

International Travel Final Report

Minister Bilous Mission to China and Japan
November 15-27, 2016



Overview:

The Honorable Deron Bilous, Minister of Economic Development and Trade, travelled to Tokyo, Japan and Guangzhou, Shanghai, Shenzhen and Yantai, China to support the delivery of the Government of Alberta's international priorities. This includes diversifying markets for products and services in the, agriculture, energy, environment, culture, innovation and tourism sectors. It also provided the Minister the opportunity to demonstrate to stakeholders in China and Japan that Alberta is committed to maintaining and enhancing existing international trade relationships and welcomes investment to the province.

Minister Bilous' mission took place alongside a business mission in Guangzhou, Shanghai and Yantai, China where trade and investment seminars were held for Alberta companies to showcase their products and business opportunities to local investors and buyers, and build connections and markets in China. This business mission was one of the most ambitious market-focused business development undertakings in Alberta's history. The combined 86 Alberta companies, municipalities, universities and associations that joined the mission were met by over 1,200 Chinese enterprises and numerous senior government officials across key Chinese cities.

Mission Objectives:

The mission was successful in meeting its objectives as outlined below:

- Diversify Alberta's economy and markets through increased global engagement, trade and investment;
- Provide reassurance and build confidence with existing and potential investors that the Government of Alberta welcomes international investment;
- Make Alberta businesses aware of trade and investment opportunities in China and Japan;
- Advance discussions with Chinese partners with whom Alberta signed Memoranda of Understanding (MOU) earlier in 2016; and
- Promote continued and increased collaboration on research and innovation with Chinese and Japanese organizations.

Results:

Minister Bilous participated in a number of high-level meetings on key bilateral files with senior officials from the Canadian Embassy Tokyo, Consulate Generals in Guangzhou and Shanghai, as well as numerous business leaders. Representatives from organizations such as Calgary Economic Development and Edmonton Economic Development Corporation played a supporting and coordinative role in meeting the mission objectives, which was also joined by other key stakeholders including the Edmonton International Airport, Alberta Industrial Heartland Association and the University of Alberta's China Institute.

The Minister also met with companies and government representatives to highlight the Government of Alberta's focus on economic diversification, job creation and working with international partners to build Alberta's economy. The message was positively

received and resulted in requests for further engagement with Alberta to discuss potential opportunities.

In Tokyo, the Minister was briefed by senior officials from the Canadian Embassy and met with a number of Japanese business organizations that strengthened commercial relationships in the region. He also participated in a forestry VIP roundtable luncheon with a number of high-level stakeholders from both the Alberta and Japanese forestry sectors, stressing the importance Alberta places on the Japanese market.

In Guangzhou, the Minister met with business organizations that strengthened commercial relationships in the region. This included holding follow-up meetings with the Guangdong Department of Commerce to explore initiatives that will result from the recently signed MOU on Trade and Economic Cooperation. He also renewed an MOU with the Guangdong Department of Science and Technology, which will ensure further cooperation in the areas of science and innovation. In nearby Shenzhen, the Minister held meetings with research institutions and companies to secure research and development investments in Alberta.

In Shanghai, Minister Bilous met with business organizations that strengthened commercial relationships in the region. Additionally, he furthered discussions with officials from the Shanghai Municipal Commission of Commerce (SCOFCOM) and explored initiatives that will result from the economic cooperation MOU that the Government of Alberta signed with SCOFCOM in March 2016.

In Yantai, the Minister advanced relations with Yantai City leaders, and provincial leadership from Shandong Province. Shandong officials remain very interested in furthering relations with Alberta, as Shandong offers significant opportunities for expanded trade and investment. While here, he visited Yantai Xiwang Foods, and attended the company's 20th anniversary celebration. Yantai Xiwang's Canadian subsidiary, Siwin Foods, opened a facility in Edmonton in 2014. As such, Siwin's \$20 million facility has created dozens of jobs in Alberta, and is a clear example of investment attraction success in Alberta.

The mission was successful in achieving the following results:

1. Built business relationships and commercial ties through strategic discussions and new trade and investment partnerships;
2. Alberta companies and organizations finding new trade and investment partners, business opportunities, and opportunities for innovation collaboration in the region; and
3. Leveraged existing agreements in order to capitalize on the trade and investment opportunities they create, and to sign and explore further agreements and cooperation.

Delegation:

- Honourable Deron Bilous
- Adrienne King, Chief of Staff to the Minister
- Jason Krips, Deputy Minister, Economic Development and Trade

Final Itinerary for Minister Bilous

Date	Event
Tuesday, November 15	Depart Edmonton
Wednesday, November 16	Arrived Tokyo, Japan
	Attended briefing with David Anderson, Managing Director of the Alberta Japan Office
Thursday, November 17	Met with Canada's Ambassador to Japan
	Attended Forestry VIP Roundtable luncheon
	Met with key stakeholders
	Met with Alberta Japan Office staff
Friday, November 18	Attended CNC seminar and networking reception
	Met with key stakeholders
	Attended Canada Food Expo
Saturday, November 19	Private time at own expense
Sunday, November 20	Travel to Guangzhou, China
Monday, November 21	Met with Ron Hoffman, Alberta's Senior Representative in the Asia Pacific Basin
	Met with Consul General of Canada in Guangzhou
	Met with Deputy Director Generals of the Guangdong Departments of Commerce; Foreign Affairs Office; and Science and Technology
	Attended Alberta-China Buyers and Investment Attraction Seminar
	Met with local media
	Met with key stakeholders
	Attended Alberta Networking dinner reception
Tuesday, November 22	Travel to Shenzhen
	Met with key stakeholders
	Witnessed MOU signing with Build Your Dreams Heavy Industries
Wednesday, November 23	Travel to Shanghai
	Met with Consul General of Canada in Shanghai
	Met with key stakeholders
Thursday, November 24	Attended Alberta-China Buyers and Investment Attraction Seminar

	Witnessed Alberta and Shanghai company MOU signings
	Met with Shanghai Municipal Commission of Commerce
	Attended Business Networking Reception
	Met with key stakeholders
Friday, November 25	Travel to Yantai
	Visited Xiwang Foods' Group facility site
	Met with Shandong and Yantai government officials
Saturday, November 26	Attended Alberta-Yantai/Shandong Trade and Investment Seminar
	Toured local supermarket for launch of Alberta products.
	Attended celebration for Yantai Xiwang Foods
	Attended Taste of Alberta reception dinner
Sunday, November 27	Returned to Edmonton

Significant Speeches/Presentations:

- Opening remarks at the Forestry VIP Roundtable in Tokyo, Japan on November 17, 2016.
- Opening remarks at the Canada Food Expo in Tokyo, Japan on November 18, 2016.
- Opening remarks at the Alberta-Guangdong Trade and Investment Conference in Guangzhou, China on November 21, 2016.
- Opening remarks at the Alberta-Shanghai Trade and Investment Conference in Shanghai, China on November 24, 2016.
- Opening remarks at the Alberta-Yantai Trade and Investment Conference
- Xiwang Food Celebrations in Yantai, China on November 26, 2016.

News Releases/Communiqués:

- *Opening doors to diversify markets in Japan and China*, November 14, 2016
<https://www.alberta.ca/release.cfm?xID=44820E4752634-CF39-3F97-087C21B334E70536>
- *Trade mission expands Asia market for Alberta business*, December 9, 2016
<https://www.alberta.ca/release.cfm?xID=44990EC6BC372-0072-6578-DBCC2DEADAB872C6>

International Travel Final Expenses

(Part of the Final International Travel Report and posted as part of this Report as well as posted separately on the same site to ensure expenses are visible on the main page of the link)

**For multi-departmental missions, ensure each department's costs are included and noted separately in their own chart and posted on each department's website (i.e. the same information should be posted on all participating department's websites)*

Expenditures by Participants	Amount
Travel (includes airfare, airport service fees, ground transportation costs, including taxis, car rentals, parking, trains, buses as well as mileage to/from airport or taxis to/from airport in Alberta, including any cancellation fees)	\$14,054.46
Accommodation (room charges and related taxes, including any cancellation fees)	\$8,218.48
Meals (includes restaurant bills and tips, meals on hotel bills, per diem meal claims, share of group meals or working sessions)	\$1,535.19
Incidental and Miscellaneous (includes cell phone rental charges, incremental costs for all electronic devices such as roaming charges for cell phones, iPads and costs associated with communications such as the costs incurred for media call-backs, conference/registration fees, including cancellation fees, fax and internet charges, passport and visa fees, medical and inoculation fees, laundry and dry cleaning, baggage handling, out-of-country per diems, and other sundry expenditures)	\$1,444.49
Sub-Total	\$25,252.62
General Mission Expenditures	Amount
Receptions and Hosting (receptions, luncheons, dinners, and events that are hosted by the Government of Alberta that are specific to the mission and include meeting related costs for room rental, room rental for hosted events, food, beverages, catering staff, service charges, entertainment, flowers)	\$5,539.84
Incidental and Miscellaneous (includes translation of documents fees, publications, shipping charges, gifts purchased specifically for mission, Canadian Embassy/High Commission/Consulate charges for services provided to the GOA)	\$6,471.45
Sub-Total	\$12,011.29
Total Costs	\$37,263.91