

**Overview:**

Honourable Lloyd Snelgrove and Mr. Troy Holinski, Executive Assistant to the Minister, travelled to Harbin, Beijing, and Shanghai from May 22 to May 31, 2011. The focus of the mission was to promote Alberta's economic and intergovernmental interests through meetings with senior government officials and business leaders.

The mission to Beijing and Shanghai was led by His Worship, Mayor of Calgary, Naheed Nenshi, and organized by Calgary Economic Development (CED) with the objective of building awareness of Calgary and Alberta as a major global energy hub and emerging financial centre, promoting opportunities for Alberta exporters, and attracting investment to the province. The delegation was made up of 72 participants from 42 organizations and it was, by far, the largest ever organized by CED. Minister Snelgrove visited also the city of Harbin to commemorate the thirtieth anniversary of the Heilongjiang-Alberta sister province relationship.

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

**Mission Objectives:**

- Strengthen business relations with Chinese investors and advocate for further investment in Alberta's energy industry.
- Support Alberta companies seeking opportunities in China.
- Promote potential partnership opportunities with Chinese companies interested in operating and investing in Alberta.
- Promote the West Coast Oil Sands outlet with energy and government stakeholders.
- Promote Alberta as a prime destination for Chinese financial institutions.
- Further economic, scientific and cultural ties with the province of Heilongjiang on the occasion of the celebrations of the thirtieth anniversary of the Alberta-Heilongjiang sister province relationship.

**Results:**

Minister Snelgrove's meetings with Chinese government officials and senior representatives of energy companies and financial services firms allowed him to engage in substantive discussions on the challenges and opportunities related to the growing role of China as a source of capital, China's increasing demand for resources, and the important role of Alberta as a safe and secure source of products and services for the world's rapidly growing emerging economies, including China.

In Harbin, Minister Snelgrove renewed the Government of Alberta (GoA) commitment to build on the long history of collaboration between Heilongjiang and Alberta. In Beijing and Shanghai, the Minister met with government officials and senior leaders from the Chinese energy and financial services sectors to highlight the Alberta government's appreciation of the substantial investments that Chinese companies have made in Alberta in recent years, as well as to reiterate the message that Alberta is open for business and welcomes China's existing and future investments. The strategic importance of west coast access for Alberta's energy products was reinforced, as well as the view that market diversification is essential for Alberta's future.

### **Itinerary:**

#### **May 22 – 23**

- The Minister travelled from Edmonton to Harbin, China.

#### **May 24**

- Minister Snelgrove met with senior officials from the Heilongjiang Department of Science and Technology and the Harbin Economic-Technological Development Zone. These meetings provided an opportunity to express support to the ongoing collaboration between Alberta and Heilongjiang in science and technology as well as of current initiatives to strengthen the working relationship between the two provinces.

The Minister reaffirmed that the GoA views the collaboration in science and technology as a model of successful partnership between the two sister provinces. It was reiterated that Alberta values this business relationship and will continue to develop and explore additional projects and initiatives.

- As part of the events to celebrate the thirtieth anniversary of the Alberta-Heilongjiang twinning relationship, Minister Snelgrove attended a luncheon meeting hosted by the Heilongjiang Foreign Affairs Office, and a dinner reception hosted by Mme. Yu Shayan, Vice-Governor of Heilongjiang. During these meetings, the Minister highlighted the exceptional work that has been done over the years to build this mutually beneficial relationship and the Alberta government's goal to continue strengthening the economic, sports, educational, scientific, and cultural co-operation with Heilongjiang.

#### **May 25**

- The Minister travelled from Harbin to Beijing and provided remarks to the Calgary delegates at an evening welcome reception organized by CED in Beijing.

## May 26

- Minister Snelgrove provided opening remarks highlighting Alberta's welcoming business and investment environment during an investment symposium organized by CED in Beijing.

The event showcased six companies from the Alberta energy sector presenting opportunities for investment and co-operation to approximately 75 Chinese participants. A case study exploring China National Offshore Oil Corporation (CNOOC)'s investment in Calgary-based MEG Energy Corp. was also presented.

- Minister Snelgrove met with Mr. Luo Xi, Senior Executive Vice President of the Industrial and Commercial Bank of China (ICBC), along with senior representatives of CED and the Alberta financial services industry to promote Calgary as a location of choice and assess ICBC's interest in exploring potential investments in the province.

The meeting was a component of the Alberta government's work to promote the development of the financial services industry in the province and support CED's efforts to attract ICBC to the city of Calgary. The Minister gained a better understanding of ICBC's future investment plans in Alberta.

- Minister Snelgrove met with Mr. Hu Xinfeng, Vice President of Great Wall Drilling Company (GWDC), to acknowledge GWDC's recent establishment of an office in Alberta and encourage further business co-operation between GWDC and Alberta companies, highlighting our province's positive investment climate and opportunities in the energy sector.

The GoA's commitment to addressing the environmental and labour challenges and implications of oil sands projects and other energy development projects were highlighted. The meeting also provided the Minister with an opportunity to get a better understanding of GWDC's future investment plans in Alberta.

- Minister Snelgrove provided remarks during a lunch reception hosted by the City of Calgary for about 80 Canadian delegates and more than 120 guests from Beijing's government and industry community. The event followed a well-attended press conference and showcased Calgary and Alberta as a location of choice for business and tourism.

The Minister also provided remarks during an evening business networking reception hosted by the Canadian Embassy in Beijing for the Alberta delegates.

## May 27

- Minister Snelgrove and Mayor Nenshi met with senior managers of all three major Chinese energy companies, along with representatives from Calgary-based energy and financial firms. The Chinese officials included Vice Presidents of the China National Offshore Oil Corporation Ltd. (CNOOC China Ltd.), China Petrochemical Corporation (Sinopec Group), and China National Petroleum Corporation.

The Alberta delegation reiterated that the province is open for business and welcomes investments from China.

The Chinese executives expressed that their firms are pleased with their investments in Alberta to date, and understand the strategic importance of oil sands growth into the future.

The strategic importance of west coast access for Alberta energy products – including the construction of new pipelines – was reinforced, as well as the Alberta government’s view that market diversification is essential for the province’s future. Alberta’s commitment to sustainable development and the government’s new cumulative effects management approach towards regulation were also highlighted.

- Minister Snelgrove and Mayor Nenshi met also with the Mayor of Beijing, Mr. Guo Jinlong. The meeting was part of ongoing efforts to strengthen links and promote further co-operation between Alberta and China. The Minister highlighted Alberta’s positive investment climate as well as various opportunities to strengthen relations and facilitate increased economic opportunities for both jurisdictions.
- Minister Snelgrove and Mayor Nenshi met with senior representatives of the China Investment Corporation (CIC), along with leaders of Calgary’s financial services sector. The meeting was a component of the Alberta government’s work to promote the development of the financial services industry in the province and support CED’s efforts to attract CIC to the city of Calgary.
- Minister Snelgrove provided remarks during a dinner reception hosted by the Bank of China (BOC) for 35 Alberta delegates. The Minister acknowledged and welcomed BOC’s decision to establish a presence in Calgary and encouraged further business co-operation between the bank and Alberta companies.

## May 29

- The Minister travelled from Beijing to Shanghai and provided remarks to the Calgary delegates at an evening welcome reception organized by CED and the Consulate General of Canada in Shanghai.

## May 30

- Minister Snelgrove provided opening remarks highlighting Alberta's welcoming business and investment environment during an investment symposium organized by CED in Shanghai.

The event showcased six companies from the Alberta energy sector presenting opportunities for investment and co-operation to approximately 75 participants from Shanghai's government and business community.

- Minister Snelgrove met with Mme. Jian Heping, Vice Chairwoman of the Shanghai Municipal Commission of Commerce. The meeting was part of ongoing efforts to strengthen links and promote further co-operation between Alberta and China.

The Minister highlighted Alberta's positive investment climate as well as various opportunities to strengthen relations and facilitate increased economic opportunities for both jurisdictions. It was noted that Alberta places high value on its longstanding relationship with China and looks forward to strengthening the growing economic, scientific, educational, and cultural co-operation with the city of Shanghai. Several specific sectors where the mutual business interests of Alberta and Shanghai align were identified, including financial services, life sciences, agri-food, and engineering and construction.

- Minister Snelgrove met with the Managing Director and Head of the International Business Division of the China Construction Bank (CCB) in Shanghai.

The meeting was a component of the Alberta government's work to promote the development of the Alberta financial services industry and attract further investments by Chinese financial institutions in the province. The Minister encouraged CCB to explore the potential for partnerships with Alberta financial services firms, highlighting the province's positive investment climate and opportunities in the energy and infrastructure sectors.

- Minister Snelgrove provided remarks during a lunch reception hosted by the City of Calgary for about 80 Canadian delegates and more than 120 guests from Shanghai's government and industry community. The event followed a well-attended media conference and showcased Calgary and Alberta as a location of choice for business and tourism.

The Minister also provided remarks during a dinner reception hosted by the BOC for 35 Alberta delegates. The Minister highlighted that Alberta is pleased that China regards Alberta and Canada as a safe and reliable investment destination and encouraged further business co-operation between the bank and Alberta companies.

**Delegation:**

Lloyd Snelgrove, Minister of Finance and Enterprise

Troy Holinski, Executive Assistant to Minister Lloyd Snelgrove

## International Travel Final Expenses

Expenditures by Participants	Amount
<b>Travel</b> (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)	\$ 14,543.15
<b>Accommodation</b> (room charges and related taxes, including any cancellation fees)	\$ 2,970.68
<b>Meals</b> (includes restaurant bills and tips, meals on hotel bills, per diem meal claims, share of group meals or working sessions)	\$ 285.02
<b>Incidental and Miscellaneous</b> (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)	\$ 705.36
<b>Sub-Total</b>	\$ 18,504.21
General Mission Expenditures	Amount
<b>Receptions and Hosting</b> (receptions, luncheons, dinners, and events that are hosted by the GoA 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)	\$ 178.16
<b>Incidental and Miscellaneous</b> (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)	\$ 8,271.80
<b>Sub-Total</b>	\$ 8,449.96
<b>Total Costs</b>	<b>\$ 26,954.17</b>