

**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.
- s.13; s.16
- s.13; s.16
- s.13; s.17
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- 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:

- s.14
- 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		
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