

Domench, Martin JTT:EX

Subject: Con Call: World Guangdong Community Federation Conference Overview
Location: PO

Start: Fri 2018-05-18 12:30 PM
End: Fri 2018-05-18 1:00 PM
Show Time As: Tentative

Recurrence: (none)

Meeting Status: Not yet responded

Organizer: JJH PREM:EX
Required Attendees: Aaron, Sage PREM:EX; Mihlar, Fazil JTT:EX; Irwin, Paul JTT:EX; Louie, Jacqueline JTT:EX

RE: in Preparation for address to conference on May 28th

With:
Minister Chow
Minister Ralston
Sage Aaron
Fazil Mihlar
Paul Irwin

Tel: s.15,s.17
Participant code: s.15,s.17

Domench, Martin JTT:EX

From: Acquarone, Francis JTT:EX
Sent: Friday, May 18, 2018 1:33 PM
To: Irwin, Paul JTT:EX; Zhu, Raymond JTT:EX
Cc: Romero, Johnsen JTT:EX
Subject: RE: action required - GD speech notes

Importance: High

Thanks Paul,

I have divided the work load . Raymond, Johnsen see below. Thanks

-----Original Message-----

From: Irwin, Paul JTT:EX
Sent: Friday, May 18, 2018 1:27 PM
To: Acquarone, Francis JTT:EX; Zhu, Raymond JTT:EX
Cc: Romero, Johnsen JTT:EX; Krieger, Brian JTT:EX
Subject: GD speech notes
Importance: High

Gents,

As a follow up to our call, see note below from the DM on some of the key highlights. Let's include some notes on speaking point form - including:

Intro / Acknowledgement - RAYMOND

- thanks to the organizers
- who to acknowledge

History of Guangdong-BC relations -JOHNSEN (USE PREMIER'S ASIA MISSION BINDER - MULTI TO ASSIST)

- something on citizens from Guangdong coming over to support construction of the railway
- Dr. Sun Yat San's visits to BC / his letter to Chinese merchants here in BC (presented to Governor Ma)
- growing ties in the 20th century - successful Guangdong immigrants in BC - entrepreneur Milton Wong, former LG David Lam, etc.
- Michael Harcourt signs sister city ties as mayor and then sister province relations as Premier

BC-Guangdong relations today -JOHNSEN (USE PREMIER'S ASIA MISSION BINDER)

- the Premier's visit to Guangzhou in January
- our strategic partnerships on One Belt, One Road (the theme of the conference) - also Low Carbon Development (companies like Ballard)
- our education partnerships (numbers of students from China in post-secondary schools)
- tourism - a great opportunity under year of Canada China Year of Tourism 2018 - part of Premier's mission; working with companies like WeChat to promote BC tourism
- belt and road - YVR is partner with Guangzhou airport; Port of Vancouver with Port of Guangzhou
- tech partnerships - Shenzhen-based Huawei partnering with Telus; we just had our Tech Summit and had companies from Guangdong and all over the world attending
- BC TIR offices in Guangzhou and Hong Kong to continue to advance our economic ties.

That should definitely take up 5-7 minutes!

Go team!

Paul

-----Original Message-----

From: Irwin, Paul JTT:EX

Sent: Friday, May 18, 2018 1:14 PM

To: Mihlar, Fazil JTT:EX

Subject: RE: Take 2

Thanks Fazil - will do.

We'll provide some notes - starting from the history of Guangdong people in BC, some prominent folks, our sister province history, and then relations today - students, flights, tourism, business, etc.

s.13,s.17

Will get something up to you ASAP.

-----Original Message-----

From: Mihlar, Fazil JTT:EX

Sent: Friday, May 18, 2018 12:53 PM

To: Irwin, Paul JTT:EX

Cc: Jang, Monica JTT:EX

Subject: Guangdong speech!

Please send Sage Aaron at the PO a little bit of history on Guangdong, our trade relationship and some of the key successful people from Guangdong in B.C. and other parts of the world. Student population from China at BC post-secondary schools. Please send it to me first. Thx. Fazil

Sent from my iPhone

-----Original Message-----

From: Mihlar, Fazil JTT:EX

Sent: Friday, May 18, 2018 12:55 PM

To: Irwin, Paul JTT:EX

Subject: Take 2

Give them YVR flights and the Alibaba announcement, too.

Domench, Martin JTT:EX

From: Schollen, Tasha GCPE:EX
Sent: Friday, May 18, 2018 1:46 PM
To: Irwin, Paul JTT:EX; Giles, Alison GCPE:EX
Cc: Yung, Philip TAC:EX; Acquarone, Francis JTT:EX; Li, Joseph GCPE:EX
Subject: RE: GD speech notes
Attachments: SN - MBR - CCPIT_BC-Guangdong_Jan22_FINAL.docx

Hey Paul,

I'll let the PO speech writer know this is coming. I've also attached the speech from the Asia Mission for you (which I've also shared with her).

-----Original Message-----

From: Irwin, Paul JTT:EX
Sent: Friday, May 18, 2018 1:39 PM
To: Giles, Alison GCPE:EX; Schollen, Tasha GCPE:EX
Cc: Yung, Philip TAC:EX; Acquarone, Francis JTT:EX; Li, Joseph GCPE:EX
Subject: FW: GD speech notes
Importance: High

Hi GCPE Colleagues,

Just as an FYI, we will be preparing an outline of some suggested notes for the Premier's speech to the Guangdong World Community Federation on Monday, May 28th (see below).

If you happen to have copies of the Premier's speeches from the Mission (I will check my files) that would be handy. But also - if you have copies of any other remarks on the topics below, please let us know.

I've copied also our dear colleague Philip Yung, now with TAC, as he no doubt has some previous 'history of Guangdong in BC' type remarks from previous years.

Please and thank you for any suggestions or materials you might have.

Thanks
Paul

-----Original Message-----

From: Irwin, Paul JTT:EX
Sent: Friday, May 18, 2018 1:27 PM
To: Acquarone, Francis JTT:EX; Zhu, Raymond JTT:EX
Cc: Romero, Johnsen JTT:EX; Krieger, Brian JTT:EX
Subject: GD speech notes
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Speaking notes for

Minister Bruce Ralston

Ministry of Jobs, Trade and Technology

Meeting with Guangdong Committee of China Council for the
Promotion of International Trade (CCPIT Guangdong)

450 Huanshi Dong Street, Guangzhou (Headquarters of CCPIT
Guangdong)

Monday, January 22, 2018

9:30 a.m. to 10:30 a.m.

Location:

450 Huanshi Dong Street, Guangzhou (Headquarters of CCPIT Guangdong)

VIP list:

- B.C. Minister of Jobs, Trade and Technology, Bruce Ralston
- B.C. Minister of State for Trade, George Chow
- Deputy Minister for Jobs, Trade and Technology, Fazil Mihlar
- Mr. Yao Xinmin (YOW – SHIN-Min), Vice President of CCPIT Guangdong

Event description:

This event has been organized by the BC- Guangdong Business Council to promote two-way trade and investment relationship between Guangdong and B.C.

Event Roll-Out:

| Time | Details |
|----------------|--|
| 09:30-09:45 am | Guangdong CCPIT Vice President YAO Xinmin welcomes and provides overview of Guangdong's trade and investment |
| 09:45-10:00 am | Speech by Minister Bruce Ralston |
| 10:00-10:10 am | Speech by Mr. Sui Ngai Lam, Co-Chair of the 9 th Conference of the World Guangdong Community Federation |
| 10:10-10:20 am | Speech by Ms. Jeannie Cheng, President of BC-Guangdong Business Council |
| 10:28-10:30 am | Gift exchange |
| 10:30 am | End of the meeting |

Issue/Discussion:

The meeting with CCPIT Guangdong is organised at the suggestion of the BC-Guangdong Business Council. About 40 representatives of Chinese business community in BC will participate in the meeting.

BC would like to continue to expand the bilateral trade and investment with Guangdong province which accounts for 1/4 of China's total trade volume and a major source for overseas investment. The Chinese business community in BC will play an important role in achieving this goal.

Background:

- Established in 1957, CCPIT Guangdong is a provincial branch of the national non-governmental organization for the promotion of foreign economy and trade. It has established close relations with over 300 overseas industrial and commercial organizations and foreign diplomatic and consular missions in China. It has also established 23 economic and trade representative offices around the world.
- In February 2009, BC set up an International Trade and Investment Office in Guangzhou. In September 2015, CCPIT Guangdong opened its first economic and trade representative office in Canada. The CCPIT Guangdong's economic and trade representative office is based in Vancouver.
- In September 2015, BC's then Ministry of International Trade signed a MOU with CCPIT Guangdong on the cooperation in promoting bilateral trade and investment.
- Minister Ralston wrote a letter to President Lin in October 2017 to congratulate the 60th anniversary of CCPIT Guangdong and reaffirm BC's commitment to further strengthen the economic ties between Guangdong and British Columbia.
- Guangdong became the world's 14th largest economy in 2016 with GDP of \$1.15 trillion, ranking just after Russia. Guangdong accounts for 1/4 of China's total trade volume and 11% of the national consumption. It is the richest province of China and contributes about 1/7 of China's fiscal revenue.

Featured speakers:

- B.C. Minister of Jobs, Trade and Technology, Bruce Ralston
- B.C. Minister of State for Trade, George Chow

Attire:

- Business

Introduction

- Good morning. It's an honour and a pleasure to be here with you today.
- I would like to acknowledge that Mr. YAO Xinmin (SHIN-Min), the Vice President of CCPIT Guangdong is here with us today...
- And I would like to thank the B.C. – Guangdong Business Council and especially Ms. Jeannie Cheng, President of BC-Guangdong Business Council and Mr. Siu Ngai (Ne-GAI) Lam, President of Canada Chaoshan (CHOW-Shan) Business Association, for bringing us all together to speak about matters that are important to the Province of British Columbia, and to our relationship with Guangdong.
- I would also like to take a moment to introduce you to my colleague, Minister of State for Trade, George Chow.
- Minister Chow was born in China, not far from here, and he went to primary school in Hong Kong before his family immigrated to British Columbia in 1965.
- Now, as a member of British Columbia's large Chinese community, as a businessman and as a former municipal politician, Minister Chow has much knowledge of Chinese business, government and culture.

- And like many of you in this room today with strong ties to Guangdong, this understanding is helpful-- as we seek to foster a stronger working relationship with our partners here in Guangdong.

The importance of the B.C.-China Relationship

- China and British Columbia have a long history of working together.
- From our mutual trade in goods and services, to technical cooperation, educational exchange and now booming tourism flows, our connections run deep.
- As the minister responsible for jobs, trade and technology) in a newly-elected government, this is my first visit to Asia in this capacity.
- We've travelled across the Pacific Ocean to get here, which is a really long way, but in reality, British Columbia and China are closely connected.
- Our shared history dates back to the 1800s, when Chinese migrants first made their way across the Pacific Ocean to B.C.
- And now, British Columbia is home to one of the largest Chinese communities in Canada, with relationships rooted deeply in

cultural and people-to-people ties, through family members on both sides of the ocean.

- This connection makes B.C. stand out as a great place to invest and do business because the Chinese business community in B.C. is knowledgeable about China's business and government culture.
- There is much that can draw on from each other in order to grow and strengthen our economic ties and create opportunities for both B.C. and Chinese companies.

Guangdong Sister Province Relationship:

- China is our province's second largest trading partner, with nearly \$6 billion in exports last year alone.
- At the heart of this important economic tie with China has been our 23-year long sister province relationship with Guangdong Province in southern China.
- Building on this long-standing sister province relationship, both provinces have also established the trade and investment representative offices in each other's territories.
- B.C. looks forward to continuing to work closely with the Committee of Chinese Councils for the Promotion of International Trade here in Guangdong to further strengthen these mutual and beneficial economic ties.

- Guangdong is an important trade and investment partner for BC.
- In fact, BC and Guangdong's economies are complementary and there is potential to advance greater collaboration in sectors such as agrifood, clean technology, environmental protection, forestry, liquefied natural gas (LNG), green building and tourism.
- I'd like to congratulate CCPIT Guangdong on its successes, including its 60th anniversary celebration last year.
- Over the past 60 years, the Council has contributed significantly to the promotion of trade and investment between Guangdong and the rest of the world.
- Many members of the BC-Guangdong Business Council Delegation joining today's meeting have their family roots traced back to Guangdong.
- And as I mentioned previously, the Chinese community in B.C. has contributed significantly to B.C.'s economic growth, and to the continuing friendship between the two provinces.

Goals:

- In 2015 and 2016, B.C. and Guangdong signed two Memoranda of Understanding to advance collaboration on low carbon

development and on economic connectivity in support of the Belt and Road Initiative.

- Now, we're seeing more trade taking place in quickly growing sectors such as agrifoods, seafood, technology and clean energy.
- Today's meeting is both an important milestone in diplomatic relations and an opportunity for us to work together to identify additional business opportunities in Guangdong.
- We would like to continue to expand the bilateral trade and investment with Guangdong province which accounts for one-quarter of China's total trade volume and is a major source for overseas investment.
- We will do this by keeping in touch with the Guangdong Economic and Trade Representative Office in British Columbia, run by CCPIT and through our Trade and Investment Representative Office, led by our Managing Director, Cathy Yao, in Guangzhou.
- Together, these offices are helpful resources in promoting trade between our provinces.
- Being here today to meet with you is an important step in strengthening our relationship, and I look forward to hearing your ideas on what more we can do to support trade and investment between B.C. and China.

- Our trade relationships in China are vital, and we will work hard to develop our common prosperity through trade.
- The Chinese business community in B.C. will play an important role in achieving this goal.

Conclusion

- I want to thank you all for coming today to hear about how much we value the well-established relationship between B.C. and Guangdong.
- As our business relationship with China is expected to grow, we know there's more work we can do together.
- I want to close by saying that Province of B.C. looks forward to keeping in touch with you and to continuing our close collaboration on projects that meet the needs of both B.C. and China.
- We encourage you to please stay in touch with our Guangzhou Trade and Investment Office.

[Minister, you may point out our TIR staff]

- We will continue to focus on strengthening our trade relationship with China because promoting bilateral trade and investment is

crucial to both of our economies, and to creating jobs that we can all depend on.

- Thank you again to everyone for joining us today.
- We look forward to hearing from you so we can learn more about how we can work together on future opportunities.

-END-

Domench, Martin JTT:EX

From: Acquarone, Francis JTT:EX
Sent: Thursday, May 17, 2018 3:04 PM
To: JJH PREM:EX
Subject: Accepted: FW: Con Call: World Guangdong Community Federation Conference Overview

Domench, Martin JTT:EX

From: Giles, Alison GCPE:EX
Sent: Friday, May 18, 2018 12:16 PM
To: Irwin, Paul JTT:EX; Acquarone, Francis JTT:EX
Cc: Zhu, Raymond JTT:EX; Domench, Martin JTT:EX
Subject: RE: call with PO on the Guangdong conference at 12:30pm

Thanks Paul. And yes – please do. I was told the person writing the speech was Cara McGregor.

From: Irwin, Paul JTT:EX
Sent: Friday, May 18, 2018 11:18 AM
To: Giles, Alison GCPE:EX; Acquarone, Francis JTT:EX
Cc: Zhu, Raymond JTT:EX; Domench, Martin JTT:EX
Subject: RE: call with PO on the Guangdong conference at 12:30pm

Hi Alison,

Just to confirm that our call with PO has been shifted to 12:30pm today. The call is with our two ministers, the DM, and Sage Aaron at the Premier's office. Assume we'll be focusing on messaging for the Premier's remarks + his arrival/departure scenario details, etc.

Will keep you posted!

Paul

From: Giles, Alison GCPE:EX
Sent: Thursday, May 17, 2018 1:30 PM
To: Acquarone, Francis JTT:EX; Irwin, Paul JTT:EX; Domench, Martin JTT:EX
Cc: Zhu, Raymond JTT:EX
Subject: RE: call with PO on the Guangdong conference at 5:15pm

Thanks Francis and Paul,

I haven't heard whether the call includes anyone from the PO. However, I will loop back and see whether we have a contact there yet and suggest they join the call (in which case I will let you know) or advise that we will have some follow-up info likely as a result of the call.

Sound okay?

From: Acquarone, Francis JTT:EX
Sent: Thursday, May 17, 2018 12:22 PM
To: Irwin, Paul JTT:EX; Domench, Martin JTT:EX
Cc: Zhu, Raymond JTT:EX; Giles, Alison GCPE:EX
Subject: RE: call with PO on the Guangdong conference at 5:15pm

Martin,

Grateful if you can send the call/meeting invite.

From: Irwin, Paul JTT:EX
Sent: Thursday, May 17, 2018 11:56 AM
To: Domench, Martin JTT:EX; Acquarone, Francis JTT:EX

Cc: Zhu, Raymond JTT:EX; Giles, Alison GCPE:EX
Subject: call with PO on the Guangdong conference at 5:15pm

Hi Martin,

Got your message, re. providing PO with conference details for the morning of May 28th. Thanks for confirming that George Chow will be leading the call at 5:15pm today. It would be good to know who will be on the line from PO.

Either Francis or myself can join the call to provide further details on the roll-out / expectations for the World Guangdong Community Federation event. We have those details from the organizer.

Note that we have prepared an IN for the event – believe the latest version was prepared for PJH. This was sent up last week – but we can certainly check if there are any further details we have received in the meantime to update.

Copy also to Alison – in case the call includes the speechwriter for the Premier's remarks!

Thanks
Paul

From: Microsoft Outlook On Behalf Of Domench, Martin JTT:EX
Sent: Thursday, May 17, 2018 11:28 AM
To: Irwin, Paul JTT:EX
Subject: Voice Mail (1 minute and 34 seconds)

You received a voice mail from Domench, Martin JTT:EX at martin.domench@gov.bc.ca.

Caller-Id: martin.domench@gov.bc.ca
Job Title: Executive Coordinator
Company: Jobs, Trade and Technology
Work: [604 398-5096](tel:6043985096)
Mobile: [604 360-6574](tel:6043606574)
Email: Martin.Domench@gov.bc.ca