

Chinese Business Community meeting

From: Seeley, Mark MIT:EX
Sent: Wednesday, January 7, 2015 10:25 AM
To: Yung, Philip MIT:EX
Subject: Chinese Business Community meeting

Hi Phil,

Further to our conversation late last year about organizing a meeting with the Chinese Business Community as part of the Ministers and Multicultural Advisor Council (MAC) commitment to host five community engagement meetings before March 31st 2015; I spoke with Dean, The MAC Chair, Paul Irwin and Barinder Bhullar who all had no objection to the idea we formulated:

Agenda: what should be considered when hosting an incoming trade/business mission to BC so guests have the best opportunity to see BC's cultural and business assets
Date: March (after Chinese New Year)
Time: 2 -3 hrs max
Venue: TBC (any ideas, are the Dr Sun Yat-Sen gardens a good idea?)
Hospitality: Tea/Coffee and Danishes
Guests: Business leaders and cultural event organizers (20 people?), MAC representative, Minister IF available.

I need your advice on how best to organize this event and who we should invite, I am in the office on Tuesday can we chat then? Are you able to put a draft list together before then?

Mark

Mark Seeley,
Director, Multiculturalism Branch
Ministry of International Trade
604 868 7768
mark.seeley@gov.bc.ca
www.embracebc.ca

Contacts With ExperienceKnowledge in Hosting Chinese Trade Delegations to BC
From: Crawford, Kara MIT:EX
Sent: Tuesday, January 13, 2015 10:45 AM
To: "David Crawford"
Cc: Seeley, Mark MIT:EX
Subject: Contacts With Experience/Knowledge in Hosting Chinese Trade Delegations to BC

The Multiculturalism Branch is organizing a community consultation meeting in March 2015 with the local Chinese Business Community and stakeholders for the purpose of seeking input on best practises for the Province of BC to consider when hosting Chinese Business Delegations to BC.

The meeting will be no more than 2 hours in length and a firm date will be identified shortly. It is likely that Mandarin translation services will be made available.

An invitation list is currently being developed. Would you be able to provide the names/contact information of individuals or companies that assisted/participated in Chinese Trade Delegations for VANOC and/or the Vancouver Board of Trade?

We will also be seeking advice from Multiculturalism Advisory Council member, Mr. Charles Mak and Mr. Zaixin Ma from the Dawa Business Group, who has been appointed by the Minister of International Trade to the Legacy Initiatives Advisory Council (arising out of Chinese apology).

I have copied my Director, Mr. Mark Seeley, as I mentioned in our planning telephone call this morning that I would be asking you.

Sincerely,

Kara L. Crawford
Program Manager, Multiculturalism Branch
Ministry of International Trade
Ph: 778-628-3659
Kara.Crawford@gov.bc.ca

RE Venue availability in March -Dr. Sun Yat-Sen Classical Chinese Garden
From: Kathy Gibler <director@vancouverchinesegarden.com>
Sent: Tuesday, January 13, 2015 4:00 PM
To: Seeley, Mark MIT:EX
Cc: partnerships@vancouverchinesegarden.com
Subject: RE: Venue availability in March -Dr. Sun Yat-Sen Classical Chinese Garden
Attachments: 2015 Corporate Rental Guide.pdf

Hi Mark,
Great to hear from you. The DTES Tourism Roundtable is no longer functioning.
In answer to your questions:

VENUE: The Garden's Hall of One Hundred Rivers is more than adequate for your needs.

AVAILABILITY: It is available on March 6 and 13th.

KITCHEN: There is a kitchen handy to the room for any food prep needed.

SOUND: The Hall has wifi and has been used for concerts, lectures etc. The sound in the hall is quite

'live' so a sound system may not be needed.

CHAIRS/TABLES: We have enough tables and chairs (rather squeaky) or you to use.

QUESTIONS/CONCERNS.

We are open to the public on those days from 10am to 4:30pm. The Hall is used as the last tour stop and the place for visitors to warm up. We will consider closing it for the day, but first want to know if this can be a breakfast event or start at 4:30pm?

I have attached our rental brochure for information. The standard rate is \$1,000 for 2 hours. The brochure gives more information; and this is open to discussion. I've cc'd Constance Barnes, our event specialist -she's a wizard at creating great events.

Looking forward to making this happen.

Kathy

From: Seeley, Mark MIT:EX [mailto:Mark.Seeley@gov.bc.ca]
Sent: January-13-15 10:59 AM
To: 'director@vancouverchinesegarden.com'
Cc: Crawford, Kara MIT:EX
Subject: Venue availability in March

Hi Kathy,

Its been a long time since we chatted, is the DTES Tourism roundtable still going??

My Branch is currently hosted by the 'Ministry of International Trade' and is conducting five community engagement meetings.

Its not public knowledge yet but we are looking to organize one meeting to explore how BC's cultural assets are/can be promoted when hosting an incoming trade/business missions from Asia (specifically China).

I recognise that the settings of the Gardens and your organizations mission (enhance the bridge of

RE Venue availability in March -Dr. Sun Yat-Sen Classical Chinese Garden
understanding between the Chinese and Western cultures) could be an ideal venue.

At this stage the meeting would be:

- * Attended by 20-30 people, plus five supporting staff
- * 2hrs
- * Refreshments
- * Electrics and good acoustics to accommodate any translation services required.
- * "U shape" or "boardroom" format
- * Two weeks after Chinese New Year and NO LATER than March 31st 2015.
- * Most likely on a Friday (6th, 13th, 20th) with 27th March being our least desirable choice.

What is your availability, cost and concerns/interests?

I have cc Kara Crawford who works in the Branch and is organizing the logistics of the meetings.

Mark

Mark Seeley,
Director, Multiculturalism Branch
Ministry of International Trade
604 868 7768
mark.seeley@gov.bc.ca
www.embracebc.ca



Our Vision

British Columbia is a model society that embraces the cultures and traditions of its people with opportunities for all to live and grow.

Thursday, February 26, 2015

The Provincial Multicultural Advisory Council is pleased to invite you to meet the Minister for International Trade and Multiculturalism, Ms. Teresa Wat, and participate in a Chinese Business Community Engagement Meeting on *'What is best practice when hosting incoming trade missions from China, specifically when promoting BC 's cultural assets/connections.'* on **Friday, March 13th, 2015**.

Time: 2:00 pm – 4:00 pm including refreshments

Place: Fairmont Waterfront Hotel, Princess Louisa Suite, 900 Canada Place Way, Vancouver, BC V6C 3L5

The objective of the meeting is to receive the Chinese Business Community's advice on best practice when hosting incoming trade missions from China, specifically when promoting BC's cultural assets/connections and how the BC Government supports actions being taken/contemplated. A summary of the meeting will be made available to the Minister responsible for Multiculturalism and the Multicultural Advisory Council for their consideration.

The proposed meeting presents an opportunity for participants to connect with a cross-section of Business Leaders from a Chinese ethnic background to share their experiences and insights. A representative from the BC Government's Ministry of International Trade will also provide an overview of BC Trade and Investment Office services and BC's Trade and Investment Representative (TIR) Network in Asia.

RSVP Kara Crawford, Kara.Crawford@gov.bc.ca (Program Manager, Multiculturalism Branch, BC Government) **by Friday, March 6th, 2015** to this invitation only event.

An Agenda will be circulated to confirmed attendees in advance of the meeting.

The Multicultural Advisory Council looks forward to your participation.

MINISTRY OF INTERNATIONAL TRADE AND
MINISTER RESPONSIBLE FOR THE
ASIA PACIFIC STRATEGY AND MULTICULTURALISM

MEETING NOTE

Cliff #:

Date: March 4, 2015

PREPARED FOR: Deputy Minister Shannon Baskerville, Ministry of International Trade and Minister Responsible for Asia Pacific Strategy and Multiculturalism

DATE AND TIME OF MEETING: Friday, March 13, 2015

ISSUE: MIT's participation in identifying invitees and issuing invitations to key BC Chinese Business Leaders

BACKGROUND:

The Multicultural Advisory Council of BC (MAC) has planned three business community consultations in March 2015. The first consultation is with up to thirty BC Chinese Business Community leaders on Friday, March 13, 2015 from 2-4pm at the Fairmont Waterfront Hotel, Vancouver. It has been confirmed and advertised in the invitation that Minister Wat will attend this event. The purpose of the event is to hold a roundtable discussion with Chinese Business Leaders to explore best practise when hosting incoming trade missions from China, specifically when promoting BC's cultural assets or connections. The event will also provide an opportunity for the Minister, MAC members and Ministry of International Trade (the Ministry) staff to develop or deepen relationships within BC's Chinese Business community.

DISCUSSION:

The Consultation has been organized by a MAC subcommittee consisting of MAC member, Mr. Charles Mak (who is a Producer and Assignment Editor for Phoenix Satellite Television North America as well as a Call-In Program Host on current affairs/news for AM 1320 Mainstream Broadcasting Corp.) and Ministry staff within the Multiculturalism Branch.

To secure attendance of 15-30 participants at this event an invitation (Schedule A) was prepared and circulated to the following individuals: MAC Chair, Mr. Tenzin Khangsar; MAC Member, Mr. Charles Mak; CEO of S.U.C.E.S.S. (United Chinese Community Enrichment Services Society), Ms. Queenie Choo; and Ministry staff, including Executive Director for East Asia, Mr. Paul Irwin and China Manager, Ms. Janet Cho.

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ongoing.

It is anticipated that the Minister will address the group with respect to the importance of BC utilizing its diversity to help BC prosper. The key message is that historically, BC's policy of multiculturalism has brought the world to BC and now BC needs to use its diversity to bring BC to the world.

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Schedule A

Thursday, February 26, 2015

The Provincial Multicultural Advisory Council is pleased to invite you to meet the Minister for International Trade and Multiculturalism, Ms. Teresa Wat, and participate in a Chinese Business Community Engagement Meeting on '*What is best practice when hosting incoming trade missions from China, specifically when promoting BC 's cultural assets/connections.*' on **Friday, March 13th, 2015.**

Time: 2:00 pm – 4:00 pm including refreshments

Place: Fairmont Waterfront Hotel, Princess Louisa Suite, 900 Canada Place Way, Vancouver, BC V6C 3L5

The objective of the meeting is to receive the Chinese Business Community's advice on best practice when hosting incoming trade missions from China, specifically when promoting BC's cultural assets/connections and how the BC Government supports actions being taken/contemplated. A summary of the meeting will be made available to the Minister responsible for Multiculturalism and the Multicultural Advisory Council for their consideration.

The proposed meeting presents an opportunity for participants to connect with a cross-section of Business Leaders from a Chinese ethnic background to share their experiences and insights. A representative from the BC Government's Ministry of International Trade will also provide an overview of BC Trade and Investment Office services and BC's Trade and Investment Representative (TIR) Network in Asia.

RSVP Kara Crawford, Kara.Crawford@gov.bc.ca (Program Manager, Multiculturalism Branch, BC Government) **by Friday, March 6th, 2015** to this invitation only event.

An Agenda will be circulated to confirmed attendees in advance of the meeting.

The Multicultural Advisory Council looks forward to your participation.

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MINISTRY OF INTERNATIONAL TRADE AND
MINISTER RESPONSIBLE FOR
ASIA PACIFIC STRATEGY AND MULTICULTURALISM

MEETING NOTE

Cliff #: 14111

Date: March 10, 2015

PREPARED FOR: Honourable Minister Teresa Wat, Minister of International Trade and Minister Responsible for Asia Pacific Strategy and Multiculturalism

DATE AND TIME OF MEETING: Friday, March 13, 2015, 2:00pm

ISSUE: Meeting with Chinese business and cultural stakeholders

BACKGROUND:

The purpose of the event is to hold a roundtable discussion with Chinese business leaders to explore best practice when hosting incoming trade missions from China, specifically when promoting BC's cultural assets or connections. The event will also provide an opportunity for the Minister, Multicultural Advisory Council (MAC) members and Ministry to develop or deepen relationships within BC's Chinese business community.

DISCUSSION:

The goal for the Minister and the MAC Chair is to engage with 15-30 participants of the Chinese business and cultural sectors. The invitation list was prepared by Tenzin Khangsar, MAC Chair with assistance from other MAC members and Ministry staff, including Executive Director for East Asia, Paul Irwin.

This session format will be similar to the June 2014 MAC session with members of the Korean business community. As an introduction, the Minister will address the group with respect to the importance of BC utilizing its diversity to help BC prosper. A representative from the Ministry's East Asia office will be present. The key message is that BC's multiculturalism policy has brought the world to BC and now we can leverage this diversity to connect BC to the world.

ATTACHMENTS: Appendix One – Invitation
Appendix Two – Agenda
Appendix Three – Invitation list
Appendix Four – Speaking notes

Prepared by: Mark Seeley, Director, Multiculturalism
Telephone: 604 868-7768

Appendix One - Invitation

Thursday, February 26, 2015

The Provincial Multicultural Advisory Council is pleased to invite you to meet the, Honourable Teresa Wat, Minister for International Trade and Multiculturalism, and participate in a Chinese Business Community Engagement Meeting on '*What is best practice when hosting incoming trade missions from China, specifically when promoting BC's cultural assets/connections.*' on **Friday, March 13th, 2015**.

Time: 2:00 p.m. – 4:00 p.m. including refreshments

Place: Fairmont Waterfront Hotel, Princess Louisa Suite, 900 Canada Place Way, Vancouver, BC V6C 3L5

The objective of the meeting is to receive the Chinese business community's advice on best practice when hosting incoming trade missions from China, specifically when promoting BC's cultural assets and connections and how the Province supports best practices. A summary of the meeting will be made available to the Minister responsible for Multiculturalism and the Multicultural Advisory Council for their consideration.

The proposed meeting presents an opportunity for participants to connect with a cross-section of business leaders from a Chinese background to share their experiences and insights. A representative from the BC's Ministry of International Trade will also provide an overview of BC Trade and Investment Office services and BC's Trade and Investment Representative (TIR) Network in Asia.

RSVP Kara Crawford, Kara.Crawford@gov.bc.ca (Program Manager, Multiculturalism Branch, BC Government) **by Friday, March 6th, 2015** to this invitation only event.

An Agenda will be circulated to confirmed attendees in advance of the meeting.

The Multicultural Advisory Council looks forward to your participation.

Appendix Two - Agenda

Chinese Business Community Consultation

Friday, March 13, 2015

2:00 p.m. - 4:00 p.m.

**Fairmont Waterfront Hotel, Princess Louisa Suite, 900 Canada Place Way,
Vancouver, BC V6C 3L5**

AGENDA

2:00PM Welcome and Introduction: **Member of the Multicultural Advisory Council (MAC), Dennis Chan**

2:10PM: Greetings: **Minister for International Trade and Multiculturalism, the Honourable Teresa Wat**

2:20PM: Group Discussion chaired by **Dennis Chan (MAC)** regarding *'best practices when hosting incoming trade missions from China, specifically when promoting BC's cultural assets and connections.'*

3:10PM: Presentation by Ministry of International Trade representative, **Janet Cho, China Manager**, to provide an overview of BC Trade and Investment Office services and BC's Trade and Investment Representative (TIR) Network in East Asia.

3:30PM: Concluding Remarks: **Dennis Chan (MAC)**

3:40 – 4:00PM Refreshments and networking

Focus of Discussion:

To explore the Chinese business community's views on best practices when BC hosts trade delegations from China and how best to demonstrate BC's cultural assets.

Outcomes expected from the Discussion and Presentations:

- **Opportunities:** What is working and why? Do BC businesses and organizations with Chinese cultural knowledge and networks use this knowledge to increase international trade? Is the community involved in incoming trade missions, and, if so, does the community promote/utilize BC's cultural assets (e.g. festivals, culturally significant sites etc.) to help secure trade/investment interest?
- **Challenges:** What opportunities are there that are not being fully utilized? What barriers are stopping access to those opportunities?
- **Strategies:** Is the community using government services? How could the Province help?

Appendix Three – Invitation List

| Name | Organization | Attendance @ 9th Mar |
|-------------------|---|-------------------------|
| Ms. Rachel Shi | Asia-America Investment & Trade Center | Y |
| Ricky Li | Association of Chinese Cultural Promotion | N |
| Tung Chan | BC Lower Mainland Canada-China Friendship Association | Y |
| William Ma | British Columbia- Guangdong Business Council | |
| Kenny Zhang | Business Development, HQ Vancouver | Y |
| Eileen Chen | Canadian Alliance of Chinese Associations | |
| Yunquan Luo | Canadian Alliance of Chinese Associations | |
| Steven Tang | Canadian Alliance of Chinese Associations | |
| Xiaccheng Wang | Canadian Alliance of Chinese Associations | |
| David Han | Canadian Alliance of Chinese Associations | |
| Lianwei Liu | Canadian Alliance of Chinese Associations | |
| Hongtao Ye | Canadian Alliance of Chinese Associations | |
| Nicholas Kam | Canadian Chinese Business Development Assoc. | |
| Gordon W. Chu | Canada China Business Council | Y |
| Binzheng Li | Canada Chinese Investors & Entrepreneurs Association | |
| Xianmin Peng | Canada Chinese Investors & Entrepreneurs Association | |
| Allen Ip | Canada Dongguan (Americas) General Business Association | Y |
| Fahui Lin | Canada Vancouver Fuqing Chamber of Commerce | |
| Yuen Pau Woo | China Global | N |
| Lindsay Margenau | China Officer | Y |
| Jun Ing | Chinese Benevolent Association of Vancouver | Y |
| James Chu | Chinese Benevolent Association of Vancouver | |
| Bob Ip | Chinese Cultural Centre of Greater Vancouver | Y |
| Jan Liang | Chinese Entrepreneurs Society of Canada | |
| Pius Chan | Chinese Federation of Commerce Canada | |
| Fred Kwok | Chinese Freemasons of Canada | |
| L. K. Larry Yen | Clark Wilson LLP | Y |
| Mr. Zaixin Ma | Dawa Business Group Inc | Y |
| Jennifer Han | Dawa News | |
| Wei Shao | Dentons LLP | |
| Kathy Gibler | Dr. Sun Yat-Sen Classical Chinese Garden | Y |
| Tai Y. Cheng | Fluida Canada | Y |
| Heather Pei Huang | Goldstone Education Group Ltd | Y |
| Jack Yong | Gowling Lafleur Henderson LLP | Y |

| | | |
|------------------------|---|---|
| Hai Ma | Guangxi Business Association of Canada | Y |
| Liberal Wang | Guizhou Chamber of Commerce of North America | |
| Joyce Chung | Hong Kong Canada Business Association | |
| Carmen Lee | Hong Kong Canada Business Association | |
| Catherine Yuen | Hong Kong Economic & Trade Office in Canada | Y |
| Professor Guoren Zhang | Kwantlen Polytechnic University | |
| Wayne Duzita | Leasing & Marketing at International Aviation Terminal Inc. | |
| Phebe Chan | Legal Counsel, Richards Buell Sutton LLP | Y |
| Charles Mak | MAC Member | N |
| Raymond Lu | Manning Elliott, Accountants and Business Advisors | Y |
| Janet Cho | MIT, China Manager | Y |
| Mingnan Li | North America Chinese Alliance of Commerce Association | |
| Weiguo (William) He | Partner, Davis LLP | Y |
| Consul Charles Wang | PCR Consulate | |
| Consul Han Ning | PCR Consulate | |
| Steven Ni | PricewaterhouseCoopers LLP | Y |
| Matt Pitcairn | Richmond Chamber of Commerce | |
| Gerard Edwards | Richmond Chamber of Commerce | |
| Alex Wong | Richmond Chinese Community Society | |
| Henry Beh | Richmond Chinese Community Society | |
| Queenie Choo | S.U.C.E.S.S. | N |
| Doug Purdie | S.U.C.E.S.S. & Partner (Assurance) PwC | Y |
| Zujun Liu | Sichuan Chamber of Commerce of Canada | |
| Nelson Kwan | Telus | N |
| Tracy Lakeman | Tourism Richmond | |
| Alden Habacon | University of British Columbia | Y |
| Jennifer H. Hsu | Vancouver Airport Authority | Y |
| Winnie Cheung | Vancouver Asian Heritage Month Society's | ? |
| Joan Elangovan | Vancouver Economic Commission | Y |
| Bill Zhuo | Vision Explorer Entrepreneurs Association | |
| Simon Lu | Yangzhou Business Association of Canada | Y |

Appendix four – Speaking Notes

**Speaking Notes
for the**

**Hon. Teresa Wat
Minister of International Trade**

**BC Chinese Business Community Consultation on Best
Practice when BC Hosts a Trade Delegation from China**

March 13, 2015

- **Export activity and attracting investment to BC are both key to building B.C.'s economy, and ultimately, to creating jobs.**
- **Our proximity to Asia is one of our many competitive advantages, and our diverse, multicultural population acts as a bridge across the Pacific.**
- **Nearly 11% (464,800) of British Columbians are Chinese, making the Chinese community the second largest in Canada (Ontario is first).**
- **Throughout B.C., people have business and family connections to key countries and markets around the world.**

- **We can leverage these connections to strengthen our trade relationships, attract new investment, and create and protect jobs for British Columbians.**
- **British Columbia has a lot to offer international investors:**
 - **Our ports are closer to Asia than anywhere else in North America,**
 - **we have a competitive business environment,**
 - **a triple-A credit rating,**
 - **a skilled and diverse workforce, and**
 - **a quality of life that is recognized worldwide.**
- **In my two years as Minister of International Trade and Minister Responsible for Asia Pacific Strategy and Multiculturalism, our government has made several important achievements.**
- **For example, we achieved our BC Jobs Plan goal of doubling our international trade presence, with more than 60 people in our international trade and investment offices in priority markets across Asia, Europe and the United States.**

- **Trade Missions help secure B.C.'s entry into priority markets and provide the momentum required to leverage partnerships, international investments and expand potential trade deals.**
- **Export markets are fiercely competitive; what often sets you apart is the strength of your relationships.**
- **Trade missions give us an upper hand by bringing us face-to-face with key stakeholders, so we can continue to nurture our existing connections and develop new ones.**
- **These meetings are a crucial first step to securing increased trade opportunities.**
- **Our ministry has supported more than 400 inbound and outbound trade missions since April 2011, including six major Premier's missions to Asian markets.**
- **Until recently, British Columbia has been focused on developing trade with the major cities in China – such as Beijing, Shanghai and Hong Kong.**
- **After many years of hard work, we have developed strong, long-term relationships.**

- **Now it's time to expand to other centres in China; to push our trade network further in order to expand our trade ties and identify new opportunities for economic development.**
- **This groundwork in Asia is leading to increased trade and investment, and job creation for British Columbians.**
- **The value of B.C. exports to China has increased in the last 10 years by 375%.**
- **In 2014, BC exported \$6.5 billion in goods to China, including Hong Kong.**
- **This represents nearly 1/5th of all of B.C.'s international exports in 2014, which totalled \$35.5 billion.**
- **Our government is committed to building stronger relationships with Asia, and we are using the B.C. Business Network and our expanded international trade and investment network to connect export-ready B.C. businesses with opportunities to find new markets for their products.**

- **Trade missions are a cost-effective tool for B.C. companies to participate firsthand in targeted export markets.**
- **Delegations and businesses are travelling between B.C. and East Asia to take part in conferences, trade shows and meetings that drive global business and cement partnerships.**
- **In addition to expanding export opportunities for British Columbia businesses, trade missions identify investment opportunities to overseas companies looking to expand or establish investment or a North American presence in British Columbia.**
- **Another key focus in 2015 will be building on the momentum of the work we accomplished in 2014 to attract new offices to BC.**
- **The province, working with the Canadian federal government and the Business Council of B.C., has recently launched a \$6.6-million project called HQ Vancouver that aims to attract five new international head offices to B.C. by 2020.**

- **Head offices generate a number of direct economic benefits, including the creation of local, well-paying jobs, increased contribution to the tax base, and growth of indirect businesses services.**
- **They also generate industry clusters that attract other businesses within the supply chain to that area.**
- **This creates additional employment and economic benefits and increases the size, skill and productivity of the local labour force.**
- **The B.C. government is contributing \$2.1 million to the project, which is expected to attract investment totalling \$100 million and create hundreds of new jobs for British Columbians.**
- **These are just a few examples of the work our government is doing to attract investment and expand export development, with much more to come this year.**
- **As businesses begin to take advantage of these opportunities, the benefits will be seen in communities throughout B.C...**

- ... from new products showing up on store shelves, to new export opportunities for goods and professional services.
- We welcome opportunities such as today's event to help strengthen these personal, economic and cultural ties.
- We are working hard to make British Columbia a North American hub for trans-Pacific trade, business and cultural exchange.
- Coordinating and establishing best practises when receiving incoming trade delegations will help our province make its competitive advantages evident to business visitors.
- One of our key advantages is our cultural diversity.
- Over the past 20 years, multiculturalism has brought the world to BC — now it will help connect BC to the world.
- As we enter 2015 with high hopes and anticipation, so too does the B.C. government...
- ...as increasing trade ties with the Asia Pacific region will be one of the driving forces behind a strong and prosperous B.C. economy this year and into the future.

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| Name | notes | Attendance Status |
|-------------------------|---|-----------------------------------|
| Bob Ip | Board of Directors, Chinese Cultural Centre of Greater Vancouver | Will Attend |
| Mr. Zaixin Ma | President of Dawa Business Group Inc | Will Attend |
| Queenie Choo | S.U.C.E.S.S. | declined |
| Tai Y. Cheng | Vice President Fluida Canada | Will attend |
| Nelson Kwan | Telus | declined - s.22 |
| Mr. Alden Habacon | Director, Intercultural Understanding Strategy Development University of British Columbia | will attend |
| Charles Mak | MAC Member and Producer and Assignment Editor for Phoenix Satellite Television North America as well as a Call-In Program Host on current affairs/news for AM 1320 Mainstream Broadcasting Corp.) Director, Dr. Sun Yat-Sen Classical Chinese Garden | declined s.22 |
| Kathy Gibler | | Will Attend |
| Jennifer Han | Dawa News | |
| Consul Charles Wang | PCR Consulate | |
| Consul Han Ning | PCR Consulate | |
| Janet Cho | MIT, China Manager | will attend and make presentation |
| Tenzin Khangsar | MAC Chair | will attend |
| Nelson Kwan | | declined - s.22 |
| Lindsay Margenau | China Officer | will attend |
| Mr. Binzheng Li | Vice President, Canada Chinese Investors & Entrepreneurs Association | |
| Mr. Xianmin (Sam) Peng | VP of Canadian Jade Research Inst. & Honorary Chairman, Canada Chinese Investors & Entrepreneurs Association | will attend |
| Mr. Mingnan Li | Vice President, North America Chinese Alliance of Commerce Association | declined |
| Mr. Fahui Lin | Vice President, Canada Vancouver Fuqing Chamber of Commerce | |
| Mr. Hai Ma | President, Guangxi Business Association Of Canada | |
| Mr. Allen Ip | President, Canada Dongguan (Americas) General Business Association | will attend |
| Mr. Zujun Liu | President, Sichuan Chamber of Commerce of Canada | |
| Mr. Liberal Wang | President, Guizhou Chamber of Commerce of North America | |
| Ms. Rachel Shi | Marketing Director, Asia-America Investment & Trade Center CEO of Goldstone Education Group Ltd; Co-chair of China International Children's Cartoon competition North American Division. | will attend |
| Ms. Heather Pei Huang | | will attend |
| Mr. Simon Lu | President, Yangzhou Business Association of Canada Principal Consultant (Western Canada) , Hong Kong Economic & Trade Office in Canada, Vancouver Liaison Office The Government of the Hong Kong Special Administrative Region, PRC Suite 500, 666 Burrard Street, Park Place, Vancouver, BC V6C 3P6 | will attend |
| Catherine Yuen | | will attend |
| Yuen Pau Woo | President, China Global: Vancouver Society for the Promotion of Chinese Art and Culture | declined |
| Ricky Li | Association of Chinese Cultural Promotion | declined |
| Alex Wong | Richmond Chinese Community Society | |
| Tung Chan | Founding President, BC Lower Mainland Canada-China Friendship Association & Former Councillor, City of Vancouver | will attend |
| Fred Kwok | Chinese Freemasons of Canada | |
| Joan Elangovan | Vancouver Economic Commission | will attend |
| William Ma | British Columbia- Guangdong Business Council; Vancouver-Guangzhou Friendship Society | |
| Jun Ing | Vice President, Chinese Benevolent Association of Vancouver | will attend |
| James Chu | Chinese Benevolent Association of Vancouver | |
| Winnie Cheung | Vancouver Asian Heritage Month Society's | undeliverable e-mail |
| Joyce Chung | Hong Kong Canada Business Association | |
| Mr. Bill Zhuo | President, Vision Explorer Entrepreneurs Association | |
| Ms. Jan Liang | President, Chinese Entrepreneurs Society of Canada | |
| Henry Beh | Richmond Chinese Community Society | |
| Weiguo (William) He | Partner, Davis LLP | will attend |
| Phebe Chan | Legal Counsel, RICHARDS BUELL SUTTON LLP | will attend |
| Mr. Jack Yong | Partner, Gowling Lafleur Henderson LLP | will attend |
| Steven NI | Partner (Tax), PricewaterhouseCoopers LLP | will attend |
| Raymond Lu | Partner, Manning Elliott, Accountants and Business Advisors | will attend |
| L. K. Larry Yen | Partner, Clark Wilson LLP | will attend |
| Kenny Zhang | Director, Business Development, HQ Vancouver: A Home for Global Business | will attend |
| Jennifer H. Hsu | Marketing Manager, Asia, VANCOUVER AIRPORT AUTHORITY | will attend |
| Doug Purdie | Board Chair, S.U.C.E.S.S. & Partner (Assurance) PwC | will attend |
| Gordon W. Chu | Director (B.C. Chapter), Canada China Business Council | will attend |
| Hai Ma | Chairman of Guangxi Business Associaition of Canada | will attend |
| Julia Yan | Vice President, Regional Sales , TMX Equity Transfer Services | will attend |
| Monica Leeck | Manager Market Development Asia, Destination British Columbia | will attend |
| Bradley Dickson | Director, Bridge River Valley Heritage Committee | will attend |
| Wei Liu | Director, British Columbia Chapter, Canada China Business Council | will attend |
| Nicholas Kam | President, Canadian Chinese Business Development Association | will attend |
| William You | Canada-China Entrepreneurs Association | will attend |
| Coling (Xiaocheng) Wang | Chinese Entrepreneurs Society of Canada | will attend |
| David Han | Canada-China Entrepreneurs Association | will attend |
| Lianwei Liu | North America E-Commerce Association | will attend |
| Hongtao Ye | China Conservatory Alumni Association of Vancouver | will attend |
| Eileen Chen | Canada-China Entrepreneurs Association | will attend |
| Yunquan Luo | Canada Pan Pacific Elite Entrepreneur’s Association | will attend |
| Steven Tang | CANADIAN SICHUANESE FRIENDSHIP ASSOCIATION | will attend |
| Matt Pitcairn | Manager of Communication and Policy, Richmond Chamber of Commerce | will attend |
| Professor Guoren Zhang | Kwantlen Polytechnic University | will attend |
| Belinda Yang | CFO, Istuary | will attend |
| Additional Attendees | | |
| Wei Shao | Dentons LLP | will attend |
| Wayne Duzita | Associate VP, Aeroterm Developments | will attend |
| Paul Gibbons | President, Hong Kong Canada Business Association | will attend |
| James Chu | CBA | |

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Jones, Angela MIT:EX

From: Whitford, Kelly M MIT:EX
Sent: Thursday, January 22, 2015 2:21 PM
To: Jones, Angela MIT:EX
Subject: FW: Community Engagement meetings

Angela – Mark has provide more options below.

From: Seeley, Mark MIT:EX
Sent: Thursday, January 22, 2015 12:49 PM
To: Whitford, Kelly M MIT:EX
Cc: Smollett, Debbie MIT:EX
Subject: RE: Community Engagement meetings

Ok

- I asked the Burnaby venue today (22nd) if they have availability between 16th and 19th March (waiting on reply)
- We will book Friday 13th s.22 for the Chinese event.
- I can't change the Tri Cities date (26th March).

Mark

From: Denney, Jay MIT:EX

Suggest we try doing some of these during March break week

March 6th may be a possibility with this group, February dates House is in Session so very difficult:

Target audience: 30 people from the South Asian Businesses Community in Burnaby
Event: Community/Business engagement mtg in partnership with the Ismaili Centre.
Location: Ismaili Centre, Burnaby, BC
Duration: 2hrs
Date and Time: 10am or 2pm start on either 23rd, 24th, 25th February or 6th March
Focus: How the community is leveraging its cultural connections in business/trade.

March 13th seems to be the only date open for this one:

Target audience: 30 people from the Chinese community involved in incoming trade missions
Event: Community/Business engagement mtg probably in partnership with SUCCESS
Location: TBC (Richmond or Vancouver China Town).
Duration: 2hrs
Date and Time: 10am or 2pm start on either Friday 13th or 20th March
Focus: What is best practice when accommodating incoming trade missions from China, specifically when promoting BC's cultural assets/connections.

Target audience: 30 people from the Korean/Chinese/Iranian/Filipino business community in the Tri-Cities.
Event: Community/Business engagement mtg in partnership with Tri-Cities Chamber of Commerce.
Location: TBC (Coquitlam)
Duration: 2hrs
Date and Time: 12 noon – Wednesday 26th March
Focus: What is best practice when accommodating incoming trade missions from China, specifically when promoting BC's cultural assets/connections.

Thanks,

Angela

From: Whitford, Kelly M MIT:EX
Sent: Thursday, January 22, 2015 10:38 AM
To: Jones, Angela MIT:EX
Subject: FW: Community Engagement meetings

Hi Angela – Mark Seeley is trying to set up some Community Engagement meetings set up for MTW. Please see list below of meetings and dates.

From: Smollett, Debbie MIT:EX
Sent: Thursday, January 22, 2015 8:32 AM
To: Whitford, Kelly M MIT:EX
Cc: Bains, Jasmine MIT:EX
Subject: FW: Community Engagement meetings

Kelly, can you check in with Angela? This supports a minister's mandate item so important to get set up. ☺

From: Seeley, Mark MIT:EX
Sent: Wednesday, January 21, 2015 4:30 PM
To: Smollett, Debbie MIT:EX
Cc: Whitford, Kelly M MIT:EX; Sekyer, Dean MIT:EX
Subject: Community Engagement meetings

Hi

We are still planning the three community engagement meetings and we now have suggested dates.

I recognize that due to the Minister's schedule she may not be able to attend all or any of the meetings. If any of the following dates are suitable for her to attend please let me know asap (if possible) so we can book and confirm the events.

Of course all three are keen to have the Minister attend but they have been made aware that she has a busy schedule and that's why MAC representatives attend.

Target audience: 30 people from the South Asian Businesses Community in Burnaby
Event: Community/Business engagement mtg in partnership with the Ismaili Centre.
Location: Ismaili Centre, Burnaby, BC
Duration: 2hrs
Date and Time: 10am or 2pm start on either 23rd, 24th, 25th February or 6th March

Focus: How the community is leveraging its cultural connections in business/trade.

Target audience: 30 people from the **Chinese community involved in incoming trade missions**

Event: Community/Business engagement mtg probably in partnership with SUCCESS

Location: TBC (Richmond or Vancouver China Town).

Duration: 2hrs

Date and Time: 10am or 2pm start on either Friday 13th or 20th March

Focus: What is best practice when accommodating incoming trade missions from China, specifically when promoting BC's cultural assets/connections.

Target audience: 30 people from the **Korean/Chinese/Iranian/Filipino business community in the Tri-Cities.**

Event: Community/Business engagement mtg in partnership with Tri-Cities Chamber of Commerce.

Location: TBC (Coquitlam)

Duration: 2hrs

Date and Time: 12 noon – Wednesday 26th March

Focus: What is best practice when accommodating incoming trade missions from China, specifically when promoting BC's cultural assets/connections.

Mark

Jones, Angela MIT:EX

From: Whitford, Kelly M MIT:EX
Sent: Tuesday, January 27, 2015 10:53 AM
To: Jones, Angela MIT:EX
Subject: FW: Community Engagement meetings

They understand.

From: Seeley, Mark MIT:EX
Sent: Tuesday, January 27, 2015 10:32 AM
To: Whitford, Kelly M MIT:EX
Subject: Re: Community Engagement meetings

Yes 100%. I have been very clear with those hosting the meetings that the Minister has a busy schedule, the house is sitting, budget/estimates and whilst we will work to find the best date that accommodates the Minister it is not guaranteed and demands on her time change. s.3

s.3

Mark

On 27 Jan 2015, at 10:11, Whitford, Kelly M MIT:EX <Kelly.Whitford@gov.bc.ca> wrote:

Please advise.

From: Jones, Angela MIT:EX
Sent: Tuesday, January 27, 2015 9:44 AM
To: Whitford, Kelly M MIT:EX
Subject: RE: Community Engagement meetings

The following is on a Session day

s.3

s.3

Korean/Chinese/Iranian/Filipino business community in the Tri-Cities.

- Date is set for Thursday 26th March 2015.
- Lunch time event
- Venue being secured by Tri Cities Chambers of Commerce.

From: Whitford, Kelly M MIT:EX
Sent: Monday, January 26, 2015 5:04 PM
To: Jones, Angela MIT:EX
Subject: FW: Community Engagement meetings

Here are the dates for the other 2. Mark is connecting with GCPE who will provide sns.

From: Seeley, Mark MIT:EX
Sent: Monday, January 26, 2015 2:49 PM
To: Whitford, Kelly M MIT:EX
Subject: RE: Community Engagement meetings

Chinese community involved in incoming trade missions

- Date is set for Friday 13th March 2015
- Currently looking for a venue and time
- Working with Success and other key leaders in Chinese community and MAC members

Korean/Chinese/Iranian/Filipino business community in the Tri-Cities.

- Date is set for Thursday 26th March 2015.
- Lunch time event
- Venue being secured by Tri Cities Chambers of Commerce.

Mark

From: Whitford, Kelly M MIT:EX

Please advise.

From: Jones, Angela MIT:EX

How is Mark doing with the other two groups:

Chinese community involved in incoming trade missions

Korean/Chinese/Iranian/Filipino business community in the Tri-Cities.

Jones, Angela MIT:EX

From: Whitford, Kelly M MIT:EX
Sent: Friday, February 6, 2015 11:42 AM
To: Jones, Angela MIT:EX
Subject: FW: Community Engagement meetings - update

Hi Angela - see summary below.

From: Seeley, Mark MIT:EX
Sent: Friday, February 6, 2015 11:39 AM
To: Whitford, Kelly M MIT:EX
Cc: Crawford, Kara MIT:EX
Subject: Community Engagement meetings - update

Target audience: 30 people from the South Asian Businesses Community in Burnaby
Event: Community/Business engagement mtg in partnership with the Ismaili Centre.
Location: Ismaili Centre, Burnaby, BC
Duration: 2hrs
Date and Time: 2pm start on Tuesday 17th March
Focus: How the community is leveraging its cultural connections in business/trade.

Target audience: 30 people from the Chinese community involved in incoming trade missions
Event: Community/Business engagement mtg probably in partnership with SUCCESS
Location: TBC (Vancouver).
Duration: 2hrs
Date and Time: 10am or 2pm start on Friday 13th March
Focus: What is best practice when accommodating incoming trade missions from China, specifically when promoting BC's cultural assets/connections.

Target audience: 30 people from the Korean/Chinese/Iranian/Filipino business community in the Tri-Cities.
Event: Community/Business engagement mtg in partnership with Tri-Cities Chamber of Commerce.
Location: TBC (Coquitlam)
Duration: 2hrs
Date and Time: 12 noon – Wednesday 26th March
Focus: What is best practice when accommodating incoming trade missions from China, specifically when promoting BC's cultural assets/connections.

Jones, Angela MIT:EX

From: Bains, Jasmine MIT:EX
Sent: Tuesday, March 10, 2015 12:43 PM
To: Jones, Angela MIT:EX; Doerksen, Heather MIT:EX
Cc: Harper, Katie MIT:EX; Smollett, Debbie MIT:EX; Whitford, Kelly M MIT:EX
Subject: Material: MTW MN - Chinese Business Community Consultation (March 13)
Attachments: 14111 - MTW MN - Chinese Business Community Consultation.docx

Importance: High

Hi Angela and Heather,

Please find attached the material for Minister's participation in the Chinese Community Engagement Forum on Friday, March 13.

Let me know if you require anything further.

Thanks,

Jasmine Bains

Documents Coordinator
Deputy Minister's Office | Ministry of International Trade
Phone: 250.952.0140
7th Floor, 1810 Blanshard Street, Victoria, BC V8W 9T5

(These notes are not verbatim)

Meeting Chinese Business Community Engagement Forum
Host Multicultural Advisory Council (Chair of meeting – Dennis Chan)
Date Friday March 13th, 2015
Location Fairmont Waterfront Hotel, Vancouver

Comments from the audience

- Business culture overseas is different from Canada and therefore those wishing to trade and build working relationships need to have an informed understanding of foreign business culture.
- A collation of successful Chinese investment stories in BC is/would be helpful for investors to review and help inform their visit to BC or financial investments.
- Other Countries like may be using other methods to attract investors and trade relations. Australia uses signage in other languages at the airport to make people feel welcome.
- Branding used in tourism should be used/copied or modified for BC and marketed towards potential investors and companies who want to buy BC goods. Maybe the marketing should be tailored to different market segments.
- CBA explained their experience of coordinating inbound visits.
- Access to experts with technical insight into key business and industry like Hi-Tec and research can better inform or support inbound trade missions. These don't always have to support large visits, or lots of visits but those that have a high yield for BC economy.

- HQ Vancouver was explained and its purpose.
- Information obtained prior to a visit is essential to ensure we tailor/host incoming visitors correctly with the greatest opportunity for success. You could do our own research, share knowledge and use researchers/ambassadors to obtain information. Business associations both in BC, Canada and trade countries have helpful advice.
- Large organizations and industries have the capacity / resources to do thorough research and host trade missions. Unfortunately smaller businesses (SME) lack these resources and we rely on government to help or at least support/ coordinate information.
- We know that successful trade missions can result in big benefits for companies for secure contracts to sell abroad. We shouldn't forget the other advantages, like more employment and higher earnings. Can or do we measure these other benefits.
- If possible hosts should use their own translators. This is an additional cost but you can control your own messaging and information. Translators can also be pre-briefed and used for other visits as they gain business knowledge.
- We can learn from each other about how to improve hosting.
- Do we keep a register of all incoming and outgoing trade / business meetings? This would seem a huge task and maybe it's unrealistic yet it could be helpful to track trends. People could also undertake customer surveys to understand foreign visitor's experience.

- Some visitors have to obtain visas before visiting Canada / leaving their home Country.
This can make things complicated because sometimes they are issued late or at the last minute, this means we get short notice of their arrival and departure dates.
- Offering different recreational activities (e.g. golf, wine tour, cultural festivals) not only help people feel welcome but can also provide opportunities to network and sell BC's tourist/recreational assets.
- For some investors the opportunity to meet government officials in Vancouver and Vitoria can make them feel more confident about investment, especially if this is seen as the norm in their home country.
- Making people feel welcome doesn't start when you meet them in BC but starts from your very first communications in the planning stages. It carries on with follow up calls. People like it when they feel valued.
- We must sell BC Diversity. BC has a lot of talent, cultural empathy, language skills and is a fun place to live and work.