

**From:** Cameron, Tara D JEDC:EX  
**Sent:** January 15, 2021 3:33 PM  
**To:** Parmar, Ravi JERI:EX  
**Subject:** Incoming and bullets re Fed Min Ng letter  
**Attachments:** The Honourable Ravi Kahlon (B.C)(1).pdf

**Follow Up Flag:** Follow up  
**Flag Status:** Completed

DM approved bullets:

- Our Government has been very supportive of Canada’s efforts to expand its free trade agreement access and ensuring the benefits and opportunities of trade are felt more widely under its inclusive approach to trade.
- BC welcomes the opportunity to provide its perspective on a possible Canada-Indonesia comprehensive economic partnership agreement (CEPA), especially as Canada’s Pacific province.
- It is important to note that while economic diversification is important, human rights are essential. BC would like to emphasize the importance of fair trade.
- With \$234M in BC exports to Indonesia in 2019, Indonesia was BC’s 13<sup>th</sup> largest export market and an important destination for our wood and pulp products, airplanes and helicopters, various agri-food products, and other goods and services important to BC’s economic recovery.
- BC’s geographic location makes Indonesia an ideal trading partner, and BC’s ports are a critical conduit for trade flows to Indonesia from the rest of Canada.
- BC is transitioning to co-location with Global Affairs Canada in Asia including in Indonesia. BC previously had a contracted trade and investment representative office in Jakarta from 2016 to 2020.
- Through our team in ASEAN, BC has promoted BC craft beer, shellfish and seafood, greenhouse vegetables, digital animation, and cleantech solutions in Indonesia.
- I look forward to working with you on a possible Canada-Indonesia CEPA, and continuing to support integrating progressive and inclusive elements into Canada’s trade negotiations.

Staff are drafting the response letter for review next week.

Thank you, Tara

**From:** Global.Affairs.MCU.DCC@international.gc.ca  
**Sent:** January 7, 2021 7:39 AM  
**To:** Minister, JERI JERI:EX  
**Subject:** 151882 Incoming: Public consultations (CEPA)

**[EXTERNAL] This email came from an external source. Only open attachments or links that you are expecting from a known sender.**

Please find attached a letter from the Honourable Mary Ng, Minister of Small Business, Export Promotion and International Trade, concerning public consultations and next steps for a Possible Canada-Indonesia Comprehensive Economic Partnership (CEPA).

**From:** [Flamank, Brittany JERI:EX](#)  
**To:** [Larson, Lori FIN:EX](#)  
**Subject:** 151475 Incoming: Meeting: CLIFF for Minister Mary Ng  
**Date:** December 15, 2020 8:47:04 AM

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Hello Lori,

Would you please create a CLIFF for a meeting with Minister Mary Ng, one of Minister Kahlon's federal counterparts.

I set up a meeting for Tuesday, Jan. 19 at 1:45-2:15 p.m. The contact number for our contact is below.

**Youmy Han**

Press Secretary and Regional Advisor (West and North) | Attaché de presse et conseiller régional (Ouest et Nord)  
Office of the Minister of Small Business, Export Promotion, and International Trade | Cabinet de la Ministre de la  
Petite Entreprise, de la Promotion des exportations et du Commerce international

343-551-0246 | [youmy.han@international.gc.ca](mailto:youmy.han@international.gc.ca)

Sincerely,

**Brittany Flamank** | Administrative Coordinator

Hon. Ravi Kahlon | Minister of Jobs, Economic Recovery and Innovation

**P:** 236-478-1859 | **C:** 250-208-4128 | **E:** [Brittany.Flamank@gov.bc.ca](mailto:Brittany.Flamank@gov.bc.ca)

Hull, Kyle MAH:EX

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**From:** Flamank, Brittany JERI:EX  
**Sent:** December 17, 2020 11:42 AM  
**To:** Liu, Teresa JEDC:EX; Potheary, Meagan JEDC:EX; Rondeau, Alyson JEDC:EX; Cameron, Tara D JEDC:EX  
**Cc:** Larson, Lori FIN:EX  
**Subject:** STAFFING/MATERIALS - FW: 151475 Incoming – Meeting Request – Minister Mary Ng

Good morning,

I have set up a meeting between **Federal Minister Mary Ng** and Minister Kahlon at the time below. Minister Ng is one of Min. Kahlon’s federal counterparts.

May we please have materials and staffing at the prebrief and meeting below? Thank you

**INTERNAL PREBRIEF**

Tuesday, Jan. 19  
1:30-1:45 p.m. PST  
Conference Call: s.15; s.17 (MO to moderate)

**MEETING MINISTER NG**

Tuesday, Jan. 19  
1:45-2:15 p.m PST  
Conference Call: s.15; s.17 (MO to moderate)

Sincerely,

**Brittany Flamank** | Administrative Coordinator  
Hon. Ravi Kahlon | Minister of Jobs, Economic Recovery and Innovation  
P: 236-478-1859 | C: 250-208-4128 | E: [Brittany.Flamank@gov.bc.ca](mailto:Brittany.Flamank@gov.bc.ca)

**From:** Minister, JERI JERI:EX  
**Sent:** January 21, 2021 8:45 AM  
**To:** Mary.Ng@international.gc.ca  
**Cc:** Minister, AFF AFF:EX; Linda@bcgreenhouse.ca  
**Subject:** Response from the Honourable Ravi Kahlon  
**Attachments:** 151500 Signed.pdf

Please find attached a letter from the Honourable Ravi Kahlon, Minister of Jobs, Economic Recovery and Innovation.

Thank you,

Office of the Minister  
Ministry of Jobs, Economic Recovery and Innovation





Ref: 151500

January 21, 2021

The Honourable Mary Ng, PC, MP  
Minister of Small Business, Export Promotion and International Trade  
House of Commons  
Ottawa, ON K1A 0A6  
Email: [Mary.Ng@international.gc.ca](mailto:Mary.Ng@international.gc.ca)

Dear Minister Ng:

It was a pleasure to meet with you by telephone on January 19, 2021. I believe we share many of the same values and objectives and look forward to opportunities for us to collaborate on initiatives going forward.

I would like to thank you and your team for your continued leadership as we work to counter unfair trade actions against our exports to the United States of America (US) once again. I am writing to express our shared concern about another threat: the fact-finding investigation by the United States International Trade Commission (USITC) against exports of bell peppers to the US.

As you are aware, the British Columbia (BC) bell pepper horticultural sector is an extremely important industry in this province, and BC represents the third largest source of exports of bell peppers from Canada to the US.

We share your resolve in seeking to protect this fairly traded commodity from any potential tariffs or quotas should this fact-finding investigation lead to a global safeguard investigation.

I understand that Global Affairs Canada has retained US legal counsel to represent Canada's industry in general. BC has also retained separate US legal counsel in this investigation and we look forward to collaborating closely with the Government of Canada, its counsel, and the bell pepper industry as we continue to work together to advocate for and defend the economic interests of our country.

Sincerely,

Ravi Kahlon  
Minister

.../2

The Honourable Mary Ng, PC, MP  
Page 2

pc: Honourable Lana Popham  
Minister of Agriculture, Food and Fisheries

Linda Delli Santi  
Executive Director  
BC Greenhouse Growers' Association

**MEETING NOTE**

Cliff #: 151475

Date: January 11, 2021

**PREPARED FOR:** Honourable Ravi Kahlon, Minister of Jobs, Economic Recovery and Innovation (JERI)

**DATE AND TIME OF MEETINGS:** Tuesday, January 19, 2021, 1:45 pm - 2:15 pm PST

**ATTENDEES:** Honourable Mary Ng, Federal Minister of Small Business, Export Promotion and International Trade.

**ISSUE(S):** Introductory meeting with the Honourable Mary Ng, Federal Minister of Small Business, Export Promotion and International Trade

**KEY POINTS:**

- This introductory meeting provides an opportunity to discuss mandate priorities, with a focus on economic recovery and supports for small businesses.
- Small businesses continue to face significant challenges as a result of the COVID-19 pandemic and it is anticipated that our governments will need to continue to work closely to ensure that adequate supports are in place.

- s.13; s.16

**BACKGROUND:**

The Honourable Mary Ng, elected in April 2017 (see biography in Appendix 1), was appointed Minister of Small Business and Export Promotion in July 2018, adding International Trade to her portfolio in 2019. Minister Ng leads cross-departmental work in both Global Affairs Canada and Innovation, Science and Economic Development with the key goal of export promotion and development, particularly for small businesses (see Appendix 2 for highlights from Minister Ng's Mandate Letter).

The COVID-19 business supports in B.C.'s Economic Recovery Plan are intended to align with and supplement federal programs, such as the Canada Emergency Business Account, Regional Relief and Recovery Program, Canada Emergency Rent Subsidy (CERS) and Canada Emergency Wage Subsidy (CEWS). Worker and employer supports include Employment Insurance and sickness benefit programs.

On the trade file, this fiscal year B.C. transitioned trade and investment offices in Japan, South Korea, China and Southeast Asia, into co-location with the Federal Government Embassies and Consulates. B.C. is currently working to develop new strategies to increase export opportunities as it recovers from COVID-19, particularly in the areas of



clean technology and innovation. Given that these are priority sectors for both governments, there is an opportunity to work even more closely together going forward. See Appendix 3 for a summary of export programs.

In 2019, the Ministry ramped up trade promotion activities through a series of Free Trade Agreement (FTA) information sessions. To date, over 2,000 people participated in 66 sessions, held in 29 communities, in every region of B.C. Since April 2020, virtual sessions have been viewed 3,200 times.

## **DISCUSSION:**

s.13; s.16

### Small business:

B.C. businesses continue to rely on federal COVID-19 support programs as they navigate the pandemic. While program extensions and enhancements have been well-received, businesses continue to report challenges with the slow delivery of rent subsidies, remaining gaps in support, such as for new businesses, and the need for adjustments to ensure program accessibility. For example, some seasonal businesses have been unable to access full CEWS funding, due to requirements around reporting earned revenue and revenue loss comparisons. New businesses with incurred expenses, but low revenue, are ineligible for many federal and provincial supports.

In light of the ongoing pandemic, B.C. is supportive of further expansion and extension of federal programs, particularly the CEWS and CERS, a lifeline for many B.C. businesses.

In addition to providing core funding for Small Business BC (SBBC), the Federal Government has partnered to fund additional SBBC led initiatives, including the B.C. Business COVID-19 Support Service and B.C. Marketplace. The Support Service has served over 11,400 business clients to date. While funding is delivered through Western Economic Diversification Canada, Minister Ng has been a proponent of SBBC.

### International Trade and Export Promotion:

The softwood lumber dispute was initiated in 2016. As a result of the dispute, most Canadian producers' exports were subject to a high combined countervailing and anti-dumping rate until the first Administrative Review in November 2020, which significantly lowered rates. Some past appeals have found in favour of Canada, and others of the U.S. The U.S. has stalled or blocked current appeals.



The U.S. is conducting a global safeguard investigation on imports of blueberries, which could lead to the imposition of tariffs on blueberry exports to the U.S. B.C. is working closely with the Federal Government to coordinate a national defence. B.C. contributed \$80,000 for economic modelling work s.13

**SUGGESTED RESPONSE/KEY MESSAGING:**

- I appreciate this opportunity to meet to discuss the many areas where our mandates overlap and to continue our collaborative approach on shared programs and priorities. I am keen to build on this work as we focus on economic recovery.
- While economic recovery is a priority, I share your interest in growing small business exports and increasing entrepreneurship among underrepresented groups, including women, Indigenous and newcomer entrepreneurs.
- Thank you for your ongoing work to support businesses throughout COVID-19, delivering important measures such as wage and rent subsidies and loans.
- I was pleased to learn of further supports announced in the Fall Economic Statement, including program extensions to June 2021 and new tourism and hospitality supports such as the Highly Affected Sectors Credit Availability Program.
- In the fall, the Province launched its economic recovery plan, StrongerBC, including the \$345 million Small and Medium Sized Business Recovery Grant program offering grants of up to \$30,000 for highly impacted businesses, with additional grants up to \$15,000 for eligible tourism businesses.
- We are also rolling out initiatives to support digital marketing, the creation of online shops, a new InBC investment agency and Agritech programs.
- Unfortunately, many small businesses continue to report challenges with eligibility requirements and delays in receiving support payments, which is an ongoing concern as businesses struggle to remain viable.
- We strongly support further extensions or broadening of federal programs to increase accessibility and focus on long term recovery.
- I am also pleased to hear of the strong partnership between our trade departments and the tremendous amount of work accomplished together on trade promotion activities, especially the FTA information sessions and our co-location in Asia.
- Resolving the ongoing softwood lumber dispute remains B.C.'s top trade priority.

- We will continue to work alongside the Federal Government to challenge these unfair duties through the appeals processes available to us. I would like to thank you and your team for your continued partnership as we work to counter unfair trade actions against our exports to the United States.
- I appreciate the opportunity to meet with you as I step into this new portfolio and look forward to working closely with your office on our many shared interests. Given our extensive mandate overlap I suggest we hold regular calls, perhaps quarterly.

**ATTACHMENTS:** Appendix 1 – Biography Honourable Mary Ng  
 Appendix 2 – Key Highlights from Minister Ng’s Mandate Letter  
 Appendix 3 – Summary of Export Programs

ADM Contact: Christine Little, Small Business, Economic Development & Innovation  
 Division 778-698-1708

Prepared by: Ryley Leckie, Policy Analyst, Small Business Branch

Reviewed by			
Sr Mgr: BW	ED: JH	ADM: CL	DM: BP

## Appendix 1 – Biography Honourable Mary Ng



### **Honourable Mary Ng Minister of Small Business, Export Promotion and International Trade**

The Honourable Mary Ng was elected as Member of Parliament for Markham–Thornhill in April 2017.

She was appointed Minister of Small Business and Export Promotion in the federal cabinet reshuffle in July 2018. Following her re-election as MP in the 2019 federal election, she was named Minister of Small Business, Export Promotion and International Trade.

Minister Ng is a devoted community leader who has always believed in the power of public service. She has 20 years of experience in the areas of education, women's leadership, job creation, and entrepreneurship.

Minister Ng immigrated to Canada from Hong Kong with her family and grew up with the struggle and eventual success that many new immigrants experience in Canada.

Her years working for the Ontario Public Service, Ryerson University, and Ontario Ministry of Education led to her recognition as one of Canada's top public sector leaders. She later served as Director of Appointments for Prime Minister Justin Trudeau.



## **Appendix 2 – Key Highlights from Minister Ng’s Mandate Letter**

- Lead the implementation and maximization of the Canada-European Union Comprehensive Economic and Trade Agreement and the Comprehensive and Progressive Agreement for Trans-Pacific Partnership.
- Increase support provided to Canadian businesses to take advantage of the opportunities that flow from being the only G7 country with a trade agreement with every other G7 country.
- Take immediate steps to support small businesses and entrepreneurs, including:
  - Reduce the cost of federal incorporation by 75 percent to \$50 from \$200;
  - Eliminate the “swipe fee” on HST and GST for credit transactions; and
  - Create the Canada Entrepreneur Account, administered through the Business Development Bank of Canada (BDC) and its partners, to provide up to 2,000 entrepreneurs, per year, who leverage BDC’s advisory services with as much as \$50,000 each to launch their new businesses.
- Lead the export mobilization of small and medium sized enterprises (SMEs), including an examination of current programming. Ensure Canada is maximizing the comparative advantage it holds with its vibrant diversity and diaspora communities.
- Identify additional tools to help Canada’s agricultural industries get their products into global markets.
- Create a new Canada Commercial Consular Service to better support Canadian SMEs facing commercial or trade disputes.
- Lead the Women Entrepreneurship Strategy and work across government to meet the goal of doubling the number of women-owned businesses in Canada by 2025.
- Lead work to implement our Export Diversification Strategy. This includes:
  - Transparent performance measures to ensure we are focused on increasing and diversifying trade for the benefit of the middle class;
  - Strategies to increase trade with key global markets whether or not a trade agreement already exists, with a particular focus on the Asia-Pacific region;
  - An assessment of how Canada’s trade resources are currently applied in contrast to where Canadians’ economic opportunities lie; and
  - Work across the Trade Commissioner Service, Export Development Canada, BDC, Invest in Canada and the Canadian Commercial Corporation to ensure that all resources are maximizing our trade promotion capabilities.
- Advance Canada’s trade agenda, pursuing new agreements and opportunities that create jobs and economic benefits for the middle class.
- Support the Deputy Prime Minister and Minister of Intergovernmental Affairs in work on Canada-U.S. Relations.



### **Appendix 3 – Summary of Export Programs**

#### **Canadian Agricultural Partnership Program**

The Canadian Agricultural Partnership (CAP) is a five-year, \$3 billion investment by federal, provincial and territorial governments to strengthen the agriculture and agri-food sector through a variety of domestic and international programs. CAP is cost shared on a 60/40 basis between the Federal Government and the Province. B.C. provides up to \$625,000 in funding to promote agrifood products internationally. Ministry staff work closely with Global Affairs Canada and Agriculture Agrifood Canada to align B.C. export programs with the Federal Government's flagship international agriculture shows.

#### **Export Navigator Program**

Launched in 2016, Export Navigator helps SMEs export their goods and services to new markets by providing free access to community-based export advisors and connecting them with programs and services that are tailored to their specific business needs. There are six regional Export Navigators located in Duncan, Port Alberni, Prince Rupert, Prince George, Nelson and Vernon as well as three dedicated advisors for businesses owned by Indigenous peoples (Kamloops), youth (Vancouver) and women (Vancouver).

In 2019, the Province allocated \$1.2 million alongside a federal contribution of \$2.25 million over three years. These funds helped increase participant diversity, with 45 percent women-led and 21 percent Indigenous businesses in the recent intake as of September 2020.

#### **Trade Accelerator Program**

In 2017, Greater Vancouver Board of Trade launched Canada's Trade Accelerator Program (TAP). TAP provides companies with access to top export advisors, resources, and contacts, giving them training and support to become successful international traders in their specific business sector. In 2017, B.C. contributed \$2.5 to support SMEs to increase export capacity. The Federal Government provided \$1.5 million in 2019. The TAP program transitioned to a virtual format in 2020 and ran three cohorts in Victoria, Vancouver and the Creative Industries sector. The program directly mentored approximately 35 companies, a decrease of about 50 percent compared to 2019.

#### **CanExport Program**

The federal CanExport program provides funding under four streams:

SMEs: up to \$75,000 to help Canadian SMEs break into new international markets.

Innovation: up to \$75,000 to help SMEs, academic institutions and non-government research centres develop R&D collaborations through partnerships in foreign markets.

Associations: annual funding of up to \$400,000 for national industry associations and trade organizations to pursue international business development activities.

Community Investments: annual funding of up to \$500,000 to help communities and local, non-profit, organizations attract, retain and expand foreign direct investment.