

INFORMATION NOTE

Cliff #: 135757

Date: October 26, 2017

PREPARED FOR: Honourable Bruce Ralston, Minister of Jobs, Trade and Technology

ISSUE: Parkland Fuel Corporation's (Parkland) acquisition of Chevron Canada R&M ULC, which operates Chevron's Canadian integrated downstream fuel business

BACKGROUND:

- On October 2, 2017 Minister Ralston received a letter and media release from Bob Espey, President and CEO of Parkland Fuel announcing the completion of Parkland's acquisition of Chevron Canada R & M ULC.
- The acquisition was first announced in April 2017 but has only been finalized in October.
- Parkland Fuel is a Red Deer, Alberta based publicly traded company and Canada's largest independent marketer and distributor of petroleum products.
- Chevron Corporation is a California headquartered global energy company with operations in 180 countries.

DISCUSSION:

- The acquisition is reportedly valued at \$1.46 billion.
- The properties acquired include 129 Chevron-branded fuelling stations in the Metro Vancouver area, marine fuelling stations, an aviation fuel business which supplies Vancouver International Airport and the Trans Mountain pipeline Burnaby refinery.
- With the completion of the transaction Parkland now owns and operates more gas stations than any other company in Canada – gas station companies include Pioneer Gas and FasGas.
- In 2016 Chevron Corp. posted its first annual loss since 1987 and is in the midst of a two-year plan to sell between \$5 and \$10 billion in assets in 2016 and 2017.

NEXT STEPS:

- Mr. Espey has suggested that if the opportunity presented itself he or a member of his Senior Leadership team would be happy to meet with Minister Ralston.
- A meeting with Mr. Espey or his colleagues is not necessary at this time.
- A future meeting would be worthwhile should the opportunity present itself to better understand the company's plans to operate its new assets and its expanded role within the BC economy.

ATTACHMENTS:

- Attachment 1: Press Release
- Attachment 2: Incoming email to MBR

ADM Contact: CJ Ritchie, Economic Development Division Phone # 250-217-1683

Prepared by: Andrew Brooke, Dir. Smart Communities and Clean Technology, EDD

Reviewed by			
Dir: Andrew Brooke	ED: kb	ADM: A/ CG	DM:

Parkland Completes Acquisition of Chevron Canada's Downstream Fuel Business

Acquisition provides Parkland with the leading retail, commercial and wholesale business in B.C, and the premier supply assets in the province

Parkland's ownership of the Burnaby Refinery and related supply infrastructure will further enhance its supply advantage

Calgary, Alberta (October 1, 2017) – Parkland Fuel Corporation (“Parkland”) (TSX:PKI), Canada's largest and one of North America's fastest growing independent marketers of fuel and petroleum products, announced today the closing of its acquisition of Chevron Canada R & M ULC which operates a downstream fuel business in British Columbia and Alberta.

“This acquisition provides Parkland with British Columbia's strongest fuel marketing business and will make Parkland the exclusive distributor of Chevron-branded fuels. With this acquisition, Parkland is also acquiring the Burnaby Refinery, a proven asset that directly supports our core fuel marketing business in an important region, and enhances our supply advantage,” said Bob Espey, President and Chief Executive Officer of Parkland. “We are extremely pleased to welcome the Chevron Canada refining and marketing employees to the Parkland team. We believe in and are committed to investing in these assets, and the local employees who will help us grow in BC and beyond.”

Parkland closed the transaction on October 1, 2017 at 00:59am (Calgary time).

Parkland will update its 2017 Adjusted EBITDA guidance concurrently with the release of its Q3 2017 financial results.

SUMMARY OF ACQUIRED BUSINESS

The Acquisition includes:

- 129 Chevron branded retail service stations principally located in the Greater Vancouver area
- 37 commercial cardlock locations in British Columbia and Alberta
- Wholesale aviation business serving the Vancouver International Airport
- Three terminals located in Burnaby, Hatch Point, and Port Hardy, BC
- 55,000 bpd light / sweet crude refinery located in Burnaby, BC

FORWARD-LOOKING STATEMENTS AND NON-GAAP FINANCIAL MEASURES

Certain information included herein is forward-looking. Many of these forward looking statements can be identified by words such as “expects”, “expected”, “will”, “anticipate”, “continue”, or similar words. Parkland believes the expectations reflected in such forward-looking statements are reasonable but no assurance can be given that these expectations will prove to be correct and such forward-looking statements should not be unduly relied upon. Forward-looking statements are not guarantees of future performance and involve a number of risks and uncertainties some of which are described in Parkland's annual information form and other continuous disclosure documents. Such forward-looking statements necessarily involve known and unknown risks and uncertainties and other factors, which may cause Parkland's actual performance and financial results in future periods to differ materially from any projections of future performance or results expressed or implied by such forward-looking statements. Such factors include, but are not limited to: general economic, market and business conditions; industry capacity; competitive action by other companies; refining and marketing margins; the ability of suppliers to meet commitments; actions by governmental authorities including increases in taxes; changes in environmental and other regulations; and other factors, many of which are beyond the control of Parkland.

Any forward-looking statements are made as of the date hereof and Parkland does not undertake any obligation, except as required under applicable law, to publicly update or revise such statements to reflect new information, subsequent or otherwise. The forward-looking statements contained in this press release are expressly qualified by this cautionary statement.

ABOUT PARKLAND FUEL CORPORATION

Parkland Fuel Corporation is Canada's largest and one of North America's fastest growing independent marketers of fuel and petroleum products. It delivers gasoline, diesel, propane, lubricants, heating oil and other high-quality petroleum products to motorists, businesses, households and wholesale customers in Canada and the United States. Our mission is to be the partner of choice for our customers and suppliers, and we do this by building lasting relationships through outstanding service, reliability, safety and professionalism.

We are unique in our ability to provide customers with dependable access to fuel and petroleum products, utilizing a portfolio of supply relationships, storage infrastructure, and third-party rail and highway carriers to rapidly respond to supply disruptions in order to protect our customers.

FOR FURTHER INFORMATION

Investor Inquiries

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October 2, 2017

Hon. Bruce Ralston, Minister of Jobs, Trade and Technology
PO Box 9071 Stn Prov Govt
Victoria, BC V8W9E2

Sent via email: JTT.Minister@gov.bc.ca

Dear Hon. Minister Ralston,

On April 18, 2017, our company, Parkland Fuel Corporation ("Parkland") announced we had entered an agreement to acquire Chevron Canada R&M ULC, which operates Chevron's Canadian integrated downstream fuel business. Chevron Canada's downstream fuel business includes: 129 Chevron-branded gas stations in BC, 37 commercial cardlock locations in BC and Alberta, Chevron's wholesale aviation business serving the Vancouver International Airport (YVR), three terminals located in Burnaby, Hatch Point, and Port Hardy, BC and the Burnaby refinery. The acquisition of this business builds on the 32 Chevron-branded stations we already own and operate in the province along with the 17 Chevron-branded dealer stations that we currently supply.

If you are not familiar with us, Parkland is a publicly traded Canadian company (TSX:PKI), and is Canada's largest and one of North America's fastest growing independent marketers of fuel and petroleum products serving motorists, businesses, consumers and wholesale customers in Canada and the United States.

Today, we are pleased to let you know that the acquisition is now complete, which means that Parkland is now the owner and operator of these assets and we are excited to formally expand our presence here in BC. With the close of this transaction, we now own and operate more gas stations than any other company in Canada, and operate the second largest number of convenience stores, with a network from coast to coast. To provide you with more information on the transaction, I am including the media release issued yesterday.

We intend to operate the business in much the same way as it is operated today, with the highest level of attention to safety and environmental performance. We also pride ourselves on being good neighbours, and supporting the communities where we live and work and will be continuing Chevron Canada's active role in numerous initiatives.

I hope that either myself or my colleagues on our Senior Leadership team will have the opportunity to meet you in person in the near future. Until that time, please do not hesitate to contact me if you would like any additional information about Parkland, or have any questions.

Sincerely,

A handwritten signature in dark ink, appearing to read 'R. Espey', written over a light blue horizontal line.

Bob Espey
President & Chief Executive Officer

MEETING NOTE

Cliff #: 138320

Date: October 30, 2017

PREPARED FOR: Honourable Bruce Ralston, Minister of Jobs, Trade and Technology

DATE AND TIME OF MEETING: December 4th, 2017 at 10:30am

ATTENDEES: Lindsay Kislock, Vice President, Corporate Affairs, MABC

ISSUE(S): This meeting is likely to serve as an introduction to the Mining Association of BC (MABC) and it is expected that MABC may wish to highlight the importance of mining to the well-being of the provincial economy and as a key foundation supporting the broader goals of government.

BACKGROUND:

MABC has been the voice of the producing industry in B.C. since 1901 and represents the collective needs and interests of operating coal, metal and industrial mineral mining companies and two smelters. MABC also maintains partnerships with suppliers, industry associations, educational institutions, and business affiliates.

The mining sector is very important to the B.C. economy. According to MABC data, the number of people working in direct operations jobs in B.C. was 9,329 in 2016. Gross mining revenues for the B.C. mining industry were \$8.7 billion in 2016 and capital expenditures were \$1.4 billion. The mining industry is one of the safest heavy industries in B.C. with a strong safety record. A healthy mining sector is key to supporting the social, economic and environmental goals of the province.

The Ministry of Jobs, Trade and Technology (JTT) works closely with the Ministry of Energy, Mines and Petroleum Resources (EMPR), the lead ministry for mining in B.C., to support mineral exploration and mining companies, suppliers and associations in the mining sector. EMPR has a positive and constructive working relationship with MABC.

DISCUSSION:

Mining Awareness

- MABC have indicated their top issues around mining are:
 - Raising awareness of the contribution of the mining sector to the economy of B.C.
 - Raising awareness of how mining contributes to a low carbon future.
 - Highlighting the success stories related to Indigenous relations by the mining sector.

MABC has previously met with the Minister of Energy, Mines and Petroleum Resources to discuss the issue of raising awareness or the importance of mining to B.C., as well as issues of competitiveness, regulation and investment strategy. EMPR are actively and positively engaged with MABC on these issues.

JTT supports mining activity through a number of specific activities, including:

- Network of 14 trade and investment representative offices in key markets such as Japan, South Korea, India, China, South East Asia, the United States, and Europe that have the ability to connect B.C. mining companies with new markets, trade opportunities and potential investors.
- Assisting B.C. companies in closing trade deals with overseas investors.
- Facilitating attraction of foreign investment to the province.
- Assisting in the delivery of outbound missions and executive visits from B.C. to Asia and well as inbound missions and executive visits to B.C. from Asia.
- Working with mining companies on issues related to securing the skilled work force requirements of the sector.
- The Major Investments Office works directly with a number of mine proponents including Graymont, New Gold, KSM, Glencore, and Aurico Metals.
- JTT is an active partner with EMPR and other provincial agencies in support of trade shows such as Mineral Round-Up (Vancouver), Prospectors and Developers Conference (Toronto), China Mining Conference (Tianjin).

In addition to the specific JTT activities to support mining in B.C., there are broader government initiatives which support the competitiveness of the mining sector. For example, the September 2017 Budget Update included an announcement to eliminate the PST on electricity which MABC have indicated they are pleased with.

SUGGESTED RESPONSE/KEY MESSAGING:

- The BC Government appreciates the significant contribution of the mining industry to the B.C. economy.
- The Ministry of Jobs, Trade and Technology looks forward to continued constructive engagement with MABC on matters such as trade and investment activities.

Attachments:

Appendix A: Biography – Lindsay Kislock, Vice President, Corporate Affairs

Contact: Rob Mingay, Assistant Deputy Minister, Ministry of Jobs, Technology and Trade

Telephone: 604-250-3081

Prepared by: Sean Darling, Executive Project Director, Major Investments Office

Telephone: 250-356-7546

Reviewed by			
Dir: SD	ED: RB	ADM: RM	DM: FM

Appendix A: Biography – Lindsay Kislock



Lindsay Kislock, Vice President, Corporate Affairs

Lindsay Kislock is the Vice President of the Mining Association of BC. She started this position on June 12, 2017.

Lindsay brings extensive public policy and senior management experience to her new role. Lindsay was previously the Assistant Deputy Minister of the Health Sector Information Management and Information Technology in the BC Ministry of Health. She was also an Assistant Deputy Minister in the BC Ministry of Agriculture and Lands and the BC Ministry of Small Business and Regulatory Reform; and an Executive Director in the BC Ministry of Children and Family Development.

She holds her Bachelor of Business Administration from Lakehead University and her Executive Master of Business Administration from the University of Washington.

INFORMATION NOTE

Cliff #:138623

Date: November 1, 2017

PREPARED FOR: Honourable Bruce Ralston, Minister of Jobs, Trade and Technology

ISSUE: Release of 2018 Federal Immigration Levels Plan

BACKGROUND:

- Under the *Immigration and Refugee Protection Act* (IRPA) the Minister of Immigration, Refugees and Citizenship Canada (IRCC) is required to table the *Annual Report to Parliament on Immigration* by November 1. The report includes an immigration levels plan for the number of permanent residents that will be admitted to Canada the following year.
- On November 1, 2017, IRCC tabled a three year immigration levels plan for 2018-2020. This is a significant shift from one year levels plans, which have been the standard for decades. The new multiyear plan includes higher levels targets with overall admissions of new permanent residents increasing from a target of 300,000 in 2017 to 310,000 in 2018, 330,000 in 2019 and 340,000 in 2020 (Appendix A).
- Economic immigration categories will receive approximately 60% of the increase in admissions over the next three years with the remainder being distributed between Family Class (spouses, dependants, parents and grandparents) and refugee and humanitarian immigration categories.
- The target for Federal Economic High-Skilled immigration has been increased by 16 percent from 73,700 in 2017 to 85,800 in 2020. Admissions targets under the Provincial Nominee Program will increase from 51,000 in 2017 to 67,800 in 2020, representing a 33 percent increase.
- Over the next three years Family Class immigration will increase by 7,000 to further reduce inventories and improve processing times for spouses and dependents.
- The 2018-2020 Immigration Levels Plan is a rolling plan, meaning that each year IRCC will confirm targets for the next three years with cabinet.
- s.13,s.16

DISCUSSION:

- s.13,s.16

- A multiyear levels plan will ensure greater predictability and stability for PTs and allow for more informed program planning at the federal, provincial and municipal levels, as well as for immigrant serving organizations.
- Provincial nominee allocations are not part of the levels plan and will be determined in late 2017. s.13,s.16
- The increase in PNP admission levels does not necessarily mean that PTs will receive additional PNP nominations. Nominations could be kept at status quo in order to use the higher admission levels to decrease federal processing backlogs and processing times. s.13 PNP applications and federal processing times are around 16 months.¹
- PTs will have the opportunity to provide input to IRCC in November 2017 regarding the trade-off between improved federal processing times for provincial nominees and increases to PT nomination allocations.
- BC's immigration submission for 2018 requested an increase in PNP nominations from 6,000 s.13,s.1 . In light of IRCC's commitment to incremental growth, along with backlog considerations, s.13,s.16
- Based on historical trends and labour force participation rates for recent immigrants, the 12,100 increase in admissions for Federal Economic high skilled streams from 2017 could mean an additional 1,440 skilled workers for BC in 2020, which nearly eliminates the estimated immigration labour gap in BC even without increases to the BC PNP.

CONCLUSION:

- The shift to a multiyear levels plan will ensure greater predictability for PTs and service provider organizations.
- BC will continue to express its support for higher economic immigration levels going forward and the importance of maintaining multiyear levels planning in the future.
- PNP allocations for 2018 need to be determined as soon as possible to ensure that the BC PNP can plan effectively how best to use its nominations.
- BC will participate in discussions with IRCC regarding PNP allocations for 2018 and will press IRCC to pursue three-year nomination allocations.
- PT PNP allocations will likely be announced in late 2017.

ATTACHMENTS: Appendix A: Canada's 2018 Immigration Levels Plan

ADM Contact: Rob Mingay, 250-387-5608

Prepared by: Carling Helander, Director, Workforce, Immigration and Major Investments

Reviewed by			
Dir: CH	ED: CN	ADM: RM	DM: FM

¹ The BC PNP reviews most applications within 2-3 months. However, once the nomination is submitted to the federal government, it must still be reviewed by them before permanent residence is confirmed.

Appendix A: Canada's 2018 Immigration Levels Plan

Immigration Category	2017	2018	2019	2020
	Target	Target	Target	
Federal Economic High Skilled ¹	73,700	74,900	81,400	85,800
Atlantic Immigration Pilot ²		1,000	2,000	4,000
Caregivers ³	18,000	17,000	14,000	5,000
Federal Business ⁴	500	700	700	700
Provincial Nominee Program	51,000	55,000	61,000	67,800
Quebec Skilled Workers and Business ⁵	29,300	28,900	32,500	32,500
Total Economic	172,500	177,500	191,600	195,800
Spouses, Partners and Children	64,000	66,000	68,000	70,000
Parents and Grandparents	20,000	20,000	20,500	21,000
Total Family	84,000	86,000	88,500	91,000
Protected Persons in Canada and Dependents Abroad	15,000	16,000	16,500	17,000
Resettled Refugees - Government Assisted	7,500	7,500	8,500	10,000
Resettled Refugees - Blended Visa Office Referred	1,500	1,500	1,650	1,700
Resettled Refugees - Privately Sponsored	16,000	18,000	19,000	20,000
Total Refugees and Protected Persons	40,000	43,000	45,650	48,700
Humanitarian and Other ⁶	3,500	3,500	4,250	4,500
Overall Admissions⁷	300,000	310,000	330,000	340,000

¹ Includes admissions in the Federal Skilled Workers Program, Federal Skilled Trades Program, Canadian Experience Class.

² Admissions from up to 2,000 applications in the Atlantic Immigration Pilot Program were included in Federal High Skilled Levels for 2017.

³ Includes admissions in the Caring for Children Class and the Caring for People with High Medical Needs Class, pilot programs that replaced the Live-in Caregiver Program in late 2014. Applications received under the legacy Live-in Caregiver Program will continue to be processed, with the final applications expected to be processed in 2019 or 2020.

⁴ There are currently two federal programs accepting new applications: the Start-Up Visa Program for Immigrant Entrepreneurs, created as a pilot program in 2013; and the Self-Employed Program, targeting persons with the experience and ability to contribute significantly to Canada. A small number of applications remain for processing in the Entrepreneur Program and the Federal Immigrant Investor Program which were canceled in 2014.

⁵ Under the Canada-Quebec Accord, Quebec has full responsibility for the selection of immigrants destined to Quebec (except Family Class and in-Canada refugee claimants).

⁶ Includes admissions of persons selected on humanitarian and compassionate grounds, for reasons of public policy, and in the Permit Holder Class.

⁷ Notional targets for 2019 and 2020 will be confirmed by November 1 of each year.

DECISION NOTE

Cliff #: 138733

Date: November 6, 2017

PREPARED FOR: Honourable Bruce Ralston, Minister of Jobs, Trade and Technology

ISSUE: Renegotiation of certain provisions in the Trans Pacific Partnership (TPP).

BACKGROUND:

- The TPP is a free trade agreement that was concluded in October, 2015. It included twelve Pacific countries: Australia, Brunei Darussalam, Canada, Chile, Japan, Malaysia, Mexico, New Zealand, Peru, Singapore, the United States, and Vietnam.
- In order to come into force, six countries that make up 85 per cent of TPP economies needed to ratify the Agreement. This effectively required ratification by both the US and Japan. As the US withdrew from the TPP in January 2017, the Agreement, as drafted, could not come into force.
- s.13,s.16,s.17

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DISCUSSION:

- s.13,s.16,s.17

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Withheld pursuant to/removed as

s.16;s.13;s.17

MEETING NOTE

Cliff #: 138719

Date: November 8, 2017

PREPARED FOR: Honourable Bruce Ralston, Minister of Jobs, Trade and Technology and Honourable George Chow, Minister of State for Trade

DATE AND TIME OF MEETING: Thursday, November 9, 12:00pm - 1:00pm |
Parliamentary Dining Room (Nootka Room), Victoria

ATTENDEES: Patrick Sun, Deputy Chief Representative in Canada, China State Construction International

ISSUE(S): Meeting with China State Construction International

BACKGROUND:

The purpose of the meeting is to provide an opportunity for Minister Ralston and Minister Chow to gain an understanding of China State Construction International's activities in Canada s.21

China State Construction International (CSCI)

China State Construction International (CSCI) is the largest construction contractor in Hong Kong, with most of its projects related to government, public organisations and large private corporations. It is primarily operated through the subsidiaries of China State Construction Engineering (Hong Kong) Limited and China Overseas (Hong Kong) Limited. CSCI is listed on the Hong Kong Stock Exchange (HK.3311).

In 2012, CSCI established a presence in Canada with a HQ in Toronto. CSCI has 200 employees in Canada, and in addition to Toronto, it has offices in Montreal (project office), Quebec City (factory) and Delta (small project office).

DISCUSSION:

s.21

s.17,s.21

Mr. Sun is known to JTT through his former role at Country Garden, one of the largest developers in China that helped to build entire cities.

ATTACHMENTS:

- Attachment 1 – Biography – Patrick Sun
- Attachment 2 – BC Hong Kong Economic Relations
- Attachment 3 – Partnerships BC
- Attachment 5 – Hong Kong Trade Profile Fact Sheet

Prepared by: Richard Sawchuk, Director, Japan, Korea & Hong Kong; Janet Cho, Manager, Hong Kong, IBD, JTT
Telephone: 604-617-0378

Reviewed by				
Dir: RS	ED: PI	ADM: BK	DM: FM	MIN:

Attachment 1

Biography

Patrick Sun
Deputy Chief Representative in Canada
China State Construction International



Patrick Sun joined China State Construction International in 2016 as their Deputy Chief Representative in Canada based in Toronto, with over twenty years of experience in the development industry with an engineering background.

s.21,s.22

Previously, Patrick Sun was the Vice President of Country Garden (Canada) Corporation, a property development company based in Guangdong Province, China, owned by Yang Guoqiang's family. In 2011, it was named one of Forbes Asia's Fab Top 50 Companies. Country Garden boasts a market capitalization of over US\$8 billion as of 2014; with more than 200 high-end township developments throughout China, Malaysia and Australia among its vast international project portfolio. To date, the company has sold properties to over 1,500,000 homeowners and employ above 70,000 people worldwide.

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s.22

Attachment 2

BC-Hong Kong Economic Relations

- Hong Kong has a population of 7 million, and GDP of \$427.4 billion. It is the 12th largest GDP per capita (PPP) globally. GDP growth is forecasted at 3.0% in 2017.
- In 2016, Hong Kong was Canada's 13th largest export market worth \$2.33 billion and BC's 13th largest trading partner with exports worth \$198 million
- Hong Kong was BC's 5th largest export market for agrifood and seafood, worth \$55 million (2016).
- Hong Kong is the largest market in Asia for Foreign Direct Investment (FDI), with volumes exceeding \$73 billion in 2015, and intermediating over 50% of China's outbound investments.
- In September 2016, the *Canada-Hong Kong Foreign Investment Promotion and Protection Agreement* entered into force which further promotes bilateral investments between Canada and Hong Kong.
- Hong Kong receives over 43 million visitors annually from the Chinese mainland, and is an influential platform for overseas brand development to enter the Mainland Chinese market.
- Hong Kong is the regional headquarters for BC-based Lululemon and Arc'teryx which opened Hong Kong flagship stores in 2014 and 2016 respectively.
- Hong Kong recent BC investments have included:
 - **Gold Mountains Asset Management** - a Hong Kong private equity resource fund (100% subsidiary of Zijin Mining Group – China), was the anchor investor in Pretvium Resources (Brucejack gold project), s.21
 - **Maple Leaf Education Systems** (Hong Kong-listed) - selected Vancouver for their North American expansion s.21
 - **AppoTech** - the industry leader in Integrated Circuit (IC) and Internet of Things (IoT) manufacturing, s.21
- Hong Kong investors have a long history of investments in BC's economy, highlighted by Li Ka-Shing's acquisition of the Vancouver Expo site in 1988, and land development of \$2 billion over 20 years.
- Hong Kong is the largest offshore RMB center, and Hong Kong investors purchased over 46% of the BC Government's \$500 million dim-sum bond offering in 2013.
- The Hong Kong-Canada tax treaty, ratified in 2014, creates favourable tax benefits for Hong Kong companies and other Asian investors in North America vis-a-vis Hong Kong's corporate structure.

Attachment 3

Partnerships BC

Partnerships BC is owned by the Province of British Columbia and governed by a Board of Directors reporting to its sole Shareholder, the Minister of Finance. It is incorporated under the *British Columbia Business Corporations Act*.

Partnerships BC supports the public sector in meeting its infrastructure needs by providing leadership, expertise and consistency in the procurement of complex capital projects by utilizing private sector innovation, services and capital to deliver measureable benefits for taxpayers.

Since 2002, Partnerships BC has participated in 52 projects with a combined capital value of almost \$18 billion in healthcare, accommodation, transportation and energy and utilities.

Partnerships BC currently has five projects recently announced and in procurement:

1. Abbotsford Law Courts Project
2. Capital Regional District: Residuals Treatment Facility Project
3. New Westminster Secondary School Replacement Project
4. Royal Columbian Hospital Redevelopment Project – Phase Two and Three
5. Royal Inland Hospital: Patient Care Tower Project

There are five additional projects that are currently under construction and an extensive list of completed projects can be found on its website. <http://www.partnershipsbc.ca/>

Top 5 BC Origin Exports to Hong Kong, 2016	Cdn \$Millions	Share of total
1. Lumber, of a thickness exceeding 6 mm	\$25.8	13%
2. Transmission apparatus for radio-telephony, radio-telegraphy etc; television cameras; etc	\$14.0	7%
3. Newsprint, in rolls or sheets	\$13.4	7%
4. Chemical wood pulp, soda or sulphate, other than dissolving grades	\$12.8	6%
5. Electric motors and generators (excluding generating sets)	\$10.2	5%
Total	\$198.0	100%

Top 5 Canadian Exports to Hong Kong, 2016	Cdn \$Millions	Share of total
1. Gold	\$305.8	15%
2. Plants/parts used primarily in pharmacy, perfumery, insecticides, fungicides or similar purpose	\$223.1	11%
3. Meat of bovine animals, frozen	\$146.5	7%
4. Helicopters, airplanes and spacecraft	\$118.0	6%
5. Unwrought nickel	\$111.0	6%
Total	\$2,007.9	100%

Top 5 Canadian Imports from Hong Kong, 2016	Cdn \$Millions	Share of total
1. Articles of jewellery	\$23.1	8%
2. Printed books, brochures, directories, leaflets and booklets	\$15.4	5%
3. Other bars and rods of iron/non-alloy steel, hot-rolled/drawn/extruded	\$12.5	4%
4. Wheeled toys; dolls/their carriages; other toys; reduced-size models; puzzles	\$12.5	4%
5. Articles of pearls, precious/semi-precious stones	\$7.1	2%
Total	\$294.4	100%

Top 5 Exports from Hong Kong to the Rest of the World, 2016	US \$Millions	Share of total
1. Electrical, electronic equipment	\$259,511.2	50%
2. Pearls, precious stones, metals, coins, etc	\$84,172.1	16%
3. Nuclear reactors, boilers, machinery, etc	\$61,204.1	12%
4. Optical, photo, technical, medical, etc apparatus	\$15,502.8	3%
5. Plastics and articles thereof	\$11,019.6	2%
Total	\$516,588.1	100%

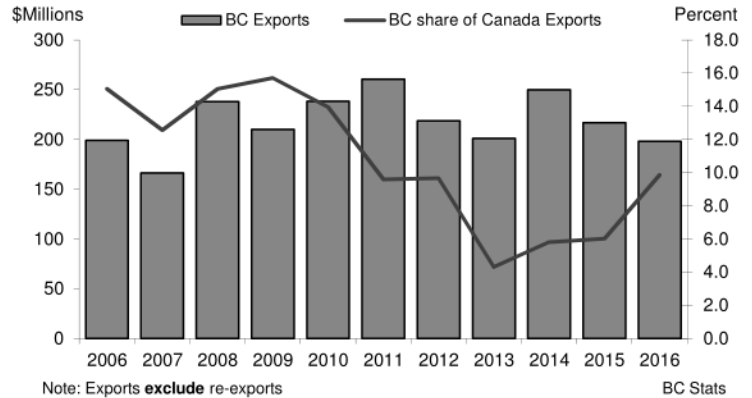
Data Source: International Trade Centre

Top 5 Imports into Hong Kong from the Rest of the World, 2016	US \$Millions	Share of total
1. Electrical, electronic equipment	\$276,733.8	51%
2. Pearls, precious stones, metals, coins, etc	\$67,220.8	12%
3. Nuclear reactors, boilers, machinery, etc	\$57,681.4	11%
4. Optical, photo, technical, medical, etc apparatus	\$15,702.1	3%
5. Plastics and articles thereof	\$10,296.8	2%
Total	\$547,124.4	100%

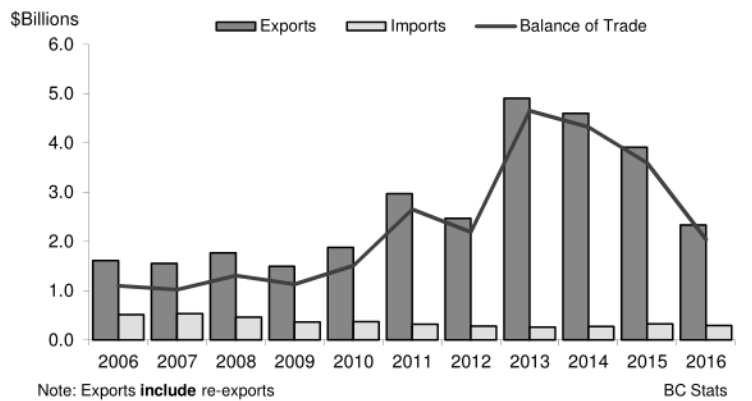
Data Source: International Trade Centre

Provincial Distribution of Exports to Hong Kong, 2016	Cdn \$Millions	Share of total
1. Ontario	\$1,020.1	50.8%
2. Quebec	\$266.1	13.3%
3. Alberta	\$213.4	10.6%
4. British Columbia	\$198.0	9.9%
5. Manitoba	\$123.9	6.2%
6. Nova Scotia	\$85.0	4.2%
7. Saskatchewan	\$42.3	2.1%
8. Newfoundland & Lab.	\$37.3	1.9%
9. New Brunswick	\$17.8	0.9%
10. Prince Edward Is.	\$3.6	0.2%
11. Nunavut	\$0.2	0.0%
12. Yukon	\$0.1	0.0%
13. Northwest Terr.	\$0.0	0.0%
Canada Total	\$2,007.9	100.0%

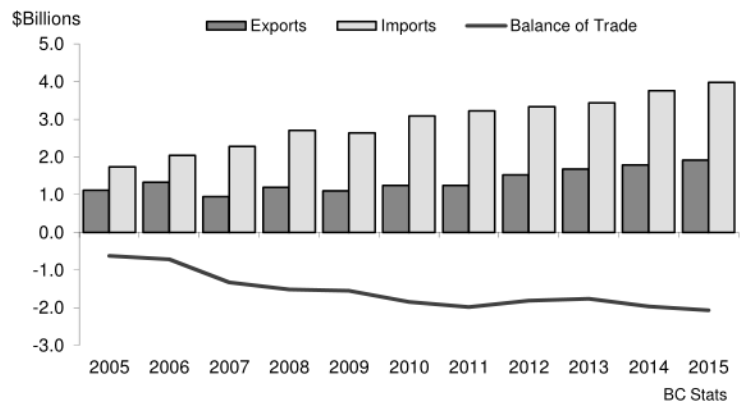
BC Origin Exports to Hong Kong



Canada's Balance of Trade in Goods with Hong Kong



Canada's Balance of Trade in Services with Hong Kong



How important is Hong Kong to BC and Canada?

Hong Kong ranked #13 as a destination for BC origin exports in 2016 with 0.5% of BC's commodity exports shipped there. It was ranked #13 as a destination for Canadian exports with 0.4% of Canadian goods exports shipped there and #64 as a source of imports into Canada with 0.1% of Canadian imports originating from Hong Kong.

How important is Canada to Hong Kong?

Canada was the source of approximately 0.7% of imports into Hong Kong in 2016. Approximately 0.0% of exports from Hong Kong were destined for Canada in that year.

HONG KONG

Continued

Hong Kong General Information

Population	7,167,403 (2016)
Annual Population Growth Rate	0.4% (2016)
GDP (US\$)*	\$427.4 billion (2016)
Per Capita GDP (US\$)*	\$58,100 (2016)
GDP Real Growth	1.4% (2016)

*Purchasing Power Parity
Source: CIA

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

Year	Domestic Exports	Re-Exports	Imports	Trade Balance
2006	\$9.8	\$46.3	\$10.9	\$45.3
2007	\$5.0	\$38.2	\$11.1	\$32.1
2008	\$8.6	\$14.4	\$12.5	\$10.6
2009	\$14.7	\$3.3	\$11.2	\$6.9
2010	\$20.9	\$5.6	\$10.3	\$16.2
2011	\$18.9	\$13.2	\$4.3	\$27.8
2012	\$17.3	\$10.2	\$3.7	\$23.8
2013	\$14.7	\$5.4	\$2.9	\$17.2
2014	\$18.5	\$6.8	\$4.5	\$20.8
2015	\$17.7	\$10.2	\$4.4	\$23.5

Source: BC Stats

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

Year	Canadian Direct Investment in Hong Kong	Direct Investment in Canada by Hong Kong
2007	\$4,304	x
2008	\$6,572	x
2009	\$6,136	x
2010	\$6,955	x
2011	\$5,446	x
2012	\$3,491	\$13,360
2013	\$4,404	\$13,966
2014	\$5,005	\$14,654
2015	\$7,009	\$11,208
2016	\$7,307	\$12,090

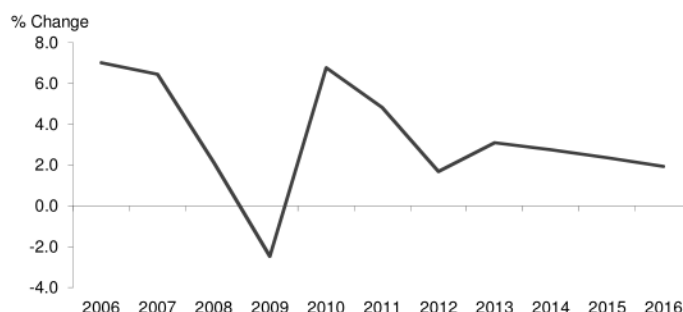
Source: Statistics Canada

Travellers from Hong Kong Entering Canada Through BC and Immigration to BC from Hong Kong

Year	Travellers (Persons)	Immigrants (Persons)
2007	77,389	265
2008	93,353	362
2009	77,004	245
2010	77,742	238
2011	78,332	212
2012	78,129	229
2013	84,370	265
2014	90,332	218
2015	94,974	219
2016	98,181	389

Source: Statistics Canada

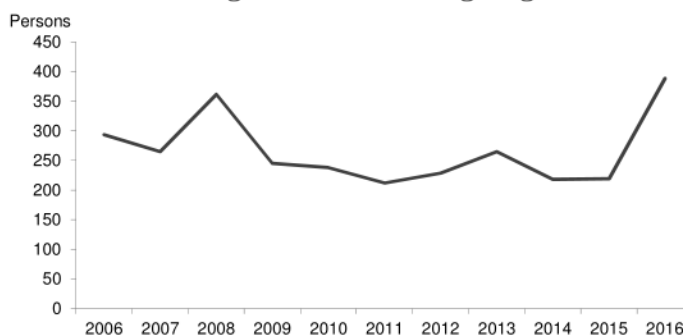
Year-Over-Year % Growth in GDP of Hong Kong



Source: International Monetary Fund

BC Stats

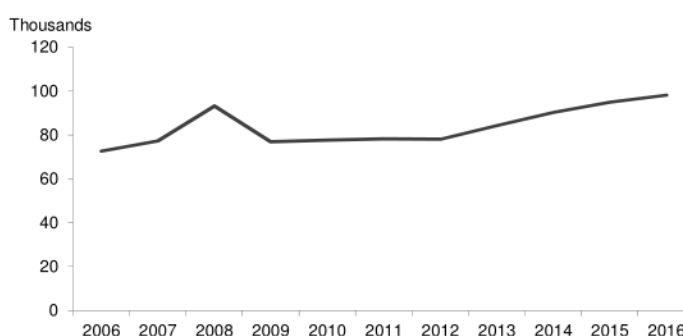
Immigrants to BC from Hong Kong



Source: Statistics Canada

BC Stats

Travellers from Hong Kong Entering Canada Through BC



Source: Statistics Canada

BC Stats

MEETING NOTE

Cliff #: 135272

Date: November 03, 2017

PREPARED FOR: Honourable Bruce Ralston, Minister of Jobs, Trade and Technology

DATE AND TIME OF MEETING: Thursday, November 16, 12:00 pm to 1:30 pm | Shangri-La Hotel | 1128 West Georgia Street, Vancouver. Conway Room, Sixth Floor

ATTENDEES: Paul Gibbons, President, Hong Kong Canada Business Association (HKCBA) - Vancouver Section; Catherine Yuen, Principal Consultant (Western Canada), Vancouver. JTT staff as required.

ISSUE(S): HKCBA keynote luncheon with Minister Ralston | British Columbia and Hong Kong - Shared Opportunities

BACKGROUND:

The purpose of the luncheon meeting is to provide an opportunity for Minister Bruce Ralston to introduce his role and mandate to the members and guests of the Hong Kong – Canada Business Association in Vancouver.

Hong Kong – Canada Business Association

Founded in 1984, the Hong Kong Canada Business Association (HKCBA) is a non-government, non-profit bilateral trade association with over 900 members in 8 member cities including Vancouver, Calgary, Edmonton, Winnipeg, Toronto, Ottawa, Montreal and Atlantic Canada. The HKCBA's mission is to expand commercial relationships between Canada and Hong Kong as well as throughout Asia, using Hong Kong as the platform to advance this objective.

The HKCBA facilitates a network for professionals and entrepreneurs to connect and develop high-level business relationships at HKCBA events throughout the year. The HKCBA also strives to provide a conduit between government organizations and businesses promoting Hong Kong-Canada bilateral trade and investment initiatives.

Hong Kong is Canada's 13th largest export market worth \$2.33 billion in 2016. Hong Kong is also BC's 13th largest trading partner, with exports worth \$198 million in 2016. Hong Kong is BC's 5th largest export market for agrifood and seafood products, worth \$55 million in 2016.

Hong Kong boasts one of the largest Canadian communities abroad, estimated at 300,000 Canadian passport holders, as well as 165,000 Canadian-educated Hong Kong residents. In turn, there are approximately 500,000 people of Hong Kong descent living in Canada.

DISCUSSION:

The Hong Kong Canada Business Association luncheon will provide an opportunity for the Minister to introduce his role and mandate to HKCBA members and guests in Vancouver. As a leading business organization, HKCBA members will be interested to hear about the new provincial government's plans for trade and investment, and to gain insight into British Columbia's ongoing engagement with Hong Kong and the Asia Pacific region. Approximately 100 guests.

Two BC companies, Windset Farms (produce – Delta) and Organic Ocean Seafood (Vancouver), will briefly provide testimonials on their interactions with JTT and the BC Trade and Investment Office in Hong Kong to increase exports to Hong Kong. Windset and Organic Ocean will also highlight how they have leveraged the Hong Kong market to successfully enter into neighbouring Asian countries.

ATTACHMENTS:

- Attachment 1 – BC Hong Kong Economic Relations
- Attachment 2 – Biography – Paul Gibbons
- Attachment 3 – JTT Trade & Investment Office – Hong Kong
- Attachment 4 - HKCBA presents: Keynote luncheon with Minister Ralston, British Columbia and Hong Kong - Shared Opportunities
- Attachment 5 – Hong Kong Trade Profile Fact Sheet

Prepared by: Richard Sawchuk, Director, Japan, Korea & Hong Kong; Janet Cho, Manager, Hong Kong, IBD, JTT
Telephone: 604-775-0030

Reviewed by				
Dir: RS	ED: PI	ADM: BK	DM: FM	MIN:

Attachment 1

BC-Hong Kong Economic Relations

- Hong Kong has a population of 7 million, and GDP of \$427.4 billion. It is the 12th largest GDP per capita (PPP) globally. GDP growth is forecasted at 3.0% in 2017.
- In 2016, Hong Kong was Canada's 13th largest export market worth \$2.33 billion and BC's 13th largest trading partner with exports worth \$198 million
- Hong Kong was BC's 5th largest export market for agrifood and seafood, worth \$55 million (2016).
- Hong Kong is the largest market in Asia for Foreign Direct Investment (FDI), with volumes exceeding \$73 billion in 2015, and intermediating over 50% of China's outbound investments.
- In September 2016, the *Canada-Hong Kong Foreign Investment Promotion and Protection Agreement* entered into force which further promotes bilateral investments between Canada and Hong Kong.
- Hong Kong receives over 43 million visitors annually from the Chinese mainland, and is an influential platform for overseas brand development to enter the Mainland Chinese market.
- Hong Kong is the regional headquarters for BC-based Lululemon and Arc'teryx which opened Hong Kong flagship stores in 2014 and 2016 respectively.
- Hong Kong recent BC investments have included:
 - **Gold Mountains Asset Management** - a Hong Kong private equity resource fund (100% subsidiary of Zijin Mining Group – China), was the anchor investor in Pretvium Resources (Brucejack gold project), s.21
 - **Maple Leaf Education Systems** (Hong Kong-listed) - selected Vancouver for their North American expansion, s.21
 - **AppoTech** - the industry leader in Integrated Circuit (IC) and Internet of Things (IoT) manufacturing, s.21
- Hong Kong investors have a long history of investments in BC's economy, highlighted by Li Ka-Shing's acquisition of the Vancouver Expo site in 1988, and land development of \$2 billion over 20 years.
- Hong Kong is the largest offshore RMB center, and Hong Kong investors purchased over 46% of the BC Government's \$500 million dim-sum bond offering in 2013.
- The Hong Kong-Canada tax treaty, ratified in 2014, creates favourable tax benefits for Hong Kong companies and other Asian investors in North America vis-a-vis Hong Kong's corporate structure.

Attachment 2

Biography

Paul Gibbons

President, Hong Kong Canada Business Association – Vancouver Section



Paul Gibbons

President, Hong Kong Canada Business Association – Vancouver Section

As a Director at WMC, Paul offers over 18 years of proven achievement in executive level talent acquisition across North America and internationally. He is a driving force in assisting corporate clients to engage and recruit key personnel in a variety of industries, markets and functional disciplines. Paul's focus is working with privately held companies that require key financial talent in competitive business environments. Paul has a 14-year history with TEC (The Executive Committee) as a Trusted Advisor. This has allowed him the opportunity to work with some of the most dynamic and entrepreneurial CEO's and organizations across Canada.

Paul is currently the President of the Hong Kong Canada Business Association – a bilateral trade organization focused on increasing trade between Asia and Canada. He is a sought after voice in the North American employment marketplace, and his commentary has appeared in the Globe & Mail, The National Post, BC Business and Business in Vancouver.

Prior to joining WMC, Paul was the Managing Director of a leading full-service recruitment firm in Vancouver, BC. He started his career working in the Financial Services Industry with a leading Canadian insurance company and his educational background includes a degree in Economics from Wilfrid Laurier University.

Attachment 3

JTT Trade and Investment Office – Hong Kong Business Plan

JTT supports a Trade and Investment Office in Hong Kong with a staff of four. Brian Brown is the Managing Director. The office focuses on trade and investment in the following priority sectors: financial services; transportation; agrifood / seafood; natural resources (mining) and technology (digital media, ICT/wireless, film & TV, cleantech)

Strategic Engagements & Key Events

Q1	Q2
<ol style="list-style-type: none">1. BC Innovation Investor Seminar (May 15, Hong Kong)2. Canadian Chamber Ball (May 20, Hong Kong – Investment)3. HKCBA National Conference (June 1-3, Vancouver – Trade & Investment)4. BC Food Pro West Buyers Mission (June 8-9, Vancouver – Trade, GF2)5. BC Seafood Buyers Mission and Expo (June 9-13, Comox Valley – Trade, GF2)6. 1-2-1 Tech Investment Conference (June 15-16, Hong Kong – Investment)	<ol style="list-style-type: none">1. RISE Tech Conference (July 11-13, Hong Kong – Investment)2. Hong Kong Food Expo (August 17-21, Hong Kong – Trade, CFEA)3. Asia Fruit Logistica (September 6-8, Hong Kong – Trade, GF2)4. Seafood Expo Asia (September 5-7, Hong Kong – Trade)
Q3	Q4
<ol style="list-style-type: none">1. Hong Kong Fintech Week (October 23-24, 2017 - investment)2. Hong Kong Food Festival (October 26-29, Hong Kong – Trade, GF2)3. BC Tech Investment Seminar (October or November TBD, Hong Kong – Investment)4. Hong Kong Canada Business Association (HKCBA) - Hong Kong Forum & BC Investment Seminar (December 4-6, Hong Kong – Trade & Investment)	<ol style="list-style-type: none">1. Asian Financial Forum & Friends of BC in Hong Kong; BC Financial Investment Seminar (January 15-16, Hong Kong)2. BC Investment Seminar (January 17-18, Taiwan – Investment)3. Vancouver International Wine Festival (February 24-March 4, Hong Kong – Trade, CFEA)4. FILMART & BC Film Investment Seminar (March 19-22, Hong Kong – Trade and Investment)5. Mines and Money & BC Mining Investment Seminar (March TBD, Hong Kong – Investment)

Attachment 4

HKCBA presents: Keynote luncheon with Minister Ralston, British Columbia and Hong Kong - Shared Opportunities

British Columbia and Hong Kong - Shared Opportunities

On November 16, 2017, the Hong Kong Canada Business Association will welcome the Honourable Bruce Ralston, B.C.'s Minister of Jobs, Trade and Technology, to a Luncheon. This is an opportunity for members of Association to meet Minister Ralston, to increase awareness about the provincial government's mandate for trade and investment, and to gain insight about British Columbia's active and ongoing engagement with Hong Kong and the Asia Pacific region.

On July 18, 2017, Premier John Horgan appointed Minister Ralston to Cabinet to serve as Minister of Jobs, Trade and Technology. Minister Ralston's mandate includes developing B.C.'s national and international trade relations and growing strategic relationships and international partnerships.

Event Details:

Date & Time: Thursday, November 16, 2017, from 12 pm to 1:30 pm.

Location: Shangri-La Hotel | 1128 West Georgia Street, Vancouver. Conway Room, Sixth Floor

Agenda:

11:50 – 12:15	Registration
12:15 – 12:20	Welcome, Paul Gibbons, President - HKCBA Vancouver
12:20 – 12:40	Lunch
12:40 – 13:05	Minister Bruce Ralston intervention
13:05 – 13:20	Q&A
13:20 – 13:30	Wrap-up and Thanks - Paul Gibbons, President - HKCBA Vancouver

Top 5 BC Origin Exports to Hong Kong, 2016	Cdn \$Millions	Share of total
1. Lumber, of a thickness exceeding 6 mm	\$25.8	13%
2. Transmission apparatus for radio-telephony, radio-telegraphy etc; television cameras; etc	\$14.0	7%
3. Newsprint, in rolls or sheets	\$13.4	7%
4. Chemical wood pulp, soda or sulphate, other than dissolving grades	\$12.8	6%
5. Electric motors and generators (excluding generating sets)	\$10.2	5%
Total	\$198.0	100%

Top 5 Canadian Exports to Hong Kong, 2016	Cdn \$Millions	Share of total
1. Gold	\$305.8	15%
2. Plants/parts used primarily in pharmacy, perfumery, insecticides, fungicides or similar purpose	\$223.1	11%
3. Meat of bovine animals, frozen	\$146.5	7%
4. Helicopters, airplanes and spacecraft	\$118.0	6%
5. Unwrought nickel	\$111.0	6%
Total	\$2,007.9	100%

Top 5 Canadian Imports from Hong Kong, 2016	Cdn \$Millions	Share of total
1. Articles of jewellery	\$23.1	8%
2. Printed books, brochures, directories, leaflets and booklets	\$15.4	5%
3. Other bars and rods of iron/non-alloy steel, hot-rolled/drawn/extruded	\$12.5	4%
4. Wheeled toys; dolls/their carriages; other toys; reduced-size models; puzzles	\$12.5	4%
5. Articles of pearls, precious/semi-precious stones	\$7.1	2%
Total	\$294.4	100%

Top 5 Exports from Hong Kong to the Rest of the World, 2016	US \$Millions	Share of total
1. Electrical, electronic equipment	\$259,511.2	50%
2. Pearls, precious stones, metals, coins, etc	\$84,172.1	16%
3. Nuclear reactors, boilers, machinery, etc	\$61,204.1	12%
4. Optical, photo, technical, medical, etc apparatus	\$15,502.8	3%
5. Plastics and articles thereof	\$11,019.6	2%
Total	\$516,588.1	100%

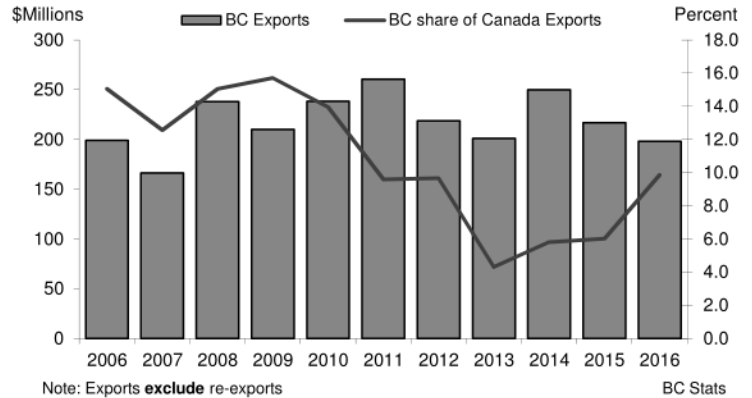
Data Source: International Trade Centre

Top 5 Imports into Hong Kong from the Rest of the World, 2016	US \$Millions	Share of total
1. Electrical, electronic equipment	\$276,733.8	51%
2. Pearls, precious stones, metals, coins, etc	\$67,220.8	12%
3. Nuclear reactors, boilers, machinery, etc	\$57,681.4	11%
4. Optical, photo, technical, medical, etc apparatus	\$15,702.1	3%
5. Plastics and articles thereof	\$10,296.8	2%
Total	\$547,124.4	100%

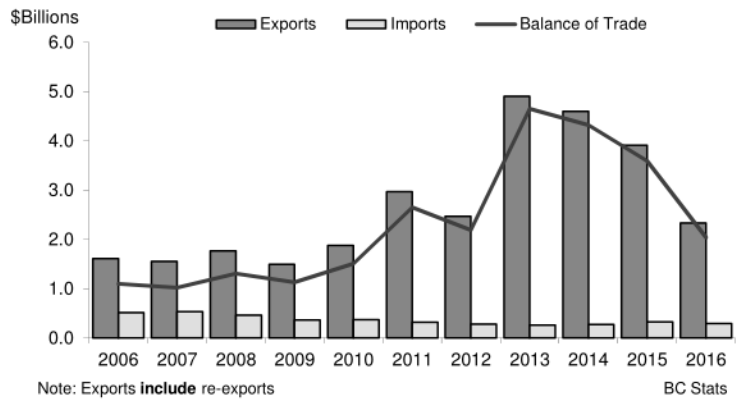
Data Source: International Trade Centre

Provincial Distribution of Exports to Hong Kong, 2016	Cdn \$Millions	Share of total
1. Ontario	\$1,020.1	50.8%
2. Quebec	\$266.1	13.3%
3. Alberta	\$213.4	10.6%
4. British Columbia	\$198.0	9.9%
5. Manitoba	\$123.9	6.2%
6. Nova Scotia	\$85.0	4.2%
7. Saskatchewan	\$42.3	2.1%
8. Newfoundland & Lab.	\$37.3	1.9%
9. New Brunswick	\$17.8	0.9%
10. Prince Edward Is.	\$3.6	0.2%
11. Nunavut	\$0.2	0.0%
12. Yukon	\$0.1	0.0%
13. Northwest Terr.	\$0.0	0.0%
Canada Total	\$2,007.9	100.0%

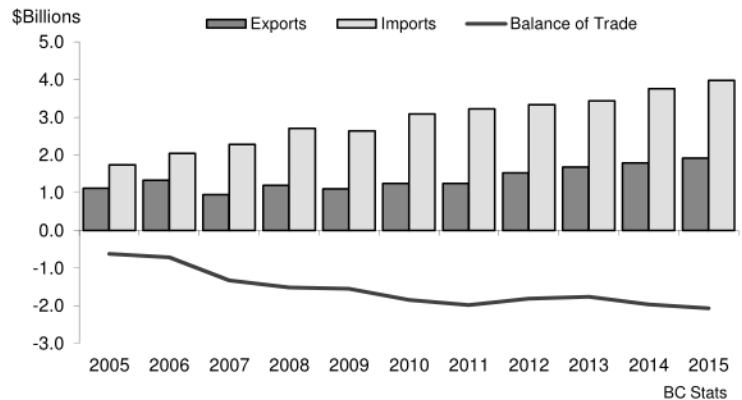
BC Origin Exports to Hong Kong



Canada's Balance of Trade in Goods with Hong Kong



Canada's Balance of Trade in Services with Hong Kong



How important is Hong Kong to BC and Canada?

Hong Kong ranked #13 as a destination for BC origin exports in 2016 with 0.5% of BC's commodity exports shipped there. It was ranked #13 as a destination for Canadian exports with 0.4% of Canadian goods exports shipped there and #64 as a source of imports into Canada with 0.1% of Canadian imports originating from Hong Kong.

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HONG KONG

Continued

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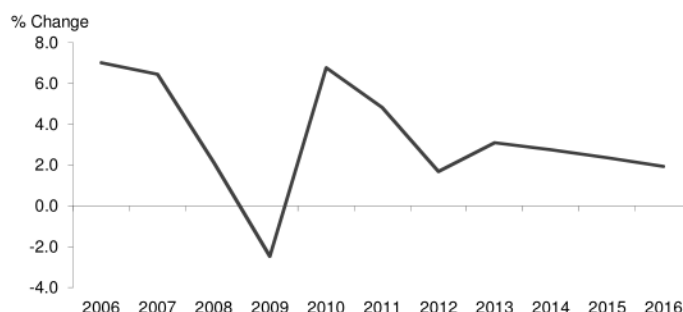
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Travellers from Hong Kong Entering Canada Through BC and Immigration to BC from Hong Kong

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Source: Statistics Canada

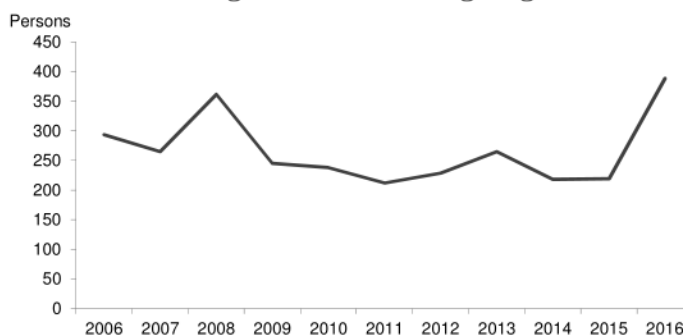
Year-Over-Year % Growth in GDP of Hong Kong



Source: International Monetary Fund

BC Stats

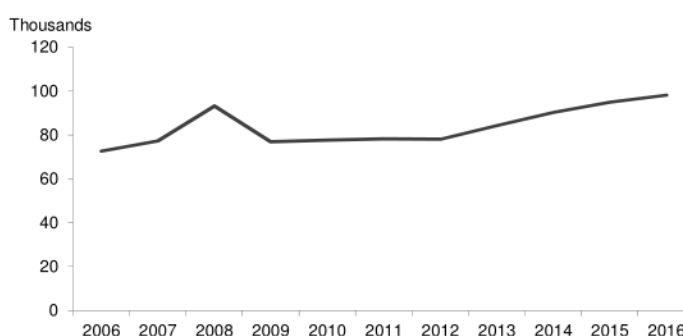
Immigrants to BC from Hong Kong



Source: Statistics Canada

BC Stats

Travellers from Hong Kong Entering Canada Through BC



Source: Statistics Canada

BC Stats

MEETING NOTE

Cliff #:138813

Date: November 10, 2017

PREPARED FOR: Honourable Bruce Ralston, Minister of Jobs, Trade and Technology

DATE AND TIME OF MEETING: Wednesday, November 15 at 6:30p.m. in the Four Seasons Hotel Chartwell Room

ATTENDEES: Board of Directors, Asia Pacific Foundation of Canada and selected guests. See attached for complete attendance list.

ISSUE(S): Invitation to a reception and dinner to meet with members of Asia Pacific Foundation Canada's Board of Directors over their shared interests in the evolving Canada-Asia dynamic

BACKGROUND:

The Asia Pacific Foundation of Canada (APFC) is a not-for-profit organization focused on Canada's relations with Asia. Their mission is to be Canada's catalyst for engagement with Asia and Asia's bridge to Canada. The APFC is well known for its leading research on Asia-Canada relations, including its annual national opinion polls of Canadian attitudes regarding relations with Asia, including Asian foreign investment in Canada and Canada's trade with Asia.

The APFC has worked in partnership with the B.C. government on several projects in the past few years. These include:

- ***Boosting British Columbia's Exports to Asia*** - a collaborative report between the Province and the APFC that provides insights on opportunities and challenges with supporting small and medium size enterprises (SMEs) to export to Asia. Based on results of the report, *Guidebook to Doing Business in Asia* was developed as a toolkit for SMEs. It provides tips and resources for exporting to Asia. Both were released in May 2016.
- ***Asia Business Literacy Discussion Series*** - as a next step from the Guidebook, the Province and APFC hosted workshops to help B.C. companies gain the knowledge and skills required to export to Asia. To date, four workshops have been held, including in Vancouver, Prince George and Kelowna.
- ***Asia Pacific Investment Monitor*** - The Ministry provided \$20,000 in financial assistance to the APFC to develop a public web tool to provide more robust information on investment flows between Canada and Asia.
- ***B.C. Education Curriculum on Asia*** - The APFC and the Ministry of Education partnered to develop new resources to empower B.C. teachers to learn and teach contemporary Asian studies and history. Announced in April 2017, the Ministry of Education is providing \$250,000 in matching funds to the project.

- **Asia Business Leaders Advisory Council (ABLAC)** - ABLAC consists of 28 business and government leaders from a broad range of sectors across the Asia Pacific. ABLAC has been hosted by the APFC to participate in an open and candid dialogue on Asia Pacific relations. In 2016 and 2017, ABLAC was held in Vancouver. The Premier attended the welcoming dinner and the Ministry provided financial assistance. In 2018, ABLAC will be hosted in Toronto.
- **India and China Strategies** - Stewart Beck participated in a roundtable of strategic advisors for the Ministry's India Strategy, as well as provided advice on the Ministry's China Strategy.

DISCUSSION:

The Ministry continues to have open dialogue with the APFC on issues and projects of mutual interest. The APFC has suggested the following areas for potential partnership with the Ministry:

1. Undertaking research on opportunities in China for clean technology to produce an online map to provide companies with better information on specific opportunities in China;
2. An additional Asia Business Literacy Discussion Series workshop on issues around intellectual property and exporting technology.

Board of Directors Biographies are attached as Appendix A.

SUGGESTED RESPONSE/KEY MESSAGING:

- Asia remains a priority market for British Columbia to develop partnerships and pursue increased trade and investment.
- JTT looks forward to continuing to work with APFC on joint initiatives to foster greater collaboration with Asia.

Appendix A: Biographies, Board of Directors, Asia Pacific Foundation of Canada

Appendix B: Board Members in Attendance and Guest List

ADM Contact: Jamie Hammond, Phone # 5.17

Prepared by: Kelly Best, International Strategy and Competitiveness Division

Reviewed by			
Dir: KC	ED: NW	ADM: NW	DM: CL (acting)

Appendix A: Biographies

Board of Directors, Asia Pacific Foundation of Canada

David L. Emerson, Chair, Asia Pacific Foundation of Canada; Chair, Emerson Services Ltd.



David L. Emerson, P.C., O.B.C. is a Corporate Director and Public Policy Advisor. Nationally, he has held senior positions with the Government of Canada, including: Minister of Foreign Affairs, Minister of Industry and Minister of International Trade with responsibility for the Asia Pacific Gateway Initiative and the 2010 Vancouver Olympics. Mr. Emerson also held several senior roles in the B.C. government. His leadership roles in the private sector included: President and CEO of Canfor Corporation, President and CEO of the Vancouver International Airport Authority, and Chairman and CEO of Canadian Western Bank. Mr. Emerson is currently Board Chair of Maple Leaf Foods, TimberWest Forest Corporation and the Asia Pacific Foundation. He also serves on the Boards of Directors of Stantec Inc. and New Gold Inc.

Marie-Lucie Morin, Vice-Chair, Asia Pacific Foundation of Canada



Marie-Lucie Morin served as Executive Director for Canada, Ireland and the Caribbean at the World Bank from 2010 to December 2013. Before joining the World Bank Mrs. Morin pursued a 30 year career in the Federal Public Service during which she acquired extensive policy, management, governance and communications experience. Mrs. Morin was appointed National Security Advisor to the Prime Minister and Associate Secretary to the Cabinet in 2008; from 2006 to 2008 she served as Deputy Minister for International Trade and from 2003 to 2006 as Associate Deputy Minister of Foreign Affairs.

Dominic Barton, Global Managing Partner, McKinsey & Company



Dominic Barton is the Global Managing Partner of McKinsey & Co. In his 30 years with the firm, Mr. Barton has advised clients in a range of industries including banking, consumer goods, high tech and industrials. Prior to his current role, Mr. Barton was based in Shanghai as McKinsey's Asia Chairman from 2004 to 2009 and led the Korea office from 2000 to 2004. Mr. Barton is the Chair of the Canadian Minister of Finance's Advisory Council on Economic Growth and the Chair of the Seoul International Business Advisory Council. He is also a Trustee of the Brookings Institution, a member of the Singapore Economic Development Board's International Advisory Council, and a member of the board of Memorial Sloan Kettering in New York City.

Stewart Beck, President and CEO, Asia Pacific Foundation of Canada



Stewart Beck is the President and CEO of the Asia Pacific Foundation of Canada. Prior to joining APF Canada, Mr. Beck served as the Canadian High Commissioner to the Republic of India with concurrent accreditation to the Kingdom of Bhutan and to Nepal. He joined Canada's Department of External Affairs and International Trade (now Global Affairs Canada) in 1982 and served abroad in the United States, Taiwan, and the People's Republic of China. In Ottawa, he held a number of progressively more senior positions, including Director General of the North Asia Bureau, Director General Responsible for Senior Management and Rotational Assignments, and Assistant Deputy Minister for International Business Development, Investment, and Innovation. He was Consul General in Shanghai and prior to his posting to India, he was Consul General in San Francisco.

Jean Charest, Partner at McCarthy Tétrault LLP



Jean Charest is currently a Partner at McCarthy Tétrault LLP. He provides invaluable expertise to the firm's clients with his in-depth knowledge and experience with public policy, corporate Canada and international matters. As a strategic advisor with a unique perspective, he supports clients on complex transactions, projects and international mandates as they navigate the global business environment. With a public service career spanning almost 30 years, Jean Charest is one of Canada's best-known political figures. Mr. Charest was first elected to the House of Commons in 1984 and, at age 28, became Canada's youngest cabinet minister as Minister of State for Youth.

Colin Dodds, President Emeritus, Professor of Finance, Saint Mary's University



Dr. J. Colin Dodds is President Emeritus, and Professor of Finance, Sobey School of Business, Saint Mary's University. Educated in the U.K. with a B.A., B.Sc., M.A., and Ph.D. degrees, and inducted as an Associate alumnus of Saint Mary's in 1995, Dodds has taught at many universities in the U.K. (Sheffield, Birmingham and Hull – with extension programmes in the UAE, Hong Kong, Indonesia, Singapore and Malaysia), through CIDA and the World Bank in Asia (Thailand and China) and in Canada (McMaster and Brock). He has an extensive record of scholarly publications, including books and conference presentations. His interest is emerging financial markets and he writes a bi-weekly column on business for the New Brunswick Telegraph Journal.

Kevin Falcon, Executive Vice-President, Anthem Capital



Mr. Falcon is British Columbia's former Deputy Premier and Minister of Finance. Mr. Falcon currently serves as Executive Vice-President with Anthem Capital based in Vancouver, BC. Mr. Falcon served for twelve years in various senior cabinet positions in the BC government prior to his decision to retire in August, 2012. Mr. Falcon held positions as the Minister of State for Deregulation, the Minister of Transportation and Infrastructure, the Minister of Health, and the Minister of Finance. Prior to his public career, Falcon was Vice President of Northwest Investment Properties and received his Bachelor of Arts degree from Simon Fraser University and his real estate education from the University of British Columbia.

Blaine Favel, Executive Chairman of One Earth Oil and Gas



Blaine Favel, currently the Executive Chairman of One Earth Oil and Gas, is an influential Plains Cree leader who has made significant contributions to scholarship, education, public service and the Canadian public good. He was Chief of the Poundmaker Cree Nation and served as Grand Chief of the Federation of Saskatchewan Indian Nations from 1994-98. Mr. Favel was also a senior diplomat as the Canadian Department of Foreign Affairs and International Trade Counselor on International Indigenous Issues, served as a special advisor to the Assembly of First Nations National Chief Phil Fontaine, and was a panelist on the Indian Residential Schools Truth and Reconciliation Commission. In the past, Mr. Favel has worked with the law firm of Bennett Jones, and with RBC Capital Markets.

George Heller, Corporate Director



George Heller was appointed Senior Director of Hudson's Bay Company (Hbc) in March 2006 following his retirement as President and Chief Executive Officer, a position he had held since February 1999. A retail veteran, George has held senior positions in Canadian and international retailing for almost 30 years. The majority of these years were spent working with Hbc, starting with the Northern Stores Division in 1966 and moving from there to positions with the Bay, Simpsons, Zellers and Woodwards. George was President and CEO of the Victoria Commonwealth Games from 1991 to 1994. In 1995, he became President of Bata Industries in North America and Europe, before taking the position of President and CEO of Kmart Canada in 1997. George rejoined Hbc when he was appointed President and CEO of Zellers following Hbc's acquisition of Kmart Canada in February 1998.

Murad Al-Katib, President and CEO, AGT Food and Ingredients Inc.



Murad Al-Katib, is the President and CEO and a Board member of AGT Food and Ingredients Inc. Murad completed his Masters from Thunderbird School of Global Management in Arizona and a Bachelor of Commerce from the University of Saskatchewan, before working in international trade promotion for the Government of Saskatchewan. In 2001, he founded Saskcan Pulse Trading, providing the nucleus for AGT and growing the company to a world leader in value-added pulses, staple foods and ingredients with revenues exceeding \$1.4 billion in 2014, customers in over 100 countries and with 41 manufacturing facilities on five continents.

Peter Kruyt, Vice-President, Power Corporation



Peter Kruyt has been Vice-President of Power Corporation since 1996. He is Chairman of Power Pacific Corporation Limited, a subsidiary of Power Corporation; of Sagard China, one of the Corporation's equity investment funds; and, Vice-Chairman of Power Energy Corporation. He also serves as a director of Potentia Solar Inc., Eagle Creek Renewable Energy Inc. and Montréal International. He has been Chairman of the Canada China Business Council since 2003. Mr. Kruyt was President and Chief Executive Officer of Power Broadcasting Inc. from 1987 to 2000 and President and Chief Executive Officer of Power Technology Investment Corporation from 2000 until 2009. He was a director of Great West Lifeco Inc. from 2003 to 2008, of Bellus Inc. from 2002 to 2009, of Bombardier Sifang Power (Qingdao) Transportation Ltd and of La Presse, ltée from 1985 to 2016. He also served as an alternate director on the board of CITIC Pacific Ltd. in Hong Kong from 2003 to 2014.

Paul Lee, Managing Partner of Vanedge Capital Partners



Paul Lee is the founder and a Managing Partner of Vanedge Capital Partners, a Vancouver-based venture capital fund focused on making investments in gaming, digital media, SaaS solutions for small and medium business, enterprise software, and cyber security. Vanedge invests in visionary entrepreneurs and fast growing companies that are poised to disrupt an incumbent business, or create a new market via the introduction of new technologies and business models. The fund is particularly focused on companies that are capitalizing on opportunities brought about by the shift to mobile, transition to digital, and migration to cloud-based computing. Mr. Lee was the former President of Electronic Arts, Inc. (EA), the global leader in interactive computer and videogame software, and was responsible for all product development within its Worldwide Studios Group.

Kevin Lynch, Vice Chairman, BMO Financial Group



The Honourable Kevin G. Lynch, P.C., O.C., PH.D, LL.D is Vice Chairman of BMO Financial Group. Dr. Lynch is a distinguished former public servant with 33 years of service with the Government of Canada, serving as Clerk of the Privy Council, Secretary to the Cabinet and Head of the Public Service of Canada as well as Deputy Minister of Finance, Deputy Minister of Industry and Canada's Executive Director at the International Monetary Fund. Dr. Lynch is Chair of the Board of Governors of the University of Waterloo and Chair of the Canadian Ditchley Foundation, and serves on other boards including the Gairdner Foundation, the Killam Trusts, the Perimeter Institute, the Princess Margaret Cancer Foundation, and the Shannon School of Business. He is a member of the World Economic Forum's Global Policy Councils and on the Rhodes Scholarship Selection Committee.

John Montalbano, Principal, Tower Beach Capital Ltd.



John Montalbano built his career in asset management, first as an equity analyst and then as an institutional portfolio manager at Phillips, Hager & North Investment Management Ltd. (PH&N), where he was appointed President in 2005. In 2008, when the Royal Bank of Canada acquired PH&N, John became CEO of RBC's newly expanded asset management business, known as RBC Global Asset Management (RBC GAM). By 2015, when he retired as CEO, RBC GAM had clients in over 40 countries, managing in excess of \$370 billion of assets. RBC GAM maintained offices in Canada, the United States, the United Kingdom and Hong Kong, as well as a joint venture headquartered in Beijing, China. As Vice Chairman of RBC Wealth Management, John was focused on business development and special projects for the Royal Bank of Canada. In 2017, John was appointed as a Director of the Canada Pension Plan Investment Board.

Sandra Pupatello, Strategic Advisor, Industry, Global Markets & Public Sector, PwC Canada



Sandra Pupatello is the Strategic Advisor, Industry, Global Markets & Public Sector, for PwC Canada. Sandra's depth of experience, network of business contacts and public profile allow her to serve PwC's clients domestically and abroad. Her distinguished career in the public sector – including leading trade delegations in most major markets globally – helps clients develop relationships in markets that align to their growth strategies. Sandra was first elected to the Ontario Legislature in 1995 and was appointed to Cabinet in 2003. During her renowned political career, she served most of her 8 years in Cabinet as Minister of Economic Development and Trade. In addition, she served as Minister of Education and Minister of Social Services.

Evaleen Jaager Roy, Principal, Jaager Roy Advisory Inc.



Evaleen Jaager Roy advises CEOs and organizations on strategy and leadership. Her clients include some of the most successful companies in technology, gaming, architecture, medical research, investment and sustainability. Prior to starting her own company, she served as Vice President of Human Resources for Electronic Arts - leading the function in Canada, across Europe and for a global division. She also held Director roles in the energy and US auto sectors. Evaleen has been re-elected Chair of the Board at Emily Carr University of Art + Design five times. She is recognized as an Outstanding Alumnus from Simon Fraser University, is a Vancouver Influential Business Woman Award winner as well as recipient of the Queen's Diamond Jubilee Medal. She was named a 2013 Trudeau Foundation Mentor. In 2014 Evaleen was appointed to the Board of the Banff Centre – the world's largest arts and creativity incubator – and to the Board of the Asia Pacific Foundation of Canada.

Indira Samarasekera, Former President and Vice-Chancellor, University of Alberta



Dr. Samarasekera was recently the 12th president of the University of Alberta, one of the top universities in Canada, and among the top 100 universities in the world. She holds a B.Sc. (in mechanical engineering) from the University of Ceylon (Sri Lanka), a M.Sc. (in mechanical engineering) from the University of California, as a Hayes Fulbright Scholar, and a Ph.D. (in metallurgical engineering) from the University of British Columbia. Serving the community in a wider capacity, Dr. Samarasekera sits on the Boards of Directors of the Bank of Nova Scotia (Scotiabank), Magna International, and NINT (the National Institute of Nanotechnology), and has served as a member of Industry Canada's Science, Technology and Innovation Council and as Chair of the World Universities Network (WUN).



ASIA PACIFIC
FOUNDATION
OF CANADA

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ASIE PACIFIQUE
DU CANADA

Asia Pacific Foundation of Canada Board of Directors Dinner

November 15th, 2017

Board Members in Attendance

Guest name	Title	Company	Position
Blaine Favel	Mr.	One Earth Oil and Gas	Executive Chairman
Colin Dodds	Mr.	Sobey School of Business - Saint Mary's University	President, Emeritus and Professor of Finance
David Emerson, Chairman	Mr.	Emerson Services Pvt. Ltd.	Chair
Dominic Barton	Mr.	McKinsey & Company	Managing Director
George Heller	Mr.		Corporate Director
Indira Samarasekera	Ms.	University of Alberta	Former President and Vice-Chancellor
Jean Charest	Mr.	McCarthy Tetrault LLP	Partner
John Montalbano	Mr.	Tower Beach Capital Ltd.	Principal
Kevin Falcon	Mr.	Anthem Capital Corp	Executive Vice President
Marie-Lucie Morin	Ms.	Asia Pacific Foundation of Canada	Vice-Chair
Murad Al-Katib	Mr.	AGT Food and Ingredients Inc.	President and CEO



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DU CANADA

Paul Lee	Mr.	Vanedge Capital	Managing Partner
Peter Kruyt	Mr.	Power Corporation of Canada	Vice President
Sandra Papatello	Ms.	PwC Canada	Strategic Advisor, Industry, Global Markets & Public Sector
Stewart Beck	Mr.	Asia Pacific Foundation	President & CEO

Guest List

Guest name	Title	Company	Position
Sue Paish	Ms.	LifeLabs	President & CEO
Ron Stern	Mr.	Stern Partners	President
Andrew Petter	Mr.	SFU	President/Vice Chancellor
Kathy Kinloch	Ms.	BCIT	President
Lane Trotter	Dr.	Langara	President
Doug Allen	Mr.	Advisor to NDP	
Bruce Ralston	Mr.	Ministry of Jobs, Trade & Technology	Minister of Jobs, Trade & Technology
Hassan Khosrowshahi	Mr.	Persis	Chairman

MEETING NOTE

Cliff #: 138810

Date: November 10, 2017

PREPARED FOR: Honourable Bruce Ralston, Minister of Jobs, Trade and Technology

DATE AND TIME OF MEETING: November 17, 2017, 11:00am – 12:00pm

ATTENDEES: Honourable Harry Bains, Minister of Labour; Narindarpal Kang and Jasdeep S. Mattoo, Barristers and Solicitors, Kang and Company; Trevor Hughes, Deputy Minister, Ministry of Labour; Kathie Currie; Karen Cooling

ISSUE(S): Temporary Foreign Worker Registry

BACKGROUND:

Minister Bains has arranged to have a meeting with Mr. Mattoo and Mr. Kang from the Kang and Company law firm to discuss temporary foreign workers (TFWs). The focus of the meeting is expected to be the TFW Registry and protections for vulnerable TFWs. Minister Bains' mandate letter includes a commitment to: "create a temporary foreign worker registry to help protect vulnerable workers from exploitation and to track the use of temporary foreign workers in our economy".

Kang and Company is an immigration-focused law firm based in Surrey, with additional offices in Calgary and Montreal. Their services include assisting individuals with a range of immigration needs (including economic immigration, family sponsorship, refugee claims, work and study permits, and citizenship applications) as well as family law, criminal law, personal injury, and real estate. The firm was founded by Mr. Kang in 1992. In 2002 Mr. Kang was appointed as an immigration judge at the Immigration and Refugee Board of Canada. Mr. Mattoo has worked at Kang and Company since 2008. See Appendix A for biographies.

DISCUSSION:

The TFW Registry is being led by the Ministry of Labour. Staff from the Ministry of Jobs, Trade, and Technology (JTT) are available to assist Ministry of Labour staff in any way necessary as they research, design, and implement the registry. Preliminary staff discussions have already occurred.

Improving protections for vulnerable TFWs is a high priority at both the federal and provincial level, and staff from both governments have been working closely on exploring possible changes or initiatives that can better protect workers. JTT is generally the lead for interactions with the federal government, with significant

involvement from Ministry of Labour staff. BC staff will ensure that any federal changes coordinate with, but do not duplicate, provincial efforts such as the TFW Registry.

JTT provides \$4 million annually for settlement services for new and potential British Columbians not otherwise eligible for federal services, including TFWs, international students, refugee claimants, and naturalized citizens. Services include information and referral; orientation and community connections; employment supports; formal and informal language training and practice; and trauma counselling for refugee claimants. These services are available across the province through 55 contracted settlement service providers.

In 2016, BC and the federal government worked together to implement a process so that TFWs who are at risk of abuse as a result of an employer not complying with federal or provincial laws can receive a new work permit from the federal government. Provincially-funded service providers can help TFWs in abusive situations file a complaint with the appropriate agency (e.g. Employment Standards Branch) and an application for a new temporary work permit so that they can leave the abusive employment situation.

Through the Open Data website, the federal government has made increasing amounts of data about TFWs publicly available, which provides a sound starting point for tracking the use of TFWs in BC's economy. The available data includes employer name, location, sector, occupation, skill level, and gender. However, personal data about the workers themselves, such as their contact information and when they actually arrive in BC, is not available through federal data collection.

SUGGESTED RESPONSE/KEY MESSAGING:

- The Ministry of Jobs, Trade, and Technology will be working closely with the Ministry of Labour as they research, design, and implement the Registry.
- Staff are also working closely with the federal government to ensure that federal efforts to reduce the vulnerability of TFWs aligns with the Province's approach.
- In the meantime, the Province continues to provide settlement services to TFWs through the BC Settlement and Integration Services program.

ATTACHMENTS: Appendix A - Biographies

ADM Contact: Rob Mingay, 604-250-3081
Prepared by: Carling Helander, Director, WDID

Reviewed by			
Dir: CH	ED: CN	ADM: RM	DM:

Appendix A: Biographies
(from Kang and Company Web Site)



Narindarpal Singh Kang, B.Sc, M.S.E., J.D.

E-mail: narindar@kanglawyers.com

Education: Bachelor of Science (University of Calgary)

Master of Science (Stanford University) Juris Doctor Law

Degree (1990) (University of California/University of British Columbia)

Narindar started the Law Firm of Kang and Company in 1992, after completing his articles with the renowned law firm of Russell and DuMoulin (now Fasken Martineau) in 1991. While engaged in his private law practice, Narindar has served on the Systemic Bias and Multiculturalism Committees of the Law Society of British Columbia, and has been a Member of the International Bar Association and Commonwealth Bar Association.

Narindar was also elected in 2000 by his lawyer colleagues to the National Council of the Canadian Bar Association -British Columbia Branch.

In 2002, Narindar was appointed by the Governor-General in Council as an Immigration Judge at the Immigration and Refugee Board of Canada ("IRB"). In this capacity, Narindar sat at the Immigration Appeal Division, and rendered over 500 decisions on immigration appeals, including on marriage, adoption, medical, and financial refusals by Canadian Immigration authorities, and appeals from deportation orders. While a Judge at the IRB, Narindar, along with his Vancouver colleagues, received the Head of the Public Service Award for 2003. This Award is one of the most prestigious honours that the Government of Canada can bestow. It was given for designing and implementing an ADR (Alternative Dispute Resolution) process for persons appealing to the Immigration Courts.

A litigator and an academic, Narindar has presented various lectures, and delivered papers at the Commonwealth triannual conferences held in Vancouver, B.C. and Kuala Lumpur, Malaysia, at the Continuing Legal Education (CLE) courses held for lawyer colleagues in British Columbia, and for the Peoples' Law School.

Narindar is also a former Member of the Tariffs Committee, Legal Services Society of British Columbia, and a former Board Member of the Surrey Delta Immigrant Services Society.



Jasdeep Singh Mattoo, B.A., LL.B.
E-mail: jas@kanglawyers.com
Education: B.A., LL.B. Law Degree
(University of British Columbia)

Mr. Jasdeep Singh Mattoo was called to the Bar of British Columbia in 2008, having completed his articles with Kang & Company in 2007/2008. Since working at Kang & Company, Jas has appeared at various levels of the Immigration and Refugee Board of Canada, including the Immigration Division and at ADR (Alternative Dispute Resolution conferences).

Jas has also represented clients at the Provincial Court of British Columbia and the Supreme Court of British Columbia regarding immigration charges, criminal charges, and family law matters. Jas's immigration practice focuses on refugee claims, work permits (from within Canada and abroad), Spouse In Canada (SIC) applications, overseas applications (including marriage, adoption, family class, and independent applications), Pre- Removal Risk Assessment applications, Humanitarian and Compassionate applications, detention reviews, and Federal Court applications for Leave and Judicial Review.

Jas also practices criminal law and has appeared at various Provincial Courts of British Columbia to represent and defend his clients' rights. Jas's criminal practice includes defending all criminal charges, including: assault, domestic assault cases, theft, drunk driving, and other criminal cases. Finally, Jas has expanded his practice to include all types of family law matters. These include contested and uncontested divorces, spousal and child support claims, and access/custody cases. Jas has attended and completed several family law specific courses in order to aggressively and efficiently serve his clients.

MINISTRY OF JOBS, TRADE AND TECHNOLOGY

DECISION NOTE

Cliff #:138786

Date: November 14, 2017

PREPARED FOR: Honourable Bruce Ralston, Minister of Jobs, Trade and Technology

ISSUE: Potential negotiations for a Canada-China Free Trade Agreement.

BACKGROUND:

- In September 2017, Canada and China concluded exploratory discussions after four rounds of meetings that took place over a 1-year period.
- Exploratory discussions are often the first step countries take to determine the scope of issues that could be addressed in the negotiation of a Free Trade Agreement (FTA).
- China was BC's second top export destination in 2016 (\$5.9 billion in goods exports), after the US. BC ranks first in Canada, by a wide margin, for exports to mainland China by province (BC 29%, SK 17%, AB 15%, QC 14%, Ontario 14%).

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- Prime Minister Trudeau is planning to go to China in December;
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- Premier Horgan is planning to go to China on a trade mission early in 2018.

DISCUSSION:

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- A joint feasibility study on a potential FTA with economic modelling is being developed.

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- Another study of the potential economic impact of a Canada-China FTA, completed by Dan Curiak (formerly the Deputy Chief Economist for the federal government) in 2016, indicated a more modest \$5.8B increase in exports (0.14%) for Canada.

OPTIONS:

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Pros:

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Cons:

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Pros:

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Cons:

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Pros: s.13,s.16

Cons:

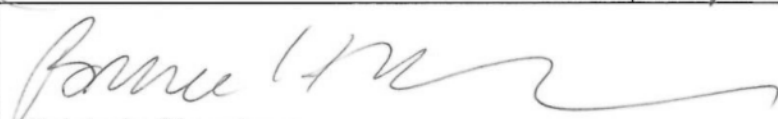
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RECOMMENDED OPTION: s.13,s.16

ATTACHMENTS:

Attachment #1: Further Background on Canada-China Relationship

Attachment #2: Key Areas of Interest in Potential FTA Negotiations

Approved / Not Approved	Date: November 20, 2012
 Minister's Signature:	

ADM Contact: James Hammond, Phone # (778) 698-8778

Prepared by: Janel Quiring, Director, Trade Policy and Negotiations (778) 698-8740

Reviewed by			
Dir: JQ	ED: SA	ADM: NW	DM:

CONFIDENTIAL DRAFT

Attachment #1 Further Background on Canada-China Relationship

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Federal Government's Consultations

- The Government of Canada conducted public consultations from March 4 to June 2, 2017.
- Input was collected through in-person meetings and teleconferences with Canadian stakeholders, through the publication of a Canada Gazette notice and a dedicated consultation website.
- During the 90-day consultation period federal officials interacted with approximately 600 stakeholders and partners, conducted 70 plenary roundtables and workshops and received 130 submissions from Canadians.
- In general, the public and stakeholder views noted both challenges and opportunities of a Canada-China FTA.
- Canadians said they believe there are significant opportunities for Canadian businesses and consumers (due to the size of market) in China and noted the importance of China for the future of the global economy. Some of the specific

opportunities mentioned include supplying China's demand for high-quality agricultural products and natural resources, government procurement and leveraging China as a source of, and destination for, foreign direct investment.

- Challenges mentioned include: an unpredictable and opaque regulatory environment that lacks transparency and raises costs for Canadian business, tariffs, permitting issues, establishment requirements, and customs procedures. Concerns were also raised arising from the nature of China's state-run economy; the interplay between trade and China's human rights, environmental and labour rights records; and the inconsistent rule of law in China, especially in relation to the enforcement of intellectual property rights.

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**Attachment #2: Key Areas of Interest in Potential FTA Negotiations.
(to be confirmed/built on by consultations)**

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MEETING NOTE

Cliff #: 138859

Date: November 16, 2017

PREPARED FOR: Honourable Bruce Ralston, Minister of Jobs, Trade and Technology

DATE AND TIME OF MEETING: TBD

ATTENDEES: Sean Elbe, Sector Development Manager, Technology

ISSUE: Meeting with Vancouver Economic Commission

BACKGROUND:

- The Vancouver Economic Commission (VEC) is an agency of the City of Vancouver with a mandate to strengthen the city's economic future by helping existing businesses, attracting investment, researching the business environment and making policy recommendations.
- The VEC works to position Vancouver as a globally recognised city for innovative, creative and sustainable business by developing strategic programs and initiatives that address each stage of the business growth continuum.
- The VEC has identified key sectors towards which their programs are aimed, including the Technology, Digital Entertainment and Green Economy sectors.
- Specifically, the VEC:
 - Advises business leaders on key growth sectors, Vancouver's investment climate, and living and working in Vancouver;
 - Connects businesses to talent, capital, and local and international markets; and
 - Celebrates the Vancouver business story by publicizing success stories, staging strategic local and international events, and hosting and leading delegations.

DISCUSSION:

- In his request for a meeting, Sean Elbe highlighted a number of VEC initiatives relevant to the innovation economy:
 - BC Tech Talent Strategy and Talent Attraction Campaign – The VEC has several talent-focused initiatives underway to help meet the current talent needs of Vancouver's knowledge-based companies, develop a local and diverse talent pool for the future, and create a globally-recognized hub for technology and innovation. These include developing the CareerScout job search platform, participating in the B.C. Provincial Nominee Program Tech Pilot, and partnering with other agencies to develop a Technology Talent Strategy for B.C.

- Startup Genome Research – Vancouver is rated as Canada's number one startup ecosystem, and ranked 15th in the world, by Startup Genome, a non-profit organization based in San Francisco dedicated to accelerating the economic growth of startup ecosystems worldwide. The VEC is partnering with the BC Tech Association and JTT to continue working with Startup Genome, by providing them with data, connecting them to experts, and through the process understanding where the Vancouver ecosystem's weaknesses are in order to help address them.
- Vancouver Startup City – is a curated ecosystem development and promotion platform which includes the ongoing Discovery Foundation Capital Mentorship Program. In the fall of 2017, during two weeks of curated events, workshops and programs, investors had the opportunity to discover Vancouver's innovative and high-potential startups while sharing best practices.
- Green and Digital Demonstration Program – provides access to City of Vancouver resources (i.e. buildings, streets, vehicles, digital infrastructure) for product testing and showcase opportunities, as well as critical follow-on connections and business expansion support from VEC staff.

- s.17 The Economic Development Division at JTT has coordinated a cross-government analysis of the s.17,s.21
- There is significant alignment between B.C. Government and VEC goals, and the Province is already actively engaging with the VEC on many of the identified initiatives on a case-by-case basis.

KEY MESSAGING:

- The B.C. government is committed to ensuring the benefits of technology and innovation are felt around the province, and appreciates the important role municipal governments play in establishing B.C. as a preferred location for new and emerging technologies.
- There is significant overlap between the key sectors on which VEC activities are focused and those supported by the B.C. Government. Provincial initiatives are designed to directly benefit the economic development of these key sectors in Vancouver and across the province.
- The issues and opportunities identified by the VEC are key to supporting and growing the B.C. technology sector as a whole. As such, any additional Provincial investments should be considered through a Province-wide lens, rather than a Vancouver-centric approach.

ATTACHMENT:

- Attachment A – Attendee Biography
- Attachment B – s.21

ADM Contact: CJ Ritchie, Economic Development Division, 250 217-1683

Prepared by: Jennifer Williams, Senior Research Officer, Technology and Innovation

Reviewed by			
Dir: Christine Fast	ED: KB	ADM: CJR	DM:

Attachment A – Attendee Biography



Sean Elbe, Sector Development Manager, Technology

Sean Elbe was appointed as the Technology Sector Development Manager at the VEC in May 2012. He is responsible for economic and business development activities supporting the technology sectors. In this role, he supports local companies, investors and entrepreneurs by connecting them with VEC programs and Vancouver's vibrant support ecosystem for innovation. He leads programs and initiatives to attract global tech companies, investors and talent to Vancouver. In addition, he is program manager for a key strategic priority of the VEC: establishing an innovation hub for technology start-ups and social entrepreneurs.

Sean Elbe is also Co-Chair of the Vancouver Entrepreneurs Forum, an online and offline platform for technology entrepreneurs that holds monthly networking forums.

Prior to joining the VEC, Sean Elbe worked with the BC Tech Association as the Program Manager for the CEOs in Residence Program, and earlier as a Programs and Events Coordinator. He holds a BA in Business Administration (Marketing) from SFU.

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Withheld pursuant to/removed as

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EVENT NOTE

Cliff #: 138487

Date: November 21, 2017

PREPARED FOR: Honourable Bruce Ralston, Minister of Jobs, Trade and Technology

DATE, TIME and LOCATION OF MEETING: Friday, December 1, 2017 | 5:00pm
Doors Open | 6:00pm – Official Program | MUJI, 1125 Robson Street, Vancouver

ATTENDEES: **Mr. Satoru Matsuzaki**, President, Ryohin Keikaku (MUJI parent company); **Mr. Toru Akita**, President, MUJI Canada; **Ms. Asako Okai**, Consul General of Japan; **Mr. Kerry Jang**, Vancouver City Councillor

ISSUE: MUJI Vancouver Flagship Retail Store - Pre-Opening Ceremony

BACKGROUND:

MUJI Canada is launching its BC flagship store in Vancouver (Robson Street) on December 1, 2017. The retail operation will be 14,507 square feet, making it the largest MUJI store outside of Asia. It will carry over 4,500 products, with unique offerings such as MUJI YOURSELF Customization Service (customized MUJI products). BC-based Ethical Bean Coffee is partnering with MUJI for its Coffee Counter.

In August 2017, MUJI established its first BC retail store in Metrotown Mall, Burnaby with Minister Ralston attending the pre-opening. The event received positive coverage by major media outlets. Over 2,000 people lined up on opening day and Mr. Akita advised that sales from the Metrotown opening weekend exceeded the combined sales of all four Toronto stores. In addition to the Metrotown and Robson Street stores, two retail stores are being considered for 2018 - Coquitlam Centre and Richmond Centre.

MUJI has 830 stores in 29 countries with global revenues (2015) totaling over CAD \$3.5 billion. In Japanese, MUJI translates to “no-brand quality goods”. The organization is recognized for high-quality, functional products that are reasonably priced. MUJI Canada is headquartered in Toronto and has four stores in the Greater Toronto Area.

JTT and the BC TIR Office in Japan have been working closely with Mr. Toru Akita, President, MUJI Canada to establish its first BC stores. JTT has offered MUJI Canada support and business introductions to potential BC suppliers and service providers as well as local municipalities and economic agencies such as the Vancouver Economic Commission.

DISCUSSION:

The Minister's presence at the MUJI Vancouver opening ceremony will provide an opportunity to congratulate MUJI on the launch of its BC flagship store, the largest outside of Asia. MUJI expects 30-50 media outlets will attend the Vancouver opening. MUJI Canada's BC growth plan represents investment and job creation by a leading global retailer. The Vancouver store will employ approximately 180 people. The BC MUJI expansion, according to Mr. Akita, demonstrates strong confidence in the BC economy. The MUJI flagship will be an anchor tenant on Robson Street and contribute to the revitalization of west Robson Street as a downtown shopping core.

Based on existing retail operations, MUJI products will appeal to a wide spectrum of British Columbians and will become a destination for visitors to BC. The MUJI brand attracts loyal international shoppers, and social media has indicated that U.S. shoppers (e.g. Washington State) plan to visit BC as there is no MUJI store in Washington State. The closest U.S. MUJI store is located in San Francisco. MUJI opened a temporary pop-up store in February 2017 at Vancouver's Fairmont Pacific Rim, which proved so popular that reservations were required.

MUJI's mandate for sustainability includes partnering with local suppliers that share its corporate social responsibility vision. Where possible, MUJI is dedicated to local sourcing from BC businesses and hiring local service providers. MUJI's pop-up stores (store-in-store) represent an opportunity for BC companies to introduce their products to a wider group of local and global consumers as well as to enter MUJI's global supply channels. Some BC examples include:

- MUJI Coffee Counter – Ethical Bean Coffee
- Plants – Burnaby Lake Greenhouses
- Books – Raincoast Books, Penguin Random House Canada

KEY MESSAGING:

- Speaking notes to be provided by GCPE.

ATTACHMENTS:

Attachment 1 – Agenda | Attachment 2 – Company Fact Sheet

Attachment 3 – Biographies: **Mr. Satoru Matsuzaki**, President, Ryohin Keikaku; **Mr. Toru Akita**, President, MUJI Canada; **Ms. Asako Okai**, Consul General of Japan; **Mr. Kerry Jang**, Vancouver City Councillor

Prepared by: Richard Sawchuk, Director, Japan, Korea and Hong Kong | Jennifer Horsman, Senior Manager, Japan, International Business Development Branch, Tel. 604-617-0378

Reviewed by				
Dir: RS	ED: PI	ADM: BK	DM:	MIN:

ATTACHMENT 1

PROGRAM **MUJI ROBSON STREET STORE OPENING**

ADDRESS

MUJI Robson Street
1125 Robson Street, Vancouver
Media will be invited.

AGENDA

- 5:00 pm Doors open for VIP, Media
 - Japanese sake service
 - MUJI snacks and refreshments
- 6:00 pm Opening Ceremony
 MC: Naomi Yamato
- Official Greetings
- 6:02 pm Ms. Asako Okai, Consul General of Japan
6:06 pm Hon. Bruce Ralston, Minister of Jobs, Trade and Technology,
6:10 pm Mr. Kerry Jang, Vancouver City Councillor
6:14 pm Mr. Chi Wai Kwan
6:18 pm Mr. Satoru Matsuzaki, President of Ryohin Keikaku (MUJI parent
 company)
6:22 pm Mr. Toru Akita, President of MUJI Canada
- 6:25 pm Traditional Japanese Sake Barrel Opening Ceremony
- 6:30 pm Closing Reception
 - First invited guests start shopping
 - Giveaways: MUJI Robson Street limited edition tote bag
- 8:00 pm Doors Close



MUJI Canada Fact Sheet

- MUJI was founded in Japan in 1980, and has since grown to over 800 stores worldwide, carrying more than 7,000 items ranging from health and beauty products to apparel, stationery, travel, household goods, food, and fashion items.
- MUJI's philosophy of 'No Brand, Quality Goods' seeks to provide minimalist, brand-less, high-quality products, while minimizing waste and cost. The brand has a loyal international following attracted to MUJI's functional, environmentally conscious products.
- MUJI applies its philosophy through a highly rationalized manufacturing process, by carefully selecting materials, streamlining the inspection process, and reducing packaging.
- MUJI is based on three core principles, which remain unchanged to this day:
 1. Selection of materials
 2. Streamlining of processes
 3. Simplification of packages
- MUJI's products, born from an extremely rational manufacturing process, are succinct, but they are not in the minimalist style. That is, they are like empty vessels. Simplicity and emptiness yield the ultimate universality, embracing the feelings and thoughts of all people.
- MUJI expanded to Canada in 2014, with the opening of Toronto's Atrium location, followed by the Square One Shopping Centre location in Mississauga, the Yorkdale Shopping Centre location in North York, and most recently, the Markville location in Markham.
- MUJI Robson Street will be the second MUJI store in British Columbia after Metrotown Mall (Burnaby). It will be a flagship store and MUJI's biggest retail outlet outside of Asia, at 14,507-sq-ft.

ATTACHMENT 3

BIOGRAPHIES



SATORU MATSUZAKI
PRESIDENT, RYOHIN KEIKAKU CO., LTD.

Satoru Matsuzaki serves as the President of Ryohin Keikaku Co., Ltd. Satoru Matsuzaki served as Senior Managing Director, Executive Officer and Manager of Overseas Business Department at Ryohin Keikaku Co., Ltd. and served as its Managing Director. Satoru Matsuzaki serves as a Representative Director of Ryohin Keikaku Co., Ltd. and previously served as its Director.



TORU AKITA
PRESIDENT, MUJI CANADA LIMITED

Toru Akita is the President of MUJI Canada Limited. He has served as Overseas Business Development Manager of Ryohin Keikaku Co., Ltd. helping to establish MUJI Indonesia and MUJI Philippines. Mr. Akita was also COO of MUJI Beijing Co., Ltd. and established MUJI Beijing. He is a business management graduate of Nanzan University in Nagoya, Japan.



ASAKO OKAI
CONSUL GENERAL OF JAPAN

Asako Okai has been Consul General of Japan in Vancouver since April 2016. Prior to that, Ms. Okai was Minister, Deputy Head of Mission at the Embassy of Japan in Sri Lanka. She has served as Minister Counsellor (Deputy Head of Political Section), Permanent Mission of Japan to the United Nations and as Senior Policy Coordinator, Office of the President of the 66th session of the UN General Assembly.



KERRY JANG
VANCOUVER CITY COUNCILLOR

Kerry Jang was first elected to Vancouver City Council in 2008 and re-elected in 2011 and 2014. He is a professor of psychiatry at the University of British Columbia where he teaches and conducts research on the causes of mental illness. In 2007, he was honoured with a Community Achievement Award from the Province of BC. In 2008, he received the Distinguished Service Award from the faculty of medicine at UBC. He is appointed to several advisory boards and committees including the Parking Corporation of Vancouver and Chinatown and Gastown Historic Area Planning Committees.



MC
NAOMI YAMATO
OWNER, ROBERT MAX HAIR SALON

Prior to immigrating to Canada, Naomi Yamato worked at Hokkaido TV Broadcasting in Sapporo, Japan for five years. Currently she is the owner of Robert Max Hair Salon in Vancouver. In her spare time, Naomi enjoys volunteering as MC for the Japanese community at various local events and shows.

MEETING NOTE

Cliff #: 132016

Date: November 23, 2017

PREPARED FOR: Honourable Bruce Ralston, Minister of Jobs, Trade and Technology and Honourable George Chow, Minister of State for Trade

DATE AND TIME OF MEETING: Sunday, December 10, 2017, 4:15pm | Queen Elizabeth Theatre, 630 Hamilton Street, Vancouver, BC

ATTENDEES: Honourable George Chow, Minister of State for Trade; Matthew Tang, Executive Director, Vancouver Golden Panda International Film Festival Committee

ISSUE: Minister Chow speaking at the Vancouver Golden Panda International Film Festival (GPIFF) Red Carpet & Awards Ceremony

BACKGROUND:

- The 5th Vancouver Golden Panda International Film Festival (GPIFF) is an annual film festival held in Vancouver that features international emerging filmmakers from 25 countries and regions and fosters collaborations between international film industries.
- Founded in 2013 by Vancouver-based Orient Start Media Inc., GPIFF is a non-profit organization that has received funding from CreativeBC and the City of Vancouver Cultural Services. Creative BC provided \$2,500 in sponsorship support last year to GPIFF, and committed \$5,000 for this year.
- Matthew Tang is the Executive Director of the Vancouver Golden Panda International Film Festival Committee.
- GPIFF has strong ties to Greater China and has engaged China's dominant film distributor, China Film Co., China's leading cultural investment group, Poly Culture North America, and Alibaba Group's flagship unit, Alibaba Pictures, in the Festival Jury and Industry Forum.
- GPIFF's Red Carpet & Awards is an annual celebration of the arts and will present 14 awards to selected international emerging filmmakers participating in GPIFF.

DISCUSSION:

- The event presents an opportunity to promote BC's film and digital entertainment sector and support GPIFF's mission of fostering international collaborations and building a platform to exchange industry insights and experiences.
- BC film and digital entertainment companies primarily export to the US and EU. There are, however, opportunities to expand export of film, television and digital entertainment productions and services to the Asia-Pacific and India.
- Hong Kong and mainland Chinese production companies have been leveraging BC's Motion Picture Tax Credits to co-produce with BC companies and employ BC-based talent.
- GPIFF filmmakers and Festival jury members are from the US, Greater China, EU and India where the Province has Trade and Investment Offices to facilitate film and digital entertainment collaborations, exports and investments.
- Mathew Tang, Executive Director, GPIFF confirmed that Poly Culture North America Investment, which is based in Vancouver, is a GPIFF sponsor. The Festival is also trying to establish a partnership with Poly Film.
- Both Poly Film and Poly Culture North America Investment are subsidiaries of the Poly Culture Group. Poly Culture Group has expressed interest in the following three lines of BC business:
 - art auction and management;
 - cinema and theatre operations; and,
 - film and TV industry investment.
- On August 26, 2017 the *Vancouver Sun* printed a probing article on Poly Culture's recent BC art venture. The article noted that Minister Ralston outlined in a statement that there would be a review of HQ Vancouver, the publicly funded organization that played a key role in bringing Poly Culture to Vancouver.

SUGGESTED RESPONSE: Please refer to GCPE speaking notes.

ATTACHMENTS: Attachment 1 – GPIFF Event Schedule

ADM Contact: Brian Krieger Ph: (604) 660-0020

Prepared by: Richard Sawchuk, Director, Japan, Korea and Hong Kong; Caroline Wong, Program Assistant, International Business Development

Reviewed by			
Dir: RS	ED: RS (a/ED)	ADM: BK	DM:

Attachment 1

GOLDEN PANDA INTERNATIONAL FILM FESTIVAL (GPIFF)

EVENT SCHEDULE

Industry Forum

Time and Date: 9:00 AM - 4:30 PM, December 9, 2017

Venue: 3rd Floor, Four Seasons Hotel Vancouver

Industry Party

Time and Date: 8:00 PM - 10:00 PM, December 9, 2017

Venue: Vancouver Art Gallery

Red Carpet, Pre-party & Awards Ceremony

Time and Date: 3:00 PM - 10:00 PM, December 10, 2017 (Red Carpet and Pre-party are held between 3:00pm - 5:30pm)

Venue: Queen Elizabeth Theatre, 630 Hamilton Street, Vancouver

MEETING NOTE

Cliff #: 138709

Date: November 3, 2017

PREPARED FOR: Fazil Mihlar, Deputy Minister, Ministry of Jobs, Trade and Technology.

DATE AND TIME OF MEETING: November 6, 2017, 13:00 – 13:45.

ATTENDEE: Greg D'Avignon, President & CEO, Business Council of British Columbia.

ISSUE(S): Business Council of British Columbia and BC Assembly of First Nations' Champions Table's workplan.

BACKGROUND: The Champions Table is an initiative resulting from commitments made by the B.C Assembly of First Nations (BCAFN) and the Business Council of British Columbia (BCBC) in their Memorandum of Understanding signed on September 6, 2016. The Champions Table established a dialogue between First Nation and business leaders to explore opportunities, discuss barriers and work jointly to develop and advance a more effective approach to economic development based on reconciliation with First Nations.

The Champions Table is a stand-alone pillar of BCAFN's Economic Development and Fiscal Relations Strategy.

The Champions Table members include eleven First Nation leaders from eight regions across the province, and eleven B.C. business leaders from a range of industries. The Table is scheduled to meet eight times from late June 2017 to November 2018 and work towards the development of policy approaches, pilots and best practices for First Nations and businesses in B.C. This will include the facilitation of 'big ideas' that can accelerate the means to address the social and economic gaps currently faced by First Nations peoples.

The Castlemain Group is acting as the Champions Table Secretariat. Castlemain will provide administrative, research, and policy support as well as aiding in the development of deliverables as directed by the Champions Table.

The Champions Table, in partnership with Vancouver Island University is creating an intensive Indigenous youth internship programme. The recruitment of businesses, and industry and professional associations to host this programme is ongoing.

DISCUSSION: Business Council of British Columbia's (BCBC) President and CEO, Greg D'Avignon, has requested a telephone meeting to discuss the Champions Table work plan.

An element of this work plan may include BCAFN's interest to establish an economic development corporation to house an economic development Secretariat. The vision of this Secretariat is to house, coordinate and administer the work currently being undertaken by BCAFN. According to BCAFN's memo to MIRR on May 31, 2017, the Champions Table is designed to eventually comprise the founding Board of Directors of the Secretariat.

On November 2, 2017 at the Terrace BC Nation 2 Nation Forum BCAFN's Chief of Staff Melanie Debassige stated that the Champions Table has now produced a draft policy document that is under review by its Board of Directors. As well, BCAFN's Board of Directors has passed a resolution for the creation of the corporation to house the Secretariat.

SUGGESTED RESPONSE/KEY MESSAGING:

- JTT recognises the value of the work being undertaken by BCAFN and BCBC, and believes the Champion's Table and BCAFN's *Economic Sustainability and Fiscal Relations Strategy's* goal of economic reconciliation is important for shared and sustainable prosperity in B.C.

ATTACHMENTS: Appendix 1: Champions Table Participants Photos and Bios

ADM Contact: CJ Ritchie, 250 217 1683

Prepared by: Luke Galimberti, Senior Advisor, Economic Development Division

Reviewed by		
Dir: GB	ED:	ADM:



Business Council of
British Columbia
Est. 1966



**BRITISH COLUMBIA
ASSEMBLY OF FIRST NATIONS**

Champions Table Photos and Biographies



Wilf Adam (Chief, Lake Babine)

Chief Adam has been the elected chief of Lake Babine Nation since 2009. Prior to being chief of Lake Babine, Chief Adam was a Commissioner at the BC Treaty Commission for 12 years from 1995 to 2007.



Joe Alphonse (Tribal Chair, Tsilhqot'in National Government)

Chief Alphonse is the Tribal Chairman of the Tsilhqot'in National Government and the elected Chief of the Tl'etinqox-t'in First Nation.



Ian Anderson (President, Kinder Morgan)

Ian Anderson is President of Kinder Morgan Canada, a business segment of Kinder Morgan, the largest energy infrastructure company in the United States.

Mr. Anderson's responsibilities include providing executive leadership to Kinder Morgan's operations, growth and corporate responsibility initiatives in Canada. He is leading the company's \$6.8 billion Trans Mountain Expansion Project, which is expected to be completed in 2019.

Mr. Anderson has been with Kinder Morgan and Canadian predecessor companies for more than 38 years. He was named President of Kinder Morgan Canada in 2005.

Mr. Anderson is a Certified Management Accountant and a graduate of the University of Michigan Executive Program. He serves on several boards, including the Canadian Energy Pipeline Association

(CEPA), Association of Oil Pipe Lines (AOPL) and the Business Council of British Columbia (BCBC).



Joe Bevan (Chief, Kitselas First Nation)

Joseph Bevan is the elected Chief of the Kitselas First Nation located in Northern B.C., and is the son of the Hereditary Chief of the Killer Whale Clan. After several years as a Councillor with the Kitselas First Nation he was first elected as Chief in 2013 and was re-elected in June 2015.

Chief Bevan has extensive experience in the financial and accounting sector. Having received an education in business administration, accounting and finance, Chief Bevan has worked in various senior finance roles in the private and public sectors for over 25 years.

Chief Bevan does a substantial amount of Board work. He is the Chair of the First Nations Finance Authority, Chairs the First Nations Major Projects Coalition and sits on the board of the First Nations LNG Alliance. Chief Bevan is actively working to bring economic opportunities to Kitselas while at the same time maintaining a respect for the environment.



Richard Blanchet (Senior Vice President, Western Canada, Innergex)

Richard Blanchet joined Innergex in 2001 as Vice President – Development and was appointed Senior Vice President – Western Region in 2011. Since February 2015, he holds the position of Senior Vice President – Development, Western Canada and Latin America. Mr. Blanchet is responsible for the Company's development in Western Canada, and internationally, mainly in Latin America.

Prior to joining Innergex, Mr. Blanchet worked as a specialist and project manager at Group RSW Inc. for more than 13 years. Mr. Blanchet holds a Master of Science degree (1989) and a Bachelor of Civil Engineering degree (1986), both from Université Laval. Mr. Blanchet has been a member of the Ordre des Ingénieurs du Québec since 1988, and a member of the Association of Professional Engineers and Geoscientists of British Columbia since 2002.



Ian Campbell (Chief, Squamish Nation)

Ian Campbell has many names. He is called Xalek, his chieftain name is Sekyu Siyam, and his nickname is Ian. He is the youngest of the sixteen hereditary Chiefs of the Squamish Nation, and he is a descendant of the Squamish and Musqueam First Nations of the Coast Salish People. Xalek grew up speaking the Squamish language and his grandfather taught him to hunt and to respect nature. His passion in life, singing, has taken him around the world, representing his people in several singing groups. He strongly believes in sharing the spiritual and cultural values of the Coast Salish people to help educate others, bridge the gap between cultures, and promote closer relations. His goal is to maintain a healthy lifestyle and restore the legacy that his ancestors have left for him. He is grateful to his elders and family for giving him strength, guidance, and discipline.



Harley Chingee (Board Member, First Nations Forestry Council)

Harley Chingee is a member and former Chief of the McLeod Lake Indian Band with over 20 years experience in First Nation administration and business management. Currently working as a resource consultant, Mr. Chingee brings a wealth of forest sector policy experience to the First Nations Forestry Council. In the 80's, as a logging contractor, he was instrumental in the creation of Duz Cho Logging Ltd. Owned by the McLeod Lake Indian Band; the company has utilized profits to support legal action defending their rights in their territory. As a negotiator, Mr. Chingee has experience working at all levels of government, and has concluded several public/private resource development partnerships between First Nations, government and industry groups. Mr. Chingee is committed to increasing First Nations access to and involvement in the forest sector.



Cynthia Dick (Chief Councillor, Tseshah First Nation)

ᑭᓄᓄᓄᓄ Cynthia Dick. ᑭᓄᓄᓄᓄᓄ. I was appointed the Chief Councillor of the Tseshah First Nation in May 2016. Tseshah is one of the fourteen Nuuchahnulth Nations located on Vancouver Island. I graduated from Vancouver Island University with a Bachelor of Arts; Major in Sociology and Minor in Psychology. I have been very active in my community for as long as I can remember. I have experience working with my Nation, the Nuuchahnulth Tribal Council and sitting on various committees.

I am very honoured to be the Vancouver Island-Coast representative for the BCAFN Economic Development Champions Roundtable. The

partnership between BCAFN and BCBC provides us with the opportunity to take a step towards reconciliation in a meaningful way. It also provides us with an opportunity to continue the work towards creating self-sufficient and self-governing Nations. Together we can create a strong foundation for our next generations to continue the work of building strong, healthy and prosperous communities.



Byng Giraud (Vice President, Corporate Affairs and Country Manager, Woodfibre LNG)

Byng Giraud joined Woodfibre Natural Gas Limited (part of the Pacific Oil & Gas group) in April 2013 as the company's first North American employee.

Immediately prior he was with Imperial Metals, a Canadian copper/gold mining company. Byng is responsible for corporate affairs including regulatory affairs, government relations, community relations, aboriginal affairs and communications. He is also currently Chairman of Ridley Terminals Inc. a Canadian government owned coal export terminal in Prince Rupert, BC.

In the past he has served as a Vice-President with both the Association for Mineral Exploration BC and the Mining Association of BC. Prior to that Byng served as a senior consultant with a number of top Canadian public affairs agencies.

Byng has extensive political experience at the national, provincial and municipal level, serving in senior advisory roles to provincial MLAs, federal MPs, Senators and with BC Ministers. He has managed or participated in over twenty federal, provincial and local elections across Canada. He has served as a director and Vice-President, Western Canada on the governing council of the Conservative Party of Canada with Prime Minister Stephen Harper.

Byng has served on the board of directors of Geoscience BC, Canada Place Corporation, Initiatives Prince George and a number of other organizations. He holds a MScEcon (International Relations) from the University of Wales at Aberystwyth and a MBA from the University of Cambridge (Jesus College).

He is married with two children. On the weekends he collects bruises playing old boys rugby.



Jessica McDonald (CEO, BC Hydro)

As President and CEO of BC Hydro Jessica leads BC's largest Crown corporation, a clean energy utility generating 98% renewable and clean electricity, transmitting and distributing to 4 million customers, with \$5.5 billion in annual revenues. BC Hydro is currently investing in an unprecedented capital program of refurbishment and expansion of its electricity assets, spending approximately \$2 billion over the next 20 years, including the development of the \$8.3 billion Site C hydropower project.

As part of a new focus on customer service and employee engagement, Jessica led a brand, vision and values refresh at BC Hydro resulting in the company being named #1 most influential brand in BC in 2016, with the company also being named Canada's #1 employer in 2016.

Prior experience includes commercial mediation and negotiation on major infrastructure and industrial projects in BC, Deputy Minister in the BC government for 6 years as well as many other posts in the government under numerous administrations beginning in 1991. From 2005 to 2009 she held the most senior public service position in the provincial government as Deputy Minister to the Premier, Cabinet Secretary and Head of the BC Public Service, responsible for oversight of all aspects of government operations. During her term, she led landmark discussions including negotiation of the "New Relationship" between government and First Nations in British Columbia. As Head of the BC Public Service, Jessica initiated a bold human resources renewal program, achieving a 10-point increase in employee engagement with positive gains sustained over multiple years including economic downturn.



Nathan Mathew (Chief, Simpcw First Nation)

Nathan was raised in the Simpcw First Nation community by his parents Louie and Ida Matthew, and is the second oldest in a family of six children. He attended Barriere's elementary and secondary schools then went on to graduate from the University of British Columbia with a Bachelor of Recreation Education. He later obtained a Professional Teachers Certificate and a Masters Degree in Education. Nathan has worked as a recreation coordinator, administrator of the Kamloops Residential School, principal of the Sxoxomic school at Esket, a band planner, and the Executive Director of Aboriginal Education at Thompson Rivers University. Nathan also worked as a community development and education consultant throughout the province. He sat on the Assembly of First Nation Chiefs Committee on Education for several years and was active in the development of provincial First Nations educational organizations and programs. He currently chairs the School District 73 First Nations Education Council.

From the period 1976 to 2006 Nathan spent 20 years on the Simpcw Council, eighteen as chief. During this time he was active in community development including: Neqweyqwelsten School, Chu Chua Agriculture Corporation, Simpcw Development sawmill and forest licence activities, and community planning. He was the chairperson of the Shuswap Tribal Council for two terms.

Aside from educational pursuits, Nathan also currently serves as the Rights and Titles Coordinator. He is also very involved with Simpcw's growing community. He helped to develop the Secwepemc Fisheries Commission and the Secwepemc Cultural Education Society, and has facilitated many workshops specializing in strategic planning and goal setting. He also meets with other band councils and government officials in order to preserve and protect Simpcw's land and resources for future generations.



Rick McLean (Chief, Tahltan Band)

Chief McLean was elected as chief of the Tahltan Band in June 2016.



Ralph Nilson (President, Vancouver Island University)

Dr. Nilson holds a B.A. from Simon Fraser University, a M.Sc. from Southern Connecticut University and a Ph.D. from the University of Oregon.

He has extensive teaching and administrative experience at undergraduate and graduate levels in Universities across Canada and the United States and developed an active research program in physical activity, population health and community development. He advocates for excellence in teaching and scholarship.

He has been actively engaged in working with communities and recognizes the important role of the university in the economic and social prosperity of the region it serves.

His active support for building capacity in aboriginal communities through access to Education has been evidenced throughout his career.

He also emphasizes the importance of the University in international outreach and in particular bringing a global connection to the local region through being a portal for international dialogue and exchange.

He is honoured to be serving as President and Vice-Chancellor at a University which provides education and learning opportunities for a broad spectrum of students who are supported by faculty and staff who focus student success.

Dr. Nilson and his wife Dr. Suzanne Nilson, a biologist, moved to Nanaimo from Nova Scotia in January 2007.



Derek Orr (Chief, McLeod Lake)

Derek has worked for McLeod Lake Indian Band since 2002. He has worked in different capacities including; Youth Worker, Land Referral Officer and Youth Councillor. He received his college diploma in Business Management in 2007 and was elected Chief of McLeod Lake Indian Band in 2008. Derek has achieved successful re-elections in both 2011 and 2014.

Since 2008, the McLeod Lake Indian Band has been able to eliminate \$18 million dollars of debt. Now, the McLeod Lake Indian Band's Chief and Council has strategically positioned the Band to take advantage of the many opportunities within our Traditional Territory and also to develop and build community projects that will benefit all Members of the McLeod Lake Indian Band.

In July 2014, the McLeod Lake Indian Band developed, constructed and opened Tse'khene Food and Fuel, a community gas station, which assists in serving the needs of McLeod Lake and its' surrounding communities.

In addition, McLeod Lake Indian Band is very proud to announce the construction, operation and sole ownership of Duz Cho Forest Products, a cant mill that will utilize waste wood which normally would not have been used.

Duz Cho Logging, also owned by McLeod Lake Indian Band was awarded the FPAC/AFN Aboriginal Forest Products Business Leadership Award in 2012 recognizing outstanding business leadership and community involvement in the forest products industry.



Nathan Parenteau (Chief, Saulteau First Nations)

Chief Parenteau has been the elected chief of Saulteau First Nations since 2014.



Bob Redden (Founder and President, EDI)

Bob is a Registered Professional Biologist and the President of EDI Environmental Dynamics Inc. (EDI) a consulting firm that provides environmental management as well as aquatic and terrestrial biological services to all major natural resource sectors across Canada.

Founded in Prince George in 1994, EDI has expanded to seven office locations in BC, Alberta, Saskatchewan and Yukon and now conducts hundreds of projects annually throughout Western Canada and the Arctic. Bob is very fortunate to be a member of the dynamic team at EDI and is particularly proud of being recognized twice in the past as the national Environmental Employer of the Year. He is also very pleased to have had the opportunity to collaborate with many Indigenous people, communities and businesses throughout his career.

Recently, Bob assisted The Canadian Chamber of Commerce with the development of a report titled A Path Forward for Entrepreneurship in Canada and he contributed to the development of the British Columbia Small Business Accord.



Marcia Smith (Senior Vice President, Sustainability, TECK)

Marcia Smith was appointed Senior Vice President, Sustainability and External Affairs with Teck Resources Limited in January 2012. She joined Teck in 2010 as Vice President, Corporate Affairs.

Under her guidance in the areas of health and safety, sustainability, environment, communities, government relations, corporate affairs and relationships with Indigenous Peoples, Teck has been named to the Global 100 Most Sustainable Corporations for four consecutive years, as well as the Dow Jones Sustainability World Index and FTSE4Good Global Index. She chairs the management committee for Teck's Red Dog Operations in Alaska, an innovative mining venture owned by the Inupiat people of Alaska.

Marcia is currently a representative for Teck on the International Council on Mining and Metals and is Chair of the Business Council of

British Columbia. Marcia serves on the board and executive council of the Mining Association of Canada and is also active on the Council for Clean Capitalism.

She holds a Bachelor of Arts (Honours) in English and Political Science from Laurentian University.



James Speakman (Managing Partner, Clark Wilson)

As a born-and-bred Vancouverite, James is passionate about Vancouver's development. Ever since he was young, he has been interested in subways and roads, trains and planes, buildings and bridges and how everything works together to support people, goods and business.

Throughout his life, James has followed closely the transition of metropolitan Vancouver from a "village by the sea," economically based on resource extraction, to one of the most livable cities in the world with a varied economic base.

This passion has formed his career, which has been focused on commercial real estate, both in private business and legal practice, for over 30 years. He was a senior executive in the real estate industry for 10+ years and has practiced law in the real estate sector for 20+ years. In doing so, James has earned a varied and cross-disciplinary experience. This duality allows him to better help our clients, implementing practical and grounded legal solutions that advance their business goals in the transactions and developments that help build our city.

James enjoys working with people and companies who share his passion.



Kathryn Teneese (Chair, Ktunaxa Nation Council)

Kathryn Teneese is a citizen of the Ktunaxa Nation and has represented her community as Chief Negotiator in treaty talks for the Ktunaxa Nation since 1996, as well she currently sits as the Chair of the Ktunaxa Nation Council. Ms. Teneese has held senior-level positions with the Native Courtworker and Counselling Association, Pacific Planning Symposium Secretariat, the Centre for Indian Training and Research, the First Nations Congress and the First Nations Summit.



Tamara Vrooman (CEO, Vancity)

Under Tamara's leadership, Vancity has gained international recognition for its values-based banking model. Vancity was the first Canadian financial institution invited to join the Global Alliance for Banking on Values, an independent network of the world's leading sustainable banks and banking cooperatives. In 2014, Pope Francis asked Tamara to participate in a Vatican Summit entitled *The Global Common Good: Towards a More Inclusive Economy* with 70 leaders from around the world. Tamara also spoke about Vancity's model with the Dalai Lama at the 2014 *Heart-Mind Summit* in Vancouver.

Tamara's achievements at the credit union include leading Vancity to become the first carbon-neutral financial institution in North America, the largest private-sector living wage employer in Canada, and one of the first mainstream financial institutions to launch an alternative to predatory payday loans for its members-the Vancity Fair & Fast Loan™.

Prior to joining Vancity, Tamara served as Deputy Minister of Finance for the Province of British Columbia and as Secretary to the Treasury Board and CEO of the Public Sector Employers' Council. She led the successful renegotiation of 100 per cent of expiring collective agreements in the public sector without a strike or mediation, and led the Ministry to two AAA credit rating upgrades. She oversaw the government's annual \$100 billion borrowing and cash requirements and developed its \$36 billion fiscal plan. Her prior portfolio was as Deputy Minister and Executive Financial Officer for the Ministry of Health, where she balanced the budget and developed the Ministry's financial management plan.

Tamara pursued post-secondary education at the University of Victoria, earning a Master of Arts in History in 1994 and a Bachelor of Arts with honours in 1991. She also received an Honorary Doctorate of Technology from the British Columbia Institute of Technology in 2013.

On a personal level, Tamara lends her voice and leadership experience to issues related to women, families and children with a particular focus on issues related to equality, inclusion and empowerment.



Jeff Zweig (CEO, Timber West)

Jeffery Zweig was appointed President and Chief Executive Officer of TimberWest in January, 2015.

Jeff has over two decades of experience primarily in executive roles in the resource sector with strategy, operational, project development, finance, and M&A accountabilities most recently as Vice President, Strategy & Development for BHP Billiton's global iron ore business. Over the course of his career, Jeff has led teams in a variety of locations around the world, and across a number of different businesses and commodities.

Jeff is a member of the Board of Governors of the Business Council of British Columbia, and a Board member of the Canadian Partnership Against Cancer which has the mandate to implement the national cancer control strategy.

He is happy to be back in Canada after a decade working abroad. Jeff has a B.A. (Hons), LL.B. and M.B.A. (gold medalist) from the University of Western Ontario.