

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

MUJI Vancouver Flagship Pre-Opening
1125 Robson Street
Vancouver

Friday, Dec. 1, 2017

5:00 – 6:30 p.m.

Speaking time: Approximately 5 mins at 6:06 p.m.

Getting there and parking:



Parking:

Street Parking only

Event day contact: Toru Levinson, Weber Shandwick Vancouver, (cell) s.22

s.22

Audience:

There will be approximately 250 attendees at the event. Attendees will consist of representatives from the Consulate General of Japan in Vancouver, provincial and municipal governments, MUJI and MUJI's associated partners.

Media and social media influencers will be in attendance as well.

Event description:

This is an invitation-only pre-opening celebration with VIPs before the store's grand opening on Saturday, Dec. 2. There will be cultural performances in addition to speeches by representatives.

Minister Ralston will be the provincial representative to speak at the event.

Media will be invited to attend this grand opening event.

Background:

MUJI was founded in Japan in 1980 and has since grown to over 850 stores worldwide, carrying more than 7,000 items ranging from health and beauty products to apparel, stationery, travel, household goods, food, and fashion items.

MUJI expanded to Canada in 2014, with the opening of Toronto's Atrium location, followed by the Square One Shopping Centre location in Mississauga, the Yorkdale Shopping Centre location in North York, and the Markville location in Markham.

MUJI Robson Street will be the second MUJI store in British Columbia after Metrotown Mall (Burnaby). It will be a flagship store and MUJI's biggest retail outlet outside of Asia, at 14,507 square feet.

Featured speakers include:

- Ms. Naomi Yamato, Master of Ceremony
- Ms. Asako Okai, Consul General of Japan
- Hon. Bruce Ralston, Minister of Jobs, Trade and Technology
- Mr. Kerry Jang, City of Vancouver Councillor
- Mr. Mark Wong, Koffman Kalef LLP (landlord)
- Mr. Satoru Matsuzaki, President of Ryohin Keikaku (MUJI Parent company)
- Mr. Toru Akita, President of MUJI Canada

Confirmed media in attendance:

- UrbanYVR
- Georgia Straight
- CityTV/OMNI TV
- AM1320
- Daily Hive
- Minkei News Vancouver
- Westcoast Homes & Design
- Westender
- Retail Insider
- Clothes Lines Finds

Attire:

Business

Itinerary

Time	Proceedings
5:00 p.m.	Doors open
5:00- 6:00 p.m.	MUJI snacks and refreshments
6:00 p.m.	Opening Ceremony. Emcee Ms. Naomi Yamato
6:02- 6:22 p.m. MBR speaking at approx. 6:06 p.m.	Opening Reception and speeches by: <ul style="list-style-type: none"> • Ms. Naomi Yamato, Master of Ceremony • Ms. Asako Okai, Consul General of Japan • Hon. Bruce Ralston, Minister of Jobs, Trade and Technology • Kerry Jang, City of Vancouver Councillor • Mark Wong, Koffman Kalef LLP • Satoru Matsuzaki, President of Ryohin Keikaku (MUJI Parent company) • Toru Akita, President of MUJI Canada
6:25 p.m.	Traditional Japanese Saké Barrel Opening Ceremony
6:30 p.m.	Closing Reception <ul style="list-style-type: none"> • First Guests start shopping • Giveaways Muji Robson Street limited edition tote bags
8:00 p.m.	Doors Close

Introduction

- Thank you Ms. Naomi Yamato. Good evening everyone.

- It is an honour and pleasure to be here with you today on the traditional territories of the Musqueam Indian Band, Squamish Nation, and Tsleil-Waututh (**Sail-wah-tooth**) Nation.

- I'd like to extend greetings from B.C. Premier John Horgan

- I would like to acknowledge:
 - Consul General Asako Okai (**pronounced:** Ah-SAH-koh Oh-KYE)
 - Spencer Chandra Herbert, MLA for Vancouver – West End
 - Kerry Jang, Vancouver City Councillor
 - Mr. Satoru Matsuzaki (**pronounced:** Sah-TOR-oo Mat-su-ZAH-key), President of Ryohin Keikaku (**pronounced:** Ree-oh-heen Kay-kah-koo)
 - Mr. Toru Akita (**pronounced:** Ah-key-tah) , President of MUJI Canada
 - Mark Wong, from Koffman Kalef LLP

- Thank you for inviting me to this special event.

Economic benefits

- It was only a few months ago that I was honoured to be part of the opening ceremony of the MUJI location in Burnaby.
- I think that it's safe to say that the Burnaby opening was a huge success with more than 2-thousand people lining up and sales from that weekend totalled more than all the other MUJI Canada locations combined!
- The opening of this flagship store on Robson Street in Vancouver is a huge opportunity for the people of B.C. and local businesses.
- And what a perfect time to open this shop. I imagine thousands of people lining up tomorrow to get the perfect gift for the ones they love.

- And just in time for the holiday season, local businesses will benefit from the increased flow of shoppers to the already prestigious Robson Street.
- It also builds on the already successful trade relationship between B.C. and Japan, and will benefit many local families too.
- I understand that this flagship outlet is now the largest MUJI store outside of Asia and that it will employ 150 people.
- Muji's decision to locate this store here in Vancouver is demonstrative of the high degree of confidence that MUJI has in B.C. and the continued growth of our province's strong economy.
- Not only will this generate good jobs for dozens of local families, this investment will help bring more shoppers to this part of Robson Street.

- Muji will bring great diversity to the retail climate here on Robson Street and contribute to the local economy.
- This store will undoubtedly be a shopping destination for people outside of B.C. as the MUJI name attracts brand loyal shoppers who are willing to travel specifically to shop at these stores.
- MUJI is renowned worldwide for providing affordable, quality products that are environmentally sustainable.
- They are also known for bolstering local businesses.
- As part of MUJI's mandate for sustainability, they look for opportunities to partner with local suppliers.
- Their commitment to local sourcing gives B.C. companies a chance to introduce their products to a wider retail audience.

- Some of the local companies partnering with MUJI include:
 - Ethical Bean Coffee, which is providing coffee for the MUJI Coffee Counter,
 - Burnaby Lake Greenhouses is providing the store's plants
 - and Raincoast Books is supplying the books.

Japan & B.C. trade relations

- My ministry and the B.C. Trade and Investment Representative Office in Japan have been working with Mr. Akita (**Ah-Key-Tah**) to help establish the brand's retail operations in B.C.
- They've also been working to connect MUJI with local suppliers and service providers.

- This work is part of our commitment to grow our trade and investment relationship with Japan.
- Japan is B.C.'s third-largest trading partner, with exports to Japan reaching \$3.7 billion last year, higher than any other Canadian province.
- Mr. Matsuzaki (**Mat-su-ZAH-key**) and Mr. Akita (**Ah-Key-Tah**), the opening of a flagship store is a wonderful affirmation of your confidence in B.C.'s economy.
- Congratulations on the opening of this beautiful flagship store and I wish you a successful opening day tomorrow.
- Thank you.

-END-



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

National Day of the Kingdom of Thailand
Fairmont Waterfront Hotel
Waterfront Ballroom
900 Canada Place, Vancouver

Monday, December 4, 2017

12:00 p.m. – 2:00 p.m.

Speaking time: Approximately 12:25 p.m., 3-4 mins.

Location:



Parking:

Parking is available at the Waterfront Centre parkade. Travel north-west on Cordova St. and take a right on Burrard St. The parkade entrance will be on the right side of Burrard.

Audience:

The reception is expected to attract 200 guests, made up of the consular corps, government, academia, private sector and Thai-Canadian community.

Itinerary:

Time	EVENT 11:45 a.m. – 2:00 p.m.
11:45 a.m.	Registration begins
12:00 p.m.	Min. Ralston arrives
12:05 p.m.	M.C. Ms. Anyamanee Jakaew (An-ya-ma-nee Ja-kaew) outlines the program
12:10 p.m.	National anthems: Thai, Canadian, and Royal Anthem of Thailand
12:20 p.m.	Opening speech by Acting Consul-General Vidyananda
12:25 p.m.	Congratulatory speech by Min. Ralston
12:30 p.m.	Speech by City of Vancouver representative
12:35 p.m.	Speech by City of Richmond representative (TBC)
12:40 p.m.	Group photo session
12:45 p.m.	Video presentation about Thailand
12:50 p.m.	M.C. introduces Thai performances (Thai classical dances and music)
2:00 p.m.	M.C. concludes event

VIP list:

- Narat Vidyananda, Acting Consul General
- Teresa Wat, MLA, Richmond Centre
- John Yap, MLA, Richmond Steveston
- Andrea Reimer, Councillor, City of Vancouver
- Chak Au, Councillor, City of Richmond

Event description:

- Minister Ralston gives welcoming remarks on behalf of the B.C. Government and the Premier to celebrate the National Day of the Kingdom of Thailand.

Background:

National Day of the Kingdom of Thailand is celebrated on December 5 to commemorate the birthday of the former King Bhumibol Adulyadej [**Pum-yeh-pol Ah-duel-yah-day**]. King Adulyadej died in Oct. 2016 and was succeeded by his only son Maha Vajiralongkorn. King Adulyadej was the world's longest reigning monarch at the time of his passing.

Thailand marked an official period of mourning for one-year following the King's death. A five-day royal funeral ceremony concluded the year of mourning and brought hundreds of thousands of mourners to the streets of Bangkok.

The Royal Thai Consulate-General extended an invitation for the Minister to provide remarks on National Day at the Fairmont Waterfront Hotel. The Consulate was established in 1996 and has responsibility for British Columbia, Alberta and Yukon. The Consulate has the goal of enhancing commercial, economic, cultural and scientific relations between Thailand and Canada, alongside the Royal Thai Embassy in Ottawa.

Featured speakers:

- Bruce Ralston, Minister of Jobs, Trade and Technology
- Narat Vidyananda [Na-rat Vid-ya-nan-da], Acting Consul-General, Royal Thai Consulate-General

Attire:

Business

Introduction

- Greetings and Sawadee'kah [**Sah-WAH-dee-kah; Minister: this means 'hello'**].
- I would like to take a moment to acknowledge that we are gathered today on the territory of the Coast Salish peoples.
- As British Columbia's Minister of Jobs, Trade and Technology, I bring warm greetings on behalf of the Government of British Columbia and Premier John Horgan, who sends his best wishes for the National Day of Thailand.
- My thanks to Acting Consul-General Narat Vidyananda [**Na-rat Vid-ya-nan-da**] and the Royal Thai Consulate-General here in Vancouver for extending me this invitation.

- It's wonderful to be here.
- With us this afternoon are my legislative colleagues – MLAs Teresa Wat and John Yap, as well as Councillors Andrea Reimer and Chak Au, from Vancouver and Richmond City councils, respectively.
- Before I begin, I would like to extend my condolences on the passing of King Bhumibol Adulyadej [**Pum-yeh-pol Ah-duel-yah-day**].
- This year marks 90 years since the king's birth, which of course coincides with National Day.
- The king's one-year period of mourning concluded recently with a royal funeral in Bangkok and I understand it was a remarkable five-day ceremony that drew hundreds of thousands of mourners.

- I am here today to recognize this National Day, and to celebrate the Thai-Canadian community in B.C., ...
- ... their important contributions to our society, and the strong trade relationship between our province and Thailand.

Thai-Canadian community in B.C.

- British Columbia prides itself as a place of great cultural diversity.
- We are an inclusive society whose strength comes from the vibrant mix of communities that make up our province.
- We all benefit from the social, cultural and economic achievements of each community – including from the Thai-Canadian community.

- You are an important part of our provincial fabric.
- In fact, British Columbia is lucky to have one of the largest Thai communities in Canada.
- Roughly 25 per cent of Thai-Canadians choose to live, work and raise a family here.
- And the feelings are mutual – Canadians can't seem to get enough of Thailand, its rich cultural traditions, bustling cities, and world-renowned natural beauty.
- More than 225-thousand Canadians visited Thailand last year and 60 per cent of them were repeat visitors.

Trade with Thailand

- Our province has a strong relationship with Thailand that is focused on enhancing trade and strengthening our social and cultural connections.
- Last year, B.C. exports to Thailand surpassed the \$100-million mark, making us the third largest provincial exporter to Thailand.
- These are significant numbers - they translate into 12% of all Canadian exports to Thailand.
- B.C. and Thailand also share an interest in technology and innovation.

- I understand the information and communication technology sector is a high priority for Thailand's economic development strategy through "Thailand 4.0".
- In the tech sector alone, B.C. imported roughly \$80 million worth of goods from Thailand in 2015.
- We think those numbers are encouraging and are confident they will continue to grow.
- We will be looking to work closely with Thailand as the Province continues to promote trade with its ASEAN (Association of Southeast Asian Nations) trading partners.

Conclusion

- I know that Acting Consul-General Vidyananda [**Na-rat Vid-ya-nan-da**] will continue to play an important role in that regard.

- Thailand is a friend and trading partner of B.C. I'm excited to build on our great relationship and I look forward to seeing it continue to grow and prosper.
- I would like to wish you all a wonderful National Day and am honoured to share in your celebration.
- Chai yo! **[Minister: This means 'cheers']**
- Thank you very much.

-END-



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

Independence Day of Finland Centenary
Vancouver Convention Centre, West Building
1055 Canada Place, Vancouver

Wednesday, December 6, 2017

6:00 p.m. – 10:30 p.m.

Speaking time: Approximately 7:45 p.m., 3-4 mins.

Location:



Parking:

The entrance to the underground parkade is at the front of the building along Canada Place.

Audience:

The reception is expected to attract 340 guests, made up of the consular corps, Finnish-Canadian community and government representatives.

Itinerary:

Time	EVENT 6:00 p.m. – 10:30 p.m.
6:00 p.m.	Cocktail reception; jazz music by Miles Black; Finland exhibition
7:00 p.m.	Dining room opens
7:30 p.m.	Flag ceremony and national anthem
7:40 p.m.	<u>Video greeting</u> : President of Finland
7:43 p.m.	Welcoming remarks: Paul Juoksu, President of Finland House Society
7:45 p.m.	Min. Ralston speaks
7:50 p.m.	Two individuals from Finnish community speak (TBC)
7:55 p.m.	Dinner begins
8:40 p.m.	Program begins (Journey through Finland's 100 years; video and live music)
9:35 p.m.	Tom Nyberg, Honorary Consul of Finland speaks (Finland in 2017)
9:45 p.m.	Closing remarks from Paul Juoksu
9:50 p.m.	Concert: Emily Losier
10:20 p.m. – 10:30 p.m.	Program ends with 'after hours' music and cash bar

VIP list:

- Tom Nyberg [**Knee-bury**], Honorary Consul of Finland
- Paul Juoksu [**Yoke-sue**], President of Finland House Society
- Derek Corrigan, Mayor of Burnaby (TBC)
- Harry Jaako [**Jay-ko**], Honorary Consul of Estonia

Event description:

- Minister Ralston gives welcoming remarks on behalf of the B.C. Government and the Premier to celebrate the 100-year anniversary of Independence Day in Finland.

Background:

Finland celebrates 100 years since it became an independent nation in 1917 on December 6. National celebrations will happen across the country and will be organized around the theme of “together” to emphasize that everyone – Finns and friends of Finns – is welcome to take part and that Finland was created through the joint efforts of its citizens. Celebrations officially begin the evening of December 5, when Helsinki’s Market Square is illuminated in a blue-and-white light show.

Prior to 1917, Finland was ruled as the Grand Duchy of Finland, an autonomous part of the Russian Empire. Following the Russian revolutions of 1917, Finland declared its independence, which led to a brief civil war in 1918.

Finnish families traditionally light two candles in each window of their home in the evening to mark Independence Day. The custom stretches back to the late 19th century where candles were placed in windows to mark the birthday of Finnish poet Johan Ludvig Runeberg (1804-1877), as a silent protest against Russian oppression.

Featured speakers:

- Bruce Ralston, Minister of Jobs, Trade and Technology
- Tom Nyberg, Honorary Consul of Finland
- Paul Juoksu, President of Finland House Society

Attire:

Business

Introduction

- Greetings and hyvää iltaa [**huh-vah eel-tah**; *Minister: this means 'good evening' in Finnish*].
- I would like to take a moment to acknowledge that we are gathered on the territory of the Coast Salish peoples.
- I would also like to thank Tom Nyborg [**Knee-bury**], Honorary Consul of Finland, and Paul Juoksu [**Yoke-sue**], President of Finland House Society, for organizing tonight's event.
- I bring warm greetings on behalf of the Government of British Columbia and Premier John Horgan, who sends his best wishes in celebrating 100 years of Finnish independence.

- This is a significant moment for Finland, and I think Canadians can appreciate what a milestone these points in time represent in our shared history.
- 2017 also marks 150 years since Canadian Confederation in 1867 – British Columbia, of course, joined a few years later in 1871.
- Anniversaries like these offer opportunities for all citizens to reflect on our past ‘together’ – which is the theme of Finland’s centenary – and engage in new dialogues about our collective future.
- I want to congratulate you on what is certainly an impressive 100 years.

Finnish Achievements

- I understand that Finns have a concept, referenced earlier by President Niinistö [**Nee-nees-too**]- called sisu [**see-soo**] – which roughly translates to mean perseverance or determination in the face of extreme adversity.
- I'm also told that sisu means more than that – that it is a mindset that strives to see beyond the current situation to make the impossible seem possible.
- That seems fitting for Finland: in 100 years you have created a society known worldwide for the values of democracy, economic stability, environmental sustainability, education and equality, to name just a few.
- Your values have shaped the European Union's progress since Finland joined the EU in 1995.

- All that, despite many obstacles to your success that you have faced in the last century.

- Finland's biggest exports – I would argue – are big ideas.

- Not saunas, Santa Claus or even NHL players - though each of those are impressive Finnish innovations.

- I know Vancouver is happy to have Markus Granlund.

- I think that British Columbia can learn from Finland's experience:
 - From your more than 100 years of proportional representation – a class of voting system which B.C. is putting to a referendum next year – ...

 - ... to your efforts to create a sustainable economy,

 - ... and the resurgence of your technology sector

- Finland has been a world leader in innovation –
 - Nokia transformed mobile phone technologies from being trendy objects to essential items of modern life.
 - The Nokia 1100, for example, sold more than 250 million phones worldwide.
 - Finland gave the world Linux operating systems, which today help keep the internet running.
 - Linux is critical to most supercomputers, wifi-routers, TVs and Android operating systems – to name a few.

- British Columbia has much to learn from your experiences.

- I believe we share much in common.

Trade with Finland

- Our province has a strong relationship with Finland that is focused on enhancing trade and strengthening our social and cultural connections.
- There are nearly 35,000 British Columbians of Finnish descent today, and Finnish immigrants settled in B.C. communities relatively early on – most famously, in the village of Sointula on Malcolm Island.
- B.C.'s trade relationship with Finland today continues to be an important one.
- We have much to look forward to now that the Comprehensive Economic and Trade Agreement between Canada and the E.U. was provisionally applied on September 21.

- Last year saw our province export nearly \$130 million of goods and natural resources to Finland – a 20 per cent share of all Canadian exports reaching Finnish borders.
- That makes us second only to Quebec as the largest provincial exporter to Finland.
- Those numbers are significant and I am confident we can see them grow even higher.

Conclusion

- The B.C. government values our relationship with Finland.
- We are friends and trading partners, and I look forward to hearing more about the leadership Finland is demonstrating as an important member of the European Union, and taking on the EU Presidency in 2019.

- I wish you all a wonderful centenary and I am honoured to share in your celebration.
- Thank you very much and have a great evening!
- Näkemiin. [**Na-ka-meen; Minister: this means 'goodbye.'**]

-END-



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

Scaling Up for Science-Based Ventures

Borden Ladner Gervais LLP
Waterfront Centre, #1200
200 Burrard St.
Vancouver, BC

Wednesday, December 6, 2017

6 p.m. – 8:30 p.m.

Speaking time: 6:10 p.m., 3 mins

Location:



Parking:

The closest parking to the SFU Segal Graduate School of Business is the BCIT parking lot (where Elicia Maine will be meeting with P.S. Rick Glumac in the afternoon). The Borden Ladner Gervais (BLG) building location for the evening event is approximately a 5-minute walk away.

Event contact: Shirin Escarcha –^{s.22} or Sarah Lubik ^{s.22}

Audience:

Approximately 90 attendees, mostly early and growth stage entrepreneurs, as well as representatives from science-based companies and local incubators.

Itinerary:

Time	Scaling up for Science-Based Ventures Date, 2017 6pm-8:30pm
5:45	Speakers arrive
6:00 pm	Sarah Lubik, along with a partner from Borden Ladner Gervais (BLG), introduce the event and David Harper of Discovery
6:05	David Harper speaks
6:10	Sarah Lubik introduces Parliamentary Secretary for Technology Rick Glumac. Ps Glumac gives remarks.
6:15	Panelists Elicia Maine, Nancy Harrison and Andrew Booth give their intros
6:30	Panel begins. Sarah Lubik will ask MLA Glumac to ask the first question: "What can the government do to help scale science-based businesses on the west coast?"
7:30	Panel Concludes
7:30	Networking
8:30	Official event close

Event description:

Parliamentary Secretary Rick Glumac gives welcoming remarks on behalf of the B.C. government at the Scaling-up for Science-based Ventures event on Dec. 6, 2017. There will be no podium, but there will be a microphone. No media will be in attendance.

Background:

- This event is a panel discussion hosted by Coast Capital Savings Venture Connection. The panel will discuss how to scale-up science-based companies in Canada.

- Panel members include Andrew Booth, chief commercial officer for STEMCELL Technologies; Nancy Harrison, former co-founder and president of MSI Methylation Sciences; Elicia Maine, academic director and professor at SFU; moderator: Sarah Lubik, SFU director of entrepreneurship.
- The Scale Up from Start-Up Series is a Discovery Foundation Inclusive Pipeline Catalyst Program presented by SFU's Coast Capital Savings Venture Connection and hosted by Borden Ladner Gervais LLP.
- The series is co-sponsored by VentureLabs, and special event partners include the Beedie School of Business and RADIUS SFU.

Featured speakers:

- Rick Glumac, Parliamentary Secretary for Technology, Ministry of Jobs, Trade and Technology
- Panelists:
 - Andrew Booth, chief commercial officer for STEMCELL Technologies
 - Nancy Harrison, former co-founder and president of MSI Methylation Sciences
 - Elicia Maine, academic director and professor at SFU
 - Moderator: Sarah Lubik, SFU director of entrepreneurship

Attire:

Business

Introduction

- Good evening. It is an honour and pleasure to be with you.
- I would like to extend greetings from our Premier John Horgan and from Bruce Ralston, Minister of Jobs, Trade and Technology.
- Minister Ralston and I work very closely together on the technology file, and we are committed to doing what we can to help businesses like yours succeed.
- Before I begin, I would also like to take a moment to acknowledge that we are on the territory of the Coast Salish First Nations.
- Thank you to Coast Capital Savings Venture Connection and Borden Ladner Gervais for hosting this discussion and inviting me to join you.
- I would also like to recognize Venture Labs, RADIUS, the Beedie School of Business and the SFU Alumni Association for their support of this series.

- It really is a pleasure to be here today to join you all for this important discussion.
- My own background is in the tech sector, and while my experience is in digital animation – I have learned a few things that I think apply across the tech sector as a whole.
- One of the most important things I've learned is that working together, sharing ideas and collaborating are the keys to success in this unique industry.
- That's why a panel discussion like today's is so important.
- It brings us together to discuss how we can innovate, grow and succeed in our chosen fields.
- Growing and supporting the tech sector is a top priority for our government.
- Today, there are more than 10,000 tech companies in our province, which employ over 106,000 people.

- And it's only growing.
- B.C. science and biotech companies are part of that growth, and are playing an increasingly important role in our society and in our economy.
- One of the panelists that I look forward to hearing from today is Andrew Booth from Stemcell Technologies.
- Stemcell is one of the biggest life sciences companies in our province.
- It's helping to change people's lives through stem cell biology, regenerative medicine, and cancer research – just to name a few.
- Our government recognizes that the future of B.C.'s economy will depend on innovation.
- And everyone in this room today will play a role in that.

- In order to support you, we have a number of major initiatives we'll be launching next year.
- These include appointing an Innovation Commissioner who will advocate for the tech and innovation sector in Ottawa and abroad.
- We're also creating an Emerging Economy Task Force.
- This task force will enable B.C. to stay at the leading edge of global economic shifts so we can maintain our strong economic position.
- Many of you in the room today are tech startups.
- You may be interested to know that we're also launching a Small Business Task Force.
- This task force will be travelling around the province in 2018 to gather advice on what actions we can take to strengthen the small business sector.

- As part of our support for small businesses, we've also cut the small business tax from 2.5% to 2%, retroactive to April 1.
- This will help you keep more of your hard-earned revenue so you can reinvest it in your business.

Conclusion

- I would like to conclude by saying that meeting with businesses owners and key stakeholders in the tech sector allows us to hear what you want to see from government.
- I am interested in today's panel, as it will help me learn more about what's working well and what may need improvement.
- So once again, thank you for inviting me to join you as part of this important panel series.
- I look forward to the discussion.
- Thank you.

<<Panellists give their intros>>

<<Panel begins – **PS Glumac asks first question**>>

- I'm honoured to present the panel with its first question of the day:

“What can the government do to help scale science-based businesses on the west coast?”

-END-



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

Consular Corps Year End Dinner
Royal Vancouver Yacht Club
3811 Point Grey Rd., Vancouver

Thursday, December 7, 2017

6:00 p.m. – 10:00 p.m.

Speaking time: Approximately 6:50 p.m., 4-5 mins.

Location:



Parking:

Parking is available on site.

Audience:

The reception is expected to attract 90 guests made up of the consular corps (see Appendix.)

Itinerary:

Time	EVENT 6:00 p.m. – 10:00 p.m.
6:00 p.m.	Champagne reception
6:45 p.m.	Welcome by M.C. Mir Huculak (Honorary Consul of Ukraine)
6:47 p.m.	Welcome by Neil Frank Ferrer (Consul General of the Philippines)
6:50 p.m.	Min. Ralston remarks
7:00 p.m.	Buffet dinner and conversation
8:15 p.m.	Dessert and coffee
8:30 p.m.	Entertainment and sing-along
9:00 p.m.	Door prizes
9:30 p.m.	M.C. Huculak to acknowledge Kaare Foy (Honorary Consul of Montenegro), Tasoula Berggren (Honorary Consul of Cyprus) and wine door-prize donors
9:35 – 10:00 p.m.	Time with guests

VIP list:

- Mir Huculak, Honorary Consul of Ukraine
- Kaare Foy, Honorary Consul of Montenegro
- Tasoula Berggren, Honorary Consul of Cyprus

Event description:

- Minister Ralston delivers welcoming remarks on behalf of the B.C. Government and the Premier to recognize the work of the Consular Corps of B.C. over the past year.

Background:

The Consular Corps of B.C. is the official body of consular officers (consuls general, consuls, vice-consuls and consular agents) who reside in the province. There are 83 countries with representatives based in B.C., with 33 consulates staffed by career officers and 55 consulates headed by honorary consuls.

Consular officers promote their countries' trade within the Consular District, and explain their countries' achievements and policies in areas such as trade, science, technology, culture and tourism. They also assist and protect nationals, administer oaths, legalize foreign documents and issue passports, visas and certificates.

The Government of B.C. has also donated door prizes for the event:

- 2 x 1 bottle Pinot Noir 2011, Mission Hill Family Estates;
- 1 Blanket - Suede Shearling, Fleece, Tan, FN Orca Design;
- 1 Set of 4 Mugs - Porcelain, Orca, Sue Coleman;
- 1 Plate - Native Ring, 10", Pewter;
- and 1 Erco Clock Desk Set -11 x 22.5 cm.

Featured speakers:

- Bruce Ralston, Minister of Jobs, Trade and Technology
- Mir Huculak, Honorary Consul of Ukraine

Attire:

Business, black tie optional, or national attire

Introduction

- Greetings and thank you for coming this evening.
- It is a pleasure to be here tonight to recognize the work of the Consular Corps of British Columbia.
- Before I begin, I would like to take a moment to acknowledge that we are gathered on the territory of the Coast Salish peoples.
- I would also like to thank the Consular Corps for organizing tonight's event.
- On behalf of the Government of British Columbia and Premier John Horgan, I would like to extend our sincere thanks for the work you have done in 2017.

- Your efforts have been critical to maintaining and expanding our diplomatic and trade relationships with 83 countries around the world.
- As consular officers, you deal in official ceremonial proceedings and big-picture ideas, promoting people-to-people ties and government-to-government relationships.
- You champion your country's policies on trade, economics, tourism and culture, among others.
- But you also do important work for individuals – filing paperwork, administering oaths, legalizing foreign documents, issuing visas, passports, and certificates.

- These tasks aren't accompanied by the same flash and pomp, but are nonetheless essential.
- So thank you for your work on both the big-picture files and providing critical administrative services to residents of British Columbia and visitors to our province.

Summary of 2017

- 2017 has been a remarkable year – and it's not done yet.
- Who would have guessed it would have turned out the way it has?
- For British Columbia, I am happy to report a lot of positive news.

- Our economy is in an excellent position.

- Second-quarter results show strong, stable economic growth in our province.
 - Real GDP is forecast to grow 2.9 per cent this year;

 - We have competitive tax rates and a triple-A credit rating – the only province rated that high by each of the international ratings agencies;

 - And exports are up 15 per cent this October from last year.

- In terms of world events, perhaps the most consequential change – especially for B.C. – has been the inauguration of a new administration south of the border.

- This has led to big shifts on trade files with our largest trading partner – on NAFTA, softwood lumber and the Trans-Pacific Partnership, to name a few.
- Despite these uncertainties, our government has forged ahead with new trade and investment offices in San Francisco and Seattle.
- Working with trade partners in the U.S., we have expanded our ties through the Cascadia Innovation Corridor to help grow the life sciences, clean tech and data analytics industries across our borders.
- Our government has also put a greater focus on building trade and investment relationships with Asia and around the world.

- China has continued to develop rapidly and we see critical opportunities there, as we do with other Asian and Southeast Asian countries.
- We want to ensure we are making the most of our relationships and diversifying our trade interests.
- My colleague Doug Donaldson, Minister of Forests, led B.C's largest-ever forest-sector delegation to China and Japan earlier last month.
- I will also be accompanying Premier Horgan on a trade mission to China, South Korea and Japan – along with Minister of State George Chow and Minister Lisa Beare in late January.

- 2017 has brought many changes that will affect our trading relationships with your countries.

- The list is long:
 - Ongoing Brexit developments;
 - The provisional signing of CETA in Europe;
 - New talks on a Comprehensive and Progressive Agreement for the Trans-Pacific Partnership;
 - among many others.

- Throughout all these changes, British Columbia remains an open and willing partner with your countries.

- Our message is that B.C. is a strong, stable place for investment and trade.
- Whether it's new opportunities for B.C.'s innovative, sustainable wood building materials; world-leading developments in digital media, clean tech, aerospace, film and television; or exports of B.C. mining products and other natural resources ...
- ... We want you to know that we are committed to growing new markets and forging new relationships.

Conclusion

- Our success depends critically on the work that you do.
- So I would like to thank you again for all of your efforts this year.

- Our government is dedicated to strengthening our ties together, and I look forward to what the future will bring in 2018.
- Have a wonderful evening!
- Thank you very much.

-END-

APPENDIX

December 7th – Consular Corps Year End Festive Dinner Expected Senior Consular Officials

Afghanistan	Consul General Mohammad Salem Wahdat
Austria	Honorary Consul David Haber
Bulgaria	Honorary Consul Ron Suh
China (2-TBC)	Likely New Consul General TONG Xiaoling
Cyprus	Honorary Consul Tasoula Beregen
Ecuador	Honorary Consul General Etienne Walter
El Salvador	Honorary Consul Jeffrey Moore
Estonia	Honorary Consul Harry Jaako
Fiji	Honorary Consul Bobby Naiker
Finland	Honorary Consul Tom Nyberg & Aila Karpio
France	Consul General Philippe Sutter
Iceland	Honorary Consul General Glenn Sigurdson
Ireland	Honorary Consul General John Cheevers
Japan	Consul General Asako Okai & Consul Masayo Tada
Kenya	Honorary Consul Imbenzi George
Korea	Consul General Gunn Kim
Luxembourg	Honorary Consul Ronald Bozzer
Malta	Honorary Consul Stephen Holmes
Montenegro	Honorary Consul Kaare Foy
New Zealand	Consul General Nick Fleming
Norway	Honorary Consul General Stein Gudmundseth
Pakistan	Consul General Muhammad Tariq
Philippines	Consul General Neil Frank Ferrer
Romania	Consul General Ovidiu Grecea
Senegal	Honorary Consul David Varty
Singapore	Honorary Consul General Terrance Salman
Slovenia	Honorary Consul Margaret Rudolf
Sweden	Honorary Consul Thomas Gradin
Turkey	Consul General Anil Bora Inan
Uganda	Honorary Consul John Halani
Ukraine	Honorary Consul Mir Huculak
United Kingdom	Consul General Nicole Davison
United States	Michael Bradecamp, Political and Economic Chief
North Pacific Anadromous Fish Commission	Vladimir Radchenko, Executive Director



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

Fortinet Groundbreaking

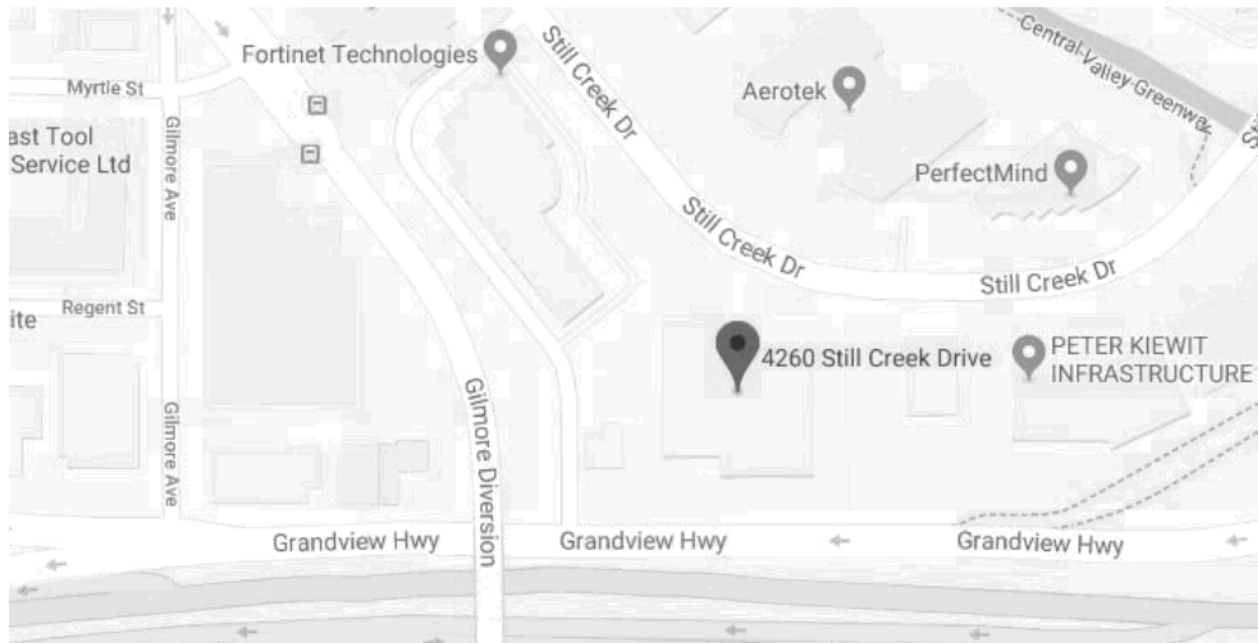
Fortinet Technologies Inc., 4260 Still Creek Drive, Burnaby

Thursday Dec. 7, 2017

10:30 a.m.

Speaking time: Approximately 11:15 a.m., 7 mins

Location:



Parking:

There will be ample parking available near the building entrance since the Minister will arrive early for the private meeting with Michael Xie.

Audience:

The event will attract approximately 75 people, including representatives of many Fortinet reseller partners, members of the local business community and educational institutions, and senior Fortinet staff.

Itinerary:

Time	Fortinet Groundbreaking Dec. 7, 2017 10:30 a.m.
10:30 a.m.	Minister arrives
10:35 a.m.	Private meeting with Michael Xie, Fortinet founder, president and chief technology officer
10:40 a.m.	Private photo op for Minister and Micheal Xie
10:45 a.m.	Guest registration opens
11:00 a.m.	Ed Hargrave (emcee) delivers opening remarks
11:05 a.m.	Michael Xie delivers keynote address
11:15 a.m.	Emcee introduces Minister
11:16	Minister Ralston delivers remarks
11:23	Sorin Muchi delivers presentation

<p>11:33 a.m.</p>	<p>Expert panel discussion: Closing the cyber security skills gap</p> <ul style="list-style-type: none"> • Bryan Bugey • Steve Eccles • Simon Edgett, • Joanne Curry
<p>12:03 p.m.</p>	<p>Emcee delivers closing remarks</p>
<p>12:08 p.m.</p>	<p>Refreshments and social mixer</p>
<p>12:45 p.m.</p>	<p>Event concludes</p>

VIP list:

- Pietro Calendino, Burnaby City Councillor
- Craig White, Radiant Communications Executive Vice-President Sales and Customer Service

Event description:

Minister Ralston gives keynote address on behalf of the B.C. government on the occasion of the groundbreaking for Fortinet’s Burnaby expansion. Minister Ralston will also have a private one-on-one meeting with Michael Xie beforehand.

Background:

- Founded in 2000 in B.C. and now headquartered in Sunnyvale California, Fortinet Technologies is a global leader in cyber security solutions.
- Since then, Fortinet has significantly expanded its operations, making Canada its global hub for research and threat intelligence, currently

employing nearly 700 people in British Columbia and almost 1,000 total employees in Canada.

- Fortinet will expand its operations in B.C. through the opening of a new campus in Burnaby, which will house a state-of-the-art data centre, an expanded threat intelligence division and an R&D hub.
- Fortinet estimates that the expansion will create 1,000 new jobs in the area once complete.
- Overall, the campus will accommodate 1,700 employees and will continue to serve as Fortinet's global R&D hub.

Featured speakers:

- Bruce Ralston, Minister of Jobs, Trade and Technology
- Michael Xie, Fortinet founder, president, and chief technology officer
- Ed Hargrave, Fortinet major accounts manager (**emcee**)
- Sorin Muchi, Fortinet software engineer
- Bryan Buggey, Vancouver Economic Commission director of strategic initiatives & sector development
- Steve Eccles, BCIT dean of computing and academic studies
- Simon Edgett, Global Relay Communications chief process officer
- Joanne Curry, Simon Fraser University VP of External Relations

Attire:

Business

Introduction

- Good morning. It is an honour and pleasure to be with you.
- I bring greetings from our Premier John Horgan.
- I would like to take a moment to acknowledge that we are on the territory of the Coast Salish People.
- Thank you to Michael Xie [**pron: Zee**] for inviting our provincial government to celebrate this ground breaking and Fortinet's future expansion.
- When I first heard about plans for this expansion, I was thrilled.

- The 1,000 jobs that Fortinet will create right here in Burnaby are the kind of good-paying, family-supporting jobs that help contribute to B.C.'s reputation as a globally competitive tech sector.
- Michael and his team are setting a great example to the region's local tech entrepreneurs – proving that you can take the world by storm, while staying true to your B.C. roots.
- This expansion is about more than just growth for the sake of growth.
- It's about developing our future workforce and working with community partners to ensure that post-secondary students are job-ready when they finish their studies...
- ...so that B.C. can continue to compete globally in the cybersecurity sector.

Cybersecurity sector and history

- Cybersecurity has evolved into a major industry since the early days of the internet.
- It has come a long way since the first computer worm was created in the late 80s.
- The worm's author, Robert Morris, was simply looking for an easy way to assess the size and scope of the internet by pinging other machines.
- Yet, as we know, he launched a massive denial-of-service attack that spread rapidly, rendering computers unusable.
- Inadvertently, Morris sparked a harmful and malicious trend that we – individuals, businesses, and yes, even governments – are becoming all too familiar with.

- I am grateful to stand today among our greatest lines of defence – the people who protect us when we open suspicious-looking emails from companies that somehow forgot to use spell-check.
- Not that I would ever open those kinds of emails.
- In reality, headlines about major personal data breaches and international security threats have become a regular occurrence in the news.
- And it's no surprise, since each day we're transitioning more and more of our lives to a digitally connected world.
- With this increasing trend, the need for heightened cybersecurity is also growing.

- For example, we see cryptocurrencies expanding in popularity.
- And people are using connected devices in ways that were once unimaginable.
- Our government continues to evolve our data security practices to protect British Columbians' personal information.
- Unfortunately, cybersecurity is the type of thing many people only consider or become aware of once it's too late – after their information has been compromised...
- ...Which might be contributing to the deficit of workers in the cybersecurity field.

- Cybersecurity Ventures expects to see a global shortfall of 3.5 million cybersecurity workers by 2021 – according to this year’s Annual Cybersecurity Jobs Report.
- The effects of these numbers are already being felt here in B.C., where our overall tech sector is concerned with being able to find the talent to meet its continued growth.
- These specialized workers will become even more in-demand with time.
- Which is why we should applaud Fortinet, for the foresight of this expansion and their partnership with B.C.’s post-secondary institutions.
- By planning now, Fortinet is helping address the growing talent shortage, as demand continues to grow in this field globally.

- What's more, I appreciate their stance of taking on responsibility for growing the sector and supporting their partners and customers to help tackle this shortage.
- It demonstrates a willingness to step up and go the extra mile, an attitude shared within our tech sector that I've been fortunate to witness first-hand.
- That mentality plays a big part of what makes me so proud to be the Minister responsible for this sector.
- Time and time again, heavyweights like Fortinet prove their willingness to give back, collaborate and help make B.C. and the world a better place.

Provincial support for B.C. Tech

- Our province is doing its part to build a strong, sustainable and innovative economy that works for all British Columbians by creating good-paying jobs in every corner of the province.
- And we're taking steps to support the more than 10-thousand companies employing over 106-thousand people in B.C. tech.
- We are continuing to pursue the 67 commitments in BC Tech Strategy – and we will build upon these commitments following proper consultation with industry.
- Our Crown agency, the BC Innovation Council (BCIC), supports tech entrepreneurs and startups through the Venture Acceleration Program.

- BCIC also delivers hands-on learning opportunities, competitions and events to help attract and train talent for the sector.

- In my role as the Minister of Jobs, Trade and Technology, I am working to bolster our tech sector by:
 - Establishing B.C. as a preferred location for new and emerging technologies,

 - Increasing the growth of local tech companies,

 - Removing barriers to attracting skilled workers,

 - And, establishing an Innovation Commission to support innovation and business development in the sector.

- My ministry is currently working to develop an Innovation Commissioner to be our sector's national advocate and to coordinate with industry, academic and accelerator partners.
- To prepare for future growth, we are expanding science, technology, engineering and mathematics (STEM) post-secondary programs with hundreds more seats to provide additional tech talent.
- And, we will 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.
- In addition, the \$100-million BC Tech Fund makes more early stage capital available to tech companies across B.C. so they can scale up and create jobs.

- We're also creating an Emerging Economy Task Force to provide our government with future-focused advice on how to stay at the leading edge of development to enable B.C. to maintain its strong economic position.

Trade and Investment Representatives and confidence in B.C.

- Our government is also focused on helping B.C. tech sector look beyond the province's borders for opportunities.
- We're helping them reach international markets through our network of trade and investment representatives who are located in 16 cities around the world.
- We recently opened a new Trade and Investment Office in San Francisco last month to raise B.C.'s profile in this key American market and promote our province as a stable and attractive place to invest.

- The office will also help B.C. companies connect with venture capitalists, skilled tech workers, strategic partners, investors and new customers.
- And prior to that, we also opened a new office in Seattle in September, to help B.C. companies connect with potential partners and investors in the Pacific Northwest.

Conclusion

- Our efforts to attract international talent and investors are bolstered by companies like Fortinet.
- Not only does your success add credibility to the type of innovation and skills being developed right here in B.C...
- But, by choosing to stay in the province after expanding your headquarters to California...
- You're demonstrating confidence in the continued strength of our economy and province.

- Thank you.

-END-



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

Japan National Day
The Westin Bayshore
1601 Bayshore Dr., Vancouver

Friday, December 8, 2017

6:20 p.m. – 8:00 p.m.

Speaking time: Approximately 6:48 p.m., 3-4 mins.

Location:



Parking:

The Minister has two parking spaces reserved in front of the hotel for him. Additional parking is available in an underground entrance off Bayshore Drive.

Audience:

The reception is expected to attract 400 to 500 guests made up of the consular corps, business, arts and academic community and representatives from all levels of government.

Itinerary:

Time	EVENT 6:00 p.m. – 8:00 p.m.
5:30 p.m.	Doors open; bar opens
6:00 p.m.	Koto and Shakuhachi performance
6:00 - 6:20 p.m.	VIPs arrive
6:20 p.m.	Min. Ralston and Min. Sajjan arrive – both to be escorted side-stage by Consulate staff to meet Consul General before the ceremony
6:30 p.m.	Official ceremony begins
6:32 p.m.	National anthems – O Canada, Kimigayo, Maple Leaf Forever
6:38 p.m.	Consul General Okai remarks
6:48 p.m.	Min. Ralston remarks
6:54 p.m.	Min. Sajjan gives toast; photo session follows with all elected VIPs on-stage; VIPs names announced by M.C.
7:00 p.m.	VIP photo session and closing of official ceremony; food booths open afterwards
7:00 p.m.	Tea service by Urasenke school
8:00 p.m.	Reception concludes

VIP list:

- Ms. Asako Okai [**Ah-saw-ko Oh-Keye**], Consul General of Japan
- Harjit Sajjan [**Har-jeet Saw-juhn**], Minister of National Defence, Canada
- Hedy Fry, MP, Vancouver Centre
- Jinny Sims, Minister of Citizens' Services (B.C.)
- Ravi Kahlon, Parliamentary Secretary for Sport and Multiculturalism (B.C.)
- Jagrup Brar, MLA, Surrey-Fleetwood
- Sam Sullivan, MLA, Vancouver-False Creek
- Ralph Sultan, MLA, West Vancouver-Capilano

- Richard Stewart, Mayor, City of Coquitlam
- Leslie Baird, Mayor, Village of Cumberland
- Dan Curtis, Mayor, City of Whitehorse
- Harold Steves, Councillor, City of Richmond
- Raymond Louie, Councillor, City of Vancouver
- Hector Bremner, Councillor, City of Vancouver
- Jeff Zwick, Commander of Canadian Fleet Pacific, Royal Canadian Navy

Event description:

- Minister Ralston delivers welcoming remarks on behalf of the B.C. Government and the Premier to recognize Japan’s National Day, which marks the 84th birthday of His Majesty the Emperor of Japan.

Background:

Japanese National Day marks the birthday of Emperor of Japan Akihito [**Ah-kee-hee-toe**] on Dec. 23. Emperor Akihito – referred to only as ‘His Majesty the Emperor’ in Japan– is the 125th Emperor of Japan and has been reigning over the country since 1989. According to official historiography, the Imperial Household of Japan is the oldest continuing hereditary monarchy in the world, dating back more than 2,600 years.

The Japanese government announced earlier this month that the Emperor will abdicate on April 30, 2019, following news of his declining health. Akihito will be the first Emperor to abdicate in 200 years.

The constitution of Japan stipulates that the emperor is “the symbol of the State and of the unity of the people.” The era of Emperor Akihito’s reign is called Heisei.

Featured speakers:

- Bruce Ralston, Minister of Jobs, Trade and Technology
- Ms. Asako Okai, Consul General of Japan
- Harjit Sajjan, Minister of National Defense (Canada)

Attire: Business

Introduction

- Greetings and konnichiwa [**Koe-nee-chee-wah**; 'hello'].
- It is a truly a pleasure to be here.
- Before I begin, I would like to acknowledge that we are gathered on the territory of the Coast Salish peoples.
- I would also like to thank the Consul General of Japan in Vancouver and Consul General Okai [**Oh-keye**] for bringing everyone together for tonight's event.

- It is a remarkable showing and it is wonderful to see you all tonight.
- On behalf of the Government of British Columbia and Premier John Horgan, I would like to extend our best wishes in celebration of Japan's National Day, which marks the birthday of His Majesty the Emperor.
- We take pride in the memory of the Emperor's visit to British Columbia in 2009. It was a great honour to welcome His Majesty to our province.
- Japan is the oldest continuing hereditary monarchy in the world.

- Aside from his royal duties, the Emperor has an abiding interest in science and the history of science.
- As a fellow historian, I took note that he has written on the connections between Carl Linnaeus – the father of modern taxonomy – and scientific developments in Japan.
- His Majesty has been published in the esteemed journals of Science and Nature.
- He has also published scientific articles on ichthyology [**ick-theo-logy**] – the study of fish – and even classified four gobioid [**go-bee-oid**] species of fish back in 1967.
- That's pretty impressive!

Japanese Community in B.C.

- It is wonderful to be here tonight to recognize the important relationship British Columbia has with Japan.
- Recognizing this important relationship, Premier Horgan will be traveling to Japan in January 2018. Minister of State for Trade George Chow and I will be joining the Premier on this important visit.
- The Premier's trip will reinforce our long-standing ties, which continue to grow stronger every day.
- In fact, B.C.'s relationship with Japan dates back to the 1800s.
- In 1889, the Consul General of Japan in Vancouver was established as the first Japanese governmental office in Canada.

- That came just 12 years after the first Japanese immigrant landed in New Westminster in 1877...
- ...And two years after CPR steamships began sailing between Vancouver and Yokohama, setting the stage for greater trade between our two countries.
- Japanese-Canadians helped build our province and I was happy to see 56 sites across B.C. officially recognized by the provincial government as historic places earlier this year.
- 2017 also marks a dark time in our province's history – the 75th anniversary of the beginning of the internment of Japanese Canadians.
- I firmly believe we must never forget the lessons of this dark chapter in Canadian history.

- Today, the Japanese-Canadian community makes up an essential part of the cultural and economic fabric of our province.
- There are more than 50,000 British Columbians of Japanese heritage.
- We have the largest population of Japanese Canadians of any province.

Japanese Trade and Investment

- Japan remains a vitally important trading partner for British Columbia – our third largest.
- We share common interests in continued economic vitality and cooperative political relations across the Asia-Pacific region.
- B.C. exported a total of \$3.7 billion goods and services in 2016.

- That makes B.C. – by far and away – the number one Canadian province exporting goods and services to Japan.
- We are confident those numbers will increase this year.
- Japan has a highly developed economy with a history of innovation in the high-tech and manufacturing sectors.
- We believe that B.C. offers excellent investment opportunities for Japanese companies.
- Sumitomo Corporation's recent investment in Pacific BioEnergy in Prince George, for example, shows the exciting potential we have in B.C. to create good jobs that fuel a sustainable 21st century economy.

- More than 100 direct and indirect jobs will be created turning wood waste into clean energy.
- Or look to last week's announcement that Japanese retail giant MUJI has opened its new flagship store in Vancouver.
- That represents more than 14,000 square feet of floor space, 150 direct jobs, and partnerships with local suppliers, which will have positive economic effects down the chain.
- It all demonstrates a strong confidence in B.C.'s economy.

Conclusion

- These are exciting times for our province and for B.C.'s relationship with Japan.

- I am confident we can strengthen our economic ties even further.
- I look forward to working with Consul General Okai [**Oh-keye**] and her office to building our relationship in future.
- Thank you for having me and have a wonderful evening!
- Domo arigato [**Do-mo ari-gah-toe**; *'thank you very much'*]

-END-



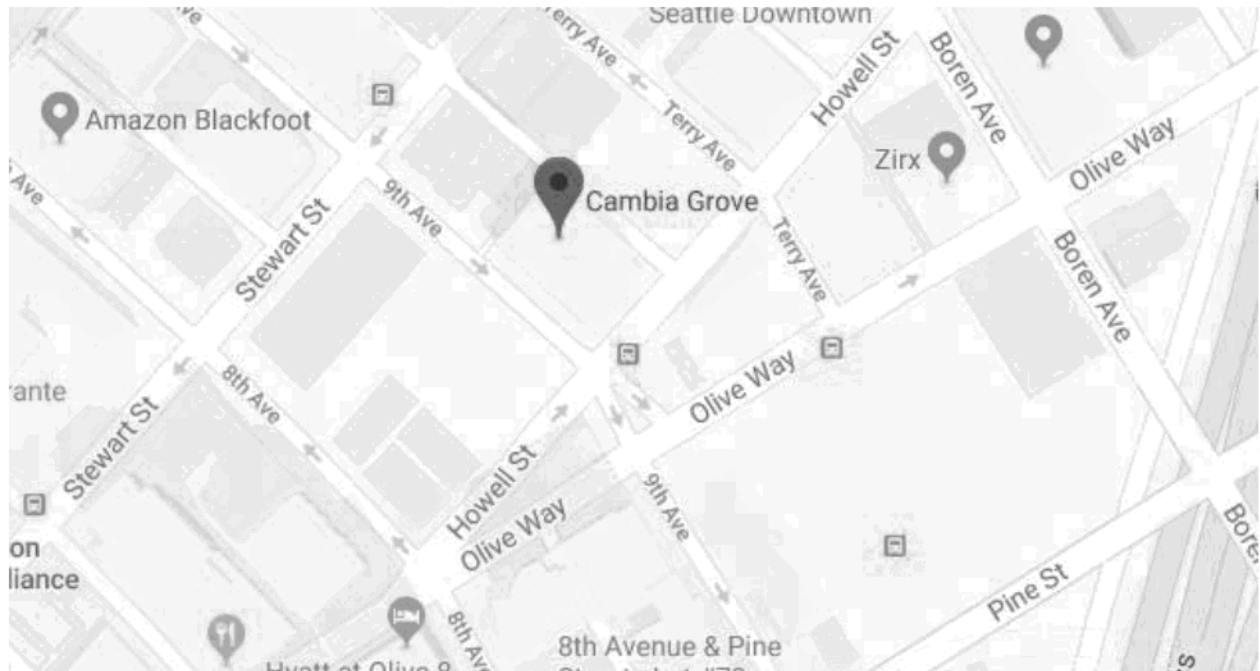
**Speaking notes for
Minister Bruce Ralston
Ministry of Jobs, Trade and Technology**

Cascadia Venture Acceleration Network MOU Signing
Cambria Grove, 1800 9th Ave., Seattle

Friday Dec. 8, 2017

8:00 a.m.

Speaking time: Approximately 9:15 a.m., 15 mins

Location:**Parking:**

Cambia Grove has a parking garage on 9th Avenue between Stewart St. and Howell St. If there are no spaces in there, the event hosts recommend parking at the convention center. The entrance to the center's main garage is on 8th Ave. between Pike St. and Seneca St.

Audience:

Approximately 150 guests are expected to attend. The audience will comprise representatives from the 48 organizations signing the Memorandum of Understanding, as well as other tech sector representatives from British Columbia, Oregon and Washington.

Itinerary:

Time	Cascadia Venture Acceleration Network MOU Signing Dec. 8, 2017 8:00 a.m.
8:00 a.m.	Registration, Breakfast & Networking
8:55 a.m.	Welcoming Remarks by Maura Little, Cambia Grove
9:00 a.m.	Introduction to first VIP speaker by TBC
9:05 a.m.	Remarks by Honourable Cyrus Habib, Lt. Governor, Washington State
9:14 a.m.	Minister's introduction by Carl Anderson, BCIC
9:15 a.m.	Minister's Remarks
9:30 a.m.	Remarks by Lewis Coughlin, Canadian Consulate
9:45 a.m.	Remarks by Brandon Lee, Consul General of Canada in Seattle
10:05 a.m.	Photo op for MOU signatories

10:10 a.m.	Networking break
10:30 a.m.	Sponsor Elevator Pitches moderated by Jessica Haufflaire, Cambia Grove
10:45 a.m.	<p>Panel Discussion: Cascadia Region Innovation & Investment Landscape</p> <ul style="list-style-type: none"> • Moderator: Lewis Coughlin, Canadian Consulate • Heather Redman, Flying Fish Partners • Elizabeth Scallon, University of Washington CoMotion Labs • Troy DeFrank, British Columbia Trade and Investment) • Peter Payne, BCIC • Patricia Beckman, Life Science Washington Institute and WINGS MedTech Angels • Jennifer Fox , OTRADI / Oregon Bioscience Incubator
11:10 a.m.	Company Elevator Pitches moderated by Peter Payne, BCIC
11:25 a.m.	Closing Remarks by Cindy Dahl, ONAMI
11:30 a.m.	Event concludes

Event description:

Minister Ralston gives keynote address on behalf of the B.C. government on the occasion of the signing of the Cascadia Venture Acceleration Network Memorandum of Understanding.

Background:

- The Cascadia Innovation Corridor was launched in September 2016 as a partnership between Washington State and B.C.
- On September 12, 2017, leaders from both jurisdictions announced a suite of initiatives for the Cascadia Innovation Corridor, including:

- Partnership between three internationally recognized polytechnics;
 - Expansion of the Global Innovation Exchange to include UBC;
 - Seattle-Vancouver Financial Innovation Network;
 - Progress on transportation connecting the Cascadia region (e.g. seaplane service between Vancouver and Seattle); and
 - A new cross-border startup accelerator partnership among B.C., Washington (WA) and Oregon (OR)
- Partners from WA, OR and B.C. have been working together to establish this accelerator partnership as the Cascadia Venture Acceleration Network (CVAN).
 - The coordination of the CVAN initiative has been spearheaded by the Canadian Consulate in Seattle.
 - CVAN will initially focus on IT, life sciences, and clean tech.
 - A total of 48 founding organizations (including incubators, accelerators, universities, etc.) have agreed to work together to support researchers and early-stage companies to commercialize, access resources, and scale-up within the Cascadia Region.
 - In November 2017 partners finalized a Memorandum of Understanding (MOU) which will be signed at this event in Seattle.
 - The Province of B.C. is not a MOU signatory.

Featured VIP speakers:

- Bruce Ralston, Minister of Jobs, Trade and Technology
- Brandon Lee, Consul General of Canada in Seattle
- Carl Anderson, BC Innovation Council president and CEO
- Lewis Coughlin, Trade Commissioner and Consul, Foreign Investment Attraction to Canada, Science and Technology (**emcee**)
- Maura Little, Cambia Grove Executive Director
- Heather Redman, Flying Fish Partners Co-Founder & Managing Partner (panelist)
- Elizabeth Scallon University of Washington CoMotion Labs Associate Director (panelist)

- Troy DeFrank, British Columbia Trade & Investment Director, Pacific Northwest (panelist)
- Peter Payne, BC Innovation Council Entrepreneur-in-Residence (panelist)
- Patricia Beckman, Life Science Washington Institute Executive Director and WINGS MedTech Angels Managing Director (panelist)
- Jennifer Fox, Oregon Translational Research and Development Institute (OTRADI) and Oregon Bioscience Incubator Executive Director
- Cindy Dahl, Oregon Nanoscience and Microtechnologies Institute (ONAMI) Vice President of Operations

Attire:

Business

Introduction and tech summit invitation

- Good morning. It is an honour and pleasure to be here in Seattle with you.
- Thank you, Carl for the warm introduction.
- Carl and his team at the BC Innovation Council are co-hosting the third annual BC Tech Summit with the B.C. government next spring.
- The summit draws in nearly 6,000 attendees – including investors, entrepreneurs, and exhibitors – and showcases B.C.’s vibrant tech sector on a global scale.
- This year’s keynote speakers are Jared Cohen, the Founder of Google Ideas and CEO of Jigsaw, and Brent Bushnell, the CEO and Founder of Two Bit Circus.

- This year's event is expected to sell out, and be the biggest one yet.
- I encourage all of you to visit us in British Columbia from May 14 – 16 for the 2018 BC Tech Summit.
- While you're there, I'd like to invite you to attend the next Cascadia Venture Acceleration Network executive committee meeting.
- The meeting will take place in Vancouver on May 14 –the first day of the BC Tech Summit.
- I can speak for myself, Carl, and the Premier of British Columbia, John Horgan...

- ...When I say that we'd love for you to attend the meeting and see firsthand what British Columbia has to offer at the summit.
- I am also pleased to extend greetings from B.C. Premier John Horgan.
- I would like also to thank Canadian Consul General Brandon Lee and Trade Commissioner Lewis Coughlin for inviting the B.C. government to join you today as we celebrate the signing of this important Memorandum of Understanding.
- This MOU represents a commitment on both sides of the border to foster innovation and enhance tech collaboration between Washington, Oregon and British Columbia.
- I would also like to recognize Maura Little and Cambia Grove as our gracious host.

- What a setting for today's signing –
- Cambria Grove is a shared space where healthcare innovators are encouraged to leverage their strengths and work together towards common goals.
- It seems to me like the ideal place, and a perfect metaphor, for us all to come together to collaborate on a larger scale.
- This is an exciting day for British Columbia, Washington State and Oregon, and especially for the 48 signatory organizations.
- Through this MOU, your unique areas of expertise in the tech industry, in higher education and in entrepreneurship are coming together to advance technology for the greater good.

- That's what today is all about.
- We're all here because we want to make the world a better place.
- And more importantly, we share the belief that technology has the power to help take us there.

Provincial support for Cascadia Corridor and CVAN

- The pathway that has led us to the formation of the **Cascadia Venture Acceleration Network (CVAN)** today began last year when our province formed the **Cascadia Innovation Corridor** with Washington State
- As B.C.'s Minister of Jobs, Trade and Technology, I'm happy to tell you that the Government of British Columbia fully supports the key objectives outlined in our original agreement with the State of Washington.

- The **Cascadia Innovation Corridor** is the overarching framework for B.C.'s engagement across the Pacific Northwest.
- It's helping grow our tech industries across borders and strengthening global economic competitiveness and job creation for both of our regions.
- More recently, last month the Premier of British Columbia John Horgan welcomed Washington Governor Jay Inslee to Victoria to address our provincial legislature...
- Where both reaffirmed their commitment to working together to jointly fight climate change, grow the tech sector, promote trade and create good jobs across the region.

- It was a historic visit, being the first time a Washington state governor has addressed our legislature since 1984.
- We are incredibly fortunate to have such an impassioned and inspiring innovation partner in Governor Inslee.
- The work he and Premier Horgan are doing to bring our two regions closer together is incredibly important given our global state of affairs.
- The **Cascadia Innovation Corridor** presents a model for meaningful cooperation in action, and wouldn't have been made possible without Governor Inslee's leadership and progressive commitment to working together.

- Although he isn't here with us today, I'd like to recognize and thank Governor Inslee and his team for
- The Cascadia Innovation Corridor is such a good illustration of cooperation. So to Governor Inslee and his team, I want to say thank you."
- In B.C., we're doing our part to attract technology talent and investment, and help create skilled-jobs in the Pacific Northwest.
- By working towards a shared goal, we – and by that I mean each of us in this room – will all be better able to develop our local talent and innovation bases...

- As well as encourage our technology innovators to exchange information that will help drive the development of new and emerging technologies to change the world...
- Technologies like D-Wave's quantum computers being developed in Burnaby, B.C.
- Or ZincFive's nickel-zinc batteries, associated battery management systems and uninterruptible power supplies in Tualatin [**Pron: Too-awl-a-tin**], Oregon.
- And Bellevue, Washington-based Auth0's [**Pron: Auth-zero's**] platform that provides secure logins and solves complex identity use issues.

- Today, our collaborative efforts and the overarching goals of the **Cascadia Innovation Corridor** are being reinforced and magnified by the signing of the **Cascadia Venture Acceleration Network** MOU.
- I'd like to recognize the Consulate General of Canada for its role in bringing all participating institutions together...
- And leading the conversation that is enabling collaboration across borders and state lines to establish this network.

Recognition and examples of the signatories

- To each of the incubators, universities, investors and industry association partners assembled here today...

- Thank you for your continued commitment to advancing tech and innovation in the Pacific Northwest...
- As well, for shaping this area into a global competitor for other internationally recognized regions...
- And, for your willingness to come together today – not for personal gain, or for the sake of individual profit, but for the greater good.
- To paraphrase Seth Godin, it's because you all know that the only work that matters is work that matters.
- Take the University of Washington, for example.

- It's working on industry partnerships and programs that are advancing clean energy innovation.
- Did you know that UW is regularly a top-10 university recipient of Science Office funding from the U.S. Department of Energy?
- UW was also recognized by another Acceleration Network partner, the CleanTech Alliance, for its ongoing contributions to clean energy research and commercial development last month.
- I'm also thinking of the work that the Oregon Translational Research & Development Institute is doing.

- By pairing unique robotic equipment and scientific expertise in Oregon's only non-profit, proof-of-concept bioscience labs...
- The institute provides free bio-mentorship to entrepreneurs and runs the state's only bioscience-specific accelerator.
- It has helped local companies developing artificial hearts, or novel medical devices to treat heart failure and cardiovascular patients respectively.
- Its success in uniting local entrepreneurs with researchers and investors is strengthening individual communities.
- And thanks to today's agreement, that strength will extend even further to neighbouring communities and regions.

- Because all of the organizations signing on to this network understand the power and value of sharing ideas.
- At home in B.C., the BC Innovation Council promotes collaboration and idea sharing among our researchers, entrepreneurs and established companies.
- As our Crown agency delivering technology development and commercialization programming on behalf of the B.C. government, I'm particularly proud of the work they do.
- Whether it's through programs like BCIC Ignite – which funds industry-driven natural resource and applied science research projects...

- Or by collaborating with regional B.C.-based accelerator partners – like the six signing on today...
- BCIC's programs play a vital role in helping B.C. technology entrepreneurs and startups succeed.
- Which is what each of these 48 institutions is doing...
- By supporting research, innovation, mentorship, and collaborating to share ideas and resources.

Provincial support for tech and innovation

- The B.C. government is committed to growing our innovation economy and taking steps to help revolutionize our tech sector.

- The B.C. tech sector now has more than 10-thousand companies employing over 106-thousand people working in clean tech, digital media, engineering, ICT, and life sciences.

- B.C. is also well-positioned for a looming global virtual reality (VR) boom:
 - With about 140 B.C. companies working in this segment,

 - Microsoft's decision to add 50 new mixed reality jobs in B.C.,

 - And the recent opening of The Cube – a new co-working VR hub in Vancouver, I'm excited to watch this subsector evolve.

- In my role as the Minister of Jobs, Trade and Technology, I am working to grow our tech sector by:
 - Establishing B.C. as a preferred location for new and emerging technologies,
 - Increasing the growth of local tech companies,
 - Removing barriers to attracting skilled workers.
 - And, establishing an Innovation Commission to support innovation and business development in the sector.

- My ministry has plans to develop an Innovation Commissioner to be our sector's national advocate and to coordinate with industry, academic and accelerator partners.

- To prepare for future growth, we are expanding science, technology, engineering and mathematics (STEM) post-secondary programs with hundreds more seats to provide additional tech talent.
- And, we will 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.
- In addition, our \$100-million BC Tech Fund makes more early stage capital available to tech companies across B.C. so they can scale up and create jobs.
- We're also creating an Emerging Economy Task Force to provide our government with future-focused advice on how to stay at the leading edge of development to enable B.C. to maintain its strong economic position.

- By maintaining and building on our existing economic strength, we're contributing to the Pacific Northwest's overall reputation and attractiveness as a place to live, work and invest.
- The B.C. government is focused on looking beyond our borders to foster international trade opportunities and developing the west coast market for B.C.-based companies and academic researchers seeking to commercialize.
- We recently expanded our trade presence in the U.S. by opening a Trade and Investment Office in Seattle in September.
- This office connects British Columbian companies with venture capitalists, skilled tech workers and strategic partners.

- Our trade and investment representative in Seattle, Troy DeFrank brings a decade of international trade and investment expertise to the office in his role as director for the Pacific Northwest.
- He's also very familiar with the work being done at the Consulate General of Canada in Seattle, as he spent six years there as trade commissioner.
- Troy is a strong supporter of cross-border trade, investment, and partnerships in the tech sector and we are thrilled to have him represent B.C. companies right here in Seattle.
- Having this new presence in the United States is key to building on the Cascadia Innovation Corridor and the priorities identified at the recent corridor conference.

- These priorities include:
 - The expansion of the Global Innovation Exchange to include the University of British Columbia,
 - The collaboration between BC Institute of Technology (BCIT), Lake Washington Institute of Technology and Oregon Institute of Technology
 - to leverage their STEM programming and expand professional practice and career opportunities,
 - And progress on transportation connecting the Cascadia region.

- Speaking of transportation, Harbour Air and Kenmore Air are hoping to offer four flights daily between downtown Vancouver's Coal Harbour and Lake Union in downtown Seattle starting in early Spring.
- The service means tech workers can shuttle between the two cities in less than an hour, bypassing long border waits or skipping the commutes to and from complementing existing flights and ferry services.
- All they need is approval from the federal government for a border processing facility in Coal Harbour...and I understand we are close to finally getting the approval.
- I strongly encourage the federal government to move quickly so the service can start in the spring.

- B.C. government staff are also engaged with Washington State, and will continue to monitor plans for a High Speed Rail link between Vancouver and Portland.

Cross-border innovation partnerships

- In addition to these joint efforts, many of today's signatories are already working together or partnering with other organizations.
- I'm thinking of the BC Cancer Agency's recent partnership with the Fred Hutch Cancer Agency in Washington State to enhance cancer research across borders.
- Or the way that the University of Oregon released Agilent Technologies' open-source MRI software last year so the international scientific community can use it for free.

- And how Microsoft recently expanded its Technology Education and Literacy in Schools (TEALS) philanthropy program to teach B.C. high school students computer science, and partnered with BCIT to train future tech talent in this burgeoning field.
- And just last week, Wavefront added Toronto-based product development studio Connected Lab to its national innovation partner network.
- As you can see, I could easily spend a full day examining the meaningful collaboration between the organizations represented in this room and their work with others.
- But the point I'd like to underline here, is that this spirit of collaboration and togetherness is the common thread that joins us all.

- The future is here, and the digital revolution is all about using modern, clean tech to find ways to reduce our impact on the environment.
- It's about eliminating repetitive tasks and freeing people up to spend more time with family and on meaningful projects.
- It's about creating customized biomedicines and new medical devices that will help patients live better and longer lives.
- And by working together, we can achieve those goals – and the goals of the **Cascadia Venture Acceleration Network** – more quickly and easily.

Goals of the Cascadia Venture Acceleration Network

- Together, we can help commercialize leading edge research and innovation – to turn great ideas that solve problems into a reality.
- By working across borders, innovators can access a broader range of funding opportunities, growing into companies that create skilled jobs in our communities.
- Through collaboration, concepts can spread like wildfire between entrepreneurs and pioneers, helping transform good ideas into great ones.
- By opening up networking opportunities among peers working in similar fields, new working relationships will be made and strengthened by a larger group of supporting organizations.

- Future-proofing our economies will take a joint effort in continuing to spur innovation, attracting trade and investment, and creating jobs to make our communities more resilient.

Conclusion

- I am inspired by the great work being done here by the Canadian Consulate and the innovation partners assembled today...
- To form a practical partnership of incubators, universities, investors and industry associations in B.C., Washington and Oregon, that will help our entrepreneurs innovate and grow.
- By building on the meaningful partnership established between Washington Governor Jay Inslee and B.C. Premier John Horgan, this network will advance the goals of the **Cascadia Innovation Corridor**.

- So thank you all for your collaborative efforts to working together, and for all of the work that you do in your individual communities.
- I look forward to the results of today's agreement, as they will present true wins for each of our regions and sectors.
- Thank you.

-END-



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

TRU Genomics Lab Official Opening

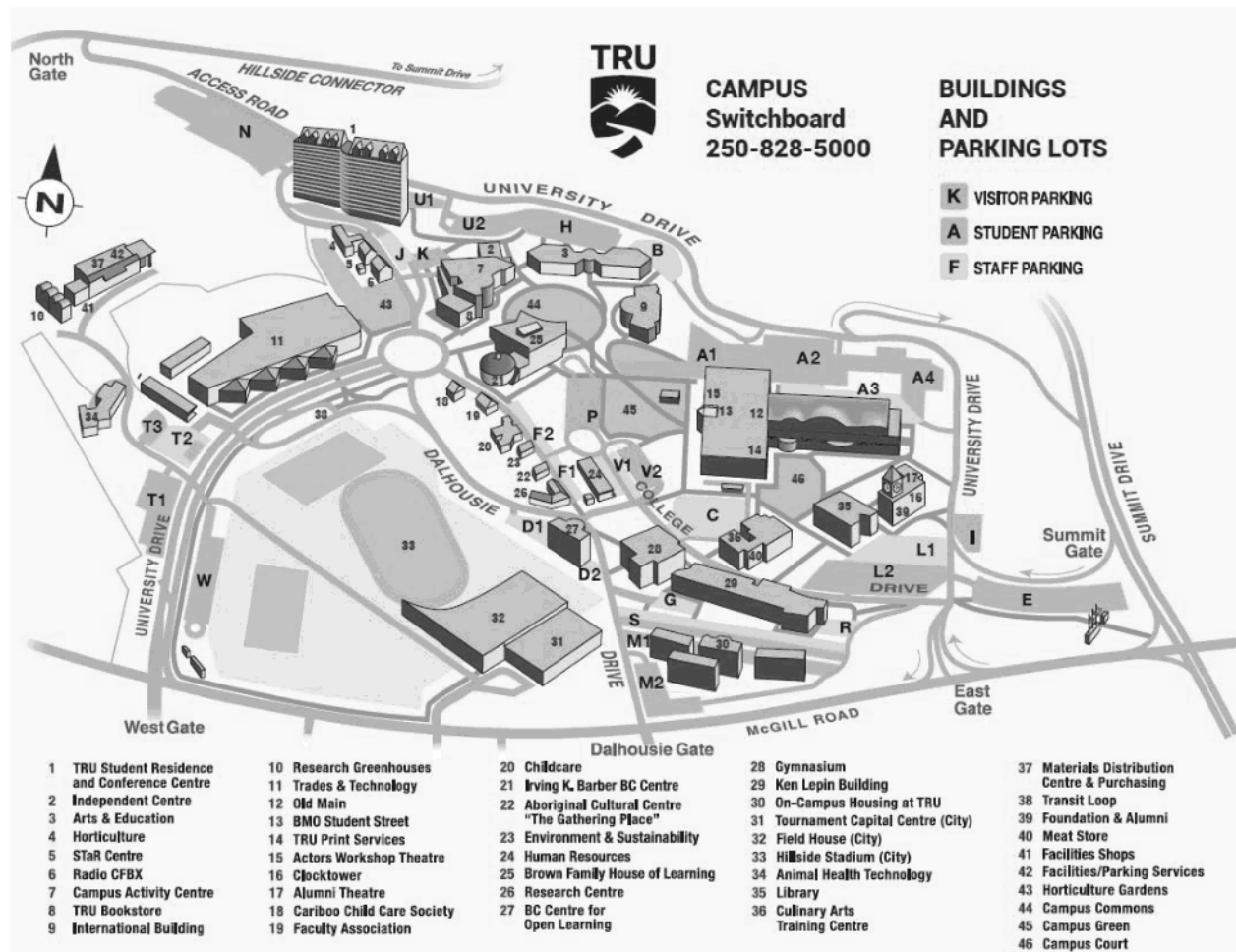
Thompson Rivers University
Ken Lepin Science Building
Third floor, Room S337
805 TRU Way, Kamloops

Monday, Dec. 11, 2017

Time: 10 a.m. – 10:35 a.m.

Speaking time: Approximately 10:17 a.m., 3 mins.

Location:



Getting there and parking:

From Summit Drive, turn left on McGill Road, then right on Dalhousie Drive. There will be two spots reserved next to the Ken Lepin Science Building (#29), adjacent to the TRU gymnasium (#28).

On-site contact: Kelly de Chantal, TRU events planner: 250-819-8540

Audience/Media

Audience of about 100 will be composed of TRU faculty, undergraduate and graduate students, media and invited industry guests. Kamloops media outlets CBC, Radio NL, CFJC-TV and Kamloops This Week expected to attend.

Itinerary:

Time	TRU Applied Genomics Lab Grand Opening Monday, Dec. 11, 2017 11:00-11:30 a.m.
9:50am	Pre-brief
10 am	Emcee Will Garrett-Petts makes welcoming remarks
10:05	TRU president Alan Shaver presents traditional gift of sage to First Nations Elder Mike Arnouse
10:08	Elder Mike Arnouse gives blessing
10:12 am	President Alan Shaver continues with remarks
10:16 am	Emcee thanks President Shaver, introduces Minister Ralston
10:17 am	Minister Ralston speaks
10:20 am	Emcee thanks Minister Ralston, introduces TRU professor Jonathan Van Hamme
10:22 am	Jonathan Van Hamme discusses his research

10:29 am	Emcee thanks Jonathan Van Hamme, introduces TRU dean of science Tom Dickinson
10:30 am	Tom Dickinson speaks
10:33 am	Event concludes. Guests invited to enjoy light refreshments
10:45 am	Media availability

VIP list:

- Bruce Ralston, Minister of Jobs, Trade and Technology
- Alan Shaver, TRU president and vice-chancellor
- Elder Mike Arnouse, Adams Lake Indian Band
- Jonathan Van Hamme, TRU associate professor of microbiology
- Tom Dickinson, TRU dean of science
- Will Garrett-Petts, TRU (emcee)

Event description:

Minister Ralston gives address on behalf of the B.C. government on the occasion of the grand opening of TRU's applied genomics laboratory.

Background:

- The TRU applied genomics lab is the first of its kind in the B.C. Interior and was funded in part by the provincial government through the B.C. Knowledge Development Fund, which provided \$291,000 for the purchase of equipment. The Canada Foundation for Innovation's John R. Evans Leaders Fund provided matching funds.
- This new facility will allow TRU researchers to study the principles of living organisms using genetics (study of the genes and their expression) and, in collaboration with local industry, apply their discoveries to such areas as the environment and agriculture.
- There is increasing local demand in the B.C. Interior for the development and application of genomic tools. The new TRUgen lab will answer this demand and will help small- and medium-sized businesses remain competitive in the global economy.

Featured speakers:

- Alan Shaver, TRU president and vice-chancellor
- Bruce Ralston, Minister of Jobs, Trade and Technology
- Jonathan Van Hamme, TRU associate professor of microbiology
- Tom Dickinson, TRU dean of science
- Will Garrett-Petts, TRU (emcee)

Attire:

Business

Introduction

- Good morning. It is an honour and pleasure to be with you.
- I bring greetings from our Premier John Horgan.
- I would like to take a moment to acknowledge that we are on the territory of the Secwepemc [Shuh-whep-m] peoples, specifically the Tk'emlups [Tay-come-loops] Indian Band.
- And I would like to thank Elder Mike Arnouse [Ar-NOOSE] of the Adams Lake Indian Band for his blessing.

- I would also like to thank TRU president and vice-chancellor Alan Shaver for inviting our provincial government to celebrate this historic event.

A genomics lab for the Interior

- Today is indeed a landmark occasion as we celebrate the grand opening of TRU's Applied Genomics Laboratory...
- ...A facility that is unique to the Interior of British Columbia.
- This lab builds upon the world-class research taking place at our Interior universities – here at TRU and at UBC-Okanagan in Kelowna and the University of Northern B.C. in Prince George.

- Here at TRU, this facility will allow researchers to make discoveries through the study of living organisms using genetics – the study of genes and how they behave.
- And through their research, environmental advances will be made on subjects such as land remediation, bio-solids and municipal waste-water treatment.
- Agriculture in the Interior will also benefit through enhanced natural foods and beverages.
- An important part this lab's work is the collaboration that is taking place with local, regional and international industry.

- For example, this lab is already involved in a number of collaborative projects.
- It's working with the City of Kamloops in waste-water treatment.
- It's partnering with Teck's Highland Valley Copper Mine, in the use of bio-solids for mine reclamation.
- Internationally, the lab is working with a partner in Belgium to remediate groundwater for the Ford Motor Company.

- And Dr. Van Hamme and his team are also working with a craft brewer here in Kamloops to make interesting yeasts to produce better beer.
- That's something we can all get behind – real-life applications.
- These discoveries will help small- and medium-sized businesses in the region grow, create jobs and remain competitive in the global economy through development of new knowledge and products.

B.C. Knowledge Development Fund

- Our government is taking steps to create good jobs in every sector and every community in our province.
- And this project is part of that commitment.

- We are proud to be a major partner in this new lab, through an investment from the BC Knowledge Development Fund.
- The fund's investments are aimed at attracting and retaining world-class research and innovation talent, such as the talent here at TRU.
- Because of this funding, B.C.'s post-secondary institutions, research hospitals and not-for-profit agencies can collaborate with private industry to create good jobs.
- Since its inception 1998, the B.C. Knowledge Development Fund has provided more than \$660 million dollars in capital funding toward ground-breaking research and innovation in our province.

Conclusion

- Our government recognizes the importance of academic research at our province's six research universities – and we are proud to support you.
- You help drive B.C.'s economy.
- You make discoveries that benefit people here at home and all over the world.
- And your expertise can be accessed and applied by private industry to grow their businesses and create jobs.
- You are playing a very big role.
- And I thank you for it.
- Thank you very much.

-END-

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

F-Com Vancouver Office Reception

Rosewood Hotel Georgia

801 West Georgia Street

Lancaster Room

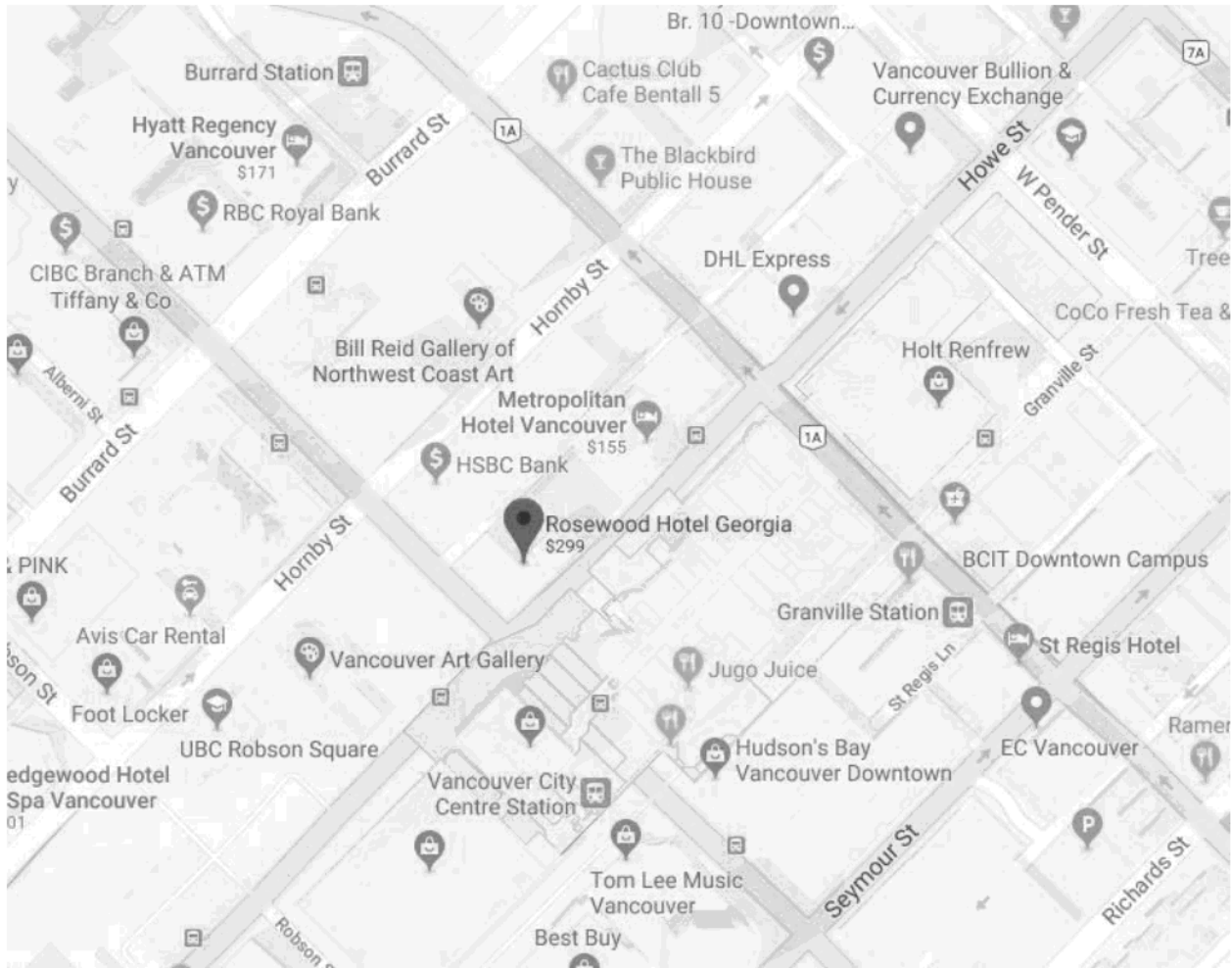
Vancouver

Thursday, Dec. 14, 2017

4:30 – 6:20 p.m.

Speaking time: Approximately 5 mins at 4:45 p.m.

Getting there and parking:



Parking:

Valet parking only. Enter the hotel's porte-cochère entrance on the right-hand side of the 600 block of Howe Street.

Event day contact: (Sadashi) Jack Domitsu, General Manager, F-Com Canada—
s.22

Audience:

There will be approximately 45 attendees. Delegation participants include representatives from Winridge Inc. (IT), F-Com, Edison (electricity, infrastructure, technology), HTS Holdings and Seven DEW (digital imaging & stabilizer technologies; Panasonic subsidiary and Fujitsu affiliate)). Local attendees include

representatives from the Consulate General of Japan, HQ Vancouver, UBC Robotics, TRU, MITACS (non-profit that facilitates research between academia and industry), Nano-Lit (Quantum Dot technology), Viion (visual recognition software), CK Marketing (business consulting and marketing), PwC, DLA Piper (law firm) and Colliers.

Itinerary

Time	Proceedings
4:30 p.m.	Reception begins; Sadashi Jack Domitsu (F-Com) to MC.
4:45 p.m.	Mr. Yoshinobu Sakai, President & CEO of F-Com Holdings
4:50 p.m.	Mr. Tatsuya Tanaka, President of Fujitsu Ltd.
4:55 p.m.	Minister Ralston
5:00 p.m.	Mr. Taro Mizuno, Director of F-Com Services Co, Ltd.
5:10 p.m.	Refreshments
6:20 p.m.	Reception ends

VIP List:

- Mr. Yoshinobu Sakai, President & CEO of F-Com Holdings. Mr. Sakai's wife and daughter's family of four (who live in Vancouver) will be attending, as well as his daughter's in-laws.
- Mr. Taro Mizuno, Director of F-Com Services Co. Ltd.
- Mr. Tatsuya Tanaka, President of Fujitsu Ltd.
- Mr. Shigeru Sasaki, CEO, Fujitsu Laboratories.

Event description:

This is an invitation-only event celebrating the April 2017 opening of F-Com Services Canada (Vancouver office).

The event joins F-Com Holdings, Fujitsu (minority stakeholder in F-Com) with B.C. companies and universities that are doing innovation partnership with F-Com/Fujitsu, as well as a representative from the Consulate General of Japan and other business officials.

As the provincial representative, Minister Ralston has been invited to provide greetings.

Background:

In April 2017, F-Com Holdings established its first overseas office, F-Com Services Canada, in Vancouver. The Vancouver office employs three staff members (one local), with plans to hire two or more local staff over the coming year.

F-Com Holdings is an IT company based in Fukushima with over 360 employees. They provide network infrastructure services, data centres and customer support centres. Founded in 1980, F-Com is also involved in a variety of other information and communications technology (ICT) segments through its relationship with Fujitsu (Fujitsu is a 35% minority stakeholder in F-Com).

F-Com Services Canada has three business streams: 1) ICT business scouting for the Japan market; 2) employee tours and recognition programs for outstanding F-Com/Fujitsu employees; and, 3) technology futures lab.

JTT and the BC Trade and Investment Representative Office in Japan have been working with F-Com to develop innovation partnerships in B.C. At this time, F-Com Services Canada is working to forge tech collaborations with B.C. academic institutions and tech companies including:

1. Thompson Rivers University—on a livestock monitoring project in Kamloops.
2. University of British Columbia’s Collaborative Advanced Robotics and Intelligence Systems Laboratory (CARIS)—on potential projects for Fujitsu’s robot RoboPin.
3. Nano-Lit—on quantum dot technologies for robotic applications, and Viion Systems on camera technologies.

F-Com continues to network with the B.C. tech community as it focuses on tech scouting for Fujitsu and its wide network of affiliated companies.

Fujitsu is a Japanese multinational company and one of the world’s largest IT service providers. Founded in 1935, Fujitsu employs approximately 159,000 staff in over 100 countries.

During the Asia mission, Premier Horgan and Minister Ralston will visit the Fujitsu office. F-Com will be invited to a B.C. luncheon.

On Dec. 1, Minister Ralston gave congratulatory remarks at the pre-opening of Japanese retail giant MUJI's new flagship store on Robson Street. The store is the largest in Canada and outside of Asia.

Featured speakers include:

- Hon. Bruce Ralston, Minister of Jobs, Trade and Technology
- Mr. Tatsuya Tanaka, President of Fujitsu Ltd.
- Mr. Yoshinobu Sakai, President & CEO of F-Com Holdings
- Mr. Taro Mizuno, Director of F-Com Services Co. Ltd.

Attire:

Business

Introduction

- Thank you Jack. Good evening; konbanwa [**pronunciation:** Konban-WAH 'good evening'].
- It is an honour and pleasure to be here with you today on the territory of the Coast Salish people, including the Musqueam Indian Band, Squamish Nation, and Tsleil-Waututh (**Sail-wah-tooth**) Nation. [PAUSE for Translation]
- I bring greetings from B.C. Premier John Horgan. [PAUSE for Translation]
- I would like to acknowledge:
 - Mr. Tatsuya Tanaka (**pronounced:** Ta-TSU-ya Ta-NA-ka)
 - Mr. Shigeru Sasaki (**pronounced:** SHEE-geh-ru Sa-SA-ki)
 - Mr. Yoshinobu Sakai (**pronounced:** Yo-shee-NO-bu Sak-EYE)
 - And other guests who have come a great distance to be here for today's celebration [PAUSE for Translation]

- I understand, Mr. Sakai, that your wife, your daughter and her family are here as well. [PAUSE]
- I also understand that your ties with B.C. run deep, as your daughter and family live right here in Vancouver. [PAUSE]

Economic and cultural ties

- It's these ties between us that bring us all here today. [PAUSE]
- The relationship between B.C. and Japan began over 200 years ago. [PAUSE]
- And today, with more than 50-thousand British Columbians of Japanese heritage, the Japanese-Canadian community is an essential part of our province's cultural fabric. [PAUSE]

- As B.C.'s third-largest trading partner and a top-10 investor in Canada, Japan is also an important economic partner. [PAUSE]

Tech hub

- Japan has an impressive history of innovation in the global tech sector. [PAUSE]
- Having one of the world's largest ICT industries in the world, Japan's investment in B.C. is a show of confidence in our tech sector and economy. [PAUSE]
- Our research infrastructure, natural environment and culturally diverse population are a magnet for tech talent from all over the world. [PAUSE]
- Embedded in the development of our tech sector is a commitment to research and development. [PAUSE]

Fujitsu | F-Com and Tech Innovation

- I know Fujitsu and F-Com also share that commitment and understand its importance in furthering innovation and closing the commercialization gap. [PAUSE]
- We are pleased that F-Com chose Vancouver as the location for its first overseas office. [PAUSE]
- I understand you are bringing your expertise to a number of potential collaborations with academic institutions such as UBC and TRU, and B.C. tech companies, Nano-Lit and Viion **[V-EYE-on]** Systems. [PAUSE]
- The recent close of a \$45 million Series B funding round for BC-based 1QB **[One Q B]** led by Fujitsu is one example. [PAUSE]

- 1QB (also known as 1 Q Bit) is a software company solving industry's most demanding computational challenges using the most advanced quantum and classical computing. [PAUSE]
- With your interest in quantum computing, and with 1QB, D-Wave and other tech firms headquartered here in B.C., we have an opportunity to create a global hub for this unique segment of the tech sector. [PAUSE]

Conclusion

- The Ministry of Jobs, Trade and Technology and the B.C. Trade and Investment Representative Office in Japan look forward to continuing to work with you to help advance your growth strategy in North America... [PAUSE]
- ...and to further develop innovative B.C. partnerships. [PAUSE]

- Premier Horgan, Minister of State for Trade, George Chow and I will visit Japan next month to meet with government and business officials to further expand people-to-people and economic relations with Japan. [PAUSE]
- I look forward to meeting with Fujitsu and F-Com again during my upcoming visit. [PAUSE]
- On behalf of the Province of B.C., congratulations on the opening of F-Com's first overseas office. [PAUSE]
- Thank you for having me and have a wonderful evening! [PAUSE]
- Domo arigato [**Do-mo ari-gah-toe; 'thank you very much'**]

-END-



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?

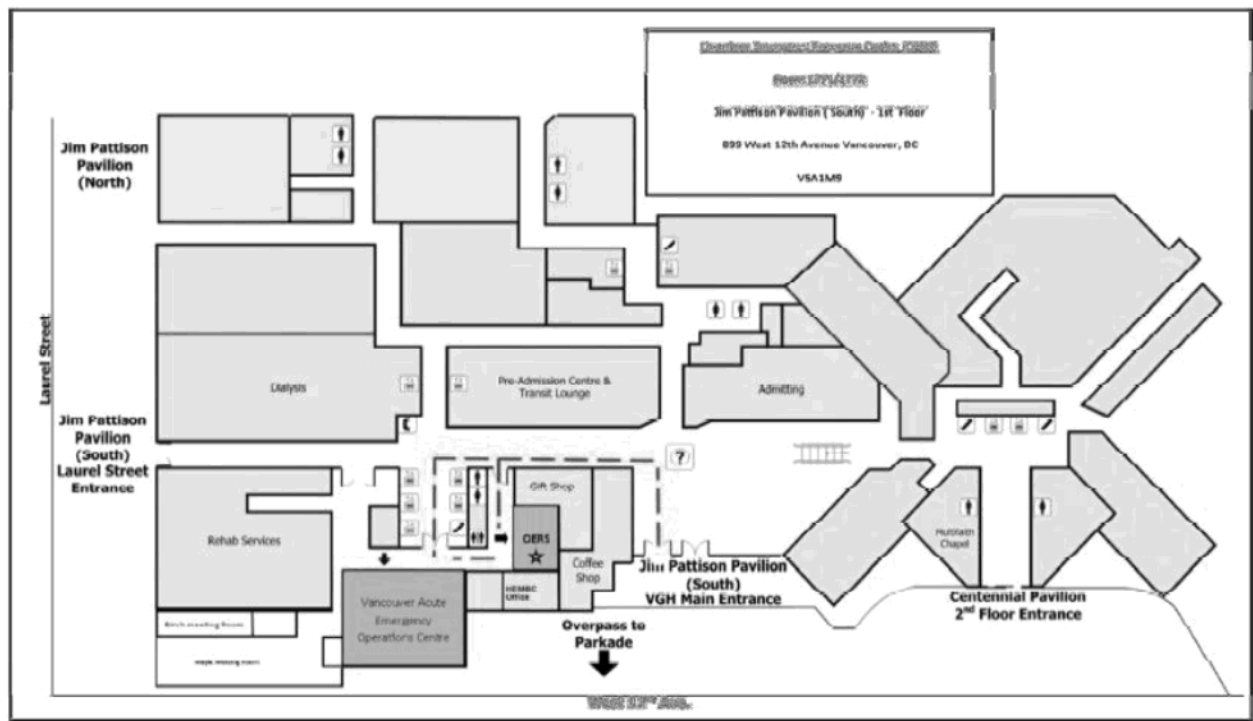
- Doug Hughes, Deputy Minister
- Dr. Perry Kendall, Provincial Health Officer

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

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 Health 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

Naloxone in Pharmacies

London Drugs
555 Sixth Street
New Westminster

Wednesday, December 20, 2017

9:30 a.m. – 10:30 a.m.

9:10 a.m. (arrival time)

9:33 a.m. (speech)

Event Profile:

Minister Judy Darcy will announce an expansion of the Take Home Naloxone Program to help save more lives in the overdose crisis by offering kits no-charge at community pharmacies in British Columbia. The program expansion is a partnership between the Ministry of Mental Health and Addictions, BC Pharmacy Association and the BC Centre of Disease Control.

Speaking at the event will be: Chris Chiew, Pharmacy General Manager, London Drugs; Dr. Jane Buxton, Harm Reduction Lead, BC Centre for Disease Control; Myke from the Lower Mainland Purpose Society and Alex Dar Santos, President, BC Pharmacy Association.

Myke battled drug addiction throughout his life and suffered a stroke three years ago. Today he lives in New Westminster and works to help keep the substance use community safe. He cleans up drug paraphernalia in his neighbourhood and is a strong proponent for broadening access to naloxone.

Following the speaking portion and media Q&A, media will have an opportunity to take photos/video while Josh Dahling, Director of Operations of the Camp Kerry Society – which offers family bereavement care – speaks with a pharmacist about getting a naloxone kit, and how to recognize an overdose and administer naloxone.

Audience:

Due to space limitations, the guest list will be minimal and includes about 12 stakeholders from the BC Centre for Disease Control, the BC Pharmacy Association, London Drugs, Fraser Health and First Nations Health Authority. Media will also be in attendance.

What does the audience want to hear?

How the province is making it easier for people who use opioids or are likely to witness an overdose to get free naloxone kits so they can take care of each other and stay safe.

Will anyone from the ministry be in attendance?

- No

Event Details:

The announcement is taking place in the London Drugs in Westminster Centre, next to the pharmacy. The store will be open to customers during the event. There will be store signage to alert people of the media event.

Elena Banfield will meet the Minister upon arrival to show her to the pre-brief room.

There will be a podium for speakers at the event location, with full A/V set up. There will be a media dial-in line as well.

Parking: Parking is available on the third floor. A staff parking pass is available for the Minister.

Event Contact:

Name: Elena Banfield
Event coordinator, GCPE
cell: 604-842-0984
email: elena.banfield@gov.bc.ca

Key Messages:

Top Message:

- Our most urgent priority is to keep people alive, so we are dramatically expanding easy access to naloxone.
- Through a new partnership with pharmacies, naloxone will be readily available in more locations, making it easier for people to look out for each other and stay safe.

Secondary Messages:

- Naloxone is a critical, life-saving tool that can help ensure the safety of friends or loved ones at risk of overdose.
- To help save lives and prevent overdose deaths, free Take Home Naloxone kits will now be available in community pharmacies throughout B.C. so that people have easy access to the life-saving drug.
- The first step in helping people overcome addiction is help them stay alive so they are able to access the treatment and supports they need to begin a journey towards hope and recovery.
- I would urge every person who uses illegal drugs or is likely to witness an overdose to get a naloxone kit and do the training – you could help save a life.
- The ministry is working with partners across sectors on a wide range of actions to turn the corner on the overdose crisis – spearheaded by the new provincial Overdose Emergency Response Centre.
- We are increasing access to life-saving naloxone and opioid addiction treatments such as Suboxone and hydromorphone, opening more supervised consumption and overdose prevention sites, expanding access to drug-checking services and proactively identifying and supporting people at risk of overdose into treatment.

DRAFT Itinerary:

Time	Event Itinerary
Event Summary:	Indoor event with announcement by Minister of Mental Health and Addictions Judy Darcy in the London Drugs in New Westminster. Speakers will deliver remarks while standing at a podium with the London Drugs pharmacy as the backdrop. Podium art: "Saving Lives, Helping Families." Following the announcement, Minister Darcy will observe a member of the public acquiring a naloxone kit and receiving training from a pharmacist.
Key contacts	Media relations: Shruti Joshi Photographer/Videographer: Riel Maguire Event Coordinator: Elena Banfield
7:30 a.m.	Elena Banfield and SW AV on site for technical setup.
9:15 a.m.	Pre-brief with speakers, led by Elena Banfield, Event Coordinator Location: London Dugs staff room. <ul style="list-style-type: none">• Chris Chiew, General Manager Pharmacy, London Drugs• Judy Darcy, Minister of Mental Health and Addictions• Myke, Lower Mainland Purpose Society• Dr. Jane Buxton, Harm Reduction Lead, BC Centre for Disease Control• Alex Dar Santos, President, BC Pharmacy Association
9:28 a.m.	Speakers move to announcement area.
9:30 a.m.	Chris Chiew welcomes guests and introduces speakers, invites Minister Judy Darcy to speak.
9:33 a.m.	Minister Darcy delivers remarks.
9:36 a.m.	Chris Chiew thanks Minister Darcy , introduces Myke
9:37 a.m.	Myke delivers remarks.
9:41 a.m.	Chris Chiew thanks Myke , introduces Dr. Jane Buxton .
9:42 a.m.	Jane Buxton delivers remarks.
9:46 a.m.	Chris Chiew thanks Dr. Jane Buxton , introduces Alex Dar Santos .
9:47 a.m.	Alex Dar Santos delivers remarks.
9:50 a.m.	Chris Chiew thanks Alex Dar Santos , delivers closing remarks, and opens up to media questions.
9:52 a.m.	Media availability & QA -- Moderated by Shruti Joshi
10:02 a.m.	Event concludes.
10:03 – 10:20 a.m.	Opportunity for media to get b-roll with pharmacist and Josh Dahling (of Camp Kerry Society) picking up a Take Home Naloxone Kit.

- Thank you, Chris, and good morning to you all.
- First, I would like to acknowledge that we are on the territory of the Coast Salish people.
- I would like to welcome our community partners and members of the media here today.
- I also want to acknowledge Dr. Jane Buxton of the BC Centre for Disease Control, Alex Dar Santos of the BC Pharmacy Association and Myke of the Lower Mainland Purpose Society for joining us for today's announcement.
- Thank you all for being here.
- The holiday season is upon us, and as we gather with our families and loved ones, foremost in my mind is the people we have lost in the overdose crisis.
- This year alone, more than 1,200 families are grieving the loss of a loved one to overdose this holiday season.

- Each one of these people was somebody's brother, sister child or friend, taken from us too soon because of a poisoned, illegal drug supply.
- The most heart-breaking thing is that each of these deaths could have been prevented...
- Despite the heroic, concerted efforts of thousands of health care professionals, volunteers, community support workers, advocacy groups...
-and so many others who have helped save countless lives, we still continue to lose people to overdose in record numbers.
- We know that we need to do more, and we are.
- Earlier this month, we announced that we are escalating our response to the overdose crisis through the launch of a new provincial Overdose Emergency Response Centre.

- The Centre is working with regional and community based teams throughout the province to drive urgent local action to save lives and better support people toward recovery.
- Through the Centre we are escalating our work with partners and stakeholders...
 - Expanding harm reduction sites...
 - Broadening access to treatment and medications...
 - Together with Indigenous people and communities, developing culturally appropriate supports together ...
 - And increasing access to naloxone.
- To that end, today we are announcing a new measure that will make it easier for people to receive Take Home Naloxone kits.
- Through a partnership with the BC Pharmacy Association and the BC Centre for Disease Control, pharmacies can now be part of the Take Home Naloxone program.

- That means you can get a kit at no charge if you use opioids or are likely to witness an overdose.
- Already 1,900 kits have been distributed to 220 pharmacies around the province, including this London Drugs pharmacy here in New Westminster.
- We are encouraging all pharmacies in the province to sign on to the program.
- Our goal is to help save lives and prevent overdose deaths by making it more convenient for people to access life-saving naloxone no matter where you live.
- Now anyone likely to witness an overdose can go to a participating pharmacy and receive a free kit.
- People who might feel apprehensive to ask for a kit can rest assured that no identifying information is recorded, and that getting a kit is discrete and easy.
- Naloxone has helped bring thousands of people at risk of dying from an overdose back from the brink of death, and

through this program we hope that even more lives will be saved.

- We need everyone's help to end this crisis and the needless suffering it leaves in its wake.
- I'm urging anyone who might witness an overdose to please get a naloxone kit, do the training and help us save more lives.
- Thank you.

**Speaking Notes – Minister Donaldson
2017 Wildfire and Flood Review**

Monday, Dec. 4, 2017

10:00 a.m.

Hall of Honour

Parliament Buildings

Itinerary:

9:00am	Maureen Chapman and George Abbott arrive at legislature, proceed to Minister Donaldson's office	
9:40am	Premier arrives at Ministers office, brief meet and greet with Maureen and George	
9:45am	Event briefing with all speakers <i>Led by Joleen Badger</i>	
9:55am	Premier, Minister and speakers walk to event location	
10:00am	Premier and speakers take positions around podium, Minister moves to podium Minister welcome remarks, introduces Premier	
10:01am	Premier's remarks	
10:05am	Minister thanks Premier, makes his remarks	
10:07am	Minister introduces Chief Maureen Chapman	
10:07am	Maureen's remarks	
10:10am	Minister thanks Maureen, introduces George Abbott	
10:11am	George's remarks	
10:14am	Minister thanks George, invites Premier back to podium for Q&A with media	
10:15am	Q&A *Moderated by Sheena McConnell	
10:29am	Q&A ends, Minister thanks everyone	
10:30am	Event concludes	

INTRODUCTION

- Thank you for joining us this morning on the territory of the Lekwungen [Luh-kwun-gen] peoples, including the Esquimalt and Songhees First Nations.
- Joining me today are:
 - Premier John Horgan
 - George Abbott
 - Chief Maureen Chapman, and
 - Mike Farnworth, Minister of Public Safety and Solicitor General
- Please welcome Premier John Horgan.

[Minister Donaldson stands aside while Premier Horgan speaks. When Premier Horgan is finished, Minister Donaldson returns to the podium.]

- Thank you, Premier.
- I'd now like to introduce Maureen Chapman, Hereditary Chief of the Skawahlook First Nation, since 1999.
- She has established a provincial and national reputation as a committed advocate for First Nations self-governance, with a particular interest in children, families and women's health issues.

[Chief Chapman speaks.]

- Thank you Chief Chapman.

- I'd now like to introduce George Abbott. George was a provincial MLA from 1996 to 2013, and served as Minister of a number of portfolios.

[George Abbott speaks.]

- Thank you George.
- I also want to thank George Abbott and Maureen Chapman for their leadership and agreeing to head up the review.
- We became government in the middle of the province's longest ever state of emergency.
- I had the opportunity to see firsthand the remarkable response by the BC Wildfire Service, first responders and volunteers.
- Everyone stepped up to lend a helping hand. I was impressed and touched by everyone's efforts.
- Despite the tremendous physical damage that occurred and the emotional upheaval experienced by many people, I think we all recognize that things could have been much worse.
- It's important to take a look back and see what worked well and what areas need improvement.
- We've asked George and Maureen to provide us with recommendations that will inform the Province's responses to the 2018 flooding and wildfire seasons.
- I look forward to their report.
- I'd now like to turn it back to the Premier and open it up for questions.

SPEAKING NOTES

The Honourable Doug Donaldson

*Minister of Forests, Lands, Natural Resource Operations
and Rural Development*

Announcement about grizzly bear hunt in British Columbia

**Monday, Dec. 18, 2017
9:30 a.m.**

Minister Donaldson will be delivering his remarks via telephone.

Dial In Numbers:

s.15,s.17

s.15,s.17

From Canada and USA

Speaker pass code (MDD) Code –

s.15,s.17

- Thank you, Minister Heyman.
- Good morning, everyone. I'm glad you could join us this morning. I'm speaking with you today from Hazelton.
- We're here to give British Columbians an update on our government's grizzly hunt policy and related developments that have occurred in recent months.
- In August of this year, our government announced that it would stop all hunting of grizzly bears in the Great Bear Rainforest and also end the trophy hunting of grizzly bears throughout B.C., as of November 30, 2017.
- We then launched a consultation process in October to look at regulations that would support a sustenance hunt but would end the trophy hunt.
- Our government promised that we would listen to the people of B.C. and that their input would be taken into account.
- That's exactly what we've done.
- This fall's consultation process involved stakeholder groups, First Nations and members of the public. Almost 4,200 written responses were received.
- About 78% of respondents indicated that the grizzly bear hunt should be stopped entirely.
- It is abundantly clear that most British Columbians do not support the killing of grizzly bears in this province.
- Our government continues to support hunting activity in this province. We recognize that hunting is important to many people.

- However, I'm here today to announce that we are putting an end to the grizzly bear hunt throughout British Columbia.
- The spring 2018 grizzly bear hunt was scheduled to open on April 1st, but the ban on grizzly bear hunting for resident and non-resident hunters will take effect immediately.
- First Nations, however, will still be able to harvest grizzly bears pursuant to aboriginal rights for food, social or ceremonial purposes, or treaty rights.
- In addition to stopping the grizzly bear hunt, our government will be implementing the recommendations in the Auditor General's independent review of grizzly bear management, which was released in October.
- In 2018, we will embark on a wider consultation process about British Columbia's overall wildlife management strategy.
- I'd now be happy to take questions about the end of the grizzly bear hunt in B.C.

[MINISTER DONALDSON TAKES QUESTIONS AND THEN HANDS IT BACK TO MINISTER HEYMAN.]

Order in Council Appointments

December 5, 2017

Appointments to the Medical Services Commission

Medical Services Commission

The Medical Services Commission manages the Medical Services Plan (MSP) on behalf of the Government of British Columbia in accordance with the Medicare Protection Act and Regulations. The commission is a nine-member statutory body made up of three representatives from government, three representatives from the Doctors of BC and three members from the public. The public members are nominated by the Doctors of BC and government to represent MSP beneficiaries. This unique partnership ensures government, doctors and B.C. residents all have a voice in the administration of MSP.

Ellen Rachel Godfrey

Ellen Godfrey to be appointed to the Medical Services Commission as a member representing beneficiaries for a term of two years.

Ms. Godfrey is a communications expert with many years of experience in both private and public sectors. In the past, she has worked as a senior consultant with Delta Partners, project leader (Foundation for Future Project) for the B.C. Ministry of Labour and Citizen's Services, and issue lead (remote and rural broadband) for the Federal Telecommunications Policy Research Panel. Active in her community, Ms. Godfrey is a member of the Working Opportunity Fund (Growthworks) Advisory Committee. Previously, she was a member of the Vancouver Island Health Authority board, former president of the Vancouver Island Advanced Technology Centre (ViaTec), the Premier's Advisory Council on Science and Technology. Godfrey holds her Master of Arts from Royal Roads University and Bachelor of Arts from Stanford University.

Jilliane R. Code

Jilliane Code to be reappointed to the Medical Services Commission as a member representing beneficiaries for a term ending Dec. 31, 2019.

Ms. Code is an assistant professor in educational technology at the University of Victoria. Previously, she was a sessional instructor for the University British Columbia and the lead instructional systems designer for NGrain (Canada) Corp. She holds a Doctor of Philosophy in Educational Psychology from Simon Fraser University, a Master of Education and a Bachelor of Education, both from the University of Alberta, and completed a post-doctoral research fellowship at Harvard University. Ms. Code is co-chair of the oversight and advisory committee for Patient Voices Network, a patient partner on the Shared Care Committee, a member of the steering committee for Cardiac Services BC and a volunteer for the BC Transplant Society and the Heart and Stroke Foundation. She is a heart failure survivor and transplant recipient and is an active blogger and speaker in patient empowerment and founded the Heart Failure to Harvard blog.

Kenneth Jay Werker

Kenneth Werker to be reappointed to the Medical Services Commission as a member representing beneficiaries for a term ending Dec. 31, 2019.

Mr. Werker is the managing partner at Boyden Global Executive Search and also serves as the chair of Boyden Canada. Previously, he was the managing partner (Western Region) for the human resources consulting firm Morneau Shepell and the chief operating officer (Western Region) for Fasken Martineau DuMoulin LLP. Mr. Werker was also the executive director of the BC Public School Employers Association. In his community, Mr. Werker has served as a member of the board of Family Services of Greater Vancouver, Chair of AIDS Vancouver, member of the Association of Legal Administrators board of directors, past president of the Vancouver Association of Legal Administrators and founding member of the Family Montessori School Board of directors.

Heather Anne Davidson

Heather Davidson to be appointed as a member to represent government and is designated as deputy chair of the Medical Services Commission.

Ms. Davidson is an assistant deputy minister for the Partnership and Innovation Division

of the BC Ministry of Health. Previously, Ms. Davidson was an assistant deputy minister for the Ministry of Employment and Income Assistance. Before this, she worked for the Ministry of Health in various roles from manager to executive director. Prior to joining the BC Public Service in 1991, she worked as a psychologist providing clinical psychological services, as well as collaborating in research projects related to the provision and evaluation of medical services for the elderly. Active in her community, Ms. Davidson serves as a director for the Canadian Institute for Patient Safety. She has had previous director roles for the Canadian Institute for Health Information, the Canadian Association for Health Services and Policy Research, the Michael Smith Health Research Foundation, and the Institute for Health System Sustainability. Ms. Davidson holds her Bachelor of Science degree in Psychology from McMaster University, her Master of Science in Gerontology from the University of Calgary, and her Doctorate in Psychology in Adult Development and Aging from the University of Victoria.

Appointments to the Emergency Medical Assistants Licensing Board

Emergency Medical Assistants Licensing Board

The Emergency Medical Assistants Licensing Board is responsible for examining, registering and licensing all emergency medical assistants in B.C., including first responders. The board, under the authority of the *Emergency Health Services Act*, sets licence terms and conditions. In addition, the board investigates complaints and conducts hearings where necessary.

William (Bill) Gordon Leverett

Bill Leverett to be reappointed as a member of the Emergency Medical Assistants Licensing Board for a term ending Dec. 31, 2018.

Mr. Leverett started his career with the British Columbia Ambulance Service in 1979 as a part-time employee in the South Okanagan. He was hired full-time in 1984 for the Vancouver post. Mr. Leverett has worked in all areas of the Lower Mainland and transferred to Sicamous in 1988 as a unit chief. He returned to Vancouver in 1989 and completed his Advanced Life Support training in 1992. He transferred to Victoria in 1994 and completed his AirEvac training in 1997. In 2002, Mr. Leverett completed his Master

of Arts in Leadership and Training at Royal Roads University in Victoria. Mr. Leverett has been active in all aspects of Emergency Medical Assistant 1, 2 and 3 training and Continuing Medical Education. He also served for three years on the Victoria Standards of Care committee. Mr. Leverett sat on the Paramedic Association of Canada Advisory Committee that developed the National Occupational Competency Profile for Paramedicine. He currently sits on the Committee for Program Accreditation of the Canadian Medical Association and is an active Program Accreditation Survey Team member. Mr. Leverett is currently a district supervisor in Victoria.

Patricia Sheela Lane

Patricia Lane to be appointed as a member and designated chair of the Emergency Medical Assistants Licensing Board for a term ending Dec. 31, 2019.

Lane provides conflict management services for a private practice. She has tribunal experience on the BC Securities Commission, the BC Real Estate Council and as the past chair of the University of Victoria Harassment and Human Rights Panel. Much of her practice is serving families as a sole tribunal judge. Previously, she worked for the Yukon government's treaty negotiation team with special responsibility for the self-government and dispute resolution tables. She worked in Ontario on tax policy and reporting to the deputy minister of health as a special consultant on health-care reform. Lane serves as a co-founding partner and senior strategic advisor for Leadnow.ca and as a previous director for Coast Capital Savings Credit Union. In 1992, Lane assisted the Ministry of Health in implementing its Closer to Home initiative. Lane holds her Bachelor of Laws Juris Doctor degree from Osgoode Hall Law School and was called to the British Columbia Bar in 1979.

SPEAKING NOTES

- Thank you.

[The Minister may wish to acknowledge other MLAs, guests, audience members as appropriate.]

- I am happy to present today my recommendations for some new and returning members for consideration for appointment to the Medical Services Commission and the Emergency Medical Assistants Licensing Board.
- The Medical Services Commission manages the Medical Services Plan or MSP on behalf of the Government of British Columbia in accordance with the Medicare Protection Act and Regulations.
- The nine-member commission is made up of three representatives from government, three representatives from the Doctors of BC and three members from the public. The public members are nominated by the Doctors of BC and government to represent MSP beneficiaries.
- This unique partnership ensures government, doctors and B.C. residents all have a voice in the administration of MSP.
- For appointment to the Medical Services Commission, we have Ellen Rachel Godfrey as a member representing beneficiaries.

- Ms. Godfrey is a communications expert with many years of experience in both private and public sectors and has served once before as a beneficiary representative.
- Jilliane R. Code and Kenneth Jay Werker are put forward for reappointment as members representing beneficiaries.
- Ms. Code is an assistant professor in educational technology at the University of Victoria. She is also a co-chair of the oversight and advisory committee for Patient Voices Network and a patient partner on the Shared Care Committee, a joint committee of the Province and the Doctors of BC.
- And, Mr. Werker is the managing partner at Boyden Global Executive Search and serves as the chair of Boyden Canada.
- Heather Anne Davidson is put forward as a member representing government and as deputy chair of the Medical Services Commission.
- Ms. Davidson has been with the BC Public Service since 1991 and is the assistant deputy minister of the Partnership and Innovation division at the Ministry of Health.
- The Emergency Medical Assistants Licensing Board is responsible for examining, registering and licensing all emergency medical assistants in B.C., including first responders.

- The board, under the authority of the *Emergency Health Services Act*, sets licence terms and conditions. In addition, the board investigates complaints and conducts hearings where necessary.
- For the Emergency Medical Assistants Licensing Board, William Gordon Leverett is put forward for reappointment as a member.
- Mr. Leverett is a district supervisor with the BC Ambulance Service.
- Patricia Sheela Lane is put forward as a member and designated chair.
- Ms. Lane provides conflict management services for a private practice and often serves as a tribunal judge for families.
- This is a notable group of people who share a long history of public and community service, work with Indigenous communities and experience in the private sector, labour, health care and research.
- Their skills and diverse backgrounds will lend themselves well to advising on the best and most innovative ways to improve upon our health system.
- And they would complement the Medical Services Commission and the Emergency Medical Assistants Licensing Board's existing talents.
- I know they are ready to get started on work that will serve their communities and contribute to a stronger public health-care system in British Columbia.

- Our goal as a government is to provide leadership for a strong, innovative and responsive public health-care system.
- And I am confident that approval of these appointments would support this goal.

Order in Council Appointments

December 13, 2017

Appointments to the Health Care Practitioner Special Committee for Audit Hearings

Health Care Practitioner Special Committee for Audit Hearings

The Health Care Practitioners Special Committee for Audit Hearings (HCPSCAH) is established under Part 1 of the Medicare Protection Act and is administered through the Ministry of Health's Billing Integrity Program. HCPSCAH conducts hearings in cases where health care practitioner claims (acupuncture, chiropractic, dentistry, massage therapy, midwifery, naturopathy, optometry, physical therapy and podiatry) are believed to have been inappropriately billed to the Medical Services Plan, and makes orders for recovery of monies or de-enrollment where appropriate.

Hearing panels of HCPSCAH consist of one government representative, one beneficiaries' representative and either one or three representatives of the profession in which the practitioner in question is authorized to practice.

The majority of billing disputes identified through the monitoring and auditing of practitioners have been resolved by negotiation or mediation with the Billing Integrity Program rather than the formal audit hearing process. However, if the parties are unable to negotiate a settlement or come to resolution of the issues, the case will proceed to hearing before the HCPSCAH. In these cases it is essential to have a roster of available individuals to participate in a hearing. HCPSCAH currently has a roster of 13 representatives, including a chair, a deputy chair, three government representatives, four beneficiaries' representatives, one optometry representative, one podiatry representative and two acupuncture representatives.

Zahra H. Jimale [pronounced Zar-a Ja-mall]

The recommendation is for Zahra Jimale to be appointed to the Health Care Practitioner Special Committee for Audit Hearings as a new member and the government representative.

Zahra Jimale is a lawyer, mediator and an educator. She is currently working for West Coast LEAF as a director of law reform, an equality rights organization that aims to eliminate systemic patterns of discrimination, promotes social justice, and the protection of human rights. Ms. Jimale is also an associate faculty member for Royal Roads University. Ms. Jimale's work has focused primarily on family law and how to improve the family law justice system, making it more accessible, user-centered and less adversarial. Her approach to conflict resolution focuses on collaboration and efficient and sensible problem solving that is inclusive of all impacted parties. Active in her community, she has been a member of the Minister's Advisory Forum on Poverty Reduction; an unbundling working group member for Access to Justice BC, and a family law roster member for Access Pro Bono Society of British Columbia, among many others. Ms. Jimale holds her Bachelor of Laws degree from the University of Victoria and is a Master of Laws candidate for Osgoode Hall Law School.

Mr. David P. Bird

The recommendation is for David Bird to be reappointed to Health Care Practitioner Special Committee for Audit hearings and designated as the beneficiaries' representative.

David Bird is the president and chief executive officer of Integris Credit Union in Prince George. Previously, he was vice president, member services for Lakeland Credit Union in Alberta. Some of his expertise includes strategic direction, corporate accountability, market analysis, and risk management and compliance. In his community, Mr. Bird has served as a guest lecturer the McMaster University's Degroote School of Business. He holds his Bachelor of Commerce from Concordia University and has received extensive credit union executive training.

Dr. Hiedi N. Postowski

The recommendation is for Hiedi Postowski to be reappointed to the Health Care Practitioner Special Committee for Audit Hearings and designated as the podiatrist' representative.

Hiedi Postowski is a doctor of Podiatric Medicine and runs her own practices in Victoria and Duncan. She is a professional member of the Canadian Podiatric Medical Association, the American Podiatric Medical Association, the BC Podiatric Medical Association and the American Professional Wound Care Association. Dr. Postowski holds her Doctor of Podiatric Medicine from the University Osteopathic Medicine and Health Sciences and her Bachelor of Science from the University of Calgary.

Ms. Shabira Rajan

The recommendation is for Shabira Rajan to be reappointed to Health Care Practitioner Special Committee for Audit Hearings and designated as the beneficiaries' representative.

Shabira Rajan is currently a Financial Management Consultant for SHROF. Previously, she was the Vice President of Finance and Accountability for the Rick Hansen Institute and Director of Finance for Canada Line Rapid Transit Incorporated. Ms. Rajan previously worked as a Controller for Protexis Incorporated and DSI Datotech Systems Incorporated. She holds her Masters of Business Administration from Laurentian University. She was a designated Project Management Professional (PMP) and is a Certified General Accountant (CGA). Ms. Rajan has also completed a Certificate in Executive Leadership and an Advanced Specialty Certificate in Forensic Science Technology.

SPEAKING NOTES

- Thank you.

[The Minister may wish to acknowledge other MLAs, guests, audience members as appropriate.]

- I am happy to present my recommendations for a new member and several returning members for consideration for appointment to the Health Care Practitioner Special Committee for Audit Hearings.
- The Health Care Practitioners Special Committee for Audit Hearings is administered through the Ministry of Health Billing Integrity Program.
- The committee conducts hearings in cases where health-care practitioner claims are believed to have been inappropriately billed to the Medical Services Plan, and makes orders for recovery of monies or de-enrollment where appropriate.
- The majority of billing disputes identified through the monitoring and auditing of practitioners have been resolved by negotiation or mediation with the Billing Integrity Program rather than the formal audit hearing process.
- However, if the parties are unable to negotiate a settlement or come to resolution of the issues, the case will proceed to hearing before the committee.
- In these cases it is essential to have a roster of available and engaged individuals to participate in a hearing.

- This unique partnership ensures government, beneficiaries and health-care professionals all have a voice in Medical Services Plan billing.
- For new appointment to the Health Care Practitioner Special Committee for Audit Hearings, we have Zahra H. Jimale [Zar-a H. Jammall].
- Ms. Jimale is family law lawyer, collaborative divorce lawyer, mediator and an educator.
- A passionate advocate for dispute resolution and collaboration, I have no doubt her skills and experience will be invaluable to this committee.
- Mr. David P. Bird, Dr. Hiedi N. Postowski and Ms. Shabira Rajan are put forward for reappointment as members.
- David Bird is the president and chief executive officer of Integris Credit Union in Prince George. Some of his expertise includes strategic direction, corporate accountability, market analysis, and risk management and compliance.
- In his community, Mr. Bird has served as a guest lecturer at McMaster University's DeGroote School of Business.
- Dr. Hiedi Postowski is a doctor of Podiatric Medicine and runs her own practices in Victoria and Duncan.

- She is a professional member of the Canadian Podiatric Medical Association, the American Podiatric Medical Association, the BC Podiatric Medical Association and the American Professional Wound Care Association.
- And Ms. Shabira Rajan is currently a financial management consultant and previously was the vice president of finance and accountability for the Rick Hansen Institute and director of finance for Canada Line Rapid Transit Incorporated.
- She holds her Masters of Business Administration from Laurentian University. She was a designated Project Management Professional and is a Certified General Accountant.
- This is a notable group of people who share a long history of public and community service, with extensive experience in the private sector, labour and health care.
- Their skills and diverse backgrounds will lend themselves well to advising on best practices and fair billing through MSP, which in turn, will improve upon our health system.
- I know they are ready to get started on work that will serve their communities and contribute to a stronger public health-care system in British Columbia.
- Our goal as a government is to provide leadership for a strong, innovative and responsive public health-care system.

- And I am confident that approval of these appointments would support this goal.



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

Grand Opening of Storeys

Friday, Dec. 1, 2017
10:00 a.m.

S.U.C.C.E.S.S. Multi-Purpose Hall
8111 Granville Ave.
Richmond

Please check against delivery

Event contact on site:
Brenda Plant - Executive Director
Turning Point Recovery Society

s.22

Check against delivery – this is not a transcript

Event: Grand opening celebration for the Storeys development in Richmond.

Time: Event runs from 10:00 a.m. – 12:00 p.m.
Minister speaks at approximately 10:10 a.m.

Length of speech: 2-3 minutes

Location: S.U.C.C.E.S.S. Multi-Purpose Hall
8111 Granville Ave.
Richmond

Parking: Parking entrance on Anderson Rd. side of building. Turn right into parking lot and go up ramp to 1st floor parking.
Parking for Minister Robinson will be marked for stall 1.

Contact: Brenda Plant - Executive Director
Turnina Point Recovery Society
s.22

Logistics: Podium and microphone. Podium riser has been requested.

Dress Code: Business casual

Event summary:

- Minister Selina Robinson will speak at the grand opening event for the Storeys development in Richmond.
- The project provides 129 units of affordable rental housing for a range of people, including recent immigrants, women with children fleeing violence, people with mental health challenges and seniors.
- 8-9 speakers are expected.

Background:

- Five non-profit housing societies will work collectively to oversee the management and operations of the building. Day-to-day operations will be managed by a professional property management company.
- Non-profit societies include: Coast Mental Health, Pathways Clubhouse, S.U.C.C.E.S.S., Tikva Housing Society and Turning Point Housing Society.

Project Partners and funding:

- The Governments of Canada and B.C. provided a combined investment of \$3 million for the project.
- The Province also provided construction financing of approximately \$30 million.
- The City of Richmond provided a capital contribution of approximately \$19.4 million and the long term lease of city-owned land.
- The non-profit consortium is responsible for the ownership and management of the building and provided approximately \$1.95 million for the construction of the project.

Key participants:

- Brenda Plant, Executive Director, Turning Point Housing Society (Emcee)
- Selina Robinson, Minister of Municipal Affairs and Housing
- Mayor Malcolm Brodie, City of Richmond
- Joe Peschisolido, MP for Steveston-Richmond East
- Bruce Smith COO, Coast Mental Health
- Dave MacDonald, Executive Director, Pathways Clubhouse
- Linda Thomas, Executive Director, Tikva Housing Society
- Queenie Choo, CEO, SUCCESS
- 1-2 tenants, TBC

Audience:

- Approximately 130-150 guests.

Key Messages:

- This is a great example of how strong community partnerships can lead to much-needed affordable housing for people struggling to find suitable accommodation and services.
- Our government is committed to building on partnerships like these as we work toward our goal of 114,000 new units of affordable housing in B.C.
- British Columbians are struggling to find an affordable place to live.
- Our government is building a Comprehensive Housing Strategy that will make housing more affordable for people across British Columbia.

Agenda

9:30-9:45 a.m. -- Minister Robinson and other speakers meet in the on-site café

10:00 a.m. – 12:00 p.m.

1. Welcome - Brenda Plant, Executive Director, Turning Point Housing Society
2. His Worship: Mayor Malcolm Brodie, City of Richmond
3. Minister Selina Robinson, Municipal Affairs and Housing
4. Joe Peschisolido, MP for Steveston—Richmond East
5. Bruce Smith COO, Coast Mental Health
6. Dave MacDonald, Executive Director, Pathways Clubhouse
7. Linda Thomas, Executive Director, Tikva Housing Society
8. Queenie Choo, CEO, SUCCESS
9. Brenda Plant to acknowledge Artist: Richard Tetrault

10. Tenant Testimony (x 2)

11. Closing Remarks

12. Ribbon Cutting

13. Refreshments/Tours

SPEAKING NOTES

Thank you, Brenda.

Good morning, everyone.

Thank you so much for inviting me to celebrate the grand opening of this incredible project in Richmond.

I would like to acknowledge the territory of the Coast Salish peoples.

Having a safe place to call home is foundational to supporting healthy families and individuals.

We all know how tough it's become for people to find safe and affordable housing in B.C.

This struggle is magnified for those who are in greatest need.

That is why making sure these homes and others like it are there for the people who need it the most is a top priority for our government.

It is critical that we continue to foster partnerships that result in important projects like Storeys in communities across B.C.

Boy, do you guys know how to leverage relationships!

It warms my heart to see that so many partners worked together to make this project a reality.

...Homes for a range of those in need, including low-income families and seniors, new immigrants, people escaping abuse, and people who are struggling with mental health challenges and addictions.

The housing and support services provided in this unique project will make such a positive difference in the lives of the people who call it home.

When people have stable housing, and with additional support services when they are needed, they are able to focus on an improved standard of living for themselves and their families – and the future is much brighter.

The B.C. government, together with the federal government, provided an investment of \$3 million for this project.

But it was the efforts and dedication of the City of Richmond and our non-profit partners that truly made this project possible.

I would like to acknowledge the contributions and commitment of the City of Richmond – and the five non-profit groups who have worked so hard to see these homes completed:

- Coast Mental Health
- Pathways Clubhouse
- S.U.C.C.E.S.S.
- Tikva (teek-va) Housing Society
- And Turning Point Housing Society

What you bring to the table in terms of experience, skills and knowledge will make this complex a resounding success.

Our government is committed to investing in more projects like this as part of our goal to build 114,000 new affordable housing units throughout the province.

We are working diligently on a comprehensive housing strategy that – together with local efforts and federal support – can effectively address housing affordability for all British Columbians.

We want to make sure no one is overlooked, no one is forgotten, and that the people who need this type of housing the most are positively represented by our government.

I would like to thank you again for inviting me here today.

Congratulations to everyone involved.

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

***Opening Day Welcome and Introduction:
Partnerships in B.C. Conference***

Westin Wall Centre
Richmond, B.C.

Thursday, Dec. 7, 2017

Please check against delivery – this is not a transcript

Theme: Finding, funding, building and operating affordable housing for middle income British Columbians

Main message: We need to work together and build partnerships to find solutions to the housing crisis.

Key Messages:

- Affordable housing is the foundation of healthy families and strong communities.
- Too many people living and working in B.C. are struggling to afford housing.
- Solving the housing crisis won't be easy. We need to work together and build partnerships to create affordable homes for people, quickly.

Audience: More than 200 housing sector representatives from not-for-profits, development community, local governments and Indigenous organizations. First Nations Summit task group member Cheryl Casimer is attending as a First Nations Leadership Council representative.,

Indigenous territory: Due to numerous overlapping territories, the territory of the Coast Salish peoples should be recognized. Note that a Musqueam elder will provide an opening welcome. Most invited chiefs have been unable to attend, however Metis Nation BC and the First Nations Leadership Council will be represented in the room.

INTRODUCTION

- Good morning and welcome, everyone.
- My respects to Alec Dan for starting us off with a special welcome to the territory of the Coast Salish peoples.
- I want to thank all of you for taking the time to come together for one of the most important issues in British Columbia today – housing affordability.
- It is a top priority for our government because it is a priority for British Columbians.
- The housing crisis wasn't created in a day, and fixing it won't be simple.
- If we are going to address it quickly, it will take people from every walk of life working together to find solutions.
- It requires partnerships between every level of government, non-profits, co-ops, financial institutions, developers, Indigenous leaders, post-secondary institutions, and others.

- I am pleased to see such a diverse representation from these sectors here today.
- For this conference, we wanted to bring together innovators, entrepreneurs and experts with a wide range of views and a diversity of experience to explore new conversations and opportunities to address housing affordability.
- Regardless of background, I believe every participant shares at least one thing in common – a deep and abiding care for community.
- The purpose of this conference is to generate innovative ideas and potential actions about how we can leverage partnerships to find, fund, build and operate affordable homes that meet the needs of people who live and work in British Columbia

- I want to take a moment to talk about our specific focus over these next two days: bringing relief to middle income British Columbians.
- Housing is the foundation of healthy families and strong communities.

- Without access to safe, affordable and functional homes, people can't live and work in our cities.
- Over the last decade housing has steadily become less and less affordable for ordinary working people.
- This lack of affordability has reached a crisis point for many middle-class families.
- Much of the discussion of the housing crisis has focussed on those who are homeless, vulnerable to homelessness, and in need of extra support services.
- Our government is taking urgent action to support those most in need.
- We are partnering with communities across the province to build 2,000 new modular homes with 24/7 support services.
- As of today, we have 950 modular homes confirmed for communities throughout the province.
- And this is just the beginning. There is much more to come for those who are homeless and at risk of homelessness with our poverty reduction strategy.

- We know that speculation in the market place has driven up the price of homeownership out of reach of too many British Columbians.
- I am working with the Minister of Finance to ensure that our government takes swift action to address that problem.
- We also need a similarly urgent approach to meet the needs of B.C.'s middle-income earners.
- Too many people are working, often at more than one job, and still spending more than the affordable rate – more than 30% of their income on housing.
- A lot of these hardworking people cannot conceive of home ownership and are renting.
- In Vancouver, the latest CMHC data shows that 66% of residents are spending more than 30% on housing.
- We know it's not just a big city problem.
- More than half of the people who rent in Courtenay, Port Alberni, Vernon, and Creston – just to name a few – are also forced to spend more than 30% on their rent.

- These hardworking British Columbians – teachers, people in the construction industry, and restaurant industry and office workers – are part of the backbone of our cities and our communities.
- And too many of them are struggling to support themselves and their families because housing costs are rising faster than incomes.
- These are people who don't qualify for social housing and yet can't find suitable, affordable homes.
- They lack options and end up stuck in homes that often don't meet their needs. Or they uproot their lives and leave their home communities to seek other options.
- None of us can fix this alone... so our mission is clear.
- We have to work together so that our friends and families can afford to live here and so that we can protect our businesses, our economy, and maintain strong communities.
- We have the right people in this room and the right conditions in this province to take action together.

- All partners are now at the table:
 - a caring and motivated provincial government that is taking action on some of our most urgent housing issues
 - a federal government that has just released new options as part of a new national housing strategy
 - local governments, like the City of Vancouver, Terrace and others are producing their own housing strategies
 - developers and non-profits with ideas on how to build the right kinds of housing projects in the right places
 - Indigenous leaders, local governments and a non-profit housing sector that have always been ready and willing to find creative, yet practical solutions through partnership.

- The goal is to have a province where our friends and families can afford to live and work and where we have strong, connected and sustainable communities with a variety of housing types to suit people's needs.
- I'm reminded of a story about the Vancouver School District.
- Adding new teachers to our public education system is a good thing, right? Yet, Vancouver is struggling to fill those jobs because the cost of housing is too high.
- People are turning down good-paying jobs because the cost of buying or renting a home has overtaken local incomes.
- As for the economy, we can all see the number of help wanted signs in restaurants and storefronts in our communities.
- And we know from the Greater Vancouver Board of Trade, chambers of commerce, and the restaurant industry that there is a struggle to find and keep workers...
- The number one reason is the cost of housing.

- High housing costs don't just impact British Columbians of middle income or below. It affects job creation and business growth.
- We're not building enough of the types of housing people need. Not enough. We're not building fast enough – and what is being built is too expensive.
- We have a lot of ideas about ways we can tackle housing affordability. And we're working hard to put those solutions in place.
- But this is a massive problem, and it will take all the biggest hearts and best brains in our province and beyond to solve it.
- That's where you come in.
- We've invited you here today to share your hopes and your ideas. Not just with government, but with each other.
- We're hoping to spark new discussions, new approaches and new partnerships – all aimed at addressing housing affordability in B.C.
- We all have a stake in this. How we move forward today will shape the future of our families and our communities.

- We all have a role to play.
- The Province is the single most important player in housing in B.C. We're the biggest funder.
- And our government is taking that responsibility seriously.
- But we can't do it alone.
- As I say, our mission is clear... but unmistakably complex.
- As we evolve the way the Province works with all of you on housing, there are a few things you should know.
- We want non-profit providers to be treated like the dedicated, innovative, entrepreneurial experts they are.
- I want to acknowledge those who have been fighting for years to get action on housing. Now I'm inviting them to lend their energy to the fight to solve this problem.
- We want local governments and Indigenous leaders to understand the Province will work in respectful partnership

on housing solutions as we all work to unlock our resources – land, funding, and regulatory frameworks.

- We want developers to keep on working! We want you to build your businesses and be successful. And we hope you will lend your expertise to create the affordable housing the people of this province desperately need.
- For our part - we can offer greater leadership and support.
- If there are ways the Province can empower your industry, your organization, or your community to increase housing affordability, we want to hear about it.
- We want to hear about the tools you need.
- We want to hear about what is and isn't working.
- What are your barriers and your stumbling blocks?
- I especially want to reach out to those of you working in local government.
- I've been there. And I know it's not always easy to balance community needs with the wishes of people next door.

- Our government recognizes the complexities of the work local governments do and the risks local leaders take when they make bold changes.
- And we want to support you.
- We also recognize the anger and betrayal that many families are feeling about housing right now.
- Neighbourhoods were sold density, and received shadow hotels and empty investment condos.
- People can't find anything to rent and they can't afford to buy.
- They have been renovicted and demovicted and they are tired of paying more and more for less and less.
- We are moving as fast as we can to help families but I know it is not fast enough.
- We need your ideas on how we can get there faster.
- Some of your ideas we will be able to act on and others we may not be able to act on.

- But this is our starting point.
- Over these next two days, you will hear from some powerful speakers and work together to consider some key questions about housing affordability.
- The goal of this approach is to find patterns and insights and share our collective discoveries.
- We hope you will inspire each other to approach the challenge of housing affordability in new ways.
- Together we can make a real difference in the lives of British Columbians who are struggling to afford a place to call home.
- I thank you for your time. Now – let's get to work!

--30--



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

Closing Address: Day One
Partnerships in B.C. Conference

Westin Wall Centre
Richmond, B.C.

Thursday, Dec. 7, 2017

Check against delivery – this is not a transcript

Theme: Finding, funding, building and operating affordable housing for middle income British Columbians

Main message: We need to work together and build partnerships to find solutions to the housing crisis.

Key Messages:

- Affordable housing is the foundation of healthy families and strong communities.
- Too many people living and working in B.C. are struggling to afford housing.
- Solving the housing crisis won't be easy. We need to work together and build partnerships to create affordable homes for people, quickly.

Audience: More than 200 housing sector representatives from not-for-profits, development community, local governments and Indigenous organizations. First Nations Summit task group member Cheryl Casimer is attending as a First Nations Leadership Council representative.,

Indigenous territory: Due to numerous overlapping territories, the territory of the Coast Salish peoples should be recognized.

INTRODUCTION

- How is everyone's energy?
- We've had a full day of good, creative discussions.
- I've been able to be here for much of the day's agenda and I'll be with you all day tomorrow.
- I want to send you off with only a few words before we head out.
- On behalf of the Government of B.C., thank you for your energy and your ideas today.
- We have had people monitoring discussions and taking notes.
- We will be pouring over those tonight and over the next few days.
- I expect we will see some strong themes emerge that can help inform our solutions to this challenge.
- See you back here in the morning or at the mix and mingle.



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

Opening Address: Day Two
Partnerships in B.C. Conference

Westin Wall Centre
Richmond, B.C.

Thursday, Dec. 8, 2017

Check against delivery – this is not a transcript

Theme: Finding, funding, building and operating affordable housing for middle income British Columbians

Main message: We need to work together and build partnerships to find solutions to the housing crisis.

Key Messages:

- Affordable housing is the foundation of healthy families and strong communities.
- Too many people living and working in B.C. are struggling to afford housing.
- Solving the housing crisis won't be easy. We need to work together and build partnerships to create affordable homes for people, quickly.

Audience: More than 200 housing sector representatives from not-for-profits, development community, local governments and Indigenous organizations. First Nations Summit task group member Cheryl Casimer is attending as a First Nations Leadership Council representative.

Indigenous territory: Due to numerous overlapping territories, the territory of the Coast Salish peoples should be recognized.

INTRODUCTION

- Hello, thank you all for being here this morning.
- Yesterday we had an intense and productive day.
- We heard from the president and CEO of the CMHC about how the federal government wants to work in partnership with provinces and communities to address housing affordability.
- We're excited to work with the federal government on this important priority.
- We also heard from a number of speakers about the ways they have improved housing affordability in their communities.
- We were incredibly lucky to have such accomplished speakers join us to share their expertise and their stories of struggle and success.

- But the single best part of yesterday – was when we all came together to explore new approaches and new partnerships so we can forge a new path to housing affordability in B.C.
- I’m so thankful for the ideas each of you has brought to the conversation.
- Because we truly can’t do this without you.
- I want to highlight some of the themes that came out of our discussions yesterday.
- PLACEHOLDER
- PLACEHOLDER
- PLACEHOLDER
- PLACEHOLDER
- PLACEHOLDER

- We accomplished a lot yesterday. But there is still more to do.
- Today, we are going to dive even deeper into solutions.
- We are going to discuss how government can empower you and your organization – and partner with you to accelerate action on housing affordability in British Columbia.
- We are going to ask you to dig deep and think on what you need to step forward to be part of the solution.
- Because we all have a role to play.
- In addition, to that very important work - we have a very special partnership pitch session.

- This will be an opportunity for people to present their ideas for partnership to a panel of experts, who will give them advice about moving their project forward.
- I'm excited to hear everyone's ideas!
- I hope we can learn from each other about how to address housing affordability.
- Because it's a big problem and it demands big solutions.
- What came through yesterday is...
- PLACEHOLDER
- PLACEHOLDER
- PLACEHOLDER
- PLACEHOLDER

- PLACEHOLDER
- But what's become really evident is how many dedicated, compassionate and intelligent people are working on this problem.
- I know that, together, we can find a way forward.
- We have all the right ingredients.
- Federal and provincial governments that are ready to take action.
- Local leaders who are passionate about solving this problem.
- And people from every part of the housing industry and from all corners of the economy who are interested in partnering with governments to make housing more affordable.

- I can't wait to really dig into all the ideas that people put forward yesterday.
- And I can't wait to see and hear what people come up with today.
- Thank you again for being here.



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

***Closing Address: Day Two
Partnerships in B.C. Conference***

Westin Wall Centre
Richmond, B.C.

Thursday, Dec. 8, 2017

Check against delivery – this is not a transcript

Theme: Finding, funding, building and operating affordable housing for middle income British Columbians

Main message: We need to work together and build partnerships to find solutions to the housing crisis.

Key Messages:

- Affordable housing is the foundation of healthy families and strong communities.
- Too many people living and working in B.C. are struggling to afford housing.
- Solving the housing crisis won't be easy. We need to work together and build partnerships to create affordable homes for people, quickly.

Audience: More than 200 housing sector representatives from not-for-profits, development community, local governments and Indigenous organizations. First Nations Summit task group member Cheryl Casimer is attending as a First Nations Leadership Council representative.,

Indigenous territory: Due to numerous overlapping territories, the territory of the Coast Salish peoples should be recognized.

INTRODUCTION

- Thanks, everyone.
- I want to close our conference the same way we began by recognizing the territory of the Coast Salish peoples – and I want to thank the Musqueam Nation for starting us off on the right foot with a traditional welcome.

[pause]

- As we move into the holidays, I hope you all get some down time with your friends and families.
- I will be spending time with my family in the comfort of our home.... a home I feel fortunate to have, especially as I see the struggles people are going through in a time of almost non-existent vacancy rates... and housing prices that are far outpacing incomes.
- That is unhealthy and unsustainable. It is bad for our people, our communities, our economy and our province.

- That is why our government is taking urgent action and building modular homes for people experiencing homelessness, and it's why we have made changes that increase fairness and protection for renters.
- As I stated when kicking off the conference, we need a similarly urgent response for middle-income British Columbians.
- This conference has been part of developing that response and I thank all of you for taking part.

[pause]

- As we head into the holiday season, I think most of us tend to do more reflection and planning.
- We look back at our year... *personally, it has been a heck of a year!*
- And we look to the future. The things we want to accomplish, where we want to do better. We look at our goals and how to make them happen.

- Our government's number one goal heading into 2018 is to take meaningful action that begins to improve housing affordability for British Columbians.
- So this has been an important conference for our government.
- Provincial policy makers and decision makers have attended sessions so they can absorb and, in some cases, take part in the discussions.
- We will be looking at your ideas and recommendations as we enter discussions with the federal government on a new bilateral housing agreement... and as we prepare our spring budget.
- We want that budget to heighten our collective ability to increase safe, functional, affordable housing options for British Columbians.
- I hope the conference has also given you the opportunity to cultivate new relationships, new partnerships and new possibilities.

- In closing, I want to thank all of our great speakers and panelists who gave us the gifts of their knowledge and their time over these last two days.
- I wish you all a joyful holiday season.
- Thank you.

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