

MEETING NOTE

Cliff #: 156154

Date: February 22, 2022

PREPARED FOR: Honourable Ravi Kahlon, Minister of Jobs, Economic Recovery and Innovation and Honourable George Chow, Minister of State for Trade

MEETING WITH: Consul General of the Republic of Indonesia in Vancouver ("CGRIV")

DATE AND TIME OF MEETING: March 3, 2022 – 2:00 pm to 2:30 pm

ATTENDEES:

- Mr. Hendra Halim, Consul General
- Mr. Prakoso Wicaksono, Consul/ Head of Chancery and Consul for Information, Social and Cultural Affairs
- Vice Consul Daniel Nugroho, Vice Consul for Protocol and Economic Affairs (Third Secretary)

ISSUE(S): Introductory meeting with the new Indonesian Consul General.

KEY POINTS:

- The Consul General would like to discuss future cooperation on human resource development between Indonesia and British Columbia.

BACKGROUND:

- Indonesia is a multi-ethnic, multi-religious, majority Muslim nation with a population of 271 million, which accounts for 40 percent of the Association of Southeast Asian Nations ("ASEAN").
- Indonesia is the largest economy in Southeast Asia and the 16th largest economy worldwide. It is expected Indonesia will become the world's seventh largest economy by 2030.
- Indonesia is Southeast Asia's largest and fastest-growing internet economy, more than 170 million Indonesians had access to the internet in 2020.
- Indonesia is currently ranked 14th as a destination for B.C. exports. 78% percent of B.C.'s 2020 exports to Indonesia were wood pulp products.
- Bali, Indonesia will host the 17th G20 Summit in October/November 2022 on the theme of "Recover Together, Recover Stronger".
- 2022 will mark the 70th Anniversary of Indonesia-Canada Diplomatic Relations since its establishment on October 9, 1952 and the 40th anniversary of the Consulate of the Republic of Indonesia in Vancouver, since it officially opened on November 20, 1982.

- Mr. Halim arrived in Vancouver in July 2021 and assumed the role of Consul General. He was previously Director for European Affairs. His past foreign assignments have included New York, Mexico City, Dakar, and Bern.

DISCUSSION:

B.C.-Indonesia Commercial Relations:

- B.C. has maintained a Trade and Investment Representative office in Jakarta since 2016 and in 2020, the office was co-located with the Embassy of Canada where there is one Commercial Officer representing B.C.
- B.C. continues to exercise strong collaboration with opportunities in the agri-food, forestry, life science, innovation and technology sectors with Indonesia.
- Recently, PT Pantja Artha Niaga successfully imported Parallel 49 craft beer.
- The team has supported the export of B.C. cherries, breakfast meals and dried fruits, as well as clean technology and IT solutions to Indonesia.
- The Ministry is working with the Indonesia Consulate on a Bilateral Business Delegation Virtual Event on March 1.

Human Resource Development

- The Consul General is interested in developing cooperation on workforce and human resource development, particularly for the younger generation.
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- Many Indonesian graduates have found jobs in Metro Vancouver and other B.C. cities. Despite the pandemic, the Consulate reports an increasing number of Indonesian students studying in B.C. at UBC, SFU, Douglas College, etc.
- There may be an opportunity to leverage skilled talent in high-growth sectors eg. technology, digital health, creative industries and advanced manufacturing.
- The B.C. Provincial Nominee Program (BC PNP) is a way for skilled workers in high-demand technology occupations to contribute to B.C.'s tech hub.

Free Trade

- Canada and Indonesia launched negotiations towards a Comprehensive Economic Partnership Agreement (CEPA) in June 2021.
- On November 16, 2021, Canada and ASEAN launched negotiations toward a Canada-ASEAN free trade agreement (FTA).

SUGGESTED RESPONSE/KEY MESSAGING:

- Congratulate the Consul General on his term in British Columbia.
- We value our close working relationship with the Indonesian Consulate.
- B.C. is pleased to see the progress the *Indonesia-Canada Comprehensive Economic Partnership Agreement (IC-CEPA)*.
- Our team will connect you to the Ministry of Advanced Education and Skills Training on the EHP.

ATTACHMENTS:

Attachment 1: Biography of Consul General Hendra Halim

Attachment 2: Indonesia Country Trade Profile

Attachment 3: Proposed Draft Agenda

ADM Contact: Kerry Pridmore Phone: (250) 507-1485

Prepared by: Janet Cho, Senior Manager, ASEAN, TID

Reviewed by			
Dir: A/ AI	ED: LT	ADM: KP	DM: BP

Attachment 1:

Biography of Consul General Hendra Halim

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Top 5 BC Origin Exports to Indonesia, 2020	Cdn \$Millions	Share of Total
1. Chemical wood pulp, soda or sulphate, other than dissolving grades	\$139.6	78%
2. Unwrought zinc	\$7.6	4%
3. Lumber, of a thickness exceeding 6 mm	\$6.6	4%
4. Composite diagnostic/laboratory reagents, nes (excl. those from blood, antisera and microbes)	\$3.9	2%
5. Protein concentrates, textured protein substances and other food preparations, nes	\$3.5	2%
Total	\$178.1	100%

Top 5 Canadian Exports to Indonesia, 2020	Cdn \$Millions	Share of Total
1. Wheat and meslin	\$684.6	39%
2. Mineral or chemical fertilizers, potassic	\$360.1	21%
3. Chemical wood pulp, soda or sulphate, other than dissolving grades	\$142.1	8%
4. Soya beans, whether or not broken	\$117.5	7%
5. Iron ores and concentrates	\$57.2	3%
Total	\$1,738.7	100%

Top 5 Canadian Imports from Indonesia, 2020	Cdn \$Millions	Share of Total
1. Natural rubber, balata, gutta-percha, guayule, chicle and similar natural gums	\$115.2	7%
2. Sweaters, sweatshirts and waistcoats, knitted or crocheted	\$55.6	3%
3. Cocoa butter, fat and oil	\$53.3	3%
4. Shoes, boots, sandals and slippers, textile uppers	\$47.9	3%
5. Shoes, boots, sandals and slippers, leather uppers	\$43.2	3%
Total	\$1,613.8	100%

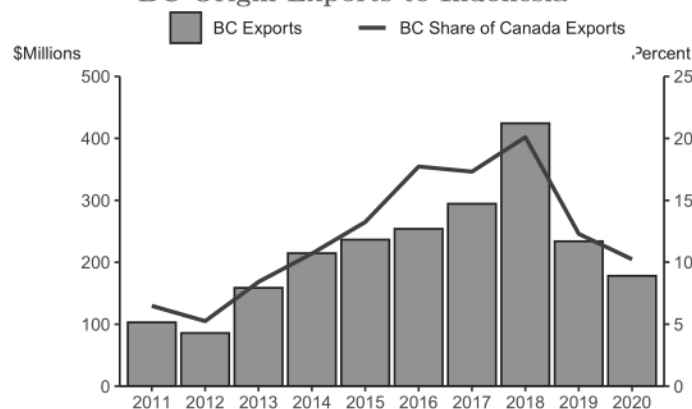
Top 5 Exports from Indonesia to the Rest of the World, 2019	US \$Millions	Share of Total
1. Mineral fuels, oils, distillation products, etc	\$34.7	21%
2. Animal,vegetable fats and oils, cleavage products, etc	\$17.6	11%
3. Electrical, electronic equipment	\$8.5	5%
4. Vehicles other than railway, tramway	\$8.2	5%
5. Iron and steel	\$7.4	4%
Total	\$167.5	100%

Data Source: International Trade Centre

Top 5 Imports into Indonesia from the Rest of the World, 2019	US \$Millions	Share of Total
1. Nuclear reactors, boilers, machinery, etc	\$26.8	16%
2. Mineral fuels, oils, distillation products, etc	\$23.5	14%
3. Electrical, electronic equipment	\$19.8	12%
4. Iron and steel	\$10.4	6%
5. Plastics and articles thereof	\$8.7	5%
Total	\$170.7	100%

Provincial Distribution of Exports to Indonesia, 2020	Cdn \$Millions	Share of Total
1. Saskatchewan	\$676.9	38.9%
2. Quebec	\$276.5	15.9%
3. Alberta	\$275.5	15.8%
4. British Columbia	\$178.1	10.2%
5. Ontario	\$147.5	8.5%
6. Manitoba	\$143.2	8.2%
7. New Brunswick	\$25.6	1.5%
8. Newfoundland & Labrador	\$6.7	0.4%
9. Prince Edward Island	\$4.7	0.3%
10. Nova Scotia	\$4	0.2%
11. Yukon	\$0	0%
12. Northwest Territories	\$0	0%
13. Nunavut	\$0	0%
Canada Total	\$1,738.7	100%

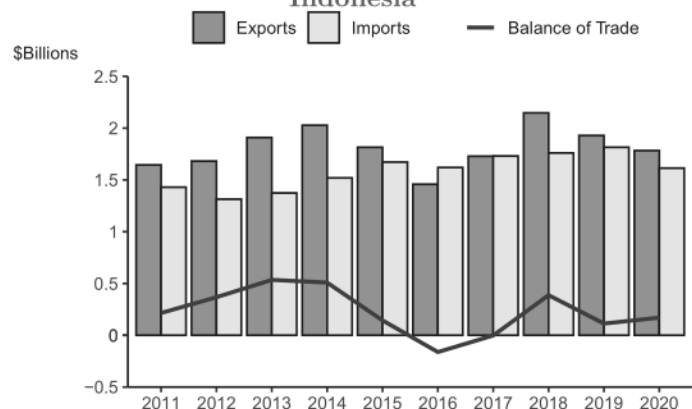
BC Origin Exports to Indonesia



Note: Exports exclude re-exports

BC Stats

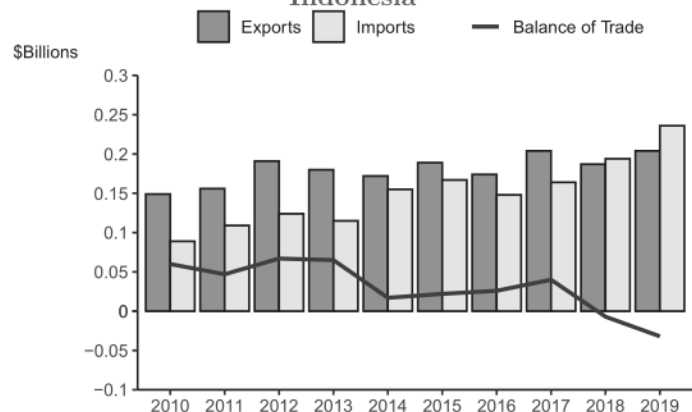
Canada's Balance of Trade in Goods with Indonesia



Note: Exports exclude re-exports

BC Stats

Canada's Balance of Trade in Services with Indonesia



BC Stats

How important is Indonesia to BC and Canada?
 Indonesia ranked #14 as a destination for BC origin exports in 2020 with 0.4% of BC's commodity exports shipped there. It was ranked #16 as a destination for Canadian exports with 0.4% of Canadian goods exports shipped there and #31 as a source of imports into Canada with 0.3% of Canadian imports originating from Indonesia.

How important is Canada to Indonesia?
 Canada was the source of approximately 0.8% of imports into Indonesia in 2019. Approximately 0.8% of exports from Indonesia were destined for Canada in that year.

Unless otherwise indicated, data source is Statistics Canada.

Indonesia General Information

Population	267,026,366	2020
Annual Population Growth Rate	0.79%	2020
GDP (US\$ billions)*	\$3,331.872	2019
Per Capita GDP (US\$ 2017)*	\$11,976.55	2019
GDP Real Growth	5%	2019

* Purchasing Power Parity

Sources: CIA for population and IMF for GDP

BC's High Technology Trade with Indonesia (Cdn\$ Millions)

Year	Domestic Exports	Re-Exports	Imports	Trade Balance
2010	\$5.40	\$0.03	\$15.27	-\$9.84
2011	\$1.81	\$6.11	\$14.17	-\$6.25
2012	\$1.74	\$11.39	\$13.59	-\$0.47
2013	\$13.75	\$0.43	\$13.83	\$0.34
2014	\$0.84	\$0.92	\$11.74	-\$9.99
2015	\$13.33	\$1.20	\$10.16	\$4.37
2016	\$3.15	\$0.47	\$15.17	-\$11.55
2017	\$2.90	\$1.17	\$15.92	-\$11.84
2018	\$21.26	\$1.42	\$11.36	\$11.32
2019	\$16.62	\$1.08	\$9.31	\$8.39

Source: BC Stats

Canada's Investment Position with Indonesia (Cdn\$ Millions)

Year	Canadian Direct Investment in Indonesia	Direct Investment in Canada by Indonesia
2010	\$3,165	\$0
2011	\$3,190	x
2012	\$3,252	\$4
2013	\$3,753	\$1
2014	\$3,904	\$0
2015	\$3,239	\$1
2016	\$2,969	\$0
2017	\$2,912	\$84
2018	\$3,161	\$106
2019	\$3,846	\$116

Source: Statistics Canada

Travellers from Indonesia Entering Canada Through BC and Immigration to BC from Indonesia

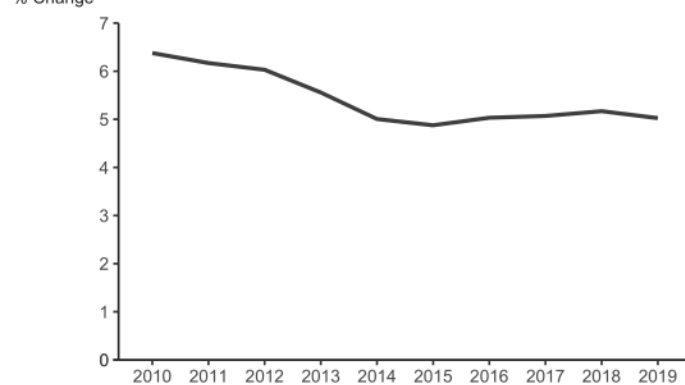
Year	Travellers (Persons)	Immigrants (Persons)
2010	7,655	205
2011	9,879	125
2012	11,268	135
2013	13,007	125
2014	11,811	135
2015	13,289	125
2016	11,906	145
2017	15,526	130
2018	16,865	130
2019	19,088	160

Sources:

Travellers - Statistics Canada

Immigrants - Immigration, Refugees and Citizenship Canada

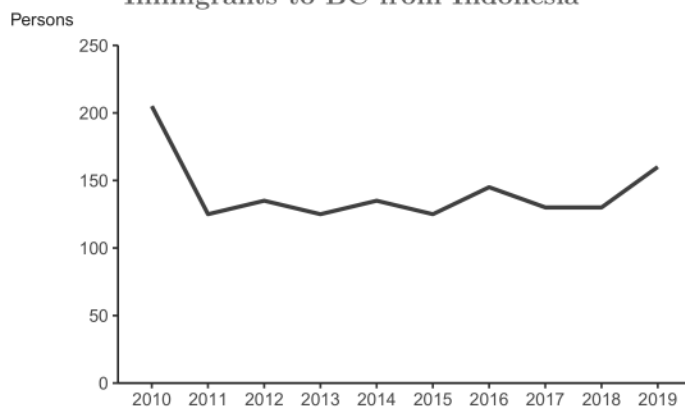
Year-Over-Year % Growth in GDP of Indonesia



Source: International Monetary Fund

BC Stats

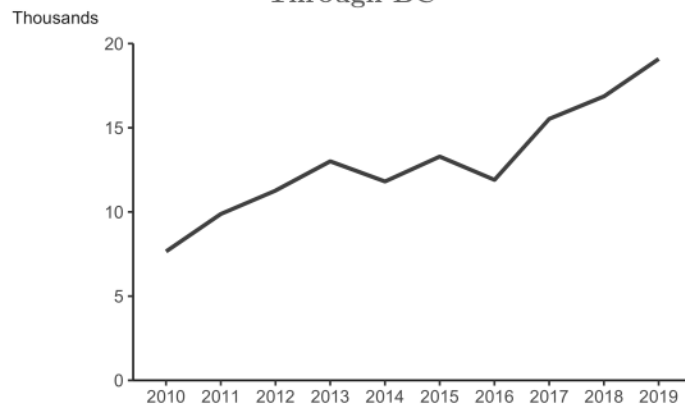
Immigrants to BC from Indonesia



Source: Immigration, Refugees and Citizenship Canada

BC Stats

Travellers from Indonesia Entering Canada Through BC



Source: Statistics Canada

BC Stats

Proposed Draft Agenda
Virtual Meeting Between Consul General of the Republic of Indonesia
and
Minister of Jobs, Economic Recovery, and Innovation
and
Minister of State for Trade

January 26th, 2022

3:00-3:30 PM

1. Opening / Introduction (5 minutes)
2. Discussion (20 minutes)
 - ➔ Overview of Indonesia-British Columbia economic cooperation
 - ➔ Further potential cooperation aimed to accelerate economic recovery (trade, investment, labour)
 - ➔ Labour supply and demand: form of cooperation, training, deployment
3. Closing (5 minutes)

MEETING NOTE

Cliff #: 156623

Date: March 2, 2022

PREPARED FOR: Honourable Ravi Kahlon, Minister of Jobs, Economic Recovery and Innovation

MEETING WITH: Conair Group Inc. ("Conair")

DATE AND TIME OF MEETING: March 10, 2022, 10:00-10:30AM (Microsoft Teams)

ATTENDEES: (See **Appendix: Biographies**)

- Matt Bradley, President & Chief Operating Officer, Conair
- Jeff Berry, Director, Business Development, Conair
- Shannon de Wit, PR and Communications Manager, Conair
- Mike Bailey, Western Policy Consultants Inc. (Consultant to Conair)

ISSUE(S): Discussion of Conair's work and Canadian Aerial Response to Emergencies (CARE) proposal to federal government.

KEY POINTS:

- Abbotsford-based Conair is a world leader in aerial firefighting services/aircraft conversions and a long-term aerial firefighting service provider for B.C.
- Conair will provide an update on their outlook including an ask for provincial advocacy for their 'Canadian Aerial Response to Emergencies' (CARE) proposal to the federal government for firefighting and emergency response.

BACKGROUND:

Established in 1969, Abbotsford-based Conair Group ("Conair") is one of the world's largest aerial firefighting companies and part of a growing cluster of special mission aircraft suppliers and operators in B.C., including Viking Air and Coulson Airplane.

Conair converts aircraft into aerial water bombers, provides aircraft for purchase or lease, and provides contracted aerial firefighting services in B.C. and other jurisdictions in Canada (e.g., Alberta, Saskatchewan, Manitoba, Ontario, Quebec and the Yukon) and internationally (e.g., US, Australia, France).

DISCUSSION:

February 24, 2022, JERI staff connected with Mr. Bailey to confirm a meeting agenda, including company background, BC Wildfire Service operations and export

opportunities, and Conair's federal funding proposal for a national wildfire fleet (CARE).

Conair employs approximately 350 people and has a versatile fleet of 70 aircraft derived from 15 different fixed-wing models. Conair has over 100,000 square feet of hangar space, used primarily to modify passenger aircraft with a proprietary retardant delivery system for aerial firefighting. Conair also trains pilots for aerial firefighting through their on-site 'Training and Tactics Facility' which includes specialized simulators.

Supporting B.C. Wildfire Service and global export opportunities: Conair is a long-term aerial firefighting service provider for the Province. In 2020 they entered a new, 10-year contract (with up to five years potential extension) with the B.C. Government that includes a plan to transition to new generation aircraft over a five-year period.

Longer and more intense wildfire seasons are increasing global demand for aerial firefighting capabilities. At a time when much of the aviation industry in Canada has been negatively impacted by the COVID-19 pandemic, Conair has been investing in new technologies, training and aircraft while also looking into new opportunities for special mission aircraft.

In recent years Conair has focused their business plans on firefighting/special mission retrofits to the De Havilland Dash 8-400 aircraft. In 2004 Conair won a contract with the Government of France to develop the Dash 8-Q400MR for aerial fire suppression and other missions. MR or 'multi-role' aircraft have a quick-change interior that allows it to be quickly converted to carry passengers, cargo, or fire retardant.

In 2017, the Government of France announced plans to purchase six Dash 8-Q400MRs. Three were delivered between June 2019 and March 2021, with the B.C. Provincial Health Office/JERI staff helping Conair personnel navigate the quarantine (exemption) process for export in 2021.

Recently Conair has also developed a Dash 8-Q400AT airtanker, which can operate on shorter runways than typical tankers and carries more retardant per fuel unit than similar sized aircraft due to a significantly lightened airframe. In January 2021 Conair purchased 11 Dash 8-400s from a bankrupt British airline, with plans to convert them to Dash 8-Q400AT airtankers.

A National Fleet – Canadian Aerial Response to Emergencies (CARE) – The federal government announced intentions (through its 2021 election platform) to invest \$500 million to improve Canada's wildfire response capacity.

Mr. Bailey advised JERI staff that Conair proposes CARE as a solution for improved Canadian wildfire/emergency response and seeks provincial support and/or advocacy to persuade the Government of Canada to procure a fleet of six aircraft to meet this need (See **Attachment 1: Introducing CARE- Canadian Aerial Response to Emergencies**). Conair has also spoken with Minister Farnworth about this advocacy request.

CARE aims to develop and deploy Canadian-made Dash 8-400MRE aircraft to operate year-round and in diverse geographic locations and respond to a range of incidents and needs, including fighting wildfires, the transport of emergency supplies and personnel, and assist in the evacuation of displaced residents or critically ill patients.

Conair believes CARE will alleviate economic pressure currently being felt in the aviation industry by building the capacity to compete for global contracts and expanding new export opportunities.

SUGGESTED RESPONSE/KEY MESSAGING:

- Can you speak to the work Conair is doing to re-purpose aircraft and the contributions to the economy through jobs, exports, and wildfire suppression here at home?
- Can you provide a perspective on Conair's recent focus and plans for the firefighting/special mission retrofits to De Havilland Dash 8-400 aircraft?
- Where do you see a role for the Provincial government with respect to your CARE proposal?
- If successful, what impacts (economic and social) do you anticipate the CARE initiative will have on the B.C. aerospace sector and the broader B.C. economy?

ATTACHMENTS: Appendix: Biographies

Attachment 1 - Introducing CARE - Canadian Aerial Response to Emergencies

ADM Contact: Kerry Pridmore, 1-778-698-1591

Prepared by: Lindsay Muir, Manager, Trade and Industry Division

Reviewed by			
Dir: JR	ED: EO	ADM: KP	DM: BP

Appendix: Biographies

Matt Bradley, President & Chief Operating Officer, Conair Group

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Jeff Berry, Director, Business Development, Conair Group

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Shannon de Wit, PR and Communications Manager, Conair

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Mike Bailey, Western Policy Consultants Inc. (Consultant to Conair Group)

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CARE

CANADIAN AERIAL RESPONSE TO EMERGENCIES

A National Asset: A fleet of aircraft dedicated to supporting Canadians through crisis

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DE HAVILLAND AIRCRAFT
OF CANADA LIMITED



MINISTRY OF JOBS, ECONOMIC RECOVERY AND INNOVATION

MEETING NOTE

Cliff #: 156637

Date: February 18, 2022

PREPARED FOR: Honourable Ravi Kahlon, Minister of Jobs, Economic Recovery and Innovation and Honourable George Chow, Minister of State for Trade

MEETING WITH: Taipei Economic and Cultural Office (“TECO”)

DATE AND TIME OF MEETING: March 3, 2022, 11:30 AM to 12:00 PM

ATTENDEES:

- Director General Lihsin (Angel) Liu, Taipei Economic & Cultural Office (TECO)

ISSUE(S): Meeting with Angel Liu, Director General, TECO

BACKGROUND:

- Angel Liu is the TECO Director-General in Vancouver since August 2021.
- She previously served as Chief Secretary at the Institute of Diplomacy and International Affairs within the Taiwan Ministry of Foreign Affairs.
- She was posted in the United States for a total of 12 years during her 22 years of foreign service for Taiwan.
- Established in 1991, the Taipei Economic and Cultural Office in Vancouver works to promote bilateral relations, cultural and educational exchanges
- TECO also manages the foreign affairs and citizen services of the Republic of China (“Taiwan”) in countries that have diplomatic relations with the People's Republic of China (“PRC”).
- Canada and Taiwan have strong people-to-people ties, with 60,000 Canadian passport holders in Taiwan, and 200,000 Canadians of Taiwanese descent.
- Taiwan is currently BC's sixth largest export destination. In 2020, BC's exports to Taiwan were valued at \$745.6 million, accounting for more than 44 per cent of all leading exports include (i) Coal and solid fuels manufactured from coal (\$292.1); (ii) Motor vehicles for passenger transport (other than buses/public transport) (\$125.1); and, (iii) Lumber, of a thickness exceeding 6 mm (\$65.7).
- Minister Chow and Andy Chen, the previous Director General of TECO had a virtual meeting on August 3, 2021 to discuss BC-Taiwan commercial relations and economic recovery.

Key information detailing BC-Taiwan economic relations and trade and investment opportunities, trade policy including the One China Policy and the Canadian presence in Taiwan are attached.

KEY MESSAGES:

- Welcome Ms. Liu to her new role as the Director-General of TECO in BC.
- Acknowledge BC-Taiwan's long term economic and cultural relationship.
- Acknowledge that we are encouraged by the many opportunities in multiple sectors that exist for trade and investment between BC and Taiwan.

ATTACHMENTS:

Attachment 1 – Biography – Angel Liu

Attachment 2 – BC-Taiwan Economic Relations and Trade and Business Opportunities

Attachment 3 – One China Policy

Attachment 4 – Canadian Presence in Taiwan

Attachment 5 – TECO Talking Points

ADM Contact: Kerry Pridmore, ADM, Trade and Industry Development 778-698-1591

Prepared by: William Bi, Senior Manager, Greater China, TID 778-974-2411

Reviewed by			
A/Dir: AI	ED: LT	ADM: KP	DM: BP

Attachment 1 - Biography of Mrs. Lihsin (Angel) Liu

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Education:

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Attachment 2 - BC-Taiwan Economic Relations and Trade and Business Opportunities

The number of travelers from Taiwan entering Canada through BC has increased from 80,517 people in 2017 to 95,627 in 2019. (Source: BC Stats, Statistics Canada).

With most economies worldwide shrinking drastically under the impact of the COVID pandemic, Taiwan is flourishing. Taiwan's GDP grew 3.11 per cent in 2020, outpacing most countries. In 2021, the growth rate was 6.1 per cent, the fastest pace in a decade. The country's strong performance can be attributed to the global demand for its technology products.

Taiwan has consistently been one of the largest source countries for outbound investment in the world. Most of Taiwan's outward investment dollars between 2016-2020 stayed in China, followed by the United States, India, Indonesia and Vietnam. Industrial sectors investments from Taiwan include semiconductors, electronic components, chemicals, plastics, coal, oil and gas.

In 2020, Canadian direct investment in Taiwan was worth C\$557 million, while Taiwanese direct investment in Canada was C\$256 million. The main business industries operated by Taiwanese in Canada include computers and peripheral equipment, information services, textile and foods, electronic and electrical products, and real estate.

JERI responds to inquiries from Taiwanese investors, whether these arrive directly or as referrals from the Taiwan Economy and Cultural Office (TECO) in Vancouver or from the Canadian Trade Office in Taipei. There are strong economic and cultural ties to B.C. that may be leveraged to grow inbound investments to B.C.

In 2020, BC's exports to Taiwan were valued at \$745.6 million, accounting for more than 44 per cent of all Canadian exports to Taiwan. Approximately 83 percent of BC's exports to Taiwan are comprised of resource commodities. Leading exports include:

- Coal and solid fuels manufactured from coal (\$ 292.1);
- Motor vehicles for passenger transport (other than buses/public transport) (\$ 125.1); and,
- Lumber, of a thickness exceeding 6 mm (\$ 65.7).

The Ministry has not had a Trade and Investment Representative ("TIR") Office in Taiwan since 2005. The TIR offices in China cover Taiwan on a reactive basis. The Ministry works closely with the Canadian Trade Office in Taipei ("CTOT") to advance economic opportunities for BC in Taiwan.

While the majority of BC's exports to Taiwan are resource commodities, there are potential opportunities in:

- **Agrifood:** Taiwan was the fifth largest importer of BC agrifood in 2019 (\$44.1 million), with products including cherries, seafood, pork, poultry and food preparations for manufacturing. BC's seafood exports to Taiwan have increased by 14 percent since 2012. Over the years BC has added additional export products to Taiwan including craft beers and vegetables. In November 2021, Ministry staff facilitated Canadian Trade Office in Taipei to host a Taiwan-Canada Sustainable Agriculture Virtual Forum by recruiting BC companies.
- **Technology:** Taiwan is amongst the top jurisdictions for innovation in the world and is ranked number one in patent filings. Canada's science & technology and research & development linkages with Taiwan continue to be among the strongest and most active Canada has anywhere in the world. As a key hub in the global technology supply chain, the Taiwanese industry plays a pivotal role in the international market. The Taiwan Semiconductor Manufacturing Company (TSMC) has over 50 per cent of the market share in semiconductor foundry business, while Foxconn is the long-term champion of original equipment manufacturers (OEM) in consumer electronics.
- **Mineral and Forestry:** In 2020, coal was the largest BC export to Taiwan, representing 39 per cent of BC's exports to Taiwan. Lumber was the third largest, representing 9 per cent of BC's exports to Taiwan.
- **Energy:** The energy sector in Taiwan has a growing need for LNG beyond existing contracts with Qatar and Australia. As the fifth largest LNG importer in the world, Taiwan is actively seeking other potential LNG suppliers.
- **Clean Energy**
 - BC Government released its Hydrogen Strategy in July 2021 with immediate priorities include scaling up hydrogen production, establishing regional hydrogen hubs and deploying medium- and heavy-duty fuel-cell vehicles.
 - BC is a world-leading hydrogen fuel cell R&D hub. A few BC hydrogen fuel cell companies are already very active in mainland China. They could potentially expand their businesses in Taiwan.
 - As a world-leading technology hub with sufficient talents and perfect R&D environment, BC can attract Taiwan's hydrogen fuel cell companies to set up R&D centres in BC.
- **Innovation and Technology-Canadian Technology Accelerator (CTA) Program in Taipei**
 - CTA is a non-equity and free-of-charge program that helps Canada's innovative SMEs immerse themselves in the digital industry in Taiwan.
 - CTA business development program can help BC companies tap into the supply chains of leading global companies, connect with top-tier Taiwanese conglomerates, validate their technology and expand to Asia.

- CTA program recently launched recruitment for the new digit cohort, covering the leading technology areas including Artificial intelligence (AI), internet of things (IoT), information and communications technology (ICT), advanced manufacturing, smart cities, financial technology.

Attachment 3 - One China Policy

China regards Taiwan as an integral part of Chinese territory and most nations, including Canada, do not recognize Taiwan as an independent and sovereign state. Any country that wishes to maintain diplomatic relations with the People's Republic of China must adhere to a One China policy, acknowledging Beijing's claim that the Chinese mainland, Taiwan, Hong Kong and Macau constitute together a single unified China.

BC's approach to advancing trade and investment with Taiwan is undertaken within the framework of the One China policy, with a singular focus on trade, investment and cultural relations with Taiwan.

Trade Policy and Regional Integration

Joining the Trans-Pacific Partnership (TPP) had been the top trade policy priority for Taiwan's government and has broad domestic bipartisan political support. Fearing that Taiwan may be locked out of global supply chains, the current Taiwanese administration is keeping one eye on recent CPTPP-11 developments, while leaning towards pursuing a string of bilateral free trade arrangements with regional partners including Japan, Australia, and Indonesia. Taiwan is also making a major push to negotiate Bilateral Investment Arrangements (BITs) with the United States and European Union (Source: Government of Canada)

Foreign Investment Promotion and Protection Agreement (FIPA)

On January 10, 2022, Taiwan and Canada agreed to begin discussions on the Foreign Investment Promotion and Protection Agreement (FIPA), as a way for Taiwan to strengthen its affiliation to other democracies. The agreement is intended to "ensure fair treatment of investors, transparent dispute-settling mechanisms," and increase "representation of female and indigenous members in boardrooms and arbitration systems." Both Canada and Taiwan strongly believe they would benefit from this relationship and are focusing on creating new initiatives for collaborations that implement technology and education. However, there are concerns that China will not approve of the two governments participating in these talks, due to China considering Taiwan as part of their territory.

Governance and Democratic Development

In January 2020, the island held elections (the first democratic legislature was elected in 1992) which saw the election of a Democratic Progressive Party (DPP) President and majority in the legislature. DPP President **TSAI Ing-wen** won-re-election.

In support of Canadian priorities such as democratic development and good governance, the Canadian Trade Office in Taiwan has worked with Taiwan's Ministry of Justice to provide judicial training in the implementation of international human rights standards, supported a study tour to Canada by the Presidential Office Human Rights Consultative Committee in order to share Canada's experience with National Human Rights Institutions, and continues to support the *Taiwan Human Rights Journal*, which is

the only Chinese-language human rights journal in the world today. (Source: Government of Canada)

Attachment 4 - Canadian Presence in Taiwan

Canada has a growing trade and economic relationship with Taiwan, based on business-to-business ties, shared values and significant science and technology collaboration. The Canadian Trade Office in Taipei (CTOT) consists of three sections:

1. *Trade & Investment* – this section is responsible for promoting Canadian exports to Taiwan and attracting Taiwan investors to the Canadian market. The trade section covers these primary sectors: agriculture and fisheries, biotechnology, environment, construction, transportation, IT and telecommunications.
2. *Consular* – this provides consular services - passports, citizenship, registration, notarizations, consular assistance - to Canadian residents and visitors to Taiwan.
3. *General Relations & Public Affairs* – this section works to advance overall relations between Canada and Taiwan on economic and other non-official issues, e.g., culture and academic relations.

The Alberta Taiwan Office was established in 1988 to develop business relationships and cultural exchanges between Alberta and Taiwan. Since 1993, the Alberta Taiwan Office has been co-located with the Canadian Trade Office in Taipei. The Quebec Office in Taipei closed as of June 27, 2014.

BC closed its Taiwan trade office in 2004-2005. While British Columbia has no immediate plans to re-establish a trade office presence in Taiwan – either at the CTOT office or as a stand-alone – there are nevertheless opportunities to strengthen ties with the CTOT trade section to enhance bilateral trade and investment ties.

In 2019, a trade commissioner was dedicated to the Canadian Tech Accelerator program in Taipei, within the CTOT. The position was created to help Canadian technology companies to learn about the Taiwan market, find investors, receive mentorship and sell locally. There will be ongoing national calls for applications to the Tech Accelerator program, where companies are vetted and assigned co-working space. The Accelerator will include companies within a range of technology sectors, including ICT, fintech, clean tech and life sciences.

Attachment 5 – TECO Talking Points

Innovation and Technology

- Both Taiwan and B.C. governments provide incentives to startup companies.
- While B.C. government developed the Technology and Innovation Policy Framework, and founded Innovate BC, Canadian Technology Accelerator (CTA) was launched in Taiwan in 2018, which encourages selected Canadian SMEs to apply for this project and take advantage of Taiwan's capacity in commercializing these innovative ideas and make its products going global. (<https://youtu.be/UhLM16A0WR0>).
- For examples, Taiwan's quanta computer cooperated with Canadian ImmerVision on making the world's first 360 degree live VR stream add on camera, and Canadian B-temia cooperated with Taiwan's Wistron in making human mobility device and explored the market in Asia
- We seek more cooperation opportunities with B.C. in the field of IoT, AI, ICT, Agritech, Autotech, Fintech, digital health, smart manufacturing and smart transportation.

Clean Energy

- B.C. is committed to achieve net-zero emission by 2050, and has announced the Hydrogen Strategy, which is in line with Taiwan's net-zero emission policy.
- Taiwan has a mature and complete fuel cell industrial chain, which is pivot to international manufacturers.
- On January 18, 2022, Taiwan Hydrogen Fuel Cell Partnership (THFCP) and Canadian Hydrogen and Fuel Cell Association (CHFCA) signed a MOU to pave the way for future cooperation in joint research and market exploration in the low emission energy-fuel cell development and hydrogen power.

Supply Chain Resilience

- Taiwan is the world's number one producer of semi-conductors and is good at OEM (Original Equipment Manufacturer).
- Over 90% of Tesla EV car components are made in Taiwan.
- The Taiwan Semiconductor Manufacturing Company (TSMC) has over 50 percent of the market share in semiconductor foundry business, while Foxconn is the long-term champion of original equipment manufacturers in consumer electronics.
- MediaTek ranks 4th in the top 10 integrated circuit design companies while ASUS and ACER account for 14% of the global demand of the global personal computer market.
- The presence of Taiwan's large scale cargo providers such as China Airlines, Eva Airlines, Eva Marines, and Yang Ming Marines in Vancouver, B.C., further assure that the resilience of global supply chain will only get stronger between Taiwan, Asia and Canada.

Investment Promotion & Protection of Intellectual Property Rights

- In order to join CPTPP, Taiwan government has made some amendments to its current copyright and patent laws so as to comply with the higher standards set by CPTPP.
- The recent announcement by Taiwan and Canada to begin talks on the Foreign Investment Promotion and Protection Agreement (FIPA) is welcoming news.
- We encourage Canadian provinces to follow the lead of the federal government in recognizing Taiwan's importance and further expanding relations with this economic powerhouse in Asia.

MEETING NOTE

Cliff #: 156859

Date: March 25, 2022

PREPARED FOR: Honourable Ravi Kahlon, Minister of Jobs, Economic Recovery and Innovation and Minister George Chow, Minister of State

MEETING WITH: Point Hope Maritime

DATE AND TIME OF MEETING: 8:45- 9:45AM, April 4, 2022

ATTENDEES: (See **Appendix 1: Biographies**)

- Ian Maxwell, President and CEO, Ralmax Group of Companies (Point Hope parent company)
- Gary Leibel, Chief Financial Officer, Ralmax Group of Companies
- Riccardo Regosa, General Manager (GM), Point Hope Maritime

ISSUE(S): Tour of Point Hope Maritime and discussion of business outlook.

KEY POINTS:

- Point Hope Maritime is a Victoria-based medium-sized shipyard providing services to commercial, industrial and government customers.
- Point Hope provides local technical and warranty support for hybrid electric BC Ferries vessels built by Damen (Romania).
- Point Hope has plans to expand their operations with a \$50M graving dock.

BACKGROUND:

Point Hope Maritime ("Point Hope") provides refit, repair and maintenance services. The shipyard can accommodate vessels up to 180 feet in length/1,200 tonnes displacement, including pilot vessels, tugs, fishing boats, barges and vessels of the Canadian Coast Guard, Royal Canadian Navy, and BC Ferries.

Point Hope is part of the Ralmax Group of Companies ("Ralmax"), owner of 11 integrated industrial businesses connected with the Victoria Harbour and marine transportation, with more than 450 employees (See **Appendix 2: Ralmax Group of Companies**). Ralmax purchased Point Hope in 2003 and invested more than \$20 million to remediate and modernize the site.

Point Hope works with an estimated 800 local and provincial businesses, including Salish Sea Industrial Services Ltd., a company owned and operated by the Esquimalt and Songhees Nations in partnership with Ralmax.

DISCUSSION:Point Hope Business Outlook

In recent years Point Hope has found a new, high-value line of business providing local services for foreign-built BC Ferries vessels. In 2017 the company signed a five-year agreement (extended in 2019) with BC Ferries and Damen Shipyards (Romania) to provide local technical and warranty support for Island-class hybrid electric ferries built by Damen. As a result of this strategic collaboration with Damen, Point Hope has developed expertise in new hybrid technology, dedicating staff and office space specifically for this line of work.

In conversations with JERI staff Point Hope has highlighted the importance of larger, longer-term packages of work to allow shipyards to make major infrastructure investments and develop and retain a skilled workforce.

Point Hope Expansion Efforts

In 2019, Point Hope acquired the Esquimalt Drydock Company (EDC), providing access to the federal government's publicly accessible Esquimalt Graving Dock (EGD), the largest non-military hard bottom dry dock on the west coast of the Americas. The move has allowed Point Hope to strategically expand their repair and maintenance services, client relationships and employee talent pool.

Point Hope has further plans to expand via a \$50 million graving dock at their Victoria Harbour shipyard. The graving dock will double the size of vessels they can accommodate, reduce their reliance on space availability at the busy EGD and create an estimated 150-200 jobs. City of Victoria granted approval for the project in 2018.

B.C. Shipbuilding Strategy

In September 2021 the Province announced the appointment of an Advisory Committee to help develop a long-term provincial shipbuilding strategy. Point Hope GM Riccardo Regosa was briefly a member of this committee and has since contributed to the strategy development as a participant in the committee's industry engagement activities (i.e., sharing information on key challenges and opportunities for smaller shipyards).

s.12

SUGGESTED RESPONSE/KEY MESSAGING:

- How can the Province support the growth and competitiveness of small to medium-sized shipyards like Point Hope?
- What is the status of Point Hope's graving dock plan?

ATTACHMENTS: Appendix 1: Biographies
Appendix 2: Ralmax Group of Companies

ADM Contact: Kerry Pridmore, 778 698-1591

Prepared by: Lindsay Muir, Manager, Trade and Industry Development Division

Reviewed by			
Dir: JR	ED: EO	A/ADM: SA	a/DM: JH

Appendix 1: Biographies

Ian Maxwell, President and CEO, Ralmax Group of Companies

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Gary Leibel, Chief Financial Officer, Ralmax Group of Companies

Copyright

Riccardo Regosa, General Manager, Point Hope Maritime

Copyright

Appendix 2: Ralmax Group of Companies

Ralmax Contracting: Established in 1978, Ralmax Contracting specializes in site development including demolition, deconstruction, interior strip outs, hazardous materials removal, excavation and site services.

Ellice Recycle: Ellice Recycle is a one-stop recycling diversion facility providing recycling and waste management services. The company is experienced in all aspects of safe material handling, transport and recycling/disposal.

Point Hope Maritime: Point Hope is a full-service shipyard repairing and refitting all types of commercial and private vessels up to 180 feet in length/1,200 tonnes displacement. Customers include Canadian Coast Guard, BC Ferries, Royal Canadian Navy and private yacht owners.

Trio Ready-Mix: Delivering from Sidney to Sooke to the Malahat, Trio is a full-service Ready Mix Producer with the ability to supply jobs of all sizes. Trio has over 40 years experience providing ready-mix concrete services and concrete related materials to Southern Vancouver Island contractors, developers, landscapers and homeowners.

United Engineering: Serving a broad range of industry for over 100 years, United Engineering is a specialist in steel fabrication and machining and the largest machine shop on the Island. The company includes a smaller facility connected to Point Hope and a larger, 40,000ft.² shop in Sidney, offering convenience and efficiency for the shipment of large, fabricated projects along the entire coast.

Salish Sea Industrial Services: Salish Sea Industrial Services is a partnership between the Ralmax Group and the Esquimalt and Songhees Nations providing marine industrial services on Vancouver Island. The company offers construction, marine construction, deconstruction and demolition, barge terminal, equipment rental and supply services. Salish Sea is a Registered Aboriginal Business.

Chew Excavating: A division of Ralmax Contracting, Chew Excavating is one of the Vancouver Island's largest excavating and civil construction firms. It is a trade and general contractor, providing services such as excavating and installing underground utilities, road excavation and site preparation for developments.

Ralmax Properties: Ralmax Properties is a property management company that provides services for Ralmax Group tenants as well as the shared services for the head office of the Ralmax Group.

Esquimalt Drydock Corporation: A subsidiary of Point Hope Maritime, Esquimalt Drydock Corporation (EDC) is a shipbuilding company servicing Canada's west coast maritime industries since 1998. EDC operates a full-service shipyard at the Esquimalt Graving Dock, the largest hard bottom capable of holding ships up to 100,000 gross tons.

MEETING NOTE

Cliff #: 156955

Date: February 25, 2022

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

MEETING WITH: Emera Inc.

DATE AND TIME OF MEETING: March 3, 2022, 1:30pm – 2:00pm

ATTENDEES:

- Attendees from Emera Inc. – (see Appendix 1)
 - Robin McAdam, Vice-President of Major Developments at Emera
 - Paul Laberge, Vice President of Corporate Development at Emera
 - Cheryl Oates, Principal, GT & Company Executive Advisors
 - Mike Wise, Principal, GeoWise Engineering Ltd.

s.16; s.21

KEY POINTS:

s.16; s.21

BACKGROUND:

Emera Inc. is a publicly traded multinational energy holding company based in Halifax, Nova Scotia. The company was established in 1998 as part of the privatization of Nova Scotia Power, a provincial Crown corporation. Emera owns nine electricity and gas companies in Canada, the US, and the Caribbean, with more than \$34 billion in assets serving 2.5 million customers. The company has a strategic focus on low-carbon energy sources. Emera currently has no investments in British Columbia.

s.21

s.16; s.21

s.16; s.21

s.16; s.21

In British Columbia, Powerex, a wholly owned subsidiary of BC Hydro, is the exclusive marketer of BCH's surplus electricity. Profit generated by Powerex through the export and trading of energy is returned to BCH, which helps the utility keep electricity rates affordable for its customers and generates revenue for government as dividend paid to government, BCH's only shareholder.

DISCUSSION:

s.16; s.21

SUGGESTED RESPONSE/KEY MESSAGING:

s.16; s.21

ATTACHMENTS:

- Appendix 1 – attendee biographies
- s.16; s.21
- s.16; s.21

ADM Contact: Tim Lesiuk, 778 698 4039

Prepared by: Matthew Woods, Manager, Cleantech, IID

Reviewed by			
Dir: JH	ED: N/A	ADM: TL/JH	DM: BP

Appendix 1 – attendee biographies

Robin McAdam, Vice-President of Major Developments at Emera

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Paul Laberge, Vice President of Corporate Development at Emera

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Cheryl Oates, Principal, GT & Company Executive Advisors

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Mike Wise, Principal, GeoWise Engineering Ltd.

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s.16; s.21

s.16; s.21

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Withheld pursuant to/removed as

s.16 ; s.17 ; s.21

MEETING NOTES

DATE: March 1, 2022

PREPARED FOR: Roly Russell, Parliamentary Secretary for Rural Development,
Ministry of Forests, Lands, Natural Resource Operations and Rural Development

REGARDING: Meeting with Minister Chow, Minister Popham, Minister Farnworth
and MLA Anderson regarding economic opportunities for cannabis in rural BC.

DETAILS: 11:30am, March 10th, Oak Room, Legislature

BACKGROUND:

- Medical cannabis has been legal in Canada since 2001. Recreational cannabis was legalized in October 2018. Edibles, extracts, and topical products were legalized in October 2019.
- Cannabis is a significant economic driver in the province, specifically:
 - Cannabis production and retail in B.C. represented a combined \$2.4 billion of economic activity in 2019. BC is the highest producer of cannabis of any province in Canada.
 - Between 2018 and 2020, B.C. received \$14.5 million in cannabis excise tax revenue from the federal government.
 - B.C. has a significant underground cannabis economy. Statistics Canada estimates that 60% of all cannabis produced in 2019 was sourced from unlicensed growers.
- Regionally, cannabis micro production is most prevalent in the Kootenay, Boundary, Okanagan, Shuswap, Sunshine Coast, Comox and Cowichan Valleys. Urban centres account for larger, standard production.
- There are approximately 2,500 micro producers in the Kootenay region alone. To date only a fraction are licensed recreational producers while approx. 2,000 are licensed for the medicinal market.
- Cannabis accounts for approx. 40% of the economy in some areas such as the Slocan Valley. Anecdotally, some micro-producers in the Kootenays have been leaving the industry due to lack of economic incentive to remain.
- FLNRORD's Rural Development Unit consists of the Regional Economic Operations (REO) Branch which supports "on the ground" community economic development and the Rural Policy and Programs (RPP) Branch which creates and delivers rural development grant funding programs.

- s.12; s.16
- s.12; s.16

- REO staff participate on the cross-ministry Joint Cannabis Working Group led by PSSG (Secretariat, lead). This group has worked on policy decisions such as farm gate sales and direct delivery, development of consumption policy and micro-credentials, the Cannabis Production Regulatory Navigator and agreements with First Nations.

FLNRORD RURAL DEVELOPMENT UNIT SUPPORTS

- **Helping industry create a voice:** Worked with organizers to develop the Nelson Symposium with Health Canada and Public Safety & Solicitor General (PSSG) in April 2019; facilitated Dec 2019/Jan 2020 Kootenay Industry Focus Groups and provided intelligence and brought stakeholders together for the 2020 Health Canada/PSSG engagements and assisted in the development of the Kootenay Cannabis Policy Working Group.
- **Micro production transition:** Supported Community Futures Central Kootenay in the development and implementation of the Cannabis Business Transition Initiative pilot in the Kootenays through advocacy, advice and stakeholder engagement. With approximately \$900,000 from the Ministry of Social Development & Poverty Reduction (SDPR), this 2-year pilot, administered by Community Futures Central Kootenay, has helped the industry transition into the legal market, develop policy considerations, and explore value added opportunities. This pilot has ended but was able to transition approximately 20% of licensed micro-producers in BC.
- **Policy development:** Working with the Secretariat and other ministries, advocating for rural development by framing cannabis as “the next wine sector.” Focusing on vertically integrated, value-added opportunities to generate revenue and create jobs in rural communities through micro-production of high quality, BC brand-recognized cannabis that is part of the cultural fabric of rural BC.
- **Indigenous involvement:** Providing PSSG with on-the-ground relationships, intelligence, advice, and support to develop agreements with Indigenous partners. RPP has provided grant funding to rural Indigenous communities to support the development of new cannabis operations through the previous Rural Dividend Program, as well as the Community Economic Recovery Infrastructure Program. Funding enabled communities to enter the legal market for cannabis cultivation and provide a new economic opportunity for the communities.

For example, the Williams Lake First Nation received \$500,000 through the Rural Community Development Grants (2020) for the Williams Lake First Nation craft

cannabis cultivation facility (Sugar Cane Cannabis) to build a 6,000 sq/ft cannabis production facility on IR#6 with 2,150 sq/ft of growing space.

- **Investment attraction, business, and export development:** Supporting communities to be investment-ready (land-use policies and business climate). Working with micro producers and economic developers on an “opportunities” document to frame business cases for further policy considerations. Supported some preliminary work with JERI on export development and investment attraction potential.
- **Value-added production in rural BC:** Working with Kootenay Cannabis Business Transition Initiative team and now private enterprise to support micro-processing capacity to incent transition and develop value added rural opportunities. Micro-processing capacity is a barrier to transition for craft micro producers.
- **Cannabis Tourism:** Working with Kootenay Rockies Tourism Association and Selkirk College on a project to engage with the cannabis sector and explore opportunities for cannabis tourism in the Kootenay region.

STRATEGIC CONSIDERATIONS AND KEY MESSAGES:

- Over the last two years the cannabis market has seen an increase in larger, urban, standard production and a decrease in rural, micro-production which creates a sense of urgency to maintain rural micro-production and jobs through policy considerations that enhance the profitability of rural micro-producers.
- Cannabis micro-production plays a significant role in rural economies in some regions of BC. This presents an opportunity for rural community economic growth, diversification, and resilience especially in light of potential forestry sector employment losses.
- Creating a business case to support the continuation of the Kootenay Cannabis Business Transition Initiative through other funding means and expanding to other regions (e.g., Okanagan/Shuswap, Central Vancouver Island) can increase micro-cultivation licenses, maintain and grow jobs in rural economies, create a safe working environment for employment and new sources of tax revenue. REO staff would be pleased to discuss this concept further with other ministries, as appropriate.

PREPARED BY:

Richard Toperczer
Regional Manager
Rural Development Unit
250-540-8133

REVIEWED BY:

	Initials	Date
DM		
Associate DM		
DMO		
ADM		
Program Dir/Mgr.		

INFORMATION NOTE

Cliff #: 156977

Date: February 24, 2022

PREPARED FOR: Honourable Ravi Kahlon, Minister of Jobs, Economic Recovery and Innovation

ISSUE: Update on the Canada and United Kingdom Free Trade Agreement negotiations.

KEY POINTS:

- Global Affairs Canada (GAC) is launching Federal-Provincial consultations on a Canada-U.K. free trade agreement in early March 2022.
- The United Kingdom (U.K.) is B.C.'s second largest export market in Europe and the eighth largest export market globally.
- Trade Policy and Negotiations (TPN) staff will continue to work closely with the federal government on these negotiations to ensure B.C.'s interests are well represented, while monitoring and updating as necessary.

BACKGROUND: Canada-U.K. trade is no longer covered by the Canada-EU Comprehensive Economic Trade Agreement (CETA) as of January 1, 2021. Canada and the U.K. reached a Trade Continuity Agreement (TCA), which entered into force on April 1, 2021. On December 13, 2021, Canada submitted its notice of intent to enter into negotiations toward a new, comprehensive Canada-United Kingdom Free Trade Agreement (FTA) in accordance with the Policy on Tabling of Treaties in Parliament.

DISCUSSION: B.C. goods exports to the U.K. were valued at approximately \$470 million in 2020 making the U.K. B.C.'s eighth largest global, and second largest European, export market. Top B.C. exports to the U.K. include wood and value-added wood products, laboratory reagents, fish and seafood, and food products.

The Canadian government will be in a position to begin negotiations with the U.K. after March 16, 2022, following the 90 day trigger after submitting its notice of intent. In preparation for the negotiations, GAC plans to hold Federal-Provincial consultations in early March 2022. Canada's stated objectives are to create meaningful benefits for Canadian business, workers, and families, and seek to provide Canadian businesses with increased preferential access to the U.K. market.

Canada will also seek to ensure that the benefits and opportunities of trade with the U.K. are shared with a variety of groups, including with traditionally under-represented

groups, including women-owned businesses, Indigenous peoples, and small and medium-sized enterprises (SMEs). In addition to seeking improved preferential access, Canada will seek to conclude a modern, ambitious and inclusive trade agreement, including in chapters such as digital trade, trade and gender, climate, environment and labour. The federal government has stated it will also fully defend Canada's supply management system for dairy, poultry and eggs, including by not conceding any additional market access for supply-managed goods under this agreement.

Minister Ng has previously stated that it's important to ensure that Canadian businesses receive continuity and predictability and an FTA with the U.K. is meant to achieve this. The U.K. is the second largest export market for B.C. goods in Europe and Canada's third largest trading partner for combined goods and services. These negotiations can be a good opportunity for Canadian provinces and territories to deepen and strengthen their trading relationship with the U.K.

CONCLUSION: TPN staff will continue to work closely with other relevant B.C. ministries, industry stakeholders and the federal government on these negotiations to ensure B.C.'s interests are well represented, and updates will be provided as necessary.

ATTACHMENTS: N/A

ADM Contact: Kerry Pridmore, 250-507-1485

Prepared by: Heather Lui, Manager, Trade Policy and Negotiations Branch

Reviewed by			
A/Dir: RK	A/ED: RM	ADM: KP	DM: BP

MEETING NOTE

Cliff #: 157131

Date: March 22, 2022

PREPARED FOR: Honourable Ravi Kahlon, Minister of Jobs, Economic Recovery and Innovation

MEETING WITH: Tourmaline Oil

DATE AND TIME OF MEETING: March 29, 2022 from 2:30pm to 3:00pm at
Legislature, Room 138

ATTENDEES:

- Tourmaline Oil, Senior Executives - TBD
- Bruce Ralston, Minister of Energy, Mines and Low Carbon Innovation (EMLI)
- Nate Amann-Blake, ADM Oil & Gas Division, EMLI
- Viva Wolf, ED Oil & Gas Division, EMLI
- Tim Lesiuk, ADM Investment & Innovation Division, JERI

ISSUE: Tourmaline Oil to provide an update on their operations in B.C. and how they are working to create and retain jobs in B.C.

KEY POINTS:

- Tourmaline Oil is a major natural gas operator in B.C.
- Tourmaline is making new investments in its upstream oil and gas infrastructure
- Tourmaline is reducing its emissions through the CleanBC Program for Industry

BACKGROUND:

Tourmaline Oil is the largest natural gas producer in Canada. The company is headquartered in Calgary and operates in B.C. and Alberta.

Tourmaline is currently B.C.'s most active driller, with over 1,000 wells reporting production at the end of 2021. Last year, Tourmaline was the province's second-largest producer of natural gas (11%) and condensate (14%).

Tourmaline owns and operates six natural gas processing facilities in northeast B.C. in the Montney (see Attachment 1). The company invested \$150 million in its gas liquids

processing facility at Gundy. The company acquired Black Swan Energy in 2021 and continues to make new investments in B.C.'s upstream oil and gas infrastructure.

Tourmaline positions itself as a sustainability leader. Since 2013, the company has reduced its CO₂ emissions intensity by 31% across operations. The company promotes itself as having the lowest emissions among Canada's senior oil and gas operations and an emissions intensity performance in the top 10% of its peer group. This low intensity is due to the high productivity of its individual Montney wells, in addition to corporate initiatives such as fuel switching from diesel to natural gas.

DISCUSSION:

Tourmaline is meeting with Ministers Ralston and Kahlon to provide an update on their operations in B.C., as well as their current sustainability and clean technology initiatives. The company will be represented by senior executives.

Tourmaline had reduced its 2020 capital budget in response to COVID-19 market impacts. The company is now actively developing new wells, pipelines, and processing facilities, with emphasis on investing more in B.C.

Tourmaline operates in regions affected by the *Yahey v British Columbia* decision in 2021 (see Attachment 2). This decision impacts the company's operations and overall prospects going forward with its investment decisions. Tourmaline had a sizable inventory of wells that had already been granted the necessary permits at the time of the *Yahey* decision. The Province's response has been to take additional time to review and process permits, including any agreements reached between the Province and the Blueberry River First Nations that further delays permit authorizations.

Tourmaline has engaged with the CleanBC Program for Industry:

- In 2021, Tourmaline received \$2.54 million from the CleanBC Industry Fund for two methane capture projects in Northeast B.C. The two projects involve:
 - Connecting vented gas capture units on 35 compressors at various processing and compressing stations, recovering natural gas currently vented to the atmosphere.
 - Replacing 222 pneumatic drive actuators with electric drive equivalents, eliminating vented natural gas to the atmosphere.

s.16; s.21

ATTACHMENTS:

Attachment 1: Tourmaline NEBC Montney Complex, Investor Prospectus, March 2022

Attachment 2: *Yahey v British Columbia*

ADM Contact: Tim Lesiuk, Phone # 778 698-4039

Prepared by: Shelby Kitt, Research Officer, Innovation Programs & Partnerships

Reviewed by			
Dir: JH	ED: N/A	ADM: JH	a/DM: JH

Attachment 1: Tourmaline NEBC Montney Complex, Investor Prospectus, March 2022



Copyright

NEBC Montney Gas/Condensate Complex
Mar 2022

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Attachment 2 – *Yahey v British Columbia*¹

On June 29, 2021, the British Columbia Supreme Court released its decision in *Yahey v British Columbia*, in which it ruled that the rights of the Blueberry River First Nations (BRFN) under Treaty 8 in northeast British Columbia had been infringed by the cumulative impacts of industrial developments within Blueberry's traditional territory, including forestry, oil and gas, renewable energy and agriculture.

BRFN is a First Nation in northeast British Columbia (B.C.), with a reserve located approximately 80 kilometres northwest of Fort St. John.

¹ <https://www.osler.com/en/resources/regulations/2021/british-columbia-supreme-court-issues-precedent-setting-cumulative-effects-decision#:~:text=On%20June%2029%2C%202021%2C%20the,of%20industrial%20developments%20within%20Blueberry's>

INFORMATION NOTE

Cliff #: 157166

Date: March 14, 2022

PREPARED FOR: Honourable Ravi Kahlon, Minister of Jobs, Economic Recovery and Innovation and Honourable George Chow, Minister of State for Trade

ISSUE: British Columbia (B.C.) - India trade relations

BACKGROUND: B.C. is the largest exporting Canadian province to India with more than 33 percent of Canada's total exports in 2019 originating from B.C. Key B.C. exports from 2021 included coal, copper ores, woodpulp, lumber and agri-food products. Key B.C. exports to India form a significant share of India's worldwide imports, namely bituminous coal (B.C. supplies 40% of India's global imports of bituminous coal), copper ores (around 10%), chemical wood pulp (over 12%), and lumber (nearly 30%).

Imports from India through B.C. ports (data is unavailable by end provincial destination) totalled \$725 million in 2021. Top imports included diamonds (\$58 million), other shrimp and prawns (\$42 million), line pipe for oil and gas pipelines (\$37 million), jewellery other than silver (\$26 million) and rice (\$20 million).

In 2010, Canada and India launched negotiations toward a Comprehensive Economic Partnership Agreement (CEPA). The most recent round of negotiations was held in 2017. In 2019, India expressed renewed interest in CEPA discussions. . Canada and India have also been in negotiations to finalize a Foreign Investment Promotion and Protection Agreement (FIPA). B.C. announced its first Trade and Investment office in India on March 23, 2009.

DISCUSSION: Despite B.C.'s strong trade ties with India, B.C.'s top 25 goods exports to India face prohibitive tariffs. The World Trade Organization's (WTO) 2020 Trade Policy Review notes that India's average applied tariff increased from 13% in 2014/15 to 14.3% in 2020/21. India's increasing tariffs make B.C.'s goods less competitive vis-à-vis goods from countries with an FTA with India; and create additional cost uncertainty for producers and importers. Tariff rates range from zero to 150% and India maintains high tariffs on many goods that B.C. has an interest in exporting to India.

In recent months, India has proposed negotiating what it calls an "Early Harvest" goods-focussed agreement with Canada, as an interim step towards securing a possible CEPA. Tariff reductions under an Early Harvest FTA would make B.C. goods more competitive and may open opportunities to expand B.C. exports to India, for both currently exported goods and new goods.

Although Canada does not have instructions to pursue an Early Harvest FTA, it indicated it will soon be launching public consultations.

B.C. has long pressed the Canadian federal government to accelerate efforts to achieve enhanced trade relationships with high-growth Asian markets, including India. To that end, B.C. has actively supported CEPA negotiations in the past and has conducted stakeholder engagement and communicates B.C.'s priorities to the federal government. . The periods of inactivity in the CEPA negotiations have been attributed to political uncertainties in India and and the Indian government's low level of ambition towards a possible agreement.

A concluded CEPA with India could benefit B.C. companies by eliminating or reducing tariffs and non-tariff barriers in priority export sectors, encouraging international education students to choose B.C., and providing better mobility for B.C. services providers doing business in India.

ADM Contact: Kerry Pridmore, 250-507-1485

Prepared by: Ben Kolisnyk, Senior Manager, Trade Policy and Negotiations Branch

Reviewed by			
Dir: JQ	ED: SA	ADM: KP	DM: BP

MEETING NOTE

Cliff #: 157187

Date: March 14, 2022

PREPARED FOR: Honourable George Chow, Minister of State for Trade

MEETINGS WITH: Ardea Herodias Enterprises (Lumi Foods); Global Mining Products; Quejos Ancient Foods; Vital Manufacturing Inc.;

ATTENDEES:

See *Attachment I* for list of meeting attendees.

ISSUE(S):

Meetings with companies that were funding recipients of the *Accelerated Manufacturing Scale-Up Grant* program.

BACKGROUND:

JERI ministers and government members will hold follow-up meetings with B.C. companies that were funding recipients of the *Accelerated Manufacturing Scale-Up Grant* (AMG) program in spring 2021. The meetings will provide an opportunity to discuss the status of the project, the outcomes to date, and the companies' overall experience with the program.

Accelerating Manufacturing Scale-Up Grant (AMG) Program:

A \$10 million program to accelerate innovative capacity, strengthen provincial supply chains, and sustain and create new economic activity in B.C., providing one-time, 75 per cent funded provincial grants (up to a maximum of \$250,000 for individual businesses; up to \$500,000 for groups in collaboration). Eligible project activities included: (i) prototype, pilot or new technology; (ii) commercialization of new technology or products; (iii) support of in-market access activities; (iv) assess or conduct process/operational improvements to increase production.

JERI selected Prince Waterhouse Coopers to deliver the program. There were 43 projects funded and scheduled to be completed by January 31, 2022. Due to the pandemic and extreme weather, some projects were delayed. Detailed reporting will be submitted to JERI following the end of the program on March 31, 2022.

ATTACHMENTS:

Attachment I – Background on AMG Program Recipient B.C. Companies

ADM Contact: Kerry Pridmore, Tel: 778 698-1591

Prepared by: Richard Sawchuk, Director, Industry Initiatives, TIDD

Reviewed by			
Dir: RS	ED: EO	ADM: KP	DM: BP

Attachment I**Background on AMG Program Recipient B.C Companies****Ardea Herodias Enterprises (Lumi Foods | Blue Heron Cheese Shop)**

Vancouver, B.C.

Karen McAthy, CEO & Co-Founder

- Formerly Ardea Herodias Enterprises Ltd dba Blue Heron - produces 100% dairy-free, plant-based vegan cheeses and other products in Vancouver.
- Artisan quality cultured plant-based cheeses, yoghurts, butters, and other dairy free products. Currently focusing on cultured cheeses which are made from ingredients such as cashews, almonds, coconut milk, lupini, lima beans, oats, with other materials being explored.
- Produces young/fresh cheeses to cheeses which age for months.
- It has over 35 product styles/or types in various stages of development.
- Major customers include Save-On-Foods locations in BC, Alberta, Saskatchewan, Manitoba, and the Yukon.
- In collaboration with Protein Industries Canada (PIC) — an industry-led, not-for-profit organization — Lumi Foods has secured \$4M in direct Canadian federal funding and has co-invested in a \$10.8M project valuation with its consortium partners, Save On Foods and Winecrush Technology.
- The consortium partners will leverage Lumi Foods' cultured cheesemaking methods and Winecrush Technology's winemaking derivatives to create a new line of plant-based cheeses made from Canadian-grown crops.

AMG: \$250,000

s.21

Global Mining Products

Langley, B.C.

Steve Young, President / Owner

- Global Mining Products was founded to provide quality products (torque tools, rims, hydraulic jacks calibration systems, tire gauges and repair) and services to the mining, logging, trucking, wind, oil, and gas sectors.
- The Company has expanded with offices Elko, Nevada and Balikpapan, Indonesia.

AMG: \$112,081

s.21

Quejos Ancient Foods

Burnaby, B.C.

Ken Schneider, CEO

Claudia Vasconcelos, Vice President, Operations

- Queios Ancient Foods uses cassava root to make baked goods and prepared foods that are gluten free. Its brand is Quesava.
- Baked goods and prepared foods made with cassava flour: poppers and vegan perogies, ravioli & samosas.
- Products are free from gluten, additives, preservatives, GMO's, hydrogenated fats, soy, and highly refined sugars/syrups.

AMG: \$250,000

s.21

Vital Manufacturing

Port Coquitlam, B.C.

Joshua Bradshaw, President

- Vital Manufacturing Inc. is a world-class provider of customer automation solutions. Its products are completely designed and manufactured in Canada.
- Products and services include:
 - Confectionery Machinery (Cooling Tunnels, Bar & Caramel Cutting Systems, Nut Depositing Systems, & Automated Packaging Systems)
 - Automated Product Assembly & Testing Systems
 - Conveyor Systems (Sanitary Flat-belt Conveyors, Roller Conveyors, Plastic Modular Conveyors)
 - Custom Refrigerated Machinery (Tray Elevators & Cooling Tunnels)
 - Robotic Systems (Certified Universal Robots Integrator)

AMG: \$472,968

s.21

MEETING NOTE

Cliff #:157188

Date: March 14, 2022

PREPARED FOR: Honourable Ravi Kahlon, Minister of Jobs, Economic Recovery and Innovation

MEETING WITH: Regional Chief Terry Teegee, BC Assembly of First Nations

DATE AND TIME OF MEETING: March 16, 12:45 PM – 1:45 PM

KEY POINTS:

- Terry Teegee is the Regional Chief of the BC Assembly of First Nations (BCAFN)
- Minister was unable to participate at the BCAFN Special Chiefs Assembly on March 09, 2022, due to budget estimates debate.
- This meeting provides an opportunity for the Minister to:
 - Discuss the *StrongerBC Economic Plan* initiatives specifically:
 - Indigenous objectives like co-developing Indigenous economic indicators and;
 - discussing the Indigenous-led economic development advisory entity ^{s.16; s.17}
_{s.16; s.17}

s.16; s.17

BACKGROUND: Minister met with Regional Chief Teegee (Attachment 1) on October 1, 2021, as part of the First Nations Leadership Council (FNLC) to introduce the concept of the forthcoming Economic Plan

ADM Tim Lesiuk conducted a pre-brief of the Economic Plan for Regional Chief Teegee and other FNLC representatives on February 15, 2022, in advance of the announcement.

The *StrongerBC Economic Plan* features two notable Indigenous commitments:

1. The need to co-develop Indigenous economic indicators to track progress on the mission of reconciliation; and
2. Support “the co-development of an external, Indigenous-led agency focused on Indigenous economic development” (Economic Plan, p.23).

s.16; s.17

DISCUSSION:

s.16

It could also guide the expansion of provincial initiatives to support First Nation communities, strengthen economic collaboration with the Province, support the implementation of the Declaration Act, support Indigenous self-determination and meaningfully advance B.C.’s reconciliation objectives.

s.16; s.17

s.16; s.17

ATTACHMENTS:

1. Biography of Regional Chief Terry Teegee

s.16; s.17

ADM Contact: Chris Rathbone, 778-698-8530

Prepared by: Craig Windrim, Director, Indigenous and Cross-Government Initiatives

Reviewed by			
Dir: CW	ED: TP	ADM: CR	DM: BP

Attachment 1: Biography of Regional Chief Terry Teegee

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s.16 ; s.18.1

MEETING NOTE

Cliff #: 157205

Date: March 15, 2022

PREPARED FOR: Honourable Ravi Kahlon, Minister of Jobs, Economic Recovery and Innovation

MEETING WITH: TruLeaf Sustainable Agriculture (TruLeaf)

DATE AND TIME OF MEETING: March 29, 2022 at 1:45 pm (Victoria)

ATTENDEES:

- s.21
- Eric Ommundsen, Executive Director, Strategy, Intelligence, Marketing & Industry Branch

ISSUE(S): s.16; s.17; s.21

s.21

KEY POINTS:

- In November 2021, TruLeaf officially announced investment plans to establish a 74,000 sq ft indoor vertical farm in Calgary, Alberta.

s.16; s.17; s.21

BACKGROUND:

- Nova Scotia-based TruLeaf (branded GoodLeaf Farms) is Canada's largest commercial vertical farm operation.
- TruLeaf operates a commercial facility in Guelph, Ontario and an R&D facility in Truro, Nova Scotia.
- TruLeaf announced their second commercial-scale facility in Calgary in November 2021, with plans for another location in Quebec by 2022.
- The company produces microgreens and baby greens. TruLeaf has partnerships with Loblaws and Sobeys. McCain Foods is a strategic partner.

DISCUSSION:

- s.16; s.21

s.16; s.17; s.21

SUGGESTED RESPONSE/KEY MESSAGING:

- The StrongerBC Economic Plan was launched in February 2022 and includes commitments to supporting manufacturing, supply chain management and agritech.
- The new Economic Plan includes an improvement to the Agricultural Land Reserve (ALR) Use Regulation which will open opportunities for vertical farming on ALR land.
- A new Agritech Centre of Excellence will create an ecosystem of agritech collaborators from government, industry and academia. The Centre will help companies grow and scale up, providing high-quality, high-tech jobs for British Columbians.

s.16; s.17; s.21

- s.16; s.17; s.21

ATTACHMENTS:

Attachment 1: Press Release: GoodLeaf (November 29, 2021) - Canada's Largest Commercial Vertical Farm Setting Up Operation in Calgary

ADM Contact: Kerry Pridmore, Phone: (778) 698-1591

Prepared by: Jennifer Horsman, Senior Manager, Investor Services

Reviewed by			
Dir: JL	A/ED: WH	ADM: KP	a/DM: JH

Attachment 1

Press Release

GoodLeaf, Canada's Largest Commercial Vertical Farm Setting Up Operation in Calgary

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Learn more at goodleaffarms.com.

KEY POINTS

Cliff #: 157271

Date: March 25, 2022

MEETING WITH: Salesforce

DATE AND TIME OF MEETING: April 5, 2022 – 1:30pm - 2:15pm

ATTENDEES:

- Zach Carstensen, Senior Manager for Government Affairs for Western US States and British Columbia, Salesforce
- Amy Waggoner, Vice President of US State and Local and Provincial Government Affairs, Salesforce
- Honourable Ravi Kahlon, Minister of Jobs, Economic Recovery and Innovation
- Honourable George Chow, Minister of State for Trade, Ministry of Jobs, Economic Recovery and Innovation
- Tim Lesiuk, Assistant Deputy Minister, Investment and Innovation Division, Ministry of Jobs, Economic Recovery and Innovation

KEY POINTS:

- The purpose of this meeting is to discuss the growth of Salesforce in the region, its increasing economic footprint in the province, and the positive impact the organization has led on public policy and social justice issues.
- Salesforce provides customers, across all industries, with products and solutions that meet their specific needs, from financial services to communications and across clouds and continues to support the ongoing expansion of the B.C. tech sector.
- B.C. based Traction on Demand was recently acquired by Salesforce, which along with Salesforce partners, helps customers accelerate their time to value with the Salesforce Customer 360 platform. The company has approximately 500 employees in B.C.
- The Ministry of Social Development and Poverty Reduction recently partnered with Traction on Demand and MOSAIC through Work BC's Community and Employer Partnerships program, which provided more than \$285,000 to MOSAIC to deliver two intakes of its Fast Track to Customer Relationship Management (CRM) training program to Indigenous individuals.

- The Fast Track to CRM program provided skills training on Customer Relationship Management and prepared students to write the Salesforce Administrators Certification exam.

s.12; s.13

Attachments: Biographies

Reviewed by			
Dir: DC	ED: N/A	ADM: TL	A/DM: JV

Attachment A: Attendee Biographies

Zach Carstensen, SR. Manager for Government Affairs

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Amy Waggoner, Vice President of US State and Local Government Affairs

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