

From: [Lesiuk, Tim JTT:EX](#)
To: [Campbell, Tracy JTT:EX](#)
Subject: Asia office space budget
Date: December 30, 2019 6:53:00 PM

Current TIR office lease budget

Location	
Beijing	\$434,388
Shanghai	\$241,680
Guangzhou	\$197,100
Hong Kong	\$167,600
Japan	\$269,058
Philippines	\$60,000
Indonesia	\$60,000
Singapore	\$28,000
Korea	\$176,500
Total	\$1,634,326

I don't have the India offices information on hand.
tim

Tim Lesiuk

Executive Director, International Engagement
International Trade Division
Ministry of Jobs, Trade and Technology
Province of British Columbia
Mobile: [250.216.5893](tel:250.216.5893)
Email: tim.lesiuk@gov.bc.ca

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Withheld pursuant to/removed as

s.12; s.13; s.16

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Withheld pursuant to/removed as

s.13; s.16; s.12

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Withheld pursuant to/removed as

s.12; s.13; s.16

From: [Lesiuk, Tim JTT:EX](#)
To: [XT:Yazon, Eva JTT:IN](#)
Cc: [Hoyle, William JTT:EX](#); [Ito, Akiko JTT:EX](#); [Charchuk, Lynda JTT:EX](#); [Macdonell, Alison JTT:EX](#)
Subject: Conference call - ASPAC Tradelinks Consultants Inc.
Date: December 30, 2019 8:02:00 PM

Hello Eva,

As indicated in my letter I would like to arrange a call on January 2 to discuss the notification and next steps. Please could you let me know what times between 9:30 am and 7 pm PST would be most convenient for a call. We will send you call in information when we receive your preferred times.

Thank you

Tim

Tim Lesiuk

Executive Director, International Engagement

International Trade Division

Ministry of Jobs, Trade and Technology

Province of British Columbia

Mobile: [250.216.5893](tel:250.216.5893)

Email: tim.lesiuk@gov.bc.ca

From: [Lesiuk, Tim JTT:EX](#)
To: [XT:Bussi, Rooma JTT:IN](#)
Cc: [Hoyle, William JTT:EX](#); [Ito, Akiko JTT:EX](#); [Charchuk, Lynda JTT:EX](#); [Macdonell, Alison JTT:EX](#)
Subject: Conference call - Dynamis Global
Date: December 30, 2019 8:02:00 PM

Hello Rooma,

As indicated in my letter I would like to arrange a call on January 2 to discuss the notification and next steps. Please could you let me know what times between 9:30 am and 7:00 pm PST would be most convenient for a call. We will send you call in information when we receive your preferred times.

Thank you

Tim

Tim Lesiuk

Executive Director, International Engagement
International Trade Division
Ministry of Jobs, Trade and Technology
Province of British Columbia
Mobile: [250.216.5893](tel:250.216.5893)
Email: tim.lesiuk@gov.bc.ca

From: [Lesiuk, Tim JTT:EX](#)
To: [XT:Tsui, Kevin JTT:IN](#)
Cc: [Hoyle, William JTT:EX](#); [Ito, Akiko JTT:EX](#); [Charchuk, Lynda JTT:EX](#); [Macdonell, Alison JTT:EX](#)
Subject: Conference call - Ho Hing Consultancy
Date: December 30, 2019 8:02:00 PM

Hello Kevin,

As indicated in my letter I would like to arrange a call on January 2 to discuss the notification and next steps. Please could you let me know what times between 9:30 am and 7 pm PST would be most convenient for a call. We will send you call in information when we receive your preferred times.

Thank you

Tim

Tim Lesiuk

Executive Director, International Engagement

International Trade Division

Ministry of Jobs, Trade and Technology

Province of British Columbia

Mobile: [250.216.5893](tel:250.216.5893)

Email: tim.lesiuk@gov.bc.ca

From: [Lesiuk, Tim JTT:EX](#)
To: [XT:Shim, Luke JTT:IN](#)
Cc: [Hoyle, William JTT:EX](#); [Ito, Akiko JTT:EX](#); [Charchuk, Lynda JTT:EX](#); [Macdonell, Alison JTT:EX](#)
Subject: Conference call - Pacific Coast Co Ltd.
Date: December 30, 2019 8:02:00 PM

Hello Luke,

As indicated in my letter I would like to arrange a call on January 2 to discuss the notification and next steps. Please could you let me know what times between 9:30 am and 7 pm PST would be most convenient for a call. We will send you call in information when we receive your preferred times.

Thank you

Tim

Tim Lesiuk

Executive Director, International Engagement

International Trade Division

Ministry of Jobs, Trade and Technology

Province of British Columbia

Mobile: [250.216.5893](tel:250.216.5893)

Email: tim.lesiuk@gov.bc.ca

From: [Lesiuk, Tim JTT:EX](#)
To: [XT:Soekardiman, Vira JTT:IN](#)
Cc: [Hoyle, William JTT:EX](#); [Ito, Akiko JTT:EX](#); [Charchuk, Lynda JTT:EX](#); [Macdonell, Alison JTT:EX](#)
Subject: Conference call - PT. BCI Niaga Indonesia
Date: December 30, 2019 8:02:00 PM

Hello Vira,

As indicated in my letter I would like to arrange a call on January 2 to discuss the notification and next steps. Please could you let me know what times between 9:30 am and 7 pm PST would be most convenient for a call. We will send you call in information when we receive your preferred times.

Thank you

Tim

Tim Lesiuk

Executive Director, International Engagement

International Trade Division

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Province of British Columbia

Mobile: [250.216.5893](tel:250.216.5893)

Email: tim.lesiuk@gov.bc.ca



December 30, 2019

ASPAC Tradelinks Consultants Inc.
Level 37, LKG Tower CEO Suites, 6801 Ayala Avenue, Barangay Bel-Air,
Makati City Metro Manila, Philippines

Attention: Eva Socorro P. Yazon

Re: Contract for the provision of trade and investment representative services in the Philippines between Her Majesty the Queen in Right of the Province of British Columbia (the "Province") and ASPAC Tradelinks Consultants Inc. dated February 22, 2016 Contract Number FC16564330A (the "Contract")

In accordance with section 10.4 of the Contract this letter is written notice that the Province is terminating the above Contract. Accordingly, the Contract will terminate as of midnight on the 91st business day following the date of this letter. We have determined this date to be May 19, 2020.

The Province wishes to ensure our international resources reflect our trade diversification framework, continue to meet the needs of BC businesses and provide British Columbians the best value for their investment. That is why we are actively working with Global Affairs Canada to embed provincial employees in embassies and consulates across Asia. This will allow the province to leverage the considerable international investments the federal government has made in Global Affairs Canada, the Canadian Trade Commissioner Service and Invest in Canada.

The Province will manage all communications related to this transition to ensure our clients and stakeholders have accurate and timely information. This notice and any communication related to this contract is therefore confidential and is not for distribution unless specifically approved by my office. If you have any questions about this decision you should direct those questions to me.

To support a smooth transition and continuity of service to our clients and stakeholders I have scheduled a follow-up call with you on January 2nd, 2020 to discuss additional details related to the conclusion of your contract.

I would like to thank you for your continued professional service and support to B.C.

Sincerely,

A handwritten signature in black ink, appearing to read 'Tim Lesiuk', with a stylized, cursive script.

Tim Lesiuk
Executive Director, International Engagement

Cc:

Tracy Campbell, Assistant Deputy Minister, International Trade Division
William Hoyle, A/Director, Trade Offices



December 30, 2019

Bluespan Asia Pte. Ltd.
#09-40 Paya Lebar Square
60 Paya Lebar Road
Singapore 409051

Attention: Michael Nicholas

Re: Contract for the provision of trade and investment representative services in Singapore between Her Majesty the Queen in Right of the Province of British Columbia (the “Province”) and Bluespan Asia Pte. Ltd. dated January 18, 2018 Contract Number FC18564403 (the “Contract”)

This letter is your written notice that the Province will not be exercising its option to renew the above Contract. Accordingly, the Contract will terminate as of midnight March 31st, 2020.

The Province wishes to ensure our international resources reflect our trade diversification framework, continue to meet the needs of BC businesses and provide British Columbians the best value for their investment. That is why we are actively working with Global Affairs Canada to embed provincial employees in embassies and consulates across Asia. This will allow the province to leverage the considerable international investments the federal government has made in Global Affairs Canada, the Canadian Trade Commissioner Service and Invest in Canada.

The Province will manage all communications related to this transition to ensure our clients and stakeholders have accurate and timely information. This notice and any communication related to this contract is therefore confidential and is not for distribution unless specifically approved by my office. If you have any questions about this decision you should direct those questions to me.

To support a smooth transition and continuity of service to our clients and stakeholders I have scheduled a follow-up call with you on January 2nd, 2020 to discuss additional details related to the conclusion of your contract.

I would like to thank you for your continued professional service and support to BC.

Sincerely,

A handwritten signature in black ink, appearing to read 'Tim Lesiuk', with a stylized flourish at the end.

Tim Lesiuk
Executive Director, International Engagement

Cc:

Tracy Campbell, Assistant Deputy Minister, International Trade Division
William Hoyle, A/Director, Trade Offices

From: [Lesiuk, Tim JTT:EX](#)
To: [Campbell, Tracy JTT:EX](#)
Subject: s.13
Date: December 2, 2019 5:07:39 PM
Attachments: s.13

Hi Tracy,

I have added to the previous note and s.13
s.13

- Actual next steps
- s.13
- GAC costs and timing
- s.13

It's still drafty but let me know if it is on the right track.

tim

Tim Lesiuk

Executive Director, International Engagement
International Trade Division
Ministry of Jobs, Trade and Technology
Province of British Columbia
Mobile: [250.216.5893](tel:250.216.5893)
Email: tim.lesiuk@gov.bc.ca

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Withheld pursuant to/removed as

s.13; s.14

From: [Lesiuk, Tim JTT:EX](#)
To: [XT:Soekardiman, Vira JTT:IN](#)
Cc: [Hoyle, William JTT:EX](#); [Ito, Akiko JTT:EX](#); [Charchuk, Lynda JTT:EX](#); [Macdonell, Alison JTT:EX](#)
Subject: Confidential: Re: Conference call - PT. BCI Niaga Indonesia
Date: December 30, 2019 10:57:30 PM

Thank you Vira,

I will send call in information for 4:00 pm (PST).

Are you aware that the confidential letter sent to you earlier today appears to be circulating on Twitter and with B.C. media? If this was the result of your direct or indirect actions I encourage you to respect the confidentiality of our commercial discussions, for the benefit of both parties. If you were unaware of this breach of confidentiality, please let me know so that I may follow up with our security office internally and please accept my apologies on behalf of the ministry for this indiscretion.

Sincerely
Tim

Tim Lesiuk
Executive Director, International Engagement
International Trade Division
Ministry of Jobs, Trade and Technology
British Columbia, Canada
Tim.lesiuk@gov.bc.ca
Mobile: +1 (250) 216-5893

On Dec 30, 2019, at 9:43 PM, Soekardiman Vira -Jakarta -MD
<vsoekardiman@britishcolumbia.ca> wrote:

Hi Tim,

I will be available at 3pm or 4pm PST on January 2nd.

Thank you and regards,

Vira Soekardiman
Managing Director

British Columbia Ministry of Jobs, Trade and Technology
Representing the Government of British Columbia in Indonesia & Thailand

The Plaza Office Tower 41st floor
Jl. M.H.Thamrin Kav 28-30, Jakarta 10350 - Indonesia
T: +62 21 2992-6782 | M: +62 812 8999-9811



www.britishcolumbia.ca | [@BCTradeInvest](#) | [LinkedIn](#) | [YouTube](#)

On Dec 30, 2019, at 8:02 PM, Lesiuk, Tim JTT:EX
<Tim.Lesiuk@gov.bc.ca> wrote:

Hello Vira,

As indicated in my letter I would like to arrange a call on January 2 to discuss the notification and next steps. Please could you let me know what times between 9:30 am and 7 pm PST would be most convenient for a call. We will send you call in information when we receive your preferred times.

Thank you
Tim

Tim Lesiuk

Executive Director, International Engagement
International Trade Division
Ministry of Jobs, Trade and Technology
Province of British Columbia
Mobile: [250.216.5893](tel:250.216.5893)
Email: tim.lesiuk@gov.bc.ca

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STOB	(All)	Total costs (all STOBs)
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Sum of Actual Amount		
Project	Description	Total
5144203	Beijing	\$ 1,701,680
5144204	Shanghai	\$ 1,063,546
5144205	Guangzhou	\$ 842,631
5144214	Hong Kong	\$ 840,039
5144303	Tokyo	\$ 1,215,632
5144304	Seoul	\$ 969,465
5144310	Singapore Office	\$ 302,000
5144404	Mumbai	\$ 948,365
Grand Total		\$ 7,883,358

Add in : Chandrigarh \$ 137,180 Project 5144406

Total Asia Costs FY19	\$ 8,020,538
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Trade Offices	
TIR Contacts	5111111
Europe Program (HQ)	5144004
Palo Alto Office	5144007
London Office (TIR)	5144008
Beijing Office	5144203
Shanghai Office	5144204
Guangzhou Office	5144205
Hong Kong Office	5144214
Tokyo Office	5144303
Seoul Office	5144304
Mumbai Office	5144404
GF2 Growing Forward 2	5141316
Singapore Office (TIR)	5144310
Philippines Office (TIR)	5144311
Indonesia Office (TIR)	5144312
Foreign Exchange	5144313

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Withheld pursuant to/removed as

s.16; s.17; s.13

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Withheld pursuant to/removed as

s.16; s.17

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Withheld pursuant to/removed as

s.13; s.16; s.17

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Withheld pursuant to/removed as

s.13; s.16

Page 025 of 174

Withheld pursuant to/removed as

s.16; s.13

Page 026 of 174 to/à Page 027 of 174

Withheld pursuant to/removed as

s.13; s.16

From: [Campbell, Tracy JTT:EX](#)
To: [Spencer, Brad GCPE:EX](#)
Subject: FW: Asia office space budget
Date: December 31, 2019 9:03:00 AM

From: Lesiuk, Tim JTT:EX <Tim.Lesiuk@gov.bc.ca>
Sent: December 30, 2019 6:54 PM
To: Campbell, Tracy JTT:EX <Tracy.Campbell@gov.bc.ca>
Subject: Asia office space budget

Current TIR office lease budget

Location	
Beijing	\$434,388
Shanghai	\$241,680
Guangzhou	\$197,100
Hong Kong	\$167,600
Japan	\$269,058
Philippines	\$60,000
Indonesia	\$60,000
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Korea	\$176,500
Total	\$1,634,326

I don't have the India offices information on hand.
tim

Tim Lesiuk

Executive Director, International Engagement
International Trade Division
Ministry of Jobs, Trade and Technology
Province of British Columbia
Mobile: [250.216.5893](tel:250.216.5893)
Email: tim.lesiuk@gov.bc.ca

From: [Campbell, Tracy JTT:EX](#)
To: [Lesiuk, Tim JTT:EX](#)
Subject: FW: BC Trade Offices in Asia
Date: December 30, 2019 9:51:13 PM
Attachments: [image001.png](#)

FYI. We can give her a call tomorrow.

From: Mihlar, Fazil JTT:EX <Fazil.Mihlar@gov.bc.ca>
Sent: December 30, 2019 9:49 PM
To: Campbell, Tracy JTT:EX <Tracy.Campbell@gov.bc.ca>
Subject: Fwd: BC Trade Offices in Asia

Please have Tim call Alexa at COFI. Thx. Fazil

Sent from my iPhone

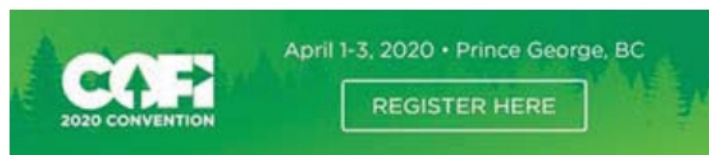
Begin forwarded message:

From: Alexa Young <young@cofi.org>
Date: December 30, 2019 at 9:30:47 PM PST
To: "Mihlar, Fazil JTT:EX" <Fazil.Mihlar@gov.bc.ca>
Subject: BC Trade Offices in Asia

Hi Fazil,
Hope you have had a nice holiday season and that all finds you well.
Checking in re: BC trade offices in Asia. I am seeing some online discussion re: possible Provincial developments and co-locating with Canadian embassies etc.
If you or anyone from your team is able to share any additional information, it would be greatly appreciated.
I can be reached at 778.229.6885.
Thank you Fazil,
Alexa

Alexa Young
Vice President,
Government and
Public Affairs

Work: [604.891.1213](tel:604.891.1213)
Mobile: [778.229.6885](tel:778.229.6885)
Email: young@cofi.org



Sent from my iPhone

From: [Campbell, Tracy JTT:EX](#)
To: [Lesiuk, Tim JTT:EX](#)
Subject: FW: International Trade Representatives in Asia
Date: December 30, 2019 10:01:43 AM

From: Jang, Monica JTT:EX <Monica.Jang@gov.bc.ca> **On Behalf Of** Mihlar, Fazil JTT:EX
Sent: December 30, 2019 9:44 AM
To: Baskerville, Shannon AEST:EX <Shannon.Baskerville@gov.bc.ca>; Shoemaker, Wes AGRI:EX <Wes.Shoemaker@gov.bc.ca>; MacDonald, Scott D EDUC:EX <D.Scott.MacDonald@gov.bc.ca>; Nikolejsin, Dave EMPR:EX <Dave.Nikolejsin@gov.bc.ca>; Zacharias, Mark ENV:EX <Mark.Zacharias@gov.bc.ca>; Wanamaker, Lori FIN:EX <Lori.Wanamaker@gov.bc.ca>; Allan, John FLNR:EX <John.Allan@gov.bc.ca>; Caul, Doug D IRR:EX <Doug.Caul@gov.bc.ca>; Brouwer, Shauna TAC:EX <Shauna.Brouwer@gov.bc.ca>; Main, Grant TRAN:EX <Grant.Main@gov.bc.ca>; Plecas, Bobbi IGRS:EX <Bobbi.Plecas@gov.bc.ca>
Cc: Campbell, Tracy JTT:EX <Tracy.Campbell@gov.bc.ca>; Jang, Monica JTT:EX <Monica.Jang@gov.bc.ca>; Michell, Jennifer FIN:EX <Jennifer.Michell@gov.bc.ca>; Plamondon, Lea TRAN:EX <Lea.Plamondon@gov.bc.ca>
Subject: International Trade Representatives in Asia

Good Morning,

Today we will be informing our trade and investment representatives in Asia that we will not be contracting for their services beyond spring 2020. Future international market activities in Asia will be made through co-locating provincial public servants in the Government of Canada's Embassies and Consulates in the respective countries.

As you know, the province is making a concerted effort to diversify its international activities through the new International Engagement Framework. By being connected more closely with our federal partners we will broaden our network for businesses development, lower fixed costs for taxpayers and give ourselves more flexibility to expand our presence in Asia as we diversify our international activities. Some of our trade and investment's representatives' contracts will expire at the end of March and others will be provided notice as per their contract conditions. There are no changes to our representation in the United States or Europe. This new co-location model will take effect on April 1, 2020 for all offices in Asia.

s.13

s.13 JTT will

be working with our contractors to manage the communication of this transition through our International Trade Division. I would also ask that you direct any questions you may receive about this transition to Tracy Campbell, Assistant Deputy Minister, International Trade.

Sincerely,

Fazil.

From: [Campbell, Tracy JTT:EX](#)
To: [Lesiuk, Tim JTT:EX](#)
Subject: FW: International Trade Representatives in Asia
Date: January 2, 2020 12:50:00 PM

In case you'd like to join, which I'm sure you do.

From: Hayes, Brooke AGRI:EX <Brooke.Hayes@gov.bc.ca>
Sent: January 2, 2020 12:43 PM
To: Campbell, Tracy JTT:EX <Tracy.Campbell@gov.bc.ca>
Subject: RE: International Trade Representatives in Asia

Perfect, I will call sometime between 1:30/2:00. Thanks!

E. Brooke Hayes
Ph: 778 698-2243 | Cell: 250-880-1225

From: Campbell, Tracy JTT:EX <Tracy.Campbell@gov.bc.ca>
Sent: January 2, 2020 12:21 PM
To: Hayes, Brooke AGRI:EX <Brooke.Hayes@gov.bc.ca>
Cc: Patterson, Mat AGRI:EX <Mat.Patterson@gov.bc.ca>; Wong, Jane T AGRI:EX <Jane.T.Wong@gov.bc.ca>
Subject: RE: International Trade Representatives in Asia

Hi Brooke,

Thanks for reaching out and these are great questions. Please be assured that we have considered AGRIs needs in market but might be easier to arrange a quick call to discuss.

What time works for you? I'm free now until 3pm.

Tracy

From: Hayes, Brooke AGRI:EX <Brooke.Hayes@gov.bc.ca>
Sent: January 2, 2020 12:15 PM
To: Campbell, Tracy JTT:EX <Tracy.Campbell@gov.bc.ca>
Cc: Patterson, Mat AGRI:EX <Mat.Patterson@gov.bc.ca>; Wong, Jane T AGRI:EX <Jane.T.Wong@gov.bc.ca>
Subject: FW: International Trade Representatives in Asia

Hi Tracy,

I'm following up with you on the note below from Fazil which has raised a few questions about AGRIs TIR presence in Asia. You might recall our conversation on December 3 about the proposed approach to specific adjustments in Hong Kong and Korea. While we are in agreement that the Hong

Kong TIR can end for March 2020, our primary and immediate concern is the TIR currently located in South Korea, which we were anticipating to continue through 2020, consistent with our International Marketing Strategy.

For clarity and consistency, can you please help us understand:

- Is this a simple co-location announcement, or is there an anticipated change in roles and responsibilities associated with provincial TIRs?
- I see that *"JTT will be informing our trade and investment representatives in Asia that we will not be contracting for their services beyond spring 2020"*. What is the plan from JTT to manage risks regarding continuity of service (at least in the short term) in South Korea? The AGRI TIR Derrick Kim is s.22s.13
s.13 Derrick has already asked us questions based on the public news release.
- According to the note below, *"Future international market activities in Asia will be made through co-locating provincial public servants in the Government of Canada's Embassies and Consulates in the respective countries."* Will AGRI be working with Government of Canada going forward to coordinate TIR activities? Or do we continue to work with JTT on this front?
- What is the role of the new International Engagement Working Group in the process to identify priorities for the Asia region under this new model?

Happy to schedule a quick call to walk through these questions if that works for you.

Thanks,
Brooke

E. Brooke Hayes

Ph: 778 698-2243 | Cell: 250-880-1225

From: Lalani, Arif AGRI:EX <Arif.Lalani@gov.bc.ca>
Sent: January 2, 2020 11:37 AM
To: Hayes, Brooke AGRI:EX <Brooke.Hayes@gov.bc.ca>; Patterson, Mat AGRI:EX <Mat.Patterson@gov.bc.ca>
Cc: Wong, Jane T AGRI:EX <Jane.T.Wong@gov.bc.ca>; Zachary, Dawnae AGRI:EX <Dawnae.Zachary@gov.bc.ca>
Subject: FW: International Trade Representatives in Asia

From: Shoemaker, Wes AGRI:EX <Wes.Shoemaker@gov.bc.ca>
Sent: Tuesday, December 31, 2019 12:39 PM
To: Lalani, Arif AGRI:EX <Arif.Lalani@gov.bc.ca>
Subject: Fwd: International Trade Representatives in Asia

Please share with appropriate staff.

Wes

W.H. (Wes) Shoemaker, MBA

Deputy Minister

Ministry of Agriculture

5th Floor, 545 Superior Street

Victoria, BC V8V 1T7

Tel: 250.356.1800 | Cell: 250.516.6892 | Fax: 250.356.7279

E-mail: wes.shoemaker@gov.bc.ca

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Begin forwarded message:

From: "Mihlar, Fazil JTT:EX" <Fazil.Mihlar@gov.bc.ca>

Date: December 30, 2019 at 9:43:40 AM PST

To: "Baskerville, Shannon AEST:EX" <Shannon.Baskerville@gov.bc.ca>, "Shoemaker, Wes AGRI:EX" <Wes.Shoemaker@gov.bc.ca>, "MacDonald, Scott D EDUC:EX" <D.Scott.MacDonald@gov.bc.ca>, "Nikolejsin, Dave EMPR:EX" <Dave.Nikolejsin@gov.bc.ca>, "Zacharias, Mark ENV:EX" <Mark.Zacharias@gov.bc.ca>, "Wanamaker, Lori FIN:EX" <Lori.Wanamaker@gov.bc.ca>, "Allan, John FLNR:EX" <John.Allan@gov.bc.ca>, "Caul, Doug D IRR:EX" <Doug.Caul@gov.bc.ca>, "Brouwer, Shauna TAC:EX" <Shauna.Brouwer@gov.bc.ca>, "Main, Grant TRAN:EX" <Grant.Main@gov.bc.ca>, "Plecas, Bobbi IGRS:EX" <Bobbi.Plecas@gov.bc.ca>

Cc: "Campbell, Tracy JTT:EX" <Tracy.Campbell@gov.bc.ca>, "Jang, Monica JTT:EX" <Monica.Jang@gov.bc.ca>, "Michell, Jennifer FIN:EX" <Jennifer.Michell@gov.bc.ca>, "Plamondon, Lea TRAN:EX" <Lea.Plamondon@gov.bc.ca>

Subject: International Trade Representatives in Asia

Good Morning,

Today we will be informing our trade and investment representatives in Asia that we will not be contracting for their services beyond spring 2020. Future international market activities in Asia will be made through co-locating provincial public servants in the Government of Canada's Embassies and Consulates in the respective countries.

As you know, the province is making a concerted effort to diversify its international activities through the new International Engagement Framework. By being connected more closely with our federal partners we will broaden our network for businesses development, lower fixed costs for taxpayers and give ourselves more flexibility to expand our presence in Asia as we diversify our international activities. Some of our trade and investment's representatives' contracts will expire at the end of March and others will be provided notice as per their contract conditions. There are no changes to our representation in the United States or Europe. This new co-location model will

take effect on April 1, 2020 for all offices in Asia.

s.13
s.13

s.13 JTT will be working with our contractors to manage the communication of this transition through our International Trade Division. I would also ask that you direct any questions you may receive about this transition to Tracy Campbell, Assistant Deputy Minister, International Trade.

Sincerely,

Fazil.

From: [Campbell, Tracy JTT:EX](#)
To: [Lesiuk, Tim JTT:EX](#)
Subject: FW: International Trade Representatives in Asia
Date: January 2, 2020 12:16:30 PM

From: Hayes, Brooke AGRI:EX <Brooke.Hayes@gov.bc.ca>
Sent: January 2, 2020 12:15 PM
To: Campbell, Tracy JTT:EX <Tracy.Campbell@gov.bc.ca>
Cc: Patterson, Mat AGRI:EX <Mat.Patterson@gov.bc.ca>; Wong, Jane T AGRI:EX <Jane.T.Wong@gov.bc.ca>
Subject: FW: International Trade Representatives in Asia

Hi Tracy,

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- I see that *"JTT will be informing our trade and investment representatives in Asia that we will not be contracting for their services beyond spring 2020"*. What is the plan from JTT to manage risks regarding continuity of service (at least in the short term) in South Korea? The AGRI TIR Derrick Kim is **s.22s.13**
s.13 Derrick has already asked us questions based on the public news release.
- According to the note below, *"Future international market activities in Asia will be made through co-locating provincial public servants in the Government of Canada's Embassies and Consulates in the respective countries."* Will AGRI be working with Government of Canada going forward to coordinate TIR activities? Or do we continue to work with JTT on this front?
- What is the role of the new International Engagement Working Group in the process to identify priorities for the Asia region under this new model?

Happy to schedule a quick call to walk through these questions if that works for you.

Thanks,
Brooke

E. Brooke Hayes
Ph: 778 698-2243 | Cell: 250-880-1225

From: Lalani, Arif AGRI:EX <Arif.Lalani@gov.bc.ca>
Sent: January 2, 2020 11:37 AM
To: Hayes, Brooke AGRI:EX <Brooke.Hayes@gov.bc.ca>; Patterson, Mat AGRI:EX <Mat.Patterson@gov.bc.ca>
Cc: Wong, Jane T AGRI:EX <Jane.T.Wong@gov.bc.ca>; Zachary, Dawnae AGRI:EX <Dawnae.Zachary@gov.bc.ca>
Subject: FW: International Trade Representatives in Asia

From: Shoemaker, Wes AGRI:EX <Wes.Shoemaker@gov.bc.ca>
Sent: Tuesday, December 31, 2019 12:39 PM
To: Lalani, Arif AGRI:EX <Arif.Lalani@gov.bc.ca>
Subject: Fwd: International Trade Representatives in Asia

Please share with appropriate staff.

Wes

W.H. (Wes) Shoemaker, MBA

Deputy Minister

Ministry of Agriculture

5th Floor, 545 Superior Street

Victoria, BC V8V 1T7

Tel: 250.356.1800 | Cell: 250.516.6892 | Fax: 250.356.7279

E-mail: wes.shoemaker@gov.bc.ca

****Please note: This email is intended for the addressee(s) only and may contain legally privileged information. Any unauthorized use, disclosure or reproduction is strictly prohibited.****

Begin forwarded message:

From: "Mihlar, Fazil JTT:EX" <Fazil.Mihlar@gov.bc.ca>
Date: December 30, 2019 at 9:43:40 AM PST
To: "Baskerville, Shannon AEST:EX" <Shannon.Baskerville@gov.bc.ca>, "Shoemaker, Wes AGRI:EX" <Wes.Shoemaker@gov.bc.ca>, "MacDonald, Scott D EDUC:EX" <D.Scott.MacDonald@gov.bc.ca>, "Nikolejsin, Dave EMPR:EX" <Dave.Nikolejsin@gov.bc.ca>, "Zacharias, Mark ENV:EX" <Mark.Zacharias@gov.bc.ca>, "Wanamaker, Lori FIN:EX" <Lori.Wanamaker@gov.bc.ca>, "Allan, John FLNR:EX" <John.Allan@gov.bc.ca>, "Caul, Doug D IRR:EX" <Doug.Caul@gov.bc.ca>, "Brouwer, Shauna TAC:EX" <Shauna.Brouwer@gov.bc.ca>, "Main, Grant TRAN:EX" <Grant.Main@gov.bc.ca>, "Plecas, Bobbi IGRS:EX" <Bobbi.Plecas@gov.bc.ca>
Cc: "Campbell, Tracy JTT:EX" <Tracy.Campbell@gov.bc.ca>, "Jang, Monica JTT:EX" <Monica.Jang@gov.bc.ca>, "Michell, Jennifer FIN:EX" <Jennifer.Michell@gov.bc.ca>,

"Plamondon, Lea TRAN:EX" <Lea.Plamondon@gov.bc.ca>

Subject: International Trade Representatives in Asia

Good Morning,

Today we will be informing our trade and investment representatives in Asia that we will not be contracting for their services beyond spring 2020. Future international market activities in Asia will be made through co-locating provincial public servants in the Government of Canada's Embassies and Consulates in the respective countries.

As you know, the province is making a concerted effort to diversify its international activities through the new International Engagement Framework. By being connected more closely with our federal partners we will broaden our network for businesses development, lower fixed costs for taxpayers and give ourselves more flexibility to expand our presence in Asia as we diversify our international activities. Some of our trade and investment's representatives' contracts will expire at the end of March and others will be provided notice as per their contract conditions. There are no changes to our representation in the United States or Europe. This new co-location model will take effect on April 1, 2020 for all offices in Asia.

s.13

s.13

s.13 JTT will be working with our contractors to manage the communication of this transition through our International Trade Division. I would also ask that you direct any questions you may receive about this transition to Tracy Campbell, Assistant Deputy Minister, International Trade.

Sincerely,

Fazil.

From: [Campbell, Tracy JTT:EX](#)
To: [Mihlar, Fazil JTT:EX](#)
Cc: [Lesiuk, Tim JTT:EX](#); [Jang, Monica JTT:EX](#)
Subject: FW: Stakeholder Engagement Plan - TIR Offices - Asia
Date: December 13, 2019 4:29:00 PM
Attachments: [Stakeholder Engagement Plan - TIR Offices - Asia.doc](#)
[TIR Agreements - 191209 TC comments.docx](#)
[Copy of Representation Comparison 191206.xlsx](#)

Hi Fazil,

Please disregard the previous engagement plan and use the attached version. I've re-attached the other docs to this email for simplicity.

Thanks to Tim and team for all their work!

Thanks
Tracy

From: [Campbell, Tracy JTT:EX](#)
To: [Mihlar, Fazil JTT:EX](#)
Cc: [Jang, Monica JTT:EX](#)
Subject: Fwd: Confidential: Change to Asia Trade and Investment representation
Date: December 27, 2019 4:24:55 PM

FYI. We also have an email that you (or I) can send to DM colleagues on Monday advising them of change. We want to hold off until then so we have the opportunity to advise my team first s.13

Sent from my iPhone

Begin forwarded message:

From: "Maranda, Pierrette IGRS:EX" <Pierrette.Maranda@gov.bc.ca>
Date: December 27, 2019 at 4:19:13 PM PST
To: "Lesiuk, Tim JTT:EX" <Tim.Lesiuk@gov.bc.ca>
Cc: "Plecas, Bobbi IGRS:EX" <Bobbi.Plecas@gov.bc.ca>, "Campbell, Tracy JTT:EX" <Tracy.Campbell@gov.bc.ca>, "Cameron, Tara D IGRS:EX" <Tara.Cameron@gov.bc.ca>, "Baker, Jelene IGRS:EX" <Jelene.Baker@gov.bc.ca>
Subject: Re: Confidential: Change to Asia Trade and Investment representation

Thanks Tim for letting me know.

Pierrette

On Dec 27, 2019, at 1:29 PM, Lesiuk, Tim JTT:EX <Tim.Lesiuk@gov.bc.ca> wrote:

Hello Bobbi and Pierrette,

On Monday, December 30 we will be letting our trade and investment Managing Directors in Asia and India know that we will not be continuing their contract services beyond spring 2020. We will be transitioning to representatives embedded in the offices of Global Affairs Canada missions in the respective countries. Some contracts will expire at the end of March and others will be provided notice as per their contract conditions. We will be working with our contractors to manage the communication of this transition through the International Trade Division and are asking them to direct all inquiries to my office. s.13

s.13

s.13. We will provide

additional detail on Monday and I am available to answer your questions at any time. Please do not hesitate to call.

Sincerely,
Tim

Tim Lesiuk

Executive Director, International Engagement
International Trade Division
Ministry of Jobs, Trade and Technology
Province of British Columbia
Mobile: [250.216.5893](tel:250.216.5893)
Email: tim.lesiuk@gov.bc.ca

From: [Lesiuk, Tim JTT:EX](#)
To: [Campbell, Tracy JTT:EX](#)
Subject: Initial IEF recommendations
Date: November 18, 2019 10:37:42 AM
Attachments: [British Columbia Foreign Office recommendations 191118.docx](#)

Hi Tracy,

Attached is the draft of proposed initial actions related to TIRs. I have drafted a short statement for each region as to the approach BC would take and then listed the steps we are proposing.

s.13

s.13

I'll book time for us to discuss how we are going to roll this out across ITD, JTT, Gov and others.

Tim

Tim Lesiuk

Executive Director, International Engagement
International Trade Division
Ministry of Jobs, Trade and Technology
Province of British Columbia
Mobile: [250.216.5893](tel:250.216.5893)
Email: tim.lesiuk@gov.bc.ca

From: [Lesiuk, Tim JTT:EX](#)
To: [Mayhew, Marnie EDUC:EX](#); [Cover, Dwayne EDUC:EX](#)
Subject: International Trade Representatives in Asia
Date: December 30, 2019 2:58:00 PM

Hi Marnie and Dwayne,

I hope both of you have had an enjoyable holiday season.

This note is to update you on our trade and investment representatives in Asia. We will not be contracting for trade and investment representative services in Asia beyond spring 2020. Future International Trade Division activities in Asia will be made through co-locating provincial public servants in the Government of Canada's Embassies and Consulates.

As you know, the province is making a concerted effort to diversify its international activities through the new International Engagement Framework. By being connected more closely with our federal partners we will broaden our network for businesses development, lower fixed costs for taxpayers and give ourselves more flexibility to expand our presence in Asia as we diversify our international activities. There are no changes to our representation in the United States or Europe. This new co-location model will take effect on April 1, 2020 for all offices in Asia.

Please let me know if you have any questions about this transition or would like to discuss further.

Sincerely,
Tim

Tim Lesiuk

Executive Director, International Engagement
International Trade Division
Ministry of Jobs, Trade and Technology
Province of British Columbia
Mobile: [250.216.5893](tel:250.216.5893)
Email: tim.lesiuk@gov.bc.ca

From: [Lesiuk, Tim JTT:EX](#)
To: [Edwardson, Jamie AEST:EX](#)
Cc: [Hoyle, William JTT:EX](#)
Subject: International Trade Representatives in Asia
Date: December 30, 2019 2:58:00 PM

Hi Jamie,

I hope you have had an enjoyable holiday season.

This note is to update you on our trade and investment representatives in Asia. We will not be contracting for trade and investment representative services in Asia beyond spring 2020. Future International Trade Division activities in Asia will be made through co-locating provincial public servants in the Government of Canada's Embassies and Consulates.

As you know, the province is making a concerted effort to diversify its international activities through the new International Engagement Framework. By being connected more closely with our federal partners we will broaden our network for businesses development, lower fixed costs for taxpayers and give ourselves more flexibility to expand our presence in Asia as we diversify our international activities. There are no changes to our representation in the United States or Europe. This new co-location model will take effect on April 1, 2020 for all offices in Asia.

Please let me know if you have any questions about this transition or would like to discuss further.

Sincerely,

Tim

Tim Lesiuk

Executive Director, International Engagement
International Trade Division
Ministry of Jobs, Trade and Technology
Province of British Columbia
Mobile: [250.216.5893](tel:250.216.5893)
Email: tim.lesiuk@gov.bc.ca

From: [Campbell, Tracy JTT:EX](#)
To: [JTT International Trade Division](#)
Subject: International Trade Representatives in Asia
Date: December 30, 2019 11:04:39 AM

Good morning,

As a follow up to our call this morning, today we informed our trade and investment representatives in Asia that we will not be contracting for their services beyond spring 2020. Future international market activities in Asia will be made through co-locating provincial public servants in the Government of Canada's Embassies and Consulates in the respective countries.

As you know, the province is making a concerted effort to diversify its international activities through the new International Engagement Framework. By being connected more closely with our federal partners we will broaden our network for businesses development, lower fixed costs for taxpayers and give ourselves more flexibility to expand our presence in Asia as we diversify our international activities. Some of our trade and investment's representatives' contracts will expire at the end of March and others will be provided notice as per their contract conditions. There are no changes to our representation in the United States or Europe. This new co-location model will take effect on April 1, 2020 for all offices in Asia.

Tim and his team will be working with the TIRs to manage the communication of this transition through our Division. All questions about this transition should be directed to either Tim or myself.

Thank you,

Tracy

Tracy Campbell | Assistant Deputy Minister
Ministry of Jobs, Trade & Technology
International Trade Division
Direct: 250-387-9180 | Cell: 250-516-1471

From: [Lesiuk, Tim JTT:EX](#)
To: [XT:Mizusawa, Ichiro JTT:IN](#); [XT:Aoshima, Michiko MIT:IN](#); [XT:Nakasuji, Tomoko DBC:IN](#); [XT:Kelter, Emi JTT:IN](#); seri@britishcolumbia.ca
Cc: [Ito, Akiko JTT:EX](#); [Hoyle, William JTT:EX](#)
Subject: International Trade Representatives in Asia
Date: January 2, 2020 8:34:00 PM

Dear Mizusawa-san, Aoshima-san, Nakasuji-san, Kelter-san, and Eri-san,

I'm writing to inform you that the Province will not be renewing our contract with Synergy Trade Ltd. Accordingly, the contract will terminate as of midnight March 31, 2020. We have also informed our other trade and investment representatives in Asia that we will not be contracting for their services beyond spring 2020. Future international market activities in Asia will be made through co-locating provincial public servants and locally engaged staff in the Government of Canada's Embassies and Consulates in the respective countries.

The Province wishes to ensure our international resources reflect our trade diversification framework, continue to meet the needs of British Columbia (BC) businesses and provide British Columbians the best value for their investment. That is why we are actively working with Global Affairs Canada to embed provincial employees and locally engaged staff in embassies and consulates across Asia. This will allow the Province to leverage the considerable international investments the federal government has made in Global Affairs Canada, the Canadian Trade Commissioner Services and Invest in Canada.

The Province will manage communication related to this transition to ensure our clients and stakeholders have accurate and timely information. I ask that you respect the confidential nature of this communication and our future discussions regarding BC operations in Japan.

To support a smooth transition and continuity of service to our clients and stakeholders, I have scheduled a follow up call with you next Monday, Jan 6 at 4:30pm (PST) to discuss additional details related to the conclusion of the contract.

I would like to thank you for your continued professional service and support to BC.

Sincerely,

Tim

Tim Lesiuk

Executive Director, International Engagement
International Trade Division
Ministry of Jobs, Trade and Technology
Province of British Columbia
Mobile: [250.216.5893](tel:250.216.5893)
Email: tim.lesiuk@gov.bc.ca

Calder, Kursti D JTT:EX

From: Smith, Siobian JTT:EX
Sent: November 21, 2019 3:32 PM
To: Calder, Kursti D JTT:EX
Cc: Subeh, Noor JTT:EX
Subject: FW: Model Costing
Attachments: CONFIDENTIAL_TIR Model Costing_All Markets_Nov. 2019.xlsx

Kursti,

Here is the model costing done by Noor. I see we have a meeting on Monday to discuss. Looking forward to it.
Siobian

Calder, Kursti D JTT:EX

From: Subeh, Noor JTT:EX
Sent: November 29, 2019 10:21 AM
To: Calder, Kursti D JTT:EX
Cc: Purcell, Jennifer JTT:EX; Smith, Siobian JTT:EX
Subject: RE: Model costing x 12
Attachments: CONFIDENTIAL_TIR Model Costing_All Markets_Nov. 2019_v.2.xlsx

Hi Kursti,

Here's the updated model costing document as per our discussions last week.

I also went through my emails - [s.13](#); [s.16](#)
[s.13](#); [s.16](#)

Kind regards,
Noor

From: Calder, Kursti D JTT:EX <Kursti.Calder@gov.bc.ca>
Sent: November 4, 2019 1:07 PM
To: Subeh, Noor JTT:EX <Noor.Subeh@gov.bc.ca>
Cc: Purcell, Jennifer JTT:EX <Jennifer.Purcell@gov.bc.ca>; Smith, Siobian JTT:EX <Siobian.Smith@gov.bc.ca>
Subject: Re: Model costing x 12

Thanks for keeping us posted.

Kursti

Sent from my iPhone

On Nov 4, 2019, at 12:02 PM, Subeh, Noor JTT:EX <Noor.Subeh@gov.bc.ca> wrote:

Hi Kursti,

Just an update - I have requested the co-location costs [s.13](#); [s.16](#) The earliest that she can provide the information is November 15th. I will work towards completing the model costing updates as soon as possible the week of November 18th.

If you have any questions, please let me know!

Noor

From: Calder, Kursti D JTT:EX <Kursti.Calder@gov.bc.ca>
Sent: October 29, 2019 3:00 PM
To: Subeh, Noor JTT:EX <Noor.Subeh@gov.bc.ca>; Purcell, Jennifer JTT:EX <Jennifer.Purcell@gov.bc.ca>

Cc: Smith, Siobian JTT:EX <Siobian.Smith@gov.bc.ca>

Subject: RE: Model costing x 12

Thanks Noor for this and all your great work on this. Very comprehensive!

From: Subeh, Noor JTT:EX <Noor.Subeh@gov.bc.ca>

Sent: Tuesday, October 29, 2019 12:00 PM

To: Calder, Kursti D JTT:EX <Kursti.Calder@gov.bc.ca>; Purcell, Jennifer JTT:EX <Jennifer.Purcell@gov.bc.ca>

Cc: Smith, Siobian JTT:EX <Siobian.Smith@gov.bc.ca>

Subject: RE: Model costing x 12

Hi Kursti and Jennifer,

As a follow-up to our meeting yesterday, I wanted to share the Word document outlining observations/analysis on the model costing.

If you have any questions, please let me know.

Kind regards,

Noor

From: Calder, Kursti D JTT:EX <Kursti.Calder@gov.bc.ca>

Sent: October 25, 2019 3:38 PM

To: Smith, Siobian JTT:EX <Siobian.Smith@gov.bc.ca>; Subeh, Noor JTT:EX <Noor.Subeh@gov.bc.ca>

Subject: FW: Model costing x 12

Hi there,

This is the spreadsheet that I am looking to unpack a little more – just want to understand what is behind some of the numbers. As I'm sure you are both very aware, this work is very confidential and the fact that we are delving deeper into this should not be discussed more broadly in the division – I may be stating the obvious ☺.

Have a great weekend!

Kursti

From: Lesiuk, Tim JTT:EX <Tim.Lesiuk@gov.bc.ca>

Sent: Tuesday, October 22, 2019 2:21 PM

To: Calder, Kursti D JTT:EX <Kursti.Calder@gov.bc.ca>

Subject: FW: Model costing x 12

Tim Lesiuk

Executive Director, International Engagement

International Trade Division

Ministry of Jobs, Trade and Technology

Province of British Columbia

Mobile: [250.216.5893](tel:250.216.5893)

Email: tim.lesiuk@gov.bc.ca

From: Collier, David JTT:EX

Sent: September 13, 2019 1:41 PM

To: Lesiuk, Tim JTT:EX <Tim.Lesiuk@gov.bc.ca>; Campbell, Tracy JTT:EX <Tracy.Campbell@gov.bc.ca>

Cc: Subeh, Noor JTT:EX <Noor.Subeh@gov.bc.ca>; Smith, Siobian JTT:EX <Siobian.Smith@gov.bc.ca>

Subject: Model costing x 12

Good afternoon,

Attached is an updated dynamic excel file showing the various model setup costs for 12 cities: I

s.13; s.16
s.13; s.16

s.13; s.16 You may play with the drop downs to change office type (co-located or on our own), # of people, and housing options.

I'd suggest setting up a time to walk you through these. This way, we can explain the methodologies, numbers, and calculations.

Big thanks to Noor for working on and pulling this all together.

Regards,
David

Calder, Kursti D JTT:EX

From: Hoyle, William JTT:EX
Sent: December 3, 2019 11:16 AM
To: Lesiuk, Tim JTT:EX
Cc: Calder, Kursti D JTT:EX
Subject: RE: Re: China Trade Commissioners

Tim – Additional information on China Trade Commissioners:

Further breakdown of TC presence in China if interested.

- Together with staff in 4 Consulates-General and 10 Canadian Commercial Corporation Representation Offices (CCCCRO), the federal China Network is 15 offices with approximately 115 Trade professionals
- s.13; s.16

•

Cheers,

W

From: Hoyle, William JTT:EX
Sent: Monday, December 2, 2019 5:50 PM
To: Lesiuk, Tim JTT:EX <Tim.Lesiuk@gov.bc.ca>
Subject: Re: China Trade Commissioners

Hi Tim,

s.13; s.16

Thanks,

Will

William Hoyle
A/Director, Trade Offices
Ministry of Jobs, Trade and Technology
604-655-8436

Calder, Kursti D JTT:EX

From: Subeh, Noor JTT:EX
Sent: December 9, 2019 2:46 PM
To: Calder, Kursti D JTT:EX
Cc: Smith, Siobian JTT:EX
Subject: Contacts at GAC

Hi Kursti,

At our meeting last week, Tim asked who I have been in contact with at GAC. I dug up some emails, I first reached out to Lucien Kalumba, who connected me with Chantal Di Franco at the Client Relations Division. Chantal then connected me with Céline Thérien, Senior Advisor at Client Relations Division and I have been in touch with her ever since.

Hope this helps.

Noor

Calder, Kursti D JTT:EX

From: Lesiuk, Tim JTT:EX
Sent: December 9, 2019 5:17 PM
To: Calder, Kursti D JTT:EX; Currie, David JTT:EX
Subject: Confidential - Draft material
Attachments: TIR Agreements - 191209.docx; Confidential Notice 191206-2.docx

Please keep confidential

Tim Lesiuk

Executive Director, International Engagement
International Trade Division
Ministry of Jobs, Trade and Technology
Province of British Columbia
Mobile: 250.216.5893
Email: tim.lesiuk@gov.bc.ca

From: Lesiuk, Tim JTT:EX
Sent: December 9, 2019 12:10 PM
To: Campbell, Tracy JTT:EX <Tracy.Campbell@gov.bc.ca>
Subject: Confidential - Draft note

Hi Tracy, first draft.

Still working on the next steps
Is this enough of a financial summary? Have much more detail if necessary
We had draft comms material David has started to convert to this purpose. Do you want that attached.
Also attached is draft notice.

Tim

Tim Lesiuk

Executive Director, International Engagement
International Trade Division
Ministry of Jobs, Trade and Technology
Province of British Columbia
Mobile: 250.216.5893
Email: tim.lesiuk@gov.bc.ca

MINISTRY OF JOBS, TRADE AND TECHNOLOGY

INFORMATION NOTE

Cliff #:

Date:

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

ISSUE: BC Trade and Investment Representatives in Asia

BACKGROUND:

- British Columbia uses a variety of service delivery models for our foreign offices including contractors, partnerships and staff embedded in Canadian Embassies.
- The province has decided to transition all representation in Asia to British Columbia staff embedded in the appropriate Canadian embassy or consulate, where direct representation is required, and support a broader network of locations with lower fixed office costs.
- Embedded staff may be supported by locally engaged staff or contractors as required.
- Updated regional strategies will guide the actions of British Columbia trade and investment over the next three year period and local operational plans will clearly identify activities and budget for in-market representatives.

DISCUSSION:

- The Ministry is seeking a management structure for trade and investment in-market representation that is more responsive and flexible than the current contract Trade and Investment Representative (TIR) structure.
- Global Affairs Canada has recently added new Trade Commissioner resources to the Asia market and has expressed renewed interest in supporting provincial in-market resources from their embassy and consular offices through their Memorandum of Understanding on Provincial and Territorial Co-Location in Canadian Diplomatic and Consular Missions Abroad (2016) (Appendix 1).
- Transition to embedded Canada Based Staff for representation in foreign offices is expected to reduce annual fixed costs and allow for the expansion of British Columbia representation across Asia.
- A cost comparison of Managing Director and office costs for current Asia TIR offices is provided:

s.13; s.17

-
-
- Program and subcontractor spending is expected to remain consistent with previous years and will be based on recommendations of the cross-government Asia Regional Team.
- Several TIR contracts will expire on March 31, 2020:
 - Beijing
 - Shanghai
 - Guangzhou
 - Hong Kong
 - Tokyo
 - Singapore
- Other contracts will be provided 90 business day notice of termination ending April:
 - Seoul – expires 2021
 - Manila – expires 2022
 - Jakarta – expires 2022
 - India – expires 2021
-

NEXT STEPS:

s.14

s.16; s.17

- Prepare communications materials including Key Messages and Issues Note, Information Bulletin? (December)
- Provide notice of non-renewal or termination to existing contractors and office space providers (December)

s.16; s.17

- Transition BC and foreign clients to BC country managers for interim contact (January through February)
- Hiring and training new embedded and local staff (
-

s.13; s.17

ATTACHMENTS:

- Memorandum of Understanding on Provincial and Territorial Co-Location (2016)
- Draft Workplan

ADM Contact: Tracy Campbell 250-516-1471

Prepared by: Name, Title, Division

Reviewed by		
Dir:	ED:	ADM:

Page 057 of 174

Withheld pursuant to/removed as

s.13

Message to Deputy Ministers

Re: International Trade Representatives in Asia

Good morning,

Today we will be informing our trade and investment representatives in Asia that we will not be contracting for their services beyond spring 2020. Future international market activities in Asia will be made through co-locating provincial public servants in the Government of Canada's Embassies and Consulates in the respective countries.

As you know, the province is making a concerted effort to diversify its international activities through the new International Engagement Framework. By being connected more closely with our federal partners we will broaden our network for businesses development, lower fixed costs for taxpayers and give ourselves more flexibility to expand our presence in Asia as we diversify our international activities.

Some of our trade and investment's representatives' contracts will expire at the end of March and others will be provided notice as per their contract conditions. There are no changes to our representation in the United States or Europe. This new co-location model will take effect on April 1, 2020 for all offices in Asia.

s.13

s.13 JTT will

be working with our contractors to manage the communication of this transition through the International Trade Division and are asking them to direct all inquiries to my office. I would also ask that all of you to direct any questions you may receive about this transition to my office.

Sincerely,

JTT-DM

From: [Ito, Akiko JTT:EX](#)
To: [Lesiuk, Tim JTT:EX](#)
Subject: Notice for Tokyo office
Date: January 2, 2020 5:56:05 PM
Importance: High

Hi Tim,

I've drafted the notice below. I've used most of the wording from the letter. Please have a look and make any necessary edits before sending this to Tokyo TIRs. I appreciate if you could send this tonight or tomorrow morning.

Tokyo TIRs email addresses:

Ichiro Mizusawa - imizusawa@britishcolumbia.ca
Michiko Aoshima - maoshima@britishcolumbia.ca
Tomoko Nakasuji - tnakasuji@britishcolumbia.ca
Emi Kelter - ekelter@britishcolumbia.ca
Shiho Eri - seri@britishcolumbia.ca

I'm writing this notice to inform you that the Province will not exercising its option to renew the contract with Synergy Trade Ltd. Accordingly, the contract will terminate as of midnight March 31, 2020. We also informed our trade and investment representatives in Asia that we will not be contracting for their services beyond spring 2020. Future international market activities in Asia will be made through co-locating provincial public servants in the Government of Canada's Embassies and Consulates in the respective countries.

The Province wishes to ensure our international resources reflect our trade diversification framework, continue to meet the needs of British Columbia (BC) businesses and provide British Columbians the best value for their investment. That is why we are actively working with Global Affairs Canada to embed provincial employees in embassies and consulates across Asia. This will allow the Province to leverage the considerable international investments the federal government has made in Global Affairs Canada, the Canadian Trade Commissioner Services and Invest in Canada.

The Province will manage all communication related to this transition to ensure our clients and stakeholders have accurate and timely information. This notice and any communication related to this matter is therefore confidential and is not for distribution unless specifically approved by my office.

To support a smooth transition and continuity of service to our clients and stakeholders, I have scheduled a follow up call with you and your team next Monday, Jan 6 at 4:30pm (PST) to discuss additional details related to the conclusion of the contract.

I would like to thank you for your continued professional service and support to BC.

Sincerely,

Tim Lesiuk

Akiko Ito

Manager, Japan

International Engagement Division

Ministry of Jobs, Trade and Technology

Suite 730-999 Canada Place

Vancouver, British Columbia

Canada V6C 3E1

Phone: 604 660-5873

Mobile: 604-362-5112

Akiko.Ito@gov.bc.ca

www.britishcolumbia.ca | [@BCTradeInvest](#) | [LinkedIn](#) | [YouTube](#)



From: [Ito, Akiko JTT:EX](#)
To: [Zhu, Aijuan JTT:EX](#)
Cc: [Lesiuk, Tim JTT:EX](#); [Hoyle, William JTT:EX](#)
Subject: Notice re contract #FC15563241
Date: December 30, 2019 5:56:57 PM
Attachments: [Notice Re Contract #FC15563241 - Ho Hing Consultancy.msg](#)

Hi Aijuan,

FYI – attached email was sent to Kevin today.

Thanks,

Aki

From: [Ito, Akiko JTT:EX](#)
To: [Zhu, Raymond JTT:EX](#)
Cc: [Lesiuk, Tim JTT:EX](#); [Hoyle, William JTT:EX](#)
Subject: Notice re contract #FC15563242
Date: December 30, 2019 5:55:15 PM
Attachments: [Notice Re Contract #FC15563242 - Guangzhou Jiayue Business Consulting Co. Ltd..msg](#)

Hi Raymond,

FYI – attached email was sent to Cathy today.

Thanks,

Aki

From: [Ito, Akiko JTT:EX](#)
To: [Cho, Janet Y JTT:EX](#)
Cc: [Lesiuk, Tim JTT:EX](#); [Hoyle, William JTT:EX](#)
Subject: Notice re contract #FC16564330A and #FC18564403
Date: December 30, 2019 5:51:32 PM
Attachments: [Notice Re Contract #FC16564330A - ASPAC Tradelinks Consultants Inc..msg](#)
[Notice Re Contract #FC18564403 - Bluespan Asia Pte. Ltd..msg](#)

Hi Janet,

FYI – attached emails were sent to Eva and Michael today.

Thanks,

Aki

From: [Ito, Akiko JTT:EX](#)
To: [Bains, Harbs JTT:EX](#)
Cc: [Lesiuk, Tim JTT:EX](#); [Hoyle, William JTT:EX](#)
Subject: Notice re contract #FC17561353A
Date: December 30, 2019 5:53:19 PM
Attachments: [Notice Re Contract #FC17561353A - Dynamis Global.msg](#)

Hi Harbs,

FYI – attached email was sent to Rooma today.

Thanks,

Aki

From: [Ito, Akiko JTT:EX](#)
To: [Bains, Harbs JTT:EX](#)
Cc: [Lesiuk, Tim JTT:EX](#); [Hoyle, William JTT:EX](#)
Subject: Notice re contract #FC17561353A
Date: December 30, 2019 5:53:19 PM
Attachments: [Notice Re Contract #FC17561353A - Dynamis Global.msg](#)

Hi Harbs,

FYI – attached email was sent to Rooma today.

Thanks,

Aki

From: [Ito, Akiko JTT:EX](#)
To: [Bui, Tuan JTT:EX](#)
Cc: [Hoyle, William JTT:EX](#); [Lesiuk, Tim JTT:EX](#)
Subject: Notice re contract #FC17564345A and #FC16561298
Date: December 30, 2019 5:47:56 PM
Attachments: [Notice Re Contract #FC17564345A - PT. BCI Niaga Indonesia.msg](#)
[Notice Re Contract #FC16561298 - Pacific Coast Co Ltd..msg](#)

Hi Tuan,

FYI – the attached emails were sent to Vira and Luke today.

Thank you,

Aki

From: [Lesiuk, Tim JTT:EX](#)
To: [XT:Tsui, Kevin JTT:IN](#)
Cc: [Campbell, Tracy JTT:EX](#); [Hoyle, William JTT:EX](#)
Subject: Notice Re: Contract #FC15563241 - Ho Hing Consultancy
Date: December 30, 2019 9:41:16 AM
Attachments: [Confidential - Ho Hing Consultancy Inc - FC15563241.pdf](#)

Dear Kevin,

Please find attached a notice regarding the contract FC15563241 with Ho Hing Consultancy. You will also receive this written notice by courier.

Sincerely,
Tim

Tim Lesiuk

Executive Director, International Engagement
International Trade Division
Ministry of Jobs, Trade and Technology
Province of British Columbia
Mobile: [250.216.5893](tel:250.216.5893)
Email: tim.lesiuk@gov.bc.ca

From: [Lesiuk, Tim JTT:EX](#)
To: [XT:Tsui, Kevin JTT:IN](#)
Cc: [Campbell, Tracy JTT:EX](#); [Hoyle, William JTT:EX](#)
Subject: Notice Re: Contract #FC15563241 - Ho Hing Consultancy
Date: December 30, 2019 9:41:00 AM
Attachments: [Confidential - Ho Hing Consultancy Inc - FC15563241.pdf](#)

Dear Kevin,

Please find attached a notice regarding the contract FC15563241 with Ho Hing Consultancy. You will also receive this written notice by courier.

Sincerely,
Tim

Tim Lesiuk

Executive Director, International Engagement
International Trade Division
Ministry of Jobs, Trade and Technology
Province of British Columbia
Mobile: [250.216.5893](tel:250.216.5893)
Email: tim.lesiuk@gov.bc.ca

From: [Lesiuk, Tim JTT:EX](#)
To: [XT:Yao, Cathy JTT:IN](#)
Cc: [Campbell, Tracy JTT:EX](#); [Hoyle, William JTT:EX](#)
Subject: Notice Re: Contract #FC15563242 - Guangzhou Jiayue Business Consulting Co., Ltd.
Date: December 30, 2019 9:41:17 AM
Attachments: [Confidential - Guangzhou Jiayue Consulting Co Ltd - FC15563242.pdf](#)

Dear Cathy,

Please find attached a notice regarding the contract FC15563242 with Guangzhou Jiayue Business Consulting Co., Ltd. You will also receive this written notice by courier.

Sincerely,
Tim

Tim Lesiuk

Executive Director, International Engagement
International Trade Division
Ministry of Jobs, Trade and Technology
Province of British Columbia
Mobile: [250.216.5893](tel:250.216.5893)
Email: tim.lesiuk@gov.bc.ca

From: [Lesiuk, Tim JTT:EX](#)
To: [XT:Yao, Cathy JTT:IN](#)
Cc: [Campbell, Tracy JTT:EX](#); [Hoyle, William JTT:EX](#)
Subject: Notice Re: Contract #FC15563242 - Guangzhou Jiayue Business Consulting Co., Ltd.
Date: December 30, 2019 9:41:00 AM
Attachments: [Confidential - Guangzhou Jiayue Consulting Co Ltd - FC15563242.pdf](#)

Dear Cathy,

Please find attached a notice regarding the contract FC15563242 with Guangzhou Jiayue Business Consulting Co., Ltd. You will also receive this written notice by courier.

Sincerely,
Tim

Tim Lesiuk

Executive Director, International Engagement
International Trade Division
Ministry of Jobs, Trade and Technology
Province of British Columbia
Mobile: [250.216.5893](tel:250.216.5893)
Email: tim.lesiuk@gov.bc.ca

From: [Lesiuk, Tim JTT:EX](#)
To: [XT:Shim, Luke JTT:IN](#)
Cc: [Campbell, Tracy JTT:EX](#); [Hoyle, William JTT:EX](#)
Subject: Notice Re: Contract #FC16561298 - Pacific Coast Co Ltd.
Date: December 30, 2019 9:41:21 AM
Attachments: [Confidential - Pacific Coast Co Ltd - FC16561298.pdf](#)

Dear Luke,

Please find attached a notice regarding the contract FC16561298 with Pacific Coast Co Ltd. You will also receive this written notice by courier.

Sincerely,
Tim

Tim Lesiuk

Executive Director, International Engagement
International Trade Division
Ministry of Jobs, Trade and Technology
Province of British Columbia
Mobile: [250.216.5893](tel:250.216.5893)
Email: tim.lesiuk@gov.bc.ca

From: [Lesiuk, Tim JTT:EX](#)
To: [XT:Shim, Luke JTT:IN](#)
Cc: [Campbell, Tracy JTT:EX](#); [Hoyle, William JTT:EX](#)
Subject: Notice Re: Contract #FC16561298 - Pacific Coast Co Ltd.
Date: December 30, 2019 9:41:00 AM
Attachments: [Confidential - Pacific Coast Co Ltd - FC16561298.pdf](#)

Dear Luke,

Please find attached a notice regarding the contract FC16561298 with Pacific Coast Co Ltd. You will also receive this written notice by courier.

Sincerely,
Tim

Tim Lesiuk

Executive Director, International Engagement
International Trade Division
Ministry of Jobs, Trade and Technology
Province of British Columbia
Mobile: [250.216.5893](tel:250.216.5893)
Email: tim.lesiuk@gov.bc.ca

From: [Lesiuk, Tim JTT:EX](#)
To: [XT:Yazon, Eva JTT:IN](#)
Cc: [Campbell, Tracy JTT:EX](#); [Hoyle, William JTT:EX](#)
Subject: Notice Re: Contract #FC16564330A - ASPAC Tradelinks Consultants Inc.
Date: December 30, 2019 9:41:23 AM
Attachments: [Confidential - ASPAC Tradelinks Consultants Inc - FC16564330A.pdf](#)

Dear Eva,

Please find attached a notice regarding the contract FC16564330A with ASPAC Tradelinks Consultants Inc. You will also receive this written notice by courier.

Sincerely,
Tim

Tim Lesiuk

Executive Director, International Engagement
International Trade Division
Ministry of Jobs, Trade and Technology
Province of British Columbia
Mobile: [250.216.5893](tel:250.216.5893)
Email: tim.lesiuk@gov.bc.ca

From: [Lesiuk, Tim JTT:EX](#)
To: [XT:Yazon, Eva JTT:IN](#)
Cc: [Campbell, Tracy JTT:EX](#); [Hoyle, William JTT:EX](#)
Subject: Notice Re: Contract #FC16564330A - ASPAC Tradelinks Consultants Inc.
Date: December 30, 2019 9:41:00 AM
Attachments: [Confidential - ASPAC Tradelinks Consultants Inc - FC16564330A.pdf](#)

Dear Eva,

Please find attached a notice regarding the contract FC16564330A with ASPAC Tradelinks Consultants Inc. You will also receive this written notice by courier.

Sincerely,
Tim

Tim Lesiuk

Executive Director, International Engagement
International Trade Division
Ministry of Jobs, Trade and Technology
Province of British Columbia
Mobile: [250.216.5893](tel:250.216.5893)
Email: tim.lesiuk@gov.bc.ca

From: [Lesiuk, Tim JTT:EX](#)
To: [XT:Bussi, Rooma JTT:IN](#)
Cc: [Campbell, Tracy JTT:EX](#); [Hoyle, William JTT:EX](#)
Subject: Notice Re: Contract #FC17561353A - Dynamis Global
Date: December 30, 2019 9:41:20 AM
Attachments: [Confidential - Dynamis Global - FC17561353A.pdf](#)

Dear Rooma,

Please find attached a notice regarding the contract FC17561353A with Dynamis Global. You will also receive this written notice by courier.

Sincerely,
Tim

Tim Lesiuk

Executive Director, International Engagement
International Trade Division
Ministry of Jobs, Trade and Technology
Province of British Columbia
Mobile: [250.216.5893](tel:250.216.5893)
Email: tim.lesiuk@gov.bc.ca

From: [Lesiuk, Tim JTT:EX](#)
To: [XT:Bussi, Rooma JTT:IN](#)
Cc: [Campbell, Tracy JTT:EX](#); [Hoyle, William JTT:EX](#)
Subject: Notice Re: Contract #FC17561353A - Dynamis Global
Date: December 30, 2019 9:41:00 AM
Attachments: [Confidential - Dynamis Global - FC17561353A.pdf](#)

Dear Rooma,

Please find attached a notice regarding the contract FC17561353A with Dynamis Global. You will also receive this written notice by courier.

Sincerely,
Tim

Tim Lesiuk

Executive Director, International Engagement
International Trade Division
Ministry of Jobs, Trade and Technology
Province of British Columbia
Mobile: [250.216.5893](tel:250.216.5893)
Email: tim.lesiuk@gov.bc.ca

From: [Lesiuk, Tim JTT:EX](#)
To: [XT:Soekardiman, Vira JTT:IN](#)
Cc: [Campbell, Tracy JTT:EX](#); [Hoyle, William JTT:EX](#)
Subject: Notice Re: Contract #FC17564345A - PT. BCI Niaga Indonesia
Date: December 30, 2019 9:41:22 AM
Attachments: [Confidential - PT BCI Niaga Indonesia - FC17564345A.pdf](#)

Dear Vira,

Please find attached a notice regarding the contract FC17564345A with PT. BCI Niaga Indonesia. You will also receive this written notice by courier.

Sincerely,
Tim

Tim Lesiuk

Executive Director, International Engagement
International Trade Division
Ministry of Jobs, Trade and Technology
Province of British Columbia
Mobile: [250.216.5893](tel:250.216.5893)
Email: tim.lesiuk@gov.bc.ca

From: [Lesiuk, Tim JTT:EX](#)
To: [XT:Soekardiman, Vira JTT:IN](#)
Cc: [Campbell, Tracy JTT:EX](#); [Hoyle, William JTT:EX](#)
Subject: Notice Re: Contract #FC17564345A - PT. BCI Niaga Indonesia
Date: December 30, 2019 9:41:00 AM
Attachments: [Confidential - PT BCI Niaga Indonesia - FC17564345A.pdf](#)

Dear Vira,

Please find attached a notice regarding the contract FC17564345A with PT. BCI Niaga Indonesia. You will also receive this written notice by courier.

Sincerely,
Tim

Tim Lesiuk

Executive Director, International Engagement
International Trade Division
Ministry of Jobs, Trade and Technology
Province of British Columbia
Mobile: [250.216.5893](tel:250.216.5893)
Email: tim.lesiuk@gov.bc.ca

From: [Lesiuk, Tim JTT:EX](#)
To: [XT:Nicholas, Michael JTT:IN](#)
Cc: [Campbell, Tracy JTT:EX](#); [Hoyle, William JTT:EX](#)
Subject: Notice Re: Contract #FC18564403 - Bluespan Asia Pte. Ltd.
Date: December 30, 2019 9:41:17 AM
Attachments: [Confidential - Bluespan Asia Pte Ltd - FC18564403.pdf](#)

Dear Michael,

Please find attached a notice regarding the contract FC18564403 with Bluespan Asia Pte. Ltd. You will also receive this written notice by courier.

Sincerely,
Tim

Tim Lesiuk

Executive Director, International Engagement
International Trade Division
Ministry of Jobs, Trade and Technology
Province of British Columbia
Mobile: [250.216.5893](tel:250.216.5893)
Email: tim.lesiuk@gov.bc.ca

From: [Lesiuk, Tim JTT:EX](#)
To: [XT:Nicholas, Michael JTT:IN](#)
Cc: [Campbell, Tracy JTT:EX](#); [Hoyle, William JTT:EX](#)
Subject: Notice Re: Contract #FC18564403 - Bluespan Asia Pte. Ltd.
Date: December 30, 2019 9:41:00 AM
Attachments: [Confidential - Bluespan Asia Pte Ltd - FC18564403.pdf](#)

Dear Michael,

Please find attached a notice regarding the contract FC18564403 with Bluespan Asia Pte. Ltd. You will also receive this written notice by courier.

Sincerely,
Tim

Tim Lesiuk

Executive Director, International Engagement
International Trade Division
Ministry of Jobs, Trade and Technology
Province of British Columbia
Mobile: [250.216.5893](tel:250.216.5893)
Email: tim.lesiuk@gov.bc.ca

From: [Merkel, Carla JTT:EX](#)
To: [Smith, Siobian JTT:EX](#)
Cc: [Campbell, Tracy JTT:EX](#); [Urquhart, Brian JTT:EX](#); [Cruz, Jon JTT:EX](#); [White, Joanna JTT:EX](#)
Subject: Office Costs - media request
Date: January 3, 2020 3:29:03 PM
Attachments: [Asia expenses.xlsx](#)

Hi Siobian,

Our finance team has prepared the attached report for FY19 Asia TIR Contractor amounts (see breakdown in excel doc).

s.13

Please let me know if you have any questions or would like to review the document in detail over a call.

Thanks,
Carla
250-883-4185

From: [Lesiuk, Tim JTT:EX](#)
To: [Ito, Akiko JTT:EX](#); [Hoyle, William JTT:EX](#)
Subject: Please provide these notices to the appropriate managers in your group for reference
Date: December 30, 2019 1:27:00 PM
Attachments: [Notice Re Contract #FC16564330A - ASPAC Tradelinks Consultants Inc..msg](#)
[Notice Re Contract #FC17564345A - PT. BCI Niaga Indonesia.msg](#)
[Notice Re Contract #FC16561298 - Pacific Coast Co Ltd..msg](#)
[Notice Re Contract #FC17561353A - Dynamis Global.msg](#)
[Notice Re Contract #FC18564403 - Bluespan Asia Pte. Ltd..msg](#)
[Notice Re Contract #FC15563242 - Guangzhou Jiayue Business Consulting Co. Ltd..msg](#)
[Notice Re Contract #FC15563241 - Ho Hing Consultancy.msg](#)

Ministry of Jobs, Trade and Technology
Questions & Answers
International Office Transitions in Asia
Dec. 31, 2019

Key Messages

- Increasing trade is a priority for our government.
- The international trade and investment landscape is continually changing, and our approach needs to adapt.
- We are transitioning our trade and investment services in Asia from a contractor model to one where we co-locate provincial public servants in Canadian Embassies and Consulates.
- Our overall budget is not changing.
- This is about creating better value—setting us up for continued success in existing markets while further diversifying our trade efforts in newer emerging markets.
- We think this change will better serve B.C. businesses and give British Columbians the best value for their investment.
- The funds we no longer have to spend on expensive office leases will go directly into supporting B.C. businesses on the ground in Asia through in-bound and out-bound visits with key buyers, matchmaking and developing opportunities in new sectors and new markets.
- For example, the Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP) with Canada is opening up new trade and investment opportunities with countries including Vietnam and Japan.
- In June 2019, our ministry helped connect international seafood buyers from Eastern Europe and Vietnam with B.C. companies in the Comox Valley and North Island region during the BC Seafood Expo. Estimated value of anticipated sales deals is \$4.3 million.

Questions and Answers

What is the change?

- Yesterday - in accordance with the terms of our contracts - the Province provided advance notification to our TIRs in Asia that we will not be renewing their contracts.
- We are moving to a model where we embed provincial resources within Embassies and Consulates effective April 1, 2020.
- This is a similar arrangement that Ontario, Quebec and Alberta have used for their international networks.

- The province will be posting the new positions to represent B.C. through an open competitive process.
- We will encourage our current representatives to put their names forward to fulfill those roles.

If pressed on contract details:

- Three contracts were scheduled to expire March 31, 2020.
- Four contractors were provided with 90 business days' notice, per the terms of the contract.
- And two contracts have already ended (Hong Kong and Tokyo).

Why are you doing this?

- The international trade and investment landscape is continually changing, and our approach needs to adapt.
- We are making an operational change in how our international trade and investment services will be delivered (employee vs. contractor)
- B.C. will continue to support B.C. firms to export and attract the right kind of investment to grow our economy and raise living standards for British Columbians
- This new approach will take advantage of the considerable international resources the Federal Government has through its Trade Commissioner Service and its Invest in Canada teams.
- We will broaden our business network, align our activities with the Province's economic priorities to better meet the needs of B.C. businesses, and lower fixed costs.

If pressed on whether this decision was linked to budget pressures:

- This operational change is about improving services and diversifying our trade network.
- Any cost savings will be redeployed to expand of our network and increase the program dollars we are spending to support B.C. businesses.
- The Province is currently spending ~ \$1.6 million to maintain office space within Asia.
- Moving to a co-location model means we can re-invest these significant savings into new diversification initiatives that benefit B.C. businesses.

Who have you talked to this change about?

- The first step in the process was to notify our contractors.
- As this change doesn't take effect until April 1, 2020, we have given ourselves ample time to talk to all our stakeholders about this transition.
- Of course, we have been speaking to Global Affairs Canada for some time about this.

- I have a very good working relationship with them and they are very supportive of our decision to co-locate.

If pressed on specific stakeholders consulted:

- As I mentioned, there have been ongoing, productive discussions with the federal government.
- My staff has also spoken with key domestic stakeholders like our Export Navigator team, Forestry Innovation Investment, Council of Forestry Industries and InnovateBC.
- As we transition to this new model, we will continue to speak with key groups like the Consul-Generals of Asia located in B.C.
- I will also use the very good working relationships I have with Ian Burney, the Canadian Ambassador to Japan and Michael Danagher, Canadian Ambassador to Korea in Seoul. I will be speaking to both to discuss the province's trade and investment priorities for Korea and Japan.
- Finally, I will be meeting with the Canada's Ambassador to China on January 6th and will be discussing B.C.'s new model.

What happens to the Trade and Investment Representatives in these locations?

- The Province has a strong working relationship with its trade and investment representatives in Asia. They bring valuable expertise to the table.
- The trade and investment representatives have been given ample notice that B.C. will not be renewing their contracts.
- The province will be posting the in-market positions to represent B.C through the open-bidding process.
- We encourage our current representatives to put their names forward to fulfill those roles.

Why did you not announce this publicly?

- This is just an operational change; we are simply switching from a contractor to an employee model and initiating savings by co-locating, where possible, with federal trade commissioner offices and other existing locations.
- Any announcements of new representatives in new locations would be made public once in place.

How is B.C. doing in international trade?

- As of October 2019, total year-to-date international exports were about \$36.4 billion, down 5.9% from the same period in 2018.
- On an annual basis, B.C.'s exports have shown strong growth, reaching \$46.3 billion in 2018, up 7.1% from 2017.

- We continue to monitor and adapt to global economic changes.
- Our new International Engagement Framework will set us up for success in markets where we already have a presence—and provide a path forward to boosting trade and investment in new markets.

Why are you only terminating contracts for the representatives based in Asia?

- Doing business in Asia has an additional layer of complexity for the Province.
- Asia has different systems for administering contract law and for registering a business compared to the United States or Europe.
- We want to manage our offices in Asia in a way that simplifies our business there.
- This arrangement will give us more flexibility for expanding our network as we diversify B.C.'s international activities.
- It will also help ensure our international resources reflect the province's trade diversification plans, meet the needs of B.C. businesses and give British Columbians the best value for the investment they are making.

Are you pulling out of China? Indonesia? Philippines? Other countries?

- No.
- There are no plans to change services levels in any country we currently serve.
- It is a good time to look at our international resources.
- The Federal Government has significant resources in Asia that we can use to grow our economic activity there.

Is the Province giving up on China because the relationship has become difficult?

- We are making these changes across all our offices in Asia, not just in China.
- We share strong trade and cultural ties with China.
- China is our second largest trading partner, and almost 456,000 people of Chinese descent call B.C. home.
- We will continually engage China and support B.C. companies that do business with China while we defend Canadian values and interests.

Are you changing the Trade and Investment Representatives in the U.S. and Europe?

- There are no changes for the arrangements with our trade and investment representatives in the U.S. and Europe.
- British Columbia has always used a variety of service delivery models for our foreign offices.
- We will continue to have a mix of international service models to suit the unique needs of each market we are doing business in.

How much will this transition cost, and how much will the new approach potentially reduce expenditures in the future?

- The move to co-locating provincial staff in Canadian Embassies and Consulates will save the province money.
- The final reconciliation of all costs will be made in accordance with the contracts once all the changes and new hires are in place.

What was the annual lease rate for the office in Beijing?

- The lease rate was \$680,000 for the Beijing and Shanghai offices.
- The savings will be re-invested in activities that help diversify trade and attract investment to our province.

Was this change driven by concerns about the Provincial budget?

- Changes to the TIR approach followed a comprehensive program evaluation. This is not a reaction to the Provincial budget update.
- We always want to make sure our international resources are giving British Columbians the best value for the investment they are making.
- Our goal is to grow our network and our results for B.C. without growing our budget.

Are you decreasing the priority government places on international engagement?

- We want to expand and diversify our international presence.
- Lowering some of our fixed costs will allow us to do that.

Are you changing the number of reps located in each city? Are you pulling out of any cities?

- While we won't pull out of any country, the new model gives us the flexibility to move in and out of cities as needed without a long-term commitment to cover multiple expensive office leases.
- Part of this plan involves consolidating trade representatives for a region rather than just one country.
- For example, activities in the ASEAN region could be coordinated from a single centre, allowing us to support businesses in a broader range of countries than is now served.

Did you consult with businesses when making this decision?

- We did. This change is a result of an extensive review and consultation process that included engagement with various local and international stakeholders, including B.C. economic development agencies, sector associations and federal trade representatives.
- This was not a secret.

- We had conversations with the opposition in the estimates debate following the release of the February 2019 budget. This was known a long time ago.

Your trade and investment reps in Asia have valuable relationships and market knowledge.

How will you avoid squandering their expertise and relationships built?

- We encourage our current trade and investment representatives to put their names forward to fulfill those roles.
- Our trade and investment network is just that, a network that includes contractors outside of B.C. working directly with staff in B.C.
- Our client relationship management system will allow us to transfer any existing relationships to our new team and continue to support positive economic outcomes for B.C. companies.

-END-

From: [Campbell, Tracy JTT:EX](#)
To: [Little, Christine JTT:EX](#); [Alexa Young](#)
Cc: [Lesiuk, Tim JTT:EX](#)
Subject: RE: BC Trade Offices in Asia
Date: December 31, 2019 6:54:56 AM

Thanks, Christine.

Good morning, Alexa. Fazil forwarded your email last night and you're top of my list to call this morning. What time works for you?

Thanks
Tracy

Tracy Campbell | Assistant Deputy Minister
Ministry of Jobs, Trade & Technology
International Trade Division
Direct: 250-387-9180 | Cell: 250-516-1471

From: Little, Christine JTT:EX <Christine.Little@gov.bc.ca>
Sent: December 31, 2019 6:49 AM
To: Alexa Young <young@cofi.org>
Cc: Campbell, Tracy JTT:EX <Tracy.Campbell@gov.bc.ca>; Lesiuk, Tim JTT:EX <Tim.Lesiuk@gov.bc.ca>
Subject: Re: BC Trade Offices in Asia

Good morning Alexa, the best people to talk to are Tracy Campbell, ADM for International Trade or Tim Lesiuk. I have cc'd them on this message so they have your contact details and can get in touch.

Christine Little
Assistant Deputy Minister
Ministry of Jobs Trade and Technology
Small Business, Jobs and Workforce
Executive Assistant: Olivia.Young@gov.bc.ca
Phone: (778) 698-1708

On Dec 30, 2019, at 9:36 PM, Alexa Young <young@cofi.org> wrote:

Hi Christine,
I hope all is well with you. I understand Fazil is s.22. As per
below, I am hoping to connect with someone at JTT regarding BC trade offices in Asia.
Please let me know if you have an opportunity to connect at your earliest convenience.
Many thanks!
Alexa

Sent from my iPhone

Begin forwarded message:

From: young@cofi.org
Date: December 30, 2019 at 9:30:42 PM PST
To: fazil.mihlar@gov.bc.ca
Subject: BC Trade Offices in Asia

Hi Fazil,
Hope you have had a nice holiday season and that all finds you well.
Checking in re: BC trade offices in Asia. I am seeing some online discussion
re: possible Provincial developments and co-locating with Canadian
embassies etc.
If you or anyone from your team is able to share any additional
information, it would be greatly appreciated.
I can be reached at 778.229.6885.
Thank you Fazil,
Alexa

Alexa Young
Vice President, Government and Public
Affairs

Work: [604.891.1213](tel:604.891.1213)
Mobile: [778.229.6885](tel:778.229.6885)
Email: young@cofi.org

[<image001.png>](#)

Sent from my iPhone

From: [Lesiuk, Tim JTT:EX](#)
To: [XT:Yazon, Eva JTT:IN](#)
Cc: [Hoyle, William JTT:EX](#); [Ito, Akiko JTT:EX](#); [Charchuk, Lynda JTT:EX](#); [Macdonell, Alison JTT:EX](#)
Subject: Re: Conference call - ASPAC Tradelinks Consultants Inc.
Date: December 30, 2019 10:40:12 PM

Thank you Eva,

Would it be possible to have the call at 5:00 (PST) as I have another call at 4:00?

Sincerely,
Tim

Tim Lesiuk
Executive Director, International Engagement
International Trade Division
Ministry of Jobs, Trade and Technology
British Columbia, Canada
Tim.lesiuk@gov.bc.ca
Mobile: +1 (250) 216-5893

On Dec 30, 2019, at 9:46 PM, Yazon Eva -MANILA - MD wrote:

Hi Tim,

Many thanks for your email. I am available for a call on Jan 2 at 4:30 pm (PST).

Happy holidays and all the best for 2020!

Kind regards,

Eva

On 31 Dec 2019, at 12:02 PM, Lesiuk, Tim JTT:EX <Tim.Lesiuk@gov.bc.ca> wrote:

Hello Eva,
As indicated in my letter I would like to arrange a call on January 2 to discuss the notification and next steps. Please could you let me know what times between 9:30 am and 7 pm PST would be most convenient for a call. We will send you call in information when we receive your preferred times.

Thank you

Tim

Tim Lesiuk

Executive Director, International Engagement

International Trade Division
Ministry of Jobs, Trade and Technology
Province of British Columbia
Mobile: [250.216.5893](tel:250.216.5893)
Email: tim.lesiuk@gov.bc.ca

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From: [Lesiuk, Tim JTT:EX](#)
To: [XT:Nicholas, Michael JTT:IN](#)
Cc: [Hoyle, William JTT:EX](#); [Ito, Akiko JTT:EX](#); [Charchuk, Lynda JTT:EX](#); [Macdonell, Alison JTT:EX](#)
Subject: Re: Conference call - Bluespan Asia Pte. Ltd.
Date: December 30, 2019 10:41:56 PM

Thank you Michael,

I'll send call in information for 11:00 am (PST).

Sincerely,
Tim

Tim Lesiuk
Executive Director, International Engagement
International Trade Division
Ministry of Jobs, Trade and Technology
British Columbia, Canada
Tim.lesiuk@gov.bc.ca
Mobile: +1 (250) 216-5893

On Dec 30, 2019, at 8:10 PM, Nicholas, Michael - SINGAPORE wrote:

Dear Tim,

I could be available for a call at 11:00am or 1:30pm on January 2nd if one of those times works for you.

Regards,

Michael

From: Lesiuk, Tim JTT:EX
Sent: Monday, December 30, 2019 8:02 PM
To: XT:Nicholas, Michael JTT:IN
Cc: Hoyle, William JTT:EX; Ito, Akiko JTT:EX; Charchuk, Lynda JTT:EX; Macdonell, Alison JTT:EX

Subject: Conference call - Bluespan Asia Pte. Ltd.

Hello Michael,

As indicated in my letter I would like to arrange a call on January 2 to discuss the notification and next steps. Please could you let me know what times between 9:30 am and 7 pm PST would be most convenient for a call. We will send you call in information when we receive your preferred times.

Thank you

Tim

Tim Lesiuk

Executive Director, International Engagement

International Trade Division

Ministry of Jobs, Trade and Technology

Province of British Columbia

Mobile: [250.216.5893](tel:250.216.5893)

Email: tim.lesiuk@gov.bc.ca

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From: [XT:Nicholas, Michael JTT:IN](#)
To: [Lesiuk, Tim JTT:EX](#)
Cc: [Hoyle, William JTT:EX](#); [Ito, Akiko JTT:EX](#); [Charchuk, Lynda JTT:EX](#); [Macdonell, Alison JTT:EX](#)
Subject: Re: Conference call - Bluespan Asia Pte. Ltd.
Date: December 30, 2019 8:10:12 PM

Dear Tim,

I could be available for a call at 11:00am or 1:30pm on January 2nd if one of those times works for you.

Regards,

Michael

From: Lesiuk, Tim JTT:EX <tim.lesiuk@gov.bc.ca>
Sent: Monday, December 30, 2019 8:02 PM
To: XT:Nicholas, Michael JTT:IN
Cc: Hoyle, William JTT:EX; Ito, Akiko JTT:EX; Charchuk, Lynda JTT:EX; Macdonell, Alison JTT:EX
Subject: Conference call - Bluespan Asia Pte. Ltd.

Hello Michael,

As indicated in my letter I would like to arrange a call on January 2 to discuss the notification and next steps. Please could you let me know what times between 9:30 am and 7 pm PST would be most convenient for a call. We will send you call in information when we receive your preferred times.

Thank you
Tim

Tim Lesiuk

Executive Director, International Engagement
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Mobile: [250.216.5893](tel:250.216.5893)
Email: tim.lesiuk@gov.bc.ca

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From: [Lesiuk, Tim JTT:EX](#)
To: [XT:Nicholas, Michael JTT:IN](#)
Cc: [Ito, Akiko JTT:EX](#)
Subject: RE: Conference call - Bluespan Asia Pte. Ltd.
Date: January 2, 2020 10:59:00 AM

Hi Michael,

For our call at 11 I would like to cover these items and anything you would like to add.

Review of the notice and clarifications
File/client transition
Financial reconciliation
Assets
Lease arrangements

Talk soon,
tim

Tim Lesiuk

Executive Director, International Engagement
International Trade Division
Ministry of Jobs, Trade and Technology
Province of British Columbia
Mobile: [250.216.5893](tel:250.216.5893)
Email: tim.lesiuk@gov.bc.ca

From: [Lesiuk, Tim JTT:EX](#)
To: [XT:Tsui, Kevin JTT:IN](#)
Cc: [Ito, Akiko JTT:EX](#); [Charchuk, Lynda JTT:EX](#); [Macdonell, Alison JTT:EX](#)
Subject: RE: Conference call - Ho Hing Consultancy
Date: January 2, 2020 2:21:00 PM

Hi Kevin,

Friday at 4:00 pm (PST) will work. Alison will set up the call.

Thanks,
Tim

Tim Lesiuk

Executive Director, International Engagement
International Trade Division
Ministry of Jobs, Trade and Technology
Province of British Columbia
Mobile: [250.216.5893](tel:250.216.5893)
Email: tim.lesiuk@gov.bc.ca

From: Tsui Kevin -BEIJING -MD <ktsui@britishcolumbia.ca>
Sent: January 2, 2020 9:31 AM
To: Lesiuk, Tim JTT:EX <Tim.Lesiuk@gov.bc.ca>
Cc: Ito, Akiko JTT:EX <Akiko.Ito@gov.bc.ca>; Charchuk, Lynda JTT:EX <Lynda.Charchuk@gov.bc.ca>; Macdonell, Alison JTT:EX <Alison.Macdonell@gov.bc.ca>
Subject: Re: Conference call - Ho Hing Consultancy

Hello Tim,

Thanks for the feedback. Your 2 pm today (6 am Friday Beijing) is not possible as I will be still travelling and enroute back to Beijing. Your next business day Friday (my Saturday) also works. Would your 4 pm Friday suit well?

Brgds,
Kevin

On Jan 3, 2020, at 12:36 AM, Lesiuk, Tim JTT:EX <Tim.Lesiuk@gov.bc.ca> wrote:

Hello Kevin,

The times at the end of the day are all booked for calls with other regions. We could start our call at 2:00 pm (PST) or arrange something for the next business day. Please let us know which would work better for you.

Thank you,
Tim

Tim Lesiuk

Executive Director, International Engagement
International Trade Division
Ministry of Jobs, Trade and Technology
Province of British Columbia
Mobile: [250.216.5893](tel:250.216.5893)
Email: tim.lesiuk@gov.bc.ca

From: Tsui Kevin -BEIJING -MD <ktsui@britishcolumbia.ca>
Sent: January 1, 2020 6:26 AM
To: Lesiuk, Tim JTT:EX <Tim.Lesiuk@gov.bc.ca>
Cc: Hoyle, William JTT:EX <William.Hoyle@gov.bc.ca>; Ito, Akiko JTT:EX <Akiko.Ito@gov.bc.ca>; Charchuk, Lynda JTT:EX <Lynda.Charchuk@gov.bc.ca>; Macdonell, Alison JTT:EX <Alison.Macdonell@gov.bc.ca>
Subject: RE: Conference call - Ho Hing Consultancy

Hello Tim,

2020 New year greetings and changes...

Your previous email and attached letter in pdf file "Confidential – Ho Hing Consultancy Inc – FC15563241.pdf" sent to me on Tuesday, December 31st was well received.

Regarding below request would any time between 6:00-7:00 pm PST (my time in Beijing 10:00-11:00 am on Friday, January 3) be suitable?

I look forward to discussing and exchanging views on how we can achieve a smooth transition as noted in your letter.

Brgds,
Kevin

From: Lesiuk, Tim JTT:EX <Tim.Lesiuk@gov.bc.ca>
Sent: Tuesday, December 31, 2019 12:03 PM
To: Tsui Kevin -BEIJING -MD <ktsui@britishcolumbia.ca>
Cc: Hoyle, William JTT:EX <William.Hoyle@gov.bc.ca>; Ito, Akiko JTT:EX <Akiko.Ito@gov.bc.ca>; Charchuk, Lynda JTT:EX <Lynda.Charchuk@gov.bc.ca>; Macdonell, Alison JTT:EX <Alison.Macdonell@gov.bc.ca>
Subject: Conference call - Ho Hing Consultancy

Hello Kevin,

As indicated in my letter I would like to arrange a call on January 2 to discuss the notification and next steps. Please could you let me know what times between 9:30 am and 7 pm PST would be most convenient for a call. We will send you call in information when we receive your preferred times.

Thank you
Tim

Tim Lesiuk

Executive Director, International Engagement
International Trade Division
Ministry of Jobs, Trade and Technology
Province of British Columbia
Mobile: [250.216.5893](tel:250.216.5893)
Email: tim.lesiuk@gov.bc.ca

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From: [Lesiuk, Tim JTT:EX](#)
To: [XT:Shim, Luke JTT:IN](#)
Cc: [Hoyle, William JTT:EX](#); [Ito, Akiko JTT:EX](#); [Charchuk, Lynda JTT:EX](#); [Macdonell, Alison JTT:EX](#)
Subject: Re: Conference call - Pacific Coast Co Ltd.
Date: December 30, 2019 10:43:14 PM

Thank you Luke,

I will send call in information for 3:00 pm (PST).

Sincerely,
Tim

Tim Lesiuk
Executive Director, International Engagement
International Trade Division
Ministry of Jobs, Trade and Technology
British Columbia, Canada
Tim.lesiuk@gov.bc.ca
Mobile: +1 (250) 216-5893

On Dec 30, 2019, at 8:08 PM, Shim Luke -SEOUL -MD wrote:

Tim,

3pm PST will work for me.

Regards

Luke

Regards,

Luke Shim
Managing Director
International Trade and Investment Office
Government of British Columbia, Canada

From: Lesiuk, Tim JTT:EX
Sent: Tuesday, December 31, 2019 1:02:44 PM
To: XT:Shim, Luke JTT:IN
Cc: Hoyle, William JTT:EX ; Ito, Akiko JTT:EX ; Charchuk, Lynda JTT:EX ; Macdonell, Alison JTT:EX
Subject: Conference call - Pacific Coast Co Ltd.
Hello Luke,
As indicated in my letter I would like to arrange a call on January 2 to discuss the

notification and next steps. Please could you let me know what times between 9:30 am and 7 pm PST would be most convenient for a call. We will send you call in information when we receive your preferred times.

Thank you

Tim

Tim Lesiuk

Executive Director, International Engagement

International Trade Division

Ministry of Jobs, Trade and Technology

Province of British Columbia

Mobile: [250.216.5893](tel:250.216.5893)

Email: tim.lesiuk@gov.bc.ca

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Page 102 of 174 to/à Page 103 of 174

Withheld pursuant to/removed as

s.13; s.14

From: [Plecas, Bobbi IGRS:EX](#)
To: [Lesiuk, Tim JTT:EX](#)
Subject: Re: Confidential: Change to Asia Trade and Investment representation
Date: December 27, 2019 2:20:21 PM

Thanks Tim

On Dec 27, 2019, at 1:29 PM, Lesiuk, Tim JTT:EX <Tim.Lesiuk@gov.bc.ca> wrote:

Hello Bobbi and Pierrette,

On Monday, December 30 we will be letting our trade and investment Managing Directors in Asia and India know that we will not be continuing their contract services beyond spring 2020. We will be transitioning to representatives embedded in the offices of Global Affairs Canada missions in the respective countries. Some contracts will expire at the end of March and others will be provided notice as per their contract conditions. We will be working with our contractors to manage the communication of this transition through the International Trade Division and are asking them to direct all inquiries to my office.

s.13

s.13

s.13

We will provide additional detail on Monday and I am available to answer your questions at any time. Please do not hesitate to call.

Sincerely,

Tim

Tim Lesiuk

Executive Director, International Engagement
International Trade Division
Ministry of Jobs, Trade and Technology
Province of British Columbia
Mobile: [250.216.5893](tel:250.216.5893)
Email: tim.lesiuk@gov.bc.ca

From: [Maranda, Pierrette IGRS:EX](#)
To: [Lesiuk, Tim JTT:EX](#)
Subject: Re: Confidential: Change to Asia Trade and Investment representation
Date: December 27, 2019 4:20:57 PM

Understood.

Good luck with the transition.

Pierrette

On Dec 27, 2019, at 2:21 PM, Lesiuk, Tim JTT:EX <Tim.Lesiuk@gov.bc.ca> wrote:

Forgot to add, please keep this information confidential and do not forward to staff until Monday, as we will be informing our staff and other contractors at that time.

Tim Lesiuk

Executive Director, International Engagement
International Trade Division
Ministry of Jobs, Trade and Technology
Province of British Columbia
Mobile: [250.216.5893](tel:250.216.5893)
Email: tim.lesiuk@gov.bc.ca

From: Lesiuk, Tim JTT:EX
Sent: December 27, 2019 1:30 PM
To: Plecas, Bobbi ENV:EX (Bobbi.Plecas@gov.bc.ca) <Bobbi.Plecas@gov.bc.ca>;
Maranda, Pierrette IGRS:EX <Pierrette.Maranda@gov.bc.ca>
Cc: Campbell, Tracy JTT:EX <Tracy.Campbell@gov.bc.ca>; Cameron, Tara D IGRS:EX
<Tara.Cameron@gov.bc.ca>; Baker, Jelene IGRS:EX <Jelene.Baker@gov.bc.ca>
Subject: Confidential: Change to Asia Trade and Investment representation

Hello Bobbi and Pierrette,

On Monday, December 30 we will be letting our trade and investment Managing Directors in Asia and India know that we will not be continuing their contract services beyond spring 2020. We will be transitioning to representatives embedded in the offices of Global Affairs Canada missions in the respective countries. Some contracts will expire at the end of March and others will be provided notice as per their contract conditions. We will be working with our contractors to manage the communication of this transition through the International Trade Division and are asking them to direct all inquiries to my office.

s.13

s.13

We will provide additional detail on Monday and I am available to answer your questions at any time. Please do not hesitate to call.

Sincerely,
Tim

Tim Lesiuk

Executive Director, International Engagement
International Trade Division
Ministry of Jobs, Trade and Technology
Province of British Columbia
Mobile: [250.216.5893](tel:250.216.5893)
Email: tim.lesiuk@gov.bc.ca

From: [Campbell, Tracy JTT:EX](#)
To: [Currie, David JTT:EX](#)
Cc: [Lesiuk, Tim JTT:EX](#)
Subject: RE: Draft - QA
Date: November 27, 2019 10:10:26 AM

Thanks for this. Looks good. One minor addition. Thoughts??

s.13

From: Currie, David JTT:EX <David.Currie@gov.bc.ca>
Sent: November 27, 2019 10:04 AM
To: Campbell, Tracy JTT:EX <Tracy.Campbell@gov.bc.ca>
Cc: Lesiuk, Tim JTT:EX <Tim.Lesiuk@gov.bc.ca>
Subject: Draft - QA

Hi Tracy,

Tim and I drafted a brief QA.

Let us know if you have any feedback.

Thanks,
David

From: [Campbell, Tracy JTT:EX](#)
To: [Mihlar, Fazil JTT:EX](#)
Cc: [Jang, Monica JTT:EX](#); [Lesiuk, Tim JTT:EX](#)
Subject: RE: Draft DM message
Date: December 29, 2019 5:57:00 PM

Thx!

Monica- here's the list of DM's that should receive a copy. Would appreciate being cc'd. I'll connect in the am to confirm timing of email. Thx!!

AEST, AGR, EDU, EMPR, ENV, FIN, FLNRORD, MIRR, TAC, TRAN.

IGRS have already been given the heads up due to potential intergovernmental sensitivities but may be a good idea to include them again.

Please let me know if you have any questions.

Thanks
Tracy

From: Mihlar, Fazil JTT:EX <Fazil.Mihlar@gov.bc.ca>
Sent: December 29, 2019 5:51 PM
To: Campbell, Tracy JTT:EX <Tracy.Campbell@gov.bc.ca>
Cc: Jang, Monica JTT:EX <Monica.Jang@gov.bc.ca>
Subject: Re: Draft DM message

Good to go. Thx. Fazil

Sent from my iPhone

On Dec 29, 2019, at 5:42 PM, Campbell, Tracy JTT:EX <Tracy.Campbell@gov.bc.ca> wrote:

Hi- this is the message we'd like to send to your DM colleagues (selective list) tomorrow morning (time TBC). Happy to make edits as you see fit.

Message to Deputy Ministers
Re: International Trade Representatives in Asia

Good morning,

Today we will be informing our trade and investment representatives in Asia that we will not be contracting for their services beyond spring 2020. Future international market activities in Asia will be made through co-locating provincial public servants in the Government of Canada's Embassies and Consulates in the respective countries.

As you know, the province is making a concerted effort to diversify its international activities through the new International Engagement Framework. By being connected more closely with our federal partners we will broaden our network for businesses development, lower fixed costs for taxpayers and give ourselves more flexibility to expand our presence in Asia as we diversify our international activities. Some of our trade and investment's representatives' contracts will expire at the end of March and others will be provided notice as per their contract conditions. There are no changes to our representation in the United States or Europe. This new co-location model will take effect on April 1, 2020 for all offices in Asia.

s.13

s.13 JTT will be working with our contractors to manage the communication of this transition through our International Trade Division. I would also ask that you direct any questions you may receive about this transition to Tracy Campbell, Assistant Deputy Minister, International Trade.

Sincerely,

Fazil

From: [Campbell, Tracy JTT:EX](#)
To: [Spencer, Brad GCPE:EX](#)
Cc: [Mihlar, Fazil JTT:EX](#)
Subject: RE: draft statement from MBR
Date: December 30, 2019 8:19:00 PM

Apologies for delay- thoughts?

s.13

From: Spencer, Brad GCPE:EX <Brad.Spencer@gov.bc.ca>
Sent: December 30, 2019 7:42 PM
To: Campbell, Tracy JTT:EX <Tracy.Campbell@gov.bc.ca>
Subject: RE: draft statement from MBR

Does this work... plus the background

Statement from the Honourable Bruce Ralston
Minister of Jobs, Trade and Technology

s.13

From: Campbell, Tracy JTT:EX <Tracy.Campbell@gov.bc.ca>
Sent: December 30, 2019 7:24 PM
To: Spencer, Brad GCPE:EX <Brad.Spencer@gov.bc.ca>
Subject: RE: draft statement from MBR

s.13

From: Spencer, Brad GCPE:EX <Brad.Spencer@gov.bc.ca>
Sent: December 30, 2019 7:04 PM
To: Campbell, Tracy JTT:EX <Tracy.Campbell@gov.bc.ca>
Subject: draft statement from MBR

Statement from the Honourable Bruce Ralston
Minister of Jobs, Trade and Technology

s.13

Background

s.13

Brad Spencer | Communications Director

Ministry of Jobs, Trade and Technology

Government Communications and Public Engagement

778 974-3546 (office)

250 213-8637 (mobile)

brad.spencer@gov.bc.ca

From: [Campbell, Tracy JTT:EX](#)
To: [Spencer, Brad GCPE:EX](#)
Subject: RE: draft statement from MBR
Date: December 30, 2019 7:23:00 PM

s.13

From: Spencer, Brad GCPE:EX <Brad.Spencer@gov.bc.ca>
Sent: December 30, 2019 7:04 PM
To: Campbell, Tracy JTT:EX <Tracy.Campbell@gov.bc.ca>
Subject: draft statement from MBR

**Statement from the Honourable Bruce Ralston
Minister of Jobs, Trade and Technology**

NR

Background

Brad Spencer | Communications Director

Ministry of Jobs, Trade and Technology

Government Communications and Public Engagement

778 974-3546 (office)

250 213-8637 (mobile)

brad.spencer@gov.bc.ca

From: [Campbell, Tracy JTT:EX](#)
To: [Hickli, Hope A GCPE:EX](#)
Cc: [Lesiuk, Tim JTT:EX](#); [Spencer, Brad GCPE:EX](#)
Subject: Re: Final Q&A
Date: December 31, 2019 2:44:34 PM
Attachments: [QA_InternationalOfficeTransitionsAsia_31_Dec_2019_FINAL.docx](#)
[ATT00001.htm](#)

Thanks, Hope. And a big thanks to the both of you!

Sent from my iPhone

On Dec 31, 2019, at 2:43 PM, Hickli, Hope A GCPE:EX
<Hope.A.Hickli@gov.bc.ca> wrote:

Hi all,

Att'd, fyi, is the final Q&A/KM doc on the TIR offices transition.

Have a good New Year's eve and thanks for all the input.

Hope

Hope Hickli | A/ Manager

Ministry of Jobs, Trade and Technology
Government Communications and Public Engagement
Office: 778 698-9427 | Cell: 250 886-2684

From: [XT:Mizusawa, Ichiro JTT:IN](#)
To: [Lesiuk, Tim JTT:EX](#)
Cc: [Ito, Akiko JTT:EX](#); [Hoyle, William JTT:EX](#); [XT:Nakasuji, Tomoko DBC:IN](#)
Subject: RE: International Trade Representatives in Asia
Date: January 2, 2020 9:12:05 PM

Hello Tim,

It is very sad that we have received such a message first thing in the new year. I understand the confidential nature, but the news related to the decision are already on the web. I would expect Japanese business practices and etiquette, and high-context nature of stakeholders' relations should be considered into the transition planning. Thank you.

Best regards,

Ichiro Mizusawa

From: Lesiuk, Tim JTT:EX <Tim.Lesiuk@gov.bc.ca>
Sent: Friday, January 3, 2020 1:35 PM
To: Mizusawa Ichiro -TOKYO <imizusawa@britishcolumbia.ca>; Aoshima Michiko -TOKYO <maoshima@britishcolumbia.ca>; Nakasuji Tomoko -TOKYO <tnakasuji@britishcolumbia.ca>; Kelter Emi -TOKYO <ekelter@britishcolumbia.ca>; Eri Shiho -TOKYO -PA <seri@britishcolumbia.ca>
Cc: Ito, Akiko JTT:EX <Akiko.Ito@gov.bc.ca>; Hoyle, William JTT:EX <William.Hoyle@gov.bc.ca>
Subject: International Trade Representatives in Asia

Dear Mizusawa-san, Aoshima-san, Nakasuji-san, Kelter-san, and Eri-san,

I'm writing to inform you that the Province will not be renewing our contract with Synergy Trade Ltd. Accordingly, the contract will terminate as of midnight March 31, 2020. We have also informed our other trade and investment representatives in Asia that we will not be contracting for their services beyond spring 2020. Future international market activities in Asia will be made through co-locating provincial public servants and locally engaged staff in the Government of Canada's Embassies and Consulates in the respective countries.

The Province wishes to ensure our international resources reflect our trade diversification framework, continue to meet the needs of British Columbia (BC) businesses and provide British Columbians the best value for their investment. That is why we are actively working with Global Affairs Canada to embed provincial employees and locally engaged staff in embassies and consulates across Asia. This will allow the Province to leverage the considerable international investments the federal government has made in Global Affairs Canada, the Canadian Trade Commissioner Services and Invest in Canada.

The Province will manage communication related to this transition to ensure our clients and stakeholders have accurate and timely information. I ask that you respect the confidential nature of

this communication and our future discussions regarding BC operations in Japan.

To support a smooth transition and continuity of service to our clients and stakeholders, I have scheduled a follow up call with you next Monday, Jan 6 at 4:30pm (PST) to discuss additional details related to the conclusion of the contract.

I would like to thank you for your continued professional service and support to BC.

Sincerely,

Tim

Tim Lesiuk

Executive Director, International Engagement
International Trade Division
Ministry of Jobs, Trade and Technology
Province of British Columbia
Mobile: [250.216.5893](tel:250.216.5893)
Email: tim.lesiuk@gov.bc.ca

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From: [Lesiuk, Tim JTT:EX](#)
To: [Butler, Lisa M JTT:EX](#)
Cc: [Charchuk, Lynda JTT:EX](#)
Subject: RE: JTT Letter Template
Date: December 27, 2019 5:10:00 PM
Attachments: [Confidential - PT BCI Niaga Indonesia - FC17564345A.docx](#)
[Confidential - ASPAC Tradelinks Consultants Inc - FC16564330A.docx](#)
[Confidential - Pacific Coast Co Ltd - FC16561298.docx](#)
[Confidential - Dynamis Global - FC17561353A.docx](#)
[Confidential - Guangzhou Jiayue Consulting Co Ltd 191230.docx](#)
[Confidential - Ho Hing Consultancy Inc 191230.docx](#)
[Confidential - Bluespan Asia Pte Ltd 191230.docx](#)

Hi Lisa,

As discussed earlier today, attached are the letters to BC's Trade and Investment Representative contractors that will be sent on Monday. I will email each contractor and I need to have each letter also sent by courier as per the contract conditions. You indicated you could securely PDF the letters and provide the PDFs for me to send. I would like to send them as early as possible on Monday, so if you could let me know what is reasonable to prepare the PDFs I can manage expectations from my ADM and DM. there is no rush on the courier letters as long as they go Monday or Tuesday. They need to arrive in less than 10 days.

Please let me or my assistant Lynda know if you need further information from me and thanks for the assistance!!

tim

Tim Lesiuk

Executive Director, International Engagement
International Trade Division
Ministry of Jobs, Trade and Technology
Province of British Columbia
Mobile: [250.216.5893](tel:250.216.5893)
Email: tim.lesiuk@gov.bc.ca

From: Butler, Lisa M JTT:EX <Lisa.Butler@gov.bc.ca>
Sent: December 27, 2019 2:26 PM
To: Lesiuk, Tim JTT:EX <Tim.Lesiuk@gov.bc.ca>
Subject: JTT Letter Template

Hi Tim,

As requested, attached is the letterhead template. Please fill in the footer with the pertinent information.

We will ensure that the PDF is secured so that your signature (if esigned), the logo and information in the footer is not accessible by the contractors.

Thank you.
Lisa

From: [Lesiuk, Tim JTT:EX](#)
To: [Butler, Lisa M JTT:EX](#)
Cc: [Charchuk, Lynda JTT:EX](#); [McKinney, Jodie JTT:EX](#)
Subject: RE: JTT Letter Template
Date: December 30, 2019 11:07:00 AM

Thanks Lisa!!

Please can you work with Jodie McKinney to get the couriers organized. She is able to do it from here or if you have already prepared the letters etc... she can make the arrangements for pickup.

Thanks again for your help on this.
tim

Tim Lesiuk

Executive Director, International Engagement
International Trade Division
Ministry of Jobs, Trade and Technology
Province of British Columbia
Mobile: [250.216.5893](tel:250.216.5893)
Email: tim.lesiuk@gov.bc.ca

From: Butler, Lisa M JTT:EX <Lisa.Butler@gov.bc.ca>
Sent: December 30, 2019 9:23 AM
To: Lesiuk, Tim JTT:EX <Tim.Lesiuk@gov.bc.ca>
Cc: Charchuk, Lynda JTT:EX <Lynda.Charchuk@gov.bc.ca>
Subject: RE: JTT Letter Template

Hi again,
Attached are the secured PDFs.

With regard to sending the PDFs via courier, I will wait for your ok to do so. In the meantime, who can I speak with in your branch about arranging the courier? When you are ready for the PDFs to be couriered, if someone in your branch would call the courier for pick up here at security at 1810 Blanshard, that would be best.

Thanks.
Lisa

From: Butler, Lisa M JTT:EX
Sent: December 30, 2019 8:20 AM
To: Lesiuk, Tim JTT:EX <Tim.Lesiuk@gov.bc.ca>
Cc: Charchuk, Lynda JTT:EX <Lynda.Charchuk@gov.bc.ca>
Subject: RE: JTT Letter Template

Hi Tim,
We will have the secured PDFs to you by 10 am but most likely earlier.

Lisa

From: Lesiuk, Tim JTT:EX <Tim.Lesiuk@gov.bc.ca>
Sent: December 27, 2019 5:11 PM
To: Butler, Lisa M JTT:EX <Lisa.Butler@gov.bc.ca>
Cc: Charchuk, Lynda JTT:EX <Lynda.Charchuk@gov.bc.ca>
Subject: RE: JTT Letter Template

Hi Lisa,

As discussed earlier today, attached are the letters to BC's Trade and Investment Representative contractors that will be sent on Monday. I will email each contractor and I need to have each letter also sent by courier as per the contract conditions. You indicated you could securely PDF the letters and provide the PDFs for me to send. I would like to send them as early as possible on Monday, so if you could let me know what is reasonable to prepare the PDFs I can manage expectations from my ADM and DM. there is no rush on the courier letters as long as they go Monday or Tuesday. They need to arrive in less than 10 days.

Please let me or my assistant Lynda know if you need further information from me and thanks for the assistance!!

tim

Tim Lesiuk

Executive Director, International Engagement
International Trade Division
Ministry of Jobs, Trade and Technology
Province of British Columbia
Mobile: [250.216.5893](tel:250.216.5893)
Email: tim.lesiuk@gov.bc.ca

From: Butler, Lisa M JTT:EX <Lisa.Butler@gov.bc.ca>
Sent: December 27, 2019 2:26 PM
To: Lesiuk, Tim JTT:EX <Tim.Lesiuk@gov.bc.ca>
Subject: JTT Letter Template

Hi Tim,
As requested, attached is the letterhead template. Please fill in the footer with the pertinent information.

We will ensure that the PDF is secured so that your signature (if esigned), the logo and information in the footer is not accessible by the contractors.

Thank you.
Lisa

From: [XT:Yao, Cathy JTT:IN](#)
To: [Lesiuk, Tim JTT:EX](#)
Cc: [Campbell, Tracy JTT:EX](#); [Hoyle, William JTT:EX](#)
Subject: RE: Notice Re: Contract #FC15563242 - Guangzhou Jiayue Business Consulting Co., Ltd.
Date: December 31, 2019 12:03:56 AM

Hi Tim,

Please schedule a call at 4:30pm on Jan 2 your time if that works for you (for China, it would be 8:30am, Jan 3). I noticed that both Will and Raymond are away from the office right now. May I know who else will attend this call? Thanks.

In order to have a smooth communication during the call, I've put together a list of questions so you are able to prepare beforehand.

1. I would like to know the reasons for this decision. Is it a result of the TIR Review which was undertaken earlier? Could you please share this TIR Review Report with me?
2. Not long ago I just received the Letter of Intent to renew my service contract, so I assume this decision is not a result of poor performance of my team. Could you further explain the background of this decision please? I look forward to receiving a letter from BC Gov/JTT to explain the reasons of contract termination, which I can save for future use.
3. When can we communicate this decision to BC clients and our counterparts in the relevant Chinese Govt. departments? Who shall take lead in preparing the communication? Do we selectively distribute the communication, or do we send the communication to everyone?
4. As 2020 will mark the 25th Anniversary of twinning relations between BC and Guangdong, as well as the 35th Anniversary of twinning relations between Vancouver and Guangzhou, it is very unfortunately our office is going to be closed in 2020. May I suggest BC Govt. to draft an appropriate message to Govt. counterparts in Guangdong, FAO, with the aim to maintain the long-term friendship between the two provinces?
5. All the team members in Guangzhou office has been notified this decision. According to the service contract, BC has set aside a pool for severance reservation. I would like to know when to start the negotiation process of severance. Do you have a timetable for the negotiation process? Whom shall we talk to?
6. When can we notify this decision to our HR and Accounting service providers? We have just renewed our service agreements with our HR and Accounting service providers for 2020, there may be extra costs for early termination of the service agreements.
7. I will meet with our Accounting firm next week to discuss the procedure and costs for office wind-up. I will provide you with more details after the meeting.
8. In your notification, you have mentioned "...we are actively working with Global Affairs Canada to embed provincial employees in embassies and consulates across Asia." Is BC Govt. already discussion with Federal Govt. over the arrangements? Will you embed provincial employees in Guangzhou Consulate? Would you retain some of the current staff, which I believe will be most beneficial to BC. Should the discussion with the Federal Govt. take a long time, I will inform our team to start looking for their next job. Please be frank, do you have any arrangements/solutions on hand?
9. So far, I have not informed this decision to the Consulate. Who shall take lead in informing the Consulate?
10. Today, I have cancelled all scheduled business trips during January to March 2020. In the coming three months, shall we refer all future enquiries to our Federal counterparts? Or shall we continue providing

limited services during the transition period?

11. When shall we start liquidating the fixed assets in the office? Do you have a guideline for this?
12. I currently manage Olevia Yim in Hong Kong Office through contract arrangements with consulting firm, CIIC Hong Kong. May I know when to notify Olevia, and who shall take lead?
13. We have not received the Advance for Q4 operation. May I know whether Q4 advance has been pushed out? Is it on the way?
14. Is the Q3 Reconciliation still on schedule?
15. How to calculate bonus of this fiscal year please? I don't expect the team will actively perform in coming three months, therefore, there will be no more inputs into SF after today. Please let me know your solution on this.

Cheers,
Cathy

From: Lesiuk, Tim JTT:EX <Tim.Lesiuk@gov.bc.ca>
Sent: Tuesday, December 31, 2019 12:06 PM
To: Yao Cathy -GUANGZHOU -MD <cyao@britishcolumbia.ca>
Cc: Campbell, Tracy JTT:EX <Tracy.Campbell@gov.bc.ca>; Hoyle, William JTT:EX <William.Hoyle@gov.bc.ca>; Ito, Akiko JTT:EX <Akiko.Ito@gov.bc.ca>; Charchuk, Lynda JTT:EX <Lynda.Charchuk@gov.bc.ca>; Macdonell, Alison JTT:EX <Alison.Macdonell@gov.bc.ca>
Subject: RE: Notice Re: Contract #FC15563242 - Guangzhou Jiayue Business Consulting Co., Ltd.

Hi Cathy,

I would like to have a call with you on January 2 to discuss some of the details you have identified and to answer your questions regarding the notice. We are holding separate calls for each contract. Please could you let me know what times between 9:30 am and 7 pm PST would be most convenient for a call. We will send you call in information when we receive your preferred times.

Thank you
Tim

Tim Lesiuk

Executive Director, International Engagement
International Trade Division
Ministry of Jobs, Trade and Technology
Province of British Columbia
Mobile: [250.216.5893](tel:250.216.5893)
Email: tim.lesiuk@gov.bc.ca

From: Yao Cathy -GUANGZHOU -MD <cyao@britishcolumbia.ca>
Sent: December 30, 2019 7:35 PM
To: Lesiuk, Tim JTT:EX <Tim.Lesiuk@gov.bc.ca>
Cc: Campbell, Tracy JTT:EX <Tracy.Campbell@gov.bc.ca>; Hoyle, William JTT:EX

<William.Hoyle@gov.bc.ca>

Subject: RE: Notice Re: Contract #FC15563242 - Guangzhou Jiayue Business Consulting Co., Ltd.

Hi Tim,

This is to recognize the receipt of your message, which is a complete surprise to me. I think I need more time to digest your message and understand what is happening. I am upset about the sudden termination of 11 years' efforts in promoting BC in South China. May I know when you plan to send out messages regarding the closure of our office to Chinese business clients as well as Chinese government counterparts?

You invited me to a conference call on January 2, but is that a call with all MDs or just myself? I assume this call is set on January 3 China time, is that right?

Regards,
Cathy

From: Lesiuk, Tim JTT:EX <Tim.Lesiuk@gov.bc.ca>

Sent: Tuesday, December 31, 2019 1:41 AM

To: Yao Cathy -GUANGZHOU -MD <cyao@britishcolumbia.ca>

Cc: Campbell, Tracy JTT:EX <Tracy.Campbell@gov.bc.ca>; Hoyle, William JTT:EX <William.Hoyle@gov.bc.ca>

Subject: Notice Re: Contract #FC15563242 - Guangzhou Jiayue Business Consulting Co., Ltd.

Dear Cathy,

Please find attached a notice regarding the contract FC15563242 with Guangzhou Jiayue Business Consulting Co., Ltd. You will also receive this written notice by courier.

Sincerely,
Tim

Tim Lesiuk

Executive Director, International Engagement
International Trade Division
Ministry of Jobs, Trade and Technology
Province of British Columbia
Mobile: [250.216.5893](tel:250.216.5893)
Email: tim.lesiuk@gov.bc.ca

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From: [Lesiuk, Tim JTT:EX](#)
To: [XT:Yao, Cathy JTT:IN](#)
Cc: [Hoyle, William JTT:EX](#); [Charchuk, Lynda JTT:EX](#); [Macdonell, Alison JTT:EX](#); [Ito, Akiko JTT:EX](#)
Subject: RE: Notice Re: Contract #FC15563242 - Guangzhou Jiayue Business Consulting Co., Ltd.
Date: December 31, 2019 11:06:00 AM

Hello Cathy,

I have another call scheduled for that time. Is it possible to schedule our call for 7:30 pm (PST)?

Sincerely,
tim

Tim Lesiuk

Executive Director, International Engagement
International Trade Division
Ministry of Jobs, Trade and Technology
Province of British Columbia
Mobile: [250.216.5893](tel:250.216.5893)
Email: tim.lesiuk@gov.bc.ca

From: Yao Cathy -GUANGZHOU -MD <cyao@britishcolumbia.ca>
Sent: December 31, 2019 12:04 AM
To: Lesiuk, Tim JTT:EX <Tim.Lesiuk@gov.bc.ca>
Cc: Campbell, Tracy JTT:EX <Tracy.Campbell@gov.bc.ca>; Hoyle, William JTT:EX <William.Hoyle@gov.bc.ca>
Subject: RE: Notice Re: Contract #FC15563242 - Guangzhou Jiayue Business Consulting Co., Ltd.

Hi Tim,

Please schedule a call at 4:30pm on Jan 2 your time if that works for you (for China, it would be 8:30am, Jan 3). I noticed that both Will and Raymond are away from the office right now. May I know who else will attend this call? Thanks.

In order to have a smooth communication during the call, I've put together a list of questions so you are able to prepare beforehand.

1. I would like to know the reasons for this decision. Is it a result of the TIR Review which was undertaken earlier? Could you please share this TIR Review Report with me?
2. Not long ago I just received the Letter of Intent to renew my service contract, so I assume this decision is not a result of poor performance of my team. Could you further explain the background of this decision please? I look forward to receiving a letter from BC Gov/JTT to explain the reasons of contract termination, which I can save for future use.
3. When can we communicate this decision to BC clients and our counterparts in the relevant Chinese Govt. departments? Who shall take lead in preparing the communication? Do we selectively distribute the communication, or do we send the communication to everyone?
4. As 2020 will mark the 25th Anniversary of twinning relations between BC and Guangdong, as well as the
th

35 Anniversary of twinning relations between Vancouver and Guangzhou, it is very unfortunately our office is going to be closed in 2020. May I suggest BC Govt. to draft an appropriate message to Govt. counterparts in Guangdong, FAO, with the aim to maintain the long-term friendship between the two provinces?

5. All the team members in Guangzhou office has been notified this decision. According to the service contract, BC has set aside a pool for severance reservation. I would like to know when to start the negotiation process of severance. Do you have a timetable for the negotiation process? Whom shall we talk to?
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7. I will meet with our Accounting firm next week to discuss the procedure and costs for office wind-up. I will provide you with more details after the meeting.
8. In your notification, you have mentioned "...we are actively working with Global Affairs Canada to embed provincial employees in embassies and consulates across Asia." Is BC Govt. already discussion with Federal Govt. over the arrangements? Will you embed provincial employees in Guangzhou Consulate? Would you retain some of the current staff, which I believe will be most beneficial to BC. Should the discussion with the Federal Govt. take a long time, I will inform our team to start looking for their next job. Please be frank, do you have any arrangements/solutions on hand?
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14. Is the Q3 Reconciliation still on schedule?
15. How to calculate bonus of this fiscal year please? I don't expect the team will actively perform in coming three months, therefore, there will be no more inputs into SF after today. Please let me know your solution on this.

Cheers,
Cathy

From: Lesiuk, Tim JTT:EX <Tim.Lesiuk@gov.bc.ca>

Sent: Tuesday, December 31, 2019 12:06 PM

To: Yao Cathy -GUANGZHOU -MD <cyao@britishcolumbia.ca>

Cc: Campbell, Tracy JTT:EX <Tracy.Campbell@gov.bc.ca>; Hoyle, William JTT:EX <William.Hoyle@gov.bc.ca>; Ito, Akiko JTT:EX <Akiko.Ito@gov.bc.ca>; Charchuk, Lynda JTT:EX <Lynda.Charchuk@gov.bc.ca>; Macdonell, Alison JTT:EX <Alison.Macdonell@gov.bc.ca>

Subject: RE: Notice Re: Contract #FC15563242 - Guangzhou Jiayue Business Consulting Co., Ltd.

Hi Cathy,

I would like to have a call with you on January 2 to discuss some of the details you have identified and to answer your questions regarding the notice. We are holding separate calls for each contract. Please could you let me know what times between 9:30 am and 7 pm PST would be most convenient for a call. We will send you call in information when we receive your preferred times.

Thank you
Tim

Tim Lesiuk

Executive Director, International Engagement
International Trade Division
Ministry of Jobs, Trade and Technology
Province of British Columbia
Mobile: [250.216.5893](tel:250.216.5893)
Email: tim.lesiuk@gov.bc.ca

From: Yao Cathy -GUANGZHOU -MD <cyao@britishcolumbia.ca>
Sent: December 30, 2019 7:35 PM
To: Lesiuk, Tim JTT:EX <Tim.Lesiuk@gov.bc.ca>
Cc: Campbell, Tracy JTT:EX <Tracy.Campbell@gov.bc.ca>; Hoyle, William JTT:EX <William.Hoyle@gov.bc.ca>
Subject: RE: Notice Re: Contract #FC15563242 - Guangzhou Jiayue Business Consulting Co., Ltd.

Hi Tim,
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Regards,
Cathy

From: Lesiuk, Tim JTT:EX <Tim.Lesiuk@gov.bc.ca>
Sent: Tuesday, December 31, 2019 1:41 AM
To: Yao Cathy -GUANGZHOU -MD <cyao@britishcolumbia.ca>
Cc: Campbell, Tracy JTT:EX <Tracy.Campbell@gov.bc.ca>; Hoyle, William JTT:EX <William.Hoyle@gov.bc.ca>
Subject: Notice Re: Contract #FC15563242 - Guangzhou Jiayue Business Consulting Co., Ltd.

Dear Cathy,

Please find attached a notice regarding the contract FC15563242 with Guangzhou Jiayue Business Consulting Co., Ltd. You will also receive this written notice by courier.

Sincerely,
Tim

Tim Lesiuk

Executive Director, International Engagement
International Trade Division
Ministry of Jobs, Trade and Technology
Province of British Columbia
Mobile: [250.216.5893](tel:250.216.5893)
Email: tim.lesiuk@gov.bc.ca

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From: [Lesiuk, Tim JTT:EX](#)
To: [XT:Yao, Cathy JTT:IN](#)
Cc: [Campbell, Tracy JTT:EX](#); [Hoyle, William JTT:EX](#); [Ito, Akiko JTT:EX](#); [Charchuk, Lynda JTT:EX](#); [Macdonell, Alison JTT:EX](#)
Subject: RE: Notice Re: Contract #FC15563242 - Guangzhou Jiayue Business Consulting Co., Ltd.
Date: December 30, 2019 8:06:00 PM

Hi Cathy,

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Thank you

Tim

Tim Lesiuk

Executive Director, International Engagement
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Email: tim.lesiuk@gov.bc.ca

From: Yao Cathy -GUANGZHOU -MD
Sent: December 30, 2019 7:35 PM
To: Lesiuk, Tim JTT:EX
Cc: Campbell, Tracy JTT:EX ; Hoyle, William JTT:EX
Subject: RE: Notice Re: Contract #FC15563242 - Guangzhou Jiayue Business Consulting Co., Ltd.

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Regards,
Cathy

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To: Yao Cathy -GUANGZHOU -MD <cyao@britishcolumbia.ca>
Cc: Campbell, Tracy JTT:EX <Tracy.Campbell@gov.bc.ca>; Hoyle, William JTT:EX <William.Hoyle@gov.bc.ca>
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Tim

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From: [Campbell, Tracy JTT:EX](#)
To: [Sawchuk, Richard JTT:EX](#); [Lesiuk, Tim JTT:EX](#)
Subject: RE: Question
Date: December 30, 2019 12:45:38 PM

Hi Richard,

Tim connected with FII Ltd earlier so all good. Thanks for asking!

From: Sawchuk, Richard JTT:EX <Richard.Sawchuk@gov.bc.ca>
Sent: December 30, 2019 12:07 PM
To: Campbell, Tracy JTT:EX <Tracy.Campbell@gov.bc.ca>; Lesiuk, Tim JTT:EX <Tim.Lesiuk@gov.bc.ca>
Subject: Question

Hi,

Thx for the update.

Question on when will we advise our stakeholders/partners like Fii given that we are co-located in some jurisdictions, which has budget implications for them.

Cheers,

Richard

Richard M. Sawchuk, LL.B
Director - Global Market Development
International Trade Division
British Columbia Ministry of Jobs, Trade and Technology
Suite [730 – 999 Canada Place](#)
[Vancouver, BC](#)
[Canada V6C 3E1](#)
Telephone: [+1 604 775-0030](tel:+16047750030)
Mobile: [+1 604 617-0378](tel:+16046170378)
richard.sawchuk@gov.bc.ca

From: [Mihlar, Fazil JTT:EX](#)
To: [Campbell, Tracy JTT:EX](#)
Cc: [Lesiuk, Tim JTT:EX](#); [Jang, Monica JTT:EX](#)
Subject: Re: Stakeholder Engagement Plan - TIR Offices - Asia
Date: December 14, 2019 10:22:17 AM
Attachments: [Stakeholder Engagement Plan - TIR Offices - Asia.doc](#)
[ATT00001.htm](#)
[TIR Agreements - 191209 TC comments.docx](#)
[ATT00002.htm](#)
[Copy of Representation Comparison 191206.xlsx](#)
[ATT00003.htm](#)

Hi Tracy/ Tim: This is good. I will move this up to PO. Let's brief MBR on Tues. I alerted him already. Have a call with PO later today. Thx. Fazil

Sent from my iPhone

On Dec 13, 2019, at 4:29 PM, Campbell, Tracy JTT:EX
<Tracy.Campbell@gov.bc.ca> wrote:

Hi Fazil,

Please disregard the previous engagement plan and use the attached version. I've re-attached the other docs to this email for simplicity.

Thanks to Tim and team for all their work!

Thanks
Tracy

From: [Currie, David JTT:EX](#)
To: [Lesiuk, Tim JTT:EX](#); [Campbell, Tracy JTT:EX](#)
Subject: RE: Stakeholder Engagement Plan - TIR Offices - Asia
Date: December 13, 2019 4:16:33 PM
Attachments: [Stakeholder Engagement Plan - TIR Offices - Asia.doc](#)

Good thought. Updated attached to reflect that.

From: Lesiuk, Tim JTT:EX <Tim.Lesiuk@gov.bc.ca>
Sent: December 13, 2019 4:09 PM
To: Currie, David JTT:EX <David.Currie@gov.bc.ca>; Campbell, Tracy JTT:EX <Tracy.Campbell@gov.bc.ca>
Subject: RE: Stakeholder Engagement Plan - TIR Offices - Asia

I was thinking it should go before the action is taken, even if that is the Friday, with note to keep confidential until Monday.

Tim Lesiuk

Executive Director, International Engagement
International Trade Division
Ministry of Jobs, Trade and Technology
Province of British Columbia
Mobile: [250.216.5893](tel:250.216.5893)
Email: tim.lesiuk@gov.bc.ca

From: Currie, David JTT:EX <David.Currie@gov.bc.ca>
Sent: December 13, 2019 4:08 PM
To: Lesiuk, Tim JTT:EX <Tim.Lesiuk@gov.bc.ca>; Campbell, Tracy JTT:EX <Tracy.Campbell@gov.bc.ca>
Subject: RE: Stakeholder Engagement Plan - TIR Offices - Asia

Good edits, tks.

Only piece I modified was to put the call w/ DMs on 30 or 31. My thinking was that the 30th might be a bit busy and we might need some extra time.

Updated attached.

From: Lesiuk, Tim JTT:EX <Tim.Lesiuk@gov.bc.ca>
Sent: December 13, 2019 3:54 PM
To: Currie, David JTT:EX <David.Currie@gov.bc.ca>; Campbell, Tracy JTT:EX <Tracy.Campbell@gov.bc.ca>
Subject: RE: Stakeholder Engagement Plan - TIR Offices - Asia

Thanks David,

Some thoughts on the Engagement plan for the next version.

tim

Tim Lesiuk

Executive Director, International Engagement
International Trade Division
Ministry of Jobs, Trade and Technology
Province of British Columbia
Mobile: [250.216.5893](tel:250.216.5893)
Email: tim.lesiuk@gov.bc.ca

From: Currie, David JTT:EX <David.Currie@gov.bc.ca>

Sent: December 13, 2019 3:12 PM

To: Campbell, Tracy JTT:EX <Tracy.Campbell@gov.bc.ca>; Lesiuk, Tim JTT:EX <Tim.Lesiuk@gov.bc.ca>

Subject: Stakeholder Engagement Plan - TIR Offices - Asia

Updated.

Included the QA and draft email to stakeholders as an appendix, so everything stakeholder related is in one doc, and operational decisions can be kept in the info note.

From: [Lesiuk, Tim JTT:EX](#)
To: [Currie, David JTT:EX](#); [Campbell, Tracy JTT:EX](#)
Subject: RE: Stakeholder Engagement Plan - TIR Offices - Asia
Date: December 13, 2019 3:54:24 PM
Attachments: [Stakeholder Engagement Plan - TIR Offices - Asia.doc](#)

Thanks David,

Some thoughts on the Engagement plan for the next version.

tim

Tim Lesiuk

Executive Director, International Engagement
International Trade Division
Ministry of Jobs, Trade and Technology
Province of British Columbia
Mobile: [250.216.5893](tel:250.216.5893)
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To: Campbell, Tracy JTT:EX <Tracy.Campbell@gov.bc.ca>; Lesiuk, Tim JTT:EX <Tim.Lesiuk@gov.bc.ca>
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Updated.

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From: [Lesiuk, Tim JTT:EX](#)
To: [Ito, Akiko JTT:EX](#)
Cc: [Charchuk, Lynda JTT:EX](#); [Macdonell, Alison JTT:EX](#)
Subject: Re: Trade offices team meeting on Jan 6
Date: December 31, 2019 1:56:51 PM

Thanks Aki, Allison will connect with you to find a time.

Tim

Tim Lesiuk
Executive Director, International Engagement
International Trade Division
Ministry of Jobs, Trade and Technology
British Columbia, Canada
Tim.lesiuk@gov.bc.ca
Mobile: +1 (250) 216-5893

On Dec 31, 2019, at 1:51 PM, Ito, Akiko JTT:EX <Akiko.Ito@gov.bc.ca> wrote:

Hi Tim (cc Lynda),

I would like to set up a team meeting to discuss about the TIRs contract and upcoming plans. I would like to confirm your availability. Please let me know what time will work for you. Then I will send out invites.

Thanks,

Aki

Akiko Ito

Manager, Japan

International Engagement Division
Ministry of Jobs, Trade and Technology
Suite 730-999 Canada Place
Vancouver, British Columbia
Canada V6C 3E1
Phone: 604 660-5873
Mobile: 604-362-5112
Akiko.Ito@gov.bc.ca

www.britishcolumbia.ca | [@BCTradeInvest](#) | [LinkedIn](#) | [YouTube](#)



Page 139 of 174 to/à Page 150 of 174

Withheld pursuant to/removed as

s.13

INFORMATION NOTE

Cliff #:

Date:

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

ISSUE: BC Trade and Investment Representatives in Asia

BACKGROUND:

- British Columbia uses a variety of service delivery models for our foreign offices including contractors, partnerships and staff embedded in Canadian Embassies.
- The province has decided to transition all representation in Asia to British Columbia staff embedded in the appropriate Canadian embassy or consulate, where direct representation is required, and support a broader network of locations with lower fixed office costs.
- Updated regional strategies will guide the actions of British Columbia trade and investment over the next three year period and local operational plans will clearly identify activities and budget for in-market representatives.

DISCUSSION:

- The Ministry is seeking a management structure for trade and investment in-market representation that minimizes risks and complexities associated with contractual/legal agreements and is more responsive and flexible than the current contract Trade and Investment Representative (TIR) structure.
- Global Affairs Canada has recently added new Trade Commissioner resources to the Asia market and has expressed renewed interest in supporting provincial in-market resources from their embassy and consular offices through their Memorandum of Understanding on Provincial and Territorial Co-Location in Canadian Diplomatic and Consular Missions Abroad (2016) (Appendix 1).
- Transitioning to embedded Canada Based Staff for representation in foreign offices is expected to reduce annual fixed costs and allow for the expansion of British Columbia representation across Asia.
- A cost comparison of Managing Director and office costs for current Asia TIR offices is provided:

- Program and subcontractor spending is expected to remain consistent with previous years and will be based on recommendations of the cross-government Asia Regional Team.

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s.13; s.16

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s.13; s.16

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s.13; s.17

- The following TIR contracts will expire on March 31, 2020:
 - Beijing
 - Shanghai
 - Guangzhou
 - Hong Kong
 - Tokyo
 - Singapore
- Other contracts will be provided 90 business day notice of termination ending April:
 - Seoul – expires 2021
 - Manila – expires 2022
 - Jakarta – expires 2022
 - India – expires 2021

NEXT STEPS:

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s.14

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s.16; s.17

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- Provide notice of non-renewal or termination to existing contractors and office space providers (December)
- s.16; s.17
- Transition BC and foreign clients to BC country managers (existing BC government employees) for interim contact (January through February)
- Hiring and training new embedded and local staff s.13; s.17

ATTACHMENTS:

- Memorandum of Understanding on Provincial and Territorial Co-Location (2016)
- Draft Workplan

ADM Contact: Tracy Campbell 250-516-1471

Prepared by: Name, Title, Division

Reviewed by		
Dir:	ED:	ADM:

From: [Eri Shiho -TOKYO -PA](#)
To: [Lesiuk, Tim JTT:EX](#)
Subject: 自動応答: International Trade Representatives in Asia
Date: January 2, 2020 8:34:52 PM

ご連絡くださいますありがとうございます

s.22

恵利 志保

Thank you for your email.

s.22

Best regards,
Shiho Eri

This email and any files transmitted with it are confidential and intended solely for the use of the individual or entity to whom they are addressed. If you have received this email in error please notify the sender. Any unauthorized copying, disclosure or distribution of the e-mail or the information it contains, is strictly forbidden.



Ref. 147083

December 30, 2019

Bluespan Asia Pte. Ltd.
#09-40 Paya Lebar Square
60 Paya Lebar Road
Singapore 409051

Attention: Michael Nicholas

Re: Contract for the provision of trade and investment representative services in Singapore between Her Majesty the Queen in Right of the Province of British Columbia (the "Province") and Bluespan Asia Pte. Ltd. dated January 18, 2018 Contract Number FC18564403 (the "Contract")

This letter is your written notice that the Province will not be exercising its option to renew the above Contract. Accordingly, the Contract will terminate as of midnight March 31, 2020.

The Province wishes to ensure our international resources reflect our trade diversification framework, continue to meet the needs of British Columbia (BC) businesses and provide British Columbians the best value for their investment. That is why we are actively working with Global Affairs Canada to embed provincial employees in embassies and consulates across Asia. This will allow the Province to leverage the considerable international investments the federal government has made in Global Affairs Canada, the Canadian Trade Commissioner Service and Invest in Canada.

The Province will manage all communications related to this transition to ensure our clients and stakeholders have accurate and timely information. This notice and any communication related to this contract is therefore confidential and is not for distribution unless specifically approved by my office. If you have any questions about this decision, you should direct those questions to me.

To support a smooth transition and continuity of service to our clients and stakeholders, I have scheduled a follow-up call with you on January 2, 2020 to discuss additional details related to the conclusion of your contract.

.../2

Ministry of Jobs,
Trade and Technology

Mailing Address:
PO Box 9835 Stn Prov Govt
Victoria BC
Canada V8T 5C3
Phone: +1 (778) 698-4039

Location:
5th Floor, 800 Johnson Street
Victoria BC Canada
www.gov.bc.ca

Bluespan Asia Pte. Ltd.
Page 2

I would like to thank you for your continued professional service and support to BC.

Sincerely,

A handwritten signature in black ink, appearing to read 'Tim Lesiuk', with a stylized flourish at the end.

Tim Lesiuk
Executive Director, International Engagement

pc: Tracy Campbell
Assistant Deputy Minister
International Trade Division

William Hoyle
Acting Director
Trade Offices



Ref. 147088

December 30, 2019

Dynamis Global
25 Ring Road, Lajpat Nagar IV
New Delhi 110024
India

Attention: Rooma Bussi

Re: Contract for the provision of trade and investment representative services in India between Her Majesty the Queen in Right of the Province of British Columbia (the "Province") and Dynamis Global dated June 27, 2016 Contract Number FC17561353A (the "Contract")

In accordance with section 10.4 of the Contract, this letter is written notice that the Province is terminating the above Contract. Accordingly, the Contract will terminate as of midnight on the 91st business day following the date of this letter. We have determined this date to be May 19, 2020.

The Province wishes to ensure our international resources reflect our trade diversification framework, continue to meet the needs of British Columbia (BC) businesses and provide British Columbians the best value for their investment. That is why we are actively working with Global Affairs Canada to embed provincial employees in embassies and consulates across Asia. This will allow the Province to leverage the considerable international investments the federal government has made in Global Affairs Canada, the Canadian Trade Commissioner Service and Invest in Canada.

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.../2

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Canada V8T 5C3
Phone: +1 (778) 698-4039

Location:
5th Floor, 800 Johnson Street
Victoria BC Canada
www.gov.bc.ca

Dynamis Global
Page 2

I would like to thank you for your continued professional service and support to BC.

Sincerely,

A handwritten signature in black ink, appearing to read 'Tim Lesiuk', with a stylized flourish at the end.

Tim Lesiuk
Executive Director, International Engagement

pc: Tracy Campbell
Assistant Deputy Minister
International Trade Division

William Hoyle
Acting Director
Trade Offices



Ref. 147084

December 30, 2019

Guangzhou Jiayue Business Consulting Co. Ltd.
Suite 1031, Level 10, HNA Building, 8 Linhe Zhong Road
Tianhe District, Guangzhou City, 510610
China

Attention: Cathy Yao (Yao Cheng Ye)

Re: Contract for the provision of trade and investment representative services in Guangzhou, China between Her Majesty the Queen in Right of the Province of British Columbia (the "Province") and Guangzhou Jiayue Business Consulting Co., Ltd. dated August 11, 2014 Contract Number FC15563242 (the "Contract")

This letter is your written notice that the Province will not be exercising its option to renew the above Contract. Accordingly, the Contract will terminate as of midnight March 31st, 2020. Please disregard the email notice provided by William Hoyle on November 29, 2019.

The Province wishes to ensure our international resources reflect our trade diversification framework, continue to meet the needs of British Columbia (BC) businesses and provide British Columbians the best value for their investment. That is why we are actively working with Global Affairs Canada to embed provincial employees in embassies and consulates across Asia. This will allow the Province to leverage the considerable international investments the federal government has made in Global Affairs Canada, the Canadian Trade Commissioner Service and Invest in Canada.

The Province will manage all communications related to this transition to ensure our clients and stakeholders have accurate and timely information. This notice and any communication related to this contract is therefore confidential and is not for distribution unless specifically approved by my office. If you have any questions about this decision, you should direct those questions to me.

To support a smooth transition and continuity of service to our clients and stakeholders, I have scheduled a follow-up call with you on January 2, 2020 to discuss additional details related to the conclusion of your contract.

.../2

Guangzhou Jiayue Business Consulting Co. Ltd.
Page 2

I would like to thank you for your continued professional service and support to BC.

Sincerely,

A handwritten signature in black ink, appearing to read 'Tim Lesiuk', with a stylized flourish at the end.

Tim Lesiuk
Executive Director, International Engagement

pc: Tracy Campbell
Assistant Deputy Minister
International Trade Division

William Hoyle
Acting Director
Trade Offices



Ref. 147085

December 30, 2019

Ho Hing Consultancy Inc.
Suite 2323, South Tower, Kerry Centre
1 Guanghua Road
Chaoyang District, Beijing 100020
China

Attention: Kevin Tsui

Re: Contract for the provision of trade and investment representative services in Beijing and Shanghai, China between Her Majesty the Queen in Right of the Province of British Columbia (the "Province") and Ho Hing Consultancy Inc. dated August 11, 2014, Contract Number FC15563241 (the "Contract")

This letter is your written notice that the Province will not be exercising its option to renew the above Contract. Accordingly, the Contract will terminate as of midnight March 31, 2020.

The Province wishes to ensure our international resources reflect our trade diversification framework, continue to meet the needs of British Columbia (BC) businesses and provide British Columbians the best value for their investment. That is why we are actively working with Global Affairs Canada to embed provincial employees in embassies and consulates across Asia. This will allow the Province to leverage the considerable international investments the federal government has made in Global Affairs Canada, the Canadian Trade Commissioner Service and Invest in Canada.

The Province will manage all communications related to this transition to ensure our clients and stakeholders have accurate and timely information. This notice and any communication related to this contract is therefore confidential and is not for distribution unless specifically approved by my office. If you have any questions about this decision, you should direct those questions to me.

To support a smooth transition and continuity of service to our clients and stakeholders, I have scheduled a follow-up call with you on January 2, 2020 to discuss additional details related to the conclusion of your contract.

.../2

Ministry of Jobs,
Trade and Technology

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Victoria BC
Canada V8T 5C3
Phone: +1 (778) 698-4039

Location:
5th Floor, 800 Johnson Street
Victoria BC Canada
www.gov.bc.ca

I would like to thank you for your continued professional service and support to BC.

Sincerely,

A handwritten signature in black ink, appearing to read 'Tim Lesiuk', with a stylized flourish at the end.

Tim Lesiuk
Executive Director, International Engagement

pc: Tracy Campbell
Assistant Deputy Minister
International Trade Division

William Hoyle
Acting Director
Trade Offices



Ref. 147086

December 30, 2019

Pacific Coast Co. Ltd.
26F Gangnam Finance Center
152, Teheran-ro
Gangnam-gu
Seoul 06236, Korea

Attention: Luke Shim

Re: Contract for the provision of trade and investment representative services in Korea between Her Majesty the Queen in Right of the Province of British Columbia (the "Province") and Pacific Coast Co., Ltd dated June 8, 2015 Contract Number FC16561298 (the "Contract")

In accordance with section 10.4 of the Contract, this letter is written notice that the Province is terminating the above Contract. Accordingly, the Contract will terminate as of midnight on the 91st business day following the date of this letter. We have determined this date to be May 19, 2020.

The Province wishes to ensure our international resources reflect our trade diversification framework, continue to meet the needs of British Columbia (BC) businesses and provide British Columbians the best value for their investment. That is why we are actively working with Global Affairs Canada to embed provincial employees in embassies and consulates across Asia. This will allow the Province to leverage the considerable international investments the federal government has made in Global Affairs Canada, the Canadian Trade Commissioner Service and Invest in Canada.

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To support a smooth transition and continuity of service to our clients and stakeholders, I have scheduled a follow-up call with you on January 2, 2020 to discuss additional details related to the conclusion of your contract.

.../2

Ministry of Jobs,
Trade and Technology

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PO Box 9835 Stn Prov Govt
Victoria BC Canada
V8T 5C3
Phone: +1 (778) 698-4039

Location:
5th Floor, 800 Johnson Street
Victoria BC Canada
www.gov.bc.ca

Pacific Coast Co. Ltd.
Page 2

I would like to thank you for your continued professional service and support to BC.

Sincerely,

A handwritten signature in black ink, appearing to read 'Tim Lesiuk', with a stylized, cursive script.

Tim Lesiuk
Executive Director, International Engagement

pc: Tracy Campbell
Assistant Deputy Minister
International Trade Division

William Hoyle
Acting Director
Trade Offices



Ref. 147089

December 30, 2019

PT. BCI Niaga Indonesia
Suite No. M55 and M58
The Plaza Office Tower, 41st Floor
Jl. M. H. Thamrin Kav. 28-30
Jakarta 10350
Indonesia

Attention: Vira Soekardiman

Re: Contract for the provision of trade and investment representative services in Indonesia between Her Majesty the Queen in Right of the Province of British Columbia (the "Province") and PT. BCI Niaga Indonesia dated May 26, 2016 Contract Number FC17564345A (the "Contract")

In accordance with section 10.4 of the Contract, this letter is written notice that the Province is terminating the above Contract. Accordingly, the Contract will terminate as of midnight on the 91st business day following the date of this letter. We have determined this date to be May 19, 2020.

The Province wishes to ensure our international resources reflect our trade diversification framework, continue to meet the needs of British Columbia (BC) businesses and provide British Columbians the best value for their investment. That is why we are actively working with Global Affairs Canada to embed provincial employees in embassies and consulates across Asia. This will allow the Province to leverage the considerable international investments the federal government has made in Global Affairs Canada, the Canadian Trade Commissioner Service and Invest in Canada.

The Province will manage all communications related to this transition to ensure our clients and stakeholders have accurate and timely information. This notice and any communication related to this contract is therefore confidential and is not for distribution unless specifically approved by my office. If you have any questions about this decision, you should direct those questions to me.

.../2

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PT. BCI Niaga Indonesia

Page 2

To support a smooth transition and continuity of service to our clients and stakeholders, I have scheduled a follow-up call with you on January 2, 2020 to discuss additional details related to the conclusion of your contract.

I would like to thank you for your continued professional service and support to BC.

Sincerely,



Tim Lesiuk
Executive Director, International Engagement

pc: Tracy Campbell
Assistant Deputy Minister
International Trade Division

William Hoyle
Acting Director
Trade Offices

Jang, Monica JTT:EX

From: Campbell, Tracy JTT:EX
Sent: December 9, 2019 9:19 AM
To: Mihlar, Fazil JTT:EX
Cc: Jang, Monica JTT:EX
Subject: DM - ADM PPT draft for PO mtg
Attachments: DM - ADM PPT draft for PO mtg (Dec 5 at 11am - with notes).pptx

As discussed. Happy to discuss. Thx

Jang, Monica JTT:EX

From: Mihlar, Fazil JTT:EX
Sent: December 14, 2019 10:22 AM
To: Campbell, Tracy JTT:EX
Cc: Lesiuk, Tim JTT:EX; Jang, Monica JTT:EX
Subject: Re: Stakeholder Engagement Plan - TIR Offices - Asia
Attachments: Stakeholder Engagement Plan - TIR Offices - Asia.doc; ATT00001.htm; TIR Agreements - 191209 TC comments.docx; ATT00002.htm; Copy of Representation Comparison 191206.xlsx; ATT00003.htm

Hi Tracy/ Tim: This is good. I will move this up to PO. Let's brief MBR on Tues. I alerted him already. Have a call with PO later today. Thx. Fazil

Sent from my iPhone

On Dec 13, 2019, at 4:29 PM, Campbell, Tracy JTT:EX <Tracy.Campbell@gov.bc.ca> wrote:

Hi Fazil,

Please disregard the previous engagement plan and use the attached version. I've re-attached the other docs to this email for simplicity.

Thanks to Tim and team for all their work!

Thanks
Tracy

Jang, Monica JTT:EX

From: Mihlar, Fazil JTT:EX
Sent: December 14, 2019 10:25 AM
To: Kennedy, Christine PREM:EX
Cc: Jang, Monica JTT:EX
Subject: Stakeholder Engagement Plan - TIR Offices - Asia
Attachments: Stakeholder Engagement Plan - TIR Offices - Asia.doc; ATT00001.htm; TIR Agreements - 191209 TC comments.docx; ATT00002.htm; Copy of Representation Comparison 191206.xlsx; ATT00003.htm

Good morning: Implementation plan as discussed. Talk in the afternoon.

Jang, Monica JTT:EX

From: Mihlar, Fazil JTT:EX
Sent: December 29, 2019 10:27 AM
To: McNish, James JTT:EX; Szabo, Maria JTT:EX
Cc: Spencer, Brad GCPE:EX
Subject: Stakeholder Engagement Plan - TIR Offices - Asia.doc (confidential)
Attachments: Stakeholder Engagement Plan - TIR Offices - Asia.doc; ATT00001.txt

Hi James: As discussed. Thx. Fazil

Jang, Monica JTT:EX

From: Mihlar, Fazil JTT:EX
Sent: December 29, 2019 10:28 AM
To: Campbell, Tracy JTT:EX
Cc: Jang, Monica JTT:EX
Subject: Re: Package
Attachments: Confidential Notice 19_12_27 - Contract Non-Renewal.docx; ATT00001.htm; Stakeholder Engagement Plan - TIR Offices - Asia.doc; ATT00002.htm; Confidential Notice - 19_12_27 - Contract Conclusion.docx; ATT00003.htm

Thx. I have sent copy of stakeholder engagement plan to James and Maria.

Sent from my iPhone

On Dec 29, 2019, at 8:22 AM, Campbell, Tracy JTT:EX <Tracy.Campbell@gov.bc.ca> wrote:

Here are the letters that we'll be sending to the impacted TIRs.

s.13

s.13

- The non-renewal is targeted at contracts that expire March 2020 (i.e. we're advising that we won't be renewing). This is not required per the terms of the contract, more of a courtesy to advise of our intentions s.13
-

s.13

I've also reattached the engagement plan which provides a bit more detail on roll out (timing etc...).

s.13

I'll send the Q&A portion to MO.

Please advise if you'd like to see any changes/edits.

Happy to discuss.

Tracy

Jang, Monica JTT:EX

From: Mihlar, Fazil JTT:EX
Sent: December 30, 2019 6:28 PM
To: Ralston, Bruce JTT:EX
Subject: Stakeholder Engagement Plan - TIR Offices - Asia.doc
Attachments: Stakeholder Engagement Plan - TIR Offices - Asia.doc; ATT00001.txt

Jang, Monica JTT:EX

From: Mihlar, Fazil JTT:EX
Sent: December 31, 2019 7:53 AM
To: Campbell, Tracy JTT:EX
Cc: Spencer, Brad GCPE:EX; Jang, Monica JTT:EX; Lesiuk, Tim JTT:EX
Subject: Re: TIR IN

Agreed.

s.13

s.13

As to contractors, I agree with Tracy.

Sent from my iPhone

> On Dec 31, 2019, at 7:42 AM, Campbell, Tracy JTT:EX <Tracy.Campbell@gov.bc.ca> wrote:

>

Jang, Monica JTT:EX

From: Mihlar, Fazil JTT:EX
Sent: December 31, 2019 9:35 AM
To: Campbell, Tracy JTT:EX
Cc: Jang, Monica JTT:EX
Subject: Re: Document1
Attachments: Document1.docx; ATT00001.htm

Just talked to MBR. Please include in KMs the stakeholders we have already talked to. And include a couple of examples of provinces who have staff embedded in the embassies.

One more message: BC works closely with GAC already. MBR met with CG Rachel B in Guangzhou and ambassador (name) in Beijing. Also mention the name of ambassadors he met with in Japan and Korea. s.13; s.16
s.13; s.16
s.13; s.16; s.17

Need to get this material to him by 10.15 if possible.

Thx. Fazil

Sent from my iPhone

On Dec 31, 2019, at 8:20 AM, Campbell, Tracy JTT:EX <Tracy.Campbell@gov.bc.ca> wrote:

This is where I think we should go- thoughts?