

International Travel Final Report

Minister Deron Bilous' Mission to Silicon Valley, California

April 2-5 2017



Overview:

The Honourable Deron Bilous, Minister of Economic Development and Trade, travelled, in collaboration with Calgary Economic Development, to San Francisco and Silicon Valley to promote Alberta's advanced technology industries, and pursue potential investment opportunities in the high-tech sector.

Mission Objectives:

The focus of the mission to San Francisco and the Silicon Valley was to engage with technology firms looking to extend their network or expand their operations in Alberta. In discussions with U.S. companies the delegation highlighted the province's young and talented labour pool, entrepreneurial spirit and business-friendly environment.

Results:

This mission was important in increasing Alberta's activities in the Silicon Valley region and supporting investment attraction efforts. This mission was designed to better understand the competitive landscape of California's technology sector, support Calgary in attracting investment and strengthen relationships, as well as demonstrate Alberta's competitive strengths. Continued focus on Silicon Valley will support our investment attraction and economic diversification efforts towards long-term job creation in an important and growing field.

The mission was successful in strengthening Alberta's reputation and visibility with key stakeholders in the region. It also demonstrated the level of priority being placed on enriching our relationships within the region. While in San Francisco and Palo Alto/Silicon Valley, Minister Bilous was able to meet with several large, influential companies to discuss Alberta's, and specifically, Calgary's investment environment, understand companies' key decision-making criterion, and explore how we can further support Alberta-based organizations succeed in the region. In addition, Silicon Valley based RocketSpace recently confirmed it would be opening a Canadian office in Calgary, a direct result of the outreach that Calgary and the Province conducted.

The delegation explored the impact that changes to the U.S. immigration system are having on hiring plans within the technology sector. It also offered an opportunity to present the inclusive climate in the province.

In addition to these outcomes, the mission resulted in new connections with key U.S. firms, and laid the groundwork for future business opportunities, which could include the opening of new company offices in Alberta, and specifically, Calgary. In light of the strong interest expressed during meetings, Minister Bilous is expected to return to California in June 2017, to continue engaging with stakeholders in the tech sector.

Delegation:

Minister Deron Bilous, Minister of Economic Development and Trade

Emily-Anne Paul, Chief of Staff to Minister Bilous

Matthew Machielse, Assistant Deputy Minister, Trade and Investment Attraction Division

Final Itinerary for Minister Bilous:

Date	Event
Sunday, April 2, 2017	Arrive in San Francisco
	Meeting with Brandon Lee, Consul General of Canada in San Francisco
	Meeting with Canadian entrepreneurs/technology network organization
Monday, April 3, 2017	Briefing with City of Calgary/Calgary Economic Development
	Meetings with innovation, technology, investment and talent development firms in San Francisco
	Travel to Palo Alto
	Meeting with innovation firm in Palo Alto
Tuesday, April 4, 2017	Meetings with content distributor and technology firms in Palo Alto and Cupertino
	Travel to San Francisco
	Meetings with venture capital firm and e-commerce company in San Francisco
Wednesday, April 5, 2017	Travel to Edmonton

Significant Speeches/Presentations:

- N/A

News Releases/Communiques:

- [U.S. Mission to attract investment in high-tech sector](#)
March 31, 2017

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)	4,797.69
Accommodation (room charges and related taxes, including any cancellation fees)	4,576.57
Meals (includes restaurant bills and tips, meals on hotel bills, per diem meal claims, share of group meals or working sessions)	290.70
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)	373.19
Sub-Total	\$10,038.15
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)	651.77
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)	91.94
Sub-Total	743.71
Total Costs	\$10,781.86