

## **Louie, Jacqueline JTT:EX**

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**From:** Sali, Meghan JTT:EX  
**Sent:** Monday, April 30, 2018 3:04 PM  
**To:** Schollen, Tasha GCPE:EX  
**Subject:** RE: JTT Media Request: Amazon: CBC Early Edition

No problem! Thanks Tasha.

M

***Meghan Sali***

***Ministerial Assistant to Hon. Bruce Ralston***

*Minister of Jobs, Trade and Technology*

British Columbia Parliament Buildings | 501 Belleville St, Victoria, BC V8V 2L8

[meghan.sali@gov.bc.ca](mailto:meghan.sali@gov.bc.ca) | s.17

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**From:** Schollen, Tasha GCPE:EX  
**Sent:** Monday, April 30, 2018 3:04 PM  
**To:** Sali, Meghan JTT:EX  
**Subject:** RE: JTT Media Request: Amazon: CBC Early Edition

I'm so sorry. CBC just texted – they've booked someone else. They didn't realize he was on Almanac today and they send their regrets at cancelling.

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**From:** Sali, Meghan JTT:EX  
**Sent:** Monday, April 30, 2018 3:02 PM  
**To:** Schollen, Tasha GCPE:EX  
**Subject:** RE: JTT Media Request: Amazon: CBC Early Edition

Yes, he is happy to do this.

Can you send more messaging on the affordability piece? le: s.13  
s.13

Thanks.  
M

***Meghan Sali***

***Ministerial Assistant to Hon. Bruce Ralston***

*Minister of Jobs, Trade and Technology*

British Columbia Parliament Buildings | 501 Belleville St, Victoria, BC V8V 2L8

[meghan.sali@gov.bc.ca](mailto:meghan.sali@gov.bc.ca) | s.17

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**From:** Schollen, Tasha GCPE:EX  
**Sent:** Monday, April 30, 2018 2:50 PM  
**To:** Sali, Meghan JTT:EX  
**Subject:** RE: JTT Media Request: Amazon: CBC Early Edition

kk

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**From:** Sali, Meghan JTT:EX  
**Sent:** Monday, April 30, 2018 2:48 PM  
**To:** Schollen, Tasha GCPE:EX; McColl, John-Michael JTT:EX  
**Cc:** Giles, Alison GCPE:EX; Densmore, Brad GCPE:EX  
**Subject:** RE: JTT Media Request: Amazon: CBC Early Edition

Yup, we're just in a meeting right now I'll let you know in a few moments.

M

**Meghan Sali**

**Ministerial Assistant to Hon. Bruce Ralston**

*Minister of Jobs, Trade and Technology*

British Columbia Parliament Buildings | 501 Belleville St, Victoria, BC V8V 2L8

[meghan.sali@gov.bc.ca](mailto:meghan.sali@gov.bc.ca) | s.17

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**From:** Schollen, Tasha GCPE:EX  
**Sent:** Monday, April 30, 2018 2:48 PM  
**To:** Sali, Meghan JTT:EX; McColl, John-Michael JTT:EX  
**Cc:** Giles, Alison GCPE:EX; Densmore, Brad GCPE:EX  
**Subject:** RE: JTT Media Request: Amazon: CBC Early Edition

Hi Meghan, CBC will need to know by 3:30pm or book someone else.

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**From:** Schollen, Tasha GCPE:EX  
**Sent:** Monday, April 30, 2018 2:41 PM  
**To:** Sali, Meghan JTT:EX; McColl, John-Michael JTT:EX  
**Cc:** Giles, Alison GCPE:EX; Schollen, Tasha GCPE:EX; Densmore, Brad GCPE:EX; Jang, Monica JTT:EX; Mihlar, Fazil JTT:EX  
**Subject:** JTT Media Request: Amazon: CBC Early Edition

Is Minister available to do to this talk show appearance?

**Reporter**

Jeremy Allingham, Producer  
CBC - Vancouver  
[jeremy.allingham@cbc.ca](mailto:jeremy.allingham@cbc.ca)  
604-662-6499

**Deadline** ASAP

**Request**

Want MBR on the Early Edition tomorrow morning at 6:50 a.m. for seven minutes to discuss Amazon's move to the old Post Office building in Vancouver

## Louie, Jacqueline JTT:EX

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**From:** Sali, Meghan JTT:EX  
**Sent:** Monday, April 30, 2018 11:32 AM  
**To:** Schollen, Tasha GCPE:EX; McColl, John-Michael JTT:EX  
**Cc:** Giles, Alison GCPE:EX; Densmore, Brad GCPE:EX; Mihlar, Fazil JTT:EX; Jang, Monica JTT:EX  
**Subject:** RE: JTT Media Request: CBC: Amazon Ancmt

He technically has time in his calendar, but I will have to speak with him after the meeting we're in now.

I'll get back to you ASAP.

**Meghan Sali**

**Ministerial Assistant to Hon. Bruce Ralston**

*Minister of Jobs, Trade and Technology*

British Columbia Parliament Buildings | 501 Belleville St, Victoria, BC V8V 2L8

[meghan.sali@gov.bc.ca](mailto:meghan.sali@gov.bc.ca) | s.17

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**From:** Schollen, Tasha GCPE:EX  
**Sent:** Monday, April 30, 2018 11:31 AM  
**To:** Sali, Meghan JTT:EX; McColl, John-Michael JTT:EX  
**Cc:** Giles, Alison GCPE:EX; Densmore, Brad GCPE:EX; Mihlar, Fazil JTT:EX; Jang, Monica JTT:EX  
**Subject:** JTT Media Request: CBC: Amazon Ancmt  
**Importance:** High

Is MBR available to do this interview? Note: there is a QA segment....

CBC wants MBR or PJH to **go live on their 1230-1pm radio show to talk about the Amazon announcement and the current state of BC tech. MBR or PJH would then spend about 15 minutes answering questions from live listeners.**

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**Tasha Schollen** | Communications Director  
Ministry of Jobs, Trade and Technology  
Government Communications and Public Engagement  
Cell: 250-889-1121

## Louie, Jacqueline JTT:EX

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**From:** Schollen, Tasha GCPE:EX  
**Sent:** Monday, April 30, 2018 11:11 AM  
**To:** Sali, Meghan JTT:EX; McColl, John-Michael JTT:EX; Louie, Jacqueline JTT:EX  
**Cc:** Giles, Alison GCPE:EX; Densmore, Brad GCPE:EX; Mihlar, Fazil JTT:EX; Jang, Monica JTT:EX  
**Subject:** KM-Amazon Expansion  
**Attachments:** KM Amazon expansion 30April 2018\_FINAL.docx

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**Tasha Schollen** | Communications Director  
Ministry of Jobs, Trade and Technology  
Government Communications and Public Engagement  
Cell: 250-889-1121

## **Amazon's B.C. expansion**

### **KEY MESSAGES**

**Confidential**

**April 30, 2018**

- Amazon's announcement that it is adding 3,000 new software engineer jobs in B.C. by 2022 reflects the strength of British Columbia's economy and the talent of our people.
- This is in addition to the 1,000 new jobs the company announced in November 2017, and will bring Amazon's total B.C. workforce to 5,000 by 2022.
- This investment again shows that B.C. is a sound place to invest.
- It also advances the province's well-earned reputation as a global tech and innovation hub, and will promote growth in all sectors of our economy, in all regions.
- We must make sure everyone benefits from the wealth our province creates.
- I'm proud of the work our government is doing to reduce inequality, provide fair conditions for workers, grow and diversify our economy, and open the doors of opportunity for people.
- A strong economy is one where everyone is doing better. Our government will make sure every region benefits from the jobs and opportunity our province creates.
- We're engaging communities to create a rural development strategy that gives people throughout B.C. the same chances to succeed with higher employment and more opportunities.

## **Louie, Jacqueline JTT:EX**

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**From:** Sali, Meghan JTT:EX  
**Sent:** Tuesday, April 24, 2018 4:58 PM  
**To:** Robb, Amanda JTT:EX  
**Cc:** Jang, Monica JTT:EX; Starko, Christina JTT:EX; Thindwa, Pamela JTT:EX  
**Subject:** FW: Meeting Request - Amazon

Hi Amanda,

Can you please put this meeting in the Minister's calendar for 10:00am on Tuesday, May 1.

Pam, can we get a nto3e started by program for a meeting with the Head of Public Policy at Amazon.ca?

Thank you kindly!  
Meghan

***Meghan Sali***

***Ministerial Assistant to Hon. Bruce Ralston***

*Minister of Jobs, Trade and Technology*

British Columbia Parliament Buildings | 501 Belleville St, Victoria, BC V8V 2L8

[meghan.sali@gov.bc.ca](mailto:meghan.sali@gov.bc.ca) | s.17

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**From:** Joanna Carey [<mailto:joanna.carey@crestviewstrategy.ca>]  
**Sent:** Tuesday, April 24, 2018 4:54 PM  
**To:** Sali, Meghan JTT:EX  
**Subject:** Re: Meeting Request - Amazon

Hi Meghan,

Mr de Eyre would like to move the meeting to May 1st at 10:00, if possible.

Please let me know if the Minister's schedule can accommodate a meeting at that time.

Thank you,

**Joanna Carey, Consultant**

Crestview Strategy, a public affairs agency.

**e:** [joanna.carey@crestviewstrategy.ca](mailto:joanna.carey@crestviewstrategy.ca)

**t:** +1 (613) 889-8737 (mobile)

*As of May 1, 2018 our Ottawa office is moving. Our offices will now be located at:*

**Crestview Strategy**, a public affairs agency.

Suite 1201, 222 Queen Street

Ottawa ON K1P 5V9

*Our Toronto office, phone numbers and email remain the same.*

**From:** Joanna Carey  
**Sent:** April 24, 2018 7:49:24 PM  
**To:** meghan.sali@gov.bc.ca  
**Subject:** Meeting Request - Amazon

Hello Meghan,

I just spoke to your colleague, John-Michael, about setting up a meeting with the Minister and Steve de Eyre, Head of Public Policy at Amazon.ca, on April 30th in Vancouver at 2:00.

I am waiting to confirm the timing on my side and will send you a note as soon as possible.

In the meantime, please feel free to email me with any questions you may have.

Thank you,

-Joanna

**Joanna Carey, Consultant**  
Crestview Strategy, a public affairs agency.  
**e:** joanna.carey@crestviewstrategy.ca  
**t:** +1 (613) 889-8737 (mobile)

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Suite 1201, 222 Queen Street  
Ottawa ON K1P 5V9

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From: Mingay, Rob JTT:EX  
To: Mihlar, Fazil JTT:EX  
Cc: Jang, Monica JTT:EX  
Subject: Amazon  
Date: Monday, April 30, 2018 3:16:00 PM

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s.16,s.17

Rob Mingay  
Assistant Deputy Minister  
Workforce, Immigration and Major Investments Division  
Jobs, Trade and Technology  
Cell: **s.17**



## Rioux, Luke JTT:EX

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**From:** Zehr, Deb JTT:EX  
**Sent:** Monday, April 30, 2018 3:12 PM  
**To:** Mingay, Rob JTT:EX  
**Subject:** FW: Amazon

Rob,

Below are stats regarding Amazon use of PNP that I was going to summarize and send to David Collier (see request below):

Here are some figures:

s.16,s.17

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**From:** Collier, David JTT:EX  
**Sent:** Monday, April 30, 2018 10:37 AM  
**To:** Zehr, Deb JTT:EX; Nicholls, Cloe JTT:EX  
**Subject:** FW: Amazon

Hi Deb and Cloe,

I know that Amazon utilizes the BC PNP but so you know if they've used the Tech Pilot program?

Thanks!

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**From:** Krieger, Brian JTT:EX  
**Sent:** Sunday, April 29, 2018 9:07 PM  
**To:** Mihlar, Fazil JTT:EX  
**Cc:** Jang, Monica JTT:EX; Mingay, Rob JTT:EX; Collier, David JTT:EX  
**Subject:** Re: Amazon

David has all that. It's all in the Amazon hq proposal. He can compile it for you

Sent from my Samsung Galaxy smartphone.

----- Original message -----

**From:** "Mihlar, Fazil JTT:EX" <[Fazil.Mihlar@gov.bc.ca](mailto:Fazil.Mihlar@gov.bc.ca)>

**Date:** 2018-04-29 8:10 PM (GMT-08:00)

**To:** "Krieger, Brian JTT:EX" <[Brian.Krieger@gov.bc.ca](mailto:Brian.Krieger@gov.bc.ca)>

**Cc:** "Jang, Monica JTT:EX" <[Monica.Jang@gov.bc.ca](mailto:Monica.Jang@gov.bc.ca)>, "Mingay, Rob JTT:EX" <[Rob.Mingay@gov.bc.ca](mailto:Rob.Mingay@gov.bc.ca)>

**Subject:** Amazon

Hi Brian: Will anyone in your shop know what kinds of govt programs Amazon is eligible for and what they are making use of? I know about PNP; what about production tax credits for TV shows they make? If I can get a list by 2 pm tomorrow, it will help. I am copying Rob because I know you are away on your course Mon and Tues. Thx.  
Fazil

Sent from my iPhone

## Rioux, Luke JTT:EX

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**From:** Collier, David JTT:EX  
**Sent:** Monday, April 30, 2018 1:02 PM  
**To:** Mihlar, Fazil JTT:EX  
**Cc:** Krieger, Brian JTT:EX; Jang, Monica JTT:EX; Mingay, Rob JTT:EX; Domench, Martin JTT:EX  
**Subject:** FW: Amazon  
**Attachments:** Summary of Provincial Commitments feedback master Oct 13.docx

Hi Fazil,

Attached are the BC incentives/programs that were highlighted in the provincial section of the Amazon HQ2 proposal submitted in October.

Included are the three film/digital media tax credits. s.17,s.21  
s.17,s.21

Also included is BCIC's Tech Co-op Grant program, which was established in order to support future talent in BC's tech sector. Tech firms hiring for co-op roles may apply for salary support upwards of \$2,700. Under the current criteria, Amazon would not be eligible for this program (companies must have < 100 employees on payroll). s.13,s.17

Additional relevant programs include:

**BCIC's Innovator Skills Initiative (BCIC-ISI):** offers BC-based tech companies access to top talent and skilled workers, training of future employees, and resources for a specific project that will move their company forward. Students are selected to work with companies based on their skills and the company's needs. The students are paid through a BCIC-ISI voucher valued from \$2,500-\$7,500, which must be matched in-kind and/or in-cash by a company contribution. s.17

**MITACS:** provincial and federal government funded internship programs that allow for Masters or Ph.D. level research talent to help companies solve their business challenges. Internships start at four months and can scale up based on business needs. Each four month internship project receives \$7,500 in direct funding from Mitacs, with companies matching the organization's contribution. s.17

**Small Business Venture Capital Tax Credit:** provincial program for corporations that invest in shares of a registered venture capital corporation or eligible business corporation. This tax credit encourages investors to make equity capital investments in BC small businesses, in order to give small businesses access to early-stage venture capital to help them develop and grow. Investors receive up to a 30% tax credit on their investment s.17  
s.17

**Scientific Research & Experimental Development (SR&ED) tax credit program:** provincial and federal government funded R&D program aimed at supporting innovation. It provides companies with a tax credit for eligible overhead and labour expenditures incurred in Canada for a wide range of R&D activities. For public and non-Canadian Controlled Private Companies, the federal credit is roughly 20% and the provincial portion is an additional 10%. In 2016, the program provided \$2.7 billion in tax assistance to business in all sectors performing R&D in Canada.

**Industrial Research Assistance Program (IRAP):** Likely not applicable to Amazon given their size, but the National Research Council's IRAP works with SMEs to provide innovation support, strategic research, scientific, and technical services. It assists firms to develop, adopt and adapt technologies and incorporate them into competitive products and services to be commercialized in the global marketplace. Funding occurs through a proposal development and review process with an IRAP Industrial Technology Advisor (ITA) playing an active, hands-on advisory role.

Regards, David  
Tel: 604-218-9036

---

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**Sent:** Sunday, April 29, 2018 9:07 PM  
**To:** Mihlar, Fazil JTT:EX  
**Cc:** Jang, Monica JTT:EX; Mingay, Rob JTT:EX; Collier, David JTT:EX  
**Subject:** Re: Amazon

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Sent from my Samsung Galaxy smartphone.

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**To:** "Krieger, Brian JTT:EX"  
**Cc:** "Jang, Monica JTT:EX" , "Mingay, Rob JTT:EX"  
**Subject:** Amazon

Hi Brian: Will anyone in your shop know what kinds of govt programs Amazon is eligible for and what they are making use of? I know about PNP; what about production tax credits for TV shows they make? If I can get a list by 2 pm tomorrow, it will help. I am copying Rob because I know you are away on your course Mon and Tues. Thx. Fazil

Sent from my iPhone

New Provincial Incentives - Amazon HQ2			
Incentive		Description	Timetable for incentive approvals
1	Strategic Investments in Post-secondary Programming and Infrastructure	<ul style="list-style-type: none"> <li>• s.17</li> </ul> <p>The provincial budget announced in 2017 budget already provides:</p> <ul style="list-style-type: none"> <li>• s.17</li> <li>• \$36 million to fund hundreds of new spaces in technology-related programs over the next 3 years</li> <li>• \$5 million in new funding for graduate and post-doctoral internships</li> </ul>	<p>The \$36 million over three years for programming space</p> <p>s.17</p>
2	s.13,s.17		
3	Dedicated Immigration Solution	<p>The Province of BC will establish a dedicated Provincial Nominee Program Solution to provide permanent pathways for Amazon workers to live and work in BC</p> <ul style="list-style-type: none"> <li>• s.17</li> <li>• In addition, the province will work with Amazon to understand their temporary work force needs and ensure Amazon has access to the appropriate streamlined federal channels, such as the newly launched Global Skills Strategy, which provides expedited access (4 weeks total) to international talent</li> </ul>	There are no legislative approvals required for the offer made.
4	Tax Credits	<p>s.17</p> <ul style="list-style-type: none"> <li>• Digital Animation, Visual Effects and Post-Production Tax Credit (DAVE) –</li> </ul>	<p>The existing tax credits are already in place.</p> <p>s.17</p>

		<p>a 16% tax credit rate designed to provide an incentive to production companies employing B.C. based talent to create digital animation and visual effects in B.C.</p> <ul style="list-style-type: none"> <li>• Production Services Tax Credit (PSTC) - a 28% labour based tax incentive that provides tax credits to Canadian or international film and television production corporations that have incurred eligible labour costs in B.C.</li> <li>• Interactive Digital Media Tax Credit (IDMTC) - a 17.5% tax credit rate designed for registered corporations that develop interactive digital media products in B.C.</li> </ul> <p>These tax credits are fully refundable (so long as they exceed any taxes payable by the corporation), non-transferable and cannot be carried forward.</p>	
5	s.17	s.17	s.17
6	Identity Management	<ul style="list-style-type: none"> <li>• B.C. Government is a recognized leader in growing its digital economy and delivering digital services to its citizens.</li> <li>• B.C. is the only jurisdiction in North America with legislated authority to offer its citizens privacy enhancing digital identity capabilities. The program is delivered through the chip-enabled BC Services Card to 4 million residents and is the foundation upon which B.C. is moving forward into future digital identity capabilities.</li> <li>• s.17</li> </ul>	s.17

		<p>s.17</p> <ul style="list-style-type: none"> <li>•</li> <li>•</li> </ul>	
7	Cascadia Innovation Corridor	<p>The Cascadia Innovation Corridor is a cross-border initiative that aims to bring the Vancouver and Seattle regions closer together to increase economic growth and innovation. Recent successes include:</p> <ul style="list-style-type: none"> <li>• Opening of a new British Columbia Trade and Investment Office in Seattle to help support B.C. tech exporters and Washington tech companies considering a presence in B.C.</li> <li>• Collaboration between British Columbia Institute of Technology, Lake Washington Institute of Technology and Oregon Institute of Technology to jointly leverage applied education offerings in high-demand STEM fields</li> <li>• Establishment of the Cascadia Innovation Network, which focuses on introducing start-ups to cross-border funding and support opportunities. Members include University of Washington, Oregon Health and Science University, Portland State University Business Accelerator, B.C.'s Innovation Boulevard, Accelerate Okanagan, and others</li> </ul> <p>New initiatives include:</p> <ul style="list-style-type: none"> <li>• New seaplane route linking Seattle and Vancouver harbours (final announcement expected by end of 2017)</li> <li>• s.17</li> </ul>	<p>Negotiations for the seaplane route are currently ongoing.</p> <p>s.17</p>
8	s.17	s.17	s.17



		s.17  s.17	
9	Affordable Housing	<p>Improving housing affordability is a priority for the BC government. BC has committed to:</p> <ul style="list-style-type: none"> <li>• Building 114,000 affordable units over the next 10 years</li> <li>• Formation of a housing working group reporting directly to Cabinet</li> <li>• Provincial Partnerships conference in December 2017 to identify further concrete actions government can take to improve affordability</li> </ul>	<p>The 114,000 units to be built in partnership are a platform commitment and something that the Ministry of Municipal Affairs and Housing will be working to fulfill over the next ten years. BC Government has funding and program decision on implementation of the 114,000 but no legislation will be required.</p>
10	s.17	s.17	s.17

		s.17	
11	Sustainable Tall Wood Buildings	<ul style="list-style-type: none"> <li>• The Government of BC is eager to advance new commercial partnerships to further the use of wood in leading construction projects, including creating links to technical expertise, overcoming code and regulatory barriers, and helping offset “innovation risks” and/or additional costs incurred to commercialize new building technologies and construction practices.</li> <li>• The BC Government will financially support the costs of promoting and leveraging the learnings and best practices from innovative wood construction projects</li> <li>• Amazon's own Minneapolis operations are located in the T3 building– an innovative wood structure designed and built by BC firms, using BC engineered wood products</li> </ul>	No legislative approval is required. The type of support referenced would be considered part of normal program of activities.

From: Schollen, Tasha GCPE:EX  
To: Mihlar, Fazil JTT:EX; Little, Christine JTT:EX; Krieger, Brian JTT:EX  
Cc: Jang, Monica JTT:EX; Butterworth, Kevin JTT:EX; Cocco, Angelo JTT:EX; Collier, David JTT:EX  
Subject: Amazon Statement Going Out  
Date: Monday, April 30, 2018 10:53:04 AM  
Attachments: STMT Amazon 3000 Jobs 30 Apr 18 FINAL.pdf

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Here is the final statement going out momentarily.

For Immediate Release

2018PREM0020-000785

April 30, 2018

Office of the Premier

Ministry of Jobs, Trade and Technology

#### STATEMENT

Statement from the Province on 3,000 new B.C. jobs with Amazon by 2022

VICTORIA - Premier John Horgan and Bruce Ralston, Minister of Jobs, Trade and Technology, have issued the following statement in response to Amazon's announcement that it will create 3,000 new jobs in British Columbia by 2022, in addition to the 1,000 new jobs the company announced in November 2017:

"Today's announcement by Amazon reflects the strength of British Columbia's economy and the talent of our people.

"This investment will advance B.C.'s well-earned reputation as an innovation hub, and will promote growth in all sectors of our economy, in all regions.

"B.C. is a sound place to invest. Last week, Standard and Poor's confirmed B.C.'s 'AAA' long-term credit rating. In March, British Columbia had the lowest unemployment rate among the provinces at 4.7%. B.C. leads Canada in year-over-year wage growth. And B.C.'s GDP growth is the highest among all provinces.

"We must make sure everyone benefits from the wealth our province creates. Our government will reduce inequality, provide fair conditions for workers, grow and diversify our economy, and open the doors of opportunity for people."

Contacts:

Jen Holmwood

Deputy Communications Director

Office of the Premier

250 818-4881

Tasha Schollen

Director of Communications

Ministry of Jobs, Trade and Technology

250 889-1121

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**Tasha Schollen** | Communications Director  
Ministry of Jobs, Trade and Technology  
Government Communications and Public Engagement  
Cell: 250-889-1121

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## STATEMENT

For Immediate Release  
2018PREM0020-000785  
April 30, 2018

Office of the Premier  
Ministry of Jobs, Trade and Technology

### **Statement from the Province on 3,000 new B.C. jobs with Amazon by 2022**

VICTORIA – Premier John Horgan and Bruce Ralston, Minister of Jobs, Trade and Technology, have issued the following statement in response to Amazon’s announcement that it will create 3,000 new jobs in British Columbia by 2022, in addition to the 1,000 new jobs the company announced in November 2017:

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#### **Contacts:**

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Deputy Communications Director  
Office of the Premier  
250 818-4881

Tasha Schollen  
Director of Communications  
Ministry of Jobs, Trade and Technology  
250 889-1121

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Connect with the Province of B.C. at: [news.gov.bc.ca/connect](https://news.gov.bc.ca/connect)