# Minister Kahlon: Seattle/Cascadia Trade Mission - September 9-12

From: Parmar, Ravi JERI:EX

To: Meggs, Geoff PREM:EX <Geoff.Meggs@gov.bc.ca>
Cc: Bailey, Sarah PREM:EX <Sarah.Bailey@gov.bc.ca>

Sent: August 9, 2022 2:44:48 PM PDT

Attachments: TravelAuthorization\_MinisterKahlon\_SeattleCascadia\_2022.pdf, MRK Seattle 2022

Program\_DRAFT.docx

Hello Geoff,

On behalf of Minister Kahlon, I am submitting a formal request for approval for the Minister to travel to Seattle and Blaine Washington to participate in a trade mission and the Cascadia Innovation Corridor Conference. I have attached a draft copy of the ministers program as well as the travel authorization form requiring the Premier's approval.

The visit to Seattle on the margins of the annual Cascadia Innovation Corridor Conference is an opportunity to:

- 1. Promote and showcase B.C.'s strengths as a global leader in technological innovation, ICT/engineering talent, and ocean technologies.
- 2. Solidify existing and new relations with key contacts and promote the Stronger B.C. Economic Plan.
- 3. Advance strategic trade and investment relationships in the U.S. market to strengthen B.C.'s economy.

If you have any questions or concerns, please don't hesitate to reach out.

Cheers,

R

Ravi Parmar | Senior Ministerial Advisor Honourable Ravi Kahlon | Minister of Jobs, Economic Recovery and Innovation

Phone: 1-250-356-2771

E-mail: Ravi.Parmar@gov.bc.ca



FIN 99/WEB Rev. 2008/10/08

# TRAVEL AUTHORIZATION

BRITISH COLUMBIA		This form must be used for all out-of-province travel requests.  It may, at the discretion of ministries, be used for in-province travel requests.						
The Best Place on Earth			· <u> </u>		ESTIMATED COSTS (IN CAN. \$)			
MINISTRY / FAITITY / CORRODATE N	Out-of-Prov	rince	Out-of-Canada	In-Pro		Transportati	on	400
MINISTRY / ENTITY / CORPORATE NA	AME (IF CONTRACTOR)				VOTE	Meals		
Jobs, Economic Recove	ry and Innovation							2,500
EMPLOYEE NAME					EMPLOYEE ID.	Lodging		
Ravi Kahlon						Overtime		
						Fees		
POSITION				BARGAINING	UNIT / GROUP NO.	Other		300
Minister of Jobs, Econor	nic Recovery and Innova	tion				Other		
BRANCH / LOCATION / REGION						1		
Minister's Office / Victori	a							
DATE DEPARTING	DATE RETURNING	ATE RETURNING NO. OF WORK		ESTIMATED (	OVERTIME CLAIM			
YYYY / MM / DD	YYYY / MM / DD							
	2022/09/12				HOURS			
IDENTITY OF ORGANIZATION (OTHE	R THAN PROV. OF B.C.) PAYING ANY C	F THE COSTS						
N / A, OR:						SUB TOTAL		
DESTINATIONS						Less Costs paid by othe		
						paid by othe	rs	
						TOTAL COS	тѕ	
METHOD OF TRAVEL					SIGNATURES			
Car			Refer to	Refer to CPPM 10.3.4 Policy 1 and 10.4.  PLEASE SIGN ONE BO				
PURPOSE OF TRAVEL			DIRECTOR	PLI	EASE SIGN ONE BO	A ONL!		
Give details of event to be attended, project name / number, program involved, benefits to Ministry, etc.			APPROVED				DATE SIGN YYYY / MM /	
			ASSISTANT DEPUTY	MINISTER				
			APPRO\	APPROVED		/ED	DATE SIGN YYYY / MM /	
							1111/ WIWI	700
			DEPUTY MINISTER					
			APPROVED		NOT APPROVED		DATE SIGN YYYY / MM /	
			MINISTER					
EMPLOYEE'S SIGNATURE		ATE SIGNED YY / MM / DD	APPROVED		NOT APPROVED		DATE SIGN YYYY / MM /	
	1					1		

Originator completes and forwards a copy to immediate supervisor for approval(s). If travel is approved, the supervisor retains a copy and returns the original to the originator. The originator attaches the original and a copy to their travel voucher.

Reset Form

### Instructions for the *Travel Authorization* Form (FIN 099)

Every employee requesting approval for out-of-province and out-of-Canada travel will complete form TB/FIN 99 in full.

*Purpose of Travel* – include a clear statement of the reason for the proposed travel.

Estimated Costs (in Can. \$) – provide an approximate calculation of the total costs to be incurred.

Approval Authorities – required by CPPM 10.3.4 policy 1 (per TB Directive 4/04):

- approvals for staff are made by their respective director;
- approvals for directors and executive directors are made by the assistant deputy minister of the program area;
- approvals for assistant deputy ministers are made by the executive financial officer for the ministry;
- for approval requirements for ministers, parliamentary secretaries, deputy ministers and ministers' office staff, refer to CPPM 10.4.4.

Where approval is obtained, the immediate program area retains copy 3 (pink) and copies 1 (white) and 2 (canary) are returned to the originator.

### **Request for Expense Reimbursement**

The employee requesting reimbursement for out-of-province or out-of-Canada travel will attach copies 1 and 2 of the approved TB/FIN 99 to their travel claim.

Page 004 of 248 to/à Page 005 of 248

Withheld pursuant to/removed as

# RE: Minister Kahlon: Seattle/Cascadia Trade Mission - September 9-12

From: Bailey, Sarah PREM:EX <Sarah.Bailey@gov.bc.ca>
To: Parmar, Ravi JERI:EX <Ravi.Parmar@gov.bc.ca>

Sent: August 15, 2022 12:46:17 PM PDT

Attachments: Scan\_20220815.pdf

Hi Ravi,

Please see the attached travel authorization signed by Geoff.

Thank you,

Sarah Bailey

Executive Coordinator for Geoff Meggs, Chief of Staff to Premier John Horgan

Office of the Premier

From: Parmar, Ravi JERI:EX <Ravi.Parmar@gov.bc.ca>

**Sent:** August 9, 2022 2:45 PM

**To:** Meggs, Geoff PREM:EX <Geoff.Meggs@gov.bc.ca> **Cc:** Bailey, Sarah PREM:EX <Sarah.Bailey@gov.bc.ca>

Subject: Minister Kahlon: Seattle/Cascadia Trade Mission - September 9-12

Hello Geoff,

On behalf of Minister Kahlon, I am submitting a formal request for approval for the Minister to travel to Seattle and Blaine Washington to participate in a trade mission and the Cascadia Innovation Corridor Conference. I have attached a draft copy of the ministers program as well as the travel authorization form requiring the Premier's approval.

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- Solidify existing and new relations with key contacts and promote the Stronger B.C. Economic Plan.
- 3. Advance strategic trade and investment relationships in the U.S. market to strengthen B.C.'s economy.

If you have any questions or concerns, please don't hesitate to reach out.

Cheers,

R

Ravi Parmar | Senior Ministerial Advisor

Honourable Ravi Kahlon | Minister of Jobs, Economic Recovery and Innovation

Phone: 1-250-356-2771

E-mail: Ravi.Parmar@gov.bc.ca

# Fwd: Minister Kahlon: Seattle/Cascadia Trade Mission - September 9-12

From: Parmar, Ravi JERI:EX

To: Cameron, Tara D JERI:EX <Tara.Cameron@gov.bc.ca>, Sawyer, Carly JERI:EX

<Carly.Sawyer@gov.bc.ca>, Pridmore, Kerry JERI:EX <Kerry.Pridmore@gov.bc.ca>

Sent: August 15, 2022 1:33:02 PM PDT

Attachments: Scan 20220815.pdf

FYI.

R

Ravi Parmar | Senior Ministerial Advisor

Honourable Ravi Kahlon | Minister of Jobs, Economic Recovery and Innovation

Ph: 1-250-356-2771

E: Ravi.Parmar@gov.bc.ca Sent from my iPhone

From: Bailey, Sarah PREM:EX <Sarah.Bailey@gov.bc.ca>

**Sent:** Monday, August 15, 2022 12:46:17 PM **To:** Parmar, Ravi JERI:EX <Ravi.Parmar@gov.bc.ca>

Subject: RE: Minister Kahlon: Seattle/Cascadia Trade Mission - September 9-12

Hi Ravi,

Please see the attached travel authorization signed by Geoff.

Thank you,

Sarah Bailey

Executive Coordinator for Geoff Meggs, Chief of Staff to Premier John Horgan

Office of the Premier

From: Parmar, Ravi JERI:EX <Ravi.Parmar@gov.bc.ca>

**Sent:** August 9, 2022 2:45 PM

**To:** Meggs, Geoff PREM:EX <Geoff.Meggs@gov.bc.ca> **Cc:** Bailey, Sarah PREM:EX <Sarah.Bailey@gov.bc.ca>

Subject: Minister Kahlon: Seattle/Cascadia Trade Mission - September 9-12

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Cheers,

R

Ravi Parmar | Senior Ministerial Advisor

Honourable Ravi Kahlon | Minister of Jobs, Economic Recovery and Innovation

Phone: 1-250-356-2771

E-mail: Ravi.Parmar@gov.bc.ca

Military
BRITISH COLUMBIA
The Best Place on Eart

## TRAVEL AUTHORIZATION

BRITISH COLUMBIA	This form me it may, at the discre		r all out-of-province es, be used for in-p					
The Best Place on Earth	Out-of-Prov		Out-of-Canada	In-Pro	,	į	COSTS (IN CAN. \$)	
MINISTRY / ENTITY / CORPORATE N			- Carlos Gariaga		VOTE	Transporta	tion	
Jobs, Economic Recove	ery and Innovation					Meals	320	
EMPLOYEE NAME					END OVER 10	Lodging	2,500	
					EMPLOYEE ID.	Overtime		
Ravi Kahlon						Fees		
POSITION					UNIT / GROUP NO.		300	
Minister of Jobs, Economic Recovery and Innovation				4		Other		
BRANCH / LOCATION / REGION	V							
Minister's Office / Victor	ia							
DATE DEPARTING YYYY / MM / DD	DATE RETURNING YYYY / MM / DD	NO, OF WORK	DAYS AWAY	ESTIMATED OVERTIME CLAIM				
2022/09/08	2022/09/12		3	HOURS				
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X N/A, OR:						SUB TOTAL	3,520	
DESTINATIONS						Less Costs paid by oth	are	
Seattle, Blaine						TOTAL COS	2.500	
METHOD OF TRAVEL			T		0101147717770	10111200	-,	
Car	SIGNATURES Refer to CPPM 10.3.4 Policy 1 and 10.4.4 for approval authorities.							
					EASE SIGN ONE BOX			
PURPOSE OF TRAVEL  Give details of event to be attended, project name / number, program involved, benefits to Ministry, etc.			DIRECTOR APPROVED		NOT APPROV	ED	DATE SIGNED YYYY/MM/DD	
Attendance at the 6th A	nnual 2022 Cascadia Inno	vation						
Corridor Conference.								
Leaders from governments, transportation, tech, industry and academia will collaborate to develop path toward			ASSISTANT DEPUTY MINISTER  APPROVED NOT APPRO				DATE SIGNED	
towards a net-zero futur	, ,	raiu	AFFROY	ED	NOT APPROV	ED	YYYY/MM/DD	
	of the program is built aro	und the				1		
	e is to undertake additiona	al trade						
and investment-related meetings.			DEPUTY MINISTER  APPROVED NOT A		NOT APPROV	FD	DATE SIGNED	
	,		Megy	2			2022/68/15	
			Chief of	Staff				
EMPLOYEE'S SIGNATURE		TE SIGNED Y/MM/DD	APPROV	ED	NOT APPROV	ED	DATE SIGNED YYYY / MM / DD	

Originator completes and forwards a copy to immediate supervisor for approval(s). If travel is approved, the supervisor retains a copy and returns the original to the originator. The originator attaches the original and a copy to their travel voucher. FIN 99/WEB Rev. 2008/10/08

Reset Form

# FW: Pitches - Minister Kahlon

From: Parmar, Ravi JERI:EX

To: Marriott, Sarah GCPE:EX <Sarah.Marriott@gov.bc.ca>
Cc: Grieve, Chandler GCPE:EX <Chandler.Grieve@gov.bc.ca>

Sent: August 17, 2022 3:19:49 PM PDT

Attachments: PITCH DOC\_UBCM\_Third Intake MTDP\_FINAL.docx, PITCH BizPal and District of

Clearwater\_Final.docx, Pitch\_TradeMissionSeattle\_16Aug2022\_FINAL.docx, Pitch\_UBCM\_FN

Ctr of Excellence for Eco Dev\_FINAL.docx

Sarah – just a heads up that these are the four pitches we are working on for this Friday.

R

From: Parmar, Ravi JERI:EX Sent: August 17, 2022 2:43 PM

**To:** McKenzie, Scott GCPE:EX <Scott.1.McKenzie@gov.bc.ca>; Grieve, Chandler GCPE:EX <Chandler.Grieve@gov.bc.ca> **Cc:** Gervais, Jesse JERI:EX <Jesse.Gervais@gov.bc.ca>; Sundhu, Sachin JERI:EX <Sachin.Sundhu@gov.bc.ca>; Singh,

Raunaq JERI:EX <Raunaq.Singh@gov.bc.ca>; Sidhu-Umar, Kiran JERI:EX <Kiran.Sidhu-Umar@gov.bc.ca>

Subject: Pitches - Minister Kahlon

Scott and CG,

Here are the pitches reviewed by the MO team (thank you Raunaq, Sachin and Jesse) — can your team do one final review and send back to us tomorrow morning?

Thanks,

R

Ravi Parmar | Senior Ministerial Advisor

Honourable Ravi Kahlon | Minister of Jobs, Economic Recovery and Innovation

Phone: 1-250-356-2771

E-mail: Ravi.Parmar@gov.bc.ca

Page 011 of 248 to/à Page 018 of 248

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Page 019 of 248

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Page 020 of 248

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Page 021 of 248

Withheld pursuant to/removed as

Page 022 of 248

Withheld pursuant to/removed as

s.13

# Pitches from JERI

From: Parmar, Ravi JERI:EX

To: Pitch Panel PREM:EX <PitchPanel@gov.bc.ca>

Cc: Singh, Raunaq LBR:EX <Raunaq.Singh@gov.bc.ca>, Sidhu-Umar, Kiran JERI:EX

<Kiran.Sidhu-Umar@gov.bc.ca>, Sundhu, Sachin JERI:EX <Sachin.Sundhu@gov.bc.ca>,

Gervais, Jesse JERI:EX < Jesse.Gervais@gov.bc.ca>

Sent: August 18, 2022 12:01:38 PM PDT

Attachments: PITCH BizPal and District of Clearwater\_Final.docx, PITCH DOC\_\_UBCM\_Third Intake

MTDP\_FINAL.docx, Pitch\_TradeMissionSeattle\_16Aug2022\_FINAL.docx, Pitch\_UBCM\_FN

Ctr of Excellence for Eco Dev\_FINAL.docx

Hello Pitch Panel,

Please find attached four pitches from JERI that will be presented to the panel at tomorrows pitch meeting.

#### Pitches:

First Nations Centre of Excellence BizPal with the District of Clearwater Third intake of the Mass Timber Demonstration Project Seattle Trade Mission

Cheers,

R

Ravi Parmar | Senior Ministerial Advisor

Honourable Ravi Kahlon | Minister of Jobs, Economic Recovery and Innovation

Phone: 1-250-356-2771

E-mail: Ravi.Parmar@gov.bc.ca

Page 024 of 248 to/à Page 027 of 248

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Page 028 of 248

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Page 029 of 248 to/à Page 031 of 248

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Page 032 of 248

Withheld pursuant to/removed as

Page 033 of 248 to/à Page 035 of 248

Withheld pursuant to/removed as

# FW: Updated Seattle Program & Items for Decision

From: Parmar, Ravi JERI:EX

To: Gotto, Sarah F JERI:EX <Sarah.Gotto@gov.bc.ca>

Sent: August 22, 2022 3:30:15 PM PDT

Attachments: 12.08.22 - MRK Seattle 2022 Program (DRAFT).docx

FYI.

R

From: Pridmore, Kerry JERI:EX < Kerry.Pridmore@gov.bc.ca>

Sent: August 12, 2022 1:45 PM

To: Parmar, Ravi JERI:EX <Ravi.Parmar@gov.bc.ca>
Cc: Morgan, Carly JERI:EX <Carly.Morgan@gov.bc.ca>
Subject: Updated Seattle Program & Items for Decision

Hi Ravi:

Happy Friday.

Please find enclosed an updated itinerary for the Seattle trip, this incorporates suggestions with Gerri Sinclair. I am including a couple of questions it would be helpful to get some direction on.

#### 1. Program:

a.s.13

- b. <u>Microsoft Tour)</u>: Microsoft has proposed a program which would include lunch, discussion on priorities, and a tour of the Digital Crime Unit. The entire visit would be 2 hours and 45 minutes. *Checking your OK with this?*
- C. s.13
- d. <u>Thurs / Fri Evenings:</u> We are operating based on keeping the evenings open, per feedback on prior missions. *Can I confirm this remains accurate?*

e.s.13

Thanks – available to connect, when you have a sense of the below.

Kerry Pridmore (she/her) | Assistant Deputy Minister | Trade and Industry Development Division | Ministry of Jobs, Economic Recovery and Innovation | Cell: 250-507-1485 |

# B.C. MINISTER OF JOBS, ECONOMIC RECOVERY, AND INNOVATION SEATTLE PROGRAM

The visit to Seattle on the margins of the annual Cascadia Innovation Corridor Conference is an opportunity to:

- 1. <u>Promote and showcase B.C.'s strengths</u> as a global leader in technological innovation, ICT/engineering talent, and ocean technologies.
- 2. Solidify existing and new relations with key contacts and promote the Stronger B.C. Economic Plan.
- 3. Advance strategic <u>trade and investment</u> relationships in the U.S. market to strengthen B.C.'s <u>economy</u>.

# **THURSDAY, SEPTEMBER 8**

**TBD** Depart B.C. by private vehicle/ferry to Seattle.

s.13

#### FRIDAY, SEPTEMBER 9 – SEATTLE, WASHINGTON

#### 8:15 a.m. INVESTMENT | Corporate Call – Nortal:

Location: Hotel Meeting Room, Westin Seattle

Meeting with <sup>s.13</sup> Nortal is a global IT services company with an office in B.C. with ambitious plans to grow as they use B.C. as a key location to grow in Canada. Discuss new their growth plans in the province.

#### 9:15 a.m. INVESTMENT | Corporate Call – Salesforce:

Location: Hotel Meeting Room, Westin Seattle

Meeting with s.13 In 2019, Salesforce acquired Tableau and made Seattle, Washington its second largest headquarter after San Francisco. Salesforce is a significant investor in B.C. Advance the relationship with decision-makers that oversee Salesforce's divisions that have B.C. teams.

# 10:15 a.m INVESTMENT | Roundtable Meeting – Seattle-based Entrepreneurs and Investors:

Location: Hotel Meeting Room, Westin Seattle

Coffee Roundtable with group of Seattle-based diverse entrepreneurs and investors. These meetings will help diverse investors and entrepreneurs unlock new B.C.-WA opportunities for trade and investment. Potential attendees include:

s.13

- (ii) Yi-Jian Ngo, Managing Director of the Alliance of Angels, a fund actively investing in Cascadia start-ups.
- (iii) Elizabeth Scallon, Co-Founder, Find Ventures, an organization working to democratize entrepreneurship.
- (iv) s.13
- (v)
- (vi)
- (vii) Diane Fraiman, Managing Director, Voyager Capital
- (viii) s.13

(ix)

#### 11:15 a.m. Drive to Microsoft Campus and Check-in at the building (45 minutes)

#### 12:00 p.m. INVESTMENT | Lunch with Microsoft:

Location: Northeast 36th Street, Building 92, Redmond, WA.

s.22 to continue

building the relationship with the company, and to learn about their latest \$.13 s.13

#### **2:45 p.m.** Drive to Port of Seattle (1 hour)

#### 3:45 p.m. ECONOMY | Site Visit - Washington Maritime Blue:

Location: Port of Seattle (To be confirmed)

Meet with Joshua M. Berger, Founder and CEO of Washington Maritime Blue and Governor Inslee's Maritime Advisor. Tour Seattle's global innovation hub which aims to establish a decarbonised maritime industry. Explore regional collaboration around maritime innovation and green hydrogen. In 2019 Governor Inslee launched the Maritime Blue 2050 Initiative to bolster innovations in the maritime sector and positioned Maritime Blue as Washington's strategy for a "blue economy".

#### **5:45 p.m.** End of Day.

# SATURDAY, SEPTEMBER 10 - SEATTLE, WASHINGTON

s.13

# **SUNDAY, SEPTEMBER 11**

Private Program

# MONDAY, SEPTEMBER 12 - BLAINE, WASHINGTON

**Program Options Pending** 

s.13

# FW: JERI Pitches

From: Parmar, Ravi JERI:EX

To: Grieve, Chandler GCPE:EX < Chandler. Grieve@gov.bc.ca>, Singh, Raunaq LBR:EX

<Raunaq.Singh@gov.bc.ca>, McKenzie, Scott GCPE:EX <Scott.1.McKenzie@gov.bc.ca>

Sent: August 24, 2022 10:24:24 AM PDT

For the Mass Timber NR – Shruti asked that it also be translated in Farsi and Korean.

R

From: Finn, Heather GCPE:EX <Heather.Finn@gov.bc.ca>

Sent: August 23, 2022 1:57 PM

**To:** Parmar, Ravi JERI:EX <Ravi.Parmar@gov.bc.ca>; Grieve, Chandler GCPE:EX <Chandler.Grieve@gov.bc.ca>; Sundhu, Sachin JERI:EX <Sachin.Sundhu@gov.bc.ca>; Chu, Bianca GCPE:EX <Bianca.Chu@gov.bc.ca>; Gervais, Jesse JERI:EX <Jesse.Gervais@gov.bc.ca>; Soukoreff, Angela GCPE:EX <Angela.Soukoreff@gov.bc.ca>; Esplen, Shantel GCPE:EX <Shantel.Esplen@gov.bc.ca>; Singh, Raunaq JERI:EX <Raunaq.Singh@gov.bc.ca>; Laird, Tom GCPE:EX <Tom.Laird@gov.bc.ca>

Cc: Devereux, Rick GCPE:EX <Rick.Devereux@gov.bc.ca>; Behrens, Marlene GCPE:EX <Marlene.Behrens@gov.bc.ca>; Machell, Aileen PREM:EX <Aileen.Machell@gov.bc.ca>; Smith, Jimmy PREM:EX <Jimmy.Smith@gov.bc.ca>; McKinnon, Michael PREM:EX <Michael.McKinnon@gov.bc.ca>; Howlett, Tim GCPE:EX <Tim.Howlett@gov.bc.ca>; Holmwood, Jen GCPE:EX <Jen.Holmwood@gov.bc.ca>; Aaron, Sage GCPE:EX <Sage.Aaron@gov.bc.ca>; Greer, Shannon GCPE:EX <Shannon.Greer@gov.bc.ca>; Harris, Megan GCPE:EX <Megan.Harris@gov.bc.ca>; Brandt, Alissa LASS:EX <Alissa.Brandt@leg.bc.ca>; Croft, Robyn J GCPE:EX <Robyn.Croft@gov.bc.ca>; Kinney, Lauren GCPE:EX <Lauren.Kinney@gov.bc.ca>; Robertson, Beth GCPE:EX <Beth.Robertson@gov.bc.ca>; Joshi, Shruti GCPE:EX <Shruti.Joshi@gov.bc.ca>; Thaw, Sara GCPE:EX <Sara.Thaw@gov.bc.ca>

**Subject:** JERI Pitches

Hi folks,

Following up on your pitches:

1. Minister's trade mission to Seattle (JERI-109466) – good to go with the statement on September 8. Please proactively pitch MRK for interviews.

s.13

**Heather Finn** (she/her)

Director, Strategic Projects Government Communications and Public Engagement Heather.Finn@gov.bc.ca

779 (70 3104

778-679-2104

Living and working with gratitude on the territory of the Lekwungen speaking peoples.

# **RE: Seattle pre-brief**

From: Parmar, Ravi JERI:EX

To: Cameron, Tara D JERI:EX <Tara.Cameron@gov.bc.ca>

Cc: Gotto, Sarah F JERI:EX <Sarah.Gotto@gov.bc.ca>, Bevan, Audra L JERI:EX

<Audra.Bevan@gov.bc.ca>

Sent: August 24, 2022 4:03:21 PM PDT

Yes, I think a short pre-brief will be beneficial.

Could we also make sure that we have flagged the trade mission with the US/Vancouver CG?

R

From: Cameron, Tara D JERI:EX <Tara.Cameron@gov.bc.ca>

**Sent:** August 24, 2022 12:14 PM

To: Parmar, Ravi JERI:EX <Ravi.Parmar@gov.bc.ca>

Cc: Gotto, Sarah F JERI:EX <Sarah.Gotto@gov.bc.ca>; Bevan, Audra L JERI:EX <Audra.Bevan@gov.bc.ca>

Subject: Seattle pre-brief

Hi Ravi, would MRK like a pre-brief with staff in advance of the Seattle trip next month?

Thank you, Tara

Tara Cameron
Director, Executive Operations
Deputy Minister's Office
Jobs, Economic Recovery and Innovation
778-698-4842 (office)

# FW: Seattle Mission - Draft Itinerary updated

From: Parmar, Ravi JERI:EX

To: Gotto, Sarah F JERI:EX <Sarah.Gotto@gov.bc.ca>

Sent: August 26, 2022 9:49:12 AM PDT Attachments: 23.08.22 - MRK Seattle.docx

Updated itinerary.

R

From: Cameron, Tara D JERI:EX <Tara.Cameron@gov.bc.ca>

Sent: August 25, 2022 8:57 AM

**To:** Parmar, Ravi JERI:EX <Ravi.Parmar@gov.bc.ca> **Subject:** Seattle Mission - Draft Itinerary updated

Hi Ravi, as mentioned attached pls find the update itinerary.

s.13; s.17

FYI – work is still underway to identify some agritech options for Monday morning, one other option is listed.

Can you pls confirm staff are not (as previously instructed) coordinating the Monday afternoon calendar?

Thank you, Tara

#### B.C. MINISTER OF JOBS, ECONOMIC RECOVERY, AND INNOVATION SEATTLE PROGRAM

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#### THURSDAY, SEPTEMBER 8

**TBD** Depart B.C. by private vehicle/ferry to Seattle in the afternoon.

#### FRIDAY, SEPTEMBER 9 – SEATTLE, WASHINGTON

#### 8:15 a.m. INVESTMENT | Corporate Call - Nortal: (Confirmed)

Location: Hotel Meeting Room, Westin Seattle

Meeting with , s.13 Nortal is a global IT services company with an office in B.C. with ambitious plans to grow as they use B.C. as a key location to grow in Canada. Discuss new their growth plans in the province.

#### 9:15 a.m. INVESTMENT | Corporate Call – Salesforce: (In Progress)

Location: Hotel Meeting Room, Westin Seattle

Meeting with s.13 In 2019.

Salesforce acquired Tableau and made Seattle, Washington its second largest headquarter after San Francisco. Salesforce is a significant investor in B.C. Advance the relationship with decision-makers that oversee Salesforce's divisions that have B.C. teams.

#### INVESTMENT | Roundtable Meeting - Seattle-based Entrepreneurs and 10:15 a.m.

Investors: (Confirmed)

Location: Hotel Meeting Room, Westin Seattle

Coffee Roundtable with group of Seattle-based diverse entrepreneurs and investors. These meetings will help diverse investors and entrepreneurs unlock new B.C.-WA opportunities for trade and investment. Potential attendees include:

- Divya Kakkad, Head of Platform, Graham & Walker Venture Fund, a firm (i) focused on activating the potential of women in business through a multiservice platform.
- Yi-Jian Ngo, Managing Director of the Alliance of Angels, a fund actively (ii) investing in Cascadia start-ups.

Last Updated: August 24th, 2022

(iii) Elizabeth Scallon, Co-Founder, Find Ventures, an organization working to democratize entrepreneurship.

(iv) s.13

(v)

(vi) Minh Lee, Silicon Valley Bank

(vii) Frank Change, Flying Fish Partners

(viii) Diane Fraiman, Voyager Capital

(ix) s.13

(x)

11:15 a.m. Drive to Microsoft Campus and Check-in at the building (45 minutes)

## 12:00 p.m. INVESTMENT | Lunch with Microsoft: (Confirmed)

Location: Northeast 36th Street, Building 92, Redmond, WA.

s.22 to continue

building the relationship with the company, and to learn about their latest initiatives in the areas of sustainability, digital transformation, and cybersecurity. The visit will include a digital transformation demo and a tour of Microsoft's new Digital Crime Unit (aligned with B.C.'s interests in cybersecurity).

**2:30 p.m.** Drive to Port of Seattle (1 hour)

# 3:30 p.m. ECONOMY | Site Visit - Washington Maritime Blue: (Confirmed)

Location: Fishermen's Centre Building, Port of Seattle, 1900 W Nickerson St, Suite 301, Seattle, WA 98119

Meet with Joshua M. Berger, Founder and CEO of Washington Maritime Blue and Governor Inslee's Maritime Advisor. Tour Seattle's global innovation hub which aims to establish a decarbonised maritime industry. Explore regional collaboration around maritime innovation and green hydrogen. In 2019 Governor Inslee launched the Maritime Blue 2050 Initiative to bolster innovations in the maritime sector and positioned Maritime Blue as Washington's strategy for a "blue economy".

**5:45 p.m.** End of Day.

#### SATURDAY, SEPTEMBER 10 – SEATTLE, WASHINGTON

Private Program

SUNDAY, SEPTEMBER 11

Private Program

#### MONDAY, SEPTEMBER 12 - BLAINE, WASHINGTON

s.13

Last Updated: August 24th, 2022

s.13

# Fwd: Minister Kahlon: Seattle/Cascadia Trade Mission - September 9-12

From: Parmar, Ravi JERI:EX

To: Cameron, Tara D JERI:EX <Tara.Cameron@gov.bc.ca>, Gotto, Sarah F JERI:EX

<Sarah.Gotto@gov.bc.ca>

Sent: August 30, 2022 1:02:22 PM PDT

Attachments: Scan 20220815.pdf

From: Bailey, Sarah PREM:EX <Sarah.Bailey@gov.bc.ca>

**Sent:** Monday, August 15, 2022 12:46:17 PM **To:** Parmar, Ravi JERI:EX <Ravi.Parmar@gov.bc.ca>

Subject: RE: Minister Kahlon: Seattle/Cascadia Trade Mission - September 9-12

Hi Ravi,

Please see the attached travel authorization signed by Geoff.

Thank you,

Sarah Bailey

Executive Coordinator for Geoff Meggs, Chief of Staff to Premier John Horgan

Office of the Premier

From: Parmar, Ravi JERI:EX <Ravi.Parmar@gov.bc.ca>

**Sent:** August 9, 2022 2:45 PM

**To:** Meggs, Geoff PREM:EX <Geoff.Meggs@gov.bc.ca> **Cc:** Bailey, Sarah PREM:EX <Sarah.Bailey@gov.bc.ca>

Subject: Minister Kahlon: Seattle/Cascadia Trade Mission - September 9-12

Hello Geoff,

On behalf of Minister Kahlon, I am submitting a formal request for approval for the Minister to travel to Seattle and Blaine Washington to participate in a trade mission and the Cascadia Innovation Corridor Conference. I have attached a draft copy of the ministers program as well as the travel authorization form requiring the Premier's approval.

The visit to Seattle on the margins of the annual Cascadia Innovation Corridor Conference is an opportunity to:

- 1. Promote and showcase B.C.'s strengths as a global leader in technological innovation, ICT/engineering talent, and ocean technologies.
- 2. Solidify existing and new relations with key contacts and promote the Stronger B.C. Economic Plan.
- 3. Advance strategic trade and investment relationships in the U.S. market to strengthen B.C.'s economy.

If you have any questions or concerns, please don't hesitate to reach out.

Cheers,

R

Ravi Parmar | Senior Ministerial Advisor

Honourable Ravi Kahlon | Minister of Jobs, Economic Recovery and Innovation

Phone: 1-250-356-2771

E-mail: Ravi.Parmar@gov.bc.ca

# MUST READ - IN ADVANCE OF US TRIP - Travel Risk Management 2022 Bulletin

From: Gotto, Sarah F JERI:EX <Sarah.Gotto@gov.bc.ca>

To: Parmar, Ravi JERI:EX <Ravi.Parmar@gov.bc.ca>, Kahlon, Ravi JERI:EX

<Ravi.Kahlon@gov.bc.ca>

Cc: McVicar, Niki JERI:EX <Niki.McVicar@gov.bc.ca>

Sent: August 31, 2022 9:35:07 AM PDT

Attachments: Publication Travel Risk Management 2022 bulletin - US-WA-Seattle\_Blaine\_2022-08-26.pdf

Hi there.

Tara asked me to send this document to both of you to read in advance of your US trip.

Many thanks.

Sarah Gotto

Administrative Coordinator to The Honourable Ravi Kahlon Minister of Jobs, Economic Recovery and Innovation

Office: 778 974 6035 Cell: 250 480 9086

Room 301, Legislative Buildings

Victoria BC



# **Travel Risk Management**

A Security and Safety Awareness publication dedicated to all BC Public Service Employees



# Are you prepared for out-of-country travel?

In a world that increasingly measures national power and security in economic as well as military terms, Canadian citizens traveling abroad may become the target of intelligence collection attempts and activities.

Many place a high priority on the acquisition of Government related information at all levels including business proposals and financial documents.

Since the World Trade Center attacks on September 11, 2001 and the October 2014 acts of terrorism on Canadian soil, the terrorist threat level to Canadians has changed. The threats that you face as a employee of the Government of British Columbia are real.

The following pages of information are published in order to prepare you for out-of-country travel in your role as a BC Public Service employee. They will describe the nature of intelligence based threats, and will provide basic steps that should be taken to protect yourselves, the role that you are asked to carry out, and the information that you have responsibility for.

This issue is compiled of information made available from official government sources and with gracious support from the Canadian Security Intelligence Service (CSIS) and the BC Provincial Government including the Office of the Chief Information Officer (OCIO).

#### What is the GSO?

The Government Security Office (GSO) is responsible for the management and coordination of the BC Government's Security Program. It advises and assists ministries in developing security strategies, security awareness, asset protection and technical assistance with investigations related to breaches of security. The Office chairs the Government Security Advisory Committee.

#### **Mission Statement:**

The mission of the Government Security

Office is, through overarching coordination,
to enable an enhanced security culture for
government, supporting ministries to achieve
their mandates.

# What Travel Risks should we be aware of?

We asked our security service stakeholders to outline some major facts that you should be aware of <u>before you travel</u>.

#### You are responsible for your own safety!

The majority of safety issues can be managed appropriately through good planning, preparation and sound security practices.

Measures you take before you travel will directly impact your personal safety later.

#### Tool #1—Situational Awareness

Being aware of what is happening around you and understanding what those events or situations are, may impact your personal safety. This could change on a daily or even hourly basis, so remaining aware and being cognizant of where you are and what you are doing is important.

#### Tool # 2—Being Informed

Know the laws, customs and culture of the country you will be visiting. You will be subject to the laws in force at the time, and while being Canadian does have some benefits, it is not a 'get out of jail' card! Knowing where to go (and where to avoid), how to dress in public spaces, and how to address those you meet (particularly across the genders), is a valuable tool. Checking in with approved travel websites such as <a href="Travel.gc.ca">Travel.gc.ca</a> and <a href="Global Affairs Canada">Global Affairs Canada</a> is a good way to stay informed.

#### Tool #3—Using existing support structures

There are more than 260 Canadian Government embassies, consulates and offices in about 150 countries. Be familiar with what services are available to you as a Canadian in terms of information and support. Most missions have a webpage and offer specific details about the country or region you are intending to visit. Example, Canada in China which includes details for emergency assistance.

#### Fact # 1—Others are interested in you!

You may ask the question, why would someone be interested in you? As an employee of the Provincial Government your potential access to classified, privileged or sensitive information makes you an attractive target of interest by others. They will want to ascertain if you have access to information that could advance their political aims, affect their national security, and have positive impacts on their commercial/economic interests.

#### Fact #2—Secrets can appear mundane!

It is not always the 'top secret blueprint' that other agencies are after. It can be knowledge that to you appears unremarkable. Remember that what you have access to may be used as just part of a bigger picture—solving the jigsaw, one piece at a time!

#### Fact #3—Why Canada?

Canada is a rich source of intellectual property and a leader in technological advances. Information like this is what others seek to discover in order to avoid their own development costs and to gain competitive advantage. Canada is also a close ally of many diverse organizations such as G7 and G20, the North Atlantic Treaty Organization (NATO), the Commonwealth, the United Nations, the Organization for Economic Cooperation and Development (OECD) and the World Trade Organization (WTO). We are also a close friend to the United States of America, and it is that unique position as a trusted ally and strategic partner that gives Canada positioning that few others are able to legitimately procure or obtain.

#### Traveler Beware!

Some of the most common methods used by foreign agencies to collect information:

**Elicitation**— A technique used when foreign agents engage the traveler in seemingly random and harmless conversation, while subtly extracting information about the traveler and their work. Warning signs include:

- Appeals to the traveler's ego by flattering them;
- Suggestions of mutual interest and offers of `getting together' again;
- Using false statements so that the traveler inadvertently corrects the information;
- Sharing a confidence, i.e. the `give to get' principle; and
- Showing enough to impress the traveler that they are very knowledgeable about the traveler's area of expertise, e.g. bluffing.

**Cultivation**— Used over a period of time, the agent establishes a relationship with the traveler and uses that 'relationship' to gain information.

**Volunteering Information**—Can happen unwittingly. Never talk shop or offer information in front of strangers such as bar staff, taxi drivers, etc.

**The Vacuum Cleaner or Mosaic Effect**— Using multiple pieces of information to develop the bigger picture.



# Technology—Security Essentials

- If you can do without a device, DON'T TAKE IT!
- Do not take information you do not need, including sensitive contact information
- Consider the consequences if your information were stolen by a competitor or other intelligence gatherer.
- Back up all information you take; leave the backed-up data at home.
- Assess whether you should take a different (loaner) mobile phone or laptop/tablet with you and leave your usual one at home/office.
- Avoid transporting devices in checked baggage.
- Use digital signature and encryption capabilities when possible. Only use thumb drives with encryption.
- Don't leave electronic devices unattended. If you have to stow them, remove the battery and SIM card and keep them with you.
- Shield passwords from view. Don't use the `Remember me' feature on websites; re-type the password every time.
- Terminate connections when you're not using them.
- Clear your browser after each use: delete history files, caches, cookies, URL, and temporary internet files.
- Don't open emails or attachments from unknown sources.
- Avoid Wi-Fi networks unless you can be sure of their integrity.
- If your device or information is stolen, report it to your manager or team lead immediately. Include the local Canadian embassy or consulate in the reporting process.

- In most countries you should have no expectation of privacy in Internet cafes, hotels, offices, or public places. Hotel business centers and phone networks are regularly monitored in many countries. In some countries, hotel rooms are often searched.
- All information you send electronically regardless of format, can be intercepted. Wireless devices are especially vulnerable.
- Security services and criminals can track your movements using your technology and can turn on the microphone in your device even when you think it's off. To prevent this, remove the battery.
- Malware can also be transferred to your device through digital media such as thumb drives (USB sticks) and computer disks (DVD/CDs), etc.
- Transmitting sensitive government, personal, or proprietary information from abroad should not happen unless you are in an authorized and secure environment.
- Assume the device's hard drive has been copied.

#### Traveler Beware continued ...

The Honey Trap—Sexual entrapment known as the `Honey Trap', refers to the use of an attractive individual—informed of the traveler's sexual identity and preferences—to seduce the traveler and therefore enable compromise and open the possibility for blackmail or public embarrassment. Foreign governments are known to use this tactic. On occasion, travelers have been drugged and their rooms and property searched and stolen.

**Covert Intrusions**— Break ins and /or unwarranted room access so that belongings can be searched and information stolen. The following details are worth mentioning:

- Intrusions can be conducted by intelligence services or by foreign business agencies.
- They often use hotel staff to assist with the intrusion
- If you find you have been a victim of intrusion, you may well find that the hotel or local authorities will mislead you into presuming that it is a just petty crime.

# **Security of Communications**

Wireless communications can be monitored in any country. Assume that when you travel this is a factor of normal life and act accordingly. You can help to prevent this possibility by:

- Only use the wireless features on your device when you really need to and it is safe to activate them.
- Use good electronic hygiene—Don't let anyone plug an external device into your equipment.
- Understand that all communication is vulnerable and that telephone conversations as well as data, can be intercepted.
- Social engineering and phishing allow others to impersonate you once they have your data. Only carry the information you need while outside the country.

## Your Activities and Behaviour

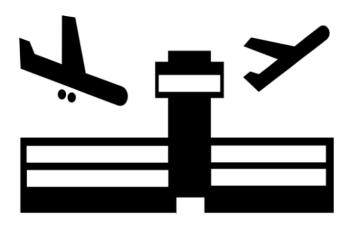
- In all of your activities, show discretion and common sense.
   MAINTAIN A LOW PROFILE. Refrain from any behaviour that
  may make you conspicuous or a potential target. NEVER engage in any illegal activity, excessive drinking or gambling. Use
  your best judgment to carefully avoid any such situation.
- Never leave luggage or briefcases that contain classified or sensitive information unattended. This includes leaving your briefcase/handbag in your hotel room.
- Others may place you under physical surveillance or you may suspect that you are being watched. It is better to ignore the surveillance than attempt to lose or evade it. In any event your actions should be prudent and not likely to generate suspicion. Good precautionary measures are to use welltraveled highways and avoid establishing routine schedules.
- Never try to photograph military personnel, installations, or other "restricted areas". It is best to also refrain from photographing police installations, industrial structures, transportation facilities, and border areas.
- Do not accept packages and agree to transport them back to Canada. Even if your friends, relatives, and professional contacts make the request, do not accept the package.
- If on an extended visit that may include personal time (vacation) and expect to be writing or receiving mail, remember that it may be subjected to review by governments and other agencies Never make references to any classified or sensitive information.
- Avoid any areas where there are political or ethnic unrest, demonstrations or protests.
- Should you be detained or arrested for any reason by the
  police or other officials, be cooperative, and contact the Canadian Embassy or Consulate immediately. Do not make any
  statements or sign any documents you do not fully understand until you have conferred with an Embassy representative.



Before your departure, it is recommended that you provide your family and/or a close friend with the name and phone number of your supervisor or co-worker so that you can be reached in the event of an emergency.

Also make sure that you leave a copy of the following documents with a manager or co-worker who is not traveling and would be a contact for you to use if required:

- Your Itinerary, including accommodation and travel dates,
- A copy of your passport,
- A phone number or e-mail address that will be used and accessible by you while you travel.



Contact your manager or team lead to report foreign contacts and any unusual incidents. Complete a <u>General Incident or Loss Report</u> (<u>GILR</u>) within 24 hours of return. You should report all contact with individuals of any nationality, either within or outside the scope of your official activities in which:

- Illegal or unauthorized access is sought to classified or sensitive information
- You are concerned that you may be the target of an actual or attempted exploitation by a foreign entity.

# Destination Profile: United States of America

Overall assessment for the United States of America, according to the Gov of Canada Travel website is:

- Exercise Normal Security Precautions -

There are no significant safety and security concerns. The overall safety and security situation is similar to that of Canada. You should take normal security precautions.

Safety & Security

#### Crime:

#### **Petty Crime**

Petty crime, such as pickpocketing and purse snatching, occurs, particularly in urban centres and tourist locations.

- Don't leave bags or valuables unattended in parked cars, especially rental vehicles, even in trunks; and
- Ensure that your belongings, including passports and other travel documents, are secure at all times

#### Violent Crime

Within large urban areas, violent crime more commonly occurs in poor neighbourhoods, particularly from dusk to dawn. It often involves intoxication. Incidents of violent crime are mainly carried out by gangs or members of organized crime groups but may also be perpetrated by lone individuals. Although violent crime rarely affects tourists:

- be mindful of your surroundings at all time;
- verify official neighbourhood crime statistics before planning an outing; and
- if threatened by robbers, stay calm and don't resist.

The link added below will allow you to peruse crime data, by State, as reported/tracked by the FBI. <u>Crime Data Explorer</u> – Federal Bureau of Investigation.

#### **Gun Violence**

The rate of firearm possession in the US is high. It's legal in many states for US citizens to openly carry firearms in public.

Incidences of mass shootings occur, resulting most often in casualties. Although tourists are rarely involved, there is a risk of being in the wrong place at the wrong time.

Familiarize yourself on how to respond to an active shooter situation. The link below provides a guide on what to expect during such an incident within the US.

Active Shooter Event Quick Reference Guide - Cybersecurity and Infrastructure Security Agency.

#### **Common Criminal Strategies**

Be on alert for robbery ploys targeting visitors.

Some criminals on highways target travellers leaving airports or other tourist destinations. They signal tourists to stop due to an issue with their vehicle. They then wait for the driver to pull over or exit the car before grabbing exposed valuables. Criminals may also throw items at the windshield, obscuring the view of the road and forcing the driver to pull over.

If you're the victim of such a ploy:

- avoid pulling over on the side of the road; and
- put on your hazard lights and slowly drive to a gas station, police station or other safe and populated area.

continued on next page...

#### **Demonstrations**

Demonstrations may occur. Even peaceful demonstrations can turn violent at any time. They can also lead to disruptions to traffic and public transportation.

- Avoid areas where demonstrations and large gatherings are taking place.
- Follow the instructions of local authorities.
- Monitor local media for information on ongoing demonstrations.

You can find more information about mass gatherings at the following link:

http://travel.gc.ca/travelling/health-safety/mass-gatherings

#### Fraud

Credit card and ATM fraud occurs, including debit card cloning. Be cautious when using debit or credit cards:

- pay careful attention when your cards are being handled by others;
- use ATMs located in well-lit public areas or inside a bank or business;
- avoid using card readers with an irregular or unusual feature;
- cover the keypad with one hand when entering your PIN; and
- check for any unauthorized transactions on your account statements.

#### **Terrorism**

There is a threat of terrorism. Terrorist attacks could occur at any time.

Targets could include:

- government buildings, including schools;
- places of worship;
- airports and other transportation hubs and networks; and
- public areas such as tourist attractions, restaurants, bars, coffee shops, shopping centres, markets, hotels and other sites frequented by foreigners.

Always be aware of your surroundings when in public places.

The U.S. Department of Homeland Security (DHS) maintains a public alert system on terrorism to communicate information about terrorist threats (link below).

National Terrorism Advisory System – U.S. Department of Homeland Security

## **US Specific Information**

#### Laws & Culture

-- YOU MUST ABIDE BY LOCAL LAWS --

Laws vary greatly from state to state. Consult the website of the state you wish to visit prior to arrival.

The following are official state/federal government websites for Washington:

https://wa.gov/

https://www.usa.gov/state-government/washington

#### Illicit Drugs

Penalties for possession, use or trafficking of illegal drugs are severe. Convicted offenders can expect lengthy jail sentences and heavy fines.

#### Cannabis

Although the possession of cannabis is legal in some U.S. states, it remains illegal under U.S. federal laws in any form and quantity, making it illegal to bring across the Canada-U.S. border.

continued on next page...

Don't attempt to cross the Canada-U.S. border with any amount of cannabis in any form, even if you are traveling to a U.S. state that has legalized possession of cannabis. If you do so, you can expect legal prosecution and fines, and possibly jail time.

- Cannabis and international travel
- Cannabis and the U.S. U.S. Embassy and Consulates in Canada
- Entry/exit requirements pertaining to cannabis

#### **Prescription Medication**

Personal medication may be subject to U.S. drug importation laws and regulations.

In general, personal importation of a 90-day supply of medication is allowed. U.S. Customs and Border Protection has absolute discretion to allow or not your Canadian-purchased medication into the United States.

When taking any prescription medication to the United States, it's important to:

- take only the quantity that you would normally take for the number of days you will be in the United States, plus an additional week's worth;
- pack medicines in their original packaging with the dispensary label intact that shows your name and other pertinent information such as the drug's name, dosage and DIN (drug identification number);
- keep a duplicate of your original prescription, listing both the generic and trade names of the drug; and
- have a physician's note explaining your condition and the reason for you to be legitimately carrying syringes, if applicable.

<u>Prohibited and restricted items</u> – U.S. Customs and Border Protection.

#### **Expedited Removal**

U.S. Customs and Border Protection can bar non-citizens from the United States for five years if, in their judgment, the individuals presented false documentation or misrepresented themselves. Lying to a customs official is a serious offence.

There is no formal appeal process under expedited removal. However, if you believe the law has been misapplied in your case, you can request a supervisory review by writing to the U.S. Citizenship and Immigration Services district director responsible for the port of entry where the decision was made.

Find a USCIS office - U.S. Citizenship and Immigration Services.

#### Money

The currency in the United States is the U.S. dollar (USD).

Canadian currency and personal cheques from Canadian banks are not widely accepted. Most banking transactions require a U.S. bank account.

There's no limit to the amount of money that you may legally take into or out of the United States. However, you must declare to U.S. Customs and Border Protection:

- if you carry more than US\$10,000 (in cash, cheque, money order, travellers' cheque or any other convertible asset) into or out of the United States; and
- if you will receive more than US\$10,000 while in the United States.

Failure to comply can result in civil and criminal penalties, including seizure of the currency or monetary instruments.

## Information Specific to Seattle

**Seattle** is a seaport city on the West Coast of the United States. It is the seat of King County, Washington. With a 2020 population of 737,015, it is the largest city in both the state of Washington and the Pacific Northwest region of North America. The Seattle metropolitan area's population is 4.02 million, making it the 15th-largest in the United States. Its growth rate of 21.1% between 2010 and 2020 makes it one of the nation's fastest-growing large cities.

Seattle is situated on an isthmus between Puget Sound (an inlet of the Pacific Ocean) and Lake Washington. It is the northern-most major city in the United States, located about 100 miles (160 km) south of the Canadian border. A major gateway for trade with East Asia, Seattle is the fourth-largest port in North America in terms of container handling as of 2021.

The Seattle area was inhabited by Native Americans for at least 4,000 years before the first permanent European settlers. Arthur A. Denny and his group of travelers, subsequently known as the Denny Party, arrived from Illinois via Portland, Oregon, on the schooner *Exact* at Alki Point on November 13, 1851. The settlement was moved to the eastern shore of Elliott Bay and named "Seattle" in 1852, in honor of Chief Si'ahl of the local Duwamish and Suquamish tribes. Today, Seattle has high populations of Native, Scandinavian, Asian American and African American people, as well as a thriving LGBT community that ranks sixth in the United States by population.

Source of Information: https://en.wikipedia.org/wiki/Seattle#History

## Safety & Security

The overall risk for Seattle is deemed to be at **MEDIUM**. Seattle is a large city and so you should act as you would in larger cities. Be cautious or potential danger and use common sense. Maintain a situational awareness of your surroundings and be aware that there may be more crowding then you are used to.

#### Transport & Taxis Risk: MEDIUM

Taxis and other means of transportation are, overall, very safe to use in Seattle. Be wary if travelling by bus and/or trains. These modes of transportation offer opportunities for thieves or pick-pockets to operate within crowded stations, bus stops and within the vehicles themselves.

#### Muggings/General Crime Risk: MEDIUM

Remain within the hotel district and surrounding area as they are well established by emergency services. If you are to venture out within the city, try not to travel alone. Only attend known tourist sites and bear in mind that you are at your most vulnerable when isolated. If you travel to *crowded areas/sites* you need to ensure your belongings are safely on your person and be aware of your surroundings. Otherwise, it is generally safe to move around and visit the sites of interest that Seattle has to offer.

#### Terrorist Risk: LOW

Excluding isolated mass shootings, Seattle hasn't been the target of any terrorist attacks recently, but the attacks shouldn't be ruled out. Be aware of your surroundings at all times.

Source of information: <a href="https://www.travelsafe-abroad.com/united-states/seattle/">https://www.travelsafe-abroad.com/united-states/seattle/</a>

#### \*\*NOTE\*\*

It has to be mentioned that currently, within the United States, there exists a palpable divide regarding ideology and politics. It should be understood that **protests** or **flash events** (such as the events that took place on Jan 6<sup>th</sup>, 2021 at the Capitol Building in Washington DC) could take place at anytime. Another example is the event in Seattle were a six block square was occupied during the national protests regarding the killing of George Floyd.

We recommend that you monitor local news and media to ensure you don't get inadvertently caught up in any domestic unrest situations. These types of events can take place anywhere in the city but there is usually some advance notice as to when and where they actually will.

Currently there is no identified safety and security concerns regarding the city of Seattle or the BC delegation attending there. Just take normal precautions bearing in mind the information noted above.

## Information Specific to Blaine

Blaine is a city in Whatcom County, Washington, United States. The city's northern boundary is the Canada–U.S. border; the Peace Arch international monument straddles the border of both countries. The population was 5,884 at the 2020 census. Since Blaine is located right on the border with Canada, it is the northernmost city on Interstate 5.

The City of Blaine is located 57 km south of Vancouver, British Columbia and 177 km north of Seattle. The city is located between the beautiful Cascade Range and the Puget Sound. Blaine is known as the Peace Arch City for its the Peace Arch Monument that was constructed and dedicated here in 1921. The city is steeped in the rich history of a fishing and logging border town. With a current population of over 5,000, the City of Blaine is governed by a Council/City Manager form of government.

Source of Information: https://en.wikipedia.org/wiki/Blaine, Washington and https://www.ci.blaine.wa.us/132/About-Blaine

Currently there are no identifiable safety and security concerns for the city of Blaine, the Cascadia Innovation Corridor Conference or the BC delegation attending. It is recommended that you monitor local news media and take normal security precautions.

#### ASSISTANCE FOR TRAVELERS

#### **Emergency:**

To contact all emergency services, dial: 911

#### **Seattle Consulate General of Canada:**

1501 4th Ave, Suite 600, Seattle, Washington, U.S.A., 98101

**Phone:** 1-844-880-6519 **Fax:** 1-206-443-9662

Email: <a href="mailto:ccs.scc@international.gc.ca">ccs.scc@international.gc.ca</a>

Web: <a href="https://www.Canada.ca/Canada-In-Seattle">https://www.Canada.ca/Canada-In-Seattle</a>

# FW: MRK Seattle 2022 Program 25 Aug

From: Parmar, Ravi JERI:EX

To: Sinclair, Gerri JERI:EX <Gerri.Sinclair@gov.bc.ca>

Sent: September 6, 2022 10:41:22 AM PDT
Attachments: MRK Seattle 2022 Program 25 Aug.docx

FYI.

R

From: Gotto, Sarah F JERI:EX <Sarah.Gotto@gov.bc.ca>

Sent: September 2, 2022 11:41 AM

To: Parmar, Ravi JERI:EX <Ravi.Parmar@gov.bc.ca> Subject: FW: MRK Seattle 2022 Program 25 Aug

Sharing and calendar entries updated.

From: Cameron, Tara D JERI:EX < Tara.Cameron@gov.bc.ca>

Sent: September 2, 2022 11:08 AM

**To:** Gotto, Sarah F JERI:EX <<u>Sarah.Gotto@gov.bc.ca</u>> **Cc:** Bevan, Audra L JERI:EX <<u>Audra.Bevan@gov.bc.ca</u>>

Subject: MRK Seattle 2022 Program 25 Aug

Hi Sarah, here is the updated Seattle program.

# B.C. MINISTER OF JOBS, ECONOMIC RECOVERY AND INNOVATION SEATTLE PROGRAM

**UPDATED AUG. 25. 2022** 

A trade mission to Seattle on the margins of the annual Cascadia Innovation Corridor Conference is an opportunity to:

- Promote and showcase B.C.'s strengths as a global leader in technological innovation, Information Communication Technology (ICT)/engineering talent, and ocean technologies.
- 2. Solidify existing and new relations with key contacts and promote the Stronger B.C. Economic Plan.
- 3. Advance strategic <u>trade and investment</u> relationships in the U.S. market to strengthen B.C.'s <u>economy</u>.

#### **THURSDAY, SEPTEMBER 8**

**TBD** Depart B.C. by private vehicle/ferry to Seattle in the afternoon.

#### FRIDAY, SEPTEMBER 9 - SEATTLE, WASHINGTON

#### 8:15 a.m. INVESTMENT | Corporate Call – Nortal: (Confirmed)

Location: Hotel Meeting Room, Westin Seattle

Meeting with Ben Burke, Nortal's Senior Vice President for North America. Nortal is a global IT services company with an office in B.C. with ambitious plans to use B.C. as a key location to grow in Canada. Discuss their growth plans in the province.

#### 9:15 a.m. INVESTMENT | Corporate Call – Salesforce: (Confirmed)

Location: Hotel Meeting Room, Westin Seattle

Meeting with Vikram Rao, Chief Trust Officer. In 2019, Salesforce acquired Tableau and made Seattle, Washington its second largest headquarter after San Francisco. Salesforce is a significant investor in B.C. Advance the relationship with decision-makers that oversee Salesforce's divisions that have B.C. teams.

#### 10:15 a.m. INVESTMENT | Roundtable Meeting – Seattle-Based Entrepreneurs and

Investors: (Confirmed)

Location: Hotel Meeting Room, Westin Seattle

Coffee Roundtable with group of Seattle-based diverse entrepreneurs and investors. These meetings will help diverse investors and entrepreneurs unlock new B.C.-WA opportunities for trade and investment. Attendees include:

(i) Divya Kakkad, Head of Platform, Graham & Walker Venture Fund, a firm focused on activating the potential of women in business through a multiservice platform.

- (ii) Yi-Jian Ngo, Managing Director of the Alliance of Angels, a fund actively investing in Cascadia start-ups.
- (iii) Elizabeth Scallon, Co-Founder, Find Ventures, an organization working to democratize entrepreneurship.
- (iv) Minh Lee, Silicon Valley Bank
- (v) Frank Chang, Flying Fish Partners
- (vi) Diane Fraiman, Voyager Capital
- (vii) s.13
- (viii) Ben Hermani, Bison Ventures
- (ix) s.13
- 11:15 a.m. Drive to Microsoft Campus and Check-in at the building (45 minutes)
- 12:00 p.m. INVESTMENT | Lunch with Microsoft: (Confirmed)

Location: Northeast 36th Street, Building 92, Redmond, WA.

s.22 to continue

building the relationship with the company, and to learn about their latest initiatives in the areas of sustainability, digital transformation, and cybersecurity. The visit will include a digital transformation demo and a tour of Microsoft's new Digital Crime Unit.

- **2:30 p.m.** Drive to Port of Seattle (1 hour)
- 3:30 p.m. ECONOMY | Site Visit Washington Maritime Blue: (Confirmed)

  Location: Fishermen's Centre Building, Port of Seattle, 1900 W Nickerson St,

Suite 301, Seattle, WA 98119

Meet with Joshua M. Berger, Founder and CEO of Washington Maritime Blue and Governor Inslee's Maritime Advisor. Tour Seattle's global innovation hub which aims to establish a decarbonised maritime industry. Explore regional collaboration around maritime innovation and green hydrogen. In 2019 Governor Inslee launched the Maritime Blue 2050 Initiative to bolster innovations in the maritime sector and positioned Maritime Blue as Washington's strategy for a "blue economy".

**5:45 p.m.** End of Day.

#### SATURDAY, SEPTEMBER 10 - SEATTLE, WASHINGTON

Private Program

**SUNDAY, SEPTEMBER 11** 

Private Program

# Re: STMT for Review: Seattle Trade Mission

From: Parmar, Ravi JERI:EX

To: Grieve, Chandler GCPE:EX < Chandler.Grieve@gov.bc.ca>

Sent: September 6, 2022 12:56:22 PM PDT

Yes, I tend to agree, could you swap it and cut it down as well? Try to keep it to one page.

R

Ravi Parmar | Senior Ministerial Advisor

Honourable Ravi Kahlon | Minister of Jobs, Economic Recovery and Innovation

Ph: 1-250-356-2771

E: Ravi.Parmar@gov.bc.ca

Sent from my iPhone

From: Grieve, Chandler GCPE:EX < Chandler.Grieve@gov.bc.ca>

**Sent:** Tuesday, September 6, 2022 12:48:17 PM **To:** Parmar, Ravi JERI:EX <Ravi.Parmar@gov.bc.ca> **Subject:** FW: STMT for Review: Seattle Trade Mission

Might be a good idea – I will let you decide.

From: Rutkowski, Jim GCPE:EX < Jim.Rutkowski@gov.bc.ca>

Sent: September 6, 2022 12:48 PM

**To:** Grieve, Chandler GCPE:EX < Chandler.Grieve@gov.bc.ca> **Subject:** Re: STMT for Review: Seattle Trade Mission

This is very nice

s.13

From: Grieve, Chandler GCPE:EX

Sent: Tuesday, September 6, 2022 12:40 PM

To: Rutkowski, Jim GCPE:EX

Subject: FW: STMT for Review: Seattle Trade Mission

FYI on this – would welcome any comments/suggestions

From: Chu, Bianca GCPE:EX < Bianca.Chu@gov.bc.ca>

Sent: September 6, 2022 12:32 PM

To: Parmar, Ravi JERI:EX < Ravi.Parmar@gov.bc.ca >; Gervais, Jesse JERI:EX < Jesse.Gervais@gov.bc.ca >;

Singh, Raunaq JERI:EX < Raunaq.Singh@gov.bc.ca>; Sidhu-Umar, Kiran JERI:EX < Kiran.Sidhu-

Umar@gov.bc.ca>; Sundhu, Sachin JERI:EX <<u>Sachin.Sundhu@gov.bc.ca</u>>

Cc: Grieve, Chandler GCPE:EX < Chandler.Grieve@gov.bc.ca>; McKenzie, Scott GCPE:EX < Scott.1.McKenzie@gov.bc.ca> Subject: STMT for Review: Seattle Trade Mission
Hi MO,
Hope you had a great weekend. Please see attached for statement on trade mission to Seattle for review at your earliest convenience.
When: Thursday, Sept. 8 <sup>th</sup> @ 8:00am
Distribution: Province-wide. Multiple translations.
Let me know if you have any questions.
Thanks!
Bianca Chu (she/her)
Senior Public Affairs Officer   Jobs, Economic Recovery and Innovation
Government Communications and Public Engagement
<b>☎</b> 250-880-2145 (cell)
Bianca.chu@gov.bc.ca
Grateful to be living, learning and working on the traditional territory of the Lekwungen peoples.
CONFIDENTIALITY NOTICE This e-mail message and any attachments are only for the use of the intended recipient and may contain information that is privileged, confidential or exempt from disclosure under applicable law. If you are not the intended recipient, any disclosure, distribution or other use of this e-mail message or attachments is prohibited. If you have received this e-mail message in error, please delete and notify the sender immediately. Thank you.

# **Delivery: eBinder - Seattle Mission**

From: Cameron, Tara D JERI:EX <Tara.Cameron@gov.bc.ca>

To: Parmar, Ravi JERI:EX <Ravi.Parmar@gov.bc.ca>

Cc: McVicar, Niki JERI:EX <Niki.McVicar@gov.bc.ca>, Bevan, Audra L JERI:EX

<Audra.Bevan@gov.bc.ca>, Gotto, Sarah F JERI:EX <Sarah.Gotto@gov.bc.ca>

Sent: September 6, 2022 4:11:38 PM PDT Attachments: US WA Binder (reduced)\_V3.pdf

HI Ravi, attached is the binder for tmrw's mission briefing but flagging that the binder has the following deficiencies, which will be corrected in the final version to follow later this week:

- Monday morning meeting notes awaiting final confirmation of meetings for this time slot; and,
- Two attendees for investor roundtable we are waiting on confirmations from Madrona and Fuse.

Thank you, Tara

# **BRITISH COLUMBIA CANADA**







# Minister Ravi Kahlon

Seattle & Blaine Washington, September 9 – 12, 2022



Page 065 of 248 to/à Page 069 of 248

Withheld pursuant to/removed as



# **Meeting Note**

**CLIFF:** 160081

TITLE: Corporate Call – Nortal

#### **WHO:** Province of British Columbia

- 1. Minister Ravi Kahlon, Minister of Jobs, Economic Recovery and Innovation
- 2. Assistant Deputy Minister Kerry Pridmore, Ministry of Jobs, Economic Recovery and Innovation
- 3. Gerri Sinclair, Innovation Commissioner at Government of British Columbia
- 4. Ravi Parmar, Senior Ministerial Advisor to the Minister of Jobs, Economic Recovery and Innovation
- 5. William Fox, Managing Director, B.C. Trade and Investment Office, U.S.
- 6. Nicolas Santo, Director, B.C. Trade and Investment Office, U.S.

#### Nortal

1. Ben Burke, Senior Vice President, North America

WHEN: Friday, September 9, 2022 | 8:15 AM

**WHERE:** Hotel Meeting Room, Westin Seattle

#### WHY:

 Discuss Nortal's expansion plans in B.C., as the company expands at a fast pace across Canada.

GIFT: No

#### **ISSUE/DISCUSSION:**

- JERI staff and the U.S. TIR Office started working with Nortal USA in early 2018 to support the company's expansion/investment plans in B.C.
- With the help of the Ministry and U.S. TIR Office, Nortal Canada was registered in early 2020, but the operation was paused due to the pandemic.
- Nortal officially re-launched its operations in B.C. in early 2022, and named the Canadian company Nortal Solutions BC Ltd.
- Nortal has an aggressive growth and business development strategy, with plans to hire approximately 100 technology staff in B.C. by the end of the year.



#### **KEY MESSAGES AND DISCUSSION QUESTIONS:**

- B.C. appreciates Nortal's strong commitment to expanding in the Province.
- How can our team facilitate more investment from Nortal into B.C.?
- What technology investing trends are you noticing that overlap with both B.C. and Seattle? How can B.C. leverage those trends?

#### **BACKGROUND:**

- Nortal is a global IT services company headquartered in Estonia, with annual global revenue of €130 mln (CAD \$167 mln) and over 1,100 employees worldwide. The company expects to double its current revenue this year.
- The company offers a range of services including consulting, user experience and design, software development, system integration, application management, enterprise content management, open-source technologies, and optimization, thereby enabling clients to close the gap between strategy and implementation.
- Nortal was a key architect of Estonia's major e-government initiatives over the past decade.
- In the last few years, Nortal has been successfully expanding into the North America market, specifically the Pacific Northwest.
- Earlier this year, the company appointed Darren Hedges, as Vice President of Nortal Canada to lead Nortal's Canadian team and serve its growing customer base.
- Vice President Hedges, connected with Minister Bruce Ralston at a CityAge event on June 3<sup>rd</sup>.

#### **CONTACTS:**

William Fox
Managing Director, B.C. Trade and Investment Office, U.S.
Phone:s.17
Email: !

Nicolas Santo

#### ATTACHMENTS:

1. Biography



#### Attachment 1:

**Biography of Ben Burke** 



# **Meeting Note**

**CLIFF:** 160082

TITLE: Corporate Call – Salesforce

#### WHO: Province of British Columbia

- Minister Ravi Kahlon, Minister of Jobs, Economic Recovery and Innovation
- 2. Assistant Deputy Minister Kerry Pridmore, Ministry of Jobs, Economic Recovery and Innovation
- 3. Gerri Sinclair, Innovation Commissioner at Government of British Columbia
- 4. Ravi Parmar, Senior Ministerial Advisor to the Minister of Jobs, Economic Recovery and Innovation
- 5. William Fox, Managing Director, B.C. Trade and Investment Office, U.S.
- 6. Nicolas Santo, Director, B.C. Trade and Investment Office, U.S.

#### Salesforce

- 1. Vikram Rao, Chief Trust Officer, Salesforce
- 2. Zach Carstensen, Senior Manager for Government Affairs, Salesforce

WHEN: Friday, September 9, 2022 | 9:15 AM

**WHERE:** Hotel Meeting Room, Westin Seattle

#### WHY:

• Reconnect with Salesforce following the Minister's meeting with the company in April 2022, and further explore their growth and expansion plans in B.C.

GIFT: No

#### ISSUE/DISCUSSION:

- In April 2022, Minister Kahlon and Deputy Minister Bobbi Plecas had a meeting with Salesforce in Victoria to discuss the growth of Salesforce in B.C., its increasing economic footprint in the province, and the positive impact the organization has led on public policy and social justice issues.
- The meeting was attended by Amy Waggoner, Vice President of U.S. State and Local and Provincial Government Affairs, and Zach Carstensen, Senior Manager for Government Affairs for Western U.S. states and British Columbia.



- Salesforce is keen to re-engage with B.C. officials, and Seattle-based Zach Carstensen has been the main point of contact for B.C.'s U.S. Trade and Investment Representatives.
- The province is interested to learn further about Salesforce's growth plans in B.C.
- Key decision-makers on this issue are based in San Francisco, where Salesforce is headquartered.

#### **KEY MESSAGES AND DISCUSSION QUESTIONS:**

- We appreciate Salesforce's continued interest in B.C. to grow tech talent.
- We would like to understand your growth plans in the province. What would be the best way to progress with this dialogue?
- We thank Salesforce for their invitation to the Dreamforce conference between September 20-22 in San Francisco. s.22 s.22

#### **BACKGROUND:**

- Salesforce is the fastest growing top 10 software company in the world, and one of the world's most innovative companies, as ranked by Forbes for seven years in a row.
- Salesforce Inc provides enterprise cloud computing solutions. The company offers customer relationship management ("CRM") technology that brings companies and customers together.
- Salesforce also offers Service Cloud for customer support, Marketing Cloud for digital marketing campaigns, Commerce Cloud as an e-commerce engine, the Salesforce Platform, which allows enterprises to build applications, and other solutions, such as MuleSoft for data integration.
- Salesforce's founder is Marc Benioff. The company is headquartered in San Francisco.
- Dreamforce conference is taking place in San Francisco between 20-22 September. It is an annual event that brings together the global Salesforce community, for networking and connections. The B.C. U.S. TIR Office advised that ministerial participation is not recommended for the conference. Our team in the U.S. will be able to follow-up on the ground.
- In August 2019, Salesforce bought Seattle-based software company Tableau for \$15.3 billion. Tableau is known for its user interface and data visualization capabilities, as well as its ability to pull in data from lots of disparate sources, including on-premises databases.
- Salesforce's acquisition of Tableau is seen as "the most strategic move the company has made" and, as a result, Seattle became "Salesforce's second headquarters". Tableau is a company that was built from the scratch in Seattle.
- Like other Seattle homegrown companies such as Microsoft and Expedia, there is potential for Tableau to expand in B.C. as the "next best place to home", and Tableau growing its engineering team. Tableau has offices in Vancouver, but there is potential for further growth.



- Salesforce has invested in several technology start-up companies in the province. 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. Salesforce has approximately 700 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.
- JERI is finalizing an industry study to identify the digital skills that businesses and
  employers are seeking in the near-term but are unable to hire for. Preliminary results
  show that there is a strong interest within B.C.'s business community to acquire digital
  skills around CRM.
- In December 2021, Salesforce announced its first major suitability project in Canada, specifically in in B.C. The company announced a partnership with One Tree Planted to grow and conserve 500,000 native trees on Nazko First Nation Territory in the Fraser Plateau.

#### **CONTACTS:**

William Fox Managing Director, B.C. Trade and Investment Office, U.S. Phones.17 Email:

Nicolas Santo Director, B.C. Trade and Investment Office, U.S. Phones.17 Email:

#### ATTACHMENTS:

1. Biography



## Attachment 1:

# **Biography of Vikram Rao**

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# **Biography of Zach Carstensen**



# **Meeting Note**

**CLIFF:** 160083

TITLE: Roundtable – Seattle-based Entrepreneurs and Investors

#### WHO: Province of British Columbia

- Minister Ravi Kahlon, Minister of Jobs, Economic Recovery and Innovation
- 2. Assistant Deputy Minister Kerry Pridmore, Ministry of Jobs, Economic Recovery and Innovation
- 3. Gerri Sinclair, Innovation Commissioner at Government of British Columbia
- 4. Ravi Parmar, Senior Ministerial Advisor to the Minister of Jobs, Economic Recovery and Innovation
- 5. William Fox, Managing Director, B.C. Trade and Investment Office, U.S.
- 6. Nicolas Santo, Director, B.C. Trade and Investment Office, U.S.

#### **Entrepreneurs and Investors**

- Divya Kakkad, General Manager of Platform, Graham & Walker Venture Fund (confirmed)
- 2. Yi-Jian Ngo, Managing Director, the Alliance of Angels (confirmed)
- 3. Elizabeth Scallon, Co-Founder, Find Ventures (confirmed)
- 4. Minh Lee, Silicon Valley Bank (confirmed)
- 5. Frank Chang, Flying Fish Partners (confirmed)
- 6. Diane Fraiman, Voyager Capital (confirmed)
- 7. Ben Hermani, Bison Ventures (confirmed)
- 8. s.13
- 9.

#### <u>Other</u>

10. Vanessa Podgurny, Senior Trade Commissioner at the Canadian Consulate in Seattle

**WHEN:** Friday, September 9, 2022 | 10:15 AM

**WHERE:** Hotel Meeting Room, Westin Seattle

#### WHY:

 Participate in a roundtable with a select group of Seattle-based entrepreneurs and investors who play an influential role in the Cascadia region. These stakeholders have



- invested in B.C. companies or have developed inclusive investment models from which B.C. could learn.
- Showcase B.C.'s strengths in technological innovation and the wider business ecosystem.
- Explore new B.C.-Washington State investment opportunities.

**GIFT:** No

#### **ISSUE/DISCUSSION:**

- The roundtable discussion will be an opportunity to engage with some of the key venture capitalists in the Seattle area, with linkages to B.C.
- The focus will be technological innovation and promoting diversity and inclusion in the technology sector.
- U.S. Trade and Investment Representative Nico Santo will facilitate introductions and guide the conversation with entrepreneurs and investors.

#### **KEY MESSAGES AND DISCUSSION QUESTIONS:**

- The pandemic brought issues to light including the tech talent gap that B.C. businesses are facing to help them expand and grow.
- Many groups are underrepresented in the technology sector, such as Indigenous, Black, people of colour, women and young people, have also been disproportionately affected by the pandemic.
- To help close the tech talent gap for businesses and to open doors for underrepresented people in the tech sector, in 2021, the Province:
  - Invested \$15 million, supplemented by Mitacs and the Information and Communications Technology Council for a total investment of \$29 million, to provide up to 3,000 people from underrepresented groups opportunities in B.C.'s tech sector.
  - Partnered with the Digital Technology Supercluster, Microsoft Canada, NPower Canada, and Blueprint to invest \$15.5 million to expand the Canadian Tech Talent Accelerator program.
- What should we do as B.C. government representatives to help facilitate further investments from Washington State into our businesses?

#### **BACKGROUND:**

- B.C. is home to roughly 14% of Canada's tech sector businesses, the fourth highest percentage compared to other provinces.
- Our tech sector includes more than 11,000 companies employing over 131,000 people.
- Most tech sector firms in the province are small businesses with fewer than 50 employees and this provides an opportunity for us to help them scale up.



• The most recent Labour Market Outlook forecasts up to one million job openings in B.C. into the next decade, with just over 11% of those jobs in science and tech.

#### **ADDITIONAL INFORMATION:**

#### **EVENT SCENARIO**

Time	Details
10.15 AM - 10:16 AM	Moderator (Nico Santo) introduces the Minister.
10:16 AM - 10:21 AM	Minister welcomes guests and makes introductory remarks.
10:21 AM - 10:25 AM	Moderator calls for brief introductions around the table.
10:25 AM - 11:10 AM	Moderator facilitates discussion among roundtable participants.
11.10 AM - 11.15 AM	Brief closing remarks by the Minister.

**SPEAKING NOTES:** Yes (for Minister)

#### **CONTACTS**:

William Fox Managing Director, B.C. Trade and Investment Office, U.S. Phone:s.17 Email: 1

Nicolas Santo
Director, B.C. Trade and Investment Office, U.S.
Phone:s.17
Email: 1

## **ATTACHMENTS:**

- 1. Biography (attached)
- 2. Company Profiles
- 3. Seating Plan (attached)



#### Attachment 1:

# Biography of Divya Kakkad, General Manager of Platform, Graham & Walker Venture Fund

Copyright

Biography of Yi-Jian Ngo, Managing Director, the Alliance of Angels



# Biography of Elizabeth Scallon, Co-Founder, Find Ventures

Copyright

Biography of Minh Lee, Silicon Valley Bank



**Biography of Frank Chang, Flying Fish Partners** 

Copyright

**Biography of Diane Fraiman, Voyager Capital** 



**Biography of Ben Hermani Founding Partner, Bison Ventures** 



# Biography of Vanessa Podgurny, Senior Trade Commissioner at the Canadian Consulate in Seattle



#### Attachment 2

**Company Profiles** 

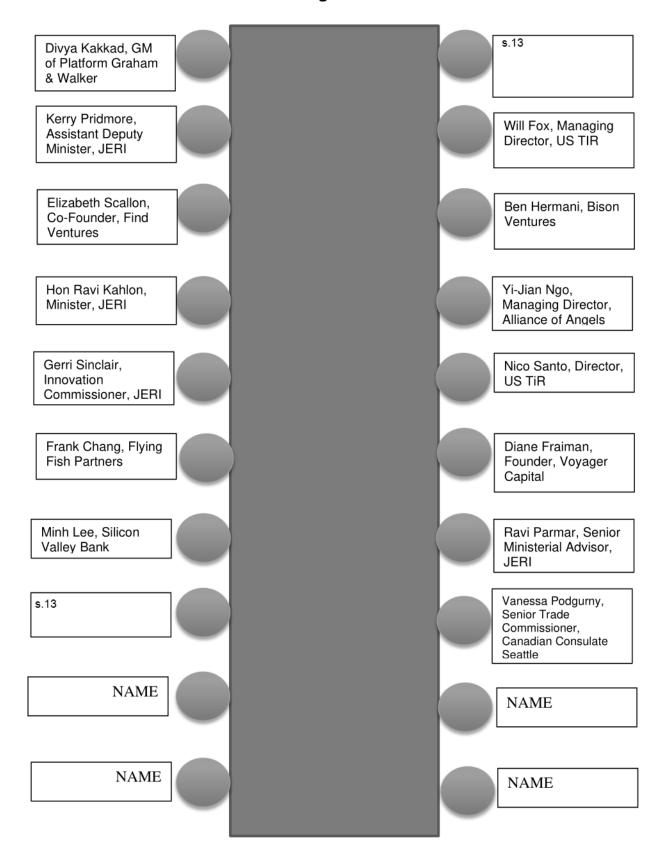






#### Attachment 3

# **Seating Plan**





# Speaking notes for

# Hon. Ravi Kahlon

# Minister of Jobs, Economic Recovery and Innovation

Roundtable for Seattle Investors

Friday, Sept. 9, 2022 10:15 AM – 11:00 AM

Speaking time: 5 mins (Approximately 10:15 AM)

Please verify against delivery.

# Meeting/Event Itinerary

Time	Event Description
10:15-10:16	Moderator (Nico Santo) introduces Minister Ravi Kahlon.
10:16-10:21	Minister Kahlon offers opening remarks.
10:21-10:25	Moderator calls for brief introductions around the table.
10:25-11:10	Roundtable discussion
11:10-11:15	Brief closing remarks by Minister.

Thank you, Nico.

I would like to first acknowledge that we are meeting today on the unceded, traditional land of the Coast Salish Peoples.

Specifically the first people of Seattle, the Duwamish People [Doo- Wom-Ish], the original stewards of the land.

We honour with gratitude the land itself and the Duwamish Tribe.

It's so good to be here, together, in person.

The past two years have been extremely challenging for so many...

...and has changed our lives, economies and our future.

The pandemic, along with increasing extreme weather events and ongoing global uncertainties...

...has highlighted the need for a more resilient and sustainable global economy.

Which is why we're all here today.

I'd like to share a bit with you about the work we are doing in British Columbia.

Our province has been a leader in economic recovery in Canada...

There is a growing recognition that B.C. is a land of opportunity and hope.

Building off our strong recovery, we launched our StrongerBC Economic Plan earlier this year...

And we are moving forward with a clear direction...

...for achieving two big goals:

Clean and inclusive growth.

This innovative plan is a new approach to economic policy.

And we know tackling inequality and the fight against climate change are important to people around the world.

We are also supporting B.C. businesses with...

...the development of our Environmental, Social and Governance Strategy and an ESG Centre of Excellence.

B.C.'s high standards for environmental protection, social support, and democratic governance are part of our competitive advantage.

These standards are becoming increasingly important to investors and partners around the world.

In the Cleantech Global Top 100 businesses, seven are from British Columbia alone.

We have a highly skilled workforce, and we have a strong focus on growing technology and innovation.

Here in Seattle, you have a reputation for building and starting companies, and helping companies grow at any stage.

Many of you are actively investing in sectors that are a priority to B.C.....

.....robotics applied to agriculture, cleantech, high-potential A.I. and Machine learning, among others.

As a government in B.C., we're paying special attention to the agritech sector.

We have seen funds like Voyager Capital invest in companies like Carbon Robotics and Coda Farm Technologies...

... two of the agritech stars of the Cascadia region.

Just as you are investing in companies in this space in your own state, we know you can benefit from opportunities in B.C.

We have seen how organizations like Graham & Walker, and Find Ventures...

...are supporting and investing in companies owned by female founders and entrepreneurs with diverse backgrounds.

We know that B.C. is high on the list for many of you.

Only recently, Flying Fish and the Alliance of Angels have pursued opportunities with Al and

Machine Learning tech companies in the province.

B.C. businesses are making an impact in Washington state and around the Globe.

I am looking forward to today's discussion on how we can build a bright future together.

Thank you.

# -END-



## **Meeting Note**

**CLIFF: 160084** 

TITLE: Lunch with Microsoft

## WHO: Province of British Columbia

- Minister Ravi Kahlon, Minister of Jobs, Economic Recovery and Innovation
- 2. Assistant Deputy Minister Kerry Pridmore, Ministry of Jobs, Economic Recovery and Innovation
- 3. Gerri Sinclair, Innovation Commissioner at Government of British Columbia
- 4. Ravi Parmar, Senior Ministerial Advisor to the Minister of Jobs, Economic Recovery and Innovation
- 5. William Fox, Managing Director, B.C. Trade and Investment Office, U.S.
- 6. Nicolas Santo, Director, B.C. Trade and Investment Office, U.S.

## Microsoft U.S.

- 1. Amy Hogan, General Manager of the Digital Crimes Unit
- 2. Mark Kroese, General Manager, Sustainability Solutions

## Microsoft Vancouver

- 3. David Seymour, Engineering Site Leader
- 4. Hana Doubrava, Corporate Affairs Director

**WHEN:** Friday, September 9, 2022 | 12:00 PM

WHERE: Northeast 36th Street, Building 92, Redmond, WA.

## WHY:

- Overview of Microsoft's current initiatives in sustainability, digital transformation and cybersecurity.
- Explore synergies with B.C.
- Discuss Microsoft's current presence in Vancouver and any plans for expansion.

**GIFT:** No

## **ISSUE/DISCUSSION:**

- In 2021, Microsoft announced the expansion of its cloud services and its investment in buildings applications in the Lower Mainland, adding 500 new jobs in Vancouver.
- Currently Microsoft employs approximately 1,700 staff in Vancouver and continues to expand its presence in the region, including the recent takeover of the former Tom Lee

Page | 1



lease (63,000 sq ft) on Granville Street in Vancouver, and 20 floors of the future Bentall 6 (400,000 sq ft) with construction to be completed in 2023.

- s.17
- In 2021, the Government of B.C. announced a new partnership with Microsoft Canada, the Digital Technology Supercluster, NPower Canada and Blueprint to collectively invest \$15.5 million to expand the Canadian Tech Talent Accelerator program in B.C.
- s.17
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- •

## **KEY MESSAGES AND DISCUSSION QUESTIONS:**

- We appreciate Microsoft's new investments in B.C. These investments align with our government's goal to increase skills development and create good-paying jobs.
- Do you see any further opportunities that we could leverage from the Cascadia Innovation Corridor that could be of mutual benefit to Microsoft and B.C.?
- Are there any further growth and investment plans by Microsoft into B.C.?

## **BACKGROUND:**

- Microsoft develops and licenses consumer and enterprise software. It is known for its Windows operating systems and Office productivity suite.
- The company is organized into three equally sized broad segments:
  - productivity and business processes (legacy Microsoft Office, cloud-based Office 365, Exchange, SharePoint, Skype, LinkedIn, Dynamics),
  - intelligence cloud (infrastructure- and platform-as-a-service offerings Azure, Windows Server OS, SQL Server),
  - personal computing (Windows Client, Xbox, Bing search, display advertising, and Surface laptops, tablets, and desktops).
- In April 2019, Microsoft reached the trillion-dollar market cap, becoming the third U.S. public company to be valued at over \$1 trillion after Apple and Amazon respectively. As of 2021, Microsoft has the fourth-highest global brand valuation.
- Digital skilling is a key priority for both the B.C. government and Microsoft. The B.C. government is supporting the Canadian Tech Talent Accelerator as part of its StrongerBC Future Leaders Program, which aims to help young people get connected to jobs that will help build back a stronger and more resilient B.C.
- The sustainability discussion will cover Microsoft's work around the Carbon Call and other carbon initiatives. This is also an area with strong linkages to B.C.'s priorities around clean growth.



- Earlier in 2022, Microsoft, the ClimateWorks Foundation and 20 other leading organizations announced the Carbon Call to address reliability and inter-operability in carbon accounting for the planet.
- Based on the premise of "not being able to fix what cannot be measured", the Carbon Call initiative aims at expanding transparent, comprehensive, and regular reporting of greenhouse gas emissions from companies.
- The meeting with Microsoft will include a digital transformation demo showcasing Microsoft's work with Maersk, looking at innovative ways of handling supply chain challenges/shipping.
- Maersk is the largest transport and logistics company in the world. The company has selected Microsoft as its preferred cloud partner for its digital transformation journey.
- Cybersecurity is another key priority for Microsoft. The meeting will also include a visit to Microsoft's Digital Crimes Unit, and an overview will be provided by a subject matter expert to cover topics of dis-/misinformation and cyber warfare.
- In 2021, Microsoft purchased Kelowna-based tech company Two Hat Security to help strengthen and protect the safety of the online experience for users across the globe.

## **ADDITIONAL INFORMATION:**

#### **EVENT SCENARIO**

Time	Details
12:00 PM - 12:30 PM	Arrival and lunch
12:15 PM - 1:00 PM	Discussion on Microsoft's initiatives on Sustainability
1:00 PM - 1:15 PM	Digital Transformation demo: Maersk
1:15 PM - 1:30 PM	Shuttle from EBC to Redwest C
1:30 PM - 2:30 PM	Cybercrime Tour - Microsoft Digital Crimes Unit

## **CONTACTS:**

William Fox

Managing Director, B.C. Trade and Investment Office, U.S.

Phones.17

Email:

Nicolas Santo

Director, B.C. Trade and Investment Office, U.S.

Phones.17

Email:

#### ATTACHMENTS:

1. Biography



## Attachment 1:

Copyright



Biography of Mark Kroese, General Manager, Sustainability Solutions

Page | 4



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**Biography of David Seymour, Engineering Site Leader** 

Copyright



# **Biography of Hana Doubrava, Corporate Affairs Director**

Copyright



## **Meeting Note**

**CLIFF:** 160085

TITLE: Site Visit - Washington Maritime Blue

## **WHO:** Province of British Columbia

- 1. Minister Ravi Kahlon, Minister of Jobs, Economic Recovery and Innovation
- 2. Assistant Deputy Minister Kerry Pridmore, Ministry of Jobs, Economic Recovery and Innovation
- 3. Gerri Sinclair, Innovation Commissioner at Government of British Columbia
- 4. Ravi Parmar, Senior Ministerial Advisor to the Minister of Jobs, Economic Recovery and Innovation
- 5. William Fox, Managing Director, B.C. Trade and Investment Office, U.S.
- 6. Nicolas Santo, Director, B.C. Trade and Investment Office, U.S.

#### Other party

 Joshua M. Berger, Founder and CEO of Washington Maritime Blue and Governor Inslee's Maritime Advisor

WHEN: Friday, September 9, 2022 | 3:30 PM

WHERE: Fishermen's Centre Building, Port of Seattle, 1900 W Nickerson St, Suite 301,

Seattle, WA 98119

## WHY:

- Explore cross-border partnership opportunities around maritime innovation and green hydrogen.
- Learn how Washington Maritime Blue has been at the forefront of supporting the maritime industry in Washington State and unpack findings that might be useful for B.C.'s Industrial Marine work.

GIFT: No

## **ISSUE/DISCUSSION:**

 Joshua Berger founded Washington Maritime Blue in 2018, at the time when Washington State Governor Jay Inslee's Maritime Innovation Advisory Committee was completing the State's Strategy for the Blue Economy.



- The Strategy for the Blue Economy is aimed at promoting a growing maritime economy, addressing climate impacts of the ocean and the marine environment, and supporting resilient and equitable communities.
- There will be a broad-ranging discussion, covering green marine / de-carbonization, innovation in both ship building/ship repair, and best practices around workforce development.

## **KEY MESSAGES AND DISCUSSION QUESTIONS:**

- B.C.'s strategic geographic location as a gateway to the Pacific has led to us having a thriving maritime culture and industry.
- For over 35 years, B.C.'s companies have been at the leading edge of research and commercial development of advanced ocean technologies.
- Does Maritime Blue have any existing or past collaborations with British Columbian universities and companies?
- s.13

## **BACKGROUND:**

- Washington Maritime Blue is a non-profit, strategic alliance formed to accelerate innovation and sustainability in support of an inclusive blue economy.
- Maritime Blue works to create a world-class, thriving, equitable and sustainable maritime and ocean industry through knowledge sharing, joint innovation, entrepreneurship, commercialization, business and workforce development.
- Maritime Blue has over 115 members and 7 staff. It runs entrepreneurship
  programming, manages multiple consortium-based Joint Innovation Projects, and
  supports the Youth Maritime Collaborative to create pipelines for youth of color to find
  sustainable, equitable and living wage jobs in the maritime industry.
- The organization has experienced significant growth, thanks to the support from multiple stakeholders and diverse revenue sources, including a 3-year operational support grant from the U.S. Economic Development Administration and Department of Energy.
- In June 2022, Maritime Blue engaged in a reciprocal membership with the Maritime Battery Forum for further collaboration on the development and sharing of knowledge on maritime battery systems. The collaboration aims to expand the network of maritime battery enablers in North America.
- As the Governor's maritime sector lead for the Washington State Department of Commerce, Founder and CEO Joshua Berger worked to form a maritime innovation cluster led by multidisciplinary stakeholders including private industry, government and research institutions.
- Over 1,000 industrial marine industry companies are headquartered in B.C. The provincial marine sector has seen significant growth over the past decade because of



federal procurement opportunities revitalizing large vessel construction, strong market demand for refit, repair and maintenance services, and niche capabilities and innovation in the industrial marine supply chain.

- Key stakeholders/players in the sector that the Minister is well familiar with include Point Hope Maritime, Vancouver Shipyards and Esquimalt Graving Dock.
- The B.C. government has committed substantially to industrial marine research, development, and capacity building through competitive taxes. More recently, B.C. has committed to work in collaboration with industry to support strategic activities that will grow industrial marine capacity, capability, and competitiveness.
- These provincial activities will be able to support broader cluster-building opportunities with B.C.; through information-sharing, collaboration, and coordination, in areas of strategic alignment such as trade, workforce development, technology, and 'green' innovation.

#### **EVENT SCENARIO**

Time	Details
3:30 PM - 3:35 PM	Introductions at the gate
3:35 PM - 4:15 PM	Tour Maritime Blue facilities
4:15 PM - 5:00 PM	Discussion with Maritime Blue leadership team

## **CONTACTS**:

William Fox
Managing Director, B.C. Trade and Investment Office, U.S.
Phones.17
Email:

Nicolas Santo Director, B.C. Trade and Investment Office, U.S. Phone: \*\*.17 Email:

## **ATTACHMENTS:**

1. Biography



## Attachment 1:

## Biography of Joshua M. Berger

Founder and CEO of Washington Maritime Blue and Governor Inslee's Maritime Advisor

Placeholder for additional meeting to be confirmed on Monday, September 12<sup>th</sup>.



## **Meeting Note**

**CLIFF:** 160077

TITLE: Corporate Call – Bellingham Angel Investors

## WHO: Province of British Columbia

- Minister Ravi Kahlon, Minister of Jobs, Economic Recovery and Innovation
- 2. Assistant Deputy Minister Kerry Pridmore, Ministry of Jobs, Economic Recovery and Innovation
- 3. Gerri Sinclair, Innovation Commissioner at Government of British Columbia
- 4. Ravi Parmar, Senior Ministerial Advisor to the Minister of Jobs, Economic Recovery and Innovation
- 5. William Fox, Managing Director, B.C. Trade and Investment Office, U.S.
- 6. Nicolas Santo, Director, B.C. Trade and Investment Office, U.S.

## Other party

- 1. Jim Thompson, Bellingham Angel Investors
- 2. Joe Jarzembowski, Bellingham Angel Investors

**WHEN:** Monday, September 12, 2022 | 10:45 AM

WHERE: 2nd Floor Boardroom - Semiahmoo Resort

#### WHY:

 Deepen relations with Bellingham Angel Investors and explore new angel investment opportunities into B.C. tech start-ups.

**GIFT:** No

## ISSUE/DISCUSSION:

- The Bellingham Angel Group is an angel investment group based in Bellingham, Washington.
- In 2021, Bellingham Angel Group was introduced to B.C. start-ups during the Canadian B2B Software-as-a-Service (SaaS) Market Accelerator program.
- This was an eight-week long partnership between Washington Technology Industry Association, the Consulate General of Canada and B.C.'s U.S. Trade and Investment Representative Office to support B.C. software company start-ups.
- Bellingham Angel Group is particularly interested in investments into early-stage companies in B.C. in high-growth, technology and cleantech businesses.



## **KEY MESSAGES AND DISCUSSION QUESTIONS:**

- B.C. has a vibrant tech start-up community and innovation ecosystem.
- How can Bellingham Angel Investors further support B.C.-based start-ups with seed funding, connections and expertise?

## **BACKGROUND:**

- Founded in 2005, Bellingham Angel Investors is composed of member investors with common interest on viable investment opportunities with companies in the early stage or middle stage of development in the Pacific Northwest and British Columbia.
- Member investors have a vast experience in business investments in different fields and industries, as entrepreneurs or senior executives in large corporations.
- The Bellingham Angel Group prefers to fund early-stage companies with strong management teams, intellectual property protected products or services, with existing revenue producing customers and a clear exit strategy.
- Technology and health care opportunities are popular with their members. B.C.'s tech sector includes more than 11,000 companies employing over 131,000 people.
- Most tech sector firms in the province are small businesses, with fewer than 50 employees, and seed funding provides an opportunity for us to help them scale up.

**SPEAKING NOTES: No** 

## **CONTACTS**:

William Fox
Managing Director, B.C. Trade and Investment Office, U.S.
Phone<sup>s.17</sup>
Email:

Nicolas Santo
Director, B.C. Trade and Investment Office, U.S.
Phone:s.17
Email:

#### **ATTACHMENTS:**

1. Biography



## Attachment 1:

## Biography of Jim Thompson, Bellingham Angel Investors

Copyright

Biography of Joe Jarzembowski, Bellingham Angel Investors

Copyright



Copyright

Page 121 of 248 to/à Page 132 of 248 Withheld pursuant to/removed as

s.13



## **Accommodation**

s.15	Reservation #s:
	Minister Kahlon s.17; s.22 - September 8-9, 2022
	ADM Pridmore s.17; s.22 - September 8-10, 2022
	Gerri Sinclair s.17; s.22 - September 8-11, 2022
	Ravi Parmar (s.17; s.22 - September 8-11, 2022
	*Please provide your government-issued travel card at check-in.
Semiahmoo Resort 9565 SEMIAHMOO Parkway,	*Hotels in Blaine Washinton have been booked directly by MO.
Blaine, WA 98230	
+ 1(360)318-2000	
semiahmoo.com	

# **U.S./Canada Travel**

Entry to the U.S.	<ul> <li>Digital and paper copies of proof of COVID-19 vaccination (Please visit cdc.gov for more information).</li> <li>Passport and any visa or other entry/residency documentation.</li> </ul>
Returning to Canada	<ul> <li>Digital and paper copies of proof of COVID-19 vaccination (Please visit travel.gc.ca for exemptions and other specifics).</li> <li>Complete ArriveCAN within 72 hours before return (Available for iOS, Android and web – make sure you have the latest version released on July 19<sup>th</sup>,2022).</li> <li>Upon your re-entry to Canada by air or at a land border crossing, you may be randomly selected for a mandatory arrival test.</li> </ul>



# Other Reminders Tochnology Make cure you have the required chargers and adapters for electronic

Technology	<ul> <li>Make sure you have the required chargers and adaptors for electronic devices.</li> <li>Familiarize yourself with the best practices for traveling with government technology.</li> </ul>
Business networking	- Ensure you have sufficient business cards

## **Protect Your Data While Travelling**

Personal and government information may be at risk when you travel, especially overseas. Hackers, organized crime, and foreign governments may target you, compromise your devices and steal sensitive data. Your data may be accessed if your device is inspected, confiscated, stolen, or lost. Take steps to ensure your data is secure when travelling.

## **Always**

Use government devices for government work.

Use complex passwords.

Use DTS to connect to government systems and networks.

Avoid public WiFi.

# **Stay Secure**

**Travelling Outside North America?** 

OR

Senior Executive? (ADMs +)

Backup devices before travel and restore upon return, or use loaner devices.

Reset passwords upon return.

Disable Bluetooth.

Be cautious when using WiFi at hotels. Use WiFi via smartphone instead.

Don't use gifted USB devices, CDs or DVDs.

## **And Think Secure**

Don't click on links and attachments Don't discuss government business in unexpected or suspicious emails

Avoid unnecessary storage and communication of electronic information.

Protect screens from onlookers.

on non-government phones.

Avoid confidential conversation in hotel rooms, taxis, airplanes or restaurants.

Purchase sufficient roaming data.

For advice and support contact:

Tim Wynans: 778-698-8225 tim.wynans@gov.bc.ca

## **Before You Leave**

If possible, arrange for a loaner cell Phone, tablet/iPad, and/or laptop. When you return, each device must be wiped before they can be used on the Government network or services.

If advised far enough in advance, arrangements can be made to transfer your phone number to your loaner phone so that you will have your same, familiar number.

We can also assist with arranging a travel plan for your loaner phone, and a data plan for your loaner tablet/iPad. These plans give you access to services such as email and SharePoint for example, without needing to

find a safe WiFi connection. (Note: there is a limit to the amount of minutes included in the travel data plan. After the limit is reached, usage costs go up.)

All communication, other than through the Government Exchange Mail service, must be done over VPN (Virtual Private Network). If you do not have VPN prior to your trip, please contact Appshelp.

Airport charging stations, for example, are not considered safe to use.

Review your devices and confirm what is stored on Them. Take only the data or information that you will need for your trip.

## **During Your Trip**

Avoid using airport WiFi and charging stations, and do not use internet cafés.

Keep communications to a minimum, and try to avoid sending sensitive or personal information (yours and others).

Use government email or SharePoint for exchanging documents.

Keep your devices with you at all times. Don't leave them in

your hotel rooms or safe.

If you receive gifted USB drives, CDs, DVDs, you can accept them and bring them back, but do not use them. They will be examined and wiped upon your return.

If you take government information on an encrypted USB drive, and cannot avoid plugging it into a nongovernment computer, do not use that USB drive again.

## When You Get Back

Promptly return the loaner devices and gifted USB drives without further use.

Promptly reset your IDIR password before accessing any government resources or information.

Contact your IT Coordinator to reverse any arrangements made prior to your trip (e.g. transfer your phone # back to your device).

For advice and support contact:

Tim Wynans: 778-698-8225 tim.wynans@gov.bc.ca

## FW: Final mission eBinder

From: Gotto, Sarah F JERI:EX <Sarah.Gotto@gov.bc.ca>
To: McVicar, Niki JERI:EX <Niki.McVicar@gov.bc.ca>

Sent: September 8, 2022 1:33:44 PM PDT

Attachments: US WA Binder\_FINAL.pdf

Looping

From: Cameron, Tara D JERI:EX <Tara.Cameron@gov.bc.ca>

Sent: September 8, 2022 12:57 PM

**To:** Parmar, Ravi JERI:EX <Ravi.Parmar@gov.bc.ca>; Gotto, Sarah F JERI:EX <Sarah.Gotto@gov.bc.ca> **Cc:** Morgan, Carly JERI:EX <Carly.Morgan@gov.bc.ca>; Bevan, Audra L JERI:EX <Audra.Bevan@gov.bc.ca>

Subject: Final mission eBinder

Good afternoon, attached is the updated final binder for Seattle and Cascadia. Pls see additional info and questions below.

#### **Updates:**

- 1. **Boardroom at Sehmiahmoo Resort:** the meeting room, called "The Boardroom" on the 2<sup>nd</sup> floor is booked for the Minister from 8:30 4:30 on Monday, Sept. 12<sup>th</sup> for Minister's use for the scheduled meetings, as well as anything else he might have during that time period. The team noted, that the resort staff have been terrific to work with and have provided complimentary coffee and sparkling water in the afternoon.
- 2. **Monday Meetings:** All the requested meetings on Monday have been confirmed and incorporated into the binder, except for s.13 Should this subsequently be confirmed, the U.S. TIR can manage the briefing on the ground.

#### Questions:

- 1. **Invites to PS Bailey, and MLA Glumac**: Will the MO be extending the invitations to PSB and MLA Glumac for the Monday meetings?
- 2. **Ravi P. Hotel in Seattle:** Ravi's hotel in Seattle currently has a check-out date of Sunday, September 11<sup>th</sup>. Can you please confirm if staff should change his booking to check-out on Saturday the 10<sup>th</sup> instead or if your office will do that? The hotel information is on page 99.

Thank you, Tara

Tara Cameron
Director, Executive Operations
Deputy Minister's Office
Jobs, Economic Recovery and Innovation
778-698-4842 (office)

## Fwd: Final mission eBinder

From: Parmar, Ravi JERI:EX

To: Sinclair, Gerri JERI:EX <Gerri.Sinclair@gov.bc.ca>

Sent: September 11, 2022 5:40:23 PM PDT

Attachments: US WA Binder\_FINAL.pdf

Hi Gerri - here's the materials and schedule for tomorrow. See you in the morning.

R

Ravi Parmar | Senior Ministerial Advisor

Honourable Ravi Kahlon | Minister of Jobs, Economic Recovery and Innovation

Ph: <u>1-250-356-2771</u>

E: Ravi.Parmar@gov.bc.ca Sent from my iPhone

From: Gotto, Sarah F JERI:EX <Sarah.Gotto@gov.bc.ca>

**Sent:** Friday, September 9, 2022 3:34:10 PM **To:** Parmar, Ravi JERI:EX <Ravi.Parmar@gov.bc.ca> **Cc:** Cameron, Tara D JERI:EX <Tara.Cameron@gov.bc.ca>

Subject: FW: Final mission eBinder

Hello. This is the latest version of the Mission ebinder. Added to Minister's ipad under: DMO, US Mission-Seattle.

Sarah

From: Cameron, Tara D JERI:EX <Tara.Cameron@gov.bc.ca>

Sent: September 8, 2022 12:57 PM

**To:** Parmar, Ravi JERI:EX <Ravi.Parmar@gov.bc.ca>; Gotto, Sarah F JERI:EX <Sarah.Gotto@gov.bc.ca> **Cc:** Morgan, Carly JERI:EX <Carly.Morgan@gov.bc.ca>; Bevan, Audra L JERI:EX <Audra.Bevan@gov.bc.ca>

Subject: Final mission eBinder

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Thank you, Tara

Tara Cameron
Director, Executive Operations

Deputy Minister's Office Jobs, Economic Recovery and Innovation 778-698-4842 (office)

# **BRITISH COLUMBIA CANADA**







## Minister Ravi Kahlon

Seattle & Blaine Washington, September 9 – 12, 2022





## **Table of Contents**

#### **Contact List**

#### **Program**

## Friday, September 9, 2022 - Seattle, Washington

- 1. Corporate Call Nortal
- 2. Corporate Call Salesforce
- 3. Roundtable Meeting Seattle-based Entrepreneurs and Investors
- 4. Lunch with Microsoft
- 5. Site Visit Washington Maritime Blue

## Monday, September 12, 2022 - Seattle, Washington

- 6. Corporate Call Port of Everett
- 7. Corporate Call Northwest Innovation Resource Centre (NWIC)
- 8. Corporate Call Bellingham Angel Investors
- 9. Corporate Call Port of Seattle
- 10. Corporate Call Boeing

## **Appendix**

- 1. Background note: British Columbia/United States Trade and Softwood Lumber Dispute
- 2. Washington State Profile
- 3. Cascadia 2050 Vision Agenda
- 4. List of Cascadia attendees
- 5. Logistics (Accommodation and U.S./Canada entry requirements)
- 6. IT Security

## Washington

Name	Title	Contact
Will Fox	Managing Director	M:s.17
	BC Trade and Investment Representative Office	E: :
	U.S. Market	
	Director, Natural Resources	M:
Nicolas Santo	BC Trade and Investment Representative Office	E: 1
	U.S. Market	

## HQ

Name	Title	Contact
Sila Sahin	Senior Manager, Global Markets	M: +1(236) 877-2537
	Trade & Industry Development	E: Sila.Sahin@gov.bc.ca
	Ministry of Jobs, Economic Recovery and Innovation	
Carla Wormald	Manager, International Missions	M: +1(250) 208-4309
	Trade & Industry Development	E: Carla.Wormald@gov.bc.ca
	Ministry of Jobs, Economic Recovery and Innovation	
William Hoyle	Executive Director,	M: +1(604) 655-8436
	International Trade and Investment Operations	E: William.Hoyle@gov.bc.ca
	Ministry of Jobs, Economic Recovery and Innovation	

## **VIP Tech Contact List**

## Minister Kahlon and Ravi Parmar

Name	Email	Contact Number
Barth Onwukwe	Barth.Onwukwe@gov.bc.ca	Direct: +1(778) 698-8190
Enhanced Executive Support Analyst		

## Deputy Minister, Assistant Deputy Minister, and Innovation Commissioner

Name	Title	Contact
Arlington Doyle	Arlington.DoyleWadleigh@gov.bc.ca	Direct: +1(778) 698-8224
Enhanced Executive Support Analyst		

<sup>\*</sup>Regular business services are from 8:00am to 5:00pm Pacific Standard Time.

## B.C. MINISTER OF JOBS, ECONOMIC RECOVERY AND INNOVATION SEATTLE PROGRAM

LAST UPDATED 7 SEP 2022, 4:00 p.m.

A trade mission to Seattle on the margins of the annual Cascadia Innovation Corridor Conference is an opportunity to:

- Promote and showcase B.C.'s strengths as a global leader in technological innovation, Information Communication Technology (ICT)/engineering talent, and ocean technologies.
- 2. Solidify existing and new relations with key contacts and promote the Stronger B.C. Economic Plan.
- 3. Advance strategic <u>trade and investment</u> relationships in the U.S. market to strengthen B.C.'s <u>economy</u>.

## **THURSDAY, SEPTEMBER 8**

Depart B.C. by private vehicle/ferry to Seattle in the afternoon.

## FRIDAY, SEPTEMBER 9 - SEATTLE, WASHINGTON

## 8:15 a.m. INVESTMENT | Corporate Call – Nortal: (Confirmed)

Location: The Westin Hotel, Blakely Room, 3rd floor-1900 5th Ave, Seattle, WA

Meeting with Ben Burke, Nortal's Senior Vice President for North America. Nortal is a global IT services company with an office in B.C. with ambitious plans to use B.C. as a key location to grow in Canada. Discuss their growth plans in the province.

## 9:15 a.m. INVESTMENT | Corporate Call – Salesforce: (Confirmed)

Location: The Westin Hotel, Blakely Room, 3rd floor-1900 5th Ave, Seattle, WA

Meeting with Vikram Rao, Chief Trust Officer. In 2019, Salesforce acquired Tableau and made Seattle, Washington its second largest headquarter after San Francisco. Salesforce is a significant investor in B.C. Advance the relationship with decision-makers that oversee Salesforce's divisions that have B.C. teams.

## 10:15 a.m. INVESTMENT | Roundtable Meeting – Seattle-Based Entrepreneurs and Investors: (Confirmed)

Location: The Westin Hotel, Blakely Room, 3rd floor-1900 5th Ave, Seattle, WA

Coffee Roundtable with group of Seattle-based diverse entrepreneurs and investors. These meetings will help diverse investors and entrepreneurs unlock new B.C.-WA opportunities for trade and investment. Attendees include:

(i) Divya Kakkad, Head of Platform, Graham & Walker Venture Fund, a firm focused on activating the potential of women in business through a multiservice platform.

- (ii) Yi-Jian Ngo, Managing Director of the Alliance of Angels, a fund actively investing in Cascadia start-ups.
- (iii) Elizabeth Scallon, Co-Founder, Find Ventures, an organization working to democratize entrepreneurship.
- (iv) Minh Lee, Silicon Valley Bank
- (v) Frank Chang, Flying Fish Partners
- (vi) Diane Fraiman, Voyager Capital
- (vii) Ben Hermani, Bison Ventures
- **11:15 a.m.** Drive to Microsoft Campus and Check-in at the building (45 minutes)
- 12:00 p.m. INVESTMENT | Lunch with Microsoft: (Confirmed)

Location: Northeast 36th Street, Building 92, Redmond, WA.

Meet Microsoft Executives to continue building the relationship with the company, and to learn about their latest initiatives in the areas of sustainability, digital transformation, and cybersecurity. The visit will include a digital transformation demo and a tour of Microsoft's new Digital Crime Unit.

- **2:30 p.m.** Drive to Port of Seattle (1 hour)
- 3:30 p.m. ECONOMY | Site Visit Washington Maritime Blue: (Confirmed)

Location: Fishermen's Centre Building, Port of Seattle, 1900 W Nickerson St, Suite 301, Seattle, WA

Meet with Joshua M. Berger, Founder and CEO of Washington Maritime Blue and Governor Inslee's Maritime Advisor. Tour Seattle's global innovation hub which aims to establish a decarbonised maritime industry. Explore regional collaboration around maritime innovation and green hydrogen. In 2019 Governor Inslee launched the Maritime Blue 2050 Initiative to bolster innovations in the maritime sector and positioned Maritime Blue as Washington's strategy for a "blue economy".

**5:45 p.m.** End of Day.

## SATURDAY, SEPTEMBER 10 - SEATTLE, WASHINGTON

Private Program

**SUNDAY, SEPTEMBER 11** 

Private Program

## MONDAY, SEPTEMBER 12 - BLAINE, WASHINGTON

## 8:45 p.m. ECONOMY | Corporate Call – Port of Everett (Confirmed)

Location: 2<sup>nd</sup> Floor Boardroom, Semiahmoo Resort 9565 Semiahmoo Parkway, Blaine, WA

Meeting with Glen Bachman, Commissioner from the Port of Everett. The Port of Everett is a public seaport authority located on Port Gardner Bay in Everett, Washington State. Discuss how the Port is contributing to maritime development in Everett and explore partnerships with B.C.

# 9:45 a.m. ECONOMY | Corporate Call – Northwest Innovation Resource Centre (NWIC): (Confirmed)

Location: The Boardroom, 2<sup>nd</sup> Floor - Semiahmoo Resort 9565 Semiahmoo Parkway, Blaine, WA

Meeting with Diane Kamionka, Executive Director of NWIC. NWIC was formed in 2011 by a group of business leaders to assist start-up companies and innovators to build effective business strategies. Discuss the broader ecosystem in Northwest Washington State, and opportunities for collaboration, including agritech.

## 10:45 a.m. INVESTMENT | Corporate Call – Bellingham Angel Investors: (Confirmed)

Location: The Boardroom, 2<sup>nd</sup> Floor - Semiahmoo Resort 9565 Semiahmoo Parkway, Blaine, WA

Meeting with Jim Thompson and Joe Jarzembowski at Bellingham Angel Investors. Bellingham Angel Investors is an active group of accredited investors providing capital, connections, and expertise to early-stage ventures, with a geographic focus on the U.S. Pacific Northwest and B.C. Promote B.C.'s cleantech, agtech and ESG credentials and unlock new investment opportunities for B.C. companies.

## 2:15 p.m. ECONOMY | Corporate Call – Port of Seattle (Confirmed)

Location: The Boardroom, 2<sup>nd</sup> Floor - Semiahmoo Resort 9565 Semiahmoo Parkway, Blaine, WA

Meeting with Stephen Metruck, Executive Director at Port of Seattle. With a portfolio of properties ranging from parks and waterfront real estate, to one of the largest airports and container terminals on the West Coast, the Port of Seattle is one of the Pacific Northwest's leading economic engines. Deepen understanding of Port of Seattle's contributions to the growth of the Washington State economy, and explore regional collaboration opportunities for sustainable economic growth.

## 3:00 p.m. TRADE | Corporate Call – Boeing (Confirmed)

Location: The Boardroom, 2<sup>nd</sup> Floor - Semiahmoo Resort 9565 Semiahmoo Parkway, Blaine, WA

Meeting with Steven Shestag, Director of Environment at Boeing. Boeing is an American multinational corporation that designs, manufactures, and sells airplanes, rotorcraft, rockets, satellites, telecommunications equipment, and missiles worldwide. Develop further relations with Boeing which has a shared interest with

B.C. government on ESG and sustainability and explore potential supply chain opportunities for BC companies.

Page 148 of 248 to/à Page 152 of 248

Withheld pursuant to/removed as

s.12; s.13; s.17



## **Meeting Note**

**CLIFF:** 160083

TITLE: Roundtable – Seattle-based Entrepreneurs and Investors

## WHO: Province of British Columbia

- Minister Ravi Kahlon, Minister of Jobs, Economic Recovery and Innovation
- 2. Assistant Deputy Minister Kerry Pridmore, Ministry of Jobs, Economic Recovery and Innovation
- 3. Gerri Sinclair, Innovation Commissioner at Government of British Columbia
- 4. Ravi Parmar, Senior Ministerial Advisor to the Minister of Jobs, Economic Recovery and Innovation
- 5. William Fox, Managing Director, B.C. Trade and Investment Office, U.S.
- 6. Nicolas Santo, Director, B.C. Trade and Investment Office, U.S.

## **Entrepreneurs and Investors**

- Divya Kakkad, General Manager of Platform, Graham & Walker Venture Fund (confirmed)
- 2. Yi-Jian Ngo, Managing Director, the Alliance of Angels (confirmed)
- 3. Elizabeth Scallon, Co-Founder, Find Ventures (confirmed)
- 4. Minh Lee, Silicon Valley Bank (confirmed)
- 5. Frank Chang, Flying Fish Partners (confirmed)
- 6. Diane Fraiman, Voyager Capital (confirmed)
- 7. Ben Hermani, Founding Partner, Bison Ventures (confirmed)

#### Other

8. Vanessa Podgurny, Senior Trade Commissioner at the Canadian Consulate in Seattle

**WHEN:** Friday, September 9, 2022 | 10:15 a.m.

WHERE: The Westin Hotel, Blakely Room, 3rd floor-1900 5th Ave, Seattle, WA

## WHY:

 Participate in a roundtable with a select group of Seattle-based entrepreneurs and investors who play an influential role in the Cascadia region. These stakeholders have invested in B.C. companies or have developed inclusive investment models from which B.C. could learn.



- Showcase B.C.'s strengths in technological innovation and the wider business ecosystem.
- Explore new B.C.-Washington State investment opportunities.

#### **GIFT:** No

## ISSUE/DISCUSSION:

- The roundtable discussion will be an opportunity to engage with some of the key venture capitalists in the Seattle area, with linkages to B.C.
- The focus will be technological innovation and promoting diversity and inclusion in the technology sector.
- US Trade and Investment Representative Nico Santo will facilitate introductions and guide the conversation with entrepreneurs and investors.

## **KEY MESSAGES AND DISCUSSION QUESTIONS:**

- The pandemic brought issues to light including the tech talent gap that B.C. businesses are facing to help them expand and grow.
- Many groups are underrepresented in the technology sector, such as Indigenous, Black, people of colour, women and young people, have also been disproportionately affected by the pandemic.
- To help close the tech talent gap for businesses and to open doors for underrepresented people in the tech sector, in 2021, the Province:
  - Invested \$15 million, supplemented by Mitacs and the Information and Communications Technology Council for a total investment of \$29 million, to provide up to 3,000 people from underrepresented groups opportunities in B.C.'s tech sector.
  - Partnered with the Digital Technology Supercluster, Microsoft Canada, NPower Canada, and Blueprint to invest \$15.5 million to expand the Canadian Tech Talent Accelerator program.
- What should we do as B.C. government representatives to help facilitate further investments from Washington State into our businesses?

#### **BACKGROUND:**

- B.C. is home to roughly 14% of Canada's tech sector businesses, the fourth highest percentage compared to other provinces.
- Our tech sector includes more than 11,000 companies employing over 131,000 people.
- Most tech sector firms in the province are small businesses with fewer than 50 employees and this provides an opportunity for us to help them scale up.
- The most recent Labour Market Outlook forecasts up to one million job openings in B.C. into the next decade, with just over 11% of those jobs in science and tech.

#### **ADDITIONAL INFORMATION:**



## **EVENT SCENARIO**

Time	Details
10.15AM-10:16AM	Moderator (Nico Santo) introduces the Minister.
10:16 AM- 10:21 AM	Minister welcomes guests and makes introductory remarks.
10:21 AM- 10:25 AM	Moderator calls for brief introductions around the table.
10:25 AM- 11:10 AM	Moderator facilitates discussion among roundtable participants.
11.10 AM- 11.15 AM	Brief closing remarks by the Minister.

**SPEAKING NOTES**: Yes (for Minister)

## **CONTACTS**:

William Fox

Managing Director, B.C. Trade and Investment Office, U.S.

Phones.17

Email:

**Nicolas Santo** 

Director, B.C. Trade and Investment Office, U.S.

Phones.17

Email:

## **ATTACHMENTS:**

- 1. Biography (attached)
- 2. Company Profiles
- 3. Seating Plan (attached)



## Attachment 1:

# Biography of Divya Kakkad, General Manager of Platform, Graham & Walker Venture Fund

Copyright

Biography of Yi-Jian Ngo, Managing Director, the Alliance of Angels



## Biography of Elizabeth Scallon, Co-Founder, Find Ventures

Copyright

Biography of Minh Lee, Silicon Valley Bank



## **Biography of Frank Chang, Flying Fish Partners**

Copyright

Copyright

**Biography of Diane Fraiman, Voyager Capital** 



## **Biography of Ben Hermani Founding Partner, Bison Ventures**

Copyright

Biography of Vanessa Podgurny, Senior Trade Commissioner at the Canadian Consulate in Seattle







## Attachment 2

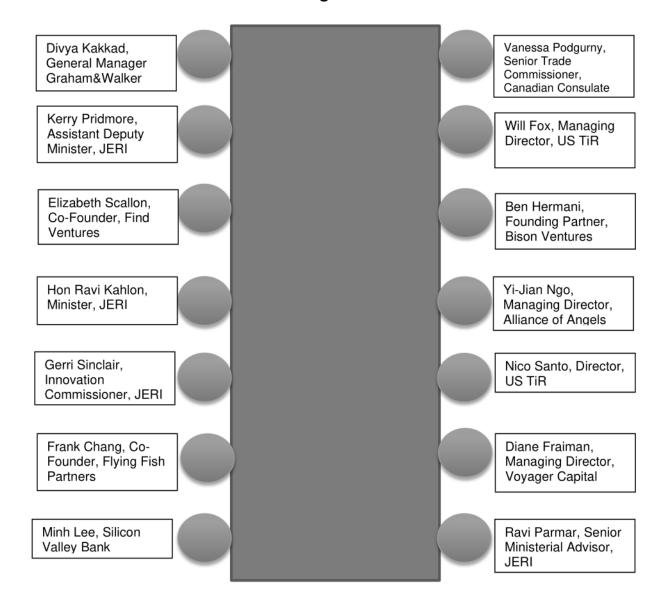
## **Company Profiles**





#### Attachment 3

## **Seating Plan**





## **Meeting Note**

**CLIFF:** 160084

TITLE: Lunch with Microsoft

## WHO: Province of British Columbia

- Minister Ravi Kahlon, Minister of Jobs, Economic Recovery and Innovation
- 2. Assistant Deputy Minister Kerry Pridmore, Ministry of Jobs, Economic Recovery and Innovation
- 3. Gerri Sinclair, Innovation Commissioner at Government of British Columbia
- Ravi Parmar, Senior Ministerial Advisor to the Minister of Jobs, Economic Recovery and Innovation
- 5. William Fox, Managing Director, B.C. Trade and Investment Office, U.S.
- 6. Nicolas Santo, Director, B.C. Trade and Investment Office, U.S.

## Microsoft US

- Amy Hogan-Burney, General Manager of the Digital Crimes Unit/Associate General Counsel
- 2. Mark Kroese, General Manager, Sustainability Solutions
- 3. Daniel Morales, Business Program Manager
- 4. Eric Prock, Senior Director, Tech and Corporate Responsibility/Democracy Forward

#### Microsoft Vancouver

- 5. David Seymour, Engineering Site Leader
- 6. Hana Doubrava, Corporate Affairs Director

**WHEN:** Friday, September 9, 2022 | 12:00 p.m.

WHERE: Northeast 36th Street, Building 92, Redmond, WA.

#### WHY:

- Overview of Microsoft's current initiatives in sustainability, digital transformation and cybersecurity.
- Explore synergies with B.C.
- Discuss Microsoft's current presence in Vancouver and any plans for expansion.

GIFT: No

## ISSUE/DISCUSSION:

Page | 1



- In 2021, Microsoft announced the expansion of its cloud services and its investment in buildings applications in the Lower Mainland, adding 500 new jobs in Vancouver.
- Currently Microsoft employs approximately 1,700 staff in Vancouver and continues to expand its presence in the region, including the recent takeover of the former Tom Lee lease (63,000 sq ft) on Granville Street in Vancouver, and 20 floors of the future Bentall 6 (400,000 sq ft) with construction to be completed in 2023.
- s.17
- In 2021, the Government of B.C. announced a new partnership with Microsoft Canada, the Digital Technology Supercluster, NPower Canada and Blueprint to collectively invest \$15.5 million to expand the Canadian Tech Talent Accelerator program in B.C.
- s.17
- •
- •

## **KEY MESSAGES AND DISCUSSION QUESTIONS:**

- We appreciate Microsoft's new investments in B.C. These investments align with our government's goal to increase skills development and create good-paying jobs.
- Do you see any further opportunities that we could leverage from the Cascadia Innovation Corridor that could be of mutual benefit to Microsoft and B.C.?
- Are there any further growth and investment plans by Microsoft into B.C.?

#### BACKGROUND:

- Microsoft develops and licenses consumer and enterprise software. It is known for its Windows operating systems and Office productivity suite.
- The company is organized into three equally sized broad segments:
  - productivity and business processes (legacy Microsoft Office, cloud-based Office 365, Exchange, SharePoint, Skype, LinkedIn, Dynamics),
  - intelligence cloud (infrastructure- and platform-as-a-service offerings Azure, Windows Server OS, SQL Server),
  - personal computing (Windows Client, Xbox, Bing search, display advertising, and Surface laptops, tablets, and desktops).
- In April 2019, Microsoft reached the trillion-dollar market cap, becoming the third U.S. public company to be valued at over \$1 trillion after Apple and Amazon respectively. As of 2021, Microsoft has the fourth-highest global brand valuation.
- Digital skilling is a key priority for both the B.C. government and Microsoft. The B.C. government is supporting the Canadian Tech Talent Accelerator as part of its StrongerBC Future Leaders Program, which aims to help young people get connected to jobs that will help build back a stronger and more resilient B.C.

Page | 2



- The sustainability discussion will cover Microsoft's work around the Carbon Call and other carbon initiatives. This is also an area with strong linkages to B.C.'s priorities around clean growth.
- Earlier in 2022, Microsoft, the ClimateWorks Foundation and 20 other leading organizations announced the Carbon Call to address reliability and inter-operability in carbon accounting for the planet.
- Based on the premise of "not being able to fix what cannot be measured", the Carbon Call initiative aims at expanding transparent, comprehensive, and regular reporting of greenhouse gas emissions from companies.
- The meeting with Microsoft will include a digital transformation demo showcasing Microsoft's work with Maersk, looking at innovative ways of handling supply chain challenges/shipping.
- Maersk is the largest transport and logistics company in the world. The company has selected Microsoft as its preferred cloud partner for its digital transformation journey.
- Cybersecurity is another key priority for Microsoft. The meeting will also include a visit to Microsoft's Digital Crimes Unit, and an overview will be provided by a subject matter expert to cover topics of dis-/misinformation and cyber warfare.
- In 2021, Microsoft purchased Kelowna-based tech company Two Hat Security to help strengthen and protect the safety of the online experience for users across the globe.

#### ADDITIONAL INFORMATION:

## **EVENT SCENARIO**

Time	Details
12:00 PM- 12:15 PM	Arrival and lunch, Microsoft Campus, Building 33
12:15 PM- 1:00 PM	Discussion on Microsoft's initiatives on Sustainability (with Mark Kroese,
	General Manager, Sustainability Solutions)
13:00 PM- 13:15 PM	Digital Transformation demo (with Daniel Morales, Business Program
	Manager):
	Maersk (shipping/supply chains)
	Unilever (digital twin)
13:15 PM- 13:30 PM	Shuttle from EBC to Redwest C
13:30 PM- 14:30 PM	Cybercrime Tour- Microsoft Digital Crimes Unit (with Amy Hogan-Burney,
	General Manager, Digital Crimes Unit/Associate General Counsel and Eric
	Prock, Senior Director, Tech and Corporate Responsibility/Democracy
	Forward)

#### CONTACTS:

William Fox Managing Director, B.C. Trade and Investment Office, U.S. Phone:s.17 Email: 1



Nicolas Santo Director, B.C. Trade and Investment Office, U.S. Phone:s.17 Email: <u>!</u>

## **ATTACHMENTS**:

1. Biography



#### Attachment 1:

## Biography of Amy Hogan-Burney, General Manager of the Digital Crimes Unit



Amy Hogan is the General Manager of Microsoft's Digital Crimes Unit (DCU), where she leads a global team of attorneys, investigators, engineers and analysts who work together in an ongoing effort to fight cybercrime. Before joining the DCU, Ms. Hogan led the Privacy Compliance team during the implementation of the EU's General Data Protection Regulation. She started her career at Microsoft with the Law Enforcement and National Security (LENS) Global Fulfilment team ensuring Microsoft's compliance with law enforcement and national security legal obligations. Prior to joining Microsoft, Ms. Hogan was an attorney at the U.S. Department of Justice, Federal Bureau of Investigation. She received her Bachelor of Biomedical Engineering from the Catholic University School of Engineering and her Juris Doctor from the Columbus School of Law at the Catholic University.

Biography of Mark Kroese, General Manager, Sustainability Solutions





Mark Kroese is the General Manager for Sustainability Solutions in Microsoft's Environmental Sustainability team. His team oversees Microsoft's sustainability product strategy, customer and partner engagements and the \$1 billion Climate Innovation Fund. Mark is a 22-year Microsoft veteran and believes that technology will play a critical role in the world's journey to net zero. Outside of Microsoft, Mark has been instrumental in several forest preservation projects, including the creation of the Central Suriname Conservation Corridor and a REDD project in the Orientale Provence of the DRC. Mark served as board President for the American Alpine Club—a non-profit climber's advocacy organization. Mark obtained a B.A. in marketing and communications from the University of Washington and is a 2016 Harvard Advanced Leadership Fellow.





David Seymour has been working for Microsoft in Vancouver for over 13 years. Currently, he serves the company in his role as an Engineering Site Leader. Prior to Microsoft, David accumulated almost 10 years of experience working in production and design roles for companies such as, Slant Six Games, Electronic Arts Canda, Radical Entertainment, among others. David obtained a B.A. in sociology and economics from the University of Manitoba.



## Biography of Hana Doubrava, Corporate Affairs Director



Hana Doubrava has been working for Microsoft in Vancouver for over 6 years now. Currently, she serves as Microsoft's Corporate Affairs Director in British Columbia. In her role, she leads the public affairs work in the Province, and she also oversees Microsoft's philanthropic footprint in B.C. Hana has accumulated over 10 years of experience across the fast-paced business environment, as well as in the diplomatic circles, and the not-for-profit world. Hana obtained her M.A. and B.A. in International Relations from Charles University.

## Biography of Daniel Morales, Business Program Manager



Daniel has been working at Microsoft since 2012. He has a Bachelor's Degree in Arts from the University of Washington.



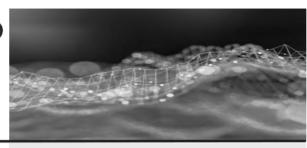
## Biography of Eric Prock, Senior Director, Tech and Corporate Responsibility/Democracy Forward



Eric is an experienced business and organizational leader, marketer and brand strategist with demonstrated success in advertising, media, marketing and technology. Eric has been working at Microsoft since 2013. Prior to this he was the Director of Marketing at RealNetworks in Seattle. Eric has a BA in Journalism from the University of Oregon.



# Pacific Canada's Hub for the Sustainable Blue Economy



#### Overview

The <u>Centre for Ocean Applied Sustainable Technologies (COAST)</u> is **building** a **BlueTech cluster in British Columbia** (BC), with a focus on sustainable ocean - based innovation, clean technology, and digital technologies.

COAST's **mission** is to drive inclusive prosperity in BC's sustainable blue economy through entrepreneurship, innovation, and partnerships.

To accomplish that, COAST is developing **strategic cluster projects** with ecosystem partners, including industry, entrepreneurs, academia, capital investors, First Nations, and government, that will:

- Grow and internationalize Canada's blue economy;
- Unlock new market opportunities in the blue economy;
- Accelerate the growth and transformation of Pacific Canada's largest and most important ocean-based companies; and
- Support startups and small and medium enterprises (SMEs)

## Structure and Strategic Plan

COAST is a collaboration of BC's ocean and marine sector. Founding partners are: South Island Prosperity Partnership, City of Victoria, T'Sou-ke Centre for Sustainability and Innovation (SNEKE Center), Western Economic Development Canada (now PACIFICAN), Ocean Networks Canada, Association of British Columbia Marine Industries, Babcock, and BC Ferries.

COAST will support entrepreneurial ecosystem development through partnership networks, market research, and facilitation of access to pooled resources, infrastructure, programs, and events for SMEs. At full scale, COAST will comprise:

- An industry and commercialization-oriented innovation cluster, to foster collaboration and the sharing of capacity, skills, and research and development (R&D).
- 2. **Shared facilities, services, and equipment** for ocean enterprises, including on-water testing facilities and shared infrastructure.
- 3. **Business Scale-Up** services, including supply chain network, incubator/accelerator, and capital programs.

The ongoing three-year project plan focuses on securing core facilities and venture capital funding, creating an operational structure and governance, obtaining funding, and completing early projects.

Early Federal funding is crucial to de-risking and incentivizing maximal private sector participation in COAST by national and global companies.

**Contact**: Emilie De Rosenroll, Startup CEO - ederosenroll@southislandprosperity.ca

## **First Corporate Innovation Project**

COAST, Babcock Canada, BC Ferries, SNEKE
Center, Ocean Frontier Institute, and Ocean
Startup Project are co-developing remote
operated underwater inspection technology for
vessel condition assessment (e.g., rapid
corrosion identification).

## **Near-Term Outcomes**

By 2025, COAST will help create at least **150** new high-paying Canadian jobs, start **10** new Indigenous-led enterprises, and help secure business for at least **10** start-ups.

COAST will support Federal innovation and climate goals, including the **Blue Economy Strategy**, the Oceans Protection Plan, industrial decarbonization, clean growth, **Net-Zero by 2050**, and post-pandemic jobs.

## **Long-Term Outcomes**

By 2030, COAST aims to:

- Attract 500+ members and establish a colocation space for 100 companies, including providing support staff, a business incubator/accelerator, and onwater testing sites.
- Create 1,500 new, high-paying blue economy jobs in Pacific Canada.
- 3. Help 50 established Canadian companies achieve new growth in the blue economy.
- 4. Incubate 50 new blue economy start-ups and scale-ups in Pacific Canada and accelerate 200 start-ups globally.

## **Project Strengths**

- Unique, ideal environment for ocean R&D.
- Proximity to industry and government: 75% of BC's marine science and tech firms are on Vancouver Island, along with the RCN, RCAF, CCG, NRC, TC, DFO, and CBSA.
- Indigenous leadership: Meaningful inclusion of coastal First Nations and Indigenous SMEs.



#### Overview

The Indigenous Prosperity Centre (IPC) has been created to support Indigenous interests and enhance economic reconciliation and resilience in Southern Vancouver Island and B.C. The IPC is committed to the self-directed economic vision of First Nations and Indigenous Peoples on Southern Vancouver Island and throughout British Columbia. In doing so, the Indigenous-led IPC strengthens the entire economic ecosystem — because a truly successful economy is an inclusive economy.

## The IPC will support:

- → Indigenous Economic Capacity: Providing access to shared services, facilities, entrepreneurship and business support for Indigenous-identified economic priorities such as the Blue Economy.
- → Entrepreneurship and Workforce Development: Providing access to specialized training and microcredentials to expand access to meaningful, household-sustaining opportunities for Indigenous people.
- → Learning and Partnerships: Providing an open environment for learning and assisting First Nation communities to pursue equitable, values-driven economic development partnerships.
- → **Knowledge-Sharing:** Fostering knowledge exchange and the sharing of wise practices among First Nations, economic development practitioners and Indigenous entrepreneurs with respect to economic development opportunities like the Blue Economy.

## 4 Impact Areas

- 1) **Ocean Entrepreneurship** support Indigenous start-ups and innovation within "blue economy"
- 2) **Participatory Research & Experiential Learning** post-secondary partnerships, applied research, governance, experiential learning, emphasis on the value of reciprocity
- 3) Rapid Skilling and Microcredentials promote flexible and fast training and upskilling opportunities for Indigenous peoples
- 4) Indigenous Procurement Readiness understand Indigenous economic priorities, identify opportunities, develop partnerships, address capacity gaps and promote Government and Indigenous procurement readiness



## **IPC Working Group**

- Christina Clarke, Corporate Executive Officer, Songhees Development Corporation; Chair, Rising Economy Taskforce Indigenous Economy Committee
- Dr. Susanne Thiessen, Assistant Professor, Indigenous Community Development, University of Victoria; Board Director, South Island Prosperity Partnership
- Ron Rice, Executive Director, Victoria Native Friendship Centre
- Kear Porttris, Director, Indigenous Relations, QM Environmental; Board Director, South Island Prosperity Partnership
- Eva Shaffer, SNEKE Centre Marine Team, T'Sou-ke First Nation
- Carol Anne Hilton, CEO Indigenomics Institute (special advisor)

## **Current Activities**

- Convene a 2 day in person Indigenous Economy Summit to share learnings and continue discussion and visioning for the IPC and the Indigenous economy more broadly (Jan 2023)
- With the Ocean Startup Project, launch the Indigenous Ocean Ecosystem Navigator Project to increase access to blue economy opportunities across Canada (present -2023)
- Collaborate with Procurement Assistance Canada (PAC) on a Strategic Partnership Initiative (SPI) to develop a federal Indigenous procurement initiative for the south island that seeks to increase equitable participation in federal procurement opportunities. (Oct 2023-2026, tbd)
- Initiate an Indigenous IP study with support from Canada's Innovation Asset Collective (IAC) to explore systemic barriers within the ocean innovation sector, and make recommendations to remove barriers to scale-up and productivity enhancement and IP strategies and policies.(tbd)
- Launch a listening & learning tour to continue engagement with First Nations and Indigenous organizations to deepen relationship building and understanding of economic goals and vision. (continuous)
- Host virtual talks focused on the Blue Indigenous Economy featuring entrepreneurs, community leaders and thought leaders from across BC and Canada (continuous)



## **Meeting Note**

CLIFF: 160260

TITLE: Corporate Call - Port of Everett

## **WHO:** Province of British Columbia

- Minister Ravi Kahlon, Minister of Jobs, Economic Recovery and Innovation
- 2. Deputy Minister Bobbi Plecas, Ministry of Jobs, Economic Recovery and Innovation
- 3. Gerri Sinclair, Innovation Commissioner at Government of British Columbia
- 4. Ravi Parmar, Senior Ministerial Advisor to the Minister of Jobs, Economic Recovery and Innovation
- 5. William Fox, Managing Director, B.C. Trade and Investment Office, U.S.
- 6. Nicolas Santo, Director, B.C. Trade and Investment Office, U.S.

#### Other party

1. Glen Bachman, Commissioner, Port of Everett

**WHEN:** Monday, September 12, 2022 | 8:45 a.m.

WHERE: Location: The Boardroom, 2nd Floor - Semiahmoo Resort 9565 Semiahmoo

Parkway, Blaine, WA

#### WHY:

 Explore how the port is contributing to maritime development in Everett and discuss partnership and collaboration opportunities with B.C.

**GIFT:** No

## ISSUE/DISCUSSION:

- The Port of Everett is a public seaport authority located on Port Gardner Bay in Everett, Washington, United States. Founded in 1918, it operates a small cargo terminal, a public marina, waterfront real estate, and public recreational lands.
- The Port of Everett is the third-largest container port in the state of Washington, behind Tacoma and Seattle.
- Port activities support more than 40,000 jobs in the surrounding community and contributes \$433 million in state and local taxes.

#### **KEY MESSAGES AND DISCUSSION QUESTIONS:**

Page | 1



- B.C.'s strategic geographic location as a gateway to the Pacific has led to us to providing easy, fast, and reliable access to world markets.
- B.C. is home to Canada's largest port, the Port of Vancouver, and can handle the most diversified range of cargo in North America. Our Port of Prince Rupert is the deepest natural harbour in North America and is ice-free year-round.
- How does Port of Everett balance investments that contributes to the region's economy, while managing its carbon footprint and protecting the communities?

#### BACKGROUND:

- The Port operates three lines of business: international shipping terminals; marina facilities; and real estate development.
- Ambitious redevelopment began in 2006 to convert the north-end of the waterfront into a community of maritime businesses, retail shops and condominiums, beginning with the Port of Everett's Port Gardner Wharf.
- The port's renovated South Terminal was opened in April 2021, featuring a set of 214foot cranes and a new dock.
- The port also operates a boat launch, and it serves a ferry to Jetty Island. Jetty is an artificial island that was originally constructed in 1895 to help create an easier navigating experience for commercial ships.
- The Port Commission is responsible for setting the policy of the district for both internal and external matters and providing advice for their implementation. The Commission hires an Executive Director to carry out its policies.
- The Port of Vancouver is the largest port in Canada and the fourth largest in North America by tonnes of cargo, facilitating trade between Canada and more than 170 world economies.

## **CONTACTS:**

William Fox Managing Director, B.C. Trade and Investment Office, U.S. Phone:s.17 Email: 1

Nicolas Santo Director, B.C. Trade and Investment Office, U.S. Phones.17 Email:

## **ATTACHMENTS:**

1. Biography



#### Attachment 1:

# Biography of Glen Bachman Commissioner at Port of Everett



Commissioner Glen Bachman was elected in 2013, following his appointment that year to replace a former commissioner, and then re-elected to serve District 3 in 2019.

Bachman, CRX/CSM/CPM/RPA, draws on more than 30 years of retail and asset management experience as General Manager of Everett Mall, 24 years of which have been with Kemper Development as Vice president of Operations & administration for Bellevue Square, Lincoln square and Bellevue Properties. His responsibilities include lease administration, assembly and the administration of the operating budget, including capital expense projects, contract negotiation and administration.

Prior to his time with Kemper Development, Bachman has experience as GM and regional operations at Frederick & Nelson department stores. Bachman has a BA in Marketing from Eastern Washington University, with continued studies in asset management. He is a current member of the ICSC, a Board Member of the Washington Retail Association, and a member of the ICSC Government & Public Policy Committee. He is a past ICSC Western Regional Government Relations Chair, past Western Washington IREM President. He is the Designated Broker for Steadfast Properties in Washington, and is on the executive board of the Puget Sound Regional Council.



## **Meeting Note**

CLIFF: 160259

TITLE: Meeting with Northwest Innovation Resource Center

**WHO:** Province of British Columbia

1. Minister Ravi Kahlon, Minister of Jobs, Economic Recovery and

Innovation

2. Deputy Minister Bobbi Plecas, Ministry of Jobs, Economic

Recovery and Innovation

3. Gerri Sinclair, Innovation Commissioner at Government of British

Columbia

4. Ravi Parmar, Senior Ministerial Advisor to the Minister of Jobs, Economic

**Recovery and Innovation** 

5. William Fox, Managing Director, B.C. Trade and Investment Office, U.S.

6. Nicolas Santo, Director, B.C. Trade and Investment Office, U.S.

Northwest Innovation Resource Center

1. Diane Kamionka, Executive Director

**WHEN:** Monday, September 12, 2022 | 9:45 a.m. – 10:30 a.m.

WHERE: Meeting Room: The Boardroom (located on the second floor but can be

accessed through the lobby as it is the first room atop the grand staircase)

Semiahmoo Resort, 9565 Semiahmoo Pkwy, Blaine, WA

## WHY:

 Learn about Northwest Innovation Resource Center programs and services and explore opportunities to work together on areas of mutual interest such as agritech, technology, and marine.

**GIFT:** No

## **ISSUE/DISCUSSION:**

s.16; s.17



s.16; s.17

#### **KEY MESSAGES AND DISCUSSION QUESTIONS:**

- Where do you see opportunities for B.C. and Northwest WA entrepreneurs to work together?
- How can government support entrepreneurs and innovators throughout the Cascadia Corridor? Are there specific actions you see that would be beneficial?

#### **BACKGROUND:**

- Started in 2011, the NW Innovation Resource Center was formed by a group of business leaders. The Center assists entrepreneurs to create, build and grow innovative businesses that strengthen the economic diversity of NW Washington.
- NW Washington is home to a diverse set of industries. From maritime to agriculture, technology and manufacturing.
- The Center is focused on helping entrepreneurs from Whatcom, Skagit, San Juan, Island and Snohomish counties to find the resources and support they need to build their businesses.
- Programs and services offered by the Center include workshops, incubators, accelerator cohorts, and one-on-one advising. Specific programs include:
  - The NW Innovation Lab or "TheLab": provides co-working and incubator space for entrepreneurs of all industries and will provide access to services and education resources. There are two locations, in Everett and in Arlington, WA.
  - o <u>Just-in-Time Mentorship™:</u> designed to match subject matter experts with entrepreneurs and inventors to fulfill those specific needed skill sets at the crucial time they need it in their business development.
  - o <u>Investment and Funding:</u> the center works to connect companies with investors.
  - Slingshot NW: exists to help inventors and entrepreneurs from the Pacific Northwest launch their products into the global marketplace.

#### SPEAKING NOTES: No.

#### CONTACT:

Nicolas Santo Director, B.C. Trade and Investment Office, U.S. Phone:s.17 Email: |

# **ATTACHMENTS:**

1. Biography



#### Attachment 1:

# **Biography of Diane Kamionka**



Diane has a strong background in general management of both large corporate growth and the entrepreneurial start-up arena. In 1987, she founded Cintech Solutions in Ohio and served as the President & CEO. Since relocating to Washington, Diane has been working to facilitate entrepreneurial activities and support. She facilitated the establishment of the NW Agriculture Business Center to support development of value-add agriculture product businesses in a five-county area in northwest Washington and was instrumental in the creation of the NW Innovation Resource Center.





strategic business planning for new ventures, acquisitions, and partnerships. Joe has founded and successfully exited two software-based start-up companies with liquidity events. His professional experience includes C level management, law, international marketing and system engineering. Prior to relocating to the Pacific Northwest, Joe was a Managing Director at RPX Group, LLC in Chicago which specialized in advising universities and research labs in commercializing new ventures. Joe obtained a Juris Doctor degree from Suffolk University Law School and a B.S. in Electrical Engineering from University of Massachusetts Amherst.



# **Meeting Note**

CLIFF: 160261

TITLE: Corporate Call - Port of Seattle

# **WHO:** Province of British Columbia

- Minister Ravi Kahlon, Minister of Jobs, Economic Recovery and Innovation
- 2. Deputy Minister Bobbi Plecas, Ministry of Jobs, Economic Recovery and Innovation
- 3. Gerri Sinclair, Innovation Commissioner at Government of British Columbia
- 4. Ravi Parmar, Senior Ministerial Advisor to the Minister of Jobs, Economic Recovery and Innovation
- 5. William Fox, Managing Director, B.C. Trade and Investment Office, U.S.
- 6. Nicolas Santo, Director, B.C. Trade and Investment Office, U.S.

#### Other party

- 1. Stephen Metruck, Executive Director
- 2. Stephanie Jones Stebbins, Managing Director, Maritime
- 3. Sandy Kilroy, Environment and Sustainability Director
- 4. Eric Schinfeld, Senior Manager, Federal and International Government Relations

**WHEN:** Monday, September 12, 2022 | 2:15pm-2:45 pm

**WHERE:** The Boardroom, 2nd Floor - Semiahmoo Resort 9565 Semiahmoo Parkway,

Blaine, WA

#### WHY:

• Deepen understanding of Port of Seattle's contributions to the growth of the Washington State economy and explore regional collaboration opportunities around sustainable economic growth.

**GIFT:** No

#### ISSUE/DISCUSSION:

• In May 2022, the Ports of Vancouver, Seattle and the Borough of Juneau, Alaska announced together with leading cruise lines announced the "First Mover Commitment," which will explore the feasibility of creating a green corridor in the Pacific Northwest. The goal is to accelerate the deployment of zero-emission ships between Alaska, B.C. and Washington, making the region's cruise ship waterways a "test

Page | 1



- bed" for zero-emissions technology for propelling vessels and for other uses in the shipping sector.
- With a portfolio of properties ranging from parks and waterfront real estate, to one of
  the largest airports and container terminals on the West Coast, the Port of Seattle is one
  of the Pacific Northwest's leading economic engines.
- Port of Seattle's mission is to promote economic opportunities and quality of life in the region by advancing trade, travel, commerce and job creation in an equitable, accountable and environmentally responsible manner.

#### **KEY MESSAGES AND DISCUSSION QUESTIONS:**

- B.C.'s strategic geographic location as a gateway to the Pacific has led to us to providing easy, fast, and reliable access to world markets.
- B.C. is home to Canada's largest port, the Port of Vancouver, and can handle the most diversified range of cargo in North America. Our Port of Prince Rupert is the deepest natural harbour in North America and is ice-free year-round.
- How does Port of Seattle balance economic impetus to create more jobs and livelihoods with environmental stewardship?
- An important strategy in our economic plan is developing a long-term provincial shipbuilding strategy to ensure continued growth and jobs. Do you see collaboration opportunities?

# **BACKGROUND:**

- Founded in 1911, the Port of Seattle is a government agency overseeing the seaport and airport of Seattle, Washington, United States.
- The Port of Seattle is managed by a five-member Port Commission who are elected by the voters of King County and serve four-year terms. The Commissioners govern the Port, lead all inter-governmental functions, and oversee the Executive Director.
- The Port's vision is to add 100,000 jobs through economic growth led by the Port, for a total of 300,000 Port-related jobs in the region, while reducing environmental footprint.
- In 2012, Port of Seattle adopted the "Century Agenda", the Port's strategic plan, to mark its 100-year anniversary. The Century Agenda has 6 goals:
  - Position the Puget Sound region as a premier international logistics hub
  - Advance this region as a leading tourism destination and business gateway
  - Responsibly Invest in the Economic Growth of the Region and all its Communities
  - Be the greenest and most energy-efficient port in North America
  - o Become a Model for Equity, Diversity and Inclusion
  - Be a Highly Effective Public Agency
- The port has many environmental programs, including shore power for cruise ships and a plan to clean up the Lower Duwamish Waterway (in partnership with Boeing, King County, and the City of Seattle). However, increased container and cruise traffic and the new runway as the airport have increased community concerns.
- In 2008, the Northwest Ports Clean Air Strategy (NWPCAS) was jointly adopted by the ports of Seattle, Tacoma, and Vancouver, to voluntarily reduce seaport-related



- emissions that contribute to air pollution and climate change in the shared Puget Sound-Georgia Basin Airshed.
- The NWPCAS was the first international strategy of its kind in the Port community. The Strategy sought to encourage environmental action above competition and created a means for the four Northwest Ports to work collectively and voluntarily to reduce air pollution.
- The Port of Vancouver is the largest port in Canada and the fourth largest in North America by tonnes of cargo, facilitating trade between Canada and more than 170 world economies.

#### CONTACTS:

William Fox Managing Director, B.C. Trade and Investment Office, U.S. Phones.17 Email:

Nicolas Santo Director, B.C. Trade and Investment Office, U.S. Phone:s.17 Email: 1

#### **ATTACHMENTS:**

1. Biography



#### Attachment 1:

# **Biography of Stephen Metruck**

#### **Executive Director**



As Executive Director of the Port of Seattle, Steve Metruck leads a county-wide special purpose government responsible for providing world-class trade, travel, and logistics services to one of the nation's most dynamic and fastest growing regions. The Port manages operations for Seattle-Tacoma International Airport (SEA) — one of the nation's busiest passenger airports — as well as cruise, commercial fishing, grain terminals, recreational marinas, and other real estate activities.

Metruck came to the Port of Seattle following a 34-year career with the U.S. Coast Guard, retiring as a Rear Admiral. He has experience across a diverse range of operations and executive-level assignments on both coasts, the Great Lakes, and the Gulf of Mexico. As the Chief Financial Officer for the Coast Guard, Metruck was responsible for all Coast Guard financial management and execution of the service's \$10 billion annual appropriation. As Commander of the Fifth District in Portsmouth, Virginia, he had overall responsibility for the full range of U.S. Coast Guard missions carried out from central New Jersey to North Carolina.

# Biography of Stephanie Jones Stebbins Managing Director, Maritime





Stephanie Jones Stebbins is a seasoned leader with extensive experience in developing innovative business approaches to create financial success along with community and environmental sustainability. In the role of Managing Director of Maritime, Jones Stebbins is responsible for directing the strategic and daily operations of Cruise Operations, Fishing and Commercial Operations, Grain, Recreational Boating, Industrial Properties, Seaport Capital Programs, and Marine Maintenance.

As a Port of Seattle employee for more than 22 years, Jones Stebbins has deep experience across both policy and operational issues in the Maritime Industry. Jones Stebbins spent three years in the Peace Corps and overseas consulting and 6 years working in Teton County Wyoming prior to joining the Port.

# Biography of Sandy Kilroy Environment and Sustainability Director



Sandra Kilroy most recently served as the Port's Senior Director Engineering, Environment, and Sustainability for the Maritime Division where she was involved with the shepherding of the Northwest Ports Clean Air Strategy, a ground-breaking agreement between the Ports of Seattle, Tacoma, and Vancouver Fraser Port Authority BC, which commits the three ports to go carbon neutral by 2050.



# Biography of Eric Schinfeld

# Senior Manager, Federal and International Government Relations



Eric Schinfeld is a Senior Manager of Federal and International Government Relations at the Port of Seattle since October 2016. Prior to this he worked at the Seattle Metropolitan Chamber of Commerce.



# **Meeting/Event Note**

CLIFF: 160257

TITLE: Meeting with Boeing

# WHO: Province of British Columbia

- Minister Ravi Kahlon, Minister of Jobs, Economic Recovery and Innovation
- 2. Deputy Minister Bobbi Plecas, Ministry of Jobs, Economic Recovery and Innovation
- 3. Gerri Sinclair, Innovation Commissioner at Government of British Columbia
- 4. Ravi Parmar, Senior Ministerial Advisor to the Minister of Jobs, Economic Recovery and Innovation
- 5. William Fox, Managing Director, B.C. Trade and Investment Office, U.S.
- 6. Nicolas Santo, Director, B.C. Trade and Investment Office, U.S.

#### **Boeing**

1. Steve Shestag, Director of Environment, Boeing

**WHEN:** Monday, September 12, 2022 | 3:00 p.m. - 3:30 p.m.

WHERE: Location: The Boardroom, 2nd Floor - Semiahmoo Resort 9565 Semiahmoo

Parkway, Blaine, WA

### WHY:

- Discuss Boeing's current presence in Vancouver, explore potential supply chain and R&D expansion opportunities.
- Learn more about Boeing's goal to advance Digital Aviation. An opportunity to highlight alignment with B.C.'s digital technology ecosystem and government's priorities in supporting innovation and emerging cutting-edge technology.
- Discuss shared priorities on ESG and sustainability.
- Discuss opportunities around production of sustainable aviation fuels in BC

GIFT: No.



# **ISSUE/DISCUSSION:**

 Boeing was an unsuccessful proponent under Government of Canada Future Fighter procurement, with the contract going to Lockheed-Martin. s.17 s.17

•

- Boeing has an expressed interest in working with companies that consider ESG a priority. This meeting is an opportunity to discuss synergies.
- The Digital Aviation Records System ("DARS") project, a unique collaboration that has
  received 10 million from the Canadian Digital Technology Supercluster. DARS has the
  potential to transform the aviation industry, creating a new digital aircraft records
  platform aimed at significantly improving efficiency and potentially saving the sector up
  to \$3.5 billion a year.

# **KEY MESSAGES AND DISCUSSION QUESTIONS:**

- We appreciate Boeing's investments in B.C.
- Reiterate B.C.'s interest in the success of Boeing and highlight alignment with the broader B.C. digital technology ecosystem in AI, Quantum, and Analytics and government priorities in this regard.
- How can we further support Boeing's goals to advance corporate Digital Aviation priorities and to lead the global aviation industry in this area from B.C.?
- How much of Boeing's Industrial and Technology Benefit (ITB) obligations can be foreseeable in BC? Do you see any further opportunities that we could leverage from the Cascadia Innovation Corridor that could be of mutual benefit to Boeing and B.C.?
- The Province is developing a B.C. Industrial and Manufacturing Strategy that will support greener, more innovative and value-added manufacturing across the province. In what key areas could B.C. be aligned with Boeing aerospace manufacturing?

#### **BACKGROUND:**

- Based in Washington State as a leading global aerospace company, Boeing (International) develops, manufactures, and services commercial airplanes, defense products and space systems for customers in more than 150 countries.
- Boeing Vancouver is a leading software provider serving the entire company's digital aviation and data analysis needs.
- Boeing Vancouver has experienced notable growth over the past twenty years and is now one of the largest data science groups in Vancouver, and in the global Boeing organization.
- Boeing International has been undergoing significant changes, scaling down production in Everett, WA, and consolidating operations to their South Carolina plant.



Manufacturing production changes could provide opportunities for lower-tiered smaller suppliers in B.C.

• DARS is a collaboration between Boeing, UK-based Trust Flight, Victoria-based RaceRocks and UBC under Canada's Digital Supercluster in Vancouver.

**SPEAKING NOTES: No.** 

#### **CONTACTS:**

William Fox Managing Director, B.C. Trade and Investment Office, U.S. Phones.17 Email:

Nicolas Santo Director, B.C. Trade and Investment Office, U.S. Phones.17 Email:

### **ATTACHMENTS:**

1. Biography



#### Attachment 1:





Steve Shestag is the Director of Environment for The Boeing Company. He is responsible for leading the development of companywide strategy and policy that shapes the environmental performance of Boeing's global operations, products and services, as well as environmental compliance and remediation commitments.

Shestag has over 30 years of experience in environmental policy, compliance, cleanup and restoration work. He also extensive experience in geotechnical studies, stormwater management, water supply and program management. Shestag has also led a variety of restoration projects, including riparian habitat, pollinator habitat and fishery habitat projects several of which have been recognized with awards from EPA and NOAA.

In his 20+ years at Boeing, Steve has enjoyed working with diverse groups of stakeholders to find practical and timely solutions that improve the environment and reduce risks. He is proud to serve on the Board of Directors for Pollinator Partnership.



# **Background Note**

**CLIFF:** 160206

TITLE: British Columbia/United States Trade and Softwood Lumber

Dispute

**ISSUE:** Recent developments in the softwood lumber dispute with the U.S.

#### BACKGROUND:

- Canadian softwood lumber exports to the U.S. have been subject to countervailing and antidumping duties, which were initially 20.23%, but are presently set at 8.59% for most B.C companies following the third Administrative Review published on August 4, 2022.
- Duties collected by the U.S. during the current dispute on lumber shipment from B.C. are estimated to have been \$3 billion as of the end of April 2022. Canada continues to pursue challenges of these U.S. decisions through dispute settlement processes of the World Trade Organization (WTO), the North American Free Trade Agreement (NAFTA) and, as of December 22, 2021, the Canada-U.S.-Mexico Agreement (CUSMA).
- While Canada has had some successes with the above dispute settlement panels, further progress in the dispute through litigation has been halted because the U.S. continues to block the appointment of new WTO Appellate Body members and has failed to appoint appropriate panellists to the remaining NAFTA panel processes.

## **DISCUSSION:**

- Resolving the softwood lumber dispute is B.C.'s number one trade priority. Despite the
  lowering of the duties following the third Administrative Review in which the U.S.
  Department of Commerce found lower rates of alleged dumping, on August 29, 2022,
  Canada announced that it would also challenge this review under CUSMA. The
  December 2021 CUSMA challenge is for the second Administrative Review.
- As part of the challenge to the U.S. softwood lumber duties under the CUSMA, a
  binational panel will be established and tasked with determining whether the duty rates
  in question were reached in a manner consistent with U.S. law.
- Canada's International Trade, Export Promotion, Small Business and Economic
   Development Minister Ng noted that "Canada will always defend its softwood lumber

Page | 1



industry, the workers and the communities it supports. Taking legal action under the CUSMA represents another step in its ongoing defence of its forestry sector."

# **ATTACHMENTS:**

# **CONTACT:**

Regan Khan

Senior Manager, Trade and International Development Division

Phone: 778 698 8786

Email: regan.khan@gov.bc.ca

# WASHINGTON STATE PROFILE

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TOTAL AREA: 184,661 sq. km (2010)1

**POPULATION:** 7,738,692 (2021)

**GDP (CHAINED US\$ MILLIONS):** \$568,302.8 (2021)

**GDP GROWTH RATE (%):** -3.3% (2022)<sup>2</sup>

2022 PROJECTED REAL GDP (% CHANGE): 2.5%3

**UNEMPLOYMENT (%):** 3.9% (May 2022)

**CONSUL GENERAL OF CANADA IN SEATTLE: MIA YEN** 

# Top 5 B.C. Origin Exports to Washington, 2021 (Cdn \$Millions)

Liquefied petroleum or hydrocarbon gases (including natural gas): \$3,600.4<sup>4</sup>

Lumber, of a thickness exceeding 6 mm: \$1,116.9

• Rendered fats of bovine animals, sheep, or goats: \$283.2

• Ferrous waste and scrap; remelting scrap ingots of iron or steel: \$265.1

Veneer, plywood sheets: \$214.9

Foreign Direct Investment (FDI) between January 2017 and December 2021					
Source State Projects Capex Companies					
Washington 22 4,825.4 12					

Source: © fDi Markets, from the Financial Times Ltd 2022. Data subject to terms and conditions of use

#### **B.C./Canada-Washington Relations**

B.C. has strong ties to the United States at both the federal and state level. Canada and the United States are both signatories to trade agreements such as the Canada-US-Mexico Agreement (CUSMA) and members of security and military alliances such as Five Eyes and the North Atlantic Treaty Organization. B.C. is a member of several organizations to which various western states also belong, including the Pacific Coast Collaborative and Pacific Northwest Economic Region. There have been several Premier-Governor MOUs that have been signed over the years. In 2018, Governor Jay Inslee and Premier John Horgan signed an MOU "to act jointly to grow the region's innovation economy, protect the environment and combat climate change, promote trade, and

<sup>1</sup> www.census.gov

<sup>&</sup>lt;sup>2</sup> https://www.bea.gov/sites/default/files/2022-06/qgdpstate0622.pdf

<sup>&</sup>lt;sup>3</sup> https://erfc.wa.gov/sites/default/files/public/documents/publications/jun22pub.pdf

<sup>&</sup>lt;sup>4</sup> BC Stats

- improve transportation connectivity." Most recently, 2021, Governor Jay Inslee, Governor Kate Brown, and Premier John Horgan signed an MOU "to establish ultra-high-speed transportation as a priority in the region."
- B.C.'s goods exports to Washington State were valued at roughly \$9 billion in 2021.
   Natural gas (\$3.6 billion) and lumber (\$1.1 billion) accounted for about half of B.C.'s exports with agri-foods, pulp and paper and other natural resources comprising the remaining exports.
- B.C. is also invested in maintaining a strong trade relationship with Washington, particularly through the ratification and implementation of the CUSMA and resolution of the softwood lumber dispute.
- B.C. shares a strong emphasis on environmental sustainability with various American
  jurisdictions, including Washington State. These include the importance of clean and
  inclusive economic growth for our respective citizens, families, and communities, as well
  as conservation efforts.

#### **Recent Developments**

- On November 8, 2022, Washington State is holding a special election for secretary of state. The two running candidates are Steve Hobbs (Democratic Party) and Julie Anderson (Independent).
- Steve Hobbs is the current Washington Secretary of State. He served in the U.S. Army for over 32 years and is currently rank as a lieutenant colonel.
- Julie Anderson advanced from the special primary on August 2, 2022, making her one of the two candidates running for secretary of state. She is affiliated with a number of organizations, such as the Washington State Bar Association and Washington State Office of Secretary of State.

# Washington Icebreakers

- This year the Seattle Sounders won the Concachampions. It's the first time an MLS team won this regional tournament. The Sounders qualified to the FIFA Clubs World Cup, also marking a first for an American team.
- Washington State is full of surprises. For example, Mario, the famous Nintendo character, was named after Mario Segale, the landlord of the warehouse Nintendo rented in Tukwila, a city located south of Seattle. This fact shows how much Washington has to offer.
- Megan Rapinoe, the US soccer icon, plays for OI Reign in Seattle. Between the Sounders titles and Rapinoe's celebrity, we can say that Washington is the US capital of soccer. Not to mention that both Seattle (and Vancouver) will host games of the 2026 World Cup.

<sup>&</sup>lt;sup>5</sup> https://news.gov.bc.ca/releases/2018PREM0126-001970

<sup>6</sup> https://www.governor.wa.gov/news-media/cascadia-innovation-corridor-conference-focuses-open-borders-sustainability

# Cascadia 2050 Vision: Moving to Climate Action Event Schedule

# Mon, Sep 12, 2022

12:00 PM

#### Conference Check-In and Lunch

② 12:00 PM - 1:00 PM, Sep 12

Semiahmoo Ballroom

Sponsored By:



Boeing



University of Washington

1:00 PM

#### Welcome Remarks

② 1:00 PM - 1:20 PM, Sep 12

Semiahmoo Ballroom

Speakers

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**Christine Gregoire** 

CEO

Challenge Seattle

#### Greg D'Avignon

President & CEO

Business Council of British Columbia



## **Henry Cagey**

Councilmember Lummi Nation

1:20 PM

#### **Keynote: Fireside Chat**

② 1:20 PM - 2:10 PM, Sep 12

Semiahmoo Ballroom

Speakers

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Copyright

#### **Bill Gates**

Co-Chair

Bill & Melinda Gates Foundation

#### 2:10 PM

## Presentation: Economic Impacts of Climate Change

② 2:10 PM - 2:40 PM, Sep 12

Speaker



#### **Bob Keefe**

Executive Director

#### 2:40 PM

# **Break and Networking**

② 2:40 PM - 3:00 PM, Sep 12

Coffee and light refreshments will be available in the pre-function space outside of the Semiahmoo Ballroom.

#### Sponsored By:



Port of Seattle



Costco



Washington State Department of Commerce

#### 3:00 PM

# Presentation: Driving Climate Action in Cascadia through Public-Private Partnerships

② 3:00 PM - 3:40 PM, Sep 12

Semiahmoo Ballroom

#### **♥** Speakers

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# Charlie Davis

Managing Director & Partner Boston Consulting Group

# Sean Mathewson

Managing Director & Partner Boston Consulting Group

#### 3:40 PM

#### Panel: Climate Action at Cascadia's Ports

② 3:40 PM - 4:20 PM, Sep 12

Semiahmoo Ballroom

#### **♥** Speakers

Copyright

#### **Steve Metruck**

Executive Director Port of Seattle

#### **Curtis Robinhold**

Executive Director Port of Portland

#### Tamara Vrooman

President & CEO

Vancouver Airport Authority

#### Moderator



#### Ann Ardizzone

Vice President of Supply Chain Alaska Airlines

#### 4:20 PM

# Panel: Ultra-High-Speed Ground Transportation

② 4:20 PM - 4:55 PM, Sep 12

Semiahmoo Ballroom

#### **♥** Speakers

Copyright

#### Jill Boudreau

Mayor

City of Mount Vernon

#### Alex Hudson

Executive Director Transportation Choices

#### Mark L. Riker

**Executive Secretary** 

Washington State Building and Construction Trades Council

#### Moderator

Copyright

#### **Lynn Peterson**

Council President

Metro

#### 4:55 PM

# **Day 1 Closing Remarks**

② 4:55 PM - 5:00 PM, Sep 12

Semiahmoo Ballroom

**♥** Speakers

Copyright

**Christine Gregoire** 

CEO

Challenge Seattle

Copyright

Greg D'Avignon

President & CEO

Business Council of British Columbia



#### Ravi Kahlon

Minister

Jobs, Economic Recovery and Innovation

5:00 PM

#### **Break with Time to Check into Rooms**

② 5:00 PM - 6:00 PM, Sep 12

5:30 PM

#### Speaker and Sponsor Thank You Reception

② 5:30 PM - 6:00 PM, Sep 12

**♥** STARS

6:00 PM

# **Networking Reception**

② 6:00 PM - 7:00 PM, Sep 12

Semiahmoo Ballroom

Join us in the Semiahmoo Ballroom for a pre-dinner networking reception. Light refreshments will be served.

**₹** Speaker

Copyright

**Andrew Hoan** 

President & CEO

Portland Business Alliance

7:00 PM

#### Dinner with Keynote on Energy in the PNW

② 7:00 PM - 9:00 PM, Sep 12

▼ Tent Pavilion

**♥** Speaker

Copyright

Steve Wright

Retired Electric Utility Executive

Sponsored By:



Microsoft

Tue, Sep 13, 2022

7:00 AM

#### **Breakfast and Room Check-Out**

② 7:00 AM - 8:30 AM, Sep 13

**♥** STARS

Breakfast will be available in the STARS room.

Sponsored By:



# Deloitte. Deloitte

8:30 AM

#### Day 2 Welcome Remarks

② 8:30 AM - 8:50 AM, Sep 13

Semiahmoo Ballroom

**♥** Speakers

Copyright

**Christine Gregoire** 

CEC

Challenge Seattle

Greg D'Avignon

President & CEO

Business Council of British Columbia

8:50 AM

# **Keynote: Climate and International Security**

② 8:50 AM - 9:30 AM, Sep 13

Semiahmoo Ballroom

**♥** Speaker

Copyright

Sherri Goodman

Senior Fellow

Wilson Center and Center for Climate and Security

9:30 AM

# **Panel: Corporate Climate Leaders**

② 9:30 AM - 10:20 AM, Sep 13

**♥** Speakers

Copyright

Lucas Joppa

Chief Environmental Officer

Microsoft

**Steve Shestag** 

Director of Environment

Boeing

#### Moderator

Copyright

#### Yemi Adefulu

Deputy Executive Director B.C. Center for Innovation & Clean Energy

#### 10:20 AM

#### **Break and Networking**

② 10:20 AM - 10:35 AM, Sep 13

Coffee and light refreshments will be available in the pre-function space outside of the Semiahmoo Ballroom.

# Sponsored By:



Government of British Columbia



**Hudson Pacific Properties** 



T-Mobile

#### 10:35 AM

# Presentation: Climate Change's Impact on Indigenous Communities and Partnership Going Forward

② 10:35 AM - 11:00 AM, Sep 13

Semiahmoo Ballroom

#### **♥** Speaker

Copyright

#### **Chief Ian Campbell**

Hereditary Chief Squamish Nation

#### Moderator

Copyright

#### Greg D'Avignon

President & CEO

Business Council of British Columbia

#### 11:00 AM

#### **Keynote (Speakers Virtual)**

② 11:00 AM - 11:50 AM, Sep 13

Semiahmoo Ballroom

#### **♥** Speakers

Copyright

#### Jay Inslee

Governor

State of Washington

#### Kate Brown

Governor

State of Oregon

#### John Horgan

Premier

British Columbia

#### **Gavin Newsom**

Governor

State of California

#### **™** Moderator

Copyright

#### **Rachel Smith**

President & CEO

Seattle Metropolitan Chamber of Commerce

#### 11:50 AM

#### **Closing Remarks**

② 11:50 AM - 12:00 PM, Sep 13

#### **♥** Speakers

Copyright

## **Christine Gregoire**

CEO

Challenge Seattle

#### Greg D'Avignon

President & CEO

Business Council of British Columbia

#### 12:30 PM

#### **Community Celebration at Peace Arch Park**

② 12:30 PM - 3:00 PM, Sep 13

Peace Arch State Park

For all those interested, we welcome you to join us at Peace Arch Park after the conference for a community celebration. Lunch will be served. Additional information forthcoming.

# **LIST OF CASCADIA ATTENDEES**

	Name	Company	Title	City
1	Ellen Abrams	Boston Consulting Group	Consultant	Seattle
2	Yemi Adefulu	B.C. Center for Innovation & Clean Energy	Deputy Executive Director	Vancouver, British Columbia,
				Canada
3	Bahar Alipour	Boston Consulting Group	Consultant	Seattle
4	Marty Allard	Vancouver Harbour Flight Centre	General Manager	Vancouver
5	Ashton Allison	King County	Economic Development & Recovery Director	Seattle, WA
6	Ann Ardizzone	Alaska Airlines	Vice President of Supply Chain	Seattle, WA
7	Eric Artz	REI	CEO	1700 45th St. East, Sumner WA 98352
8	Elisa Au	Pacific Economic Development Canada	Senior Economic Policy Analyst	Vancouver, BC
9	Glen Bachman	Port of Everett	Commissioner	Everett, WA
	Brenda Bailey	Jobs Economic Recovery And Innovation	Parliamentary Secretary	Vancouver, BC
	Parm Bains	UBC	CEO-Westberry Farms	Vancouver
12	Todd Banks	Kenmore Air Harbor	President and CEO	Kenmore, Washington
13	Shannon Bard	University of British Columbia	Lead Climate Venture Studio EiR	Vancouver
_	Jennifer Bassett-Hales	Jacobs Engineering Group, Inc	Transportation Client Account Manager	Bellevue, WA
	Dominik Beckers	Northeastern University	Director of Strategic Partnership	Vancouver
16	Jason Beloso	Washington State Department of Transportation	Freight and Rail Planning Program Manager	Seattle, WA
17	Rob Berman	HDR	Washington Area Operations Manager, SVP	Bellevue, WA
18	Colleen O'Reilly Bernier			
19	Pierre Blais	Think Talent Inc in Canada & Think Talent LLC in the US	Principal Consultant	Vancouver
20	Max Blouw	The Research Universities' Council of BC	President	Victoria, BC
21	Jill Boudreau	Mayor	City of Mount Vernon	Mount Vernon, WA
22	Trevor Boudreau	Vancouver Airport Authority	Manager, Government Relations	Richmond, British Columbia
23	A Boungjaktha	Snohomish County Executive Office	Senior Advisor for Economic, Trade and Tourism	Everett, WA
24	Nicole Brassard	Global Public Affairs	Associate Vice President	Vancouver
25	Ginny Broadhurst	Salish Sea Institute at WWU	Director	Bellingham, WA
26	Jane Broom-Davidson	Microsoft Corporation	SR DIR, EDU POLICY & PS	Redmond, WA
27	Josh Brown	Puget Sound Regional Council	Executive Director	Seattle, Washington
28	Kate Brown	State of Oregon	Governor	Salem, Oregon, United States
29	Carol Ann Browne	Microsoft Corporation	GM, CHIEF OF STAFF & EXEC COMM	Redmond, WA
30	Silas Brownsey	Government of B.C. / Office of the Premier	Deputy Minister	620 Superior Street Victoria, BC V8V 1V2
31	Crystal Brubaker	Semiahmoo Resort, Golf and Spa	Senior Sales Manager	
32	Bryan Buggey	Vancouver Economic Commission	Director, Economic Transformation & Climate Action	Vancouver
33	Jeff Burlingame	425 Business magazine	Editor	Bellevue
34	Jane Burnes	Government of British Columbia		British Columbia, Canada
35	David Bursey	Bennett Jones LLP	Partner	Vancouver, BC
36	Jeremy Butzlaff	MTRWestern, LLC	President	Seattle, WA
37	Henry Cagey	Lummi Nation	Councilmember	Bellingham, Washington, United States
38	Allison Camden	Washington State Department of Transportation	Deputy Assistant Secretary, Multimodal Development and Delivery	Olympia, Washington
39	Lisa Campardo	RBC	Director, Communications RBC BC Region	British Columbia
	Bryce Campbell	Consulate General of Canada	Foreign Policy and Diplomacy Service Officer	Seattle, WA
	Callum Campbell	Greenline Ferries	Founder	Victoria, BC
	Chief Ian Campbell	Squamish Nation	Hereditary Chief	Destar Mark to the
	Susan Champlain	Boeing		Renton, Washington, United States
44	Harry Cheema	Alaska Airlines		

	Sung Choi	U.S. Consulate General Vancouver	Political/Economic Chief	Vancouver, BC
46	Heinke Clark	Great Old Broads for Wilderness	Member	Durango, CO
47	Sarah Coggins	Washington State Department of Commerce	Executive Administrator	Greater Seattle Area
48	Hugh Conroy	Whatcom Council of Governments	Director of Planning	Bellingham
	Dow Constantine	King County	Executive	Seattle, WA
50	Brenda Croft	RSM US LLP	Partner	Seattle
51	Greg D'Avignon	Business Council of British Columbia	President & CEO	
	Samantha D'Sa	Deloitte		
53	Roger Dall'Antonia	FortisBC	President and CEO	Surrey
_	Audra Daniels	University of Washington	Director, Strategic Partnerships	Seattle, Washington, United States
55	Charlie Davis	Boston Consulting Group	Managing Director & Partner	Seattle
_	Marie Davis	Washington State Department of Commerce		Olympia, WA
57	Lucy Day	Shell Canada	special projects	Vancouver, BC
	Thalia Dilaveri	University of British Columbia	Associate Director, Corporate Relations	BC, Canada
_	Peter Donovan	City of Mount Vernon	Special Projects Manager	Mount Vernon, WA
	Hana Doubrava	Microsoft Corportion	DIRECTOR CORPORATE AFFAIRS	Redmond, WA
_	Max Drewes	Wilch Osoft Corportion	DIRECTOR CORPORATE AFFAIRS	rteamond, wa
-	Pearse Edwards	Port of Seattle	Senior Director External Relations	Seattle, Washington, United States
63	Kelly Evans	Sound View Strategies	Partner	Seattle
	Liz Exell	UW College of the Environment	Director for Corporate and Foundation Relations	Seattle, WA
65	Melissa Fanucci	Whatcom Council of Governments	Principal Planner	Bellingham
_	Anson Fatland	University of Washington	Associate Vice Provost, Strategy and	Seattle, WA
	Jonathan Fink		Ventures Professor of Geology / Visiting Professor of	Portland OR / Vancouver BC
		Portland State University / University of British Columbia	Urban Analytics	
	Katie Fitzmaurice	Metro Vancouver	Vice President, Collaboration, invest Vancouver	4515 Central Boulevard, Burnaby, BC
	Courtney Flatt	Northwest Public Broadcasting	reporter	Tri-Cities
	Sheri Flies	Costco Wholesale	Vice President - Global Sustainability & Compliance	Issaquah, WA
71	Marlene Floyd	Microsoft Corporation	CORPORATE AFFAIRS LEAD	Redmond WA
_	Stephanie Formas	Challenge Seattle	Vice President	Seattle
-	Kent Foster	Microsoft Corporation	UNIVERSITY RELATIONS DIRECTOR	Redmond, WA
74	Will Fox	BC Trade & Invest	Managing Director	3717 Broadwinged Hawk CV. Austin, TX. 78738
75	Michael Furze	Washington State Department of Commerce	Energy Assistant Director	Olympia, WA
76	Ted Fuse	Mitsubishi Corporation (Americas)	VP & GM	Seattle
_	Kiva Garen	Citadel	Coordinator	Greenwich, CT
78	Bill Gates	Bill & Melinda Gates Foundation	Co-chair	Seattle, Washington, United States
79	Joanna Glickler	University of Washington	Assistant Vice President for Corporate & Foundation Relations	Seattle, WA
80	Rick Glumac	BC Legislature	MLA and Premier's Liaison to Washington State	Port Moody- Coquitlam
81	Don Goldberg	Port of Bellingham - Bellingham, WA	Director of Economic Development	Bellingham
_	Sherri Goodman	Wilson Center and Center for Climate and Security	Senior Fellow	Washington DC-Baltimore Are
83	James Gordon	Deloitte	Partner	Vancouver
	Alex Gorodetsky	AltaGas	Director, Emerging Ecosystems	Calgary, Alberta
	Jasroop Gosal	Surrey Board of Trade	Policy & Research Manager	Surrey, British Columbia
	Megan Graves	Consulate General of Canada	Foreign Policy and Diplomacy Service Officer	Seattle, WA
87	Chris Green	Washington State Department of Commerce	Assistant Director, Office of Economic Development and Competitiveness	Seattle, WA
88	Christine Gregoire	Challenge Seattle	CEO	
	Amy Grotefendt	Grotefendt Consulting	Owner	Seattle, WA
	Lawrence Gu	British Columbia Institute of Technology	Dean, BCIT International	3700 Willingdon Avenue, Burnaby BC, V5G 3H2 Canad

91	Tina Guldberg	University of Oregon	Senior Director, Industry Partnerships	Eugene, Oregon
	Jodi Guthrie	SHARC Energy	Global Director of Sales	Port Coquitlam, BC, Canada
93	Rachid El Hafid	Agriculture and Agri-Food Canada - Government of Canada	Director, Research development and Technology	Summerland, British Columbia
94	Kevin Hall	University of Victoria	President & Vice-Chancellor	Victoria, British Columbia, Canada
95	Steve Hamilton	Deloitte	Sr. Manager	Boston
_	JR Hammond	Canadian Advanced Air Mobility Consortium		Vancouver
97	D. Brent Hardt	U.S. Consulate General Vancouver	Consul General	Vancouver, BC
98	Ana Himelic	U.S. Consulate General Vancouver	Political/Economic Officer	Vancouver, BC
99	Andrew Hoan	Portland Business Alliance	President & CEO	Portland, OR
100	Randy Hodgins	University of Washington	Vice President, External Affairs	Seattle, WA
101	Mark Hodgson	Deloitte	Partner	Vancouver
102	Brock Hoegh	ICF	Vice President, National Transportation Sector Leader	Atlanta, Georgia
103	David Hoff	Ledcor Construction	SVP, Government Relations	Vancouver, Canada
104	Jed Holmes	Whatcom County Employee	Community Outreach Facilitator	Bellingham, WA
05	Richard Horbachewski	Vancouver Island University	AVP, External Relations	Nanaimo, BC Canada
106	John Horgan	British Columbia	Premier	
	Anita Huberman	Surrey Board of Trade	President & CEO	Surrey, British Columbia
801	Alex Hudson	Executive Director	Transportation Choices	Seattle, Washington, United States
109	Isaac Huffman	City of Mount Vernon	Library Director	Mount Vernon WA
	Ernest L. Hughes, Ed.D.	HughesGlobal LLC	Sr. Innovation & Change Consultant	Seattle University
	Scot Hulbert	CAHNRS, Washington State University	Associate Dean for Research	Pullman, WA
	Teresa Hutson	Microsoft Corporation	VP, TECH & CORP RESPONSIBILITY	Redmond, WA
	HS Wright III	Seattle Hospitality Group	Chair & Founder	Seattle, WA
	Jay Inslee	State of Washington	Governor	,
	Jennifer Ivan	N/A - No Perms/Data	Associate General Counsel, CPS North America	Redmond, WA
116	Adriaan de Jager	The University of British Columbia	Associate Vice President, Government Relations and Community Engagement	Vancouver
117	Andrzej Jakubowski	Western Washington University	Treations and Community Engagement	Bellingham, WA
	Molly Jones	Payactiv	Vice President	Bellingham, WA
	Lucas Joppa	Microsoft	Chief Environmental Officer	Redmond, Washington, Unite States
120	Ravi Kahlon	Jobs, Economic Recovery and Innovation	Minister	501-301 Belleville Street Victoria BC
121	Diane Kamionka	Northwest Innovation Resource Center	Executive Director	Bellingham
_	Justin Kao	GTMA CANADA	Director	VANCOUVER
	Avery Katz	Taconic Capital Advisors		
	Bob Keefe	E2	Director  Executive Director	New York  Carlsbad, California, United States
125	Molly Keenan	Lodestar Strategic	Senior Vice President	Seattle, WA
	Kevin Kelly	Deloitte	Principal	Portland, OR
_	Colleen Kerr	Washington State University	Vice President, External Affairs & Government Relations	
128	Bob Klager	Shell Canada	Head, Corporate Relations	Calgary, AB
	Michael Kleeman	Boston Consulting Group	Senior Advisor	Seattle
_	Charles Knutson	Amazon		Seattle, Washington, United States
131	Greg Krauss	Shell Canada	Corporate Relations Lead, Regulatory Affairs	Calgary, Ab
	Kyra Laverdiere	University of British Columbia	Sr. Manager, Research Partnerships	Vancouver, BC
	Alana Lawrence	Vancouver Airport Authority	Advisor to the CEO	Richmond, BC
_	Liz Laxague	Federal Government	206-406-8903	Seattle, WA
	Benjamin Lee	Mosaic Forest Management Corporation	SVP, Corporate Development & General Counsel	Vancouver
136	Bruce Leonard	AltaGas	Senior Director, Emerging Ecosystems	Calgary, Alberta
	Nadine Letson	Microsoft Corportion	ASSISTANT GENERAL COUNSEL	Redmond WA
	Adam Leuin	Washington State Department of Transportation	Transportation Planner	Seattle, WA
100	Andrea Lloyd	University of British Columbia	Associate Director	Vancouver
139				
	Marty Loesch	Challenge Seattle	Chief Operating Officer	Seattle

142 P	Pouyan Mahboubi	Capilano University	Associate Vice-President Academic	North Vancouver
143 K	Karn Manhas	Terramera	CEO/Founder	Vancouver, Canada
144 E	Emily Mannetti	Jacobs	Client Account Manager	Bellevue, WA
145 E	Ed Mansfield	Mansfield Consulting Inc.	President	Vancouver BC
146 S	Sean Mathewson	Boston Consulting Group	Managing Director & Partner	Seattle
147 S	Skye Mcconnell	Shell Canada	Corporate Relations Manager, Public Affairs	Victoria, BC
148 P	Paul McCullough	BCIT (British Columbia Institute of Technology)	President	Burnaby, BC
149 K	Keaton McMullen	BC Ferries	Energy Manager	Victoria, British Columbia
150 E	mily Meade	Boston Consulting Group	Consultant	Seattle
151 S	Steve Metruck	Port of Seattle	Executive Director	Seattle, Washington, United States
152 F	Roger Millar	Wash. State Dept. Of Transportation	Secretary of Transportation	Olympia, WA
153 N	Matt Morrison	Pacific NW Economic Region	CEO	SEATTLE
154 C	Cheryl Muir	Business Council of B.C.	SVP, Public Affairs & Communications	Vancouver, British Columbia, Canada
155 S	Steve Mullin	Washington Roundtable	President	Seattle
56 C	Gail Murphy	University of British Columbia	Vice-President Research & Innovation	Vancouver, BC
57 J	lim Murphy	Costco		United States
158 N	Nathan Nankivell	Research Universities Council of BC	Executive Lead, Digital Research Infrastructure	Victoria
59 K	Koin News			
160 0	Savin Newsom	State of California	Governor	Sacramento, California, United States
61 A	Andrea Newton	Urban Land Institute	Executive Director	Seattle
62 K	Kurt Niquidet	BC Council of Forest Industries	Chief Economist	Vancouver
63 N	Nina Odell	Puget Sound Energy		
164 F	Ravi Parmar	Ministry of Jobs, Economic Recovery and Innovation	Senior Ministerial Advisor	Victoria BC
65 C	Cory Paterson	BC Trucking Association	Vice President	Langley, BC
	Andrew Pau	Deloitte	Partner	Vancouver
67 F	Ryan Pennington	Chateau Ste Michelle		
-	Christine Perkins	Whatcom County Library System	Executive Director	Bellingham, WA
69 J	lohn Perona	Portland State University	Professor	Portland, Oregon
170 L	ynn Peterson	Metro	Council President	Portland, Oregon Metropolitar Area
171 A	Andrew Petter	Innovate BC	Chair of the Board	Vancouver, BC
172 Ir	rene Plenefisch	Microsoft Corporation	DIRECTOR, GOVERNMENT AFFAIRS	Redmond, WA
173 V	/anessa Podgurny	Consulate General of Canada in Seattle	Consul & Senior Trade Commissioner	Seattle, WA, USA
74 V	Vendy Poischbeg	Economic Alliance Snohomish County	VP of Economic Development	Everett, WA
75 L	aura Ray	AAA Washington	VP Corporate Affairs and ESG	Bellevue
176 F	Rebecca	Microsoft		
177 F	Rebecca Rego	Challenge Seattle	Program Director	Seattle, Washington, United States
178 S	Sarina Rehal	Crestview Strategy	Vice President	Vancouver
179 N	/ark Riker	Washington State Building and Construction Trades Council	Executive Secretary	
180 C	Curtis Robinhold	Port of Portland	Executive Director	Portland, Oregon, United States
81 T	om Roemer	BCIT	VP Academic	Burnaby, Canada
-	Chris Roselli	Western Washington University	Director, Community Relations	Bellingham, WA
183 E	milie de Rosenroll	South Island Prosperity Partnership	CEO	Victoria
184 A	Amy Sallin	University of Washington	Director	Seattle
-	/like Sample	Sample Inc	Manager	
-	Deborah Saucier	Vancouver Island University	President & Vice-Chancellor	Nanaimo, BC Canada
-	Pamela Saunders	Microsoft	Communications Director	Vancouver
-	Pamela Saunders	Microsoft Corporation	COMMUNICATIONS DIRECTOR	Redmond WA
189 T	oran Savjord	Capilano University	VP Strategic Planning, Assessment and Institutional Effectiveness	British Columbia, Canada
190 A	Amy Scarton	Wash. State Dept. Of Transportation	Deputy Secretary of Transportation	Olympia, WA
91 K	Kenyon Schultz	BCG	Associate	Seattle
192 N	/lichelle Seitz	Russell Investments	Chairman and CEO	Seattle
193 J	ennifer Sellers	Oregon Department of Transportation	Rail Ops& Statewide Multimodal Network Manager	Salem OR 97301
	David Seymour	Oregon Department of Transportation  Microsoft Corporation		Salem OR 97301 Redmond,WA

Paul Shaker Steve Shestag Darryl Shoemaker	Simon Fraser University Boeing	Professor emeritus  Director of Environment	Burnaby BC Seattle, Washington, United
			Seattle, washington, United
Darryl Shoemaker			States
	HDR	Group President, Resources	Vancouver, BC
Satpal Sidhu	Whatcom County	Whatcom County Executive	Bellingham, WA
Sarah Sieloff	Maul Foster & Alongi, Inc.	Senior Planner	Bellingham, WA
Kati Sills	Microsoft Corporation	SENIOR MANAGER, COMMUNICATIONS	Redmond, WA
Robbin Simao	University of British Columbia	Partnerships Manager	Vancouver, BC
Gregory Simon	Kaiser Permanente Washington	Investigator	Seattle
Gerri Sinclair	Government of BC	Innovation Commissioner	Vancouver
Doug Slater	FortisBC	Vice President, External and Indigenous	Surrey, BC
		Relations	•
Naina Sloan	Pacific Economic Development Canada	Vice President of Programs and Partners	1300 - 300 W. Georgia St., Vancouver, BC
5.22			
Rachel Smith	Seattle Metropolitan Chamber of Commerce	President & CEO	Seattle, WA
Goran Sparrman	HNTB	Vice President & Business Development Officer	Issaquah, Washington, United States
Stephanie Jones Stebbins	Port of Seattle	Managing Director, Maritime	Seattle, WA
Ann Munson Steines	Nordstrom	Chief Legal Officer, General Counsel & Corporate Secretary	Seattle
Erik Strom	Russell Investments	Director, Government & Community Relations	Seattle
Brian Surratt	Greater Seattle Partners	President & CEO	Seattle
Sharmila Swenson	Symetra	VP Public Affairs and Social Impact	Bellevue
Edward Tain	•	·	British Columbia
		Director	Bellingham
Bart Treece	University of Washington	Director, Mobility Innovation Center	4545 Roosevelt Way NE, Seattle
William Tsai	Canada Royal Northville College	Dean	Vancouver
			Seattle, WA
Andy Wattula	Hudson Pacific Properties	Executive Vice President	Seattle, Washington, United States
Kathryn Weicker	Ministry of Transportation and Infrastructure	Executive Director, Integrated Transportation and Infrastructure Services Division	Victoria, British Columbia, Canada
Kate Wendt	REI	VP – Strategy, Transformation, and Sustainability	Seattle
Julian Whike	Deetken Insight	Partner	Vancouver
Lorelei Williams	WSP		Seattle, Washington, United States
Tony Williams	W2A		Bellevue
Brigitta Witt	T-Mobile	Vice President, Social Impact and Sustainability	Bellevue, Washington, United States
Graham Wood	The Bloom Group	•	Vancouver, BC
	·		Victoria
Rickey Yada	Faculty of Land and Food Systems, University of British Columbia	Professor and Dean	Vancouver, British Columbia, Canada
Brian Yates	-	Vice President Regional Leader RC	Vancouver
		-	Vancouver, BC
Jane Zalutsky		-	Seattle, Washington, United
Ionat Zlatnik	Pritich Columbia Institute of Tachnole	Project Load, Academic Planning	States
	British Columbia Institute of Technology	Project Lead, Adademic Planning	Vancouver
F C S F E S E C L E C F S F E S C	Rachel Smith Goran Sparrman Stephanie Jones Stebbins Ann Munson Steines Erik Strom Brian Surratt Sharmila Swenson Edward Tain Oliver Thomassen Laurie Trautman Bart Treece William Tsai Dana Ulrich Tamara Vrooman Andy Wattula Kathryn Weicker  Kate Wendt Julian Whike Lorelei Williams Brigitta Witt Graham Wood Randy Wright Steve Wright Rickey Yada Brian Yates Jessica Yen	Rachel Smith Seattle Metropolitan Chamber of Commerce Goran Sparrman HNTB Stephanie Jones Stebbins Port of Seattle Ann Munson Steines Nordstrom Erik Strom Russell Investments Brian Surratt Greater Seattle Partners Sharmila Swenson Symetra Edward Tain City of Surrey Oliver Thomassen Microsoft Corp Laurie Trautman Border Policy Research Institute, WWU Bart Treece University of Washington William Tsai Canada Royal Northville College Dana Ulrich Washington State University Tamara Vrooman Vancouver Airport Authority Andy Wattula Hudson Pacific Properties Kathryn Weicker Ministry of Transportation and Infrastructure Kate Wendt REI Julian Whike Deetken Insight Lorelei Williams WSP Tony Williams W2A Brigitta Witt T-Mobile Graham Wood The Bloom Group Randy Wright Kemmore Air Steve Wright Rickey Yada Faculty of Land and Food Systems, Univeristy of British Columbia Brian Yates Stantec Jessica Yen Transport Canadaq Washington State Department of Commerce Jane Zalutsky British Columbia Institute of Technology	Rachel Smith Seattle Metropolitan Chamber of Commerce Officer Screen Sparrman HNTB Vice President & Business Development Officer Stephanie Jones Stebbins Port of Seattle Managing Director, Maritime Managing Director, General Counsel & Corporate Secretary Erik Strom Russell Investments Director, Government & Community Relations Brian Surratt Greater Seattle Partners President & CEO VP Public Affairs and Social Impact Edward Tain City of Surrey Business Relationship Specialist Diver Thomassen Microsoft Corp Business Relationship Specialist Diver Thomassen Microsoft Corp Director Mobility Innovation Center Director Mobility Innovation Center University Officer Mashington Director, Mobility Innovation Center William Tsai Canada Royal Northville College Dean Dana Ulrich Washington State University Director of Seattle and Regional Relations Tamara Vrooman Andy Wattula Hudson Pacific Properties Executive Vice President & CEO Ministry of Transportation and Infrastructure Executive Vice President Kathryn Weicker Ministry of Transportation and Infrastructure Executive Services Division WSP W2A

# RE: MRK media schedule tomorrow morning

From: Laird, Tom GCPE:EX <Tom.Laird@gov.bc.ca>

To: Parmar, Ravi JERI:EX <Ravi.Parmar@gov.bc.ca>, Gervais, Jesse JERI:EX

<Jesse.Gervais@gov.bc.ca>, Singh, Raunaq LBR:EX <Raunaq.Singh@gov.bc.ca>, Sidhu-Umar,

Kiran JERI:EX <Kiran.Sidhu-Umar@gov.bc.ca>, Sundhu, Sachin JERI:EX

<Sachin.Sundhu@gov.bc.ca>, Gotto, Sarah F JERI:EX <Sarah.Gotto@gov.bc.ca>

Grieve, Chandler GCPE:EX <Chandler.Grieve@gov.bc.ca>, McKenzie, Scott GCPE:EX

<Scott.1.McKenzie@gov.bc.ca>

Sent: September 13, 2022 4:03:16 PM PDT

I'll follow up w/ CKNW and let you know.

From: Parmar, Ravi JERI:EX <Ravi.Parmar@gov.bc.ca>

**Sent:** September 13, 2022 3:59 PM

**To:** Laird, Tom GCPE:EX <Tom.Laird@gov.bc.ca>; Gervais, Jesse JERI:EX <Jesse.Gervais@gov.bc.ca>; Singh, Raunaq JERI:EX <Raunaq.Singh@gov.bc.ca>; Sidhu-Umar, Kiran JERI:EX <Kiran.Sidhu-Umar@gov.bc.ca>; Sundhu, Sachin JERI:EX <Sarah.Gotto@gov.bc.ca>

Cc: Grieve, Chandler GCPE:EX <Chandler.Grieve@gov.bc.ca>; McKenzie, Scott GCPE:EX <Scott.1.McKenzie@gov.bc.ca>

Subject: Re: MRK media schedule tomorrow morning

Thanks Tom. Thursday morning is open.

R

Cc:

Ravi Parmar | Senior Ministerial Advisor

Honourable Ravi Kahlon | Minister of Jobs, Economic Recovery and Innovation

Ph: <u>1-250-356-2771</u> E: <u>Ravi.Parmar@gov.bc.ca</u> Sent from my iPhone

From: Laird, Tom GCPE:EX < Tom.Laird@gov.bc.ca > Sent: Tuesday, September 13, 2022 3:58:27 PM

**To:** Parmar, Ravi JERI:EX <<u>Ravi.Parmar@gov.bc.ca</u>>; Gervais, Jesse JERI:EX <<u>Jesse.Gervais@gov.bc.ca</u>>; Singh, Raunaq JERI:EX <<u>Raunaq.Singh@gov.bc.ca</u>>; Sidhu-Umar, Kiran JERI:EX <<u>Kiran.Sidhu-Umar@gov.bc.ca</u>>; Sundhu, Sachin JERI:EX <Sachin.Sundhu@gov.bc.ca>; Gotto, Sarah F JERI:EX <Sarah.Gotto@gov.bc.ca>

**Cc:** Grieve, Chandler GCPE:EX < Chandler.Grieve@gov.bc.ca >; McKenzie, Scott GCPE:EX < Scott.1.McKenzie@gov.bc.ca > **Subject:** MRK media schedule tomorrow morning

Hi,

Please see the media table below for tomorrow's hits that have been booked in the morning regarding the Seattle mission, and the high-speed rail announcement from earlier today.

Note: CKNW is booked up for tomorrow, but Simi's producer is curious about a possible Thursday hit. I said I'd get back to him once I know more – so please let me know your thoughts on that. (CFAX could also be an option for Thursday if there is some time available.)

Thanks, Tom

	MRK's Media Schedule for Friday, September 14 <sup>th</sup> – Seattle/High-speed rail						
START	DURATION	OUTLET	REPORTER	DETAILS	DIAL-IN		
7:35	7 mins, live	Sher e	Sameer	Please call in by 7:33am	604-204-0600		
a.m.		Punjab	Kaushal		Back up #		
					604-889-8113		
7:45	8 mins, live	RedFM	Harjinder Thind	Please call by 7:43am	604-591-9311		
a.m.					Back up #		
				Page 208 of 248 3	JER- <b>6024-598</b> 19311		

Tom Laird (he/him)
Public Affairs Officer | Jobs, Economic Recovery and Innovation
Government Communications and Public Engagement
Tom.laird@gov.bc.ca
250-893-3705 (cell)

Grateful to be living, learning and working on the traditional territory of the Lekwungen peoples.

# Re: Help pitching MRK for tomorrow morning

From: Parmar, Ravi JERI:EX

To: Grieve, Chandler GCPE:EX < Chandler.Grieve@gov.bc.ca>

Sent: September 13, 2022 5:59:26 PM PDT

Yes

Ravi Parmar | Senior Ministerial Advisor

Honourable Ravi Kahlon | Minister of Jobs, Economic Recovery and Innovation

Ph: 1-250-356-2771

E: Ravi.Parmar@gov.bc.ca Sent from my iPhone

From: Grieve, Chandler GCPE:EX < Chandler.Grieve@gov.bc.ca>

**Sent:** Tuesday, September 13, 2022 5:58:51 PM **To:** Parmar, Ravi JERI:EX <Ravi.Parmar@gov.bc.ca> **Subject:** FW: Help pitching MRK for tomorrow morning

Confirming yes to Haroon?

From: Ghaffar, Haroon GCPE:EX <Haroon.Ghaffar@gov.bc.ca>

**Sent:** September 13, 2022 5:53 PM

To: Laird, Tom GCPE:EX <Tom.Laird@gov.bc.ca>; Joshi, Shruti GCPE:EX <Shruti.Joshi@gov.bc.ca>

Cc: Grieve, Chandler GCPE:EX <Chandler.Grieve@gov.bc.ca>; McKenzie, Scott GCPE:EX <Scott.1.McKenzie@gov.bc.ca>;

Parmar, Ravi JERI:EX <Ravi.Parmar@gov.bc.ca>

Subject: RE: Help pitching MRK for tomorrow morning

Hi Tom,

Should I send the interviews confirmation to all the three radios? Kindly advise.

Thanks Haroon

From: Ghaffar, Haroon GCPE:EX Sent: September 13, 2022 3:59 PM

To: Laird, Tom GCPE:EX < Tom.Laird@gov.bc.ca >; Joshi, Shruti GCPE:EX < Shruti.Joshi@gov.bc.ca >

Cc: Grieve, Chandler GCPE:EX < Chandler.Grieve@gov.bc.ca >; McKenzie, Scott GCPE:EX < Scott.1.McKenzie@gov.bc.ca >

Subject: RE: Help pitching MRK for tomorrow morning

Hi Tom,

Added Connect FM in the table. Kindly advise.

Thanks Haroon

From: Ghaffar, Haroon GCPE:EX Sent: September 13, 2022 2:53 PM

To: Laird, Tom GCPE:EX <Tom.Laird@gov.bc.ca>; Joshi, Shruti GCPE:EX <Shruti.Joshi@gov.bc.ca>

Cc: Grieve, Chandler GCPE:EX <Chandler.Grieve@gov.bc.ca>; McKenzie, Scott GCPE:EX <Scott.1.McKenzie@gov.bc.ca>

Subject: RE: Help pitching MRK for tomorrow morning

Thanks Tom. Added Sher e Punjab as well. Host (Sameer Kaushal) promised that the interview will be over by 7:42am.

Regards Haroon

From: Laird, Tom GCPE:EX < Tom.Laird@gov.bc.ca>

Sent: September 13, 2022 2:22 PM

To: Ghaffar, Haroon GCPE:EX < Haroon.Ghaffar@gov.bc.ca >; Joshi, Shruti GCPE:EX < Shruti.Joshi@gov.bc.ca >

Cc: Grieve, Chandler GCPE:EX < Chandler.Grieve@gov.bc.ca >; McKenzie, Scott GCPE:EX < Scott.1.McKenzie@gov.bc.ca >

Subject: RE: Help pitching MRK for tomorrow morning

Thanks for the update, fantastic work as always Haroon!

From: Ghaffar, Haroon GCPE:EX < Haroon.Ghaffar@gov.bc.ca>

**Sent:** September 13, 2022 2:21 PM

To: Laird, Tom GCPE:EX < Tom.Laird@gov.bc.ca >; Joshi, Shruti GCPE:EX < Shruti.Joshi@gov.bc.ca >

Cc: Grieve, Chandler GCPE:EX < Chandler.Grieve@gov.bc.ca >; McKenzie, Scott GCPE:EX < Scott.1.McKenzie@gov.bc.ca >

**Subject:** RE: Help pitching MRK for tomorrow morning

Hi Tom,

Only RedFM is confirmed so far (added in the list below), waiting the response from Sher e Punjab and Connect FM.

Thanks Haroon

From: Laird, Tom GCPE:EX < Tom.Laird@gov.bc.ca >

**Sent:** September 13, 2022 2:18 PM

To: Joshi, Shruti GCPE:EX <Shruti.Joshi@gov.bc.ca>; Ghaffar, Haroon GCPE:EX <Haroon.Ghaffar@gov.bc.ca>

Cc: Grieve, Chandler GCPE:EX <Chandler.Grieve@gov.bc.ca>; McKenzie, Scott GCPE:EX <Scott.1.McKenzie@gov.bc.ca>

Subject: RE: Help pitching MRK for tomorrow morning

Just sending a table update as I got my first one booked. Cheers!

START	DURATION	OUTLET	REPORTER	DETAILS	DIAL-IN
7:20 a.m.	~8 mins, live	CFAX	Al Ferraby	Please call by 7:18am	250-920-461 back up #: s.22
7:45am	8 mins	RedFM	Harjinder Thind	Please call by 7:43am	604-591-931: Back up # s.22
7:35am	7 mins	Sher e Punjab	Sameer Kaushal	Please call in by 7:33am	604-204-0600 Back up # s.22
8:10am	8 mins	Connect FM	Vijay Saini	Please call in by 8:08am	604-561-091 Back up # s.22

From: Joshi, Shruti GCPE:EX < Shruti.Joshi@gov.bc.ca>

Sent: September 13, 2022 1:51 PM

To: Ghaffar, Haroon GCPE:EX <Haroon.Ghaffar@gov.bc.ca>; Laird, Tom GCPE:EX <Tom.Laird@gov.bc.ca>

Cc: Grieve, Chandler GCPE:EX <Chandler.Grieve@gov.bc.ca>; McKenzie, Scott GCPE:EX <Scott.1.McKenzie@gov.bc.ca>

Subject: RE: Help pitching MRK for tomorrow morning

Thanks all, we will try to get you a couple in the time frame provided. Stay tuned.

Shruti Prakash Joshi
Senior Director - Media Relations & Community
Government Communications and Public Engagement
Province of B.C.
#778-587-4521
Shruti.joshi@gov.bc.ca

From: Ghaffar, Haroon GCPE:EX < Haroon.Ghaffar@gov.bc.ca >

**Sent:** September 13, 2022 1:33 PM

To: Laird, Tom GCPE:EX <Tom.Laird@gov.bc.ca>; Joshi, Shruti GCPE:EX <Shruti.Joshi@gov.bc.ca>

Cc: Grieve, Chandler GCPE:EX < Chandler.Grieve@gov.bc.ca>; McKenzie, Scott GCPE:EX < Scott.1.McKenzie@gov.bc.ca>

Subject: RE: Help pitching MRK for tomorrow morning

Got it. thanks

From: Laird, Tom GCPE:EX <Tom.Laird@gov.bc.ca>

Sent: September 13, 2022 1:23 PM

To: Ghaffar, Haroon GCPE:EX <Haroon.Ghaffar@gov.bc.ca>; Joshi, Shruti GCPE:EX <Shruti.Joshi@gov.bc.ca>

Cc: Grieve, Chandler GCPE:EX <Chandler.Grieve@gov.bc.ca>; McKenzie, Scott GCPE:EX <Scott.1.McKenzie@gov.bc.ca>

Subject: RE: Help pitching MRK for tomorrow morning

Follow up note: this will be radio/phone hits only, no zoom/video component.

From: Laird, Tom GCPE:EX

Sent: September 13, 2022 1:21 PM

To: Ghaffar, Haroon GCPE:EX < Haroon.Ghaffar@gov.bc.ca >; Joshi, Shruti GCPE:EX < Shruti.Joshi@gov.bc.ca >

Cc: Grieve, Chandler GCPE:EX < Chandler.Grieve@gov.bc.ca >; McKenzie, Scott GCPE:EX < Scott.1.McKenzie@gov.bc.ca >

Subject: Help pitching MRK for tomorrow morning

Good afternoon Haroon and Shruti,

I'm hoping to get your help on some last minute media pitches for Minister Kahlon to chat with community media for tomorrow morning.

The hope is to have him talk about the high-speed rail funding announcement by the PO today (<a href="https://news.gov.bc.ca/releases/2022PREM0061-001374">https://news.gov.bc.ca/releases/2022PREM0061-001374</a>) and Minister Kahlon's trade mission to Seattle (<a href="https://news.gov.bc.ca/releases/2022JERI0046-001349">https://news.gov.bc.ca/releases/2022JERI0046-001349</a>).

His schedule for tomorrow morning is:

Wide open up until 8:30am

I know it's a tight timeframe and won't work for all our usual outlets, but if we're able to get a few interviews booked, that would be amazing!

I'll borrow the media table we use for LFS pitch days, so feel free to fill out the blank sections of the table below with any updates/bookings as you get them, or send the info my way and I can fill it in as I get your responses.

	MRK's Media Schedule for Friday, September 14 <sup>th</sup> – Seattle/High-speed rail					
START	DURATION	OUTLET	REPORTER	DETAILS	DIAL-IN	
			[			
			<u> </u>			
			[			
			<u> </u>			
	1	[ ]				

Thanks for the help!!

Cheers, Tom

Tom Laird (he/him)

Public Affairs Officer | Jobs, Economic Recovery and Innovation Government Communications and Public Engagement <u>Tom.laird@gov.bc.ca</u> 250-893-3705 (cell)

Grateful to be living, learning and working on the traditional territory of the Lekwungen peoples.

#### Re: media

From: Parmar, Ravi JERI:EX

To: Grieve, Chandler GCPE:EX <Chandler.Grieve@gov.bc.ca>

Cc: Singh, Raunaq LBR:EX <Raunaq.Singh@gov.bc.ca>, Gervais, Jesse JERI:EX

<Jesse.Gervais@gov.bc.ca>, McAndrews, Caroline GCPE:EX <Caroline.McAndrews@gov.bc.ca>,

McKenzie, Scott GCPE:EX <Scott.1.McKenzie@gov.bc.ca>

Sent: September 15, 2022 1:56:20 PM PDT

We can proceed with the 6:50am.

R

From: Grieve, Chandler GCPE:EX < Chandler.Grieve@gov.bc.ca>

**Sent:** Thursday, September 15, 2022 1:19:27 PM **To:** Parmar, Ravi JERI:EX <Ravi.Parmar@gov.bc.ca>

**Cc:** Singh, Raunaq JERI:EX <Raunaq.Singh@gov.bc.ca>; Gervais, Jesse JERI:EX <Jesse.Gervais@gov.bc.ca>; McAndrews,

Caroline GCPE:EX <Caroline.McAndrews@gov.bc.ca>; McKenzie, Scott GCPE:EX <Scott.1.McKenzie@gov.bc.ca>

Subject: FW: media

Hey Rav and team,

See below – should we proceed with CHNL?

Thanks,

CG

From: Laird, Tom GCPE:EX <Tom.Laird@gov.bc.ca>

Sent: September 15, 2022 1:13 PM

**To:** Grieve, Chandler GCPE:EX <Chandler.Grieve@gov.bc.ca> **Cc:** McKenzie, Scott GCPE:EX <Scott.1.McKenzie@gov.bc.ca>

Subject: media

Hi Chandler,

Here's the latest on the potential media hits.

Originally I reached out to AM1150, CFAX, CKNW and CHNL regarding the Seattle trade mission/high-speed rail study funding announcement.

Updates when I reached out again to inquire about Friday:

**CFAX** – passed, thought it was too Vancouver focused.

**AM1150** – were interested for Thursday, I reached back out to them regarding Friday, haven't heard. Usually not a great sign.

**CKNW** – were interested for Thursday as well, also nothing but silence since I suggested Friday.

CHNL – interested, times suggested for Friday at 6:40, 6:50, and 8:20

That's all I've got!

Tom Laird (he/him)

Public Affairs Officer | Jobs, Economic Recovery and Innovation

**Government Communications and Public Engagement** 

Tom.laird@gov.bc.ca

250-893-3705 (cell)

Grateful to be living, learning and working on the traditional territory of the Lekwungen peoples.

# MRK's interview tomorrow morning on CHNL

From: Laird, Tom GCPE:EX <Tom.Laird@gov.bc.ca>

To: Parmar, Ravi JERI:EX <Ravi.Parmar@gov.bc.ca>, Gervais, Jesse JERI:EX

<Jesse.Gervais@gov.bc.ca>, Singh, Raunaq LBR:EX <Raunaq.Singh@gov.bc.ca>, Sidhu-Umar,

Kiran JERI:EX <Kiran.Sidhu-Umar@gov.bc.ca>, Sundhu, Sachin JERI:EX

<Sachin.Sundhu@gov.bc.ca>, Gotto, Sarah F JERI:EX <Sarah.Gotto@gov.bc.ca>
Monroe, Danielle FOR:EX <Danielle.Monroe@gov.bc.ca>, Grieve, Chandler GCPE:EX

<Chandler.Grieve@gov.bc.ca>, McKenzie, Scott GCPE:EX <Scott.1.McKenzie@gov.bc.ca>,

McAndrews, Caroline GCPE:EX < Caroline.McAndrews@gov.bc.ca>

Sent: September 15, 2022 2:17:37 PM PDT

Hi all,

Cc:

Here's the confirmed interview info for Minister Kahlon tomorrow morning on CHNL

Media Outlet:	CHNL
Media Interviewer:	-Jeff Andreas / Topic: Seattle Trade Mission/High-Speed Rail Funding
Date:	-Friday, Sept 16 – 6:50am
Call-in time/Time:	-please call by 6:48am / ~8 mins, live
Staff Support:	-
Location/Link:	-call in # : 250-374-5345

Notes:	_
Notes.	-

Cheers,

Tom

#### Tom Laird (he/him)

Public Affairs Officer | Jobs, Economic Recovery and Innovation Government Communications and Public Engagement Tom.laird@gov.bc.ca 250-893-3705 (cell)

Grateful to be living, learning and working on the traditional territory of the Lekwungen peoples.

# **Correspondence - Seattle Trade Mission**

From: Parmar, Ravi JERI:EX

To: Cameron, Tara D JERI:EX <Tara.Cameron@gov.bc.ca>

Sent: October 20, 2022 11:23:48 AM PDT

Hi Tara – has correspondence been sent out following the Seattle trade mission?

R

Ravi Parmar | Senior Ministerial Advisor

Honourable Ravi Kahlon | Minister of Jobs, Economic Recovery and Innovation

Phone: 1-250-356-2771

E-mail: Ravi.Parmar@gov.bc.ca

# FW: Salesforce Pitch

From: Pridmore, Kerry JERI:EX <Kerry.Pridmore@gov.bc.ca>
To: Desaulnier, Vicki JERI:EX <Vicki.Desaulnier@gov.bc.ca>

Sent: November 8, 2022 8:16:33 AM PST
Attachments: salesforce training proposal 220907.pptx

**FOI Request** 

From: Lesiuk, Tim JERI:EX <Tim.Lesiuk@gov.bc.ca>

Sent: September 7, 2022 5:57 PM

To: Pridmore, Kerry JERI:EX <Kerry.Pridmore@gov.bc.ca>

Cc: Hoyle, William JERI:EX <William.Hoyle@gov.bc.ca>; Kirby, Kyla JERI:EX <Kyla.Kirby@gov.bc.ca>; Cameron, Tara D

JERI:EX <Tara.Cameron@gov.bc.ca>

Subject: RE: Salesforce Pitch

Attached

tim

#### Tim Lesiuk

Ministry of Jobs, Economic Recovery and Innovation

Province of British Columbia

Phone: <u>250.216.5893</u> Email: <u>tim.lesiuk@gov.bc.ca</u>

From: Pridmore, Kerry JERI:EX < Kerry.Pridmore@gov.bc.ca >

**Sent:** September 7, 2022 12:33 PM

**To:** Lesiuk, Tim JERI:EX < <a href="mailto:rim.Lesiuk@gov.bc.ca">rim.Lesiuk@gov.bc.ca</a> **Cc:** Hoyle, William JERI:EX < William.Hoyle@gov.bc.ca>

Subject: Salesforce Pitch

Hi Tim – we are meeting with some Salesforce representatives with MRK in Settle Friday.

Bobbi asked if we could have copies of the presentation provided to Greg Malpass available in the MRK's binder.

Could we get a copy please. From a timing perspective, as soon as possible would be appreciated.

**Thanks** 

**Kerry Pridmore** (she/her) | Assistant Deputy Minister | Trade and Industry Development Division | Ministry of Jobs, Economic Recovery and Innovation | Cell: 250-507-1485 |

# FW: Seattle 2022 Program

From: Pridmore, Kerry JERI:EX <Kerry.Pridmore@gov.bc.ca>
To: Desaulnier, Vicki JERI:EX <Vicki.Desaulnier@gov.bc.ca>

Sent: November 8, 2022 8:16:58 AM PST

Attachments: 22.07.22 - MRK Seattle 2022 Program (DRAFT).docx

From: Desaulnier, Vicki JERI:EX < Vicki.Desaulnier@gov.bc.ca>

Sent: August 8, 2022 9:02 AM

To: Pridmore, Kerry JERI:EX <Kerry.Pridmore@gov.bc.ca>

Subject: Seattle 2022 Program

MO comments in attachment – this was sent to Will on Friday afternoon via eApprovals.

Vicki Desaulnier (she/her) | Manager, Divisional Operations | Trade and- Industry Development Division | Ministry of Jobs, Economic Recovery and Innovation | Cell: 250-880-3469 Page 219 of 248 to/à Page 220 of 248

Withheld pursuant to/removed as

s.13; s.22



# TRAVEL AUTHORIZATION

BRITISH Columbia	It may, at the discre		es, be used for in-p				
The Best Place on Earth	Out-of-Prov	vince X	Out-of-Canada	☐ In-Pro	vince	1	costs (in can. \$)
MINISTRY / ENTITY / CORPORATE I			, our or our add		VOTE	Transportatio	
Jobs, Economic Recov	ery and Innovation					Meals	270
EMPLOYEE NAME					EMPLOYEE ID.	Lodging	2,500
					EMPLOTEE ID.	Overtime	
Bobbi Plecas						Fees	
POSITION				BARGAINING UNIT / GROUP NO.			300
Deputy Minister				3		Other	
BRANCH / LOCATION / REGION						1	
Deputy Minister's Office	e / Victoria						
DATE DEPARTING	DATE RETURNING	NO. OF WORK	DAYS AWAY	ESTIMATED	OVERTIME CLAIM	1	
2022/09/08	2022/09/12		3		HOURS		
	ER THAN PROV. OF B.C.) PAYING ANY O	E THE COSTS			noons	<b>-</b>	
X N/A, OR:	en married of Bioly (Militarian o					SUB TOTAL	3,680
DESTINATIONS						Less Costs paid by others	s
Seattle, Blaine						TOTAL COST	s 3,680
METHOD OF TRAVEL					SIGNATURES	;	
Ferry; Car			Refer to		.4 Policy 1 and 10.4.		authorities.
PURPOSE OF TRAVEL			DIRECTOR	PL	EASE SIGN ONE BO	X ONLT	
Give details of event to be atter benefits to Ministry, etc.	nded, project name / number, program	m involved,	APPRO	VED	NOT APPRO	VED	DATE SIGNED YYYY / MM / DD
•	nnual 2022 Cascadia Inno	ovation				ı	
Corridor Conference.							
	ents, transportation, tech, i borate to develop path tov		ASSISTANT DEPUTY		NOT APPRO	VED	DATE SIGNED
towards a net-zero futu		varu	Arrio	<b>,</b> LD	NOT ATTIO	<b>*</b> LD	YYYY/MM/DD
•	of the program is built arc						
	se is to undertake addition	al trade	DEPUTY MINISTER				
and investment-related	meetings.		APPRO	VED	NOT APPRO	VED	DATE SIGNED YYYY / MM / DD
						1	11117 WIWI7 DD
EMPLOYEE'S SIGNATURE	D/	ATE SIGNED	MINISTER	/ED	NOT APPRO	VED	DATE SIGNED
LIMI LOTLE O OIGINATORE		YY / MM / DD	APPROV		NOT APPRO	120	YYYY / MM / DD

Originator completes and forwards a copy to immediate supervisor for approval(s). If travel is approved, the supervisor retains a copy and returns the original to the originator. The originator attaches the original and a copy to their travel voucher.

Every employee requesting approval for out-of-province and out-of-Canada travel will complete form TB/FIN 99 in full.

*Purpose of Travel* – include a clear statement of the reason for the proposed travel.

Estimated Costs (in Can. \$) – provide an approximate calculation of the total costs to be incurred.

Approval Authorities – required by CPPM 10.3.4 policy 1 (per TB Directive 4/04):

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Where approval is obtained, the immediate program area retains copy 3 (pink) and copies 1 (white) and 2 (canary) are returned to the originator.

# **Request for Expense Reimbursement**



# TRAVEL AUTHORIZATION

BRITISH COLUMBIA			or all out-of-province ries, be used for in-p				
The Best Place on Earth	Out-of-Pro	vince	Out-of-Canada	☐ In-Pro	vince	1	OSTS (IN CAN. \$) 400
MINISTRY / ENTITY / CORPORATE					VOTE	Transportation	
Jobs, Economic Recov	very and Innovation					Meals	320
EMPLOYEE NAME					EMBLOVEE ID	Lodging	2,500
					EMPLOYEE ID.	Overtime	
Ravi Kahlon						Fees	
POSITION				BARGAINING		300	
Minister of Jobs, Econ	omic Recovery and Innova	ation		4		Other	
BRANCH / LOCATION / REGION						1	
Minister's Office / Victor	oria						
DATE DEPARTING	DATE RETURNING	NO. OF WOR	KDAYS AWAY	ESTIMATED	OVERTIME CLAIM	1	
2022/09/08	2022/09/12		3		HOURS		
	HER THAN PROV. OF B.C.) PAYING ANY	OF THE COSTS			1100113	┨ ———	
× N/A, OR:						SUB TOTAL	3,520
DESTINATIONS						Less Costs paid by others	
Seattle, Blaine						TOTAL COSTS	2 520
METHOD OF TRAVEL					SIGNATURES		
Car			Refer to		.4 Policy 1 and 10.4.4		uthorities.
			DIRECTOR	PL	EASE SIGN ONE BO	K ONLY	
PURPOSE OF TRAVEL Give details of event to be attended to be atten	ended, project name / number, progra	am involved,	APPROV	VED	NOT APPROV	'ED	DATE SIGNED YYYY / MM / DD
	Annual 2022 Cascadia Inn	ovation				1	
Corridor Conference.	nents, transportation, tech,	industry	ACCIOTANT DEDUTY	/ MINUOTED			
•	aborate to develop path to	-	ASSISTANT DEPUTY  APPROV		NOT APPROV	/ED	DATE SIGNED
towards a net-zero futo	ure.						YYYY / MM / DD
	nt of the program is built ar						
and investment-related	ose is to undertake addition	nai trade	DEPUTY MINISTER				
and investment-related	Theetings.		APPROV	VED	NOT APPROV	'ED	DATE SIGNED YYYY / MM / DD
EMPLOYEE'S SIGNATURE		ATE SIGNED	MINISTER	VED	NOT APPROV	/ED	DATE SIGNED
		YYY / MM / DD		_			YYYY/MM/DD
	I					I	

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# Request for Expense Reimbursement



# TRAVEL AUTHORIZATION

BRITISH COLUMBIA			or all out-of-province ries, be used for in-p					
The Best Place on Earth	Out-of-Pro	vince X	Out-of-Canada	☐ In-Pro	vince	1	OSTS (IN CAN. \$) . 610	
MINISTRY / ENTITY / CORPORATE		·····	_ car or canada		VOTE	Transportation		
Jobs, Economic Recov	very and Innovation					Meals	270	
EMPLOYEE NAME					EMPLOYEE ID.	Lodging	2,500	
					EMPLOTEE ID.	Overtime		
Ravi Parmar						Fees		
POSITION				BARGAINING	Other	300		
Senior Ministerial Advi	sor			3				
BRANCH / LOCATION / REGION						1		
Minister's Office / Victor	oria							
DATE DEPARTING	DATE RETURNING	NO. OF WORK	KDAYS AWAY	ESTIMATED (	OVERTIME CLAIM			
2022/09/08	2022/09/12		3		HOURS			
	HER THAN PROV. OF B.C.) PAYING ANY	OF THE COSTS			HOURS	<del> </del>		
N/A, OR:						SUB TOTAL	3,680	
DESTINATIONS						Less Costs paid by others		
Seattle, Blaine						TOTAL COSTS	3,680	
METHOD OF TRAVEL					SIGNATURES			
Ferry; Car			Refer to		.4 Policy 1 and 10.4.4		uthorities.	
PURPOSE OF TRAVEL			DIRECTOR	PL	EASE SIGN ONE BU	X ONLY		
	ended, project name / number, progra	am involved,	APPROV	/ED	NOT APPROV	'ED	DATE SIGNED YYYY / MM / DD	
**	Annual 2022 Cascadia Inn	ovation						
Corridor Conference.								
•	nents, transportation, tech,	-	ASSISTANT DEPUTY		NOT APPROV	(ED	DATE CICNED	
towards a net-zero futi	aborate to develop path to ure.	waru	APPRO	VED	NOT APPROV	ED	DATE SIGNED YYYY / MM / DD	
	nt of the program is built ar	ound the						
	se is to undertake addition	nal trade	DEPUTY MINISTER					
and investment-related	t meetings.				NOT APPROV	/ED	DATE SIGNED	
						1	YYYY/MM/DD	
EMPLOYEE'S SIGNATURE	г	ATE SIGNED	MINISTER	/FD	NOT APPROV	/FD	DATE SIGNED	
E EO TEE O GIGNATURE		YYY / MM / DD	AFFRON		NOT APPROV		YYYY / MM / DD	
	I							

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# **Request for Expense Reimbursement**



# TRAVEL AUTHORIZATION

BRITISH Columbia			or all out-of-province ries, be used for in-p					
The Best Place on Earth	Out-of-Pro	vince >	Out-of-Canada	☐ In-Pro	vince	1	OSTS (IN CAN. \$) 610	
MINISTRY / ENTITY / CORPORATE NA		WINCE E	_ Out-or-Cariada		VOTE	Transportation	· —	
Jobs, Economic Recove	ry and Innovation					Meals	270	
	ry and mnovation				51101015510	Lodging	2,500	
EMPLOYEE NAME					EMPLOYEE ID.	Overtime		
Kerry Pridmore						Fees		
POSITION				BARGAINING	UNIT / GROUP NO.		300	
Assistant Deputy Ministe	er			3 Other				
BRANCH / LOCATION / REGION						l ———		
Trade & Industry Develo	pment Division / Victoria	a						
DATE DEPARTING	DATE RETURNING	NO. OF WOR	KDAYS AWAY	ESTIMATED (	OVERTIME CLAIM	1		
2022/09/08	2022/09/12		3		HOURS			
IDENTITY OF ORGANIZATION (OTHER		OF THE COSTS				<del> </del>		
X N/A, OR:						SUB TOTAL	3,680	
DESTINATIONS						Less Costs paid by others	;	
Seattle, Blaine						TOTAL COSTS	3,680	
METHOD OF TRAVEL					SIGNATURES			
Ferry, Car			Refer to		.4 Policy 1 and 10.4.		authorities.	
PURPOSE OF TRAVEL			DIRECTOR	PL	EASE SIGN ONE BO	X ONLY		
Give details of event to be attend benefits to Ministry, etc.	ed, project name / number, progr	am involved,	APPROV	/ED	NOT APPROV	/ED	DATE SIGNED YYYY / MM / DD	
Attendance at the 6th Ar	nual 2022 Cascadia Inr	novation				1		
Corridor Conference.								
Leaders from governmer and academia will collab	•	-	ASSISTANT DEPUTY		NOT APPROV	/ED	DATE SIGNED	
towards a net-zero future		waiu	Arrio	VLD	NOT AFFRO	LD	YYYY/MM/DD	
The Seattle component of								
conference. The purpose		nal trade	DEPUTY MINISTER					
and investment-related n	neetings.				NOT APPROV	/ED	DATE SIGNED	
						1	YYYY / MM / DD	
			MINISTER					
EMPLOYEE'S SIGNATURE		DATE SIGNED YYY / MM / DD	APPROV	/ED	NOT APPROV	/ED	DATE SIGNED YYYY / MM / DD	
						I		

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# Request for Expense Reimbursement



# TRAVEL AUTHORIZATION

British Columbia	It may, at the discre		es, be used for in-p				
The Best Place on Earth	Out-of-Prov	rince X	Out-of-Canada	☐ In-Pro	vince	1	COSTS (IN CAN. \$) 70.18
MINISTRY / ENTITY / CORPORATE N	IAME (IF CONTRACTOR)				VOTE	Transportation	n
Ministry Jobs Economic	Recovery and Innovation	1				Meals	103
EMPLOYEE NAME		•			EMPLOYEE ID.	Lodging	324.53
					LWIF LOTEL ID.	Overtime	
Brenda Bailey				_		Fees	
POSITION				BARGAINING	UNIT / GROUP NO.	Other_eve	nt 300
Parliamentary Secretari	at						
BRANCH / LOCATION / REGION						1	
Parliament Building, Vic	toria BC						
DATE DEPARTING	DATE RETURNING	NO. OF WORKE	DAYS AWAY	ESTIMATED	OVERTIME CLAIM	1	
YYYY/MM/DD 2022/07/12	2022/07/13		1		HOURS		
	ER THAN PROV. OF B.C.) PAYING ANY O	F THE COSTS	<u>'</u>		noons	┨ ——	
N/A, OR:	,					SUB TOTAL	797.71
						Less Costs	
DESTINATIONS						Less Costs paid by others	
Semiahmoo, Blaine Wa	shington					TOTAL COSTS	s 797.71
METHOD OF TRAVEL					SIGNATURES		
Car			Refer to		.4 Policy 1 and 10.4.		authorities.
PURPOSE OF TRAVEL			DIRECTOR	PL	EASE SIGN ONE BO	X ONLY	
Give details of event to be attended benefits to Ministry, etc.	ded, project name / number, prograr	m involved,	APPRO	/ED	NOT APPRO	VED	DATE SIGNED YYYY / MM / DD
	dia Innovation Corridor Co	onference,					
•	ents, transportation, tech, i	•					
and academia will collab towards a net-zero futur	porate to develop path tow	vard	ASSISTANT DEPUTY		NOT APPRO	VED	DATE SIGNED
	e. to Semiahmoo and back b	ov Car	AFFRO	VED	NOT APPRO	VED	YYYY/MM/DD
		,					
			DEPUTY MINISTER				
			APPRO	/ED	NOT APPRO	VED	DATE SIGNED YYYY / MM / DD
						I	
EMPLOYEE'S SIGNATURE		ATE SIGNED	MINISTER	/ED	NOT APPRO	VED	DATE SIGNED
	YYY	YY/MM/DD					YYYY / MM / DD
	I						

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# **Request for Expense Reimbursement**



# TRAVEL AUTHORIZATION

BRITISH	This form me It may, at the discre		all out-of-province				
COLUMBIA The Best Place on Earth		_			•	ESTIMATED CO	STS (IN CAN. \$)
MINISTRY / ENTITY / CORPORATE N	Out-of-Prov	vince	Out-of-Canada	∐ In-Pro		Transportation	165
					VOTE	Meals	103
Ministry Jobs Economic	Recovery and Innovation	1				Lodging	324.53
EMPLOYEE NAME					EMPLOYEE ID.		
Ravi Kahlon						Overtime	
POSITION				BARGAINING	UNIT / GROUP NO.	Fees	
Minister						Other_event	<u> </u>
BRANCH / LOCATION / REGION						1	
Parliament Building, Vic	toria BC						
DATE DEPARTING YYYY / MM / DD	DATE RETURNING YYYY / MM / DD	NO. OF WORKE	DAYS AWAY	ESTIMATED (	OVERTIME CLAIM		
2022/07/12	2022/07/13		1		HOURS		
IDENTITY OF ORGANIZATION (OTHE	ER THAN PROV. OF B.C.) PAYING ANY O	F THE COSTS				1	
N / A, OR:						SUB TOTAL	892.53
DESTINATIONS						Less Costs paid by others	
Semiahmoo, Blaine Was	shington					TOTAL COSTS	892.53
METHOD OF TRAVEL					SIGNATURES		
Car			Refer to		.4 Policy 1 and 10.4.	4 for approval au	thorities.
PURPOSE OF TRAVEL			DIRECTOR	FL	EASE SIGN ONE BO	X ONL!	
Give details of event to be attended benefits to Ministry, etc.	ded, project name / number, progra	m involved,	APPROV	/ED	NOT APPROV		DATE SIGNED YYYY / MM / DD
**	dia Innovation Corridor Co	onference,				1	
•	ents, transportation, tech, i	-					
	porate to develop path tov	vard	ASSISTANT DEPUTY		NOT APPROX	/FD	DATE CICNED
towards a net-zero futur	e.		APPROV	VED	NOT APPROV		DATE SIGNED YYYY / MM / DD
			DEPUTY MINISTER				
			APPROV	/ED	NOT APPROV		DATE SIGNED YYYY / MM / DD
						ı	TTTT / WINNI / DD
			MINIOTES				
EMPLOYEE'S SIGNATURE		ATE SIGNED	MINISTER APPROV	/ED	NOT APPROV	/ED	DATE SIGNED
	YY	YY / MM / DD					YYYY / MM / DD
			1				

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# Request for Expense Reimbursement



# TRAVEL AUTHORIZATION

BRITISH	This form mo It may, at the discre		all out-of-province				
COLUMBIA The Best Place on Earth					•	ESTIMATED CO	
MINISTRY / ENTITY / CORPORATE N.	Out-of-Prov	rince	Out-of-Canada	∐ In-Pro	VINCE	Transportation	70.18
					VOIE	Meals	103
Ministry Jobs Economic	Recovery and Innovation	l				Lodging	324.53
EMPLOYEE NAME					EMPLOYEE ID.		
Brenda Bailey						Overtime	
POSITION				BARGAINING	UNIT / GROUP NO.	Fees	
Parliamentary Secretaria	at					Other_event	300
BRANCH / LOCATION / REGION						1	
Parliament Building, Vic	toria BC						
DATE DEPARTING YYYY / MM / DD	DATE RETURNING YYYY / MM / DD	NO. OF WORKE	DAYS AWAY	ESTIMATED (	OVERTIME CLAIM	1	
2022/07/12	2022/07/13		1		HOURS		
	ER THAN PROV. OF B.C.) PAYING ANY O	F THE COSTS			7100110	┨ ———	
N/A, OR:	,					SUB TOTAL	797.71
DESTINATIONS						Less Costs paid by others	
Semiahmoo, Blaine Was	shington					TOTAL COSTS	797.71
METHOD OF TRAVEL					SIGNATURES	<u>.</u>	
Car			Refer to		.4 Policy 1 and 10.4. EASE SIGN ONE BO	4 for approval au	thorities.
PURPOSE OF TRAVEL			DIRECTOR				
Give details of event to be attended benefits to Ministry, etc.	ded, project name / number, prograi	m involved,	APPROV	/ED	NOT APPROV		DATE SIGNED YYYY / MM / DD
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Originator completes and forwards a copy to immediate supervisor for approval(s). If travel is approved, the supervisor retains a copy and returns the original to the originator. The originator attaches the original and a copy to their travel voucher.

Every employee requesting approval for out-of-province and out-of-Canada travel will complete form TB/FIN 99 in full.

*Purpose of Travel* – include a clear statement of the reason for the proposed travel.

Estimated Costs (in Can. \$) – provide an approximate calculation of the total costs to be incurred.

Approval Authorities – required by CPPM 10.3.4 policy 1 (per TB Directive 4/04):

- approvals for staff are made by their respective director;
- approvals for directors and executive directors are made by the assistant deputy minister of the program area;
- approvals for assistant deputy ministers are made by the executive financial officer for the ministry;
- for approval requirements for ministers, parliamentary secretaries, deputy ministers and ministers' office staff, refer to CPPM 10.4.4.

Where approval is obtained, the immediate program area retains copy 3 (pink) and copies 1 (white) and 2 (canary) are returned to the originator.

# **Request for Expense Reimbursement**



# **Meeting Note**

CLIFF: 160260

TITLE: Corporate Call- Port of Everett

## **WHO:** Province of British Columbia

- Minister Ravi Kahlon, Minister of Jobs, Economic Recovery and Innovation
- 2. Deputy Minister Bobbi Plecas, Ministry of Jobs, Economic Recovery and Innovation
- 3. Gerri Sinclair, Innovation Commissioner at Government of British Columbia
- 4. Ravi Parmar, Senior Ministerial Advisor to the Minister of Jobs, Economic Recovery and Innovation
- 5. William Fox, Managing Director, B.C. Trade and Investment Office, U.S.
- 6. Nicolas Santo, Director, B.C. Trade and Investment Office, U.S.

#### Other party

1. Glen Bachman, Commissioner, Port of Everett

**WHEN:** Monday, September 12, 2022 | 8:45 a.m.

WHERE: Location: The Boardroom, 2nd Floor - Semiahmoo Resort 9565 Semiahmoo

Parkway, Blaine, WA

#### WHY:

• Explore how the port is contributing to maritime development in Everett and discuss partnership and collaboration opportunities with B.C.

GIFT: No

## ISSUE/DISCUSSION:

- The Port of Everett is a public seaport authority located on Port Gardner Bay in Everett, Washington, United States. Founded in 1918, it operates a small cargo terminal, a public marina, waterfront real estate, and public recreational lands.
- The Port of Everett is the third-largest container port in the state of Washington, behind Tacoma and Seattle.
- Port activities support more than 40,000 jobs in the surrounding community and contributes \$433 million in state and local taxes.

#### **KEY MESSAGES AND DISCUSSION QUESTIONS:**

Page | 1



- B.C.'s strategic geographic location as a gateway to the Pacific has led to us to providing easy, fast, and reliable access to world markets.
- B.C. is home to Canada's largest port, the Port of Vancouver, and can handle the most diversified range of cargo in North America. Our Port of Prince Rupert is the deepest natural harbour in North America and is ice-free year-round.
- How does Port of Everett balance investments that contributes to the region's economy, while managing its carbon footprint and protecting the communities?

#### BACKGROUND:

- The Port operates three lines of business: international shipping terminals; marina facilities; and real estate development.
- Ambitious redevelopment began in 2006 to convert the north-end of the waterfront into a community of maritime businesses, retail shops and condominiums, beginning with the Port of Everett's Port Gardner Wharf.
- The port's renovated South Terminal was opened in April 2021, featuring a set of 214foot cranes and a new dock.
- The port also operates a boat launch, and it serves a ferry to Jetty Island. Jetty is an artificial island that was originally constructed in 1895 to help create an easier navigating experience for commercial ships.
- The Port Commission is responsible for setting the policy of the district for both internal and external matters and providing advice for their implementation. The Commission hires an Executive Director to carry out its policies.
- The Port of Vancouver is the largest port in Canada and the fourth largest in North America by tonnes of cargo, facilitating trade between Canada and more than 170 world economies.

#### **CONTACTS:**

William Fox Managing Director, B.C. Trade and Investment Office, U.S. Phone:s.17 Email: 1

## **ATTACHMENTS:**

1. Biography



## Attachment 1:

# Biography of Glen Bachman Commissioner at Port of Everett



# **Meeting Note**

CLIFF: 160261

TITLE: Corporate Call- Port of Seattle

# WHO: Province of British Columbia

- Minister Ravi Kahlon, Minister of Jobs, Economic Recovery and Innovation
- 2. Deputy Minister Bobbi Plecas, Ministry of Jobs, Economic Recovery and Innovation
- 3. Gerri Sinclair, Innovation Commissioner at Government of British Columbia
- 4. Ravi Parmar, Senior Ministerial Advisor to the Minister of Jobs, Economic Recovery and Innovation
- 5. William Fox, Managing Director, B.C. Trade and Investment Office, U.S.
- 6. Nicolas Santo, Director, B.C. Trade and Investment Office, U.S.

#### Other party

- 1. Stephen Metruck, Executive Director
- 2. Stephanie Jones Stebbins, Managing Director, Maritime
- 3. Sandy Kilroy, Environment and Sustainability Director
- 4. Eric Schinfeld, Senior Manager, Federal and International Government Relations

**WHEN:** Monday, September 12, 2022 | 2:15pm-2:45 pm

**WHERE:** The Boardroom, 2nd Floor - Semiahmoo Resort 9565 Semiahmoo Parkway,

Blaine, WA

#### WHY:

 Deepen understanding of Port of Seattle's contributions to the growth of the Washington State economy and explore regional collaboration opportunities around sustainable economic growth.

**GIFT:** No

# ISSUE/DISCUSSION:

 In May 2022, the Ports of Vancouver, Seattle and the Borough of Juneau, Alaska announced together with leading cruise lines announced the "First Mover Commitment," which will explore the feasibility of creating a green corridor in the Pacific Northwest. The goal is to accelerate the deployment of zero-emission ships between Alaska, B.C. and Washington, making the region's cruise ship waterways a "test

Page | 1



- bed" for zero-emissions technology for propelling vessels and for other uses in the shipping sector.
- With a portfolio of properties ranging from parks and waterfront real estate, to one of the largest airports and container terminals on the West Coast, the Port of Seattle is one of the Pacific Northwest's leading economic engines.
- Port of Seattle's mission is to promote economic opportunities and quality of life in the region by advancing trade, travel, commerce and job creation in an equitable, accountable and environmentally responsible manner.

#### **KEY MESSAGES AND DISCUSSION QUESTIONS:**

- B.C.'s strategic geographic location as a gateway to the Pacific has led to us to providing easy, fast, and reliable access to world markets.
- B.C. is home to Canada's largest port, the Port of Vancouver, and can handle the most diversified range of cargo in North America. Our Port of Prince Rupert is the deepest natural harbour in North America and is ice-free year-round.
- How does Port of Seattle balance economic impetus to create more jobs and livelihoods with environmental stewardship?
- An important strategy in our economic plan is developing a long-term provincial shipbuilding strategy to ensure continued growth and jobs. Do you see collaboration opportunities?

# **BACKGROUND:**

- Founded in 1911, the Port of Seattle is a government agency overseeing the seaport and airport of Seattle, Washington, United States.
- The Port of Seattle is managed by a five-member Port Commission who are elected by the voters of King County and serve four-year terms. The Commissioners govern the Port, lead all inter-governmental functions, and oversee the Executive Director.
- The Port's vision is to add 100,000 jobs through economic growth led by the Port, for a total of 300,000 Port-related jobs in the region, while reducing environmental footprint.
- In 2012, Port of Seattle adopted the "Century Agenda", the Port's strategic plan, to mark its 100-year anniversary. The Century Agenda has 6 goals:
  - Position the Puget Sound region as a premier international logistics hub
  - Advance this region as a leading tourism destination and business gateway
  - Responsibly Invest in the Economic Growth of the Region and all its Communities
  - Be the greenest and most energy-efficient port in North America
  - o Become a Model for Equity, Diversity and Inclusion
  - Be a Highly Effective Public Agency
- The port has many environmental programs, including shore power for cruise ships and a plan to clean up the Lower Duwamish Waterway (in partnership with Boeing, King County, and the City of Seattle). However, increased container and cruise traffic and the new runway as the airport have increased community concerns.
- In 2008, the Northwest Ports Clean Air Strategy (NWPCAS) was jointly adopted by the ports of Seattle, Tacoma, and Vancouver, to voluntarily reduce seaport-related



- emissions that contribute to air pollution and climate change in the shared Puget Sound-Georgia Basin Airshed.
- The NWPCAS was the first international strategy of its kind in the Port community. The Strategy sought to encourage environmental action above competition and created a means for the four Northwest Ports to work collectively and voluntarily to reduce air pollution.
- The Port of Vancouver is the largest port in Canada and the fourth largest in North America by tonnes of cargo, facilitating trade between Canada and more than 170 world economies.

#### CONTACTS:

William Fox
Managing Director, B.C. Trade and Investment Office, U.S.
Phone<sup>s.17</sup>
Email:

Nicolas Santo Director, B.C. Trade and Investment Office, U.S. Phone:s.17 Email: 1

## **ATTACHMENTS:**

1. Biography



## Attachment 1:

# **Biography of Stephen Metruck**

**Executive Director** 

Copyright

Biography of Stephanie Jones Stebbins

Managing Director, Maritime



Copyright

# **Biography of Sandy Kilroy**

**Environment and Sustainability Director** 



# Biography of Eric Schinfeld

# Senior Manager, Federal and International Government Relations

# FW: Pitch\_TradeMissionSeattle\_16Aug2022\_V1

From: Sundhu, Sachin JERI:EX <Sachin.Sundhu@gov.bc.ca>
To: McVicar, Niki JERI:EX <Niki.McVicar@gov.bc.ca>

Sent: November 16, 2022 11:44:44 AM PST

Attachments: Pitch\_TradeMissionSeattle\_16Aug2022\_V1.docx

Here you go.

From: Sundhu, Sachin JERI:EX Sent: August 17, 2022 1:25 PM

**To:** Parmar, Ravi JERI:EX <Ravi.Parmar@gov.bc.ca> **Subject:** RE: Pitch\_TradeMissionSeattle\_16Aug2022\_V1

From: Parmar, Ravi JERI:EX < Ravi.Parmar@gov.bc.ca >

Sent: August 17, 2022 1:10 PM

**To:** Sundhu, Sachin JERI:EX < Sachin.Sundhu@gov.bc.ca > **Subject:** RE: Pitch\_TradeMissionSeattle\_16Aug2022\_V1

Could you please re-send as a word doc?

R

From: Sundhu, Sachin JERI:EX <Sachin.Sundhu@gov.bc.ca>

**Sent:** August 17, 2022 12:46 PM

**To:** Parmar, Ravi JERI:EX <<u>Ravi.Parmar@gov.bc.ca</u>> **Subject:** Pitch\_TradeMissionSeattle\_16Aug2022\_V1

Seattle Pitch Doc with a couple edits.

Page 245 of 248 to/à Page 247 of 248

Withheld pursuant to/removed as

# FW: Updated Seattle Program & Items for Decision

From: Sundhu, Sachin JERI:EX <Sachin.Sundhu@gov.bc.ca>

To: McVicar, Niki JERI:EX <Niki.McVicar@gov.bc.ca>

Sent: November 16, 2022 11:45:06 AM PST
Attachments: 12.08.22 - MRK Seattle 2022 Program (DRAFT).docx

Here you go, again!

From: Parmar, Ravi JERI:EX <Ravi.Parmar@gov.bc.ca>

Sent: August 17, 2022 11:32 AM

To: Kahlon, Ravi JERI:EX <Ravi.Kahlon@gov.bc.ca>; Sundhu, Sachin JERI:EX <Sachin.Sundhu@gov.bc.ca>

Subject: FW: Updated Seattle Program & Items for Decision

From: Pridmore, Kerry JERI:EX <Kerry.Pridmore@gov.bc.ca>

Sent: August 12, 2022 1:45 PM

To: Parmar, Ravi JERI:EX < Ravi.Parmar@gov.bc.ca > Cc: Morgan, Carly JERI:EX < Carly.Morgan@gov.bc.ca > Subject: Updated Seattle Program & Items for Decision

Hi Ravi:

Happy Friday.

Please find enclosed an updated itinerary for the Seattle trip, this incorporates suggestions with Gerri Sinclair. I am including a couple of questions it would be helpful to get some direction on.

#### 1. Program:

a.s.13

- b. <u>Microsoft Tour)</u>: Microsoft has proposed a program which would include lunch, discussion on priorities, and a tour of the Digital Crime Unit. The entire visit would be 2 hours and 45 minutes. *Checking your OK with this?* c.s.13
- d. Thurs / Fri Evenings: We are operating based on keeping the evenings open, per feedback on prior missions. Can I confirm this remains accurate?

e.s.13

Thanks – available to connect, when you have a sense of the below.

Kerry Pridmore (she/her) | Assistant Deputy Minister | Trade and Industry Development Division | Ministry of Jobs, Economic Recovery and Innovation | Cell: 250-507-1485 |