

Davidson, Julie MAH:EX

From: Reddy, Arthi JTT:EX
Sent: Tuesday, November 27, 2018 9:24 AM
To: Correspondence Services JTT:EX
Subject: CLIFF Logs
Attachments: 15803 - 2016 gd party secretary hu chunhua visit - gd-bc economic trade conference - obor - may 8 (vl).docx; 15788 - one belt one road - background information - vs. 2 - april 22.docx

IBD-East Asia Referral Slip for ID:122637

2018/11/27

<i>Log Type:</i> BN - Minister	<i>Action:</i> BN-Meeting Note	<i>Due:</i> 2016/04/28
<i>Batch:</i> Guangdong HU Chunhua Visit	<i>Subaction:</i>	

Type: BN Contact
Mr Paul Irwin, Executive Director
International Business Development
East Asia Branch
Phone: (604) 660-5906
Email: Paul.Irwin@gov.bc.ca

Written:
Received: 2016/04/14
Due: 2016/04/28
Approved:
Approved By:
Closed: 2016/05/25 *File No.:* 280-20/

Entered By: barpear
s

Div Rsp: IBD International Business Development
Issue: International Relations

*X-Ref:****Subject***

Inbound Mission: Guangdong Hu Chunhua Visit
Event Note: GD-BC Economic Trade Conference - One Belt One Road

IBD-East Asia Referral Slip for ID:122622

2018/11/27

<i>Log Type:</i> BN - Minister	<i>Action:</i> BN-Information Note	<i>Due:</i> 2016/04/21
<i>Batch:</i> Guangdong HU Chunhua Visit	<i>Subaction:</i>	

Type: BN Contact
Mr Paul Irwin, Executive Director
International Business Development
East Asia Branch
Phone: (604) 660-5906
Email: Paul.Irwin@gov.bc.ca

Written:
Received: 2016/04/14
Due: 2016/04/21
Approved:
Approved By:
Closed: 2016/05/25 *File No.:* 280-20/

Entered By: barpear
s

Div Rsp: IBD International Business Development
Issue: International Relations

*X-Ref:****Subject***



Visit of His Excellency HU Chunhua – May 2016 **Meeting / Event Note**

CLIFF: 15803

TITLE: China (Guangdong) – Canada (British Columbia) Economic and Trade Cooperation Conference – One Belt One Road (“OBOR”) Initiative Workshop

WHO: **Speakers:**

Mr. Ming LI, Head of Political Section of the Embassy of China

Mr. Mingzhong HUANG, Director of One Belt One Road Initiative Office of NDRC Guangdong Province, China

Ms. Lisa Gow, Executive Director, BC Ministry of Transportation & Infrastructure, Pacific Gateway Branch

Co-Chairs:

Mr. Clark Roberts, Deputy Minister, BC Ministry of International Trade

Mr. Xiang XIA, Minister Counselor (Economic & Trade) of the Embassy of China in Canada

Total participants: ~100 (~50 BC and ~50 GD Delegation)

WHERE: s.15
Capacity 100 max

WHY: To leverage BC's expertise in infrastructure services in China's Belt and Road Initiative

GIFT: No (backup gift prepared)

ISSUE/DISCUSSION:

- The Ministry of International Trade is the co-organizer of the conference and this particular workshop.
- The conference offers an excellent opportunity to match BC companies with Guangdong companies, and enhance trade and investment between BC and China.



Visit of His Excellency HU Chunhua – May 2016

- The Belt and Road Initiative workshop specifically provides BC infrastructure and engineering service firms with the background of the initiative and insights in exploring business opportunities in China and BC.

KEY MESSAGES:

- The objectives of the workshop are as follows:
 - For BC companies, especially infrastructure and engineering firms, to learn about the “One Belt One Road Initiative”, how it relates to the Guangdong Province, and encourage service exports to Asia;
 - For Guangdong companies to learn BC’s expertise and advantages in infrastructure and engineering services;
 - For both BC and Chinese companies to leverage the BC-Guangdong sister-province relationship, share knowledge, and form business partnerships in Asia under the OBOR initiative;

BACKGROUND:

The workshop is proposed by Minister Wat, and supported by the Guangdong Government as well as the Chinese embassy in Canada. The Belt and Road Initiative is a development strategy and framework, proposed by Chinese President XI Jinping that focuses on connectivity and cooperation among countries primarily between the People's Republic of China and the rest of Eurasia, which consists of two main components, the land-based "Silk Road Economic Belt" and oceangoing "Maritime Silk Road". The strategy underlines China's push to take a bigger role in global affairs, and its need to export China's production capacity in areas of overproduction such as steel manufacturing. It was unveiled in September 2013. In the earlier morning of the conference, a MOU will be signed on enhancing maritime and economic connectivity and building on the Belt Road Initiative between the BC Provincial Government and the Guangdong Provincial Government.

ADDITIONAL INFORMATION:

Approx. 100 attendees in total: ~50 representatives from Canada, and ~50 Chinese representatives, including:

(1) Leaders of the Department of Commerce of Guangdong Province, Chinese Embassy in Ottawa, representatives from British Columbia, Ministry of International Trade.

(2) Local mainstream business associations, China (Guangdong) industry associations, chambers of commerce and research institutions.

(3) BC and Guangdong infrastructure and engineering firms.



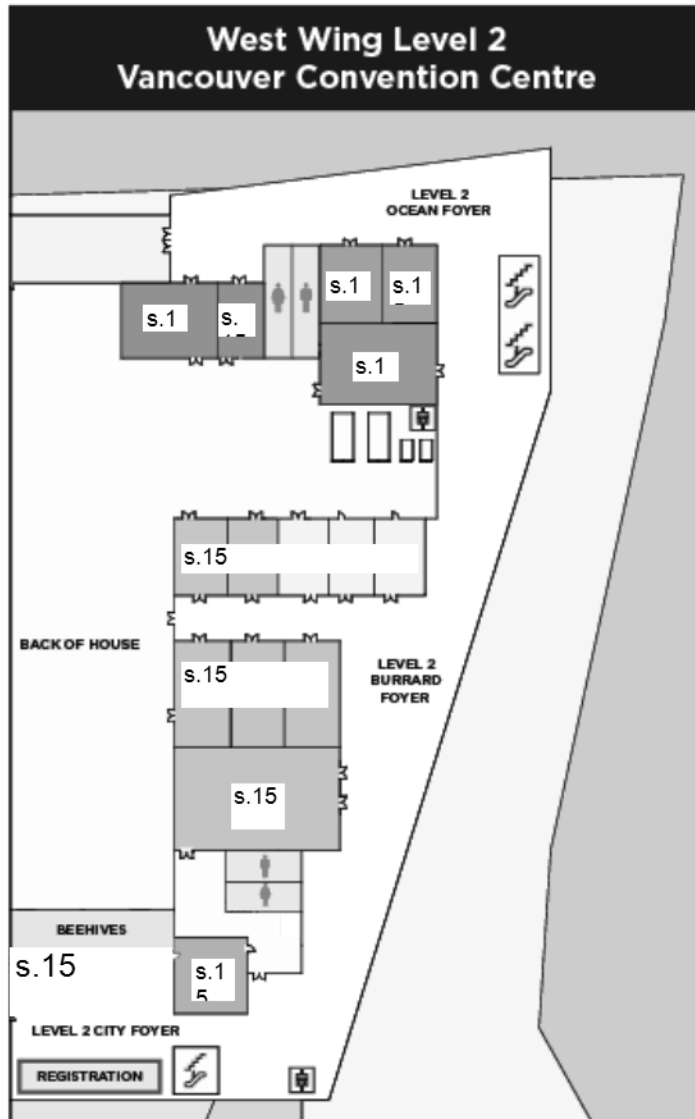
Visit of His Excellency HU Chunhua – May 2016

Proposed Agenda

10:45 to 11:00	Registration (Ken & Khris)
11:00 to 11:10	Introduction by Clark Roberts, the BC Co-chair (Clark will introduce Mr. XIA)
11:10 to 11:20	Introduction by XIA Xiang, the GD Co-chair
11:20 to 11:35	Presentation 1 / Keynote Speech by Mr. LI Ming (Introduced by Clark Roberts); Topic: Brief Introduction of the One Belt One Road Initiative and Implications for Canada
11:35 to 11:50	Presentation 2 by Mr. HUANG Mingzhong (Introduced by Clark Roberts); Topic: Relevant Measures of Guangdong Province to Implement the One Belt One Road Initiative and Suggestions to BC
11:50 to 12:05	Presentation 3 by Ms. Lisa Gow, (Introduced by Mr. Xia); Topic: BC's Pacific Gateway Strategy
12:05 to 12:15	Q&A hosted by XIA Xiang
12:15 to 12:20	Conclusion remarks by XIA Xiang

Visit of His Excellency HU Chunhua – May 2016

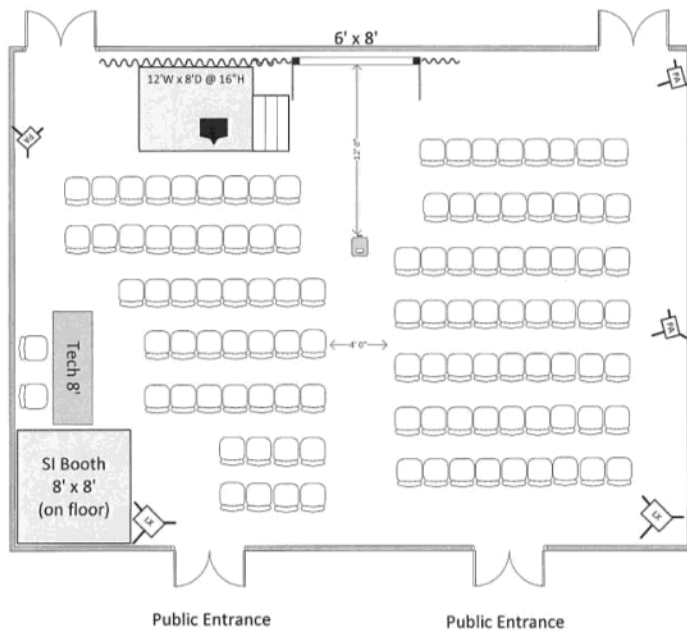
Floor Plan:



s.15	Business Matching of Other Industries 其他行业对口洽谈
s.15	Main Ballroom 大会开幕式
s.15	One Belt One Road Workshop 一带一路及商机对接会
s.15	Science-Tech Innovation Workshop 科技创新专场对接会
s.15	Environment-Friendly Industry and Products Workshop 节能环保产业对接会
s.15	Cross Border E-Commerce Workshop 跨境电商专题对接会



Visit of His Excellency HU Chunhua – May 2016



SPEAKING NOTES: Yes for Clark Roberts

CONTACT: Ken Wu, Manager;
International Business Development Division
C: 604.218.6373

Speakers and Co-chair Bios:

Mr. LI Ming (Keynote Speaker)

Head of Political Section of the Embassy of China to Canada



2005-2006 Department of Asia Affairs, Ministry of Foreign Affairs
2006-2010 Embassy of China to Pakistan, Islamabad
2010-2015 Department of North American and Oceania Affairs
2015-now Embassy of China to Canada, Ottawa

Mr. HUANG Mingzhong (Speaker)

Director of One Belt One Road Initiative Office of NDRC Guangdong Province, on
“Relevant Measures of Guangdong Province to Implement the One Belt One Road
Initiative and Suggestions to BC.”



Visit of His Excellency HU Chunhua – May 2016



Huang Mingzhong, male, was born in August, 1968. He is the director of Foreign Capital Administration and Overseas Investment Division of Guangdong Development and Reform Commission. He obtained a Master's degree in Ningnan Economics Department from SunYat-Sen University in 1990.

He was the section chief of Industry Division, vice director of Economic Reform Division, vice director of Foreign Capital and Overseas Investment Division, Consulate of Foreign Capital and Overseas Investment. Since 2010 he became the director of Foreign Capital and Overseas Investment. He is responsible for the coordination work of Guangdong's 'One Belt, One Road', and Drafting plan of foreign capital and overseas investment and promoting the key projects.

Ms. Lisa Gow (Speaker)

Executive Director, BC Ministry of Transportation & Infrastructure, Pacific Gateway Branch

Lisa Gow has a B.Sc. in Mechanical Engineering from the University of Calgary and an M.B.A. from Simon Fraser University, and is a Registered Professional Engineer. Before joining the B.C. public service, she worked as an engineer for Mobil Oil Canada Ltd. She joined the B.C. public service in 1992, and until 1997, held management positions with a number of British Columbia economic ministries, responsible for multi-party negotiations and agreements, viability analysis, business development, economic development and research relating to transportation and other sectors. Ms. Gow has been the Executive Director of the Pacific Gateway Branch, responsible for oversight and delivery of the Province's Pacific Gateway Strategy since 2005. The Pacific Gateway Branch, in alliance with public and private-sector transportation leaders in rail, port, road and air sectors in BC, western provinces and Canada, delivers on the vision of British Columbia becoming North America's gateway of choice for Asia Pacific Trade.

Mr. Clark Roberts (Co-chair)

Deputy Minister, Ministry of International Trade, British Columbia, Canada



Clark Roberts was appointed Deputy Minister to the Ministry of International Trade in March 2016. Clark oversees trade and investment activities in British Columbia's priority international markets; international trade missions; trade strategy and policy, including international and domestic trade agreements; international marketing; and venture capital programs. As well, Clark leads the development and implementation of provincial multiculturalism programs and initiatives.



Visit of His Excellency HU Chunhua – May 2016

Mr. XIA Xiang (Co-chair)



Minister-Counsellor for Economic and Commercial Affairs of the Embassy of P. R. China to Canada

1984.9-2016.5 Ministry of Commerce of P. R. China

1987-1989 The Chinese Mission to EU

1992-1994 The Chinese Embassy to USA

1999-2002 The Chinese Consulate-General in Istanbul to Turkey

2012-2015 The Chinese Consulate-General in San Francisco to USA

2016-now The Chinese Embassy to Canada



Visit of His Excellency HU Chunhua – May 2016

Background Note

CLIFF: 15788

CHINA'S ONE BELT ONE ROAD INITIATIVE

The “One Belt, One Road” Initiative – consisting of the Silk Road Economic Belt and the 21st Century Maritime Silk Road – is a key part of China’s development strategy.

The initiative was announced by Chinese President Xi Jinping in 2013 as a plan to revive the historic “Silk Road” connecting the entire Eurasian continent and Africa. The Chinese government hopes to invest in transportation and other infrastructure that will facilitate trade among the 65 countries along various routes, while simultaneously using up China’s overproduction of steel and other construction material, as well as establish closer trade and diplomatic relations throughout the region.

Chinese officials have repeatedly noted that Canada can participate, especially as an investor or a partner in providing know-how in areas such as green technology and sustainability, but observers say Ottawa’s decision last year to not join the Asian Infrastructure Investment Bank (a Chinese-led development bank that is a component of “One Belt, One Road”) severely hampers Canadian businesses’ chances. The current federal government is re-considering the previous decision.

China’s Ambassador to Canada, His Excellency Luo Shumin, has been a vocal advocate for the establishment of a “maritime energy corridor” between China and Canada. During former Prime Minister Stephen Harper’s trip to China in November 2014, China and Canada agreed to study new approaches to enhance energy trade, including potentially an environmentally safe maritime energy corridor.

As a way to complement the national initiative, the Guangdong government is likely to create a Silk Road fund that will provide financial support to local businesses that invest in One Belt One Road countries.

According to HE Ningka, Guangdong’s Development and Reform Commission chief, the Guangdong government has developed 40 key construction projects scheduled until 2017, representing an estimated investment of US\$55 billion. These projects cover six areas of: basic infrastructure, energy and resources, agriculture, fishing, manufacturing, and the service industry



Visit of His Excellency HU Chunhua – May 2016

Guangdong also aims to encourage more global shipping and aviation hubs targeting Silk Road countries by expanding port construction and increasing international air routes to/from Guangdong.

CONTACT: Raymond Zhu
Senior Manager
Ministry of International Trade
M: 604-660-5912

Page 12 to/à Page 14

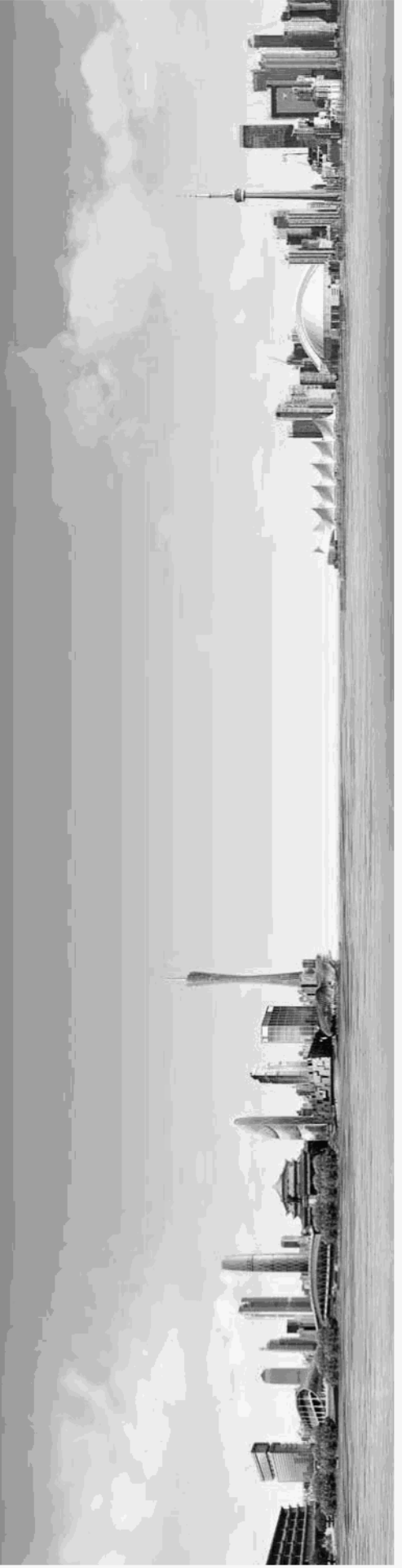
Withheld pursuant to/removed as

s.16;s.13

中国（广东）——加拿大（不列颠哥伦比亚）经贸合作交流会
China (Guangdong)-Canada (British Columbia) Economic and Trade Cooperation Conference

Belt and Road Initiative Workshop

“一带一路”研讨会



中国（广东）——加拿大（不列颠哥伦比亚）经贸合作交流会
China (Guangdong)-Canada (British Columbia) Economic and Trade Cooperation Conference

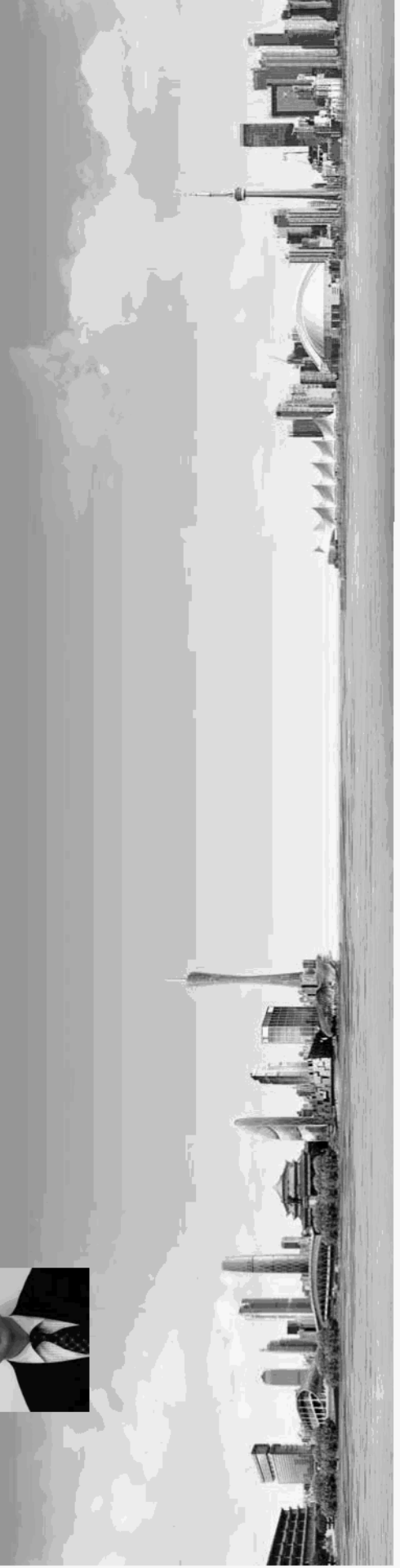
Co-chairs



Mr. Clark Roberts
Deputy Minister, Ministry of International Trade BC



Mr. XIA Xiang
Minister Counselor (Economic & Trade) of the Embassy of China



"一带一路"及其对加拿大的意义

A Brief Introduction of the Belt and Road Initiative and Its Implications for Canada

李明

中华人民共和国驻加拿大大使馆 政治处主任

Li Ming

Head of Political Section

Embassy of the People's Republic of China to Canada

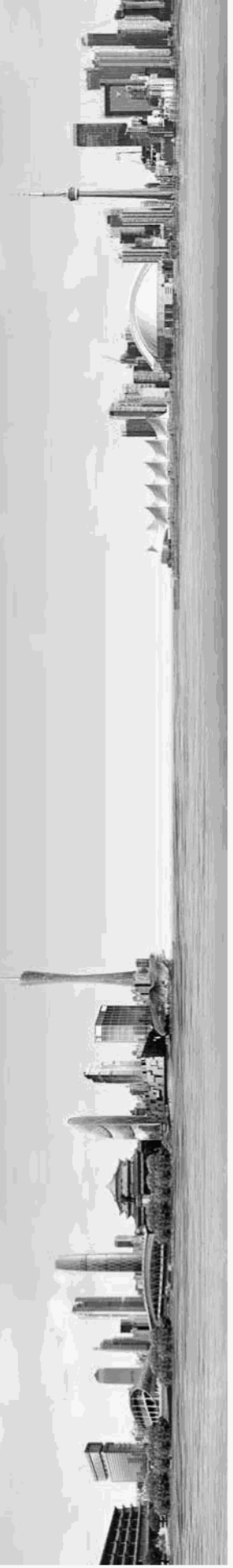
中国（广东）——加拿大（不列颠哥伦比亚）经贸合作交流会
China (Guangdong)-Canada (British Columbia) Economic and Trade Cooperation Conference

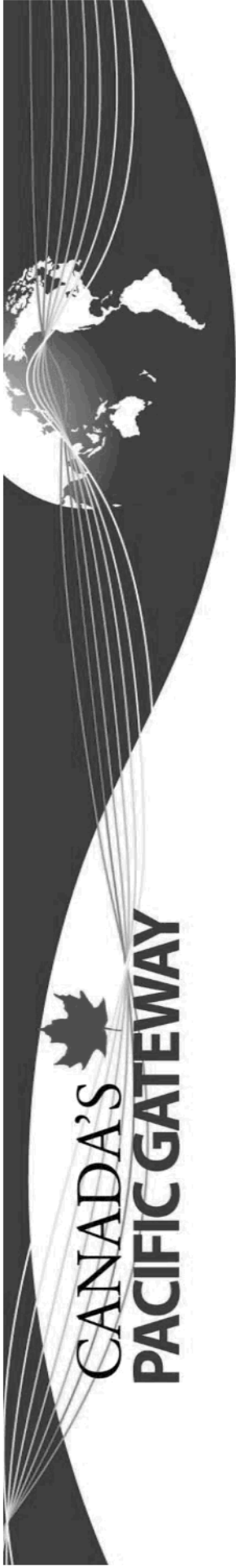
Presentation

Relevant Measures of Guangdong Province to Implement the One Belt One Road Initiative and Suggestions to BC

By Mr. HUANG Mingzhong

Director of One Belt One Road Initiative
Office of NDRC Guangdong Province





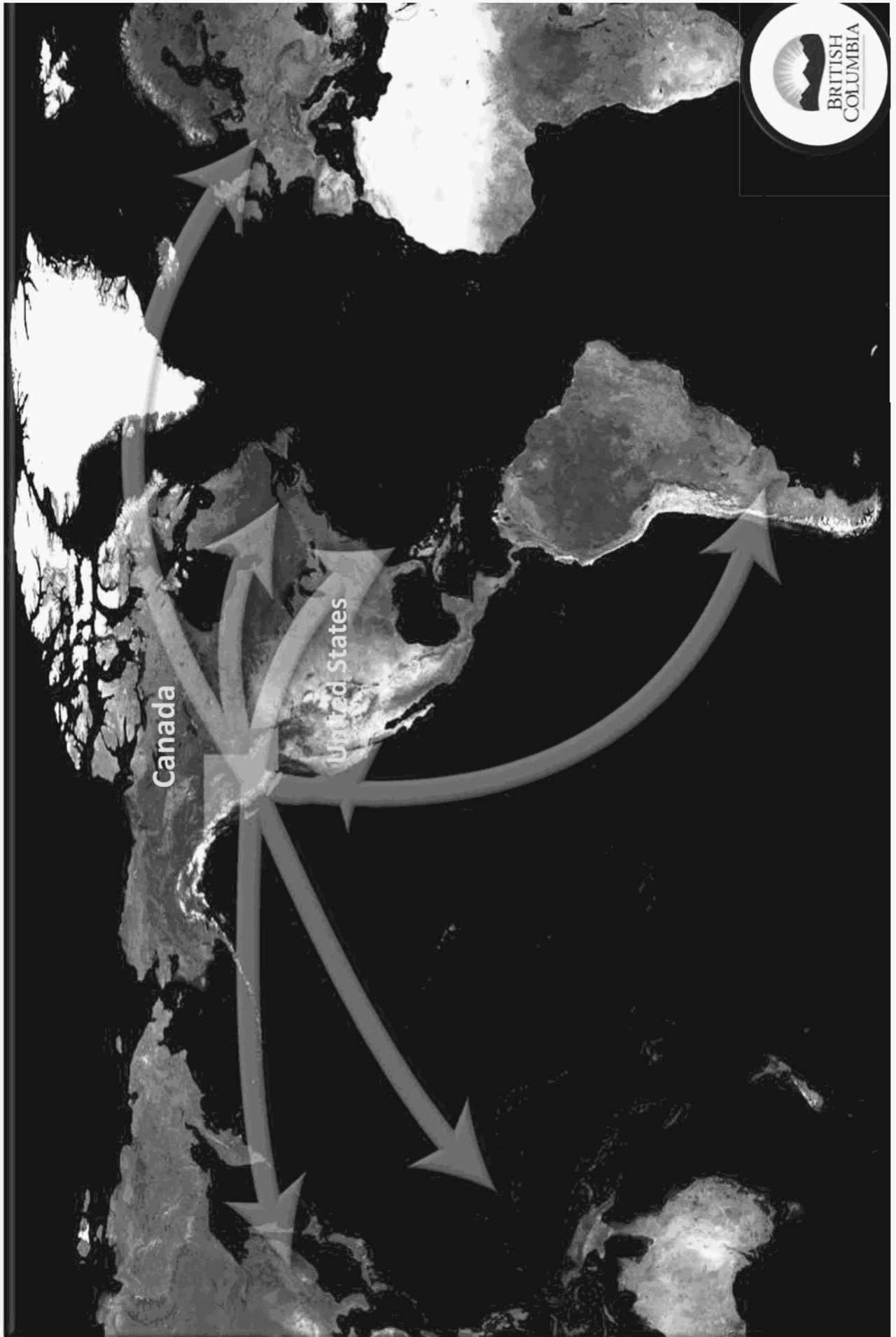
One Belt One Road Workshop

Pacific Gateway Strategy

Lisa Gow
Executive Director
Ministry of Transportation and Infrastructure
May 9, 2016



**CANADA'S
PACIFIC GATEWAY**



Roles and Responsibilities

Province of BC

- System Integration
- Strategic planning
- Pacific Gateway Alliance
- Investment in provincial assets
- Harmonization
- Taxation policy to incentivize investment

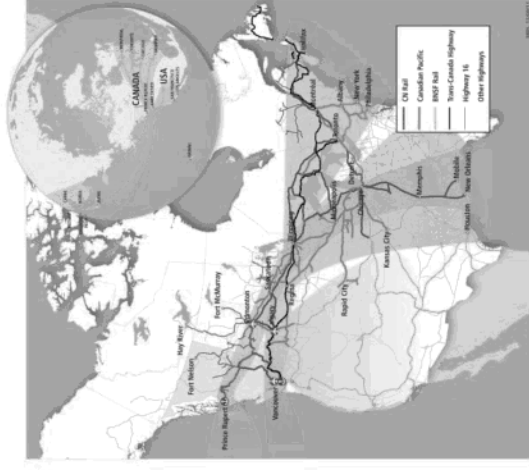
Municipal and Other Provincial Government

- Investment in highways and bridges

Government of Canada:

- National Legislation, Trade Agreements, Transportation investment programs

Private Sector: Rail, airports, port investment



Pacific Gateway Alliance

- Oversees Pacific Gateway Strategy
- Membership:
 - British Columbia (Chair)
 - Saskatchewan
 - Alberta
 - Canada
 - Canadian Pacific, CN
 - YVR
 - Ports of Vancouver, Prince Rupert



BC Government Strategic Policy

Taxation Policy

- Ports Property Tax Act
- Eliminate International Jet Fuel Tax

Results

- Over \$2 billion in private sector port terminal investments
- Shore power, automation adopted to lower costs
- New air linkages to Vancouver, including China Southern and Sichuan Air



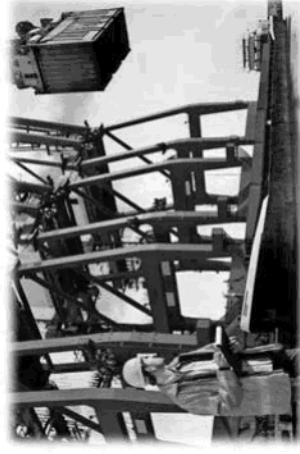
Pacific Gateway Strategy

- **Joint Planning and Research:**
 - trade areas and major corridors
 - doubling exports, 70% container growth



- **Federal Legislation:**

- Amalgamation of Vancouver ports
- Changes to federal marine act



- **Marketing**

- Canada's Pacific Gateway brand
- Joint missions

- **Performance and Tracking**

- market share increase from 9% to 14%

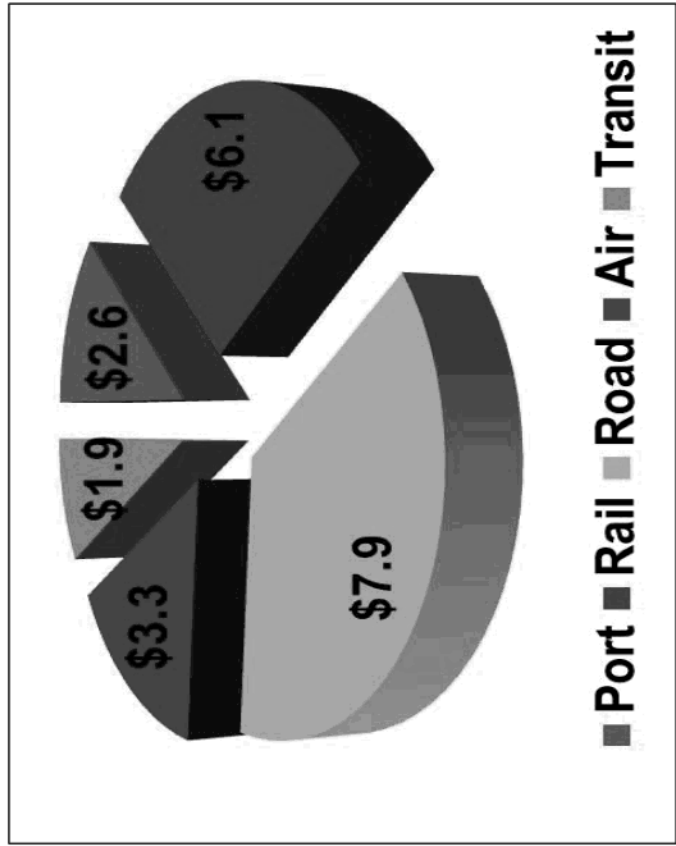
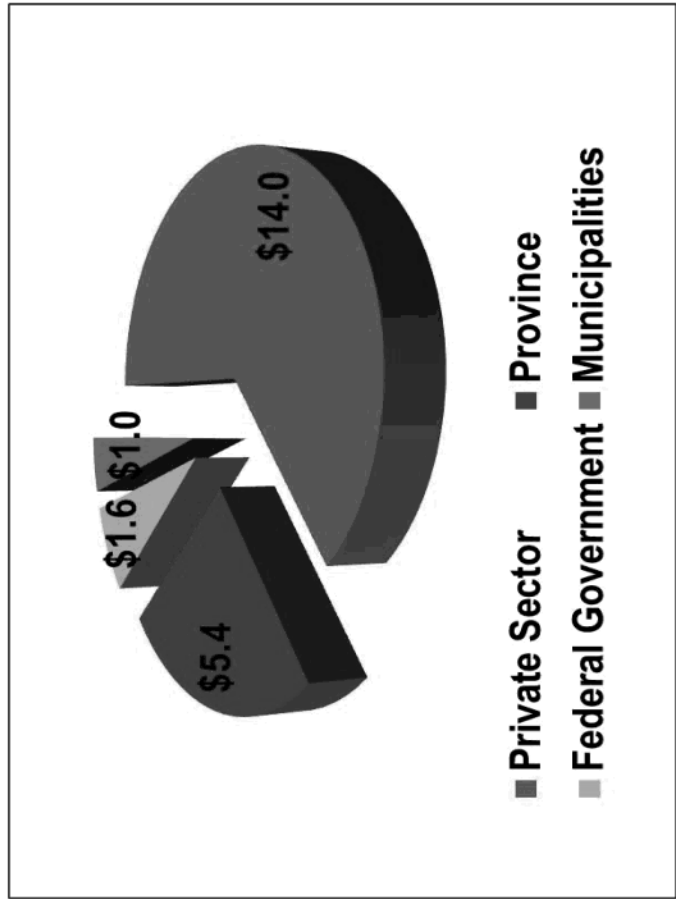


- **Labour :** Port and Container Trucking



Pacific Gateway Investment

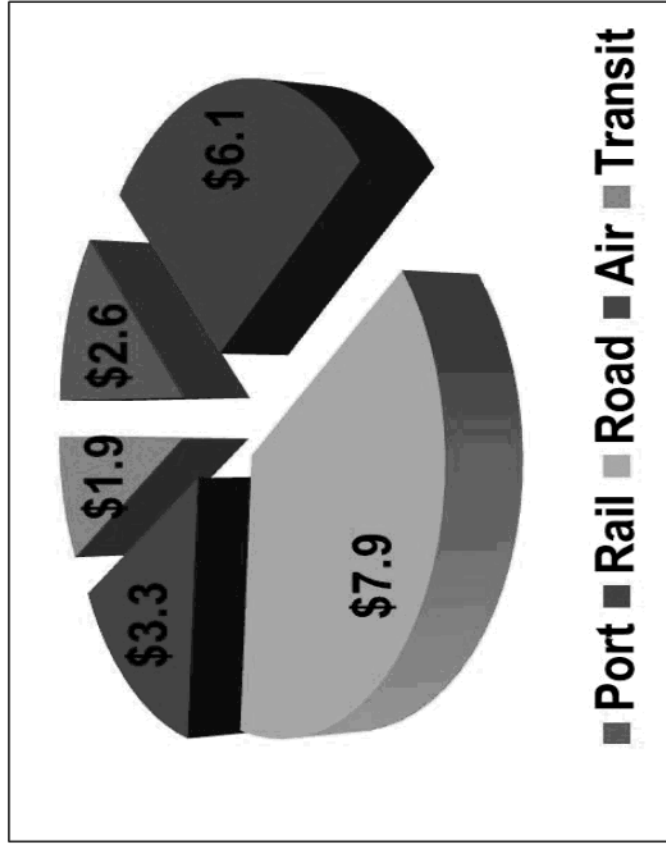
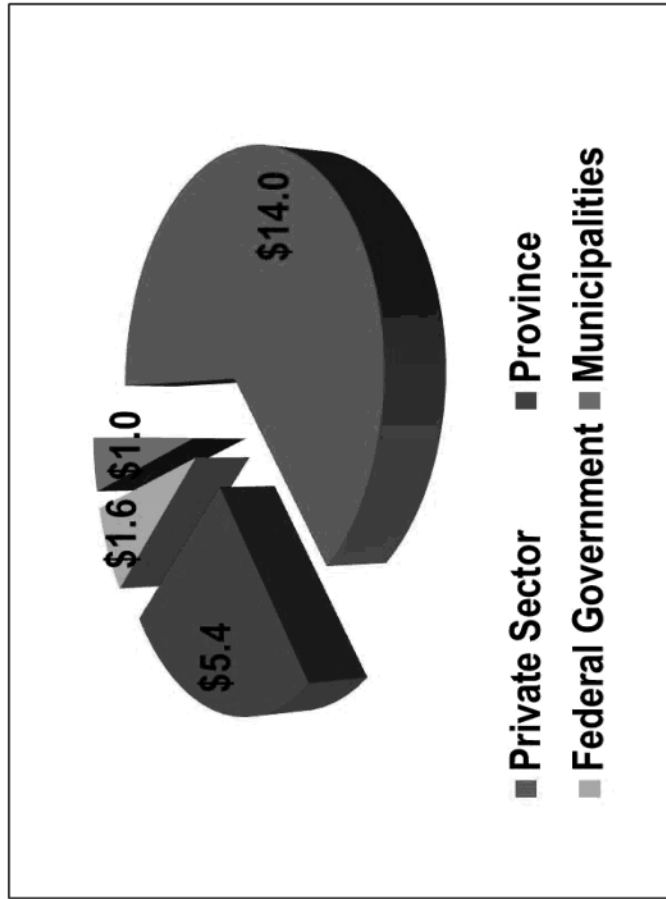
Phase I: \$22 Billion





Pacific Gateway Investment

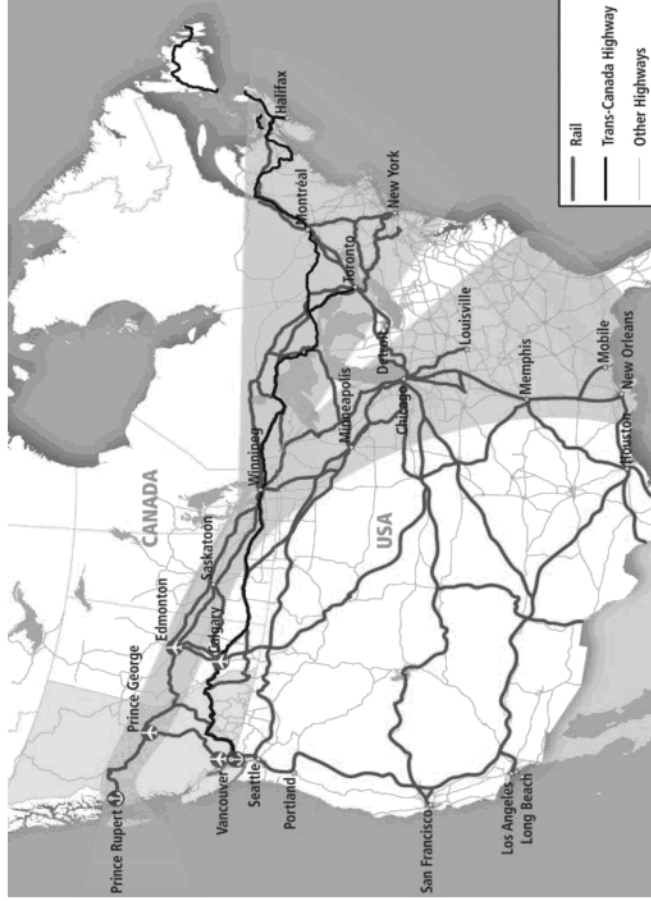
Phase I: \$22 Billion



Phase II: \$25 Billion

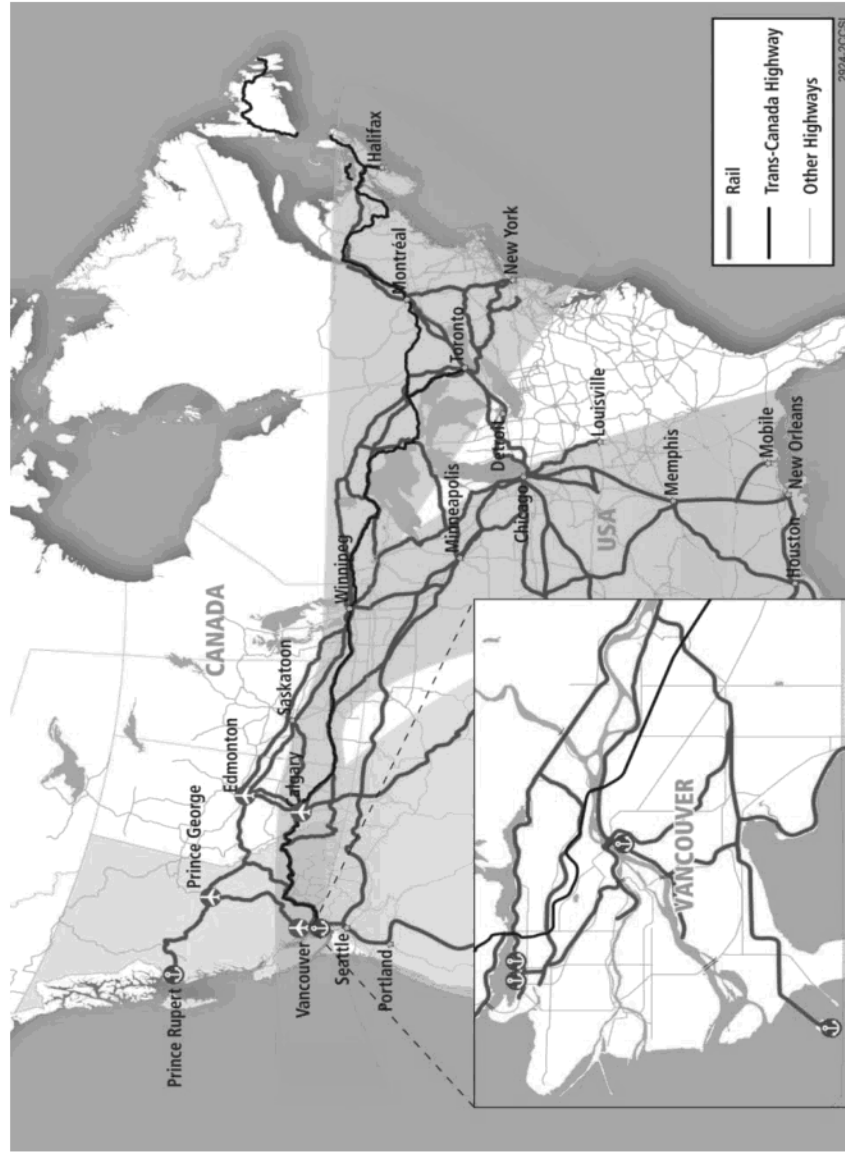
Northern Corridor

- \$1.1 billion complete
- Port of Prince Rupert
- Roads linking resources to Port



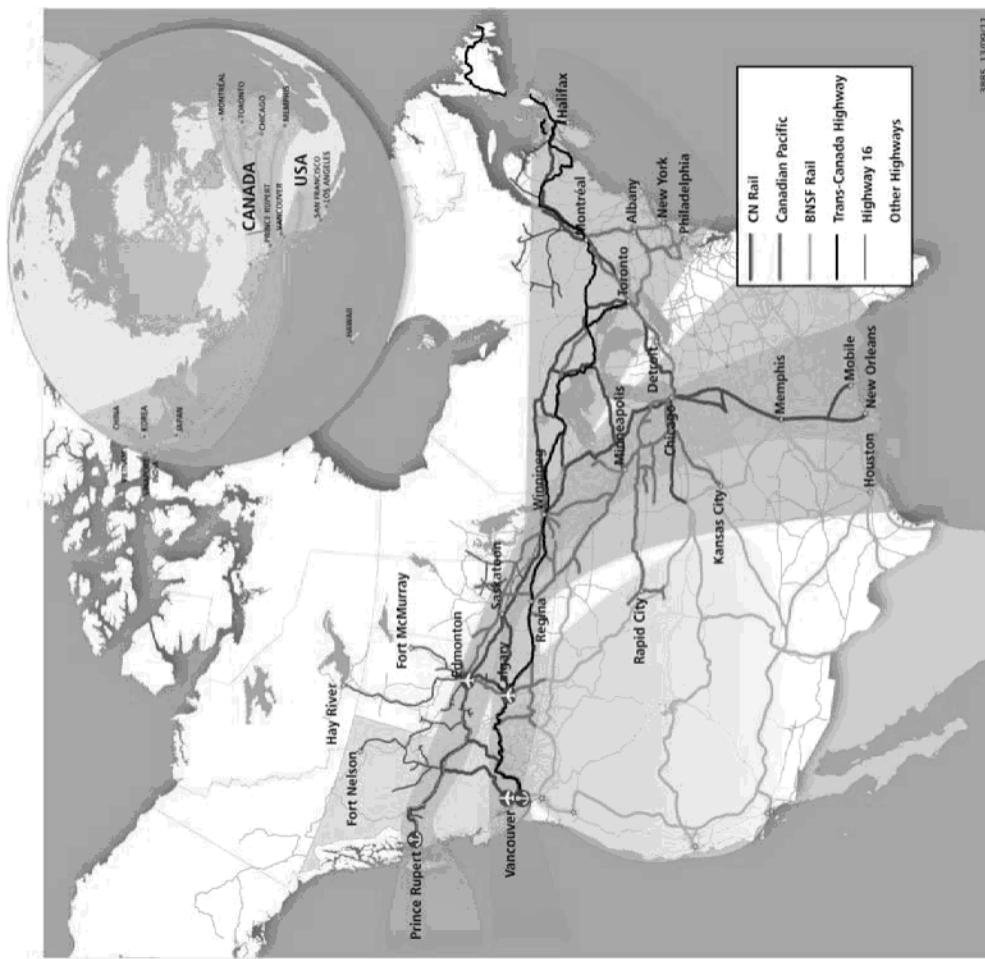
Southern Corridor

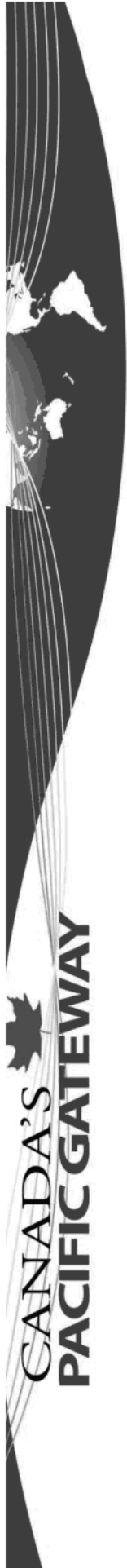
- \$12.3 billion complete
- Port of Vancouver
- Roads, air, transit



Rail

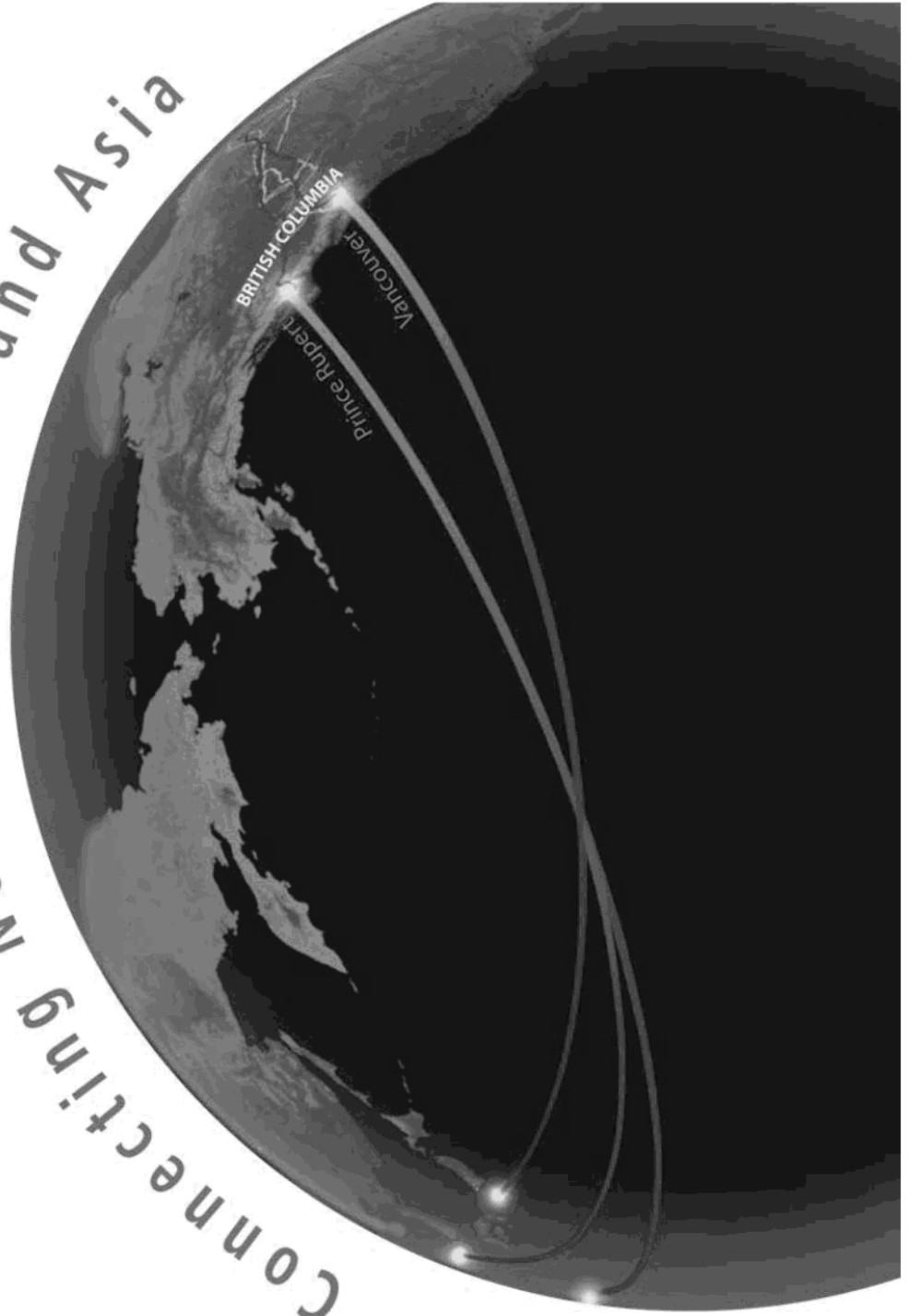
\$6 billion complete





Connectivity Collaboration

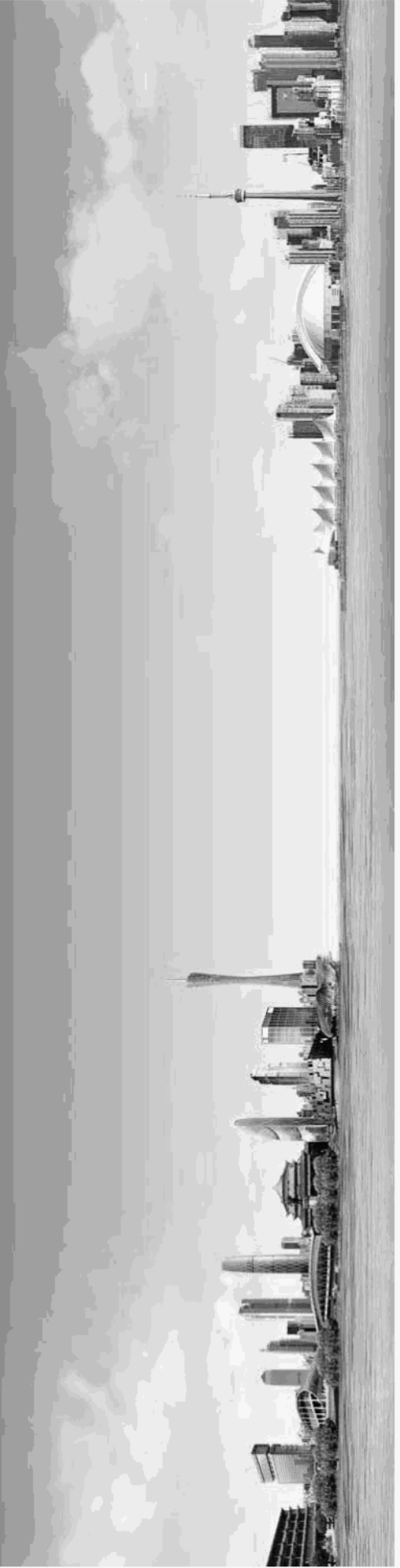
Connecting North America and Asia



中国（广东）——加拿大（不列颠哥伦比亚）经贸合作交流会
China (Guangdong)-Canada (British Columbia) Economic and Trade Cooperation Conference

Thank you 谢谢

Q&A 问答



From: [Haney, Donald IGRS:EX](#)
To: [Irwin, Paul MIT:EX](#); [Dawes, Sandra IGRS:EX](#)
Cc: [Zhu, Raymond MIT:EX](#); [Acquarone, Francis MIT:EX](#); [Khaira, Manjit IGRS:EX](#); [XT:Yao, Cathy MIT:IN](#)
Subject: RE: Re: Call with Embassy of China, re. OBOR MOU
Date: Monday, April 11, 2016 11:27:39 AM
Attachments: [GD-BC Statement v1.7doc.doc](#)
[Draft Belt and Road MOU v2.docx](#)

Thanks. So others on this email are aware of the tweaks I made to the versions I sent Li Ming, they're attached.

I'm not clear on who's talking to the Consulate.

From: Irwin, Paul MIT:EX
Sent: Monday, April 11, 2016 11:19 AM
To: Haney, Donald IGRS:EX; Dawes, Sandra IGRS:EX
Cc: Zhu, Raymond MIT:EX; Acquarone, Francis MIT:EX; Khaira, Manjit IGRS:EX; XT:Yao, Cathy MIT:IN
Subject: RE: Re: Call with Embassy of China, re. OBOR MOU

Yes, so far, so good. We do need to ensure that all China sides understand the rational/positioning of the OBOR MOU from the BC / Canada side – s.16

s.13,s.1

I also like that we keep the Embassy in the loop on the Joint Declaration. Just need to ensure that we are also keeping the Consulate up to date on discussions.

From: Haney, Donald IGRS:EX
Sent: Monday, April 11, 2016 11:14 AM
To: Irwin, Paul MIT:EX; Dawes, Sandra IGRS:EX
Cc: Zhu, Raymond MIT:EX; Acquarone, Francis MIT:EX; Khaira, Manjit IGRS:EX
Subject: RE: Re: Call with Embassy of China, re. OBOR MOU

Fine with me, Paul. We'll wait to hear back from Li Ming first and then arrange for a call after that.

Are you okay with my approach so far? We didn't have a chance to talk as I felt I had to respond yesterday and then first thing this morning. s.13,s.16

Note that I made a couple tweaks to the versions of the MOU s.13,s.16

s.13,s.16

s.13,s.16 You'll notice the e-title is a bit different.

Don

From: Irwin, Paul MIT:EX
Sent: Monday, April 11, 2016 11:08 AM
To: Haney, Donald IGRS:EX; Dawes, Sandra IGRS:EX
Cc: Zhu, Raymond MIT:EX; Acquarone, Francis MIT:EX; Khaira, Manjit IGRS:EX
Subject: RE: Re: Call with Embassy of China, re. OBOR MOU

Don – I've give this one 24 hours during which time we will:

- Confirm that GD FAO has received and is mulling over the proposed MOU directly
- Allow the Chinese embassy to review your notes and have internal discussions
- Allow us to keep the Chinese Consulate in the loop about this discussion – which Raymond or Manjit can do.

So perhaps a call tomorrow

/Paul

From: Haney, Donald IGRS:EX
Sent: Monday, April 11, 2016 10:36 AM
To: Dawes, Sandra IGRS:EX; Irwin, Paul MIT:EX
Subject: FW: Re: Call

Sandra – this Li Ming at the Canadian Embassy is the person Paul and I will likely have to call after s.16) reviews our revised MOU.

Paul – should we just go ahead and contact the Chinese Embassy about setting up a call, rather than waiting for Li Ming to get back to us?

Don

From: 李明 [mailto:s.22

Sent: Sunday, April 10, 2016 6:22 PM

To: Haney, Donald IGRS:EX; Irwin, Paul MIT:EX; Wat, Teresa MIT:EX

Subject:

Dear Mr. Donald, Mr. Paul,

According to the conversation between HE Ambassador and Mrs. Teresa Wat, we are assigned to be the focal points respectively of the MoU between Guangdong Province and BC during the upcoming visit of the Secretary of Guangdong Province . Pls find the attached updated draft MoU.

Pls feel free to email or call me s.22 , if there's any changes or suggestions from your side.

Best regards

--

Li Ming

Head of Political Section

Embassy of the People's Republic of China in Canada

515 St. Patrick Street, Ottawa

Ontario, Canada, K1N5H3

613-7895795

--

Li Ming

Head of Political Section

Embassy of the People's Republic of China in Canada

515 St. Patrick Street, Ottawa

Ontario, Canada, K1N5H3

613-7895795

Page 34 to/à Page 40

Withheld pursuant to/removed as

s.16;s.13

From: Haney, Donald IGRS:EX
To: Irwin, Paul MIT:EX
Cc: Zhu, Raymond MIT:EX; Acquarone, Francis MIT:EX; Khaira, Manjit IGRS:EX
Subject: Re: OBOR MOU
Date: Wednesday, April 27, 2016 9:54:39 PM

I'll make MTW's suggested change in the morning **s.13.s.16** and check with Raymond on adding the same to the Chinese version. I'll have to go back to Li Ming one last time and then over to GD for sign off.

On Apr 27, 2016, at 9:27 PM, Irwin, Paul MIT:EX <Paul.Irwin@gov.bc.ca> wrote:

Just sharing with the China team. Don, will leave this in your court for review – but hope we can get this over to GD side for sign-off. As mentioned, a **s 13 s 16**

s. 13 s. 16

From: 李明 [mailto:**s.22**]

Sent: Wednesday, April 27, 2016 6:46 PM

To: Haney, Donald IGRS:EX

Cc: Wat, Teresa MIT:EX; Irwin, Paul MIT:EX

Subject: Re: Re:

Mr. Don,

As I said, please find the attached final English version of the MoU.

There're only two changes: **s.13,s.16**

s.13,s.16

Please give me your side's formal feedback on the two changes which have been accommodated to the Chinese version. I believe it's not difficult for your side. As soon as the positive feedback from your side is issued, the content of the MoU could be seen as a consensus.

As we discussed with Guangdong side, my task is to fix the content of the MoU. As for the technical issues, such as printing, decoration, the Guangdong side would like to engaged with your side to confirm all. But if you have any problems, I am always here and very happy to transfer your message to Guangdong side.

Looking forward your response and meeting you all in Vancouver.

Best regards

2016-04-27 23:52 GMT+08:00 Haney, Donald IGRS:EX <Donald.Haney@gov.bc.ca>:

Hello Li Ming,

That's great news that the modifications are minor! Thanks so much for your helpful advice and patience over the past couple weeks. It really has been a pleasure working with you.

We will review the Chinese and English versions once we receive the English version this evening.

We can then discuss next steps (e.g., printing) tomorrow.

Kind regards,

Don

From: 李明 [mailto:**s.22**]

Sent: Wednesday, April 27, 2016 8:45 AM

To: Haney, Donald IGRS:EX

Cc: Wat, Teresa MIT:EX; Irwin, Paul MIT:EX

Subject: Re: Re:

Hello Don,

Sorry to let you wait so long time.

Please find the attached final Chinese version of the MoU from Chinese side. After checking, there's almost no modification let alone major changes. I hope your side could be comfortable.

The final English version from Chinese side will be delivered today's evening. Please check in time.

I am very glad to cooperate with you and your dear colleagues. Keep in touch.

Best regards

2016-04-22 23:51 GMT+08:00 Haney, Donald IGRS:EX <Donald.Haney@gov.bc.ca>:

That's great to hear, Li Ming. Thanks very much. I look forward to receiving your email update and to receiving the final formal feedback next week!

Regards,

Don

From: 李明 [mailto:**s.22**]

Sent: Friday, April 22, 2016 8:48 AM

To: Haney, Donald IGRS:EX

Cc: Wat, Teresa MIT:EX; Irwin, Paul MIT:EX

Subject: Re: Re:

Thanks for emailing. I have get the call from DCG Ms. Tian'ni about the latest progress between BC Government and our CG in Vancouver. I am just ready to mail to you to update some info.

Now the approval is still in pipeline but very positive. As far as I know, all the relevant departments gave the green signals and now we are waiting for the signature of the higher level. Hopefully next week I could give the final formal feedback at once. I think there will not be big changes.

Let's keep in touch.

2016-04-22 23:35 GMT+08:00 Haney, Donald IGRS:EX <Donald.Haney@gov.bc.ca>:

Hello Li Ming,

I hope all's well with you.

I'm just checking in to find out how the approval process is going and when you think we might receive suggested edits from the Chinese side. For your information, I've had some comments from the Chinese Consulate in Vancouver but I assume we will receive proposed edits from the Chinese side all at once as we discussed in our previous email exchanges.

Many thanks,

Don

From: 李明 [mailto:s.22]

Sent: Monday, April 18, 2016 12:06 PM

To: Haney, Donald IGRS:EX

Cc: Wat, Teresa MIT:EX; Irwin, Paul MIT:EX

Subject: Re: Re:

Thanks.

2016-04-19 3:05 GMT+08:00 Haney, Donald IGRS:EX <Donald.Haney@gov.bc.ca>:

Sure, that would work for us. Thanks, Li Ming.

Don

From: 李明 [mailto:s.22]

Sent: Monday, April 18, 2016 12:02 PM

To: Haney, Donald IGRS:EX

Cc: Wat, Teresa MIT:EX; Irwin, Paul MIT:EX

Subject: Re: Re:

One technical gap: On the title and the the first paragraph: we should add "Government" to the "Province of British Columbia of Canada" to make it equal.

Just for your reference.

2016-04-19 2:07 GMT+08:00 李明 <s.22>:

That's great. I will urge the Guangdong side to speed up the internal procedure and keep in touch.

Regards

2016-04-19 1:55 GMT+08:00 Haney, Donald IGRS:EX <Donald.Haney@gov.bc.ca>:

Hello Li Ming,

Thanks for the reply. We're more than happy to hold off on formally proposing minor changes until each side's review process is complete. My intention was merely to let you know of the interest.

We have now received confirmation from our Justice Ministry and the Ministry of International Trade that the content of the MOU is acceptable. We are now ready to move to finalize the MOU, subject to any additional minor edits.

Regards,

Don

From: 李明 [mailto:s.22]

Sent: Monday, April 18, 2016 9:14 AM

To: Haney, Donald IGRS:EX

Cc: Wat, Teresa MIT:EX; Irwin, Paul MIT:EX

Subject: Re: Re:

Dear Don,

Thanks for emailing.

Just as I said before, maybe there are some minor changes during both sides' review process or internal procedure. Now the Guangdong side is also considering. But I strongly suggest we put all the changes together and exchange to each other for once after the internal procedure or review process is totally accomplished for avoiding misunderstanding and uncontinuity which is a lesson I learned after many visit outcomes' negotiations.

We are open and welcome to all your constructive proposals. I could add the s.13 now but next we sincerely hope we could exchange all the changes we made during the internal procedure. Of course, the big and significant changes are welcome to raised any time.

If it's possible, could you tell me that roughly when your side's review process will be accomplished? I will also check the internal period of Guangdong side. It will be easy for us at working level to control the wrap-up timing of the MoU. It's important 'cause we couldn't make the MoU open for new ideas forever.

Best regards

2016-04-18 22:48 GMT+08:00 Haney, Donald IGRS:EX <Donald.Haney@gov.bc.ca>:

Good morning, Li Ming.

I hope your week is off to a good start!

As part of our review process, it's been suggested that the term of the MOU s.13

. We think

this is a good idea. What are your thoughts?

I'll let you know when we receive more feedback as part of the review process here.

Regards,

don

From: 李明 [mailto:李明@bc.ca]

Sent: Friday, April 15, 2016 8:53 PM

To: Haney, Donald IGRS:EX

Cc: Wat, Teresa MIT:EX; Irwin, Paul MIT:EX

Subject: Re: Re:

Thanks for the info about the Pacific Gateway Strategy. It'll be very helpful.

Happy weekend.

2016-04-16 10:33 GMT+08:00 Haney, Donald IGRS:EX <Donald.Haney@gov.bc.ca>:

Hello Li Ming,

Thanks for confirming the approval process on your side. Because both the English and Chinese versions are equally authentic, we will ask Guangdong FAO to share the Chinese version as well for our approval process. I will be happy to keep you informed as the MOU goes through our approval process.

Here are a number of Pacific Gateway Strategy webpages, documents and lists. I have reproduced the Executive Summary of the Pacific Gateway Strategy below.

If the Embassy or Guangdong requires more information, please let me know.

Enjoy the weekend!

Regards,

Don

<http://www.pacificgateway.gov.bc.ca/chinese.htm>

<http://www.pacificgateway.gov.bc.ca/>

<http://www.pacificgateway.gov.bc.ca/current.htm> (current infrastructure projects)

Pacific Gateway Strategy 2012-2020

(http://www.pacificgateway.gov.bc.ca/documents/120402_Gateway_Strategy.pdf)

Executive Summary

Vision: British Columbia is North America's gateway of choice for Asia Pacific trade

Targets: At least \$25 billion in total investment will be required by 2020, beyond the \$22 billion previously committed. This \$25 billion in new investment includes:

- \$3.1 billion to increase major road and rail capacity, including new provincial investment of \$700 million in B.C.'s major trade corridors and the Prince Rupert Road Rail Utility Corridor announced in the BC Jobs Plan

- \$18 billion to support the previously announced BC Jobs Plan goal of three Liquefied Natural Gas plants in B.C., and at least \$222 million to increase access to natural resources in rural B.C.

- \$3.8 billion to increase bulk and container terminal capacity at ports in B.C., including the Province's \$50-million commitment to the Deltaport Terminal, Road and Rail Improvement Project New investment will create at least 17,000 additional jobs by 2020.

Goals:

- Build on our world-class transportation network

- Ensure an attractive climate for investment

- Enhance collaboration with partners and stakeholders

Actions:

Build on our world-class transportation network to:

- upgrade key road transportation corridors to support trade with new provincial investments of \$700 million over the next five years and increase railway capacity by investing \$2.8 billion by 2015 to meet CN and Canadian Pacific rail mainline growth

- expand coal terminal capacity in Vancouver and Prince Rupert with new private sector investments of between \$300 million and \$1.1 billion to accommodate up to 93 million tonnes of coal a year by 2020

- expand metal and mineral port terminal capacity in Northwest B.C. and Vancouver with new private sector investments of up to \$60 million to accommodate seven million tonnes a year by 2020

- develop additional potash terminal capacity to accommodate 24 million tonnes a year by 2020 with new private sector infrastructure investments of up to \$700 million

- invest over \$30 million to develop port terminal capacity for forest products in the North to handle products such as wood pellets and chips
- increase access to mines and forest resources through new transportation networks – for example, roads connecting mines in the North with Highway 37

Including projects underway that will:

- Support bulk handling capacity at Ridley Island with the \$300 million Prince Rupert Road Rail Utility Corridor. The Province committed \$15 million in the BC Jobs Plan – along with partners Canada, CN and the Prince Rupert Port Authority; the \$90 million Phase 1 of the project is now fully funded
- develop pipeline and plant capacity to transport LNG, in support of the BC Jobs Plan target of three LNG plants by 2020 through \$18 billion in private sector investment
- increase access to gas reserves through \$222 million continued investment in the Oil and Gas Rural Road Improvement Project and the Sierra Yoyo Desan Road
- attract new air passenger and cargo routes and carriers and improve the customer experience by completing the Vancouver International Airport \$1.8 billion terminal, baggage and runway improvements announced in January 2012
- increase Vancouver container capacity by carrying out the Deltaport Terminal, Road and Rail Improvement Project announced in the BC Jobs Plan and new investments in the \$2-billion Roberts Bank Terminal 2 as part of the Port's Container Capacity Improvement Program
- increase Prince Rupert container capacity by building the \$800-million Prince Rupert Fairview Phase 2
- improve container logistics handling in Western Canada by completing over \$250 million in private sector investments in support of new integrated logistics facilities across the Pacific Gateway supply chain
- increase major road capacity – completing \$4.9-billion investment on provincial road and bridges including the Port Mann Bridge, the new South Fraser Perimeter Road, Highway 1 upgrades from Kamloops to Golden and the Kicking Horse Canyon
- improve rail efficiency and provide safer travel for residents by completing the \$307-million Roberts Bank Rail Corridor projects and the \$410-million investments in the North and South Shore Trade Area projects in Vancouver
- consolidate transportation oversight operations in Vancouver at the \$11.6-million Regional Traffic Management Centre under construction
- improve border crossing efficiency with the \$5.6 million border infrastructure and information systems announced in the BC Jobs Plan, and continue to work with Washington State

Ensure an attractive climate for investment with actions including:

- eliminating the provincial jet-fuel tax for international flights, saving airlines thousands of dollars a day, resulting in more air service to B.C. as announced in Budget 2012
- capping the property tax on designated ports as announced in Budget 2012, generating at least \$2 billion in new port investment in Prince Rupert and Vancouver and up to 1,000 additional jobs according to the BC Wharf Operators Association
- working with stakeholders to realize Vancouver's potential as a Maritime Centre of Excellence
- strengthening Alliance partnerships to ensure YVR becomes North America's aviation hub to Asia
- implementing a detailed aviation strategy to make B.C. more competitive in the global aviation market
- harmonizing regulations for transport trucks across Western Canada, minimizing barriers to inter-provincial trade, investment and labour mobility
- supporting the recently-announced Canada/US Beyond the Border Initiative to ensure border-efficiency improvements

- co-ordinating federal and provincial environmental assessment processes for timely decision-making for investors

- marketing B.C.'s competitive advantages around the world and attracting the world to B.C., in collaboration with the private sector, federal government, other provinces, labour and First Nations

- ensuring transportation construction and operations have skilled labour when it is needed, in the right location, supported by best-practice recruitment and training

- ensuring labour reliability by building on the eight year International Longshore and Warehouse Union (ILWU) agreements by expanding the model to other transportation sectors

- continuing implementation of supply-chain performance standards, measurement and improvement

Enhance collaboration with partners and stakeholders by building on our past success. Actions in this area include:

- a B.C. Transportation Summit entitled 'Corridors to BC's Economic Future', hosted by the B.C. Chamber of Commerce in Vancouver in June 2012

- working with communities to integrate industrial land use planning

- engaging with communities to advance specific projects as they are planned and developed

- supporting business-to-business relationships and other agreements that ensure First Nations benefit from projects in their traditional territories

- working with the Aboriginal Business and Investment Council to broaden engagement with Aboriginal people and businesses

From: 李明 [mailto:s.22]
Sent: Friday, April 15, 2016 5:38 PM

To: Haney, Donald IGRS:EX
Cc: Wat, Teresa MIT:EX; Irwin, Paul MIT:EX
Subject: Re: Re:

Thanks for so quick reply. Now we start translating. As you said, on the Chinese version, the Chinese and Chinese institutions such as "Guangdong Province" will be put first.
For the decoration of the final copy, hard copys of the MoU and other technological issues, we suggest you could discuss it with Guangdong side. I know in this field you have had perfect cooperation before.
After translation which I think maybe accomplished early next week, we will send both versions to Guangdong Province to go thru the internal procedure and to you for reference. When your side approve it finally, pls let me know. I will continue to follow up and urge the Guangdong side to speed up.
Actually I am not sure whether there will be any more changes during both sides' approval procedure. Let's keep in touch to fix all the changes. I believe the changes must be small and technological if there's some. And the Embassy and Guangdong Province need more information about BC's Pacific Gateway Strategy. Could you please to provide a completed and detailed introduction about that? We will appreciate it.
Have a good weekend!

2016-04-16 6:39 GMT+08:00 Haney, Donald IGRS:EX <Donald.Haney@gov.bc.ca>:

Hello Mr. Li,

I am very pleased to attach the MOU with the requested changes to the title.

For your information, I also made a couple very small changes – BC to British Columbia, May 8th to May 9th (as I understand the signing will now be on Monday) and changed the order of the languages in the signature block (English first). I expect that the Chinese version will put China first in the title and throughout the MOU.

Would you please let me know your preference for translating the document into Chinese? I would also appreciate knowing if you would like the final MOU to have the BC and China logos in the header at the top.

I expect that the document will now go through your approval process and we will do the same.

It has been an absolute pleasure working with you, and I look forward to continuing to work with you as we finalize the MOU for signing.

I hope you have a wonderful weekend!

Regards,

Don

From: 李明 [mailto:s.22]
Sent: Friday, April 15, 2016 2:42 PM

To: Haney, Donald IGRS:EX

Cc: Wat, Teresa MIT:EX; Irwin, Paul MIT:EX

Subject: Re: Re:

Hi Mr. Don,

Thanks for quick reply.

We are very near to the consensus. There's only one biggest difference is the title. **s.16**

s.16

I am looking forward to your response.

2016-04-16 2:27 GMT+08:00 Haney, Donald IGRS:EX <Donald.Haney@gov.bc.ca>:

Hello Li Ming,

Thank you again for your suggested edits to the MOU.

We have reviewed them and are pleased to accept most of them. We are confident we are getting very close to a final version which we can both send forward for review and approval.

We have just a few suggested changes and some additions for your consideration.

To assist you in seeing where we made changes, I have attached one version in tracking and another that is clean.

I am pleased to explain our thinking in making the suggested changes:

s.13,s.16

Thanks, again, Li Ming, for working with me to move this MOU forward in a timely manner. I look forward to your response.

If you have any questions, please do not hesitate to email or telephone me.

Regards,

Don

Donald Haney

Executive Director, Economic Policy and Asia Pacific Relations

Intergovernmental Relations Secretariat

Government of British Columbia

T. [250 387-5628](tel:2503875628)

From: 李明 [mailto:li ming@bc.ca]

Sent: Wednesday, April 13, 2016 10:01 PM

To: Haney, Donald IGRS:EX

Cc: Wat, Teresa MIT:EX; Irwin, Paul MIT:EX

Subject: Re: Re:

No problem. As my cellphone, I am keeping on for 24/7.

2016-04-14 11:00 GMT+08:00 Haney, Donald IGRS:EX <Donald.Haney@gov.bc.ca>:

Thanks Li Ming. If it is highlighted only in the joint list of outcomes from former Prime Minister's official visit to China in November 2014, I think I can find it.

Many thanks for getting back to me so late in the evening!

Regards.

Don

On Apr 13, 2016, at 7:49 PM, 李明 s.22

> wrote:

During the then Prime Minister Harper's official visit to China in 2014, a China-Canada Joint List of Outcomes, in which the "China-Canada Maritime Energy Corridor" was highlighted, was delivered on Nov. 9th 2014.

I am sorry to tell that I can only find the Chinese version of the List on the website of our Ministry of Foreign Affairs. Maybe you can check your Foreign Department's website to find the English version. You can easily find the full copy on any main Chinese gateway website such as

<http://world.people.com.cn/n/2014/1109/c157278-26000295.html>

Hope it will be helpful and look forward your response of the MoU.

Best regards

2016-04-14 7:27 GMT+08:00 Haney, Donald IGRS:EX

<Donald.Haney@gov.bc.caDonald.Haney@gov.bc.ca>>:

Hello Li Ming,

Thanks so much for getting back to me so promptly. And thank you for allowing us to use our standard MOU structure. We very much appreciate your flexibility!

We will review the suggested changes and get back to you asap in consideration of your internal procedures.

In the meantime, would you be able to tell me where I can find the 2014 agreement between Canada and China on construction of the "China-Canada Maritime Energy Corridor"?

Best regards,

Don

From: 李明 [mailto:s.22

Sent: Wednesday, April 13, 2016 3:44 PM

To: Haney, Donald IGRS:EX

Cc: Wat, Teresa MIT:EX; Irwin, Paul MIT:EX

Subject: Re: Re:

Dear Donald,

Sorry to take one more day to update. Pls find the attached latest version of MoU.

I want to add that most modification which are underscored are extracted from the Joint Declaration which I know has not been there.

We have tried our best to absorb all your concern on the latest one. We eagerly hope your side could give us the feedback ASAP considering the uncertain period which the internal procedure of our side would undergo.

Best regards

2016-04-12 9:21 GMT+08:00 李明 s.22

All of you too. I believe we will push forward a smooth and good cooperation.

I try to give you a latest version late tomorrow.

2016-04-12 9:10 GMT+08:00 Haney, Donald IGRS:EX

<Donald.Haney@gov.bc.caDonald.Haney@gov.bc.ca>>:

Thanks Li Ming. I hope you have a good evening!

Don

From: 李明 [mailto:s.22

Sent: Monday, April 11, 2016 6:07 PM

To: Haney, Donald IGRS:EX

Cc: Wat, Teresa MIT:EX; Irwin, Paul MIT:EX

Subject: Re: Re:

Thanks. Now it's crystal clear. It's very helpful for our study.

I will get back to you as soon as we get the latest version of the MoU.

Best regards

2016-04-12 8:44 GMT+08:00 Haney, Donald IGRS:EX
<Donald.Haney@gov.bc.caDonald.Haney@gov.bc.ca>>:
Hello Li Ming,

“Canada’s Pacific Gateway” is a term that the BC government originated but which is widely recognized and used in BC and across Canada to describe the east-west trade supporting transportation system in Western Canada that stretches from Port Metro Vancouver, the Prince Rupert Port, the Vancouver International Airport, etc. on the Pacific coast and stretches eastward through the prairie provinces and down into the United States. BC’s Pacific Gateway Strategy is a BC government authorized initiative with staff and funding. BC’s Pacific Gateway Strategy is on the website I gave you and guides BC’s transportation infrastructure investment plan to 2020. Canada doesn’t have a national initiative anymore. The APGCI was a federal Conservative government initiative which included infrastructure funding, marketing and some policy and legislative elements. It is now complete.

We do not need approval from the federal government for the MOU or the Joint Declaration. We simply need our BC Ministry of Justice to review and approve the documents.

I fully appreciate the process of exchanging completed and authorized versions of the MOU and will not formally suggest any changes or additions until you have an opportunity to review and propose changes to the MOU based on the email exchanges we are having. So far, you have only **s.13.s.16**
s.13. . I have taken note of this, but am waiting for you to share the next version incorporating your proposed changes/additions.

In the meantime, please feel free to contact me at any time if you have additional questions.

Regards,

Don

From: 李明 [mailto:**s.22**]
Sent: Monday, April 11, 2016 4:50 PM
To: Haney, Donald IGRS:EX
Cc: Wat, Teresa MIT:EX; Irwin, Paul MIT:EX
Subject: Re: Re:

Dear Don,
Thanks a lot for your detailed introduction.
According to that, we consider the Canada's Pacific Gateway as a title or concept BC-produced (just for legally) not a federal one,yes? Is it an Initiative or idea or plan? I am sorry to tell that I can't find the answer for the above question on the website you provide.

s.13,s.16

And there's still one question unanswered. Does the Joint Declaration between Guangdong and BC also need the approval of the Justice Department or BC Government alone and how long it will take?
We highly appreciate your new initiatives and ideas for the MoU. It's inspiring. I firmly believe all the things you said have already coordinated with all your relevant Ministries and Departments. According to my experiences and for efficiency, the constructive way to discuss the MoU is exchanging completed and authorized version of the whole draft MoU time by time just like we did. At current phrase, keep-coming trivial points will easily disrupt the normal procedure you must know. Let alone we even haven't reached consensus on the structure of the MoU. Just for your kind reference.
Looking forward your reply.
Best regards

2016-04-12 6:15 GMT+08:00 Haney, Donald IGRS:EX
<Donald.Haney@gov.bc.caDonald.Haney@gov.bc.ca>>:

Hello Li Ming,

Thanks for your quick reply. I will try to answer your questions in the same order as you pose them.

1.) As Canada's only Pacific Province, British Columbia is home to the west coast ports, airports, rail and highway systems that comprise Canada's Pacific Gateway transportation system. In the revised MOU, we make reference to BC's strategic position as Canada's Pacific Gateway province. This is because the most important facilities and infrastructure are located here. If you check out this BC Ministry of Transportation and Infrastructure website, there is a Chinese version of the video, "Gateway to Prosperity, Canada's Pacific Gateway": <http://www.pacificgateway.gov.bc.ca/chinese.htm>. There are also a series of facts on this page.

2.) I have already notified our Justice department that we are working on the MOU. We have been careful in the MOU to avoid any use of terminology that give the impression that the MOU is a legally document or a treaty. We think we can get fairly fast turnaround time from our Justice department – a couple days if all goes well.

3.) The Pacific Gateway transportation network is the actual multimodal rail, air, highway and marine (ports) transportation system in BC. We call it Canada's Pacific Gateway because of its national significance. It stretches from BC through Western Canada to Eastern Canada and the United States. Together the BC government, the federal (Canadian) government and transportation industry have invested tens of billions of dollars in the transportation system over the years. Canada's Asia Pacific Gateway and Corridor Initiative (APGCI) was one federal program that was established around 2005/2006 that allowed our federal government to invest over \$1 billion in BC's Pacific Gateway transportation infrastructure. The funding in that program has been fully invested and so the program has been concluded. BC continues to invest billions of dollars in the Pacific Gateway transportation network, and many of those projects are cost shared with the federal government and municipalities. You will notice our Pacific Gateway transportation strategy (2012 to 2020) on the right side of the page at <http://www.pacificgateway.gov.bc.ca/chinese.htm>. If you require more information, I would be pleased to get it for you.

4.) Sure, we would be pleased **s.13.s.16** from both the MOU and the Joint Declaration.

On a related point, I was thinking that there are many other initiatives that British, Guangdong and China are involved in that are complementary to the Belt and Road Initiative **s.13**
s.13 They include:

- The Port of Vancouver is Canada's largest, supporting close to one in every five dollars of trade in goods that flow through our country and offering the broadest range of cargo-handling options of any port in North America. The Port of Vancouver is also the third largest port in North America in terms of total tonnage moved in and out of the port.

- Major Chinese airlines fly into British Columbia including Air China, China Southern, China Eastern, Sichuan Air and Xiamen Airline will start in May. We have more Chinese carriers flying to Vancouver International Airport (YVR) than any other airport in North America.

- The role of Vancouver and BC as a part of the Canadian RMB trading hub. British Columbia is the #1 exporter to China in Canada. As such, our businesses are very important to the success of the Canadian RMB trading hub. BC's #1 export ranking is shown here:
<http://www.bcestats.gov.bc.ca/statisticsbysubject/ExportsImports/Data/CountryTradeProfiles/TradeProfileChina.aspx>

- Major Chinese enterprises have invested in our LNG export industry including CNOOC (Aurora LNG), PetroChina (LNG Canada) and SINOPEC (PNW LNG).

- The government of British Columbia is the first foreign government to issue bonds into the Chinese Renminbi (CNH) market. Here's a news story from January 2016:
<https://news.gov.bc.ca/releases/2016FIN0002-000065>

- British Columbia's "HQ Vancouver" program is achieving considerable success attracting Chinese firms to establish their North American headquarters here. Here are some of the success stories:
<http://www.hqvancouver.ca/success-stories/>

- Vancouver also has the international connections and legal expertise for Chinese firms when they sign contracts with North American partners and vice versa.

These are just a few examples off the top of my head that demonstrate the existing connections and there's tremendous potential to do more that complements China's Belt and Road Initiative.

Regards,

Don

From: 李明 [mailto:s.22
Sent: Monday, April 11, 2016 2:17 PM
To: Haney, Donald IGRS:EX; Wat, Teresa MIT:EX
Cc: Irwin, Paul MIT:EX
Subject: Re: Re:]

Hello, Mr. Don,
We are studying your proposal. Initially I have some points:

s.13,s.16

We are looking forward your response.
Thanks for hardworking.
Best regards

2016-04-11 23:28 GMT+08:00 Haney, Donald IGRS:EX
<Donald.Haney@gov.bc.caDonald.Haney@gov.bc.ca>>:
Hello Li Ming,

As promised I am attaching a reworked MOU on the Belt and Road Initiative. I am also attaching a draft joint declaration as it will help me to explain why we are proposing some of the changes to the draft MOU.

First, allow me to thank you again for taking on the first draft of the MOU. This is always the hardest part of any cooperative arrangement.

You will notice that the style and some of the content of the revised MOU is different or has been moved. This is for the following reasons:

s.13,s.16

s.13,s.16

I hope this explains some of the reasons for our suggested changes. Paul and I would be happy to talk to you at your earliest convenience after you get back to the office to receive your feedback and discuss any other changes you may wish to propose.

Kind regards,

Don

From: Haney, Donald IGRS:EX
Sent: Monday, April 11, 2016 6:08 AM
To: 李明
Cc: Irwin, Paul MIT:EX; Wat, Teresa MIT:EX
Subject: Re:

Yes, I will email you the suggested changes as soon as I get into work this morning.

Regards,

Don

On Apr 11, 2016, at 5:58 AM, 李明 <22> wrote:

Thanks for quick reply.

And now the most important is the limited time for the Guangdong side also should undergo some legal and internal procedures. We want to fix it ASAP.

This morning I am out of the office. Could you give me your exact suggested changes and email to me? Keep in touch.

2016-04-11 12:15 GMT+08:00 Haney, Donald IGRS:EX
<Donald.Haney@gov.bc.caDonald.Haney@gov.bc.ca>:
Hello Li Ming,

Thank you very much for the email and for kindly preparing a first draft of the MOU. We very much like the "Belt and Road" theme, and look forward to working with you. We will phone you tomorrow to discuss the draft in detail. Subject to your agreement, s.13.s.16

s.13,s.16

s.13,s.16

. And finally, we would like to propose some additional text and formatting changes that are standard in our MOUs that will make it easier for us to get approval from our Justice department.

I will talk to Paul first thing in the morning to find a suitable time for both of us to give you a call.

Kind regards,

Don

Donald Haney
Executive Director, Economic Policy and Asia Pacific Relations
Intergovernmental Relations Secretariat
Government of British Columbia
T. [250 387-5628](tel:2503875628)<tel:250%20387-5628>

From: 李明 [mailto:s.22] --]
Sent: Sunday, April 10, 2016 6:22 PM
To: Haney, Donald IGRS:EX; Irwin, Paul MIT:EX; Wat, Teresa MIT:EX
Subject:

Dear Mr. Donald, Mr. Paul,
According to the conversation between HE Ambassador and Mrs. Teresa Wat, we are assigned to be the focal points respectively of the MoU between Guangdong Province and BC during the upcoming visit of the Secretary of Guangdong Province . Pls find the attached updated draft MoU.
Pls feel free to email or call me s.22 if there's any changes or suggestions from your side.
Best regards

--
Li Ming
Head of Political Section
Embassy of the People's Republic of China in Canada
515 St. Patrick Street, Ottawa
Ontario, Canada, K1N5H3
[613-7895795613](tel:613-7895795613)-7895795>

--
Li Ming
Head of Political Section
Embassy of the People's Republic of China in Canada
515 St. Patrick Street, Ottawa
Ontario, Canada, K1N5H3
[613-7895795613](tel:613-7895795613)-7895795>

--
Li Ming
Head of Political Section
Embassy of the People's Republic of China in Canada
515 St. Patrick Street, Ottawa
Ontario, Canada, K1N5H3
[613-7895795613](tel:613-7895795613)-7895795>

--
Li Ming
Head of Political Section
Embassy of the People's Republic of China in Canada

515 St. Patrick Street, Ottawa
Ontario, Canada, K1N5H3
[613-7895795](tel:613-7895795)

--

Li Ming
Head of Political Section
Embassy of the People's Republic of China in Canada
515 St. Patrick Street, Ottawa
Ontario, Canada, K1N5H3
[613-7895795](tel:613-7895795)

--

Li Ming
Head of Political Section
Embassy of the People's Republic of China in Canada
515 St. Patrick Street, Ottawa
Ontario, Canada, K1N5H3
[613-7895795](tel:613-7895795)<<tel:613-7895795>>

--

Li Ming
Head of Political Section
Embassy of the People's Republic of China in Canada
515 St. Patrick Street, Ottawa
Ontario, Canada, K1N5H3
[613-7895795](tel:613-7895795)<<tel:613-7895795>>

--

Li Ming
Head of Political Section
Embassy of the People's Republic of China in Canada
515 St. Patrick Street, Ottawa
Ontario, Canada, K1N5H3
[613-7895795](tel:613-7895795)

--

Li Ming
Head of Political Section
Embassy of the People's Republic of China in Canada
515 St. Patrick Street, Ottawa
Ontario, Canada, K1N5H3
[613-7895795](tel:613-7895795)

--

Li Ming
Head of Political Section
Embassy of the People's Republic of China in Canada
515 St. Patrick Street, Ottawa
Ontario, Canada, K1N5H3
[613-7895795](tel:613-7895795)

--

Li Ming
Head of Political Section
Embassy of the People's Republic of China in Canada
515 St. Patrick Street, Ottawa
Ontario, Canada, K1N5H3
[613-7895795](tel:613-7895795)

--

Li Ming
Head of Political Section
Embassy of the People's Republic of China in Canada
515 St. Patrick Street, Ottawa
Ontario, Canada, K1N5H3
[613-7895795](tel:613-7895795)

--

Li Ming
Head of Political Section
Embassy of the People's Republic of China in Canada
515 St. Patrick Street, Ottawa
Ontario, Canada, K1N5H3
[613-7895795](tel:613-7895795)

--

Li Ming
Head of Political Section
Embassy of the People's Republic of China in Canada
515 St. Patrick Street, Ottawa
Ontario, Canada, K1N5H3
[613-7895795](tel:613-7895795)

--

Li Ming
Head of Political Section
Embassy of the People's Republic of China in Canada
515 St. Patrick Street, Ottawa
Ontario, Canada, K1N5H3
[613-7895795](tel:613-7895795)

--

Li Ming
Head of Political Section
Embassy of the People's Republic of China in Canada
515 St. Patrick Street, Ottawa
Ontario, Canada, K1N5H3
[613-7895795](tel:613-7895795)

--

Li Ming
Head of Political Section

Embassy of the People's Republic of China in Canada
515 St. Patrick Street, Ottawa
Ontario, Canada, K1N5H3
613-7895795

--

Li Ming
Head of Political Section
Embassy of the People's Republic of China in Canada
515 St. Patrick Street, Ottawa
Ontario, Canada, K1N5H3
613-7895795

--

Li Ming
Head of Political Section
Embassy of the People's Republic of China in Canada
515 St. Patrick Street, Ottawa
Ontario, Canada, K1N5H3
613-7895795

<20160427 Final version from Chinese side MOU.doc>

From: [Haney, Donald IGRS:EX](#)
To: [Irwin, Paul MIT:EX](#); [Singh, Khris MIT:EX](#); [Gow, Lisa A TRAN:EX](#)
Cc: [McDonald, John MIT:EX](#); [Wu, Ken MIT:EX](#); [Acquarone, Francis MIT:EX](#)
Subject: RE: OBOR workshop panel request from MTW
Date: Wednesday, May 4, 2016 1:31:43 PM
Attachments: [OBOR Workshop.docx](#)

I've thrown together some bullets for MOTI to play with. It will need some transportation stats.

Don

From: Irwin, Paul MIT:EX
Sent: Wednesday, May 4, 2016 10:57 AM
To: Singh, Khris MIT:EX; Gow, Lisa A TRAN:EX; Haney, Donald IGRS:EX
Cc: McDonald, John MIT:EX; Wu, Ken MIT:EX; Acquarone, Francis MIT:EX
Subject: RE: OBOR workshop panel request from MTW
This is also a very good document, re. background on the BC GD relationship.

From: Irwin, Paul MIT:EX
Sent: Wednesday, May 4, 2016 10:13 AM
To: Singh, Khris MIT:EX; Gow, Lisa A TRAN:EX; Haney, Donald IGRS:EX
Cc: McDonald, John MIT:EX; Wu, Ken MIT:EX; Acquarone, Francis MIT:EX
Subject: RE: OBOR workshop panel request from MTW
Okay – we'll stand by on Mr Li's discussion with MTW on whether Clark Roberts is pulled into this.
Khris – please use the attached background briefing note on OBOR to pull some key bullets. The attached Guangzhou backgrounder also provides some key points on the BC-GD relationship.
Our China team does not have any capacity to supply these bullets at the moment – but it's all in the attached.
Thanks
Paul

From: Singh, Khris MIT:EX
Sent: Wednesday, May 4, 2016 9:27 AM
To: Gow, Lisa A TRAN:EX; Irwin, Paul MIT:EX; Haney, Donald IGRS:EX
Cc: McDonald, John MIT:EX; Wu, Ken MIT:EX; Acquarone, Francis MIT:EX
Subject: RE: OBOR workshop panel request from MTW
That is great I can mention to Mr. Li but it looks like the discussion has been elevated to the Minister level this morning. Don/Francis could you supply bullets on OBOR-BC policy/China-BC-GD relationship for opening remarks – for Lisa's ADM – Ken and I have presentations, logistics and other requests to handle to get these Chinese speakers to finalize the workshop. I am glad to write in the bios and introductions in the SN notes.
Lisa we will need your ADM bio.
Khris

From: Gow, Lisa A TRAN:EX
Sent: Wednesday, May 4, 2016 9:19 AM
To: Irwin, Paul MIT:EX; Singh, Khris MIT:EX; Haney, Donald IGRS:EX
Cc: McDonald, John MIT:EX; Wu, Ken MIT:EX
Subject: RE: OBOR workshop panel request from MTW
Hi – have confirmed that Lindsay is available to open the workshop. She is only available until just after 11, so assume you will need to notify Mr. Li of that.
She is out of town for the next three days, so would appreciate if someone can prepare some opening remarks for her. Is that possible?
Thanks, Lisa

From: Irwin, Paul MIT:EX
Sent: Tuesday, May 3, 2016 5:40 PM
To: Gow, Lisa A TRAN:EX; Singh, Khris MIT:EX; Haney, Donald IGRS:EX
Cc: McDonald, John MIT:EX; Wu, Ken MIT:EX
Subject: RE: OBOR workshop panel request from MTW

Hi Lisa – would Lindsay be available for the opening of the workshop – say from 10:45 to 11:00am?

From: Gow, Lisa A TRAN:EX

Sent: Tuesday, May 3, 2016 5:26 PM

To: Singh, Khri MIT:EX; Irwin, Paul MIT:EX; Haney, Donald IGRS:EX

Cc: McDonald, John MIT:EX; Wu, Ken MIT:EX

Subject: RE: OBOR workshop panel request from MTW

Sorry, tested with both Lindsay and Grant – Grant is in Cabinet, and Lindsay will only be available for opening ceremonies.

From: Singh, Khri MIT:EX

Sent: Tuesday, May 3, 2016 5:25 PM

To: Gow, Lisa A TRAN:EX; Irwin, Paul MIT:EX; Haney, Donald IGRS:EX

Cc: McDonald, John MIT:EX; Wu, Ken MIT:EX

Subject: Re: OBOR workshop panel request from MTW

Importance: High

Update Lisa

They are ok with you presenting but as of 5:30 pm today they want a DM or ADM to be the Co chair.

Can your ADM Co chair? They want the title to raise the profile of the workshop. The duties will be light it is only for ceremony..introducing speakers.

That will mean we need to put this request up again.

Khri

Sent from my Samsung Galaxy smartphone.

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

From: "Gow, Lisa A TRAN:EX"

Date:05-03-2016 4:20 PM (GMT-08:00)

To: "Singh, Khri MIT:EX" , "Irwin, Paul MIT:EX" , "Haney, Donald IGRS:EX"

Cc: "McDonald, John MIT:EX" , "Wu, Ken MIT:EX"

Subject: RE: OBOR workshop panel request from MTW

Thanks Khri – is this still needed if Chinese are OK with me presenting?

From: Singh, Khri MIT:EX

Sent: Tuesday, May 3, 2016 3:28 PM

To: Gow, Lisa A TRAN:EX; Irwin, Paul MIT:EX; Haney, Donald IGRS:EX

Cc: McDonald, John MIT:EX; Wu, Ken MIT:EX

Subject: RE: OBOR workshop panel request from MTW

Hi Paul

Here is the request for Grant Main to attend for Mr. Clark Roberts.... I guess Grant will delegate as per Lisa's email below.

Khri

Hi Grant

Guangdong Party Secretary HU, member of the Political Bureau of the Communist Party of China, is leading a mission to Canada May 8-10 (BC is May 8-9). He was invited by the Premier. He is accompanied by an official delegation of 17 members and a sizeable business delegation. Party Secretary HU is the highest ranking official in Guangdong and a member of the Politburo.

Guangdong Province is organizing (with MIT's help) an Economic and Trade Cooperation Conference on Monday, May 9, at the Convention Centre (see more detail in the attached invite). There will be speeches and bilateral signings in the morning followed by 5 workshops on different themes (see the attached PDF file for the overall program).

One of the workshops is called One Belt One Road, and MIT is working with the Chinese embassy to finalize the agenda (see below for the work shop format). The workshop would run from 10:45 – 12:15 . The objective of the workshop is to provide an exchange of information on the Belt Road and the Pacific

Gateway initiative for a mix of BC and Guangdong business delegates who will not be familiar with either initiative.

I am hoping you or one of your ADMS might be willing and available to speak about BC's Pacific Gateway initiative. The speaking slot would be 15 minutes (see the red highlight below).

Is this something that you or one of your ADMs would consider taking on? The workshop will also give profile to BC's Pacific Gateway initiative with participating officials from Guangdong and the Chinese embassy.

Thank-you for your kind consideration.

Clark

DATE/TIME:	Monday, May 9th, 2016, 10:45 am – 12:15 pm
LOCATION:	S.15
WORKSHOP	Belt and Road Initiative
SPEAKERS:	<ul style="list-style-type: none">• Mr. Li Ming, Head of Political Section of the Embassy of China, on "Brief Introduction of the One Belt One Road Initiative and Implications for Canada"• Mr. Huang Mingzhong, Director of One Belt One Road Initiative Office of NDRC Guangdong Province, on "Relevant Measures of Guangdong Province to Implement the One Belt One Road Initiative and Suggestions to BC "• Deputy Minister, Ministry of Transportation BC, in charge of the Pacific Gateway Branch
SET UP:	Simultaneous interpretation in Mandarin & English will be made available 70 to 90 attendees
WORKSHOP OBJECTIVE:	<ul style="list-style-type: none">• Learn about the "One Belt One Road Initiative" as it relates to Guangdong Province and how BC companies can participate in opportunities.• Share knowledge on how BC develops its trade infrastructure in collaboration with private and public sector partners.
WORKSHOP FORMAT	10:45 to 10:55 Introduction by Deputy Minister, Ministry of International Trade BC, Co-chair of the workshop 10:55 to 11:05 Introduction by Mr. Xia Xiang, Minister Counselor (Economic & Trade) of the Embassy of China, Co-chair of the workshop 11:05 to 11:20 Li Ming delivers the keynote speech (BC Co-chair introduces) 11:20 to 11:35 Huang Mingzhong speaks (BC Co-chair introduces) 11:35 to 11:50 Deputy Minister, Ministry of Transportation BC, speaks (Embassy Co-chair introduces) 11:50 to 12:05 Mr. Xia Xiang host the Q&A 12:05 to 12:15 Mr. Xia Xiang make conclusion

From: Gow, Lisa A TRAN:EX

Sent: Tuesday, May 3, 2016 12:56 PM

To: Singh, Khris MIT:EX; Irwin, Paul MIT:EX; Haney, Donald IGRS:EX

Cc: McDonald, John MIT:EX; Wu, Ken MIT:EX

Subject: RE: OBOR workshop panel request from MTW

Hi all – have checked with Grant's office – he is in Cabinet Monday morning with MTS, so will not be

available to attend – his office will check with Grant this afternoon whether Lindsay Kislock, ADM Partnerships could attend on his behalf. Would still be helpful to have Clark make the formal request to Grant.

Lisa

From: Singh, Khris MIT:EX
Sent: Tuesday, May 3, 2016 12:38 PM
To: Irwin, Paul MIT:EX; Haney, Donald IGRS:EX
Cc: Gow, Lisa A TRAN:EX; McDonald, John MIT:EX; Wu, Ken MIT:EX
Subject: RE: OBOR workshop panel request from MTW

Will do for this afternoon

From: Irwin, Paul MIT:EX
Sent: Tuesday, May 3, 2016 12:23 PM
To: Singh, Khris MIT:EX; Haney, Donald IGRS:EX
Cc: Gow, Lisa A TRAN:EX; McDonald, John MIT:EX; Wu, Ken MIT:EX
Subject: RE: OBOR workshop panel request from MTW

Clark is at a conference today outside the province. If you can please write up something for him to forward, I'll send. I will send an example for what we did for CAS. Thanks.

From: Singh, Khris MIT:EX
Sent: Tuesday, May 3, 2016 12:21 PM
To: Haney, Donald IGRS:EX; Irwin, Paul MIT:EX
Cc: Gow, Lisa A TRAN:EX; McDonald, John MIT:EX; Wu, Ken MIT:EX
Subject: RE: OBOR workshop panel request from MTW

Hi Don

It is not necessary as the Chinese side has laid out the format and there is no panel discussion. They were clear that they consulted in Ottawa and in China on this format and that is what they want to use.

Paul and John – Lisa has asked that we have Clark make a request to Grant to attend the workshop it will help raise the profile.

Khris

From: Haney, Donald IGRS:EX
Sent: Tuesday, May 3, 2016 12:13 PM
To: Irwin, Paul MIT:EX; Singh, Khris MIT:EX
Cc: Gow, Lisa A TRAN:EX
Subject: OBOR workshop panel request from MTW
Importance: High

Hi Paul and Khris,

I just had a call from Neil Sweeney saying that MTW has asked that I be on the panel. Your advice please!
Don

OBOR WELCOMING REMARKS

My name is Lindsay Kislock and I'm Assistant Deputy Minister of the Partnerships Division of British Columbia's Ministry of Transportation and Infrastructure.

I am honoured to be here today to present opening remarks for the One Belt One Road Workshop.

In 2013, Chinese President Xi Jinping proposed to build the One Belt , One Road Initiative.

At the heart of One Belt, One Road Initiative lies the creation of economic cooperation corridors over land with countries on the original Silk Road through Central Asia, West Asia, the Middle East and Europe, as well as by sea by linking China's ports with the African coast, pushing up through the Suez Canal into the Mediterranean.

Since its unveiling, the One Belt One Road strategy has expanded to include Canada.

As Canada's only Pacific province and home to Canada's Pacific Gateway transportation network, BC is well placed to help advance China's One Belt and One Road Initiative.

That is because transportation is a key support for economic growth and development. More than any other sector, transportation serves the dual purpose of generating direct employment and underpinning job creation, development and progress throughout B.C.

BC attaches a high level of importance to expanding trade and investment ties with our sister province Guangdong and with China.

China is ranked #2 as a destination for BC original exports in 2015 with 16.9% of BC's commodity exports shipped there. BC ranks first among Canada's province in exports to China by a wide margin.

In 2015, China was ranked #2 as a destination for Canadian exports with 4.1% of Canadian goods exports shipped there and #2 as a source of imports into Canada with 12.3% of Canadian imports originating from Mainland China.

Our transportation system is truly worldclass and our goal is to make the Pacific Gateway, the preferred gateway for Asian trade to North America and the world.

In 2015, over \$72 billion in goods exports from every province and territory in Canada moved through BC to foreign markets. (Stat from Linda Harmon)

Port Vancouver – stats

Port of Prince Rupert – stats

Vancouver International Airport - stats

Since 2005, over \$22 billion has been committed by private and public partners on new gateway-related infrastructure. By the end of 2016, 19.5 million will be complete, with the rest to be complete by 2022.

BC's Pacific Gateway Transportation Strategy 2012-2020 identifies a further \$25 billion needed in new investment – public and private –to build transportation capacity to support projected increases in demand. Over \$20 billion has been committed.

Guangdong province is also a gateway to China and the pioneer of Chinese reform and opening up.

Together BC and Guangdong have been playing a leading role in promoting Canada-China trade and cooperation.

2015 was the 20th anniversary of sister province relations between BC and Guangdong, as well as the 30th anniversary of sister city relationship between Guangzhou, the capital city of Guangdong, and Vancouver. In all, there are 5 pairs of sister cities between Guangdong and BC: Vancouver – Guangzhou, Surrey – Zhuhai, Burnaby – Zhongshan, North Vancouver – Huizhou, New Westminster – Yunfu.

And our primary transportation facilities also have sister relationships: Vancouver Port - Guangzhou Port and Vancouver International Airport - Guangzhou International Airport

Over the years, BC and Guangdong have collaborated on a range of activities, including promoting increased trade and investment, conducting educational exchanges, jointly developing health responses to infectious diseases and collaborating on climate change environmental sustainability issues.

None of this cooperation would have been possible without our transportation connections.

This morning BC and Guangdong signed a cooperation MOU on enhancing maritime and economic connectivity, building on the One Belt and One Road Initiative.

The objective of the MOU is to strengthen cooperation between the provinces to jointly examine mutually beneficial opportunities presented by China's One Belt One Road initiative and British Columbia's Pacific Gateway Strategy: to enhance maritime connectivity and expand two-way investment and trade in goods and services from energy and natural resources to value added products, professional services, international education, and tourism.

This will be done by strengthening the trade capacity of our respective transportation networks, fostering institutional partnerships and promoting people-to-people exchanges with the objective of becoming the leading trans-Pacific economic corridor connecting North America and Asia.

The objective of today's workshop builds on the MOU signing by providing us an opportunity to:

- Learn about the "One Belt One Road Initiative" as it relates to Guangdong Province and how BC companies can participate in opportunities;
- Share knowledge on how BC develops its trade infrastructure in collaboration with the private and public sector partners; and
- Provide insight into BC's infrastructure model from a private sector perspective.

To lead us in this discussion are:

- Mr. Li Ming, Head of Political Section of the Embassy of China, on "Brief Introduction fo the One Belt One Road Initiative and Implications for Canada"
- Mr. Huang Mingzhong, Director of One Belt One Road Initiative Office of NDRC Guangdong Province, on "Relevant Measures of Guangdong Province to Implement the One Belt One Road Initiative and Suggestions to BC "
- Lisa Gow, Executive Director, Pacific Gateway Branch with the BC Ministry of Transportation and infrastructure.

Following the presentations, my co-chair (?), Mr. Xia Xiang, Minister Counselor (Economic & Trade) of the Embassy of China, will facilitate questions and answers.

Please join me in welcoming Mr Xiang and our three presenters: