

INTERGOVERNMENTAL RELATIONS SECRETARIAT

MEETING NOTE

PREPARED FOR: Premier John Horgan

MEETING WITH: Washington State Governor Jay Inslee

DATE AND TIME: Thursday, September 21st, 2:00 – 2:30 PM by phone

WASHINGTON STATE'S INTERESTS:

s.16

B.C.'S INTERESTS:

s.13

BACKGROUND:

Governor Inslee (D) was first elected Governor in 2012 and is currently serving in his second term. s.13,s.22

s.13,s.22

A biography, including "ice-breakers", is included as Appendix 2.

B.C and Washington State have a long history of collaboration both bi-laterally through joint Cabinet meetings and through joint partnership in multi-lateral fora such as the Pacific Coast Collaborative and the Pacific Northwest Economic Region. s.16

s.16

Officials

from the Government of B.C. work regularly with their counterparts in Washington State.

A strong working relationship with Washington State is critical on several issues that arise as a product of the shared border s.13,s.16

s.13,s.16

s.13,s.16

Appendix 1: B.C.-Washington State Issues
Appendix 2: Biography of Governor Jay Inslee

Prepared by:

Jeremy Hewitt

Executive Director, U.S. Relations

s.17

Appendix 1: Key B.C.-Washington Issues

s.13,s.16

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s.16;s.13

Appendix 2: Biography for Governor Jay Inslee

s.13,s.22

**INTERGOVERNMENTAL RELATIONS SECRETARIAT
OFFICE OF THE PREMIER**

MEETING NOTE

PREPARED FOR: Minister Bruce Ralston

MEETING WITH: Canadian Consul General in Seattle,
Brandon Lee

DATE AND TIME: Monday, November 6, 2017 / 9:00 AM – 9:30 AM

B.C.'S INTERESTS:

You had an introductory meeting with Consul General Lee in September of this year.
s.13,s.16

CONSUL GENERAL'S INTERESTS:

s.16

DISCUSSION TOPICS:

It is recommended that you discuss the following topics with the Consul General. The Consul General has expressed interest in discussing these topics, as well:

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s.13,s.16

BACKGROUND:

Brandon Lee was appointed as Consul General of Canada in Seattle in August, with accreditation for Washington State, Oregon, Idaho and Alaska. His appointment was part of a wider announcement that the Government of Canada was strengthening its team in the United States ahead of the North American Free Trade Agreement negotiations. s.13,s.22

s.13,s.22

s.13,s.22

2.

A biography is attached as Appendix

At the state-level, B.C. continues to build highly positive relationships with its key partners in the states of Washington, Oregon, California, and Alaska.s.16
s.16

Appendix 1: Background Information on Discussion Topics

Appendix 2: Biography of Canadian Consul General in Seattle, Brandon Lee

Appendix 1: Background Information for Proactive Messaging

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s.16;s.13

Appendix 2: Biography of Consul General Brandon Lee

s.13,s.22

INTERGOVERNMENTAL RELATIONS SECRETARIAT

MEETING NOTE

PREPARED FOR: DEPUTY MINISTER OF INTERGOVERNMENTAL RELATIONS
OKENGE YUMA MORISHO

MEETING WITH: United States Consul General in Vancouver
Katherine S. Dhanani

DATE AND TIME: Tuesday, September 26th, 9:30 – 10:00 AM

CONSUL GENERAL'S INTERESTS:

- Katherine S. Dhanani was recently appointed as the Consul General of the United States (U.S.) in Vancouver. Her welcome reception will be held on September 28, 2017.
s.13,s.16
- s.16

B.C.'S INTERESTS:

s.13,s.16

BACKGROUND:

Katherine S. Dhanani was officially recognized as Consul General of the U.S. in Vancouver, effective September 15, 2017. A biography, including "ice-breakers", is included as Appendix 2.

At the state-level, B.C. continues to build highly positive relationships with its key partners in the states of Washington, Oregon, California, and Alaska. The four states, together with B.C., participate in multi-lateral fora such as the Pacific Coast Collaborative (Alaska is an observer) and the Pacific Northwest Economic Region. s.16

s.16

s.16 The Consulate office strongly supports the *Cascadia Innovation Corridor*. Officials from the Government of B.C. work regularly with their counterparts in Washington State. s.13,s.16

s.13,s.16

s.13,s.16 B.C. also recently announced a new trade and investment office in Seattle, with Troy DeFrank as the representative.

The softwood lumber dispute is the top economic priority of the B.C. Government. The dispute leads to greater market uncertainty and volatility, which is not good for business and hurts producers and consumers on both sides of the border s.13,s.16

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s.13,s.16

Appendix 1: Key B.C.-U.S. Issues

Appendix 2: Biography of Consul General Katherine Dhanani

Prepared by:

Anika Sparling

Intergovernmental Relations Advisor

s.17

Appendix 1: Key B.C.-Washington Issues

s.13,s.16

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Appendix 2: Biography for Consul General Katherine S. Dhanani

s.13,s.22

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Appendix 2: Biography of Canadian Consul General in Seattle, Brandon Lee

Appendix 1: Background Information for Proactive Messaging

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Appendix 2: Biography of Consul General Brandon Lee

s.13,s.22

INTERGOVERNMENTAL RELATIONS SECRETARIAT

MEETING NOTE

PREPARED FOR: Premier John Horgan
The Honourable Bruce Ralston will also attend the meeting

MEETING WITH: Consuls General of E.U. countries in B.C. (Netherlands, United Kingdom, Greece, Italy, Germany, France, Portugal and Romania)

Trade Commissioner, Belgium

Deputy Consul General, Switzerland
(see Participants' List – Appendix 2)

DATE AND TIME: November 3, 2017 / 12:30 PM – 2:00 PM

LOCATION: s.15,s.22

B.C.'S INTERESTS:

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Appendix 1: Background Information for Proactive and Responsive Messaging

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Appendix 2: Participants' List and Biographies

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INTERGOVERNMENTAL RELATIONS SECRETARIAT

MEETING NOTE

PREPARED FOR: DEPUTY MINISTER OF INTERGOVERNMENTAL RELATIONS
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Appendix 1: Key B.C.-U.S. Issues

Appendix 2: Biography of Consul General Katherine Dhanani

Prepared by:

Anika Sparling

Intergovernmental Relations Advisor

s.17

Appendix 1: Key B.C.-Washington Issues

s.13,s.16

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Appendix 2: Biography for Consul General Katherine S. Dhanani

s.13,s.16,s.22

**INTERGOVERNMENTAL RELATIONS SECRETARIAT
MEETING NOTE**

PREPARED FOR: PREMIER JOHN HORGAN

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Prepared by:

Jeremy Hewitt

Executive Director, U.S. Relations

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Appendix 1: Key B.C.-Washington Issues

s.13,s.16

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Appendix 2: Biography for Governor Jay Inslee

s.13,s.16,s.22

INFORMATION NOTE

Cliff #:

Date: October 24, 2017

PREPARED FOR: Premier's Office

ISSUE: Amazon's HQ2 project and the City of Langford's proposal

BACKGROUND:

- Amazon's request for proposals toward a second headquarters (HQ) somewhere in North America was released September 7 with proposals due October 19.
- Named "HQ2", this second HQ anticipates hiring up to 50,000 high-paying jobs and USD\$5 billion in investment over the next fifteen years
- Amazon received 238 proposals from cities and regions across North America vying to host the company's HQ2
- Securing this investment in British Columbia would greatly benefit our communities, the BC tech sector, and British Columbians who work in related industries and surrounding regions
- Both Metro Vancouver and the City of Langford prepared and submitted proposals
- The City of Langford submitted their proposal successfully by the October 19 deadline and Amazon has confirmed receipt

DISCUSSION:

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CONCLUSION:

- BC government contributed \$15,000 to help the City of Langford prepare its bid.
- Out of respect for the RFP process, the City of Langford does not have immediate plans to release their full submission until a decision has been made by Amazon.
- Amazon intends to announce its final site selection and successful candidate sometime in 2018

BC Government believes that BC has a real chance of being the successful candidate to host HQ2.

- BC has a diverse and burgeoning technology sector that continues to see unprecedented growth and has an exceptional amount of competitive advantages that sets us apart from other North American jurisdictions.
- Tech companies such as Amazon can benefit from our government's prioritization of the tech sector.
- In addition, our province also offers:
 - A thriving, fast growing technology industry;
 - Opportunities for Amazon to collaborate with dynamic homegrown and international technology companies;
 - A top ranked startup ecosystem in Canada, recognized globally;
 - Local, multi-cultural, highly-skilled talent pool, and offers tech companies the ability to recruit from abroad;
 - Proximity to Amazon HQ1;
 - A strategic location in North America and close ties to Europe as well as Asia Pacific region;
 - Excellent business support infrastructure and incentives;
 - Internationally recognized public and private education institutions which work closely with industry to ensure the availability of well-trained talent
 - Remarkable and breathtaking quality of life for individuals and their families

ATTACHMENTS:

Appendix 1: Background on Amazon in British Columbia

Appendix 2: City of Langford's final proposal (confidential and not for distribution)

Prepared by: Prepared by: David Collier, A/Executive Director, International Business Development Telephone: 604-218-9036

Reviewed by				
Dir:	ED: DC	ADM:	DM:	MIN:

Appendix 1

Background on Amazon in BC:

- Founded in 1994, Amazon.com, Inc. (Amazon) is a Seattle based e-commerce and cloud computing company that is the largest internet-based retailer in the world by total sales and market capitalization. Amazon has over 341,400 employees and had 2016 gross revenue of \$US136 billion with a net income of \$US4.2 billion.
- Amazon has a sizable presence in British Columbia.
- In 2014, Amazon Web Services (AWS) established a technology development and cloud computing facility in Vancouver to support AWS. 1,000 workers currently work at this facility located across several floors at the Telus Garden building in downtown Vancouver. The facility has 350 job postings at the moment. More space is planned elsewhere in the downtown core.
- In 2012, Amazon Canada Fulfillment Services (ACFS) opened a retail fulfillment centre in Delta, BC. This was the company's first fulfillment centre east of Ontario. Since then, ACFS have opened an additional centre in New Westminister. Both facilities have a combined 300-600 seasonal and full time staff.
- BC government and BC's US Trade and Investment Representative Office assisted Amazon in their decision to open the fulfillment centres and during the site selection process and planning for staff.
- BC government has also assisted with labor and immigration challenges as AWS Vancouver strived to attract and retain senior talent from international markets.
- s.13