

MINISTRY OF JOBS, TRADE AND TECHNOLOGY

INFORMATION NOTE

Cliff #: 17356

Date: July 25, 2017

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

ISSUE: Proposed Terms of Reference for the Minister of State for Trade

BACKGROUND:

- Hon. George Chow was appointed Minister of State for Trade on July 18th, 2017, to assist the Minister for Jobs, Trade and Technology (JTT).
- A mandate letter was issued from the Premier to the Minister of State for Trade on July 18, 2017.
- The Management Services Division (MSD) at JTT will be working with the trade portfolio program to prepare a draft Treasury Board regulation to support the Balanced Budget and Ministerial Accountability Act. The content of the draft regulation will need to align with the Minister of State's work. This regulation is outcome-focussed and separate from the Terms of Reference exercise.

DISCUSSION:

- Program staff identified five themes where the Ministry of State for Trade can help to support the government's trade agenda:
 1. Trade Policy
 2. Trade Promotion
 3. Expand export opportunities in the manufacturing sector
 4. Capacity building for trade promotion
 5. Strategic partnerships

SUMMARY: The JTT trade program area has identified potential roles for the new Minister of State for Trade for consideration in a Terms of Reference (attached).

ATTACHMENT: Draft Terms of Reference

ADM Contact: Brian Krieger

Prepared by: Gloria Yang-Mason, ADM Office, International Business Development Division

Telephone: (Cell) 604-660-0220

Reviewed by				
Dir:	ED:	ADM:	DM:	MIN:

Draft

Terms of Reference
Minister of State for Trade, Honourable George Chow
Ministry of Jobs, Trade and Technology

Purpose: The purpose of this document is to outline roles and responsibilities for the Minister of State for Trade in helping to advance the BC government's trade agenda.

Role: The Minister of State for Trade will aid in the execution of provincial trade initiatives and the delivery of trade programs as directed by the Minister of Jobs, Trade and Technology. This support will promote opportunities for BC businesses, unlock new markets, create jobs for British Columbians, and ensure the future prosperity of BC's economy.

Mandate: The Mandate for the Minister of State for Trade is outlined in his letter from the Premier dated July 18, 2017 and includes the following priorities in support of the work led by the Ministry of Jobs, Trade and Technology:

- i. Work across ministries and with the federal government to ensure British Columbia's interests are protected and advanced in trade negotiations and disputes.
- ii. Work across ministries and with the BC chapter of the Canadian Manufacturers and Exporters Association to further export opportunities for BC businesses.
- iii. Work with the Minister of Forests, Lands, Natural Resource Operations, and Rural Development to advocate for a fair deal for BC in softwood lumber negotiations with the United States.
- iv. Work with the Minister of Forests, Lands, Natural Resource Operations, and Rural Development, and with BC's forest industry to expand efforts to market innovative manufactured wood products to world markets.
- v. Work with the Minister of Tourism, Arts and Culture to ensure that British Columbia's tourism sector is represented on trade missions.
- vi. Work with the Minister of Agriculture to advance BC food and agricultural exports, especially to growing markets in the Asia Pacific.
- vii. Work with the Minister of Advanced Education, Education, Skills and Training to develop a multi-year growth strategy for expanding exports in the manufacturing sector

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MINISTRY OF JOBS, TRADE AND TECHNOLOGY
DECISION NOTE

Cliff #: 116114

Date: July 25, 2017

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

ISSUE: Aboriginal Business and Investment Council's activities and future status.

BACKGROUND:

The Aboriginal Business and Investment Council (ABIC), established in December 2011, is a 13-member advisory council to the former Minister of Jobs, Tourism, Skills Training and Labour, representing leaders from First Nations and B.C.'s business community. (See Attachment 1 for current membership – appointments expire January 30, 2018).

ABIC's mandate is to help improve Aboriginal participation in the economy and promote economic certainty in the province by encouraging economic growth in Aboriginal communities. ABIC's objective is to show that industry and First Nations working together can attract business investment to the province and lead to greater Aboriginal inclusion in the economy.

DISCUSSION:

ABIC's past activities and deliverables have included:

- In December 2012, sponsorship of the "Success through Sharing Symposium", focusing on Aboriginal and industry partnership.
- In 2014 and 2015, presentations and or sponsorship in five events: the Council for the Advancement of Native Development Officers (CANDO); Links to Learning; Premier's Natural Resource Forum; Aboriginal Business Match; and the National Aboriginal Business Opportunities Conference (NABOC).
- In 2015 and 2016, presentations and or sponsorship in seven events: Union of BC Municipalities; LNG in BC Meeting; Premier's Natural Resource Forum; Aboriginal Business Match; CANDO and NABOC.
- In September 2016, co-sponsored with the BC Business Council the "Aboriginal Economic Development and Prosperity Forum" at the BC Cabinet and First Nations' Leaders Gathering.
- In early 2017, participated in NABOC and sponsorship for the Nation2Nation Forum.

The current focus is online outreach to support economic development in Aboriginal communities, businesses and entrepreneurs. A redesigned website launched in February 2017 and optimized for mobile devices contains:

- Six new videos providing advice and best practices for entrepreneurship, partnering and working with First Nations.
- Web-linked resources for Aboriginal entrepreneurs starting and growing businesses, First Nations communities, and companies looking to develop relations and to do business with First Nations.
- The First Nations Economic Development Database (FNEDD) was brought in-house. ABL Lists over 1200 self-identified Aboriginal businesses, 86 major project with First Nations involvement and 497 agreements between First Nations and government and or industry.

Mandate options for the Aboriginal Business and Investment Council include:

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NEXT STEPS:

- s.13,s.16

ATTACHMENTS:

Attachment 1 – Current and Former ABIC Members

Contact: C.J. Ritchie, Assistant Deputy Minister, Economic Development Division
Telephone: 250-217-1683

Reviewed by				
Dir: GB	ED:	ADM:	DM:	MIN:

Attachment 1: Current and Former ABIC Members

Current Members	Organization/Position
Vacant	CHAIR
Assu, Brian	Chief, We wai kai (<i>wee wah kye</i>) First Nation
Baird, Kimberley C.	President, Kim Baird Strategic Consulting Former Chief, Tsawwassen (<i>tsa-wah-sen</i>) First Nation
Bellis, Arnold R.	Chief Executive Officer and President of Gwaii Wood Products
D'Avignon, Greg	President and CEO of the Business Council of British Columbia
Harris, Roger B.	Principal, Harris Palmer Consultancy Firm
Ireland, Brenda M.	President, First Light Initiatives Former CEO of the Industry Council for Aboriginal Business
Joe, Lennard P.	Administrative Advisor to the Shackan (<i>shack-n</i>) Indian band and General Manager of Stuwix Resources Joint Venture
McInnes, Donald A.	Executive Vice Chairman, Alterra Power Corporation
Ogen, Karen	Former Chief, Wet'suwet'en (<i>wet-so-a-den</i>) First Nation
Peltier, Sidney A.	Owner and President of White River Helicopters Inc. and Pelair Helicopters Vice President of the Northwest BC Metis Association

Current Members	Organization/Position
Erickson, Obie	Former President, Britco
Sellars, Willie	Councillor, Williams Lake Indian Band

INFORMATION NOTE

Cliff #: 116252

Date: July 28, 2017

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

ISSUE: Federal Provincial and Territorial (FPT) Ministers' Table on Innovation and Economic Development and the Federal Innovation Supercluster Initiative.

BACKGROUND:

On November 18, 2016, FPT Ministers responsible for Innovation and Economic Development agreed to establish a permanent table. You will co-chair the Table with Minister Bains over 2017-2018.

The FPT Ministers agreed to develop a two-year collaborative work plan to grow Canada's economy and create jobs with a focus on five areas: growing companies; clusters/leading edge technologies; talent/people; Indigenous economic development; and clean growth. B.C. co-leads the Clean Growth and Indigenous Economic Development sub-committees and is an active participant in the others. The work plan is expected to reflect linkages with Canada's *Innovation and Skills Plan*.

DISCUSSION:

Terms of Reference – Ministers approved a Terms of Reference for the Table with a focus on job creation and economic growth (see Attachment 1). A Deputy Ministers Steering Committee and Assistant Deputy Ministers / Director-level working group were also established to support the Ministers Table and facilitate the development of the work plan.

Collaborative Work Plan – Five sub-committees, one in each focus area, were struck to develop and subsequently advance the work plan on behalf of the federal government, provinces and territories. B.C. co-leads the Clean Growth and Indigenous Economic Development sub-committees and is an active participant in the other sub-committees with participation from the Ministry of Jobs, Trade and Technology (JTT) and other key responsible ministries.

The FPT Deputy Ministers' Steering Committee met on July 7, 2017 and approved direction of the draft collaborative work plan (see Attachment 2). The plan will be further refined over the summer and early fall to include additional tangible concrete deliverables. Ministers are to review the revised work plan at their next meeting October 12-13, 2017 in Vancouver.

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October 12-13, 2017 Meeting of FPT Ministers Responsible for Innovation and Economic Development – B.C. will host this meeting in Vancouver. The key focus of the meeting will be review, discussion, and approval of the draft collaborative work plan. The agenda will also include an update on Canada's *Innovation and Skills Plan* and an opportunity to share with National Indigenous Organizations views and perspectives on engagement and implementation of the FPT collaborative work plan and other innovation and economic development initiatives. B.C. will also have the opportunity to showcase innovation leaders at an evening welcome reception (see Attachment 4 for draft agenda).

NEXT STEPS:

- Receive and incorporate the Minister's input on the draft agenda.
- Ministry staff to work with Canada to finalize and seek approval on meeting content and logistics.
- Schedule full Minister's pre-briefing in early October.

ATTACHMENTS:

Attachment 1: FPT Ministers Table Terms of Reference

Attachment 2: Draft FPT Collaborative Work Plan

Attachment 3: s.13,s.16

Attachment 4: Draft Agenda

ADM Contact: CJ Ritchie, (250) 217-1683

Prepared by: Alison Coyne, Director, Economic Development Division

Reviewed by			
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DECISION NOTE

Cliff #: 116248

Date: July 28, 2017

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

ISSUE: Feasibility study on the needs of investment and investors in rural communities, and the best model to meet those needs. Note: it is recommended this study be conducted in tandem with the *Small Business Venture Capital Act* tax credit program review as results for one may affect the other (see Cliff 116246).

BACKGROUND: Over the last four years, stakeholders have raised the idea of government implementing a new investment model or program for rural communities on numerous occasions (Appendix A).

Some rural communities have turned to community investment co-ops to raise and place local capital in local businesses, and some rural businesses are being served through the Community sub-budget of the *Small Business Venture Capital Act* (SBVCA) tax credit. The SBVCA tax credit program has \$3 million in tax credits available annually specifically for qualifying businesses located outside of Metro Vancouver and the Capital Regional District, as well as \$20 million available in the general tax credit budget. The SBVCA supports investment through two models: the eligible business corporation model and the venture capital corporation model. Provincial uptake of investment into businesses directly through the eligible business corporation model in the SBVCA is high, but pooled investment by communities through the venture capital corporation model is poor.

When rural stakeholders expressed an interest in pooling investment from their local communities to re-invest back into communities, the Ministry worked with the community of Christina Lake to register a venture capital corporation (VCC) in the SBVCA tax credit program in 2013.

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DISCUSSION: Improving the ability of rural communities to invest in themselves supports the government's goal to build a strong, sustainable, innovative economy that works for everyone – not just the wealthy and well-connected.

The proposed feasibility study aligns with the ministry's mandate goal to ensure that the benefits of technology and innovation are felt around the province by working with rural and northern communities and equity-seeking groups to make strategic investments that support innovation and job growth. This will depend on the findings of the study and whether pooled investment in technology and innovation are truly what rural communities want and need.

Broadly, the study would:

- a) Define the needs of investors in rural BC;
- b) Define the investment needs of communities in rural BC;
- c) Research options to determine which type of investment model would best suit those needs;
- d) Assess the feasibility and usefulness of implementing that model in BC; and
- e) Assess the potential strengths/weaknesses; opportunities/risks; resources needed; and the prospects for success of BC adopting that investment model.

For more details of the study parameters and critical success factors, see appendix B.

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OPTIONS:

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Pros

s.13

Cons

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Option 2 – Conduct the Study

Pros

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Cons

s.13,s.16,s.17

RECOMMENDED OPTION:

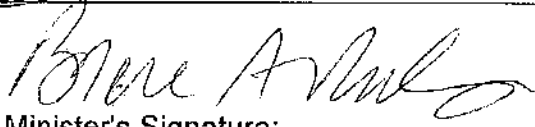
Option 2, conduct the study - s.12,s.17

APPENDICES:

Appendix A - Stakeholder feedback on a new rural community investment model

Appendix B - Feasibility Study Parameters and Success Factors

Appendix C - Timeline of Proposed Feasibility Study

<input checked="" type="radio"/> Approved / <input type="radio"/> Not Approved	Date: <i>August 15, 2017</i>
 Minister's Signature:	

ADM Contact: James Hammond, 250 952-0376

Prepared by: Bindi Sawchuk, Executive Director, Investment Capital Branch

Reviewed by			
Dir: NA	ED: NA	ADM: SA	DM:

Appendix A - Stakeholder feedback on a new rural community investment model

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Appendix B – Feasibility Study Parameters and Success Factors

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Appendix C – Timeline of Proposed Feasibility Study

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MINISTRY OF JOBS, TRADE AND TECHNOLOGY

DECISION NOTE

Cliff #:116143

Date: July 28, 2017

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

ISSUE: *Red Tape Reduction Day Act*

BACKGROUND:

In November 2015, the *Red Tape Reduction Day Act* (Appendix 1) received Royal Assent. The Act designates the first Wednesday in March each year as Red Tape Reduction Day (RTRD). The third RTRD is scheduled to occur on March 7, 2018.

DISCUSSION:

In addition to creating an annual opportunity to showcase regulatory and service improvements, RTRD has translated into a dedicated process that ministries can leverage to identify obsolete or unnecessary regulations for repeal and introduce regulatory changes that address known compliance and service pressures.

A short list of the more substantive regulatory changes that have been enabled through RTRD over the past two years include:

- Changes that allow credit unions to send disclosure statements electronically, resulting in efficiencies for members, reduced costs for businesses as well as environmental benefits;
- Changes that simplify and update the legislative framework for people with disabilities who are applying for a Home Owner Grant;
- Changes that replace the need for many sworn statements with a simple signed statements across different program areas, resulting in time and cost savings for citizens and businesses; and,

OPTIONS:

s.13

Pro: s.13

Con:

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Pro: s.13

Con:

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Pro: s.13

Con:

RECOMMENDED OPTION: Option 2.

APPENDICES:

Appendix 1 – Red Tape Reduction Day Act

Appendix 2 – Call for Items for RTRD 2018

<p>Approved / Not Approved</p>	<p>Date: <i>August 15, 2017</i></p>
<p>Minister's Signature: <i>Bruce H. V. [Signature]</i></p>	

ADM Contact: Christine Little, Phone 250 387-0661

Prepared by: Francois Bertrand, Executive Director, Phone 250 356-7530

Reviewed by			
Dir: RS	ED:	ADM:	DM:

Appendix 1 – *Red Tape Reduction Day Act*

**BILL 34 – 2015
RED TAPE REDUCTION DAY ACT**

HER MAJESTY, by and with the advice and consent of the Legislative Assembly of the Province of British Columbia, enacts as follows:

Red Tape Reduction Day

- 1 The first Wednesday in March is Red Tape Reduction Day.

Commencement

- 2 This Act comes into force on the date of Royal Assent.

Appendix 2 – Call for Items for RTRD 2018

To: DMs
cc: Regulatory Reform Directors, Regulatory Reform File Managers
Re: **Red Tape Reduction Day 2018 items**

Colleagues:

There is potential to make a real difference for individuals and businesses by continuing to look to the existing body of regulatory requirements with an eye to streamlining regulations and reducing red tape.

At this time, I am requesting all ministries identify regulations that could potentially be repealed in order to contribute to red tape reduction, streamlining, and economic growth. Resulting items would be bundled and announced on the next Red Tape Reduction Day on March 7, 2018.

Red Tape Reduction Day items could include changes that:

- Simplify citizen or business interaction with government;
- Reduce work for citizens, businesses, or government by eliminating unnecessary steps;
- Repeal outdated regulations, such as regulations that have been superseded, are no longer required;
- Refer to a particular time period or transitional process; or
- Consolidate a number of regulations.

Please use the attached template and send your responses to the Regulatory Reform Branch at: RegulatoryReformBC@gov.bc.ca. **We are seeking preliminary Ministry responses by September 30, 2017**, with drafting instructions due to the Legislative Counsel OIC inbox by **October 31, 2017**. For larger or potentially more challenging projects, instructions should be provided well before the Oct 31 deadline.

Thank you for your support in developing a more streamlined regulatory environment in British Columbia. Please contact Christine Little or Francois Bertrand with any questions or concerns.

Sincerely,

Fazil Mihar
Deputy Minister
Jobs, Trade and Technology

INFORMATION NOTE

Cliff #: 17355

Date: August 1st, 2017

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

ISSUE: AdvantageBC and the International Business Activity Act

BACKGROUND: AdvantageBC (formerly the International Financial Centre British Columbia) is a non-profit society established in 1986 in Vancouver, BC. Colin Hansen was appointed President and CEO of AdvantageBC on July 1, 2014. The Society's mission is to promote BC as a location for investment and encourages corporations to apply for tax credits for eligible financial activities available under the International Business Activity Act (IBAA). The overall objective of the program is to attract new international activities to BC as well as the executives managing these activities.

AdvantageBC references the Global Financial Centers Index as a benchmark of Vancouver's international financial center reputation. Vancouver was ranked 33rd on the Global Financial Centre Index in 2008 as is currently ranked 17th in 2017. Three Canadian cities rank among the top 20 of the 2017 Global Financial Centre Index: Toronto (#10), Montreal (#14), and Vancouver (#17).

The IBAA program itself is administered separately by the BC Ministry of Finance and provides applicants with refunds of up to 100 percent of provincial corporate income taxes on qualifying international financial activities. The IBAA legislation outlines 22 activities which are grouped under three larger financial activity headings: 1) Factoring, 2) Securities and 3) Foreign Exchange. These financial activities represent 99% of the tax credits provided under the program, with approximately one-third allotted to each area. In 2004, additional eligible activities were added to the Act, primarily covering patent businesses and film distribution as well as additional expansion in 2006 through 2011 to include digital media distribution, life sciences, schedule III banks (Please see Attachments 4 and 5) and clean technology.

AdvantageBC is funded through two mechanisms:

- 1) annual membership fees - Core members s.21 and Associate members s.21 provide approximately s.21 respectively (Attachments 2, 3 and 8)
- 2) participation assessment fees - an average of s.2 of the eligible income per applicant is provided to the Society (with a maximum cap of s.21 dollar applicant). (Please see Attachments 6, 7 and 8 - The average s.2 figure has been stated as calculating credits for foreign banks, international businesses, and international patent businesses vary.)

For reference, AdvantageBC's Statement of Income for 2015 and 2016 has been included under Attachment 8.

DISCUSSION:

AdvantageBC works collaboratively with the BC Ministry of Finance, JTT, and the international BC Trade and Investment Office network to promote the program and provide potential investors with information. As an example, JTT would organize programs in BC or in-market where AdvantageBC would promote the IBAA program and be the industry perspective on concerns such as banking hours, currency settlement challenges and regulatory considerations for prospective international interests. AdvantageBC conducts annual international outreach and they also work collaboratively across Canada with provincial counterparts in Alberta, Ontario, Quebec etc. to promote Canada as a destination for international financial activities at events such as at the SIBOS conference in Toronto (October 2017) and the Asian Financial Forum in Hong Kong (January 2018). Other national initiatives include Canada's drive to become a RMB Settlement hub, and advocating through the Canadian Payments Association for extended banking hours (i.e. enabling trade financing transactions later in the day in the Pacific time zone). JTT has partnered with AdvantageBC on collaborative initiatives such as:

- Attracting foreign investors to establish BC offices, ex. Union Mobile Financial Technology (China), GF Securities (China) and Essel Group (India).
- Partnering in 2015 and 2016 on the Pacific Finance and Trade Summit which highlighted Canada's designation as a RMB hub by the Chinese Government, as well as international partnership opportunities in the Finance and Infrastructure sector.

CONCLUSION:

It is the Ministry's understanding that AdvantageBC's promotion of the IBAA program has resulted in attraction of international investors into BC, and also retention of BC companies and international investments in BC.

s.13

ATTACHMENTS:

- 1) Biographies for President & CEO and VP, Business Devt
- 2) Core Members
- 3) Associate Members
- 4) Definition of Schedule I, II and III Banks
- 5) Classification of Banks in BC
- 6) Tax credit calculations for a patent business and international business
- 7) Tax credit calculation for a foreign bank
- 8) AdvantageBC Statement of Income
- 9) Eligible International Financial Activities

Prepared by: Khris Singh, Director, International Business Development Division
Telephone: (Cell) 604-561-4046

Reviewed by				
Dir: KS	ED: LT	ADM:	DM:	MIN:

ATTACHMENT 1:

Colin Hansen

President and Chief Executive Officer

Colin Hansen is the President and Chief Executive Officer with AdvantageBC. In 1996, he was elected to the British Columbia Legislature and served as Deputy Premier and Minister of Finance from June 2008 to March 2011.

He also served for almost four years as Minister of Health and three years as Minister of Economic Development, which included responsibility for the 2010 Olympics and the Asia Pacific Initiative.

He serves on two not-for-profit boards: the Arthritis Research Centre of Canada and the Fraser Basin Council. In addition, he is Chair of the Advisory Board for Retirement Concepts and is Chair of the Board of Directors for the Transportation Investment Corporation (a provincial crown corporation).

Before politics, he was President and Founding Partner of Image Group, BC's largest promotional products company, and the Vice-President, Finance and Administration for the Asia Pacific Foundation of Canada.

Jimmy Mitchell

VP Business Development

Jimmy Mitchell is the Vice President of Business Development with AdvantageBC. Previously, Jimmy worked in Canada's Foreign Service, as the Canadian government liaison for the Shanghai World Expo 2010 where he directed the business and trade focused programming plan for the Canada Pavilion.

He served as a China specialist in political and public affairs roles and oversaw political affairs and bilateral relations for Canada's Shanghai Consulate from 2005 to 2008, and at the Canadian Trade office in Taipei (2000 – 2003).

He graduated from University of Regina in 1986 with a Bachelor of Fine Arts in Theatre and was awarded a Master's Degree in Chinese Politics and History from the University of British Columbia in 1995.

He also spent one year in Chinese-language training at the National Taiwan Normal University.

ATTACHMENT 2:**Core Members**

Core members comprise an array of businesses from financial institutions to companies in the life sciences and manufacturing business.

Alectos Therapeutics Inc.	Citizens Bank of Canada	Graymont Capital Inc.
Bank of China (Canada)	Coast Capital Savings Credit Union	Harmony Distribution
Bank of Nova Scotia	Coast Capital Savings Credit Union	Haywood Securities Inc.
Canaccord Genuity Corp.	Exchange Corporation Canada	Haywood Securities (USA) Inc.
Canfor Pulp International Ltd.	First Resolution Management Corporation	HSBC Bank Canada
Canfor Wood International Ltd.	GenomeDX	HSBC Global Asset Management (Canada) Ltd.
Chrysalix Energy	Genus Capital Management	HSBC Investment Funds (Canada) Inc.
CIBC	Global Relay Communications	Industrial and Commercial Bank of China (Canada)
Interamerican Investments Inc.	JP Morgan Asset Management (Canada) Inc.	KEB Hana Bank Canada
Kuehne & Nagel Services Ltd.	Mondiale Asset Management Inc.	Nerd Corps International Distribution Inc.
Northstar Trade Finance Inc.	Oakridge Accounting Services Ltd.	Orbis Investments (Canada) Limited
Pacad Investment Ltd.	Pacific Capital Real Estate Corp	PI Financial Corp.
Pinnacle Canada Fund Administration Ltd.	Poly Culture North America Investment Corporation Limited	Protiva Biotherapeutics Inc.
QLT Inc.	Raymond James Ltd.	Raymond James (USA) Ltd.
RBC Dominion Securities Inc.	RBC Global Asset Management Inc.	RBC PHN Investment Counsel Inc.
Ritchie Bros. Auctioneers (Canada) Ltd.	Ritchie Bros. Financial Services Ltd.	Royal Bank of Canada
Scotia Capital	Shoreline West Asset Management	Sierra View Holdings
Stemcell Technologies Inc.	Sunstone Advisors (U.S.) Inc.	Tolko Finance Ltd.
Toronto-Dominion Bank	True Gold Mining	UBS Bank (Canada)
Vancouver Bullion & Currency Exchange	Vancouver City Savings Credit Union	Versant Ventures Canada Limited
Vicap Ltd.	Water Street Releasing (DBA Omnifilms)	Welichem Biotech Inc.
West Fraser International Ltd.	Westminster Management Corporation	N/A

ATTACHMENT 3:**Associate Members**

Associate membership applies to financial and non-financial companies who represent the infrastructure of the financial community but are not registered in the IBA program.

360 Securities	Canada India Business Council	F-Pacific Optical Communication Co Ltd.
Agricultural Bank of China	Canada-Japan Society of British Columbia	GF Securities (Canada) Company Limited
Amber Financial Services Corporation	Canada Korea Business Association	Globe Group
Asia Pacific Foundation of Canada	Canada Pacific Russia Trade Centre	Gowling WLG
Bank of Canada	Canadian Captive Insurance Association	Grant Thornton LLP
Bank of Tokyo-Mitsubishi UFJ, LTD	Canadian German Chamber of Industry & Commerce	Hong Kong-Canada Business Association
Bardel Entertainment	Canadian Manufacturers & Exporters	HQ Vancouver
BC Chamber of Commerce	Chamber of Shipping of BC	Hungerford Tomyr Lawrenson and Nichols
BC Economic Development Association (BCEDA)	China Union Mobile Pay	Integro Canada Limited
BC Innovation Council	Contessa Capital Canada Corporation	International Forest Products Limited (Interfor)
BC Investment Management Corporation	Creative BC	International Genealogical Search Inc.
BC Technology Industry Association	Davison Law Group	Investment Industry Association of Canada
BDO Canada LLP	Deloitte	Istuary Innovation Group
Bennett Jones	Dentons Canada LLP	KPMG LLP
Blake, Cassels & Graydon LLP	DigiBC	Lawson Lundell LLP
BMO Financial Group	DLA Piper (Canada) LLP	Life Sciences BC
Borden Ladner Gervais LLP	DS Lawyers Canada LLP	Macdonald Commercial Real Estate Services Ltd.
Boughton Law Corporation	EncoreFX Inc.	Manning Elliott LLP
British Canadian Business Association	Ernst & Young LLP	Manpower
Business Council of British Columbia	Farris, Vaughn, Wills & Murphy LLP	McCarthy Tetrault LLP
Canada, Australia & New Zealand Business Association	Fasken Martineau DuMoulin LLP	McMillan LLP
Canada China Business Council	Fortune World Media Inc.	MEP Law
Phebe and Company Law Corporation	Odlum Brown	Miller Thomson LLP
PricewaterhouseCoopers LLP	Pacific Corridor Enterprise Council	Mitsubishi Canada Ltd.
RepliCel Life Sciences Inc.	Pacific Northwest Economic Region	Mizuho Bank Ltd.

Scottish Canadian Business Association of BC	Pacific Rim Group	MMK Consulting Inc.
Shaw Sabey & Associates	Parly Holdings Ltd.	MNP LLP
Smythe LLP	Société de développement économique de la Colombie-Britannique	Modern Investment Group (Canada) Ltd
State Bank of India	Surrey Board of Trade	Teck Resources Ltd.
Thorsteinssons LLP, Tax Lawyers	Turkish Canadian Chamber of Commerce	Union Mobile Financial Technology (Canada) Corporation
United Overseas Bank Limited	Vancouver Board of Trade	Vancouver Economic Commission
Vanderluit & Associates, Inc.	Wavefront Wireless Innovation	Wolrige Mahon LLP

ATTACHMENT 4:

Definition of Schedule I, II and III Banks

Schedule I Banks

Schedule I banks are defined as banks that are allowed to take deposits, and are not subsidiaries of a foreign bank. Therefore, Schedule I Banks must be established within Canada to be considered a Schedule I bank. Thus, the Big Five banks are considered Schedule I banks. Other popular Schedule I banks in Canada include Canadian Western Bank, National Bank of Canada, and the Laurentian Bank of Canada. Schedule I and Schedule II banks are both regulated under Bank Act.

Schedule II Banks

Schedule II banks are subsidiaries of foreign banks and are authorized to take deposits in Canada. These banks are regulated within Canada's Federal Bank Act, and may be foreign owned or domestically owned. Schedule II banks are the most common bank type in Canada, with most of the smaller trusts, banks and credit unions falling into this category. Popular Schedule II banks include Citibank Canada, AMEX Bank of Canada and ING Bank of Canada, HSBC Bank Canada, and P.C. Financial. Although there are more Schedule II banks than schedule I banks, the majority of deposits and assets held in the Canadian banking system are held by Schedule I banks like the Big Five.

Schedule III Banks

Schedule III banks are defined as foreign banks that are permitted to conduct business within Canada. Schedule III banks are not incorporated under the *Bank Act* and they operate in Canada (thus they do not qualify for deposit insurance). Popular Schedule III banks include Capital One and Bank of America. Schedule III banks are not regulated under the Bank Act, and therefore operate in Canada under other government-mandated restrictions. Most Schedule III banks operate primarily in Canada's busiest cities, including Montreal, Toronto, and Vancouver.

Existing Schedule III Banks in B.C:

United Overseas Bank (HQ: Singapore / Canadian HQ & Branch: Vancouver)
 First Commercial Bank (HQ: Taipei/ Canadian HQ & Branch: Richmond)
 Mizuo Bank (HQ: Tokyo/ Branch: Richmond)
 Wells Fargo (HQ: San Francisco/ Branch: Burnaby)

ATTACHMENT 5:**Classification of Banks in BC**

Banks	Schedule	Country	HQ	Canadian Branch	BC Branch
CTBC Bank	II	Taiwan	VAN	4	3
HSBC Bank Canada	II	UK	VAN	145	52
ICICI Bank	II	India	TOR	8	1
Industrial Commercial Banking of China	II	China	TOR	9	3
Korea Exchange Bank	II	Korea	TOR	11	5
Mega Intl Commercial Bank	II	Taiwan	TOR	4	2
Shinhan Bank	II	Korea	TOR	3	1
State Bank of India (Canada)	II	India	TOR	7	2
Sumitomo Mitsui Banking Corp	II	Japan	TOR	1	0
UBS	II	Switzerland	TOR	7	1
Bank of China	III	China	TOR	10	3
Bank of Tokyo – Mitsubishi UFJ	III	Japan	TOR	4	1
China Construction Bank	III	China	TOR	1	0
First Commercial Bank	III	Taiwan	VAN	2	1
Mizuho Bank	III	Japan	TOR	3	1
United Overseas Bank	III	Singapore	VAN	3	1
Wells Fargo	III	USA	TOR	4	1

s.16

s.16

ATTACHMENT 6:**Tax Refund Calculation**

1. International Business, the refund calculation = $[A/(B \times C)] \times D$

A is the Corporation net income for income tax purposes from the international business activity

B is the corporation's net income for income tax purposes, less any net capital losses and dividends deducted in determining the corporation's taxable income for the year

C is the percentage of taxable income allocated to BC for the tax year

D is the corporation's BC income tax (after deducting all tax credits and deemed payments)

International Business income is defined in the IBAA in Section 19 (for an international financial business), 19.01 (for an international business other than an international financial business or a patent business) and 19.02 (for an international patent business).

2. The tax refund for patent activities is limited to 75% of BC corporate income tax paid to a maximum of 8 million OR a lessor of 8 million or

$[A/(B \times C)] \times D \times 75\%$ where

A is the corporations net income for income tax purposes from its international patent business

B is the corporation's net income for income tax purposes, less any net capital losses and dividends deducted in determining the corporation's taxable income for the year.

C is the percentage of taxable income allocated to BC for the tax year

D is the corporation's BC income tax (after deducting all tax credits and deemed payments).

International business income for an international patent business is defined in section 19.02 of the IBAA.

ATTACHMENT 7:**Tax Credit Calculation for a Foreign Bank**

Eligible Portion=

$$\frac{\text{total adjusted IB income}}{\left[\text{adjusted income X } \frac{\text{BC Taxable income}}{\text{federal taxable income}} \right]}$$

adjusted income = the corporation's income as determined under Division D of Part I of the federal Act, as if the only deduction permitted under section 115 (1) (d) of the federal Act is the deduction referred to in section 111 (1) (b) of the federal Act and as if section 115 (1) (f) of the federal Act does not apply, for the taxation year;

BC taxable income = the corporation's taxable income earned in the year in British Columbia, as defined in section 13.3 *[definitions — corporate income tax]* of the *Income Tax Act*, for the taxation year;

federal taxable income = the corporation's taxable income earned in Canada, as defined in section 248 (1) of the federal Act, for the taxation year;

total adjusted IB income = the corporation's total adjusted IB income for the taxation year, as determined under section 19.001.

ATTACHMENT 8:**AdvantageBC Statement of Income**

Yearend December 31st	s.21	
Revenues		;
Participation Assessment		
Membership fees		
Interest		
Salaries & employee Benefits		
Travel and Parking		
Public relations and advertising		
Rent		
Professional Services		
AdvantageBC events		
Promotional Activities		
Office and Supplies		
Computer and maintenance		
Telecommunications		
Transition fees		
Postage and couriers		
Amortization		
Excess of Revenues over Expenses		

ATTACHMENT 9:

Eligible International Financial Activities:

- (a) accepting deposits in any currency from a non-resident person;
- (b) making deposits in any currency with a non-resident person;
- (c) making loans in any currency to a non-resident person;
- (d) borrowing in any currency from a non-resident person;
- (e) guaranteeing the payment of a debt if all of the debtors or creditors are non-resident persons;
- (f) if the corporation is a savings institution,
 - (i) issuing and accepting letters of credit, or
 - (ii) handling documentary collections,
 in respect of a transaction of which not more than one party is resident in Canada;
- (g) acting
 - (i) if the corporation is a securities corporation,
 - (A) as principal in making or offering to make with a non-resident person an agreement for acquiring, disposing of, subscribing for or underwriting securities, or
 - (B) as agent for a person resident in Canada in making or offering to make with a non-resident person an agreement for acquiring, disposing of, subscribing for or underwriting securities, except securities that are listed on a stock exchange prescribed in section 3200 of the Income Tax Regulations (Canada),
 - (ii) if the corporation is not a securities corporation, as principal in making or offering to make with a non-resident person an agreement for acquiring or disposing of prescribed securities, or
 - (iii) as agent for a non-resident person in making or offering to make with a person resident in Canada or another non-resident person an agreement for acquiring, disposing of, subscribing for or underwriting securities;
- (h) insuring or reinsuring prescribed risks
 - (i) of, or relating to, non-resident persons, and
 - (ii) relating to property situated or events occurring outside of Canada;

- (i) providing financial advice, other than prescribed financial advice, to non-resident persons;
- (j) dealing in foreign exchange other than on the corporation's own account, if the corporation is
 - (i) a savings institution,
 - (ii) a corporation whose primary business is dealing in foreign exchange, or
 - (iii) a prescribed corporation;
- (k) managing, for a fee or commission, foreign exchange activities for non-resident persons;
- (l) managing, for a fee or commission, investments for non-resident persons;
- (m) managing, for a fee or commission and for persons resident in Canada, investments in securities that are issued by a non-resident person and that are not listed with a stock exchange prescribed in section 3200 of the Income Tax Regulations (Canada);
- (n) preparing stock market or other financial research, other than prescribed financial research, for the exclusive use of non-resident persons;
- (o) collecting trade accounts that
 - (i) are receivable from a non-resident person, and
 - (ii) have been bought outright from the seller and without recourse to the seller;
- (p) leasing property to a non-resident person by means of a direct financing lease, as defined in the CPA Canada Handbooks, as amended from time to time;
- (q) [Repealed 2010-18-37.]
- (q.1) [Repealed 2010-18-37.]
- (q.2) [Repealed 2010-18-37.]
- (r) providing, to a non-resident person, administrative support services, other than prescribed administrative support services, that are directly related to a financial activity of the non-resident person;
- (r.1) [Repealed 2010-18-37.]
- (s) providing, to a non-resident person, services, equipment and premises for continuing the business operations of the non-resident person if primary equipment or premises used by the non-resident person becomes temporarily non-operational;

(t) any other prescribed financial activity that is conducted exclusively for non-resident persons and from which the corporation earns fee or commission income.

International Film Distribution Business

- (a) selling, assigning or licensing rights to a non-resident person to distribute outside of Canada a film or television production, other than a production that is pornography, or
- (b) selling, assigning or licensing rights to a non-resident person to exploit outside of Canada anything related to the film or television production.

International Patent Business

- (a) selling, assigning or licensing to a non-resident person, a patent within an eligible class of patents, or
- (b) selling to a non-resident person, a good or service in respect of which the sales revenue is principally derived from an invention for which a patent within an eligible class of patents is owned by the corporation.

INFORMATION NOTE

Cliff #: 124060

Date: August 2, 2017

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

ISSUE: Details on establishing the Emerging Economy Taskforce.

BACKGROUND: The *Supply and Confidence Agreement between the BC Green Caucus and the BC New Democrat Caucus* put forward the policy initiative establishing an Emerging Economy Task Force:

Establish an Emerging Economy Task Force (EETF) to address the changing nature of business over the next 10 to 25 years. The EETF will be charged with developing 'made-in-BC' solutions that keep our government, our policies and our thinking on the cutting edge. The task force will report to the government within one year of the 1st sitting of the next session of the BC Legislative Assembly with a BC New Democrat Government. (pg. 5, SX, 2i)

This policy initiative is also referenced in the mandate letter for the Minister of Jobs, Trade and Technology, along with establishment of a Small Business Task Force, and an Innovation Commission. Work to implement the EETF will be aligned, wherever possible, with work underway on these associated entities.

DISCUSSION: The province's economic well-being is strongly influenced by global drivers and emerging technological advancements that are outside of our control and influence. Staying at the leading edge of these developments will enable BC to maintain its strong economic position – both in terms of capitalizing on potential new opportunities for the province and reducing the potential impacts these changes could have on traditional industries.

Key considerations in establishing the EETF focus on four specific areas:

1. Mandate Scope and Term
2. Task Force Membership
3. Engagement and Outreach Approach
4. Secretariat and Other support

Mandate Scope and Term
s.12,s.13,s.17

s.12,s.13,s.17

(Attachment 1: EETF Terms of Reference).

Task Force Membership

The composition of the EETF should reflect the interests and expertise required to deliver on the breadth and depth of the EETF mandate. Staff undertook a scan of Canadian task force examples to arrive at an EETF composition that would support the significant extent of its mandate.

s.13

(Attachment 2: Task Force Composition).

The Province is able to draw on a wealth of talented candidates as potential members of the EETF. Potential candidates would encompass a range of expertise and experience, with representation from industry, business, academia, labour, First Nations, local government, and environmental organizations **(Attachment 3: Task Force Potential Members for Consideration).**

Engagement and Outreach Approach

Citizen engagement with regions across BC will be fundamental to developing an effective strategy that accounts for the economic, social and environmental diversity across the Province.

The EETF will lead engage sessions with citizens and stakeholders in a minimum of eight regional sessions across the Province – one session in each of the eight economic regions. These regional sessions will help to ensure a presence across the province to communicate the mandate and desired outcomes of government, but also to ensure that the EETF is exposed to the broad range of opportunities, issues and challenges facing British Columbians across BC.

The regional engagement sessions should start within the first three months following creation of the EETF. This discrete engagement approach is to be supplemented with a broader, continuous on-line engagement and feedback mechanism to ensure the EETF's reach is all encompassing.

Secretariat Support

A secretariat function to be performed by the Economic Development Division will be critical to support the EETF in delivering on its mandate over a short timeframe. Housing the secretariat in the division allows for close, vertical integration that ensures the EETF is supported with the logistical, technical and policy perspective support needed to effectively undertake its engagement, assessment and advisory roles.

There is also significant scope for the EETF secretariat to provide direct support to the Small Business Task Force and an Innovation Commission because of the significant breadth and depth of the EETF mandate.

ATTACHMENTS:

Attachment 1: EETF Terms of Reference

Attachment 2: Membership – Composition

Attachment 3: Membership – Potential Members for Consideration

ADM Contact: CJ Ritchie, Assistant Deputy Minister, Economic Development Division

Prepared by: Angelo Cocco, Executive Director, Economic Policy and Strategic

Initiatives

Reviewed by			
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ATTACHMENT 1: EETF Terms of Reference

**EMERGING ECONOMY TASK FORCE
Terms of Reference**

s.12,s.13,s.17

s.13,s.16,s.17

ATTACHMENT 2: EETF Membership – Composition

s.13

Two specific examples are particularly relevant as guidance for EETF membership composition as they share a similar, significant breadth and depth of mandate:

1. The Advisory Council on Economic Growth – Canada, 2016
2. Taskforce for Environmental Health – Ontario, 2016

Advisory Council on Economic Growth – Canada

Background

In 2016, the federal government announced the Government's new Advisory Council on Economic Growth, charged with finding ways to overcome the challenges posed by an aging population as Canada seeks to achieve sustainable, long term growth. The Council's recommendations will help inform the Government's future actions and policies.

Membership

Members of the Council include a mixture of international business and academic leaders; of the 14 members, 8 are women.

Task Force on Environmental Health – Ontario

Background

In 2016, the Ontario Ministry of Health and Long Term Care announced a task force on Environmental Health to provide recommendations and advice on matters related to those who suffer from conditions triggered by environmental factors that are difficult to diagnose and treat.

Membership

The task force has a mandate from 2016-2019 and consists of 15 members appointed by the Minister of Health.

ATTACHMENT 3: EETF Membership – Potential Members for Consideration

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s.16,s.22

s.13

MINISTRY OF JOBS, TRADE AND TECHNOLOGY
MEETING NOTE

Cliff #124111

Date: August 4, 2017

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

DATE AND TIME OF MEETING: August 9, 2017, 11:00am, Legislature (Birch Room)

ATTENDEES: Honourable Harry Bains, Minister of Labour
Honourable Shane Simpson, Minister of Social Development and
Poverty Reduction

ISSUE(S): Establishment of a Fair Wages Commission (FWC)

BACKGROUND: British Columbia's minimum wage rates are established in the Employment Standards Regulation, with changes approved by Cabinet through an Order in Council (OIC). BC's current general minimum wage is \$10.85/hour. The "Working for You" platform committed to bring in a \$15/hour minimum wage by 2021 with increases in each year, followed by indexing to inflation to provide certainty for the future.

The Confidence and Supply Agreement from May 2017 committed to: "Immediately establish an at-arm's-length Fair Wages Commission (FWC) tasked with establishing a pathway to a minimum wage of at least \$15 per hour and overseeing regular rate reviews. The commission will bring forward recommendations regarding strategies to address the discrepancy between minimum wages and liveable wages. The commission will make its first report on a new minimum wage within 90 days of its first meeting."

The Premier's mandate letter to Minister Bains reconfirms this commitment and directed the establishment of a Fair Wages Commission.

Following the former government's recent work on minimum wage adjustment, the Small Business Roundtable, based on consultation with the small business community, advocated for offsets to address increases that are not tied to the Consumer Price Index.

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DISCUSSION:

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SUGGESTED RESPONSE/KEY MESSAGING:

- s.13

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ATTACHMENTS: Appendix 1 – Draft TOR and Proposed List of FWC Members

ADM Contact: Christine Little, 250-387-0661

Prepared by: Tanya Munro, Senior Policy Analyst, Small Business Branch

Reviewed by			
Dir: JB	ED: JH	ADM: CL	DM:

Page 066 to/à Page 070

Withheld pursuant to/removed as

s.12;s.13

INFORMATION NOTE

Cliff #: 124021

Date: August 15, 2017

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

ISSUE: BC Provincial Nominee Program (PNP) Tech Pilot

BACKGROUND:

- A key priority for the Workforce Development and Immigration Division is to ensure BC has the international workforce needed to support economic growth. Planning for international recruitment is done alongside efforts to ensure domestic workers have the opportunities to actively contribute in the workforce.
- The BC Provincial Nominee Program (PNP) provides a permanent immigration pathway for economic, in-demand workers and experienced entrepreneurs. Individuals who are nominated by the BC PNP are eligible to apply to Immigration, Refugees and Citizenship Canada (IRCC) for permanent residence for themselves and their dependants.
- The BC PNP can be used to support key sectors in recruiting top international talent quickly and enable applicants and their families to stay in BC for the long term. One of these key sectors is technology.
- The BC Tech Association and the Vancouver Economic Commission conducted labour market research and developed a range of strategies to better understand and meet the tech sector's workforce needs.
- The resulting *2016 TechTalentBC Report* identified access to talent as the biggest issue facing the tech sector, posing the most significant barrier to economic growth with the shortfall estimated at 1,400 to 1,800 per year.
- The report identified the top **32** in-demand occupations in tech, classified by their National Occupation Classification (NOC) (see Appendix 1).

DISCUSSION:

- In May 2017, the BC PNP was directed to implement a soft launch of a Tech Pilot and began with a series of operational enhancements:
 - **Weekly “tech only” invitations to apply:** the BC PNP normally issues invitations 1-2 times a month to the highest ranking applicants that have registered with the Program; weekly “tech only” draws have assured that tech applications will be expedited.
 - **Dedicated concierge service:** tech employers can connect directly with BC PNP staff to learn more about the immigration process.

- **Priority Processing:** Tech files are processed as a priority by a dedicated service team, with applications assigned within one day. The current service standard of 80% for other applicants is 2-3 months.
- With these enhancements, the PNP has nominated 427 tech applicants thus far in 2017 compared to 555 in 2015 and 909 in 2016.
- To have a greater impact, targeted and robust sector outreach and engagement is needed to widely promote the pilot.
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NEXT STEPS:

- Program staff will collaborate with key industry and sector stakeholders such as BC Tech, Vancouver Economic Commission and HR Tech Group to raise the profile of the initiative.
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ATTACHMENTS:

Appendix 1: Summary of 32 top technology occupations;

Appendix 2: PNP Tech Pilot Key Messages

ADM Contact: Rob Mingay, 250 387-5608

Prepared by:

Aireen Luney, Manager Program Development and Promotion, Immigration Programs Branch

Reviewed by			
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Appendix 1: Summary of 32 top technology occupations by National Occupation Classification and number of BC PNP registrations and nominations

NOC	Job Title	2016 PNP Registrations		2016 PNP Nominations	
		#	% of total	#	% of total
1123	Professional occupations in advertising, marketing and public relations	s.13,s.17			
2173	Software engineers and designers				
2174	Computer programmers and interactive media developers				
2171	Information systems analysts and consultants				
2175	Web designers and developers				
2281	Computer network technicians				
4163	Business development officers and marketing researchers and consultants				
5241	Graphic designers and illustrators				
2282	User support technicians				
0213	Computer and information systems managers				
2132	Mechanical engineers				
2133	Electrical and electronics engineers				
2241	Electrical and electronics engineering technologists and				
6221	Technical sales specialists - wholesale trade				
2131	Civil engineers				
0113	Purchasing managers				
2283	Information systems testing technicians				
2172	Database analysts and data administrators				
2221	Biological technologists and technicians				
2147	Computer engineers (except software engineers and designers)				
2242	Electronic service technicians (household and business				
0512	Managers - publishing, motion pictures, broadcasting and performing arts				
2134	Chemical engineers				
5122	Editors				
5225	Audio and video recording technicians				
5227	Support occupations in motion pictures, broadcasting,				
5226	Other technical and co-ordinating occupations in motion pictures, broadcasting and the performing arts				
0131	Telecommunication carriers managers				
2243	Industrial instrument technicians and mechanics				
5121	Authors and writers				
5125	Translators, terminologists and interpreters				
5224	Broadcast technicians				
TOTAL					

Appendix 2: PNP Tech Pilot – KEY MESSAGES

What is the BC PNP Tech Pilot?

- We have introduced a pilot initiative under the BC Provincial Nominee Program (BC PNP) to support the tech sector in recruiting top international talent.
- Under the BC PNP, we will:
 - issue weekly “tech only” invitations to apply to those working in one of 32 tech occupations in B.C.(applicants still need to register with the BC PNP);
 - offer tech employers dedicated concierge service;
 - process tech applications as a priority by a dedicated team;
 - conduct targeted outreach and engagement to the sector.

Why are you using the BC Provincial Nominee Program (PNP)?

- The BC PNP provides a permanent immigration pathway for economic, in-demand workers, experienced entrepreneurs and their dependants.
- We are able to use this program to support key sectors in recruiting top international talent.

Why are you doing this pilot for the tech sector?

- We are committed to implementing measures that will increase the growth of domestic BC tech companies.
- The BC Tech Association and the Vancouver Economic Commission recently conducted labour market research and developed a range of strategies to better understand and meet the tech sector’s workforce needs.
- They have identified access to talent as the biggest issue facing the tech sector, posing the most significant barrier to economic growth.

Will you be offering similar Pilots for other sectors?

- Results of the pilot will be used to determine if these operational enhancements have a positive impact and if this approach is feasible to support other key sectors.
- Other applicants and employers may still access the BC PNP.

How long will the BC PNP Tech Pilot be offered?

- There is currently no end date scheduled for the BC PNP Tech Pilot.
- The results of the pilot will be periodically reviewed to determine if the benefits warrant changes.

Where can I find more information?

- If you are an employer in B.C.’s technology sector and have more questions, contact the BC PNP: PNPTechEmployers@gov.bc.ca

EVENT NOTE

Cliff #: 131772

Date: August 16, 2017

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

DATE, TIME and LOCATION OF MEETING: Friday, August 25, 2017 | 4:00pm Doors Open | 5:00pm – Official Program | MUJI, Metrotown Mall, Burnaby

ATTENDEES: **Mr. Satoru Matsuzaki**, President, Ryohin Keikaku (MUJI parent company); **Mr. Toru Akita**, President, MUJI Canada; **Ms. Asako Okai**, Consul General of Japan; **Mr. Derek Corrigan**, Mayor of Burnaby

ISSUE: MUJI Metrotown (Burnaby) Store Opening Ceremony

BACKGROUND:

MUJI Canada is launching its first BC store in Metrotown Mall (Burnaby) on August 25, 2017. MUJI is a global Japanese retailer with over 830 stores in 29 countries and regions. Global revenues (2015) were ~308 billion yen or CAD \$3,552,348,223. Japan-based Ryohin Keikaku launched the MUJI brand in 1980 under the catch phrase “lower price for a reason.” It sells a variety of reasonably-priced household and consumer goods, including apparel, furniture, appliances, and food items. MUJI is shortened from *Mujirushi Ryohin* which in Japanese means ‘*no logo, quality goods*.’ Its core philosophy is to create goods that are fundamental, practical and necessary in daily life. MUJI stores are considered a destination, in part due to MUJI’s commitment to corporate social responsibility and that generic goods can be good for the planet.

MUJI Canada is headquartered in Toronto and has four stores in the Greater Toronto Area. In 2017, MUJI will establish two major Greater Vancouver retail stores: Metrotown Mall, Burnaby (August 2017); downtown Vancouver (December 2017). The Burnaby store is expected to employ approximately 50 people. MUJI is also purchasing goods and services from local Greater Vancouver small and medium sized businesses. MUJI’s Vancouver Robson Street flagship store at 15,000 square feet will be its largest store in North America. Two additional BC retail outlets Coquitlam Centre and Richmond Centre are being considered for opening in 2018. Japan-based retailer Uniqlo will also be opening retail stores in Greater Vancouver in the near future.

The Ministry and the BC Trade and Investment Representative Office in Japan have been working with Mr. Toru Akita, President, MUJI Canada to help establish its retail operations. In particular, the Ministry has offered MUJI Canada support and business introductions to potential local suppliers and service providers as well as local municipalities and economic agencies such as the Vancouver Economic Commission.

DISCUSSION:

The MUJI opening ceremony is an opportunity to congratulate MUJI on the launch of its first of many retail stores in BC/Western Canada. The opening event is invitation-only and media have been invited. After the official greetings there is a traditional Japanese sake barrel opening ceremony. Guests will receive a wooden mallet and be asked to hit the barrel lid in unison. Upon completion of the official ceremony at 6:00pm, the store will be open to the general public. Jennifer Horsman, Senior Manager, Japan, will attend to provide assistance, including interpretation if required.

MUJI Canada's Greater Vancouver growth plan represents both investment and job creation. Based on existing MUJI stores, its products are expected to appeal to a wide spectrum of British Columbians and will become a visitor destination. 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. store is located in San Francisco.

In February 2017, MUJI opened a temporary pop-up store at Vancouver's Fairmont Pacific Rim, which was so popular that reservations were required. MUJI store openings are anticipated events, attracting long queues. When MUJI launched its second U.S. flagship store in Boston on January 2017, hundreds of people queued up.

MUJI's mandate for sustainability includes partnering, where possible, with local suppliers that share its corporate social responsibility vision. MUJI's pop-up stores (store-in-store), therefore, represent an opportunity for BC companies to introduce their products to MUJI's global retail chain. Examples include:

- Coffee – Ethical Bean.
- Plants – s.21
- Books –

KEY MESSAGING:

- Speaking notes will 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. Derek Corrigan**, Mayor of Burnaby

Prepared by: Richard Sawchuk, Director, Japan, Korea & Hong Kong, Tel. 604-617-0378; Jennifer Horsman, Senior Manager, Japan, International Business Development Branch, Tel. 778-968-2561

Reviewed by				
Dir:	ED:	ADM:	DM:	MIN:

ATTACHMENT 1

PROGRAM **MUJI METROTOWN STORE OPENING**

ADDRESS

MUJI - Metropolis at Metrotown
4700 Kingsway, Burnaby (Unit M163)
Media will be invited.

AGENDA

- | | |
|---------|---|
| 4:00 pm | Doors open |
| | - Japanese sake service |
| | - MUJI snacks and refreshments |
| 4:30 pm | Japanese Calligraphy Performance |
| 5:00 pm | Opening Reception |
| | <u>Official Greetings</u> |
| 5:00 pm | Ms. Asako Okai, Consul General of Japan |
| 5:05 pm | Hon. Bruce Ralston, Minister of Jobs, Trade and Technology, |
| 5:10 pm | Mr. Derek Corrigan, Mayor of Burnaby |
| 5:15 pm | Metropolis at Metrotown Executive |
| 5:20 pm | Mr. Satoru Matsuzaki, President of Ryohin Keikaku (MUJI parent company) |
| 5:25 pm | Mr. Toru Akita, President of MUJI Canada |
| 5:30 pm | Traditional Japanese Sake Barrel Opening Ceremony |
| 5:40 pm | Japanese Tea Ceremony Demonstration |
| 6:00 pm | Closing Reception |
| | - First guests start shopping |
| | - Giveaways: stamps and tote bags with designs exclusive to British Columbia, MUJI Metrotown limited edition tote bag |
| 7:00 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, brandless, 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.
- The Metrotown location will be MUJI first store opening in British Columbia and will also be the biggest Canadian location yet, at 7,770-sq-ft. It will be joined by a second Vancouver location opening on Robson Street by the end of 2017.

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. s.22

s.22



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.



DEREK CORRIGAN
MAYOR OF BURNABY

Derek Corrigan is serving his fourth term as Mayor of Burnaby. Mr. Corrigan has served as elected director of the Federation of Canadian Municipalities and he currently serves as a Trustee of the Municipal Finance Authority of B.C. On an international level, Mr. Corrigan has been active supporter of the Mayors for Peace movement and has served as the Canadian Secretary. Derek has been living in Burnaby since 1977 with his wife Kathy, who retired as two-term MLA for Burnaby-Deer Lake (2009-2017). They have four grown children.

MINISTRY OF JOBS, TRADE AND TECHNOLOGY

INFORMATION NOTE

Cliff #: 135829

Date: October 4, 2017

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

ISSUE: NAFTA Renegotiations Update 3 (Week of September 23-27)

BACKGROUND: Canada, the United States (US), and Mexico continue renegotiating the North American Free Trade Agreement (NAFTA). The third round (of seven planned rounds) of negotiations were held in Ottawa and concluded September 27th.

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DISCUSSION:

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CURRENT ACTIVITIES: Trade Policy staff continue reviewing detailed text proposals, briefing and consulting Ministries, and engaging in further stakeholder consultations as needed. Another cross-government update will be provided after Round 4.

UPCOMING: The next round of negotiations are confirmed for October 11-15th in Arlington, Virginia, US. Steve Anderson will attend.

ATTACHMENT: Attachment 1 - NAFTA BC/Canada Objectives Gap Analysis

ADM Contact: Jamie Hammond, International Strategy and Competitiveness
Prepared by: Steve Anderson, Executive Director, Trade Policy and Negotiations

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

NAFTA BC/Canada Objectives Gap Analysis

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Page 085 to/à Page 092

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MEETING NOTE

Cliff #: 135634

Date: September 26, 2017

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

DATE AND TIME OF MEETING: September 27, 11:00 a.m.

ATTENDEES: Honourable Bruce Ralston and Honourable David Eby

ISSUES: The World Trade Organization (WTO) challenge of BC's policy of selling BC only wine on grocery store shelves, the likelihood this issue being raised in the ongoing NAFTA negotiations, and position in the Comeau Supreme Court case.

BACKGROUND: On January 18, 2017, the US launched a challenge against Canada at the WTO over BC's policy of allowing the sale of only 100% BC wines on some grocery store shelves. Australia, European Union, New Zealand and Argentina have formally joined the dispute as third parties. No other Provinces were implicated. In April 2017, Canada and the US met to discuss BC's measures to fulfill the first step of the dispute settlement process.

s.13,s.16

The NAFTA was negotiated between the US, Canada and Mexico and came into force in 1994. The US has committed to renegotiating the NAFTA, or withdrawing from it if negotiations are unsatisfactory. The third round of negotiations are from Sept. 23-27 in Ottawa. The US, Canada and Mexico have mapped an additional four rounds of negotiations before the end of 2017.

The 1987 Canada-U.S. Free Trade Agreement explicitly allowed BC to maintain some stores to sell BC-only wine. Only stores that were in place on October 4, 1987, were covered by this exception. This exception was brought into the NAFTA when the NAFTA was negotiated. The US is of the opinion that not all present-day stores selling only BC wine are protected by these provisions because not all of them can be traced to stores that were in existence in 1987.

BC has Intervenor status in the R. vs. Comeau case, which at this time is at the appeal stage. New Brunswick, like all the other provinces, has restrictions on what alcohol residents can have that is not purchased through the provincial liquor monopoly. Mr. Comeau was charged for transporting a large amount of beer and other alcoholic beverages from Quebec into New Brunswick, contrary to that provision. Last year, a judge acquitted him based on the argument that this law was contrary to s. 121 and therefore unconstitutional. The Government of New Brunswick's is appealing this decision to the Supreme Court of Canada.

DISCUSSION: The US has been clear that removing barriers (possibly beyond just BC wines on grocery store shelves) to the Canadian wine market are among the objectives for the negotiations.

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ATTACHMENTS:

1. s.13,s.14,s.16
- 2.
3. s.14

ADM Contact: Jamie Hammond, Phone (778) 698-8778
 Prepared by: Janna Jessee, Senior Manager, ISC Division

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INFORMATION NOTE

Cliff #: 135388

Date: September 15, 2017

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

ISSUE: Forum of Ministers Responsible for Immigration (FMRI) meeting

BACKGROUND:

- The FMRI sets the context and strategic priorities for Federal-Provincial-Territorial (FPT) work on immigration and integration matters. The Ministers responsible for Immigration usually meet in person bi-annually. The 2017 meeting took place on September 14 and 15 in Toronto.
- The purpose of the meeting in Toronto was to discuss key immigration and settlement priorities including the following agenda items: asylum seekers, economic immigration, immigration levels planning, settlement and integration of newcomers, francophone immigration and excessive demand.

DISCUSSION:

- All Ministers responsible for immigration were in attendance except British Columbia, Quebec and the Yukon, which were represented by Deputy and Assistant Deputy Ministers (ADM). Nunavut was not in attendance. British Columbia was represented by Assistant Deputy Minister, Rob Mingay.
- British Columbia co-led the immigration levels presentation with federal ADM Paul MacKinnon of Immigration, Refugees and Citizenship Canada (IRCC).
- A summary of the meeting outcomes is provided in the table below. Detailed notes can be found in **Appendix A**.

Agenda Item	Outcomes
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- A joint communique (**Appendix B**) was issued following the meeting.

NEXT STEPS:

- Follow up at working groups and Assistant Deputy Ministers' table to execute action items from the meeting.

ATTACHMENTS:

- Appendix A: FMRI Meeting Notes
- Appendix B: FMRI Joint Communique

Contact: Cloë Nicholls, s.17
 Prepared by: Osarq Ezomo, 250-893-2607

Reviewed by			
Dir: EW	ED: CN	ADM:	DM:

Appendix A: FMRI Meeting Notes
s.13,s.16

Page 127 to/à Page 129

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FEDERAL-PROVINCIAL-TERRITORIAL FORUM OF MINISTERS RESPONSIBLE FOR IMMIGRATION BUILD ON THE SUCCESS OF CANADA'S SHARED IMMIGRATION SYSTEM

September 15, 2017 - Toronto, ON – The Federal, Provincial and Territorial (FPT) Forum of Ministers responsible for Immigration (FMRI) met to reflect on Canada's immigration system. To make progress on Canada's Vision Action Plan for 2016-2019, all Ministers agreed to work in partnership to ensure a fast, flexible, and efficient economic immigration system; strategic immigration levels planning; and effective settlement and integration supports for newcomers. This work will further Canada's legacy as a diverse, inclusive and welcoming country.

Ministers highlighted the critical importance of a pan-Canadian approach to dealing with the current influx of asylum seekers, including enhanced intergovernmental collaboration to support orderly migration and scenarios planning, while protecting Canada's border and the safety and security of Canadians. Given the growing influx of asylum seekers to Canada, Ministers articulated that, while Canada is an open and welcoming country, people must use the proper channels to come to Canada and could face significant risks entering Canada through irregular means. While anyone who claims asylum in Canada has the right to due process, Ministers stressed that there are no guarantees that an asylum seeker will be allowed to stay in Canada at the end of that process.

Ministers reached consensus on the importance of multi-year levels planning and increasing immigration levels to help meet Canada's labour market needs, address demographic changes, and generate long-term economic growth. A multi-year approach to levels planning would provide increased certainty and help inform long-term planning. Ministers reiterated support for Canada's international obligations and humanitarian tradition with respect to refugees.

Enhanced collaboration across governments is needed to support the delivery of high-quality settlement services and successful outcomes for all newcomers. To this end, Ministers agreed to strengthen partnerships and explore new models for collaboration. It was agreed that an important piece of this work will be the development of a federal-provincial-territorial plan to clarify how settlement priorities are set, and how information is shared among all orders of government.

Ministers also discussed issues related to the federal Excessive Demand policy, and committed to continue the dialogue so that the policy continues to recognize the need to protect health, education and social services, while treating applicants fairly.

Ministers discussed the promotion of Francophone immigration to communities outside of Québec with the goal of increasing Francophone immigration. Building on the momentum that was established in Moncton earlier this year, Ministers look forward to meeting with Francophonie ministers in 2018 in Ontario to assess progress.

Quotes from the Federal and Provincial-Territorial Co-chair Ministers:

"Canada has welcomed generations of newcomers who have contributed to Canada's well-being, economic prosperity, competitiveness, and success as a nation. We are committed to ensuring that newcomers, including refugees, integrate and contribute fully to the Canadian economy and society. We continue to help newcomers find jobs and make lasting connections within their communities." *said Ahmed Hussen, Minister of Immigration, Refugees and Citizenship Canada and federal co-chair of the Forum of Ministers responsible for Immigration.*

"Provinces and territories continue to play an important role in building an immigration system that supports the diverse economic and labour market needs of all regions of Canada that meets our international humanitarian obligations. We are committed to maintaining an open dialogue and working together to achieve our shared immigration objectives in building a stronger, more prosperous and united Canada." *said Ian Wishart, Manitoba Minister of Education and Training and provincial-territorial co-chair of the Forum of Ministers responsible for Immigration.*

Note: As requested by the Government of Quebec, the Quebec Minister Responsible for Immigration holds observer status on the FPT Ministers' Table. Under the Canada-Québec Accord relating to immigration and temporary admission of aliens, Québec fully assumes sole responsibility for establishing immigration levels, and for the selection, francization and integration of immigrants. In areas under its responsibility, Québec develops its policies and programs, legislates, regulates and sets its own standards.

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