on Riverview lands Ground-breaking

When: Friday, Nov. 17 at 11:15 a.m.

Where: Unit 8, Orchid Drive, Riverview Lands, 2601 Lougheed Highway Coquitlam

Length: 45 minutes

Key Participants:

- Premier John Horgan – speaking
- Minister of Mental Health and Addictions, Judy Darcy – speaking
- Tom Smith, Elder Kwikwetlem [(kwee-kwet-lum)] First Nation –opening song and prayer

- John Peters, Councillor Kwikwetlem [(kwee-kwet-lum)] First Nation – territorial welcome
- Andrea Aleck Chief Officer, special projects Kwikwetlem [(kwee-kwet-lum)] First Nation - territorial welcome
- Carl Roy, President and CEO, Provincial Health Authority Services (PHSA) – speaking
- Lisa Kofod, an aunt of a former patient at the Burnaby Centre for Mental Health and Addiction and an advocate for the project – speaking

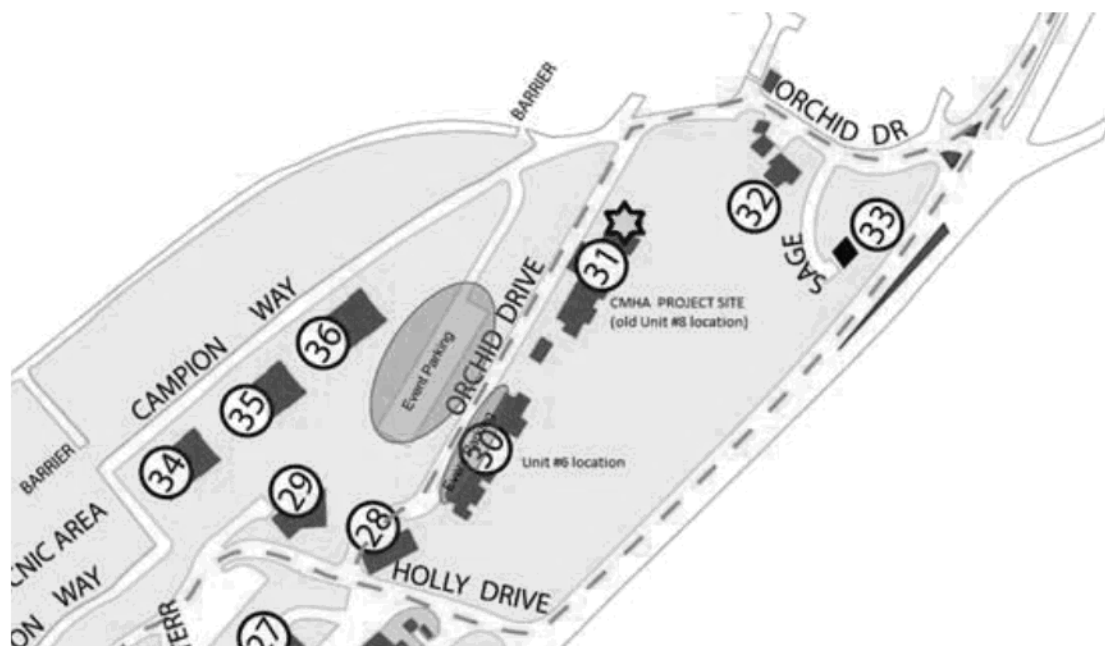
Other Attendees:

- People with mental health and addictions issues and their families
- Mental health advocates
- Frontline workers
- Community members
- General public

Event Contact:

Elena Banfield
 Event Coordinator
 Cell: 604 842-0984
 Email: Elena.Banfield@gov.bc.ca

Event Site Map:



Event site directions

Site of former unit 8 building (#31), Orchid Drive,
Riverview Lands, 2601 Lougheed Highway Coquitlam

Driving from the West:

- Exit Highway 1 to Route 7 (Lougheed Hwy)
- Continue on Lougheed Hwy until Orchid Drive
- Turn left at the lights onto Orchid Drive
- Continue past the BC Ambulance station
- Look for the white tent on your left

Parking

Speakers and Kwikwetlem First Nation Elders – continue on Orchid Drive and park in front of the adjacent unit 6 building (#30).

Project Background:

Riverview Lands is a 244-acre site in Coquitlam, home to 75 buildings. The Province has held title to the land since 1904, and its primary use since 1913 has been to provide mental healthcare (Riverview Hospital). In 2013, the Province gave BC Housing the mandate to create a plan for the future of Riverview.

BC Housing launched a visioning process in early 2014, to build consensus among stakeholders, groups and individuals at the local, regional, and provincial level on possible future uses for the Riverview site.

BC Housing consulted with the public through open houses, information kiosks at malls and online. The open houses and kiosks were attended by 2,500 people and online feedback was gathered from thousands more.

On Dec. 14, 2015, BC Housing publicly released the Vision on the Renewing Riverview website (www.renewingriverview.com).

The Province is moving the following B.C. government programs from the Willingdon Lands in Burnaby to Riverview, with construction underway on all three facilities now and all to open to patients in 2019:

Centre for Mental Health and Addiction

- Maples Adolescent Treatment Centre
- Provincial Assessment Centre

Time	Event Itinerary
9:00am	Elena Banfield and SW AV on site for technical setup.
Event Summary	Groundbreaking of Centre for Mental Health and Substance Use on Riverview lands. Outdoor podium event underneath 20X30 tent, tent will have two side walls, and open front and back walls. After speeches, speakers will participate in sod-turning photo-op outside of the tent. Podium: Improving Services for Families Backdrop: construction site with heavy machinery
10:45am	Media Relations: Shruti Joshi Photographer: Don Craig
10:45am	Pre-brief with guest speakers, led by Elena Banfield, Events Coordinator Location: Project office trailer near Unit 6, adjacent to event site. <ul style="list-style-type: none"> • Selina Robinson, Minister of Municipal Affairs and Housing • Judy Darcy, Minister of Mental Health and Addictions • Tom Smith, Elder Kwikwetlem First Nation • John Peters, Councillor Kwikwetlem First Nation • Andrea Aleck Chief Officer, Special Projects Kwikwetlem First Nation • Carl Roy, President and CEO, Provincial Health Service Authority • Lisa Kofod, Burnaby Centre for Mental Health and Addiction family representative
11:00am	Premier John Horgan arrives, proceeds to briefing room to meet other speakers and be briefed on event plan.
11:10am	Speakers escorted to event area – led by Elena Banfield.
11:15am	Minister Robinson welcomes everyone, introduces Elder for opening song and prayer.
11:16am	Tom Smith , Kwikwetlem First Nation gives opening prayer and song (Drumming and singing)
11:19am	Minister Robinson thanks Tom Smith, introduces John Peters & Andrea Aleck
11:20am	Councillor John Peters gives territorial welcome and, Chief Officer Andrea Aleck provides brief remarks on behalf of Chief Giesbrecht.
11:22am	Minister Robinson thanks Councillor John Peters & Chief Officer Andrea Aleck and calls on Premier to present gift to John Peters and Andrea Aleck, who accept on behalf of Kwikwetlem First Nation.
11:23am	Minister Robinson introduces Premier John Horgan.
11:23am	Premier Horgan delivers remarks.
11:26am	Minister Robinson thanks Premier, introduces Minister Darcy.
11:27am	Minister Darcy delivers remarks.
11:29am	Minister Robinson thanks Minister Darcy, introduces Carl Roy.
11:30am	Carl Roy delivers remarks.
11:32am	Minister Robinson thanks Carl, introduces Lisa Kofod.
11:33am	Lisa Kofod delivers remarks.
11:35am	Minister Robinson thanks Lisa, invites Premier to podium to take questions from the media.
11:35am	Premier's Q&A Moderated by Sheena McConnell, Press Secretary to the Premier.
11:45am	Q&A concludes Minister Robinson invites speakers to join her outside for ground breaking.

11:46am	Speakers move back behind podium (outside tent) to where pile of dirt will be placed. Podium will be moved, speakers handed shovels by Elena Banfield and Samantha Cacino Media informed they can move up to the front for photo op, managed by Shruti Joshi.
11:50am	PHOTO OP – Groundbreaking Participants: Premier John Horgan, Minister Darcy, Minister Robinson, Carl Roy, Councillor John Peter. Participants will be cued by Elena Banfield to dig into dirt, pose for photo, and then turn the dirt with shovels.
11:48am	Event concludes.

INTRODUCTION:

- Welcome everyone.

[Introduce yourself]

- It's great to be here with all of you today for this exciting announcement.
- I would like to begin by acknowledging the traditional territory of Kwikwetlem [kwee-kwet-lum] First Nation.
- I'd like to introduce our event participants:
 - The Premier of British Columbia, John Horgan;
 - The Minister of Mental Health and Addictions, Judy Darcy;
 - Elder Tom Smith of the Kwikwetlem [kwee-kwet-lum] First Nation;
 - Councillor, John Peters, of the Kwikwetlem [kwee-kwet-lum] First Nation;
 - Chief Officer, Andrea Aleck with special projects for the Kwikwetlem [kwee-kwet-lum] First Nation;
 - Carl Roy, the President and CEO of the Provincial Health Authority Services; and,
 - Lisa Kofod, the aunt of a former patient at the Burnaby Centre for Mental Health and

Addiction, and an advocate for the project that we are going to be announcing this morning.

- I'd like to begin by inviting Elder Tom Smith to provide a song and prayer.

[Elder Tom Smith provides song and prayer]

- Thank you for that beautiful song and prayer.
- Please welcome Councillor John Peters to provide a territorial welcome and Chief Officer Andrea Aleck to say a few words on behalf of Chief Ron Giesbrecht [Geese-Breck] who unfortunately could not attend today.

[Councillor John Peters and Chief Officer Andrea Aleck provide territorial welcome and remarks]

- Thank you Councillor John Peters and Chief Officer Andrea Aleck.
- Now, it's my pleasure to introduce the Premier of British Columbia, John Horgan.
- He will be telling us about today's announcement in a few moments.
- But first, the Premier would like to present a gift to the Kwikwetlem [kwee-kwet-lum] First Nation.

- I'd like to ask Councillor John Peters and Chief Officer Andrea Aleck to come forward to accept the gift.

[Premier gives gift to Councillor Peter and Chief Officer Andrea and then Premier immediately goes into remarks]

- Thank you Premier.
- I know I speak for many B.C. families when I say – it's fantastic to see the start of construction for such an important project...
- ...a project that is going to make a big difference for people and families affected by mental health and addictions issues.
- To speak more on this, I would like to welcome Minister Judy Darcy to the podium.

[Minister Darcy speaks]

- Thank you, Minister Darcy.
- As Minister Darcy mentioned, this new centre will give people the environment and care they need to get well and live happy lives.
- It will also help us bring more critical mental health and addiction supports and services into one location – here

at Riverview

- As I mentioned earlier, today we have the Carl Roy, the president and CEO of the Provincial Health Authority Services here to share in this great moment.
- I would like to invite him up to say a few words.

[Carl speaks]

- Thank you, Carl.
- What resonates with me is that this is really a family made project.
- Families played a key role in the design of this project, which helps them best support their loved ones.
- Our next speaker knows firsthand the value and importance of this new centre.
- Her nephew was a patient at the Burnaby Centre.
- She also played a role in the planning of the new facility.
- Please welcome Lisa to the podium.

[Lisa speaks]

- Thank you Lisa for all of the contributions you have made to this project.
- This new centre will go a long way to help people in need, support families and strengthen our communities.
- I would like to thank you all for being here today – your attendance on this momentous occasion is appreciated.
- I look forward to coming back and seeing this new facility once it's open.

[Event concludes - invite stage guests and speakers to participate in sod-turning.]



SPEAKING POINTS FOR
Hon. Selina Robinson
Minister of Municipal Affairs and Housing

Release of National Housing Strategy

Wednesday, November 22, 2017
11:45 a.m.

Woodwards Community Housing
Skyroom, 10th Floor
131 West Hastings St.
Vancouver

Please check against delivery

Event contact on site:
Zach Segal, Public Affairs Advisor, CMHC
s.22

Event: Release of National Housing Strategy

Time: 11:45 a.m.
Minister speaks at 12:07 p.m.

Length of speech: 3 minutes

Location: Woodward's Community Housing
Skyroom, 10th Floor
131 W Hastings St.
Vancouver

Parking: XX

Contact: Zach Segal, Public Affairs Advisor, CMHC, Cell: s.22

Logistics: Remarks from federal and provincial ministers and Vancouver Mayor, followed by moderated QA

Dress Code: Business

Event summary:

- Jean-Yves Duclos, Minister of Families, Children and Social Development and Minister Responsible for Canada Mortgage and Housing Corporation, will announce details of the National Housing Strategy.

Background:

- In June 2016, Federal Provincial Territorial (FPT) Housing Ministers met in Victoria and agreed to move forward the development of a National Housing Strategy. Following this meeting, CMHC launched the "Let's Talk Housing" national consultation process over a period of four months, ending in October 2016.
- B.C. held provincial consultations in September 2016 with local governments, non-profit housing providers, Aboriginal housing providers and industry representatives. The results informed B.C.'s formal submission on the National Housing Strategy to CMHC. B.C. residents and stakeholders also had an opportunity to contribute by submitting comments directly to the federal government.
- In November 2016, FPT ministers agreed to be primary partners in developing a National Housing Strategy that supports all Canadians to have access to safe, affordable and appropriate housing.

Key participants:

- The Honourable Jean-Yves Duclos, Minister of Families, Children and Social Development
- The Honourable Selina Robinson, Minister of Municipal Affairs and Housing
- Gregor Robertson, Mayor of Vancouver
- Evan Siddall, CEO, CMHC
- Kishone Roy, CEO, BC Non Profit Housing Association

Key Messages:

- We welcome the announcement of a National Housing Strategy.

- This is a good first step - it signals a renewed commitment from the federal government to affordable housing.
- We know the federal government understands the urgent need for affordable housing in B.C.
- I look forward to working with the Federal Minister to make sure our investments complement one another on this critical issue.
- Our government is working hard on a comprehensive housing strategy that will address housing affordability for all British Columbians.

Agenda

Ceremony begins at 12:00 p.m.

- | | |
|-------------|---|
| 11:40 a.m. | Minister Duclos arrives at the event and is escorted to a green room for a pre-briefing. |
| 11:55 a.m. | End of pre-briefing. Minister Duclos, Minister Robinson, Mayor Robertson, Evan Siddall and Kishone Roy are escorted to the press conference room. |
| 12:00 p.m. | MP Aldag and MP Fry welcome guests and ask for Mr. Roy to come to the stage. |
| 12:01 p.m. | Kishone Roy, Master of Ceremonies, welcomes guests and introduces Minister Duclos. |
| 12:02 p.m. | Minister Duclos delivers remarks and introduces Minister Robinson. |
| 12:07 p. m. | Minister Robinson delivers remarks and introduces Mayor Robertson. |
| 12:10 p.m. | Mayor Robertson delivers remarks and introduces |
| 12:13 p.m. | Moderator invites media to ask questions. |
| 12:30 p.m. | End of media availability. |

SPEAKING NOTES

Good morning everyone.

Thank you to Minister Duclos for travelling to Vancouver to share some of the details of the National Housing Strategy.

I am honoured to be here on behalf of Premier John Horgan and the Government of British Columbia.

We are standing in the most unaffordable place to live in Canada – and one of the most expensive housing markets in the world.

But housing affordability is not just a big city problem.

Homelessness is on the rise throughout our province.

Vacancy rates are near zero in many communities and families can't afford to get into the housing market.

Tens of thousands of people are putting half of their income, or more, towards housing.

People need to be able to live and work in their own communities.

We have to work together to address the crisis in housing affordability. None of us can do it alone.

That is why our government is building and strengthening partnerships across the housing industry and with others who have a stake in addressing the crisis.

We are bringing together Indigenous leaders, post-secondary institutions, non-profit housing operators, developers and others with all levels of government

Because partnerships are the only path to making homes more affordable for B.C. families.

In September I joined with hundreds of representatives at the Union of B.C. Municipalities convention.

Housing was on top of mind for many local leaders at that conference.

I met with local officials from across the province, and we laid the groundwork for housing action.

I have also been holding roundtable meetings with city planners, developers, non-profit housing providers, and tenant groups.

From the Urban Development Institute to the BC Non-Profit Housing Association and the Co-op Housing Federation of BC – we are working to bring everyone together.

And as Chair of the Provincial Territorial Ministers' Housing Forum, I have had a number of discussions with Minister Duclos.

We are pleased to learn more about the National Housing Strategy.

It is a good first step – a sign of renewed commitment from the federal government to affordable housing.

We are all looking forward to learning more details in the coming days and weeks.

We are already taking meaningful steps to address many of the issues facing people in our province.

Our September budget update included funding for 1700 new affordable rental homes province-wide, and we are already working with cities to get them started.

And we are moving quickly to deliver 2,000 new modular homes to directly support those who are homeless.

More than 900 modular housing units have already been committed to the Cities of Prince Rupert, Terrace, Vancouver, Vernon, Smithers and Surrey.

We are only just getting started on the path to 114,000 new units of affordable housing –

The housing crisis wasn't created overnight. And it won't be fixed overnight. We have so much more to do.

We are thankful that the federal government understands the urgent need for affordable housing in B.C.

We welcome today's announcement. We're excited to build on it.

Together, we can take real action to improve the lives of people.

Together, we can build homes for B.C. families – and nurture the heart of our communities.

Together, we can build a strong, sustainable economy that works for everyone.

I look forward to working with Minister Duclos and our other housing partners to make it happen.



SPEAKING POINTS FOR
Hon. Selina Robinson
Minister of Municipal Affairs and Housing

Master Municipal Construction Documents Association AGM

Friday, Nov. 24, 2017
12:45 – 1:05 p.m.

Grand A Ballroom, Executive Plaza Hotel
405 North Rd, Coquitlam

Please check against delivery

Event contact on site:
Mary Jean Cameron, event coordinator
Cell number: s.22

Event: Master Municipal Construction Documents Association AGM

Time: Minister speaks at 12:45 p.m.
Full event runs from 9:00 a.m. to 3:00 p.m. (lunch from 12:30 to 1:45 p.m.).

Length of speech: 20 minutes (maximum)

Location: Grand A Ballroom, Executive Plaza Hotel (405 North Rd, Coquitlam)

Parking: Available on-site; register licence plate with event organizers (do not pay at meters).

Contact: Mary Jean Cameron, event coordinator. Cell number: s.22

Logistics: Podium with riser and microphone.

Dress Code: Business/business casual

Event summary:

- Joint AGM for the Master Municipal Construction Documents Association (MMCDA) and Municipal Engineers Division of Engineers and Geoscientists BC
- Minister Robinson delivers keynote address (up to 20 minutes) at 12:45 p.m. She is welcome to attend lunch following her speech.
- The keynote and AGMs are part of a full-day conference that runs from 9:00 a.m. to 3:00 p.m.
- Directly after the ministers presentation, photo op with MED and MMCD reps presenting Minister Robinson with a gift.

Background:

- The MMCDA is a non-profit supported by over 60 municipalities and over 40 engineering and contractor associates. It:
 - Provides template contract documents, drawings and specifications, plus training and publications for local government civil infrastructure such as roads, water, sewer, and drainage
 - Establishes a tendering process and bid evaluation methodology. More than 1,000 MMCD contracts have been employed in B.C. from the early 1990s.
 - Provides some free asset management tools for B.C. local governments to help set up asset management systems that are independent of software vendors, and that are scalable at a regional level – currently implemented by TRAN and in over 20 local governments.
- The MMCDA board is appointed by Engineers and Geoscientists BC (municipal engineers division), by the BC Road-Builders, by the Engineers Canada (BC division), and by Government
- Board members are appointed by the Ministry of Municipal Affairs and Housing and by the Ministry of Transportation and Infrastructure (TRAN). TRAN endorses the MMCD for use in Unorganized Territories.

Key participants:

- Alan Newcombe, Municipal Engineers Division and Infrastructure Divisional Director, City of Kelowna (EMCEE)
- Selina Robinson, Minister of Municipal Affairs and Housing
- Roeland Zwaag, president, MMCD
- Doug Louie, president, Municipal Engineers Division

Audience:

- 50-60 delegates representing local governments (mainly lower mainland), and engineering and construction companies
- VIPs include:
 - Roeland Zwaag, president, MMCD
 - Doug Louie, president, Municipal Engineers Division

What the audience wants to hear:

"We were hoping for an encouraging message about the commitment of the Province to comprehensive asset management, through planning grants and support of Asset management BC. We normally have high level representation from lower mainland communities as well as the consulting sector at our conference, so the audience would have a high level of interest."

Key Messages:

- Infrastructure, like many other priorities for local governments, benefits from careful planning and collaborative solutions.
- Infrastructure funding and asset management are being linked more closely than ever before, for all levels of government.
- I am proud that the Province is able to play a role in supporting your communities through a range of infrastructure and asset management funding.
- B.C. is recognized as a leader in asset management across Canada.

Agenda –

Time	Event Itinerary
8:30 a.m.	Registration and breakfast
9:00 a.m.	Event begins (welcome and workshops)
~12:25 p.m.	Minister Robinson arrives. <ul style="list-style-type: none"> • Parking available on site; do not pay at meters, register license plate number with organizers. • Event contact Mary Jean Cameron will greet the minister
12:30 p.m.	Lunch begins.
12:45 p.m.	Emcee Art Newcombe welcomes delegates and introduces minister.
12:47 p.m.	Minister Robinson speaks.
~1:00 p.m.	Speech concludes. Roeland Zwaag, president, MMCD, and Doug Louie, president, Municipal Engineers Division, present a gift to Minister Robinson. PHOTO-OP. The minister is welcome to stay for lunch.
1:45 p.m.	Lunch concludes.
3:00 p.m.	Event concludes.

INTRODUCTION

Good afternoon.

I am honoured to be here today to offer greetings on behalf of Premier John Horgan and the Government of British Columbia.

I would like to acknowledge the territory of the Kwikwetlem First Nation and Coast Salish peoples.

I hope you've all had an enjoyable morning at the workshops.

And my congratulations to all the board members who were just confirmed at the annual general meeting—your service is appreciated.

Thank you to both organizations—the Master Municipal Construction Documents Association and the Municipal Engineers Division of Engineers and Geoscientists BC—for inviting me to speak today.

Before being elected as an MLA, I served for two terms as a city councillor right here in Coquitlam.

So I understand some of the responsibilities and the challenges you may face related to infrastructure and asset management.

Important and complex work.

Our government is here to be a partner with you around sound asset management.

We are all working towards the same goal of safe, affordable, sustainable and well-built communities.

I see some familiar faces here from the Union of BC Municipalities Convention earlier this fall.

That convention was a tremendous opportunity for our government to hear directly from local leaders.

You heard me say then, and you'll surely hear me say again, that we are committed to working with local governments throughout the province to deliver on necessary infrastructure investments.

We're working in partnership with the federal government and local leaders to refresh, replace and upgrade infrastructure.

We will continue to be full partners in the new Building Canada's Small Communities Fund, the Clean Water Wastewater Fund, and the Federal Gas Tax Fund.

And what I heard over and over again at the convention was that investment in infrastructure and asset management can make a big difference in people's lives.

And it's a priority for local governments of all types and sizes, from everywhere in the province.

The services that infrastructure provides are key to our quality of life.

We all rely on clean water, sanitation systems, roads, networks and everything else that supports our families and business, our schoolchildren, our workers, our seniors, and our visitors.

The people we serve expect our local governments to build infrastructure responsibly, manage assets wisely, and delivery services efficiently.

Building and maintaining that crucial infrastructure requires long-term asset management planning.

That's why infrastructure funding and asset management are being linked more closely than ever before, for all levels of government.

With asset management now embedded in the Renewed Federal Gas Tax agreement, I am pleased to see that all 189 local governments in our province are stepping up to the plate.

For example, I know that:

- Coquitlam and Burnaby just presented at the Asset Management BC conference,
- The Northern Rockies Regional Municipality won the 2016 national award for asset management from the Canadian Network of Asset Managers, and
- The District of North Vancouver is leading the way in asset management and sustainable financial indicators.

Improving and implementing asset management means that services will be delivered more efficiently for people in your communities—and it also helps prepare them for the future.

I'd like to take a moment to credit the good work of the two organizations hosting today's event.

The Master Municipal Construction Documents

Association helps promote sound asset management throughout the province, and engineers do critical work in implementing the practices with local governments.

I'd like to commend both organizations for their wisdom in collaborating on common standards and approaches to managing infrastructure.

Their work benefits municipalities and regional districts, and also supports the private sector by providing certainty and predictability.

This collaboration will help all of us deal with the challenges of managing growth in our largest region, as well as tackling challenges associated with affordable housing.

Further, as a founding participant in Asset Management BC, the Master Municipal Construction Documents Association has helped establish strong asset management practices in B.C.

The association has contributed to building capacity, resources and tools around asset management, including tendering and contract administration tools, infrastructure data standards and an asset management data repository.

All of this is immensely helpful to communities of all sizes, throughout B.C.

Thanks in part to the work of the Master Municipal Construction Documents Association and our province's top-notch engineers, British Columbia is recognized as a leader in asset management across Canada.

We want to build on that reputation.

For our part, provincial programs will continue to link infrastructure funding with sound asset management.

My ministry supports asset management for local governments in several ways.

First, there is the Infrastructure Planning Grant Program.

By investing in asset management and planning, this program helps local government determine how best to manage their assets and finances for the long-term benefit of their communities.

These grants also help local governments meet the requirements to apply for capital funding.

Our ministry also provides funding for the Asset Management Planning Grant program, administered by the Union of BC Municipalities.

This funding supports activities that:

- advance a local government's asset management planning or practices, or
- help integrate asset management planning with long-term financial planning.

Another great example of partnership is our work with Asset Management BC and the Union of BC Municipalities to develop a guiding document for local governments.

Their Asset Management for Sustainable Service Delivery framework addresses:

- what is asset management,
- why it is necessary, and
- how it can be implemented to achieve sustainable service delivery.

The framework recognizes the complexity of comprehensive asset management, as well as the diversity of communities in B.C.

This is an excellent resource for local governments and key contractors as they examine their asset management practices.

The framework also raises the importance of sustainable service delivery.

From the Province's perspective, this is a crucial part of comprehensive asset management.

British Columbians expect their community services to be delivered in a socially, economically and environmentally responsible manner.

Sustainable service delivery ensures that the way today's community services are delivered does not compromise the ability of future generations to meet their own needs.

When we're talking about infrastructure, we're talking about building for the future—whether that's next spring, the next decade, or the next generation.

It's up to people like you to build the infrastructure that supports our quality of life, protects our health and safety, and promotes social, economic and environmental well-being.

CONCLUSION

Infrastructure, like many other priorities for local governments, benefits from careful planning and collaborative solutions.

I am pleased the Province is able to play a role in supporting your communities through a range of infrastructure and asset management funding.

By implementing asset management practices, local governments have the information required to make long-term sound decisions – decisions that improve the services that British Columbians rely on.

Our government supports you in this worthy endeavour.

Thank you.

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SPEAKING POINTS FOR
Hon. Selina Robinson
Minister of Municipal Affairs and Housing

BC Housing 50th Anniversary Gala

Friday, Nov. 24, 2017
6:50-6:55 p.m.

Delta Burnaby Hotel & Conference Centre
4331 Dominion St., Burnaby

Please check against delivery

Event contact on site:
John Bell
Chief Advisor Strategic Planning & Governance, BC Housing
Cell: s.22

Event: BC Housing 50th Anniversary Gala

Time: Event runs from 5:30 to 8:30 p.m.
Minister speaks at about 6:50 p.m.

Length of speech: About three minutes

Location: Delta Burnaby Hotel & Conference Centre (4331 Dominion St., Burnaby)

Parking: Valet parking available as well as a parkade directly across the street

Contact: John Bell, Chief Advisor Strategic Planning & Governance, BC Housing.
Cell: s.22

Logistics: Minister Robinson will be seated at table 16. No podium – mic on stand and a table for notes and water.

Dress Code: Semi-formal/dressy

Event summary:

- Gala for BC Housing employees to celebrate the organization's 50th anniversary.
- This is also BC Housing's staff holiday party.
- Minister Robinson will be seated at table 16, with BC Housing CEO Shayne Ramsay and ADM Greg Steves.

Background:

- Established in 1967, BC Housing develops, manages and administers a wide range of subsidized housing options across the province.
- BC Housing employs about 700 people and serves tens of thousands of British Columbians, including seniors, families, people with special needs, women and children fleeing violence, and the homeless.
- .

Key participants:

- Stephanie Volpiana, BC Housing Development & Asset Strategies branch (EMCEE)
- Adam McGirr, BC Housing HR (EMCEE)
- Shayne Ramsay, CEO, BC Housing
- Cassie Doyle, chair, BC Housing

Audience:

- About 450 people, primarily BC Housing employees and their partners/spouses.
- Some employees have travelled from outside metro Vancouver (e.g., Victoria, Prince George and Penticton).
- VIPs include:
 - Greg Steves, ADM, Housing
 - Cassie Doyle, chair of the Board of Commissioners
 - Chief Harvey McLeod, Upper Nicola Indian Band, board member
 - Faye Whiteman, board member

Key Messages:

- Your dedication to providing safe, affordable and functional housing for British Columbians makes a difference in people's lives.
- We are all united in our belief that having a place to call home is fundamental to the wellbeing of individuals and families
- Our top priority is to make life more affordable for British Columbians.
- Together, we're tackling a broad mandate, and we're taking first steps by delivering modular housing throughout the province.

Agenda

Time	Event Itinerary
5:30 p.m.	Cocktails
6:30 p.m.	Attendees asked to take their seats
6:45 p.m.	Emcees Stephanie Volpiana and Adam McGirr welcome attendees and introduce BC Housing CEO Shayne Ramsay.
6:47 p.m.	Shayne Ramsay speaks.
	Shayne Ramsay introduces Minister Robinson.
6:50 p.m.	Minister Robinson speaks (three minutes).
6:53 p.m.	Shayne Ramsay thanks Minister Robinson and introduces BC Housing chair Cassie Doyle.
6:54 p.m.	Cassie Doyle speaks.
7:00 p.m.	Speaking portion concludes. Dinner begins.
8:30 p.m.	Dinner concludes. Formal portion of event concludes. Bands and dancing continue until late.

INTRODUCTION

Thank you, Shayne.

Good evening.

I am honoured to be here today to offer greetings on behalf of Premier John Horgan and the Government of British Columbia.

Before I begin, I would like to acknowledge the territory of the **Coast Salish peoples**.

I would also like to acknowledge BC Housing chair, **Cassie Doyle**, as well board members **Chief Harvey McLeod** and **Faye Whiteman** for being here this evening.

Our Assistant Deputy Minister for Housing, **Greg Steves**, also joins us tonight.

They, along with **CEO Shayne Ramsay**, provide exceptional knowledge, experience and leadership to BC Housing.

And to all of the BC Housing employees here this evening, it is **your** dedication and commitment to providing safe, affordable and functional housing for British Columbians that truly makes a difference in people's lives.

Housing is a foundational part of creating healthy, thriving families and individuals.

Housing allows us to put down roots, provides security and gives us a sense of belonging.

That is why the work you do is so vital for communities across B.C,

Today's gala marks an important milestone.

For 50 years, BC Housing has been serving British Columbians—and your work is more important today than ever before.

Our government's top priority is to make life more affordable for ALL British Columbians.

We have a broad mandate and great responsibility to effectively deal with the housing crisis facing this province.

We have set an ambitious target of building 114,000 units of affordable housing across B.C. in partnership with the broad housing sector.

And we will not be able to deliver the affordable housing projects that people need without the expertise, dedication and commitment of everyone in this room.

Together **we** have a significant part in improving the daily lives of ordinary people throughout the province.

We have people here this evening from every region of B.C. and every sector of BC Housing.

Every single one of you plays a vital role in the important work our government has set out to accomplish.

That work is about the people that shape our cities—the 106,000 British Columbians you will help this year through provincial housing programs.

Our friends, our neighbours, and our family.

It's about the families and seniors who have access to rent assistance or social housing.

It's about people with special needs who benefit from supportive and assisted living.

It's about women and children fleeing violence who need a safe place to go.

It's about ensuring quality construction and consumer protection for buyers of new homes.

It's about the families who have access to rent assistance.

And it's about people facing homelessness who might otherwise be left out in the cold.

And I understand from Shayne that in addition to the difference you make through your work every day, you are also an incredibly generous group.

You've raised over \$100,000 for B.C. charities over the last three weeks through your Community Connections Program.

Our government believes that British Columbia's most vulnerable people, and those for whom affordable housing is no longer within reach, deserve our attention and support.

We believe that safe, affordable and functional housing makes a positive difference in people's lives.

And we believe there are a range of sustainable solutions that, together, we can pursue to effectively tackle the issue of affordability.

Your work with BC Housing is essential to bringing those solutions to fruition.

We are moving **quickly** to deliver 2,000 new modular homes to directly support those who are homeless.

More than 900 modular housing units have already been committed to the Cities of Prince Rupert, Terrace, Vancouver, Vernon, Smithers and Surrey.

Our September budget update included funding for 1700 new affordable rental homes province-wide, and we are already working with cities to get them started

That's incredible. And it's a direct result of all your hard work.

Well done, everyone.

Give yourselves a hand.

We are already seeing the fruits of our labour and I know there is much more to come.

Together, we can take real action to improve the lives of people in this province.

Together, we can build homes for B.C. families – and nurture the heart of our communities.

CONCLUSION

Thank you for inviting me here today.

It's inspiring to be among the BC Housing family to celebrate this landmark anniversary.

On behalf of the Province, I commend you all for your outstanding public service.

Keep up the great work!

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SPEAKING POINTS FOR
Hon. Selina Robinson
Minister of Municipal Affairs and Housing

Housing Central Conference 2017

Sunday, Nov. 17, 2017
6:45 -7:30 a.m. – Breakfast available
8:50 a.m. – Minister speaks

Britannia Ballroom
Sheraton Vancouver Airport Hotel
7551 Westminster Highway
Richmond

Please check against delivery

Event contact on site:
Diana Dilworth, Manager, Government Relations
BC Non-Profit Housing Association
604 831-8620 (cell)

Event: Housing Central Conference 2017

Time: Breakfast available from 6:45 -- 7:30 a.m.
Minister speaks from 8:50 -- 9:00 a.m.
Q&A with Kishone Roy and Thom Armstrong from 9:00 – 9:20 a.m.

Length of speech: 10 minutes

Location: Britannia Ballroom
Sheraton Vancouver Airport Hotel
7551 Westminster Highway
Richmond

Parking: There will be reserved parking for speakers/media at the front of the hotel, in front of the Starbucks.

Contact: Diana Dilworth, Manager, Government Relations
BC Non-Profit Housing Association
604 831-8620 (cell)

Diana will be watching for the Minister's arrival and will have her speaker badge

Logistics: Podium with microphone.

Dress Code: Business

Event summary:

- Minister Robinson will provide remarks followed by a sit-down Q&A session with Kishone Roy, CEO, BC Non-Profit Housing Association and Thom Armstrong, Executive Director, Co-op Housing Federation of BC. The questions are being provided in advance.

Background:

- Housing Central is B.C.'s Affordable Housing Conference and home to the annual gathering of the BC Non-Profit Housing Association (BCNPHA), Co-op Housing Federation of BC (CHF BC), Pacific Housing Research (PHRN) and now the Aboriginal Housing Management Association (AHMA).
- Three of these organizations are celebrating anniversaries: BCNPHA 25th, CHF BC 35th and AHMA 20th.
- Housing Central is western Canada's largest affordable housing conference with more than 1,100 delegates attending from across B.C. and Canada.

Key participants:

- Kishone Roy, Chief Executive Officer, BC Non-Profit Housing Association
- Thom Armstrong, Executive Director, Co-op Housing Federation of BC
- Margaret Pfoh, Chief Executive Officer, Aboriginal Housing Management Association
- Carol Frketich, BC Regional Manager, Affordable Housing, CMHC
- Isobel Mackenzie, Seniors Advocate

Key Messages:

- Our government is working on a Comprehensive Housing Strategy that will make housing more affordable for people all over British Columbia.
- We are proud to partner with the hundreds of non-profit housing providers across British Columbia that spend countless hours helping those in greatest need.
- These partnerships will be vitally important to help us reach our target of building 114,000 new units of affordable housing throughout the province.

Agenda

<u>Sunday, November 19 (Morning Plenary) – Day 1</u> <u>Britannia Ballroom 8:30 – 10:00 am</u>		
<u>8:30 – 8:40 am</u> (10 mins)	Kishone Roy, Thom Armstrong & Margaret Pfoh (All three to speak)	-Open conference (Celebrating anniversaries: BCNPHA 25 years, CHF BC 35 years, AHMA 15 years, BC Housing 50 years) -HC collaboration -Kishone intro Shane Pointe
<u>8:40 – 8:45 am</u> (5 mins)	<u>Shane Pointe</u>	- <u>Traditional Welcome</u>
<u>8:45 – 8:50 am</u> (5 mins)	<u>Kishone</u>	- <u>Thank Shane Pointe and provide gift</u> - <u>Intro Minister Robinson</u>
<u>8:50 – 9:20 am</u>	Selina Robinson, Minister of Housing and Municipal Affairs	-Intro from the Minister followed by Q&A
<u>9:20 – 9:25 am</u> (5 mins)	Thom	- <u>Thank Minister</u> -Intro Carol Frketich, CMHC BC Regional Manager, Affordable Housing
<u>9:25 – 9:40 am</u> (15 mins)	Carol Frketich, BC Regional Manager, Affordable Housing, CMHC	
<u>9:40 - 9:45 am</u> (5 mins)	Kishone	-Thank CMHC BC Regional Manager -Intro Seniors Advocate
<u>9:45 – 9:55 am</u> (10 mins)	Isobel Mackenzie, Seniors Advocate	
<u>9:55 – 10:00 am</u> (5 mins)	<u>Kishone</u>	-Thank Seniors Advocate, AGMs, Sector Supper, thank sponsors -Close plenary
<u>10:00 – 10:30 am</u>	<u>AM Networking & Tradeshow break</u>	

SPEAKING NOTES

Thank you, Kishone.

Good morning everyone.

Thank you so much for inviting me to join you.

I would like to acknowledge the territory of the Coast
Salish, including the Musqueam (Mus-kwee-um) Peoples.

I am honoured to attend this year's Housing Central Conference.

You have been on the front lines of the housing affordability crisis and I have been looking forward to the opportunity to speak to all of you under one roof.

It is my job **and your** job to work for the people who have been left behind by the housing market...

...and this conference provides an important opportunity to exchange ideas and share best practices on how we can work together to tackle the housing affordability crisis that faces British Columbia.

Housing is a foundational part of creating healthy, thriving families and individuals.

Housing allows us to put down roots, provides security and gives us a sense of belonging.

But sadly, there are thousands of people for whom this is nothing but a dream. An unattainable luxury.

And a home should never be a luxury.

During my time in local government, as an MLA, and now as Minister of Municipal Affairs and Housing, I have heard

many heartbreaking stories of people who are not able to find the kind of housing they need.

Families who are forced to live in tents with their young children because there is simply nowhere else to go.

Seniors who are faced with the terrifying reality of having to live in their car, or worse.

I know you see this day in and day out too.

And it's not just affecting those we often think of as vulnerable. We are now at the point where more and more working people find themselves living on the street.

Over 20 percent of the 3,600 homeless people in Metro Vancouver have jobs. They are working part or full-time and still do not have a roof over their head.

Those who do have a home are struggling just to get by.

43 per cent of Metro Vancouver's renters and 32 per cent of all households in the region are spending more than a third of their income on housing.

But this is by no means just a big city problem.

Housing costs are driving unaffordability in **every region** of the province.

There are many reasons why. And the reasons and solutions are not the same for every community.

But each local solution will need to be part of a larger provincial and national strategy.

And that's where our government comes in.

I strongly believe that when people work together, we can accomplish great things.

Delivering our goal of 114,000 affordable homes over the next ten years will require coordinated effort from every level of government and with housing leaders across the province.

Doing it right will require strong partnerships like the ones the Province has with you and hundreds of other dedicated non-profit housing providers.

We know that our government would not be able to deliver the affordable housing projects that people need without the expertise, dedication and commitment of our non-profit housing partners.

Over the last few months I have had a chance to meet staff from many non-profits and I want to say how grateful I am for the countless hours you spend every day to help those in greatest need.

I look forward to working with all of you to make sure more British Columbians have a safe and affordable place to call home.

Our government's top priority is to make life more affordable and in our short time in government, we have already taken meaningful steps to address many of the issues facing people in our province.

Recognizing the urgent needs of the most vulnerable in our communities, we have taken immediate action to begin to address homelessness across B.C.

We have done that with significant new funding to create 2,000 new modular housing units which will directly support those who are homeless.

And an important addition to that investment: we are also providing more than \$170 million in operating funding over three years for 24/7 staffing and support services.

To deliver this, we will rely heavily on the crucial services your sector provides.

Working together, we will make sure there will always be support staff on hand, to ensure residents of these homes receive the vital services they need in a safe and secure environment.

I am proud to say that earlier this week, we announced partnerships with three cities – Prince Rupert, Terrace and Vernon – to develop modular housing projects.

They follow Vancouver as the next communities to include modular housing as part of a solution to help address homelessness.

We continue to work with many other communities across British Columbia who see the need and are working with us to find the appropriate solutions.

And as most of you know, while housing is a key part of the answer, these solutions need to be multi-faceted.

That is why I am working closely with the Minister of Social Development and Poverty Reduction and the Minister of Mental Health and Addictions to develop a homelessness action plan.

As part of the plan, we will soon have a province-wide homeless count so that we have a better understanding of the extent of the situation in our communities.

Whether it is people struggling with homelessness or families in need of affordable housing, we want to ensure more people have safe and secure housing.

That's why in our budget update we also committed to build 1,700 new units of affordable rental housing throughout the province.

Many of you in this room will be partnering with us to deliver on this commitment.

These new units will provide affordable housing for a variety of people in need, including families, seniors and people at risk of homelessness.

This is only a start in reaching our target of building 114,000 new units of affordable housing.

And we know that the need for housing that is affordable goes beyond those who are most vulnerable.

As I mentioned earlier, people who have full time jobs are struggling too.

We recognize that an entire generation is at risk of being priced out of the housing market completely.

And so we will be helping working British Columbians so they can afford to stay in the communities they choose to live, whether as home owners or renters.

For a long time, renters have borne the brunt of B.C.'s housing crisis.

They have been caught in an imbalanced system where demand far outweighs supply.

This has made them a target of unfair and greedy practices by some bad landlords who undermine the integrity of that rental industry.

This fall, our government introduced legislation to close the unfair fixed-term lease loophole that is hurting renters by allowing some landlords to bypass rent control.

Closing this loophole will give tenants the security they deserve when signing a rental lease and protection from unfair rent increases.

We have also taken steps to improve services for both renters and landlords by providing \$7 million over three years to increase resources in the Residential Tenancy Branch, to eliminate the backlog caused by years of under-funding.

Solving the housing affordability challenge will take partnerships with many different groups in the housing sector. Since taking on this role, I have met with municipal leaders, city planners, developers, non-profit housing providers, and tenant groups to get their insights on each aspect of what is a complex issue.

These insights, along with my recent meetings at the Union of BC Municipalities Convention, will inform a housing conference we are planning for early next month.

We will make meaningful connections between the Province, local governments and key housing sector stakeholders, to share ideas and **together** identify solutions that can build on the steps we have already taken.

This will feed into our government's work on a Comprehensive Housing Strategy to make housing more affordable for people all over British Columbia.

And this **is just the beginning**.

Because even though our government did not create the mess we are in, people elected us to fix it.

I look forward to our future as partners – I know that by working together, we will improve the lives of people throughout our province.

I hope you all have an enjoyable and productive conference.

Thank you.



SPEAKING POINTS FOR

Judy Darcy

Minister of Mental Health and Addictions

Drug checking pilot

Powell Street Getaway
Supervised Consumption Site
528 Powell St.
Vancouver

Friday, November 10, 2017

8:30 a.m. – 9:30 a.m.

8:10 a.m. (arrival time)

8:31 a.m. (speech)

Event Profile:

- An event to announce the expansion of drug checking services across B.C.
 - \$3 million in funding over three years to support expansion of drug testing.
 - Expanding pilot testing of fentanyl drug testing strips at all overdose prevention sites and supervised consumption sites that don't already have them.
 - A BC Centre on Substance Use pilot project in Vancouver that will explore and evaluate the effectiveness of a new drug checking machine funded by the City of Vancouver.
 - BCCSU will use the data from the machine and fentanyl strips in their study to determine whether these services should be expanded provincially.
- This event will highlight the importance of partnerships in tackling the opioid crisis and the ongoing commitment and work of the government to save lives.

Audience:

Media, as well as some local stakeholders from health authorities, BC Centre on Substance Use and community agencies, including peers.

What does the audience want to hear?

- What government is doing now to address the overdose crisis.
- How this investment and pilot project will help save lives.
- What else the government is doing to end the overdose crisis.

Will anyone from the ministry be in attendance?

No

Event Details:

- Parking: someone will meet the Minister at the front of the building and will guide her to a reserved parking spot in a gated parkade at the back of the building.
- Speakers will be seated at two tables, with table microphones.
- Behind will be Vancouver Coastal Health banners and Lookout Society sign.
- There will be a listen-only media call-in line.
- Following the speakers, there will be a demonstration of the drug checking machine.

Speakers:

- Judy Darcy, Minister of Mental Health and Addictions
- Gregor Robertson, Mayor of Vancouver

- Sunny Khangura, NP, Director of Health, Lookout Housing & Health Society (EMCEE)
- Dr. Mark Lysyshyn, Vancouver Coast Health Medical Health Officer
- Dr. Keith Ahamad, addiction specialist & researcher with the BC Centre on Substance Use
- Dean Wilson, BCCSU peer representative

Itinerary:

Event Summary	Indoor event in meeting room at Powell St Getaway Backdrop: VCH Banners and Lookout Society Sign Minister of Mental Health and Addiction
Time	Event Itinerary
7:00 am	FMAV techs and Jarrett Hagglund arrive for set-up
8:10 am	Minister and Speakers arrive onsite and proceed to briefing room
8:20 am	Event briefing led by Jarrett Hagglund
8:30 am	Event Begins
8:30 am	MC Sunny Khangura welcomes media, introduces speakers & asks Minister Darcy to speak
8:33 am	Minister Darcy speaks (2 mins)
8:35 am	MC asks Mayor Robertson to speak
8:36 am	Mayor Robertson speaks (2 mins)
8:38 am	MC asks Dr. Mark Lysyshyn to speak
8:39 am	Dr. Mark Lysyshyn speaks (2 mins)
8:41 am	MC asks Dr. Keith Ahamad to speak
8:42 am	Dr. Keith Ahamad speaks (2 mins)
8:44 am	MC asks Dean Wilson to speak
8:45 am	Dean Wilson speaks (2 mins)
8:47 am	MC introduces media Q and A
8:48 am	Media Q and A, Led by Marielle Tounsi
8:58 am	Q and A ends, MC calls participants together for photo
9:00 am	Photo
9:03 am	Folks transition to drug testing area
9:05 am	Demonstration of drug testing (Photo Opportunity)
9:25 am	Event ends

Event Contact:

Jarrett Hagglund
Manager, Event Services
Government Communications and Public Engagement
cell: 604-817-1458
email: Jarrett.Hagglund@gov.bc.ca

Comment [ZHG1]: Sec. 19

Key Messages:

- TO COME

INTRODUCTION

- Thank you, Sunny.
- Good morning and thank you for being here today for this important announcement.
- Acknowledge important guests
 - Mayor of Vancouver, Gregor Robertson;
 - Sunny Khangura, NP, Director of Health, Lookout Housing & Health Society (emcee)
 - Dr. Mark Lysyshyn, a Vancouver Coast Health medical health officer; and,
 - Dr. Keith Ahamad, an addictions specialist and clinical researcher with the BC Centre on Substance Use.

- And Dean Wilson – a peer representative from the BC Centre on Substance Use.
- As we heard yesterday from the B.C. Coroner's Service, we continue to grapple with the most serious and devastating public health emergency this province has faced in decades....
- ...In September alone - 80 more families suffered the loss of a child, a spouse, or a friend to the overdose crisis.
- We are seeing an average of four people dying every day in our province.
- This is heart breaking, unacceptable and preventable.

- I stand here today thinking of these families and the thousands of others we have lost to overdose.
- And I stand here today to tell you we continue to escalate our response to this devastating overdose crisis – we have to keep doing more to save lives until we reverse this terrible situation.
- We need to use all the tools at our disposal to combat this crisis...
- ...and we think that drug-checking could be one of these tools.
- We are moving forward with this pilot project on the recommendation of the clinical experts and stakeholders on the overdose response Joint Task Force and Steering Committee Working Group.

- Drug checking can give people the information they need to make choices – how much to use or whether to use at all.
- This information can save a person's life.

ANNOUNCEMENT

- This brings me to why we are here today.
- I'm proud to announce we are expanding the piloting of drug checking services across this province.
- It starts with a new drug-testing pilot project with the City of Vancouver and the BC Centre for Substance Use and Vancouver Coastal Health.
- The pilot project will use innovative technology to check drugs for harmful and potentially deadly substances.
- This project will also form the basis of a study led by the BC Centre on Substance Use.

- The study will look at the effectiveness of this type of technology and the potential to use it in communities across B.C.
- The City of Vancouver has partnered with the BC Centre on Substance Use (BCCSU) on the project...
- ...and has generously provided the funding for the new machine.
- Mayor Robertson and our other speakers will tell you more about it, in a few minutes.
- I'm also proud to announce we will be expanding our piloting of fentanyl testing strips to all supervised consumption sites and overdose prevention sites in communities across B.C.

- This is based on initial evidence from a year-long pilot study at Insite that drug-checking can save lives – by empowering people to make safer decisions about the substances they are using.
- Our research into drug testing will help us answer key questions about how effective and reliable these technologies could be to help reduce the devastating number of people dying across the province from overdoses.
- As part of \$322 in new funding to combat the overdose crisis and improve access to supports for people who are struggling with addiction, the province has targeted \$3 million to expanding and testing drug checking services.

CONCLUSION

- Today's announcement is part of our mandate to save lives and prevent the needless suffering of families in communities across B.C.
- As I have said many times before, tackling the overdose crisis will take a "Whole Province" approach.
- This pilot and partnership is an example of just that.
- Together, we can end the suffering, help people heal and most importantly save lives.
- Thank you.



SPEAKING POINTS FOR

Judy Darcy

Minister of Mental Health and Addictions

Overdose Emergency Response Centre

Vancouver Acute Emergency Operations Centre
Vancouver General Hospital
899 W 12th Ave, Vancouver

Friday, December 1, 2017

1:00 p.m. – 2:00 p.m.

12:40 p.m. (arrival time)

1:02 p.m. (speech)

Event Profile:

Minister Judy Darcy will announce an escalation of the response to the ongoing overdose crisis in B.C. by launching a new provincial Overdose Emergency Response Centre. This emergency response structure will be a provincial hub to coordinate a multi-agency and cross-government response that ensures rapid action and monitoring of the emergency at the provincial, regional and local levels.

Speaking at the event will be: Provincial Health Officer Dr. Perry Kendall, co-chair of the existing Joint Task Force on Overdose Response; and Dr. Patricia Daly, head of the Overdose Emergency Response Centre and Vancouver Coastal Health's Chief Medical Health Officer. Dr. Evan Adams, Chief Medical Officer of the First Nations Health Authority will also speak, bringing a First Nations perspective on the overdose crisis. John Hedican, a family member affected by the overdose of a loved one, will provide the human perspective beyond the numbers, and why the escalated response is so important. His wife Jennifer will join him, but she will not have a speaking role.

The event will be held at the largest of the two emergency operations centres (EOC) in Vancouver General Hospital, followed by a tour for media and guests of the new Overdose Emergency Response Centre (OERC). The OERC is in the smaller EOC just down the hall from where the speeches will be given and where the pre-brief will be held. Dr. Daly and Minister Darcy will lead the tour for the media and participants.

Audience:

There will be about 40 guests, representing a range of stakeholders involved in combatting the overdose crisis and supporting people with addiction, including health, social service and public safety sectors, first responders, municipal government, First Nations and people and families with lived experience. Media will also be in attendance.

What does the audience want to hear?

How the province is escalating the response to the overdose crisis to save lives and better support people with addiction on a path to recovery.

Will anyone from the ministry be in attendance?

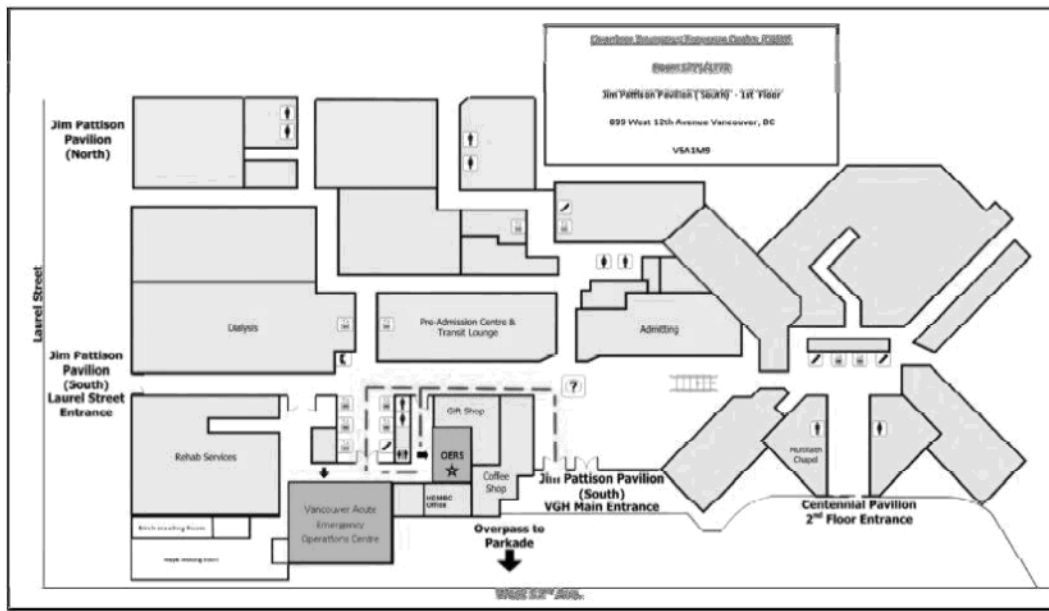
- Doug Hughes, Deputy Minister
- Dr. Perry Kendall, Provincial Health Officer

Event Details:

The announcement is taking place in the room known as the Vancouver Acute Emergency Operations Centre. To get there, enter via Vancouver General Hospital Main Entrance at Jim Pattison Pavilion (South). Turn left at Admitting and walk past gift shop, then follow signs to the Ministry of Mental Health and Addictions event.

Marlene Behrens will meet the Minister upon arrival to show her to the pre-brief room.
Meaghan – please text Marlene five minutes prior to arrival.

Wayfinding map: for the pre-brief you will head to the actual OERC (starred on the map). After the pre-brief, you will move to the Vancouver Acute EOC where the speaking portion of the event will be done. Note: Minister Darcy and Dr. Daly will close with a tour of the actual OERC.



The event room will have a podium for speakers.

Parking: Minister is taking alternate transportation to the event, so no parking arrangements have been made. Please note – if Minister requires parking, please advise Ministry of Mental Health and Addictions Communications immediately.

Event Contact:

Name: Marlene Behrens
Event coordinator, GCPE
cell: 778-584-1253

Comment [ZHG1]: Sec. 19

email: marlene.behrens@gov.bc.ca

Key Messages:

- We are escalating our response to the devastating overdose crisis that is leaving families and loved ones in unimaginable pain.
- With the launch of a new Overdose Emergency Response Centre, we will bring together communities and partners to take urgent local action to save lives and better support people toward treatment and recovery.
- The Centre will focus targeted resources where they are needed most, to strengthen life-saving action in communities on the ground.
- Based on enhanced overdose information monitoring, new regional response teams and community action teams will identify people at risk of overdose before it's too late, and intervene early to provide proactive treatment outreach and social supports like housing.
- With this escalated overdose response, we'll be working together to not just prevent overdose deaths today, but to get at the heart of the crisis, so that no one has to lose another loved one.

Itinerary:

Time	Event Itinerary
Event Summary	Indoor event with announcement by Minister of Mental Health and Addictions in Vancouver General Hospital's (VGH) acute Emergency Operations Centre (EOC), followed by a tour of VGH's community EOC, which will house the Overdose Emergency Response Centre (OERC).
Key contacts	Media relations: Stephanie Sherlock Photographer: Don Craig Videographer: Stephen Hargreaves Event Coordinator: Marlene Behrens
10:15 a.m.	Event Coordinator and AV Specialists on site for technical setup
12:30 p.m.	Guests and stakeholders begin to arrive, are escorted to announcement location
12:45 p.m.	Pre-brief with speakers, led by Event Coordinator Location: OERC room, located around the corner from EOC <ul style="list-style-type: none"> • Dr. Perry Kendall, Provincial Health Officer • Judy Darcy, Minister of Mental Health and Addictions • John Hedican, father of Ryan Hedican, who died due to overdose in April • Dr. Patricia Daly, Vancouver Coastal Health Chief Medical Health Officer • Dr. Evan Adams, Chief Medical Officer, First Nations Health Authority
12:55 p.m.	Speakers move to announcement area
1:00 p.m.	Dr. Perry Kendall welcomes guests and introduces speakers, invites John Hedican to podium
1:02 p.m.	John Hedican delivers remarks on impact
1:04 p.m.	Dr. Kendall thanks Mr. Hedican, introduces Minister Darcy
1:05 p.m.	Minister Darcy delivers remarks
1:08 p.m.	Dr. Kendall thanks Minister Darcy, introduces Dr. Patricia Daly
1:09 p.m.	Dr. Patricia Daly delivers remarks
1:11 p.m.	Dr. Kendall thanks Dr. Daly, introduces Dr. Evan Adams
1:12 p.m.	Dr. Evan Adams delivers remarks
1:14 p.m.	Dr. Kendall thanks Dr. Adams, delivers closing remarks, and opens up to media questions
1:16 p.m.	Media availability from the podium Moderated by Stephanie Sherlock
1:30 p.m.	Media escorted to OERC for tour of space Tour will be led by Patty Daly and Minister Darcy
1:40 p.m.	Guests led to the OERC to tour space
2:00 p.m.	Event concludes
2:01 p.m.	Minister to do b-roll with videographer on site

- Thank you, Dr. Kendall.
- I would like to begin by acknowledging that we are on the territory of the Coast Salish people, and the Musqueam, Tsleil-Waututh [Sail-wha-tooth] and Squamish Nations.
- I welcome our guests, our partners and stakeholders, and members of the media here today.
- I'd also like to acknowledge Grand Chief Doug Kelly, Chair of the First Nations Heath Council and Tribal Chief and President of the Sto:lo [Staw-lo] Tribal Council. It's a pleasure to see him here today.
- And in particular I'd like to offer a heart-felt thank you to John and Jennifer for your willingness to share your story with us.
- We can never lose sight of the human impact – it must be at the forefront of our minds always as we grapple with this crisis.

- We are here today in the sobering context of the overdose crisis – a poisoning crisis – which has killed more than 1,100 people this year alone.
- Behind every one of those numbers is a family and loved ones – families like John and Jennifer’s – who have been left in unimaginable pain.
- I also want to acknowledge the concerted effort to date across the system to combat this crisis.
- Since Dr. Kendall declared the public health emergency 18 months ago, the work done under the leadership of the Joint Task Force has without a doubt saved countless lives.
- In fact, the urgent actions we have taken since our government took office in July have been based on the recommendations of the Joint Task Force.

- But despite all of this work and the lives saved, the reality is that we continue to lose people in record numbers.
- We need to do more.
- It is for families like John and Jennifer's...
- For the 1,100 families who have lost a loved one this year...
- And the many more who are terrified of losing someone...
- That we are escalating our response to this devastating public health emergency.
- Today we are launching a new Overdose Emergency Response Centre to combat the crisis.
- This is a public health emergency, and we need to treat it that way in every respect.
- This new Emergency Response Centre will bring the kind of passion, professionalism, dedication and resources we've seen brought to bear in other large-scale emergencies – focused on solving this crisis.

- We are putting this new Emergency Response Centre in place to fuel urgent local action, and rapidly implement locally driven solutions on-the-ground...
- Actions to prevent overdose deaths...
- Actions to support people toward treatment and recovery.
- Our government has committed \$322 million in new funding to escalate our response to the overdose crisis.
- This centre will make sure those resources are targeted on the front lines, where they are needed most.
- The provincial Overdose Emergency Response Centre will work closely with new regional and local teams to direct resources where they will make the most difference in saving lives and supporting people at risk.
- The centre will be located here at Vancouver General Hospital - just down the hall – in a fully equipped Emergency Operations Centre.

- We will tour that space shortly.
- The provincial centre will be headed by Dr. Patricia Daly, who we'll hear more from in a few minutes.
- It will have dedicated staff from the Ministry of Health, Health Emergency Management BC, First Nations, public safety, first responders – police, fire, ambulance – addiction specialists, people with lived experience, and a range of other experts.
- They will be closely tracking data on overdoses so that we can predict, prevent and act quickly to save lives and support people living with addiction.
- We are also creating new regional response teams in each health authority.
- They will work with communities hardest-hit by overdoses to form local community action teams to lead action on the ground.

- Right across the province, people have been working incredibly hard to combat this crisis and save lives.
- They've been doing the best they can, but they need more help.
- We need to leverage the work they've been doing, to build on it and to expand what we know has been working.
- Our provincial and regional teams will be working with the community action teams, focusing on four areas of action:
 1. Expanding community-based harm reduction services.
 2. Increasing the availability of naloxone.
 3. Addressing the unsafe drug supply.
 4. And – perhaps most importantly – proactively identifying and supporting people at risk from drug use.

- More than 2,000 overdoses have been reversed at overdose prevention and supervised consumption sites in the past year.
- That's a lot of lives saved.
- The fact is, we know these sites work.
- There has not been one overdose death at any of them.
- The community action teams will make sure that we expand the reach of these harm reduction services to save more lives.
- Naloxone of course is also critical for saving lives.
- We know more than 12,000 take-home kits have been used to reverse overdoses.
- The new emergency response centre and local teams will work together to make naloxone kits and training even more widely available in communities.

- To address the unsafe, poisoned drug supply, the regional and community teams will also take action to expand drug checking into more sites.
- They will increase access to substitution drugs such as Suboxone and injectable hydromorphone.
- And these teams will also work together to identify and support people at risk of overdose.
- If someone comes to the hospital after an overdose – there will be follow up to fast track them into treatment.
- I was in Kamloops last month, where this is really working.
- After someone has been in the emergency department for an overdose, their goal is connect that person to treatment within hours.
- Sometimes it takes a little longer – but generally not more than a day.

- That person gets offered treatment – like Suboxone – as well as connections to other supports they might need.
- It's also important to say that we can save someone's life, but if they don't have a roof over their head, they have no pathway to hope.
- That's why BC Housing and community agencies will be important partners on community action teams – to make sure anyone in that situation has a roof over their head.
- Because we have to put supports in place that people need to start down a pathway to recovery.
- The people who will be on the community action teams know their community and know what's needed on the ground.
- The solutions might look different in every community – but they will be locally driven and delivered.

- As I have met with people on the front lines around the province, I have seen many examples of ways we can help to stop this crisis.
- Examples like the one I shared about Kamloops.
- It's about saving lives and helping people to turn their lives around.
- It will take partners across all sectors and entire communities working together to solve this crisis.
- We know that Indigenous people are disproportionately affected by this overdose crisis and are dying in numbers three times greater than the population at large – the result of intergenerational trauma caused by colonization, racism and residential schools.
- That is why First Nations Health Authority representatives will play an integral role at the provincial and regional response centres – to make sure cultural safety and humility is embedded in all of our actions.

- Local First Nations and Indigenous people will be central to the work of the community action teams.
- The emergency response centre will also take action to address stigma and discrimination and human rights, because we know this is also a significant barrier for people with addiction.
- Everyone in B.C. has a role to play in combatting stigma, in having those courageous conversations with friends and family and co-workers who may be struggling with addiction.
- From the hockey coach to business owners, trade unions and faith groups, everyone has to step up to the plate – to reach out, to say this is a health issue and we are going to treat it as such.
- Our new emergency response strategy brings together an army of partners at all levels – community, regional and provincial – with a common determination to stop the tragic loss of life.

- We know combatting the overdose crisis will take a ‘whole province’ approach.
- This escalated response – supported at all levels by the Overdose Emergency Response Centre – is exactly that.
- I want to thank everyone here for coming – for partnering with us – and for working so hard to take bold, innovative action to stop the needless suffering of so many people in our province.



SPEAKING POINTS FOR

Judy Darcy

Minister of Mental Health and Addictions

Adverse Childhood Experiences Summit

Sheraton Wall Centre, Grand Ballroom
1088 Burrard St.
Vancouver, BC

Tuesday, November 14, 2017

1:00 p.m. – 2:30 p.m.

12:45 p.m. (arrival time)

1 p.m. (panel)

Event Profile:

The Adverse Childhood Experiences Summit brings local, regional, and national speakers together to focus on evidence-based practices that prevent and address the intergenerational transmission of Adverse Childhood Experiences (ACEs). Multiple breakout sessions will encourage and promote inter-professional networking.

Attendees will return home with tools and ideas for addressing Adverse Childhood Experiences and building resilience within their own communities.

Panel Information:

Minister Darcy will provide closing remarks for a panel on Adverse Childhood Experiences and the Overdose Crisis on the main stage in the Grand Ballroom. The opioid panel will be located on main stage.

Minister Darcy will have 10 minutes once the panel discussion has closed to make closing remarks.

Immediately following the panel, Minister Darcy will be escorted to meet with Dr. Vincent Felitti to enable private discussions for twenty minutes in the Parksville Room. Dr. Felitti is one of the world's foremost childhood trauma experts and co-principal investigator of the Adverse Childhood Experiences Study.

The panel will take place from 1:15p.m. to 2.30pm. Minister Darcy's remarks will be from 2.30 p.m. to 2.40 p.m. Dr. Dan Reist is the Moderator for the panel. Participants are:

- Roger Chaffin, Chief of Calgary Police
- Dr. Kora deBeck, BC Centre of Substance Use
- Allison, Parent of a daughter with early childhood trauma and substance use issues
- Linda Lupini, Executive Vice-President of BC Emergency Services
- Dr. David Smith, a psychiatrist in the Interior of B.C.

Flow of Panel: 1.15 – 2.30 short presentations, questions emanating from table discussions among the participants and final wrap up comments

At 2.30 Dr. Dan Reist will introduce the Honourable Judy Darcy MLA, Minister of Mental Health and Addictions

At 2.40 the Minister will be escorted to meet with Dr. Vincent Felitti

Audience:

The audience will consist of approximately 550-600 Summit attendees. Media will not be in attendance.

Event Contact:

Nikita Soares

s.22

nsoares@doctorsofbc.ca

Event Details:

Upon arrival, Minister Darcy will be greeted in the lobby of the North Tower (where the grand ballroom is located) by Nikita Soares or Lisa Despins.

Paid or valet parking is available on site, however it is also only a ten-minute walk from the Burrard Expo SkyTrain stop (below).



PANEL PARTICIPANTS

Name	Photo
<p>Dan Reist – PANEL MODERATOR</p> <p>Dan leads the Centre of Addictions Research at the University of Victoria.</p>	
<p>Roger Chaffin – Chief of Calgary Police</p> <p>Roger has worked with the Palix Foundation to understand the developing brain and the links to addictions. The Palix Foundation is a private foundation in Alberta working in the related areas of childhood development, addiction and mental health.</p>	
<p>Dr. Kora DeBeck – Research Scientist</p> <p>Kora is a research scientist with the BC Centre on Substance Use and lead investigator for an at-risk youth study including early trauma at Simon Fraser University.</p>	
<p>Allison – Allison is a parent of a daughter with early childhood trauma and substance use issues.</p> <p>Allison sits on the Child and Youth Mental Health and Substance Use Collaborative's Substance Use Faculty.</p>	<p>[Picture withheld at request of participant]</p>

Linda Lupini – Executive Vice-President of BC Emergency Services

Linda comes with a system's viewpoint on moving from rescue to more upstream prevention and therefore the interest in Adverse Childhood Experiences.



Dr. David Smith – Psychiatrist in the Interior of B.C. and co-Chair of the Child and Youth Mental Health and Substance Use Collaborative's Substance Use Faculty

David sees firsthand the impacts of trauma on children and youth. David has supported the prototyping in Vernon schools of PreVenture, a prevention program related to substance use.



Introduction

- Thank you.
- This was a really interesting and valuable discussion, and I thank the panellists for sharing their wisdom and perspectives.
- It has given me a lot to think about as we move forward in tackling this devastating crisis.
- As Minister of Mental Health and Addictions, I have had the chance to speak with people throughout the province, and it isn't hard to see the link between adverse childhood experiences and addictions.
- Thousands of people in B.C. from all backgrounds are dying from illegal drug overdoses, and it is heartbreaking to see the devastating effects of these losses on families across the province.
- We know that these people aren't suffering from drug addiction because of a moral failing, and addiction is not sign of weakness.

- It's a chronic illness.
- And, like many chronic illnesses, there are risk factors.
- We know that people who live with drug addiction are often in great pain, either physical, mental or emotional, and that pain often has a root.
- This includes traumas experienced in infancy and childhood, which can have an enormous impact on the outcome of someone's life.
- Adverse childhood experiences have been linked to obesity, heart disease, alcoholism and drug use.
- In fact, surveys have estimated that 75% of people with substance use disorders have experienced trauma at some point in their lives.
- I've witnessed this firsthand while visiting the frontlines of the opioid crisis, talking with staff, volunteers, families and people with lived experience from all backgrounds.
- One example that stands out is a young woman who was sexually assaulted at the age of 13.

- I spoke to her parents, and the trauma of that horrific experience led her to become addicted to street drugs at age 17.
- This is a heartbreaking story, but there are so many stories like this – stories of trauma that begin even earlier and include some form of abuse, neglect, mental illness or substance use in the family household.
- Even things that may not seem like significant trauma, such as divorce, are considered adverse childhood events and can have lasting impacts throughout a person's life.
- We know that the social determinants of health are important – environment, social network and gender all play a role in how someone's life experiences shape them.
- But adverse childhood experiences affect children across all social boundaries, and – like substance use – we know that people from all backgrounds can suffer long-lasting consequences.
- We also know that we need to support youth in care to ensure that they have the care, resources and stability they need to succeed later in life.

Intergenerational Trauma

- We also know that intergenerational trauma plays a huge role, and it has had a particularly terrible impact on Indigenous people.
- Colonization, trauma and dispossession of lands and resources have all contributed to the effect of the overdose crisis on Indigenous communities.
- We know from recent B.C. data that Indigenous people are three times more likely to die of an overdose than the general population.
- And new research published in the Canadian Medical Association Journal found that young Indigenous people who use drugs are even more acutely affected.
- We know that suicide has rocked many Indigenous communities to their core – it shatters families and destroys the hopeful, positive lives of youths.
- It is both tragic and unacceptable that Indigenous youth aged 10 to 19 years are four to five times more likely to die from suicide than non-Indigenous youth.

- I met in August with the Cowichan Tribes, who shared with me the devastating impact of a cluster of suicides that prompted the declaration of a state of emergency in 2012.
- This highlights how critically important it is that we work with Indigenous communities and other partners in the health system, so First Nations people have the support and services they need to support mental wellness in their community.
- There are resources in place that have been a beginning, but more are needed.
- There are now 7 Aboriginal Suicide and Critical Incident Response Teams in B.C., with plans to add an eighth by early 2018.
- These teams are made up of Indigenous volunteers and front-line workers who have certified training to help prevent suicide, and will reach 93 Indigenous communities when the eighth team is in place.
- Our government is committed to reconciliation, which is a vital part of the healing process.

- Overall, healing and preventing adverse experiences is incredibly important, at all life stages.
- By getting at the social determinants of health – supporting families struggling with poverty, housing, addictions, education, criminal justice, intergenerational trauma – we can work to interrupt the cycles of trauma and abuse in families that contribute to adverse childhood experiences and long-term health effects.

Prevention

- But there's an old saying you will all be familiar with, "an ounce of prevention is worth a pound of cure."
- One of the best ways to deal with the overdose crisis is to prevent substance use issues before they occur.
- As we grapple with the overdose crisis, we of course have to focus most urgently on saving lives – because a person has to be alive to get back on a better path.
- But we also have to go up-stream – addressing the factors that contribute to adverse childhood events, and supporting families properly.
- We created the new Ministry of Mental Health and Addictions because our government recognizes that more needs to be done, including investing in early prevention and youth mental health and supporting people who are struggling with mental illness and addiction.

- As I said, our Ministry's first focus has been to take urgent action to combat the overdose crisis and save lives.
- Four people a day are dying and we cannot allow that to continue.
- This is a dire situation, and we are taking every opportunity we can to implement measures that will make a difference and save lives.
- Our Budget 2017 Update includes \$322 million in additional funding over the next three years for actions to save lives, end stigma and build access to services for people struggling with addiction.
- We are increasing the number of harm reduction sites, making naloxone more widely available and expanding access to treatment and recovery options.
- As part of our work to save lives from overdose, we are working with the health authorities to quickly increase access to an additional opioid addiction medication – injectable heroin – the province.
- But concurrently, we are also working across government on a broad strategy to improve mental health and addictions

care, focused on prevention, early intervention, treatment and recovery.

- This is a cross-government strategy, with ministries like Housing, Education, Children and Families, Poverty Reduction all at the table.
- And it is really through those partnerships that I think we will get at so many of the factors that exacerbate the conditions for adverse childhood events – to really start supporting families in ways that make a lasting difference.
- This work also needs to include supporting new parents and infants – especially those at risk – right from the first stages of pregnancy, to help prevent adverse childhood experiences.
- Two ways we can directly address the impact adverse childhood experiences have on drug addiction:
 - Programs to prevent exposure to trauma; and,
 - Promoting resilience for people who have already been put at risk.

- Clearly more needs to be done in this area, but there are some pockets of successes where effective primary prevention programs have been established.
- One example is the Mother Story program on Vancouver Island, which helps minimize adverse experiences for families.
- There are also a number of school programs that help children build resiliency, including anti-bullying initiatives in schools throughout the province.
- We need to make sure we are including society-wide efforts to prevent risk-factors for problematic substance use.

Conclusion

- Prevention is about creating hope – and preventing adverse childhood experiences is one of the most effective ways we can create real change to avoid future crises.
- The impact of adverse childhood experiences can be significant:
 - Nearly two-thirds of adults have at least one adverse childhood experience.
 - Mothers with adverse childhood experiences are twice as likely to have pregnancy complications.
 - Children of parents with high adverse childhood experience scores are more likely to experience homelessness, neglect and intimate partner violence.
 - Adverse childhood experiences are also responsible for workplace absenteeism and health care costs.
- These kinds of experiences can have life-long burdens on the people who go through them, and this trauma can be passed from generation to generation.

- But it doesn't have to be.
- We can, instead, help people recover from their own adverse experiences and give their children the best chance of health and success.
- We recognize that part of this work needs to include:
 - Increasing our understanding and awareness of trauma and adverse childhood experiences;
 - Providing trauma-informed care and services;
 - Increasing support and education for parents and families;
 - Investing in prevention and resiliency programs; and,
 - Developing nurturing, resilient and trauma-informed communities.
- By focussing on preventing adverse childhood experiences in the next generation, we can create hope, healing and better outcomes for families throughout B.C.
- This is something we are actively exploring through our work in the Ministry of Mental Health and Addictions.

- But as I mentioned before, this isn't an issue any one Ministry or organization can tackle alone.
- We need to work together across government and all system partners to better support people in B.C.
- By acknowledging the role adverse childhood experiences play in contributing to health problems and substance use, we have an opportunity to improve services and create better lives and outcomes for future generations.
- Again, I would like to offer my heartfelt thanks to everyone here today – today's panelists, panel moderator Dan Reist and all attendees at the Adverse Childhood Experiences Summit – and wish everyone the best of luck for the rest of the event.



SPEAKING POINTS FOR

Judy Darcy

Minister of Mental Health and Addictions

Riverview Lands

Centre for Mental Health and Addiction

Ground-breaking

Unit 8, Orchid Drive,
Riverview Lands,
2601 Lougheed Highway,
Coquitlam

Friday, Nov. 17, 2017
11:15 a.m. – 12:00 p.m.

10:45 a.m. (arrival time)
11:23 a.m. (speech)

Event Profile

A ground-breaking event for the new \$101-million Centre for Mental Health and Addiction on the Riverview lands in Coquitlam.

Audience:

- People with mental health and addictions issues and their families
- Mental health advocates
- Healthcare workers
- Health Authorities
- Frontline workers
- Community members
- General public

What does the audience want to hear?

- The action government is taking to end the opioid crisis and the supports that are going to be put in place for those suffering from mental health and addictions issues.
- How will the new centre for mental health and addictions benefit people and when will it be able to serve the community?
- What are the development plans for Riverview overall?
- What are the plans for building a new mental health and addictions system?

Event Details:

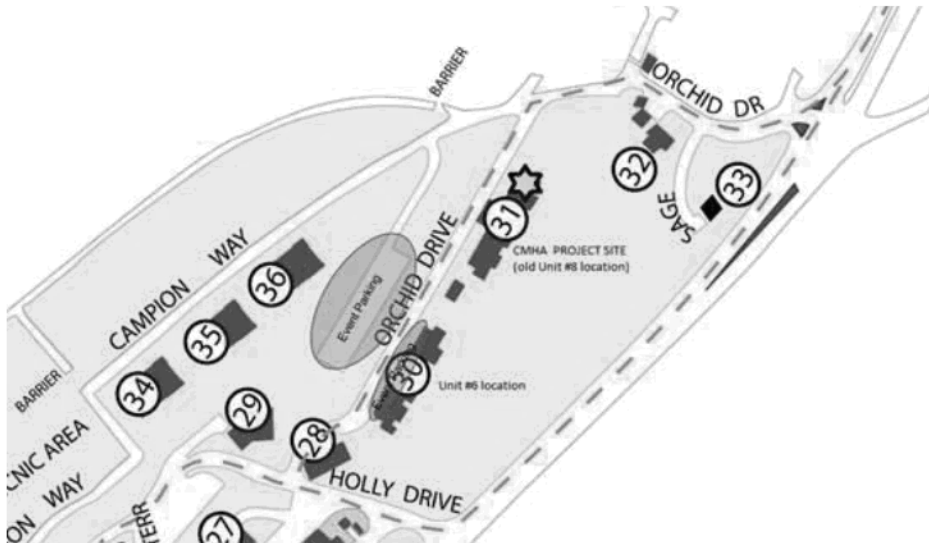
The event will take place outdoors at the Riverview lands near the former unit 8 building on Orchid Drive. This is the construction site of the new centre.

The event will include a First Nation blessing, speeches and a formal ground-breaking ceremony.

Speeches will be made from a podium with mic. Following the speeches, event speakers and participants will take part in a sod-turning celebration.

The backdrop will include heavy equipment, speakers in hard hats (TBC). Media will be present at the event.

Event Site Map:



Event site directions

Site of former unit 8 building (#31), Orchid Drive,
Riverview Lands, 2601 Lougheed Highway,
Coquitlam

Driving from the West:

- Exit Highway 1 to Route 7 (Lougheed Highway)
- Continue on Lougheed Highway until Orchid Drive
- Turn left at the lights onto Orchid Drive
- Continue past the BC Ambulance station
- Look for the white tent on your left

Parking

Speakers and Kwikwetlem First Nation Elders – continue on Orchid Drive and park in front of the adjacent unit 6 building (#30).

Speakers:

- Premier John Horgan – speaking
- Minister of Mental Health and Addictions, Judy Darcy – speaking
- Minister of Municipal Affairs and Housing and Coquitlam-Maillardville MLA Selina Robinson - emcee
- Tom Smith, Elder Kwikwetlem [(kwee-kwet-lum)] First Nation –opening song prayer
- John Peters, Councillor Kwikwetlem [(kwee-kwet-lum)] First Nation – territorial welcome
- Andrea Aleck Chief Officer, special projects Kwikwetlem [(kwee-kwet-lum)] First Nation - territorial welcome
- Carl Roy, President and CEO, Provincial Health Authority Services (PHSA) – speaking
- Lisa Kofod, an aunt of a former patient at the Burnaby Centre for Mental Health and Addiction and an advocate for the project – speaking

Background:

Riverview Lands is a 244-acre site in Coquitlam, home to 75 buildings. The Province has held the title to the land since 1904, and its primary use since 1913 has been to provide mental healthcare (Riverview Hospital). In 2013, the Province gave BC Housing the mandate to create a plan for the future of Riverview.

BC Housing launched a visioning process in early 2014, to build consensus among stakeholders, groups and individuals at the local, regional, and provincial level on possible future uses for the Riverview site.

BC Housing consulted with the public through open houses, information kiosks at malls and online. The open houses and kiosks were attended by 2,500 people and online feedback was gathered from thousands more.

On Dec. 14, 2015, BC Housing publicly released the Vision on the Renewing Riverview website (www.renewingriverview.com).

The Province is moving the following B.C. government programs from the Willingdon Lands in Burnaby to Riverview, with construction underway on all three facilities now and all to open to patients in 2019:

- Centre for Mental Health and Addiction
- Maples Adolescent Treatment Centre
- Provincial Assessment Centre

Event Contact:

Elena Banfield

Event Coordinator

Cell: 604 842-0984

Email: Elena.Banfield@gov.bc.ca

Comment [ZHG1]: Sec. 19

Key Messages:

- Mental health and addictions services are a core vision for the Riverview lands, and this beautiful, expansive property is a significant asset, with great potential for building more supports for people who need our help.
 - The brand new 105-bed Centre for Mental Health and Addiction will offer specialized-residential treatment to help some of the most vulnerable adults with complex needs related to severe mental health and addictions issues from across the province.
 - The new centre will give people with complex challenges and their families the environment, support and services they need to help stabilize their illness and move forward with rehabilitation and recovery.
 - I have talked to families from all across the province and heard countless heart-breaking stories about their struggles finding adequate care for a loved one coping with mental illness and addiction.
 - This state-of-the-art facility will be central to the creation of a community of care at Riverview that gives families the services and support they desperately need.
 - We will be looking at the plan for the entire site as part of our overall work to put in place a comprehensive system of mental health and addictions care where British Columbians can ask for help once, and get help fast.
 - While that work is still in the preliminary stages of discussion, I can say that mental health and addictions supports are a core vision for the Riverview lands – including the new centre for mental health and addiction that is expected to open on the Riverview lands in 2019.
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Time	Event Itinerary
9:00am	Elena Banfield and SW AV on site for technical setup.
Event Summary	Groundbreaking of Centre for Mental Health and Substance Use on Riverview lands. Outdoor podium event underneath 20X30 tent, tent will have two side walls, and open front and back walls. After speeches, speakers will participate in sod-turning photo-op outside of the tent. Podium: Improving Services for Families Backdrop: construction site with heavy machinery
10:45am	Media Relations: Shruti Joshi Photographer: Don Craig
10:45am	Pre-brief with guest speakers, led by Elena Banfield, Events Coordinator Location: Project office trailer near Unit 6, adjacent to event site. <ul style="list-style-type: none"> • Selina Robinson, Minister of Municipal Affairs and Housing • Judy Darcy, Minister of Mental Health and Addictions • Tom Smith, Elder Kwikwetlem First Nation • John Peters, Councillor Kwikwetlem First Nation • Andrea Aleck Chief Officer, Special Projects Kwikwetlem First Nation • Carl Roy, President and CEO, Provincial Health Service Authority • Lisa Kofod, Burnaby Centre for Mental Health and Addiction family representative
11:00am	Premier John Horgan arrives, proceeds to briefing room to meet other speakers and be briefed on event plan.
11:10am	Speakers escorted to event area – led by Elena Banfield.
11:15am	Minister Robinson welcomes everyone, introduces Elder for opening song and prayer.
11:16am	Tom Smith , Kwikwetlem First Nation gives opening prayer and song (Drumming and singing)
11:19am	Minister Robinson thanks Tom Smith, introduces John Peters & Andrea Aleck
11:20am	Councillor John Peters gives territorial welcome and Chief Officer Andrea Aleck provides brief remarks on behalf of Chief Giesbrecht.
11:22am	Minister Robinson thanks Councillor John Peters & Chief Officer Andrea Aleck and calls on Premier to present gift to John Peters and Andrea Aleck, who accept on behalf of Kwikwetlem First Nation.
11:23am	Minister Robinson introduces Premier John Horgan.
11:23am	Premier Horgan delivers remarks.
11:26am	Minister Robinson thanks Premier, introduces Minister Darcy.
11:27am	Minister Darcy delivers remarks.
11:29am	Minister Robinson thanks Minister Darcy, introduces Carl Roy.
11:30am	Carl Roy delivers remarks.
11:32am	Minister Robinson thanks Carl, introduces Lisa Kofod.
11:33am	Lisa Kofod delivers remarks.
11:35am	Minister Robinson thanks Lisa, invites Premier to podium to take questions from the media.
11:35am	Premier's Q&A Moderated by Sheena McConnell, Press Secretary to the Premier.
11:45am	Q&A concludes Minister Robinson invites speakers to join her outside for ground breaking.

11:46am	<p>Speakers move back behind podium (outside tent) to where pile of dirt will be placed.</p> <p>Podium will be moved, speakers handed shovels by Elena Banfield and Samantha Cacino Media informed they can move up to the front for photo op, managed by Shruti Joshi.</p>
11:50am	<p>PHOTO OP – Groundbreaking Participants: Premier John Horgan, Minister Darcy, Minister Robinson, Carl Roy, Councillor John Peter.</p> <p>Participants will be cued by Elena Banfield to dig into dirt, pose for photo, and then turn the dirt with shovels.</p>
11:48am	Event concludes.

INTRODUCTION:

- Good morning.
- As British Columbia's first Minister of Mental Health and Addictions, I am honoured to be here today, and to be a part of this announcement.
- The new mental health and addiction facility that will be constructed in this very space is incredibly important.
- It will make a difference for people and families struggling with mental illness and addictions for years to come.
- I know personally how important facilities like this are to British Columbians.
- Over the past few months, I have made it a priority to meet with families and people on the front lines of our mental health and addictions system.
- Through these conversations I have heard what's working, what isn't, and what more we need to do to support families affected by mental health and substance use challenges.

- I have heard countless stories of loss, hopelessness and despair.
- Families are in turmoil.
- Many don't know where to get help for their loved one.
- Or they are left waiting too long for the help they desperately need – waits that I'm sure you can appreciate are agonizing.
- And in some cases, they are not able to find help at all.
- It is for families like these that our government is working to build a seamless and coordinated mental health and addictions system.
- A system where people can ask once, and get help fast.

NEW CENTRE

- The new Riverview centre for mental health and addiction will be an important part of the comprehensive system of care we are working to build across the province.
- This state-of-the-art centre will give people with acute and complex mental illness and addiction the environment, support and care they need to recover and heal.
- And more broadly, it will be an important step – perhaps even a flagship facility – as we move to create a community of care here at Riverview...
- Because mental health and addiction supports are a core vision for the Riverview lands.
- A few weeks ago, I had a chance to tour the whole site.
- I was struck by the property's natural beauty, the buildings, and the immense potential of these lands.
- We will be looking at the plan for this site as part of our overall work to build a better system of care in B.C.

OVERDOSE CRISIS

- This work is particularly critical now, as we grapple with the worst public health emergency in this province in decades.
- Our most urgent focus in the ministry right now is escalating our response to the overdose crisis.
- If today holds to this year's pace, four British Columbians will lose their lives to illegal drug overdose before the day is done.
- The impact of these losses leaves a legacy of grief, and it is all the more tragic knowing that so many of these deaths could have been prevented.
- That is why tackling the overdose crisis has been the number one priority of my office – and a top priority of our government.
- We are working to provide more treatment options, better resources, expanded harm-reduction measures, and strategies to combat stigma.

CONCLUSION

- The new facility being built here on this site will be an important resource in the system to support people with severe addictions.
- The centre for mental health and addiction has been designed to represent the vision, voices and values of thousands of people across the province.
- The start of construction today is a momentous occasion, as it signifies a community that has come together to plan and create a facility that will support our most vulnerable.
- Thank you to everyone involved in bringing this project forward – our First Nations partners, stakeholders, people with lived experience and their families.
- Your contributions have been key to getting us to this point.
- Your dedication, commitment and vision will help people get their lives back and strengthen our communities.
- Thank you.