



# GLOBAL MARKETS IN-MARKET TEAM INFORMATION



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# Market Regions + Offices



USA : Seattle, San Francisco, Los Angeles, Boston

Europe : UK (London), Germany, Netherlands

China : Beijing, Guangzhou, Shanghai

ASEAN: Singapore

India : Delhi, Mumbai, Chandigarh

Japan : Tokyo

Korea : Seoul

## Global Markets – Team Bio



[\(contact\)](#)

**William Hoyle** has twelve-years' experience in international trade and business development spanning progressive management roles in Global Affairs Canada, New Zealand Trade and Enterprise, and the Province of British Columbia.

Currently leads the management of BC's international trade and investment office network and leads the implementation of the transition to co-location of trade and investment offices with Global Affairs Canada in Asia.



[\(contact\)](#)

**Aijuan Zhu** has seventeen years of international trade and investment attraction experience at multiple international agencies including Netherlands Business Support Office, Invest in Northheim Westphalia, Global Affairs Canada, Province of British Columbia.

Currently manages the Europe trade and investment contract and provides day-to-day oversight. Key liaison between BC clients/stakeholders and Europe. s.22



[\(contact\)](#)

**Akiko Ito** has twelve years of public sector experience in international business development; previously worked fifteen years in the private sector in variety of international trade roles.

Currently manages the Japan co-located trade and investment team, provides day-to-day oversight. Key liaison between BC clients, stakeholders and Japan. s.22



[\(contact\)](#)

**Rosabelle Doyle** has five years of public sector experience in international trade and business development at the Province of British Columbia; previously worked ten years in the private sector in the property management/development industry.

Currently manages the Europe trade and investment contract and provides day-to-day oversight. Key liaison between BC clients/stakeholders and Europe. s.22





([contact](#))

Harbs Bains has worked for the Province of British Columbia for 31 years in a variety of economic development roles. Experience in regional economic development promotion.

Currently manages the India trade and investment contract and provides day-to-day oversight. Key liaison between BC clients/stakeholders and India. s.22



([contact](#))

**Janet Cho** has twelve-years' experience in international trade and business development at the Province of British Columbia. Additional experience in marketing and web development.

Currently manages trade and investment between BC and ASEAN. Key liaison between BC clients/stakeholders and ASEAN. s.22



([contact](#))

**Raymond Zhu** has thirteen years' experience promoting trade and investment between BC and China including Hong Kong. Previous work experience in China.

Currently manages the Greater China co-located trade and investment team. Key liaison between BC clients/stakeholders and Greater China. Provides critical advice to government on engagement with China. s.22



([contact](#))

**Sila Sahin** has four years' experience as a Senior Consultant in the UK private sector managing large and complex international development programs; and 7 years' in the UK public sector as an Adviser.

Currently manages the US trade and investment contract and day-to-day activities. The US portfolio is fast-paced and generates the greatest number of investment opportunities into BC. s.22







([contact](#))

**Tuan Bui** has twenty plus years in government with various Ministries and Crown Corporations and central agencies working on policy development, legislation and business development.

Currently manages the Korea co-located trade and investment team. Key liaison between BC clients/stakeholders and Korea.s.22



([contact](#))

**Jocelyn Bussieres** joined TIDD in October 2019 and has supported numerous teams in her Program Assistant role, including her current role with Export Markets and Investor Services.

Originally from Kingston, Ontario, she moved to Vancouver 10 years ago to complete her BA in International Relations at UBC, as well as a Communications Design certificate from ECUAD and BCIT. Since, she as gained a wide range of experience in the private sector, working in both non-profit and marketing agency environments.



([contact](#))

**Adarsh Ravindranath** holds a Master of Applied Science from the University of Victoria. Previous work experience as a Senior Engineer at Honeywell Aerospace required supporting multiple facilities worldwide.

Currently supports the branch by coordinating projects including bi-weekly market meetings, and development of core trade and investment training.s.22



## USA – Team Bio



[\(contact\)](#)

**Will Fox** is the Managing Director and responsible for the in-market trade promotion, investment attraction, strategic partnering and marketing of British Columbia business opportunities in the USA. He is also involved in Trade and Export Promotion for British Columbia across multiple industry sectors including Cleantech and Green Energy, Agrifood and Technology.

Fox has been working on behalf of British Columbia since 2012. Prior to this, he has been involved in trade and investment, government affairs and government relations for over 30 years servicing a wide range of clients. His most recent stint was with Governor Arnold Schwarzenegger where he was the Deputy Chief of Staff of Operations and International Affairs.



[\(contact\)](#)

**Chris King** is the US East Coast Director for BC Trade and Investment, where he supports fast-growing US East Coast companies, entrepreneurs, and investors considering setting up, expanding, consolidating or maintaining physical operations in British Columbia. Before joining the province of British Columbia, he was the Technology Trade & Investment Officer, British Consulate-General, Boston, promoting the UK as a place to set up a physical office.

Previously to the British Consulate, Chris represented The South East England Development Agency (SEEDA) to promote the growth of the South East England's economy and accelerate job creation. Before SEEDA, Chris was the Director of Business Development for the American Chamber of Commerce of Russia, the world's fastest-growing AmCham, working primarily with western companies looking to invest in Russia. Additionally, Chris was the Director of Corporate Accounts for Colliers International, Russia's largest commercial real estate advisory firm with offices in Moscow, St. Petersburg, Kiev, Ukraine, and Almaty, Kazakhstan. At Collier's, Chris was responsible for defining property strategies and providing consulting/advisory services to many of the world's leading corporate brands looking to enter the Russian market.



[\(contact\)](#)

**Troy DeFrank** is an international trade and investment professional with more than 12 years of experience generating new business for clients and driving corporate investment in new markets. He is currently British Columbia's Trade & Investment Representative in the Pacific Northwest US.

Previously, Troy was the ICT Trade Commissioner at the Canadian Consulate in Seattle, as well as an International Business Development Manager for the Washington State Department of Commerce. In both roles, he supported cross-border trade, corporate expansion and partnerships in a number of industries including technology, life sciences, cleantech, aerospace and building materials. Troy received his Bachelor's Degree in Political Science and Japanese from the University of Notre Dame and a Master's Degree in International Studies from the University of Washington.





([contact](#))

**Marilyn Wright** joined the US team in July 2013 as the Program Administrator for the USTIR team overseeing the budget and accounting for the Team. In addition, she manages the Agirfood sector, which includes attending trade shows and working directly with British Columbia companies in exporting to the US market.

Marilyn Wright has over 30 years experience within California State and local government and has worked in both the legislative and executive branches, as well as for several governmental advocacy firms. Most recently, Ms. Wright was the Executive Officer for the California Tribal Business Alliance (CTBA). As Executive Officer, Ms. Wright was responsible for running the day-to-day operations of CTBA, coordinating legislative activity in California and nationally, as well as media and communications activities.

Prior to working for CTBA, Ms. Wright was appointed as Deputy Director of Legislative and External Affairs to the California Lottery by then Governor Arnold Schwarzenegger.



([contact](#))

**Tate Turner** has been a Trade and Investment Representative with British Columbia since 2017 and works primarily on FDI attraction and export development in the San Francisco Bay area.

Previously to British Columbia, Tate spent the first decade of his career in the private sector as an internationally focused sales and business development professional in high-end real estate and technology. Over the past seven years based in the San Francisco Bay Area, he has served as an economic development professional on behalf of the UK Government while covering Financial Technology and Venture Capital.

He holds two BA's from Clemson University and a Masters from the University of the West of England.



([contact](#))

**Meagan Blanton** is an international trade expert working with international governments to attract foreign direct investment, Meagan has been focused on the San Francisco Bay Area market to connect international businesses to one of the most important global innovation hubs. Her consultancy provides services around business development, programming, and market strategy. As one of British Columbia's Trade Representatives in the San Francisco Bay Area, she has attracted over \$150m in Foreign Direct Investment into British Columbia since 2018.

Prior to that, Meagan represented Canada on a Federal level as a Senior Investment Officer with a focus on FDI attraction across all of Canada. She grew the Consulate's portfolio of successful projects by 75% in her first 12 months -- leading projects across high-growth start-ups and Fortune 500 tech companies in AI, Computer Learning, AR/VR, Cybersecurity, SaaS, Gaming and Digital Media industries.



**Alana Wagner** is currently responsible for promoting Investment into British Columbia from the United States with a focus on the US Southwest. She is also involved in Trade and Export Promotion for British Columbia across multiple industry sectors including Digital Media, ICT, Life Sciences, and Cleantech.



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Alana joined the organization in September 2013, and has taken an active role in managing key clients from British Columbia and the United States, developing business relationships with senior business leaders across industry sectors and creating awareness in the U.S. business community about the Trade, Investment and R&D Partnership opportunities in British Columbia.

Alana Wagner has fifteen years of work experience in economic development helping multi-national organizations with business expansion into new markets and new industries. Prior to her role with British Columbia, Alana was the Commercial Officer for the Ontario International Marketing Centre in Los Angeles, CA, where she worked on digital media, cleantech, and other Ontario trade interests. Prior to her work with Ontario, Alana worked with the Canadian Federal Government at the Consulate of Canada in Phoenix, AZ where she was instrumental in identifying and promoting investment and trade between Canada and Arizona.



## Europe – Team Bio



[\(contact\)](#)

**Rupert Potter** became a TIR in July 2017. As Managing Director, based in the UK, he provides leadership and strategic direction to the TIR Europe team, as well as Europe market intelligence and analysis, representation of British Columbia including at events, and client relationship management of key accounts.

He is a former UK diplomat who served as British Consul General in Vancouver 2012-16; Deputy Head of the Embassy in Bahrain 2008-12; and as Political Officer in Sweden, and Vice-Consul in Jordan. In London, he's worked on policy covering South Asia, Afghanistan, and North America, as well as being seconded to Cabinet Office and the International Institute for Strategic Studies (IISS). He has an MA with honours in Modern History with International Relations from the University of St Andrews; and a second MA in Creative Writing from the University of East Anglia. He is also on the Board of the Canada UK Chamber of Commerce, and UK Director for the British Canadian Business Association.



[\(contact\)](#)

**Rhoda Campbell** is a Business Economist who has worked with BC trade and investment in Europe since 2012. She has responsibility for ICT and the Creative and Digital Media sectors and has also consistently contributed to targets on both the trade and investment sides.

Rhoda supports BC businesses expanding into new European markets by facilitating connections, navigating sectors and large company partnerships, while offering industry insights and sign posting. She also account manages European FDI companies, looking to establish studios and offices in BC. With a passion for business, people and a strong commercial focus, Rhoda works with C level professionals, entrepreneurs, industry, and government stakeholders to facilitate growth and development between BC and Europe. She previously worked for OCO Global, as well as running her own business.





[\(contact\)](#)

**Laetitia MacDougall** has been working with the Trade & Investment team since April 2014. She leads in the Life Sciences & Health sectors, including med-tech and bio-tech, as well as the growing nutraceuticals & health products market. In doing so she has consistently contributed to targets in both trade and investment, as well as innovation partnerships. Laetitia has worked in economic development for over 12 years.

Prior to joining BC Trade and Investment she was with the economic development unit of PA Consulting, specializing in management consulting, technology and innovation, with clients in both private and public sector, including local and national governments. Her key sectors there were life sciences and ICT. She also worked at the Canadian High Commission in London, first in the Investment team then as a Trade Commissioner also focusing on Life Sciences. Her career began working in commercial roles within multinationals, including Reed Elsevier and France Telecom. Originally from Montreal, she has been living in the UK since 1989. She has a Bachelor's degree from Bath University in Modern Languages and European Studies and a Post Graduate Certificate in Translation from City University. Laetitia is a member of the Chartered Institute of Linguists and is fluent in four languages (English, French, Spanish and Italian).



[\(contact\)](#)

**Graham Hilton** has been part of the BC Trade and Investment team in Europe since the opening of the London Office in 2012. He leads on forestry, energy, and cleantech, as well as supporting reactively on mining, aerospace and marine. His primary focus and delivery is in attracting investment, although he also supports BC companies into the European market.

A former commodity trader, Graham has also worked extensively in the emerging bio-economy and other areas of sustainable commerce, serving upon the boards of a range of private companies, industry groups and third sector organizations in these sectors. He has consulted for Governments in the UK and Europe on issues around sustainable development, energy, and the environment.



[\(contact\)](#)

**Melissa Arsenault** works closely with the Managing Director, helps to lead and support a team of sector specialists in attracting and facilitating investment into BC and helping BC companies access the EU market. In addition to strategy development and ensuring the effective operation of the team (HR, finance, office etc.), Melissa also provides direct support to clients in the agri-food sector, through trade shows and one to one assistance.

Melissa joined the team in Sept 2018, before which she worked for the Trade Commissioner Service at the High Commission of Canada to the United Kingdom (2017-18) and in the Economic Affairs at the Quebec Government Office in London (2016-17). Through her current and previous roles, she has developed a strong understanding of international trade, its opportunities and challenges, as well as the Canadian and European markets and their trading relationship. Originally from Montreal, Canada, she has been living in the UK since 2010. She graduated with a First-Class Degree in International Business from the University of Kent, UK in 2016 and has since been working in economic development.



**Paul Kleijne** started working for the Trade & Investment team in March 2021. He leads on Agritech and Oceantech sectors, yet his primary focus is on building BC's cross-sectoral success in the Dutch market specifically, largely connected to investment but also through trade support. He has taken over the responsibilities from Edgar Kasteel and will continue to build and maintain relationships with major clients such as Shell and Vopak, as well as new investments leads from Dutch SMEs.



[\(contact\)](#)

Paul is an international business development expert with many years of experience supporting European and North American businesses in establishing or expanding their business across the globe. He worked as Area and Marketing Director for the Netherlands Foreign Investment Agency in Chicago for 9 years and co-founded his consultancy firm *ARCUSplus* in 2005. Since 1995 he supported numerous clients in the public and private sector, projects ranging from developing business strategies and value propositions aimed at attracting and retaining foreign investors, as well as trade development, benchmark and location studies, and lead generation. Customers included: CopenhagenCapacity, the Dutch provinces of Brabant, Gelderland and Utrecht, Western Massachusetts Development Agency, Charleston Regional Development Alliance and the cities of Amsterdam, Rotterdam and The Hague.

Paul holds a master's degree in Dutch Law from the Utrecht University and a bachelor's degree in Business Administration from Nyenrode University. In addition, he successfully concluded several management courses at Northwestern University Chicago and the University of Chicago.

**Daniela Hallett** has worked with the Trade and Investment team since April 2018. Based in Berlin & Leipzig, she leads on AgriFood (focussing heavily on trade), AgriTech, and the Advanced Manufacturing sectors (focussing more on investment into BC). A further responsibility is to represent and build BC's cross-sectoral success in the German speaking markets, working with the other sector specialists.



[\(contact\)](#)

Daniela has been working in foreign direct investment since 2005. She worked as a senior researcher with Oxford Intelligence, responsible for managing and conducting research projects on a wide range of topics related to foreign direct investment. She has also conducted lead generation for several locations and has experience attracting investment leads from Europe and North America to mainly established markets. Her research across different sectors included interviews with senior executives regarding the expansion strategies and location requirements, providing her with a strong understanding of how companies in various industries make location decisions. Daniela has a degree in International Management and has studied in Germany and the US. s.22



## China – Team Bio



[\(contact\)](#)

**Cathy Yao** managed the British Columbia Trade and Investment Representative Office in Guangzhou for Southern China since February 2009. Her team helped companies to identify and secure business opportunities to increase exports of British Columbian goods and services, and to promote the Province as a destination for Chinese investment. Prior to representing the Province, Cathy worked as a Trade Commissioner and Investment Champion for the Consulate General of Canada in Guangzhou covering several priority sectors such as Information and Communications Technology, Finance, Transportation and Advanced Machinery. In addition to her public sector experience, Cathy served for five years in the private sector as an exporter for a Chinese provincial trading company and then as a fund planner in a state trust and investment company. Cathy holds a BA in Economics and as well as a Master Degree in International Trade. She speaks English, Mandarin, Cantonese and Shanghai Dialect.<sup>s.22</sup>

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[\(contact\)](#)

**Leanne Yi** has over 18 years of extensive experience in Canada-China trade development and investment attraction. She joined the British Columbia Trade and Investment Representative Office in Guangzhou in February 2009. As a Senior Business Development Manager, she provided services to BC companies to help explore business opportunities in China and attracted Chinese investment to BC in the areas of Agri-food, Education, Mining, LNG, Clean-tech and Transportation. Prior to joining BC TIR Office, she served as a Trade Commissioner of the Consulate General of Canada in Guangzhou providing services to Canadian shareholders in the sector of agri-food, fish & seafood and a few other sectors. Leanne holds an MBA degree from Jinan University and a BA in International Finance from Guangdong University of Foreign Studies<sup>s.22</sup>



[\(contact\)](#)

**Gala Gao** joined the British Columbia Trade and Investment Representative Office in Guangzhou in March 2012 as a Programme Assistant and an Education Marketing Manager. Later He assumed responsibilities for promoting trade and investment opportunities in ICT, Digital Media, Forestry and Construction sectors. With rich experiences in ICT and Construction sectors, Galahad successfully assisted many B.C. architecture firms, design studios, wood exporters, recreational and tech companies in expanding their business presence and increase sales volumes in South China. Prior to joining BC TIR Office, Gala served as Sales Engineer in Xiamen Hualian Electronics Co., Ltd.. Gala holds an M.Sc. in Information and Intelligence Engineering and a bachelor's degree of Electronic and Communication Engineering from the University of Liverpool in United Kingdom.<sup>s.22</sup>







([contact](#))

**Patrick Lyu** joined the former British Columbia team in Guangzhou in March 2014. As a Program Officer, he supported the team in business promotion, event planning for major BC trade missions, as well as conducting market research and drafting market profiles for South China provinces. He also supported the files in government relations, finance and tourism sectors, as well as supported the team in office administration. Prior to this, he served as Consular Assistant and Assistant to Consul General of the Consulate General of India in Guangzhou for 6 years. Patrick holds a BA in English Language and Literature from Guangdong University of Foreign Studies.<sup>s.22</sup>

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([contact](#))

**Yvonna Zou** has worked for The Alberta China Office as a Senior Commercial Officer in Shanghai for more than 6 years. Her major tasks were to build-up bilateral relationship between China and Alberta; to attract FDI investment and to promote trade and tourism. Yvonna has successfully connected Shanghai, Zhejiang, Jiangsu, and Hubei provinces with Alberta through MOUs, collaboration agreements and exchange visits. She has rich experience in supporting missions in various industries from Alberta China, and organizing industry seminars, business matching meetings, bilateral meetings and media interviews for Canadian businesses and government officials. Prior to Alberta China Office, Yvonna worked for a Calgary headquartered company as a Marketing Manager for Greater China. Yvonna graduated from University of Calgary with an MBA degree.<sup>s.22</sup>

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([contact](#))

**Michelle Zhang** has worked for the Alberta China Office in Beijing for six years. She started in 2014 as a Commercial Assistant, supporting files in forestry, ICT, life sciences and tourism sectors. later She was promoted as a Commercial Officer. She focused on promoting Alberta's tourism in China and organized study tours from China to Alberta. Michelle also facilitated the cooperation between AB and Beijing Winter Olympics through athlete trainings. She has rich experience in mission coordination and logistics implementation. Prior to Alberta China Office, she worked in Canadian Embassy in Beijing as a Program Assistant and an Assistant Trade Commissioner for 4 years. Michelle holds a BA degree from Beijing Capitol Normal University and an MA degree from Warwick University in UK.<sup>s.22</sup>

s.22



## ASEAN – Team Bio



(contact)

**Joan Teng** has a wealth of experience in international trade and investment promotion having worked 12 years for the Chilean trade promotion board. There she helped businesses from both continents prosper by identifying specific opportunities and as well as projects of economic value. She also contributed to the negotiations of the Trans-Pacific Alliance (now known as CPTPP) that has expanded, over the years, to include more country members. Joan holds a Bachelor Degree in Journalism and completed an Executive Masters in Marketing. s.22

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Join us is welcoming Joan to the team.



## India – Team Bio



([contact](#))

**Rooma Bussi** has over 25 years of experience in economic development and has assisted numerous Indian and foreign companies with their trade & investment strategies across industry sectors, ranging from Energy and Education to Technology and Services.

She is a post-graduate from Jawaharlal Nehru University in New Delhi and has previously worked with the British, French and Australian Governments, leading national teams by formulating innovative strategies to drive business wins. She has a deep understanding of the drivers of Trade and Foreign Direct Investment. Rooma is a strategic, energetic and creative manager, dedicated to maximizing the performance of individuals by promoting a collaborative work environment. She strongly believes in the 'one team, one goal' ethos.



([contact](#))

**Amarbir Anand** is an international Investment & Trade Specialist with 24 years' experience with global organizations such as Scottish Development International, Australian Trade Commission & KEC International (RPG Group). He has a Master's degree in International Business (Corporate Strategy & International Marketing) as well as a Bachelors in Engineering.

He has a wide network of contacts with senior representatives of the Indian industry, Federal and State Governments, Public Sector Undertakings, Indian Industry bodies such as CII, FICCI & ASSOCHAM. He possesses a high level of interpersonal, negotiation, networking, project management & influencing skills. He has extensive experience in Energy, Natural Resources, Clean technology and Infrastructure sectors (including Defence & Aviation). He has numerous successes to his credit in forging key international business relationships and in promoting Foreign Direct Investment.



([contact](#))

**Vijeyta Khanolkar** is based in Mumbai, Maharashtra and focuses on the Digital Media sector, including animation, visual effects, AR/VR and gaming.

Vijeyta is a Postgraduate from the University of Mumbai with a specialization in Finance. She is multilingual in English, Spanish, Marathi and Hindi. Vijeyta has previously held the post of a Project Consultant for the Basque Country Region of Spain for over 5 years. She possesses experience in assisting foreign companies across varied industry sectors such as food and beverages, wine & spirits, fashion design, manufacturing, visual effects, machine tools, engineering among others.





([contact](#))

**Karuna Mallesh** is based in Hyderabad and specializes in and oversees the technology sector for British Columbia in India. Her professional journey started with Mphasis where she was responsible for developing Infrastructure Services for Enterprise customers in the UK and designed a globally accepted sales process.

She also held leadership positions in Goldstone Technologies where she successfully won a Government Contract with the NIC for nationwide video conferencing, among several other firsts. Later she worked with Bodhtree Consulting and Innova Solutions and has led several large multi-regional successful deal closures. She has a diverse network, enjoys building long-lasting relationships and has been a rainmaker at all the organizations she has worked so far.



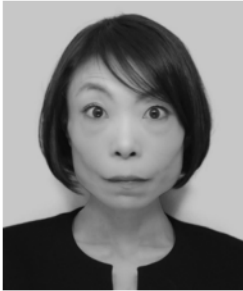
([contact](#))

**Rohit Bansal** holds the position of Trade Commissioner for the province of British Columbia since April 2015. He is based at the Consulate General of Canada in Chandigarh and was appointed as BC's Education Marketing Manager in India. He also oversees the Agrifood and Life sciences sectors.

Rohit has previously worked with HDFC Bank, where he handled relationships with the bank's small and medium enterprise customers, with a focus on Trade Finance and Working Capital funding. He has also served as 'Business Banking Specialist' and was responsible for Foreign Trade Finance and Corporate Banking Business at ICICI Bank, Chandigarh.



## Japan – Team Bio



([contact](#))

**Tomoko Nakasuji** joined the British Columbia Trade and Investment Representative Office in Tokyo in October, 2012 as a Business Development Manager. She has provided quality services to BC companies to support developing business opportunities in Japan and to attract Japanese investment to BC in the areas of ICT and Digital Media. Prior to joining the BC Tokyo Office, she was a Business Development Manager, Corporate Planning for Broadmedia Corporation, one of SOFTBANK Group companies, responsible for managing international subsidiaries and affiliates. She holds a B.A. in English and English Literature from Waseda University in Tokyo, with a completion of Film Studies as a second major at Columbia University in the US. s.22

s.22



([contact](#))

**Christopher Malcolm** was born and raised in Burnaby, British Columbia and has spent more than 10 years in Japan working in a variety of international business development and marketing positions spanning the sectors of education, consumer products, and agritech. Following his graduation from the University of British Columbia, where he majored in Geography and minored in Asian Studies, Chris completed a Master's Degree in International Studies at the University of Tokyo. However, a common thread throughout both his career and education has been his ongoing interest in issues surrounding sustainability, natural resources, and the coming clean energy revolution s.22

s.22



## Korea – Team Bio



([contact](#))

**Jennifer Maeng** has a background in International Studies and Economics from Yonsei University in South Korea. She is a highly motivated business development professional with a proven ability to deliver results and generate new businesses on an international level. In all of Jennifer's past positions, including her most recent role at the Embassy of Denmark, she has successfully discovered new markets and strategic partnerships for companies of all sizes. She enjoys meeting new people and learning about their lives and backgrounds, which makes her adept at building strong relationships with clients and stakeholders. Jennifer is very excited to join the Embassy of Canada – British Columbia team as Commercial Officer, and she looks forward to expanding her knowledge on the opportunities between the two markets.



([contact](#))

**Derrick Kim** is a Korean-Canadian residing in Seoul who joined the former British Columbia team in South Korea in January 2017. As the sector manager for agrifood and seafood, he supported the team in various in-market promotions, event planning for major BC trade missions as well as drafting market intelligence reports. In this role, he spearheaded the first BC ecommerce promotion with Coupang, a home-shopping show with Korea's leading show host, as well as the first seafood promotion with GS group and the Canadian Pet Food mission to Korea. Prior to this, he served as Trade Promotion Officer at Korea Trade and Investment Promotion Agency (KOTRA) in Vancouver, covering Food & Beverage, Consumer Goods and Bio-medical industries. Derrick holds a Bachelor of Science in Management from Cornell University and Graduate diploma in Management from McGill University.



# BC Trade Offices Team

Team Member	Title	Address	Contact
 <p><b>William Hoyle</b> (<a href="#">bio</a>)</p>	Director	Trade and Industry Development Division, Ministry of Jobs, Economic Recovery and Innovation, Suite 730-999 Canada Place, Vancouver, BC, V6C 3E1	<p>P: 604 398-3492 M: s.17 william.hoyle@gov.bc.ca</p>
 <p><b>Aijuan Zhu</b> (<a href="#">bio</a>)</p>	Senior Manager, Europe	Trade and Industry Development Division, Ministry of Jobs, Economic Recovery and Innovation, Suite 730-999 Canada Place, Vancouver, BC, V6C 3E1	<p>P: 604 660-1567 M: s.17 aijuan.zhu@gov.bc.ca</p>
 <p><b>Akiko Ito</b> (<a href="#">bio</a>)</p>	Senior Manager, Japan	Trade and Industry Development Division, Ministry of Jobs, Economic Recovery and Innovation, Suite 730-999 Canada Place, Vancouver, BC, V6C 3E1	<p>P: 604 660-5873 M: s.17 akiko.ito@gov.bc.ca</p>



 <p><b>Rosabelle Doyle</b> (<a href="#">bio</a>)</p>	<p>Senior Manager, Europe</p>	<p>Trade and Industry Development Division, Ministry of Jobs, Economic Recovery and Innovation, Suite 730-999 Canada Place, Vancouver, BC, V6C 3E1</p>	<p>P: 604 775-2184 M: s.17 Rosabelle.Doyle@gov.bc.ca</p>
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 <p><b>Raymond Zhu</b> (<a href="#">bio</a>)</p>	<p>Senior Manager, Greater China</p>	<p>Trade and Industry Development Division, Ministry of Jobs, Economic Recovery and Innovation, Suite 730-999 Canada Place, Vancouver, BC, V6C 3E1</p>	<p>P: 604 660-5912 M: s.17 raymond.zhu@gov.bc.ca</p>
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 <p><b>Tuan Bui</b> (<a href="#">bio</a>)</p>	<p>Senior Manager, Korea</p>	<p>Trade and Industry Development Division, Ministry of Jobs, Economic Recovery and Innovation, 5th floor, 800 Johnson St, Victoria, BC, V8W 1N3</p>	<p>P: 250 356-5589 M:s.17 tuan.bui@gov.bc.ca</p>





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# USA

Team Member	Title	Responsibilities	Address	Contact
 <p><b>Will Fox</b> (<a href="#">bio</a>)</p>	Managing Director	<p>Provides oversight to BC Trade and Investment offices in Seattle, San Francisco, Los Angeles and Boston.</p> <p>Sectors: Cross-sector, with key focus on Clean Tech, Green Energy, Agrifood and Technology</p>		<p>M: +1 (916) 607-0861 s.17</p>
 <p><b>Chris King</b> (<a href="#">bio</a>)</p>	Director, East Coast	<p>Covers the states of Massachusetts, New York, Pennsylvania, Virginia/DC0</p> <p>Sectors: Cross-sector, with key focus on Technology (Investor Attraction, CleanTech, ICT and Agrifood)</p>	501 Boylston Street, 10th Floor Boston, MA 02118	<p>M: +1 (617) 515-8762 cking@britishcolumbia.ca</p>
 <p><b>Troy DeFrank</b> (<a href="#">bio</a>)</p>	Director, Pacific Northwest	<p>Covers the states of Washington, Oregon, Idaho and Montana</p> <p>Sector: Cross-sector, with key focus on Technology (ICT, Angel/Venture Capital, CleanTech) and Cascadia Innovation Corridor</p>	1448 NW Market St., Seattle, WA 98107	<p>M: +1 (971) 246-7119 tdefrank@britishcolumbia.ca</p>



 <p><b>Marilyn Wright</b> (<a href="#">bio</a>)</p>	<p>Program Manager</p>	<p>Covers the state of Northern California.</p> <p>Sector: Program Management, with key focus on Agrifood Outreach</p>	<p>600 California Street, Suite 1503 San Francisco, California 94109</p>	<p>s.17</p>
 <p><b>Tate Turner</b> (<a href="#">bio</a>)</p>	<p>Director, San Francisco</p>	<p>Covers the state of Northern California.</p> <p>Sector: Cross-sector, with key focus on Technology (ICT, FinTech, Venture Capital, CleanTech)</p>		<p>s.17</p> <p><a href="mailto:tturner@britishcolumbia.ca">tturner@britishcolumbia.ca</a></p>
 <p><b>Meagan Blanton</b> (<a href="#">bio</a>)</p>	<p>Director, Silicon Valley</p>	<p>Covers the state of Northern California.</p> <p>Sector: Cross-sector, with key focus on Technology (ICT, Artificial Intelligence, Automation, Smart Cities)</p>		<p>s.17</p>



 <p><b>Alana Wagner Perez</b> (<a href="#">bio</a>)</p>	Director, Pacific Southwest	<p>Covers the states of Southern California, Nevada, Arizona, Utah and Hawaii</p> <p>Sector: Cross-sector, with key focus on Digital Media, Life Sciences and Clean Tech</p>		<p>s.17</p> <p><a href="mailto:awagner@britishcolumbia.ca">awagner@britishcolumbia.ca</a></p>
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# Europe

Team Member	Title	Responsibilities	Address	Contact
 <p><b>Rupert Potter</b> (<a href="#">bio</a>)</p>	Managing Director	Key Accounts		<p>s.17</p>
 <p><b>Rhoda Campbell</b> (<a href="#">bio</a>)</p>	Sector Specialist UK	ICT, Digital Media, & Gaming		<p>s.17</p>
 <p><b>Laetitia MacDougall</b> (<a href="#">bio</a>)</p>	Sector Specialist UK	Life Sciences, Health & Consumer Products		<p>s.17</p> <p>M: +44 7827 256 559 lmacdougall@britishcolumbia.ca</p>






 <p><b>Graham Hilton</b> (<a href="#">bio</a>)</p>	<p>Sector Specialist UK</p>	<p>Forestry, Energy, &amp; Clean Technology</p>		<p>s.17</p>
 <p><b>Melissa Arsenault</b> (<a href="#">bio</a>)</p>	<p>Operations Manager UK</p>	<p>Agrifood</p>		<p>s.17</p>
 <p><b>Paul Kleijne</b> (<a href="#">bio</a>)</p>	<p>Trade and Investment Specialist Netherlands</p>	<p>Marine &amp; Infrastructure</p>		<p>M: +31 6 3839 3999 pkleijne@britishcolumbia.ca</p>




 <b>Daniela Hallett</b> ( <a href="#">bio</a> )	Sector Specialist Germany	Agrifood, Agritech & Advanced Manufacturing		s.17 <a href="mailto:dhallett@britishcolumbia.ca">dhallett@britishcolumbia.ca</a>
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# China

Team Member	Title	Responsibilities	Address	Contact
 <p><b>Cathy Yao</b> (<a href="#">bio</a>)</p>	Managing Director	Business Operation, Investment	Consulate General of Canada (Guangzhou) 26/F, TaiKoo Hui Tower 1, 385 Tianhe Road, Tianhe District, Guangzhou, 510620 PRC	<p>s.17</p> <p>cathy.yao@international.gc.ca</p>
 <p><b>Leanne Yi</b> (<a href="#">bio</a>)</p>	Senior Commercial Officer	Transportation & Cleantech	Consulate General of Canada (Guangzhou) 26/F, TaiKoo Hui Tower 1, 385 Tianhe Road, Tianhe District, Guangzhou, 510620 PRC	s.17
 <p><b>Galahad Gao</b> (<a href="#">bio</a>)</p>	Senior Commercial Officer	ICT, Digital Media & Forestry	Consulate General of Canada (Guangzhou) 26/F, TaiKoo Hui Tower 1, 385 Tianhe Road, Tianhe District, Guangzhou, 510620 PRC	s.17



 <p><b>Patrick Lyu</b> (<a href="#">bio</a>)</p>	Commercial Officer	Life Science & Agrifood in South China	Consulate General of Canada (Guangzhou) 26/F, TaiKoo Hui Tower 1, 385 Tianhe Road, Tianhe District, Guangzhou, 510620 PRC	s.17
 <p><b>Yvonna Zou</b> (<a href="#">bio</a>)</p>	Commercial Officer	Agriculture, Consumer Products & Ecommerce	Consulate General of Canada (Shanghai) ECO City Building, 8th floor, 1788 Nanjing Xi Lu, Jing An District, Shanghai, 200040, PRC	s.17
 <p><b>Michelle Zhang</b> (<a href="#">bio</a>)</p>	Commercial Officer	Marine & LNG	Embassy of Canada, 19 Dongzhimenwai Dajie, Chaoyang District, Beijing 100600 PRC	s.17  P: (86 10) 5139-4117 s.17 siming.zhang@international.gc.ca




# ASEAN



Team Member	Title	Responsibilities	Address	Contact
 <p><b>Joan Teng</b> (<a href="#">bio</a>)</p>	Commercial Officer		<p>British Columbia Office - Singapore High Commission of Canada to Singapore One George Street 11-01 Singapore 049145</p>	<p>s.17</p> <p>joan.teng@international.gc.ca</p>



# India

Team Member	Title	Responsibilities	Address	Contact
 <p><b>Rooma Bussi</b> (<a href="#">bio</a>)</p>	Managing Director			<p>s.17</p> <p><a href="mailto:rbussi@britishcolumbia.ca">rbussi@britishcolumbia.ca</a></p>
 <p><b>Amarbir Anand</b> (<a href="#">bio</a>)</p>	Director	Clean Technology, Natural Resources & Infrastructure		s.17



 <p><b>Vijeyta Khanolkar</b> (<a href="#">bio</a>)</p>	Manager	Digital Media and Entertainment		<p>O: +91 22 4922 4600 vkhanolkar@britishcolumbia.ca</p>
 <p><b>Karunamayi Mallesh</b> (<a href="#">bio</a>)</p>	Director	Technology		s.17
 <p><b>Rohit Bansal</b> (<a href="#">bio</a>)</p>	Trade Commissioner	Life Sciences, Agritech		<p>s.17</p> <p>rbansal@britishcolumbia.ca</p>




# Japan

Team Member	Title	Responsibilities	Address	Contact
 <p><b>Tomoko Nakasuji</b> (<a href="#">bio</a>)</p>	Commercial Officer			<p>s.17</p> <p><a href="mailto:tomoko.nakasuji@international.gc.ca">tomoko.nakasuji@international.gc.ca</a></p>
 <p><b>Christopher Malcolm</b> (<a href="#">bio</a>)</p>	Commercial Officer			<p>s.17</p>



# Korea

Team Member	Title	Responsibilities	Address	Contact
 <p><b>Jennifer Maeng</b> (<a href="#">bio</a>)</p>	Commercial Officer		<p>British Columbia Trade and Investment Office, Embassy of Canada to Korea in Seoul, 21 Jeongdong-gil, Jung-gu, 04518 Seoul, South Korea</p>	<p>s.17</p>
 <p><b>Derrick Kim</b> (<a href="#">bio</a>)</p>	Senior Commercial Officer		<p>British Columbia Trade and Investment Office, Embassy of Canada to Korea in Seoul, 21 Jeongdong-gil, Jung-gu, 04518 Seoul, South Korea</p>	<p>P: 82(0)2 3783-6031 derrick.kim@international.gc.ca</p>



s.13; s.16; s.17

 Position is filled

s.13; s.16

Location	# of Staff at Present	# Intended FY 2020/21	Staffing level prior to transition	Additional # planned for FY2021/22	# FTEs once hiring complete
Tokyo*	2	s.13; s.16			
Seoul	2				
Beijing	1				
Shanghai	1				
Guangzhou*	4				
Manila	0				
Jakarta	0				
Singapore*	1				
Vietnam	0				
New Delhi*	2 (contractor)				
Mumbai	2 (contractor)				
Bangalore	1 (contractor in Hyderabad)				
Chandigarh	1				
Total	12				

\* Indicates locations where MD position are, or will be located for the respective regions of (i) Japan/Korea; (ii) China; (iii) ASEAN; (iv) India.



Benefits:

- B.C. is already seeing the benefits of closer collaboration with the Trade Commissioner Service teams.
- The teams in the various missions have been extremely welcoming and supportive of the B.C. team members including them in meetings and undertaking joint initiatives and meetings wherever possible.
- B.C. has been included in the business planning meetings, and regular commercial team meetings in each market.
- One additional benefit is the market intelligence sharing between the teams.

MDs:

- B.C. has opted to hire Locally Engaged Managers to serve as Managing Director, Head of Program in the market, similar to the model used by Export Development Canada.
- At present, B.C. has one co-located locally-engaged Managing Director, for China based in Guangzhou.
- B.C. has received approval for co-located locally-engaged Managing Directors in New Delhi, India; and, Tokyo, Japan. The New Delhi position would cover the Indian market, s.13; s.16
- B.C. is awaiting approval of a co-located locally-engaged Managing Director role by GAC for a position in Singapore which would be responsible for Southeast Asia and manage our positions in Manila, Jakarta, and s.13; s.16

s.13; s.16

Other Notes:

s.13; s.16

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Withheld pursuant to/removed as

s.13 ; s.16 ; s.17

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s.13

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s.13 ; s.16 ; s.17

# 2021/22 ESTIMATES NOTE

## Advice to the Minister

**Ministry:** Ministry of Jobs, Economic Recovery and Innovation  
**Minister Responsible:** Hon. Ravi Kahlon

### TRADE AND INVESTMENT NETWORK

**Issue:** Status of B.C.'s international office network following decision to co-locate trade offices in Asia

#### KEY FACTS

##### Background/Status:

- On December 30, 2019 ministry staff notified contract trade and investment representatives in Asia (China, Japan, South Korea, Philippines, Indonesia, Singapore and India) that their contracts would not be renewed.
- This was due to a government decision to transition to a co-location model similar to other provinces (AB, ON, SK, PQ) which allows B.C. to maximize efficiency and cost effectiveness and better leverage the Canada brand.
- Service Agreements with Contractors in Beijing, Shanghai, Hong Kong, Singapore and Tokyo ended on March 31, 2020, while service agreements with contractors in Seoul, Manila, and Jakarta ended on May 19, 2020.
- In accordance with the terms of the contract, the notification to the contractor in India was reversed as it was not possible to transition the services to co-location in India in FY 2021.
- Trade and investment representative offices in Europe, the U.K. and the U.S. were not affected by this delivery model change and continue to advance B.C. interests within the contract model.
- In 2020-21, B.C. had approximately 29 trade and investment representative based in 16 locations worldwide. Prior to the transition, B.C. had about 65 representatives.

TIR Locations		
Tokyo, Japan	Manila, the Philippines	San Francisco, United States
Seoul, South Korea	Singapore	Los Angeles, United States
Beijing, China	Jakarta, Indonesia	Seattle, United States
Shanghai, China	New Delhi, India	Boston, United States
Guangzhou, China	Chandigarh, India	London, United Kingdom
	Mumbai, India	

##### *Global Affairs Canada Co-location in Asia*

- In 2020-21, B.C. requested 16 co-located positions at Canadian Missions in Asia, of which 15 positions were approved by Global Affairs Canada.

s.13

- The COVID-19 pandemic initially delayed hiring for the co-located positions as many Canadian consular staff were relocated to Canada and consular services were prioritized.

##### *Japan*

## 2021/22 ESTIMATES NOTE

### Advice to the Minister

**Ministry:** Ministry of Jobs, Economic Recovery and Innovation  
**Minister Responsible:** Hon. Ravi Kahlon

- There are three full-time trade and investment representatives in place.

s.13

#### *South Korea*

- There are two full-time trade and investment representatives in place.

s.13

#### *China*

- There are six full-time trade and investment representatives in place, located in Beijing, Shanghai and Guangzhou.
- Hong Kong is covered out of the office in Guangzhou.

#### *Southeast Asia*

- There is one full-time trade and investment representative in place. Additional service was provided by team members in B.C. and through Canadian missions in Southeast Asia.

s.13

- Locations include Singapore, Indonesia, and the Philippines.

#### *India*

- The contract for service with Dynamis Global will conclude on August 31, 2021.

s.13

- The positions will be located in New Delhi, Mumbai and Bangalore.
- There is an existing co-located position in Chandigarh which will continue.

#### *Europe*

- B.C. maintains a contract for service with Articulate International for the European market including the U.K.
- Representatives are based in the U.K., Germany, and the Netherlands.

#### *United States*

- B.C. maintains a contract for service with Fox Group International for the United States.
- Representatives are based in Seattle, San Francisco, Los Angeles, and Boston.

### FINANCIAL IMPLICATIONS

#### **Approvals:**

March 23, 2021 - Selena Basi, TIDD

**Last Updated:** March 15, 2021

#### **Contact:**

Leslie Teramoto	Executive Director	Trade & Industry Development	604 775-2201
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# 2021/22 ESTIMATES NOTE

## Advice to the Minister

**Ministry:** Ministry of Jobs, Economic Recovery and Innovation

**Minister Responsible:** Hon. Ravi Kahlon

### Summary Trade and Investment Representative Costs

**Issue:** Costs of maintaining TIR network in Asia, US and Europe.

#### KEY FACTS

##### Background/Status:

- In 20/21, the cost to maintain our international trade and investment network was approximately \$5.363 Million.
- Costs associated with co-location with the federal government were \$1.894 Million.
- In terms of how costs were broken down, in-market human resources were approximately \$2.613 Million including MD fees. Program costs accounted for \$202,522, while offices costs were \$652,737.

#### FINANCIAL IMPLICATIONS

##### Budget/Expenditures:

- Breakdown of costs by office: s.13; s.17

Location
Beijing
Shanghai
Guangzhou
Hong Kong
Total China
Japan
South Korea
Singapore
Indonesia
Philippines
India
Total Asia (including China)
United States
Europe
Total

Reduced expenditures in 20/21 are due to persistent reduction in global trade and investment activities and travel-related restrictions as a result of Covid-19 pandemic.

## 2021/22 ESTIMATES NOTE

### Advice to the Minister

**Ministry:** Ministry of Jobs, Economic Recovery and Innovation  
**Minister Responsible:** Hon. Ravi Kahlon

s.13; s.17

- Breakdown of costs for TIR offices Co-Locators Global Affairs Canada (GAC):

		s.13; s.17
<b>Human Resource Costs</b>		
	GAC Salary	
<b>Operating Costs</b>		
	Office Costs	
	Human Resources Support	
	IT Support	
	Program/Travel Support	
<b>Permanent Advance Account Spending</b>	s.13; s.17	
China		
South Korea		
ASEAN		
Japan		
India		
<b>Total Carry Forward</b>		
<b>Total Cost</b>		<b>\$1,893,833</b>



# 2021/22 ESTIMATES NOTE

## Advice to the Minister

**Ministry:** Ministry of Jobs, Economic Recovery and Innovation  
**Minister Responsible:** Hon. Ravi Kahlon

s.13; s.17

### Approvals:

March 23, 2021 - Selena Basi, TIDD

[date approved] – [CFO] FSB

**Last Updated: March 2021**

### Contact:

Selena Basi	Assistant Deputy Minister	Trade & Industry Development	778-974-5951
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## TIR Cost Estimates note

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From: Merkel, Carla JERI:EX .s.15  
s.15

To: Hoyle, William JERI:EX

Cc: Walton, Demi JERI:EX, Ferreira, Corinne D JERI:EX

Sent: May 5, 2021 4:04:06 PM PDT

Attachments: TIR Office Costs.docx

Hi Will,

Our team worked with Demi and have confirmed the numbers in the attached TIR Costs note for Selena's ADM binder.

There were minor changes made from the previous note you sent so please use this version.

CPP will adjust the table of contents to remove this note from the estimates binder.

Let us know if you need anything else.

Thanks,

Carla

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**From:** Hoyle, William JERI:EX <William.Hoyle@gov.bc.ca>

**Sent:** April 29, 2021 2:48 PM

**To:** Merkel, Carla JERI:EX <Carla.Merkel@gov.bc.ca>

**Cc:** Urquhart, Brian JERI:EX <Brian.Urquhart@gov.bc.ca>; Walton, Demi JERI:EX <Demi.Walton@gov.bc.ca>

**Subject:** For Review: Trade and Investment Network MO Note

Hi Carla,

Thanks for the chat this morning. Attached is the approved MO note on the network. I've made a couple small changes to the financial implication section to reflect our conversations on the budget.

Would like your review on this to make sure it look right.

Let me know if you think we need to make any changes.

Thanks,

Will

**William Hoyle**

Director, Global Markets

604-655-8436

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Withheld pursuant to/removed as

s.13

## Documents as requested

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From: Smith, Siobian JTT:EX <Siobian.Smith@gov.bc.ca>  
To: Merkel, Carla JTT:EX <Carla.Merkel@gov.bc.ca>  
Cc: Anderson, Dianne S JTT:EX <Dianne.Anderson@gov.bc.ca>, Daniels, Melissa JTT:EX <Melissa.Daniels@gov.bc.ca>, Cruz, Jon JTT:EX <Jon.Cruz@gov.bc.ca>  
Sent: January 3, 2020 12:30:46 PM PST  
Attachments: FY19 TIR Contract Value Summary FINAL REV 1AUG2019.xlsx, Actuals-Asia offices- draft for review.xlsx

Hi Carla,

As discussed, attached are a few documents we have been looking at. Grateful for your feedback.

1. Table of costs for 2018/19 as of summer 2019 (invoices were still being processed after this date)
2. Table of 2018/19 actuals worked on by my team with Jon in November (draft, and excludes Jakarta and Manila)

Thanks,  
Siobian

AREA	CONTRACT	Geographic	Comments	RC	STOB	PROJECT	CONTRACT VALUE	FY19 ACTUAL EXPENDITURES	
U.S.A.	C18561387 - THE FOX GROUP INTERNATIONAL INC. Effective: July 1, 2017 to <b>March 31, 2020</b>	USA		51561	6001	5144007	265,000	278,937.97	
				51561	6002 S	5144007	912,098		
				51561	6002 P	5144007	587,842	1,494,964.92	
				51561	7506	5144007	111,000	111,000.00	
	TOTAL C18561387 - THE FOX GROUP						1,875,940	1,884,902.89	
		IWM		TOTAL - UNITED STATES			1,875,940	1,884,902.89	
U.K.	FC18561392 - ARTICULATE INTERNATIONAL LTD. Effective: July 1, 2017 to <b>March 31, 2020</b>	London		51561	6001	5144008	234,000	233,740.00	
				51561	6002 S	5144008	556,200		
			Amend No. 002	51561	6002 P	5144008	491,268	1,047,008.00	
	TOTAL FC18561392 - ARTICULATE						1,281,468	1,280,748.00	
U.K.	FC18561401 - WE WORK U.K. Effective: February 1, 2018 to March 31, 2020 (Amend #001)	London	Amend No. 001	51561	7506	5144008	151,067		
			FX	51561	8585	5144008	15,270	165,314.84	
	TOTAL FC18561401 - WE WORK U.K.						167,970	165,314.84	
		IWM		TOTAL - EUROPE			1,449,438	1,446,062.84	
INDIA	FC17561353 - DYNAMIS GLOBAL -Rooma Kumar Bussi Effective: August 1, 2016 to <b>March 31, 2021 (Amend #003)</b>	New Delhi		51561	6001	51444404	140,000	121,899.30	
				51561	6002 S	51444404	370,000		
				51561	6002 P	51444404	394,297	764,275.50	
	TOTAL India TIR FC17561353 - DYNAMIS GLOBAL						904,297	886,174.80	
INDIA	C13565156A - Forestry Innovation Investment Ltd - India	Mumbai	Office						
	Effective: September 1, 2012 to <b>March 31, 2019 (Amend #001)</b>		Amend No. 001	51561	8001	5144404	68,000	54,665.51	
INDIA	MOU18561001 - Global Affairs Canada	Chandrigarh		51561	8001	5144406	150,000	137,180.00	
	Effective: April 1, 2017 to <b>March 31, 2019</b>								
		IWM		TOTAL - INDIA			1,122,297	1,078,020.31	
CHINA	FC15563241 - HO HING CONSULTANCY INC (See Shanghai) Effective: July 1, 2014 to <b>March 31, 2020 (Amend #003)</b>	Beijing		51561	6001	5144203	236,000	233,669.01	
				51561	6002 S	5144203	646,000		
				51561	6002 P	5144203	376,000	973,026.55	
				Subtotal Beijing			1,258,000	1,206,695.56	
CHINA	FC15563241 - HO HING CONSULTANCY INC (See Beijing) Effective: July 1, 2014 to <b>March 31, 2020 (Amend #003)</b>	Shanghai		51561	6002 S	5144204	526,000		
				51561	6002 P	5144204	276,000	760,012.49	
						Subtotal Shanghai	802,000	760,012.49	
	TOTAL FC15563241 HO HING CONSULTANCY INC.						2,060,000	1,996,708.05	
CHINA	FC15563244 - BEIJING JIA AO REAL ESTATE DEV CO LTD. Effective: July 1, 2014 to <b>March 31, 2020 (Amend #002)</b>	Beijing Lease		51561	7506	5144203	395,364	395,364.00	
			FX	51561	8585	5144203	39,536	0.00	
			TOTAL BC15563244 - Beijing Jia Ao Real Estate Dev.Co. Ltd.					434,900	395,364.00
CHINA	FC15563248 - KERRY PROPERTIES DEV MANGEMENT CO LTD. Effective: July 1, 2014 to <b>March 31, 2020 (Amend #002)</b>	Beijing Admin. Lease		51561	7506	5144203	39,024	36,834.50	
			FX	51561	8585	5144203	3,902	0.00	
			TOTAL FC15563248 - Kerry Properties					42,926	36,834.50
CHINA	FC15563247 - THE EXECUTIVE CENTRE SHANGHAI Effective: July 1, 2014 to <b>March 31, 2020 (Amend #003)</b>	Shanghai Lease		51561	7506	5144204	284,923	263,196.30	
			FX	51561	8585	5144313	28,492	22,892.82	
			Total FC15563247 The Executive Centre Shanghai					313,415	289,089.12
			TOTAL - Beijing					1,735,826	1,638,894.06
			TOTAL - Shanghai					1,115,415	1,049,101.61
CHINA	FC15563242A - GUANGZHOU JIAYUE BUSINESS CONSULTING CO. LTD Effective: July 1, 2014 to <b>March 31, 2020 (Amend #003)</b>	Guangzhou		51561	6001	5144205	163,855	176,376.91	
				51561	6002 S	5144205	346,992		
				51561	6002 P	5144205	169,153	493,458.60	
	TOTAL FC15563242A - GUANGZHOU JIAYUE						680,000	669,835.51	
CHINA	FC15563246 - THE EXECUTIVE CENTRE GUANGZHOU LIMITED Effective: July 10, 2014 to <b>March 31, 2020 (Amend #003)</b>	Guangzhou Lease		51561	7506	5144205	197,100	194,874.89	
			FX	51561	7506	5144313	19,710	0.00	
			TOTAL FC15562146 TEC Guangzhou					216,810	194,874.89
			TOTAL - Guangzhou					896,810	864,710.00
CHINA	FC13563119 - DYNASTY PLUS LIMITED Effective: June 1, 2015 to <b>April 30, 2018 (Amend #007 1 month )</b> CAPR is costs refundable back to JTT - MOU with Min. of Agriculture	Hong Kong	Amend No. 007 FY19 Apr1-30/18	51561	6001	5144214	18,780.95	18,780.95	
			Amend No. 007 FY19 Apr1-30/18	51561	6002S	5144214	26,021.25	26,021.25	
			Amend No. 007 FY19 Apr1-30/18 CPABC	51561	6002	511CAPR	8,291.67	8,291.67	
			TOTAL FC13563119 - DYNASTY PLUS					44,802.20	44,802.20
CHINA	FC13563120 - THE EXECUTIVE CENTRE (CENTRAL) LIMITED	Hong Kong		51561	7506	5144214	265,000	258,580.31	

Recovery (not calculated in totals)

	Effective June 14, 2013 to <b>March 31, 2019</b> (Amend # 005)	Lease	FX	51561	7506	5144313	10,000	0.00	
TOTAL FC13563120 - THE EXECUTIVE CENTER							275,000	258,580.31	
CHINA	FC19561411 - GBA ADVISORY GROUP LIMITED Effective: April 1, 2018 to <b>March 31, 2021</b> .	Hong Kong		51561	6001	5144214	201,250	189,059.46	
				51561	6002S	5144214	271,347		
				51561	6002P	5144214	165,008		
		FY18/19 ONLY CAPBC admin fee pd by TIR		51561	6002	5144214	11,000	329,425.45	
	CAPR is costs refundable back to JTT - MOU with Min. of Agriculture	FY18/19 ONLY - HK CAPBC Agrifood/Seafood		51561	6002	511CAPR	153,500	115,125.00	Recovery (not calculated in totals)
TOTAL FC19561411 GBA ADVISORY GROUP LIMITED							637,605	518,484.91	
TOTAL - HONG KONG							957,407	812,867.42	
			Grand TOTAL - CHINA			4,705,458	4,365,573.09		
JAPAN	FC13564076 - VANGUARD AP Effective July 1, 2012 to <b>March 31, 2020</b> (Amend # 006) Contract ended as of August 31, 2018.	Tokyo		51561	6001	5144303	216,650	90,205.86	
				51561	6002 S	5144303	576,370		
				51561	6002 P	5144303	235,000	440,218.33	
TOTAL FC13564076 - VANGUARD AP							1,028,020	530,424.19	
JAPAN	FC17561346 - MITSUBISHI ESTATE - The Grand Cube Effective June 1, 2016 to <b>March 31, 2021</b> (Amend #001)	Tokyo Lease		51561	7506	5144303	269,058	227,250.25	
			FX	51561	7506	5144313	26,906	20,387.41	
TOTAL FC17561346 - MITSUBISHI ESTATE							295,964	247,637.66	
JAPAN	FC19561430 - VANGUARD AP Effective November 1, 2018 to <b>February 28, 2019</b> (Amend # 002)	Tokyo							
				51561	6001	5144303	216,602	140,851.38	
TOTAL FC19561430 - VANGUARD AP							216,602	140,851.38	
JAPAN	FC19561441 GK SYNERGY TRADE LTD Effective March 1, 2019 to March 31, 2020 (Amend #001)	Tokyo							
			Amend # 002 FY19 HB Staff	51561	6002	5144303	156,907	156,907.44	
TOTAL FC19561441 GK SYNERGY TRADE LTD							156,907	156,907.44	
		EA		TOTAL - JAPAN			1,641,084	1,075,820.67	
KOREA	FC16561298 - PACIFIC COAST CO., LTD. Effective June 1, 2015 to <b>March 31, 2021</b> (Amend #003)	Seoul		51561	6001	5144304	200,000	153,324.97	
				51561	6002 S	5144304	443,358		
				51561	6002 P	5144304	142,450	609,460.67	
		FY18/19 ONLY CAPBC admin fee pd by TIR		51561	6002	5144304	11,000		
				51561	7506	5144304	176,500	147,083.33	
CAPR is costs refundable back to JTT - MOU with Min. of Agriculture		FY18/19 ONLY Korea CAPBC Agrifood/Seafood		51561	6002	511CAPR	-149,100	-121,829.32	Recovery (not calculated in totals)
		EA		TOTAL - KOREA			973,308	909,868.97	
PHILIPPINES	FC16564330A - ASPAC TRADELINKS CONSULTANTS INC. Eva P. Socorro Effective: February 15, 2016 to <b>March 31, 2022</b> (Amend #002)	Manila	Effective April 1, 2018 - RC51561	51561	6001		102,000	66,749.82	
				51561	6002 S		106,000	163,567.46	
				51561	6002 P		115,000		
				51561	7506		60,000	60,000.00	
TOTAL FC16564330 - ASPAC TRADELINKS CONSULTANTS INC.							383,000	290,317.28	
SINGAPORE	FC18564403 - BLUESPAN ASIA PTE. LTD. * Effective: February 12, 2018 to <b>March 31, 2020</b>  *Taking over lease in WeWork location April 1st, 2018	Singapore	Effective April 1, 2018 - RC51561	51561	6001		160,000	144,582.00	
				51561	6002 S		52,000	133,458.00	
				51561	6002 P		81,000		
				51561	7506		31,000	31,000.00	
TOTAL FC18564403 - BLUESPAN ASIA							324,000	309,040.00	
INDONESIA	FC17564345A - PT. BCI NIAGA INDONESIA - Vira V. Soekardiman Effective July 1, 2016 to <b>March 31, 2022</b> (Amend # 002)	Jakarta	Effective April 1, 2018 - RC51561	51561	6001		195,000	188,449.50	
				51561	6002 S		120,000	201,009.60	
				51561	6002 P		151,000		
				51561	7506		60,000	60,000.00	
TOTAL FC17564345A PT. BCI NIAGA INDONESIA							526,000	449,459.10	
		IWM		TOTAL - ASEAN			1,233,000	1,048,816.38	
							TIR Contract TOTAL	13,000,525.00	11,809,065.15

Expenditures include Holdback values that have been invoiced and/or estimated during the accrual process plus the PO values as of March 31.

ACTUAL 18-19 SPENDING (unless otherwise stated)										
Expenses										
Current Contractor Model										
	Hong-Kong	Tokyo**	Beijing	Shanghai	Guanghzou	Mumbai	Delhi	Chandigarh	Seoul	Singapore
Rent/Co-location	\$197,600.00	\$242,637.00	\$167,600.00	\$241,680.00	\$216,810.00	\$54,656.00	\$73,840.00	\$61,841.00	\$176,500.00	\$29,662.00
Salaries	\$356,204.00	\$793,050.00	\$549,741.00	\$243,659.00	\$478,369.00	#VALUE!		\$56,354.00	\$676,497.00	\$175,261.00
Program Costs	\$165,008.00	\$235,000.00	\$376,000.00	\$276,000.00	\$169,153.00	\$394,297.00		\$0.00	\$142,450.00	\$93,737.00
Total	\$718,812.00	\$1,270,687.00	\$1,093,341.00	\$761,339.00	\$864,332.00	#VALUE!		\$118,195.00	\$995,447.00	\$298,660.00

\*\*FY 17/18 Actual Expenses used (MD was partial year in 18/19).

## RE: Documents as requested

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From: Urquhart, Brian JTT:EX <Brian.Urquhart@gov.bc.ca>  
To: Merkel, Carla JTT:EX <Carla.Merkel@gov.bc.ca>, Ferreira, Corinne D JTT:EX <Corinne.Ferreira@gov.bc.ca>  
Sent: January 3, 2020 1:57:29 PM PST  
Attachments: TIR Summary as at June 27 2019.xlsx

Derek indicated the attached might help as well. This listing has the contract numbers in it so his suggestion was to ask A/P to run a 'PO Summary Report' which could be used to confirm how much was paid through the system for each contract.

Thanks,

B

**Brian Urquhart, CPA, CA**

Executive Director and Chief Financial Officer

Ministry of Jobs, Trade and Technology, and

Ministry of Labour

800 Johnson St, 3<sup>rd</sup> Floor | Victoria, BC | (236) 478-1767

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**From:** Merkel, Carla JTT:EX <Carla.Merkel@gov.bc.ca>  
**Sent:** January 3, 2020 12:40 PM  
**To:** Ferreira, Corinne D JTT:EX <Corinne.Ferreira@gov.bc.ca>  
**Cc:** Urquhart, Brian JTT:EX <Brian.Urquhart@gov.bc.ca>  
**Subject:** FW: Documents as requested  
Corinne – FYI this may assist.

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**From:** Smith, Siobian JTT:EX <Siobian.Smith@gov.bc.ca>  
**Sent:** January 3, 2020 12:31 PM  
**To:** Merkel, Carla JTT:EX <Carla.Merkel@gov.bc.ca>  
**Cc:** Anderson, Dianne S JTT:EX <Dianne.Anderson@gov.bc.ca>; Daniels, Melissa JTT:EX <Melissa.Daniels@gov.bc.ca>; Cruz, Jon JTT:EX <Jon.Cruz@gov.bc.ca>  
**Subject:** Documents as requested

Hi Carla,

As discussed, attached are a few documents we have been looking at. Grateful for your feedback.

1. Table of costs for 2018/19 as of summer 2019 (invoices were still being processed after this date)
2. Table of 2018/19 actuals worked on by my team with Jon in November (draft, and excludes Jakarta and Manila)

Thanks,

Siobian



**TIR Contracts**  
**Expiry Dates and Renewal Options (as at June 27, 2019)**

CONTRACT (12 TIR locations/11 contractors)	Area	Services Provided	Expiry Date	Renewal Terms
FC19561439 - Can International Tax Corporation (parent) and FC19561441 - GK synergy (sub) (interim TIR)	JAPAN - Tokyo	TIR	August 31, 2019	1 more term of 2 months (October 31, 2019) - in progress of amending to March 31, 2020
FC15563244 - BEIJING JIA AO REAL ESTATE DEV CO LTD.	CHINA - Beijing	Rent	March 31, 2020	No more renewals
FC15563242A - GUANGZHOU JIAYUE BUSINESS CONSULTING CO. LTD (Cathy Yao)	CHINA - Guangzhou	TIR	March 31, 2020	1 more term of 3 years (March 31, 2023)
FC15563246 - THE EXECUTIVE CENTRE GUANGZHOU LIMITED	CHINA - Guangzhou	Rent	March 31, 2020	automatic one year roll over
FC15563247 - THE EXECUTIVE BUSINESS SERVICES CO, LTD.	CHINA - Shanghai	Rent	March 31, 2020	automatic one year roll over
FC15563241 - HO HING CONSULTANCY INC (Kevin Tsui)	CHINA - Shanghai/Beijing	TIR	March 31, 2020	1 more term of 3 years (March 31, 2023)
FC15563248 - KERRY PROPERTIES DEV MANGEMENT CO LTD.	CHINA - Beijing	Rent	March 31, 2020	No more renewals
FC18564403 - BLUESPAN ASIA PTE. LTD. (Michael Nichola)	SINGAPORE - Singapore	TIR & Rent	March 31, 2020	2 more terms of 2 years (March 31, 2024)
FC18561392 - ARTICULATE INTERNATIONAL LTD. (Rupert Potter)	U.K. - London	TIR	March 31, 2020	2 more terms of 2 years (March 31, 2024)
FC18561401 - WE WORK U.K.	U.K. - London	Rent	March 31, 2020	month-to-month
C18561387 - THE FOX GROUP INTERNATIONAL INC. (Will Fox)	U.S.A. - California	TIR & Rent	March 31, 2020	2 more terms of 3 years (March 31, 2026)
FC19561443 - Regus HK Management Ltd	CHINA - Hong Kong	Rent	March 31, 2021	No more renewals
FC19561411 - GBA ADVISORY GROUP LIMITED (Derek Lee)	CHINA - Hong Kong	TIR	March 31, 2021	2 more terms of 3 years (March 31, 2027)
FC17561353 - DYNAMIS GLOBAL (Rooma Bussi)	INDIA - New Delhi	TIR	March 31, 2021	1 more term of 2 years (March 31, 2023)
FC20561FI12020 - Forestry Innovation Consulting India PVT (co-location)	INDIA - Mumbia	Rent	March 31, 2021	1 more term of 2 years (March 31, 2023)
FC17561346 - MITSUBISHI ESTATE - The Grand Cube	JAPAN - Tokyo	Rent	March 31, 2021	No renewal clause
FC16561298 - PACIFIC COAST CO., LTD. (Luke Shim)	KOREA - Seoul	TIR & Rent	March 31, 2021	1 more term of 3 years (March 31, 2024)
FC17564345A - PT. BCI NIAGA INDONESIA (Vira Soekardiman)	INDONESIA - Jakarta	TIR & Rent	March 31, 2022	1 more term of 3 years (March 31, 2025)
FC16564330A - ASPAC TRADELINKS CONSULTANTS INC. (Eva Yazon)	PHILIPPINES - Manila	TIR & Rent	March 31, 2022	1 more term of 3 years (March 31, 2025)
MOU18565001 - DFAIT (co-location)	INDIA - Chandigargh	Rent	ongoing	cancellation upon 180 days notice

## Office Costs - media request

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From: Merkel, Carla JTT:EX<sup>s.15</sup>  
s.15

To: Smith, Siobian JTT:EX

Cc: Campbell, Tracy JTT:EX, Urquhart, Brian JTT:EX, Cruz, Jon JTT:EX, White, Joanna JTT:EX

Sent: January 3, 2020 3:29:01 PM PST

Attachments: Asia expenses.xlsx

Hi Siobian,

Our finance team has prepared the attached report for FY19 Asia TIR Contractor amounts (see breakdown in excel doc).

- \$1.6M has been confirmed for the FY19 rent expenses
- Approximately \$8M for total contractor costs (includes rent).

s.13; s.17

Please let me know if you have any questions or would like to review the document in detail over a call.

Thanks,

Carla

250-883-4185

STOB	(All)	Total costs (all STOBs)
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Sum of Actual Amount		
Project	Description	Total
5144203	Beijing	\$ 1,701,680
5144204	Shanghai	\$ 1,063,546
5144205	Guangzhou	\$ 842,631
5144214	Hong Kong	\$ 840,039
5144303	Tokyo	\$ 1,215,632
5144304	Seoul	\$ 969,465
5144310	Singapore Office	\$ 302,000
5144404	Mumbai	\$ 948,365
<b>Grand Total</b>		<b>\$ 7,883,358</b>

Add in : Chandigarh \$ 137,180 Project 5144406

Total Asia Costs FY19	<b>\$ 8,020,538</b>
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Trade Offices	
TIR Contacts	5111111
Europe Program (HQ)	5144004
Palo Alto Office	5144007
London Office (TIR)	5144008
Beijing Office	5144203
Shanghai Office	5144204
Guangzhou Office	5144205
Hong Kong Office	5144214
Tokyo Office	5144303
Seoul Office	5144304
Mumbai Office	5144404
GF2 Growing Forward 2	5141316
Singapore Office (TIR)	5144310
Philippines Office (TIR)	5144311
Indonesia Office (TIR)	5144312
Foreign Exchange	5144313