



Report to: Economic Development Committee

Meeting Date: April 11, 2016

SUBJECT: Request for Approval for Markham's Participation in the Canadian Trade Mission to Hong Kong and Shenzhen, May 16-20 for "Belt and Road" Summit and Additional Programs.

PREPARED BY: Sandra Tam, Sr. Business Development Officer, ext.3883

RECOMMENDATION:

- 1) That the Report dated entitled "Request for Approval for Markham's Participation in the Canadian Trade Mission to Hong Kong and Shenzhen, May 16-20 for "Belt and Road" Summit and Additional Programs" be received.
- 2) That the City of Markham be represented by one Senior Business Development Officer,
- 3) That the total cost of the mission not exceed \$4,820.00 and be expensed from within the 2016 Business Travel account 610-998-5201.
- 4) And that Staff be authorized and directed to do all things necessary to give effect to this resolution.

EXECUTIVE SUMMARY:

Not applicable.

PURPOSE:

The purpose of this report is to request approval for business travel for Sandra Tam, Senior Business Development Officer, to Hong Kong and Shenzhen from May 16 to 20 to participate in the Canadian Trade Mission for the "Belt and Road" Summit and additional programs.

Business missions are an integral part of Markham's 10-Year Economic Strategy, "Markham 2020". By participating in the Canadian Trade Mission, Markham gains the benefits of building international business relations, which may lead to increased investment and trade opportunities for Markham. It also addresses the objective of building Global Markham and Branded Markham.

BACKGROUND:

Not applicable.

OPTIONS/ DISCUSSION:

About the “Belt and Road Initiative”:

“The Silk Road Economic Belt and the 21st century Maritime Silk Road”, also known as the “Belt and Road Initiative” is a development strategy, framework, and cooperation priorities adopted by the People’s Republic of China in October 2013 to enhance regional connectivity and embrace economic growth. This initiative is designed to boost economic, trade, investment and other ties to 65 countries across Asia, Europe and Africa, covering 63% of the world’s population. It offers unprecedented business opportunities in sectors such as infrastructure, transportation, logistics, financing and investment during the early phases of the initiative. It is designed to identify opportunities for companies to promote products and services to these markets. Canadian companies are invited to capitalize on these possibilities through partnership with the Super Connector: Hong Kong.

About the Trade Mission:

The Canadian Trade Mission to Hong Kong for the “Belt and Road” Summit from May 16-20 is organized by the Hong Kong Trade Development Council (HKTDC), in partnership with the Hong Kong Economic and Trade Office (HKETC) in Canada.

It is supported by the Association of Chinese Canadian Entrepreneurs, Confederation of Greater Toronto Chinese Business Association, Hong Kong Canada Business Association, Ontario Chamber of Commerce, Brampton Chinese Business Association, ITS Canada, the City of Calgary and the City of Markham.

Objectives of the Mission:

The Mission is designed to facilitate Canadian participants to leverage the inaugural “Belt and Road” Summit and the additional programs to:

- Obtain first-hand market intelligence of the Belt and Road initiative from international thought-leaders, senior ministers from countries along the Belt and Road, and world-renowned business leaders;
- Explore potential business opportunities in the markets covered by the Belt and Road Initiative and make informed decisions on strategies and business plans; and
- Meet new contacts, potential partners and clients.

Invited Participants:

Businesses and professionals from the following sectors have been invited to participate in the trade mission:

- Banking and Financial Services
- Logistics and Maritime Services
- Professionals Services: lawyers, accountants, business management consultants, etc.
- Infrastructure Development: developers, engineers, architects, planners and contractors.
- Cross-border Investment: senior executives of sovereign wealth funds, institutional investors, entrepreneurs, CFOs and finance directors of conglomerates.

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- International Trade and Manufacturing: supply chain management professionals, owners and operators of industrial zones, industrialists, traders
 - Governments and Institutions: senior officials in economic development, representatives from finance and commerce ministries, trade and investment promotion agencies, academic scholars and researchers.

The Canadian Trade mission is led by Robert Armstrong, President of the Chartered Institute of Logistics and Transport – North America and Past National Chair, Hong Kong-Canada Business Association. As of March 17, a total of 22 delegates have already registered (Attachment A – Delegation List).

Due to the broadened engagement with the Hong Kong Trade Development Council (HKTDC) during Markham's previous business missions to China, in January 2016, Markham was invited by HKTDC, the organizer of the "Belt and Road" Summit, to participate (Attachment B – HKTDC Invitation Letter). As a token of appreciation of the partnership between HKTDC and Markham, HKTDC will waive the summit registration fee of US\$200 for one Markham staff.

Benefits for Markham to participate at the Trade Mission:

1. It is an excellent opportunity to showcase Markham as the high-tech capital of Canada and to promote Markham's strong high-tech and knowledge-based business sectors.
2. It helps strengthen economic development connections with Hong Kong and China, with a special focus in the fields of financial services, infrastructure, technologies and innovation.
3. It helps build and strengthen international business relationship, which may lead to increased investment and trade opportunities for Markham.
4. Staff gain the benefit of learning from international experts about leveraging the Belt and Road Initiative and to build a prosperous and sustainable Markham.

Proposed Schedule:

- | | |
|--------------------|---|
| May 16 (Monday) | • Arrival in Hong Kong |
| May 17 (Tuesday) | • Visit to Sustainable City Development:
"Energizing Kowloon East" |
| May 18 (Wednesday) | • Participate in the "Belt and Road" Summit |
| May 19 (Thursday) | • Visit to Shenzhen Special Economic Zone and the
Qianhai-Shekou Area of the Guangdong Free Trade Zone |
| May 20 (Friday) | • Depart Hong Kong |

FINANCIAL CONSIDERATIONS AND TEMPLATE: (external link)

Estimated cost (tax included) for a Senior Business Development Officer to participate in the Canadian Trade Mission:

Summit Registration	Complimentary
Shenzhen Program Fee	\$70.00
Accommodation, Local Transportation & Meals 5 days	\$2,500.00
Airfare	\$1,750.00
<u>Marketing/Protocol Expenditure</u>	<u>\$500.00</u>
Total:	<u>\$4,820.00</u>

To be funded from within Business Travel Account #610-998-5201.

HUMAN RESOURCES CONSIDERATIONS

Not applicable.

ALIGNMENT WITH STRATEGIC PRIORITIES:

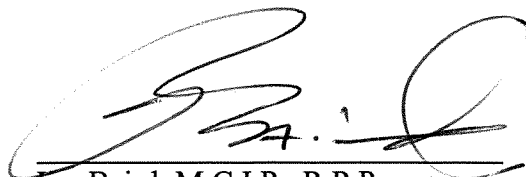
The Canadian Trade Mission for the "Belt and Road Summit" is an integral part of Markham's 10-Year Economic Strategy "Markham 2020". The Program addresses the objective of building Global Markham and Branded Markham.

BUSINESS UNITS CONSULTED AND AFFECTED:

Financial Services

RECOMMENDED BY:

Stephen Chait, EcD., CMC
Director, Economic Development



Jim Baird, M.C.I.P., R.P.P.
Commissioner, Development Services

ATTACHMENTS:

A: "Belt and Road" Summit Canadian Registration List, as of March 17

B: Hong Kong Trade Development Council Invitation Letter

C: "Belt and Road" Summit Information Package

(Updated: March 17, 2016)

**Canadian Mission to Hong Kong
For
The Belt and Road Summit & Additional Programmes**

May 16 - 20, 2016

Delegate List

Total No. of Delegates: **22** (+ 1 HKTDC Toronto Office Staff)

Delegates

<u>Name</u> <u>Official Title</u>	<u>Company/Organization</u> <u>(Office Location)</u>
Robert Armstrong (Mission Leader) President	The Chartered Institute of Logistics and Transport – North America (Also Past National Chair, Hong Kong-Canada Business Association, and President, Armstrong Trade And Logistics Advisory Services) (Ottawa, Ontario) www.ciltna.com
Robert Carillo Senior Vice President	SkyPower Global (Toronto, Ontario) www.skypower.com
Khaled Chaabouni President & CEO	Leo-Progress Enterprises Inc (Toronto, Ontario) www.leo-progress.com
Joseph Chaung President	C4P Inc. (Mississauga, Ontario) www.c4pinc.com
James Clarke Senior Advisor	National Bank of Canada (Vancouver, B.C.) www.nbf.ca/en/clarke

Simon Foo Chief Executive Officer	Transnomis Solutions Inc. (Toronto, Ontario) www.transnomis.com
Alexander Fotheringham Vice President Operations and Logistics Management	Fotheringham & Fang Group Inc. (Toronto, Ontario) www.fotheringhamfang.com
Robert Fotheringham President	Fotheringham & Fang Group Inc. (Toronto, Ontario) www.fotheringhamfang.com
Annie Kwok Vice President	Hong Kong-Canada Business Association Toronto Section (Toronto, Ontario) http://toronto.hkcba.com
Joseph Lam Chair, IBD Committee	Intelligent Transportation Society (ITS) Canada (Mississauga, Ontario) www.itscanada.ca
Jeff Lin Executive Director	Liricco Technologies LLC (Toronto, Ontario) www.valta.com
Anthony Lui Chief Executive Officer	Comprehensive Financial Services Company (Mississauga, Ontario)
Colin Pritchard Chief Operating Officer	InteractiveStudios Inc. (Ottawa, Ontario) www.interactivestudios.ca
Jay Roberge President	Tehama Capital Corp (Vancouver, B.C.)
Johnny So President	Victory Consulting Group (Richmond Hill, Ontario)
Linus So Partner	Linus So Professional Corp. (Toronto, Ontario)
Sandra Tam (tbc) Senior Business Development Officer	City of Markham Economic Development Department (Markham, Ontario) www.business.markham.ca
Olga Trofimova	Fotheringham & Fang Group Inc.

Vice President, Strategy and Business Development	(Toronto, Ontario) www.fotheringhamfang.com
Kenny Wan President	Kenny Wan Chartered Accountant Professional Corporation (Markham, Ontario) www.kennywan.com
Sherry Wan Vice President	Kenny Wan Chartered Accountant Professional Corporation (Markham, Ontario) www.kennywan.com
Aldous Yan President	Winnable Enterprise (Markham, Ontario) www.winnable.com
Glenn Young Director	IMI Technologies Inc. (Vancouver, B.C.) www.imi-technologies.com

Mission Manager (HKTDC Toronto Office Staff)

Andrew Yui Director, Canada	Hong Kong Trade Development Council – Toronto Office	
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January 11, 2016

Mr. Stephen Chait
Director, Economic Development
City of Markham
Anthony Roman Centre
101 Town Centre Boulevard
Markham
Ontario L3R 9W3

Dear Stephen,

Belt and Road Initiative: Canadian Mission to Hong Kong, May 16 – 20, 2016

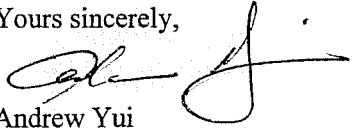
On behalf of the Hong Kong Economic and Trade Office (in Canada) and Hong Kong Trade Development Council, I would like to thank the City of Markham Economic Development to join forces with us and other like-minded multiplier partners in facilitating Markham and other Canadian companies in exploring the business opportunities presented by the Belt and Road Initiative.

One of the upcoming deliverables is the subject Canadian Mission to assist Canadian multipliers and companies in obtaining first hand intelligence of the Belt and Road Initiative, meeting relevant players from the major Belt and Road economies, and arriving at informed decisions on strategies and action plans to tap the opportunities. Delegates of this mission will join 2,000 government officials and business leaders from around the world to participate in the Belt and Road Summit in Hong Kong as well as additional programmes in Hong Kong and Qianhai / Shenzhen scheduled for May 17 – 19, 2016. As this mission would also be a strategic “window of opportunity” for the City of Markham Economic Development to obtain first-hand insights of the Initiative and build up the relevant contact network with a view to providing advice and assistance to interested Markham companies to pursue projects of the Initiative in future, I would like to invite Ms. Sandra Tam, Senior Business Development Officer of the City of Markham to join the Mission. If Sandra is available to join the Mission, as a token of appreciation of our partnership, we would be delighted to waive the fee for Sandra’s registration for the May 18th Summit (valued at US\$200).

I sincerely hope that you and Sandra would give this invitation your favourable consideration and look forward to hearing from you.

With best regards,

Yours sincerely,


Andrew Yui
Director, Canada



Hong Kong Trade Development Council 香港貿易發展局
1/F, Hong Kong Trade Centre, 9 Temperance Street, Toronto, Ontario, M5H 1Y6, Canada
Tel: 1-(416)-366-3594 Fax: 1-(416)-366-1569

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高峰論壇 |

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The Government of the Hong Kong
Special Administrative Region





BELT AND ROAD INITIATIVE

This preliminary map is based on the proposed geo-economic cooperation as described in the *Vision and Actions on Jointly Building the Silk Road Economic Belt and 21st-Century Maritime Silk Road* document. Actual routes may differ and may also extend to encompass other territories as the project develops.

How Hong Kong can help ?



China's Belt and Road Initiative is a visionary, long-term plan designed to boost economic, trade, cultural and people-to-people ties between the Chinese mainland and more than 60 countries spanning three continents, from Asia to Europe via Southeast Asia, South Asia, Central Asia, West Asia and the Middle East. The "Belt" and "Road" refer to the Silk Road Economic Belt and the 21st Century Maritime Silk Road. The Initiative offers companies unparalleled opportunities to tap new markets and explore the tremendous potential of the Chinese mainland, ASEAN countries and other economies along the Belt and Road. Join us to learn how you can benefit from this Initiative.

Banking and Financial Services



Logistics and Maritime Services



Infrastructural Development



Professional Services



International Trade and Manufacturing



BELT and ROAD
SUMMIT

一帶一路
高峰論壇

This inaugural Summit will bring together:

20+

International thought-leaders, senior ministers from countries along the Belt and Road, and world-renowned business leaders.

1000+

Participants, including key figures of international institutions, corporate leaders, project owners, global investors and services professionals.

MORNING

Opening Session

Keynote Speech

Belt and Road Initiative: Reshaping the World Economy

- The keynote speaker will share insights into the opportunities brought about by the Belt and Road Initiative

Panel Session I

Investment in Belt and Road Countries: Policymakers' Perspective

- China's Belt and Road Initiative is expected to drive global economic growth in the coming decades. In this session, policymakers will share views from the perspective of different countries.

Panel Session II

Enhancing Cross-sector Connectivity along the Belt and Road

- Promoting connectivity between economies along the Belt and Road is a major goal of the Initiative. A panel of speakers representing internationally renowned conglomerates will discuss opportunities for closer cooperation between different sectors along the Belt and Road routes.

AFTERNOON

Luncheon with Keynote Address

- A distinguished leader from an international financial institution provides investment insights arising from the Initiative

Panel Session III

Partnerships with ASEAN: Why Crucial under the Belt and Road Initiative?

- Continuing to outperform other economic blocs, ASEAN remains one of the most attractive investment destinations in the world. Business leaders from the region will share their views on the benefits of building partnerships between Hong Kong, the Chinese mainland and ASEAN.

Concurrent Investment and Business Matching Workshops

- On transportation and logistics infrastructure, urban planning and development, public utilities and energy, telecommunications, international trade and manufacturing, etc.

** The programme is subject to change without prior notice.*

** The summit will provide simultaneous interpretation in English and Putonghua.*

Concurrent Investment and Business Matching Workshops

A wide array of investment projects will be presented to connect project owners & operators, investors, and services providers through a series of thematic workshops covering transportation & logistics infrastructure, urban planning, public utilities & energy, telecommunication and international trade. Each workshop will start with sharing by panelists, followed by a networking session for participants to get connected. You will be able to hear everything you need Belt and Road - from investors on their interests and concerns, from project owners on business opportunities and offers, and from service professionals on practical tips.

Exhibition Zone

Alongside the Summit, there will be an exhibition zone featuring key sectors relevant to the Belt and Road, with opportunities to network and share information with top government and business leaders from different economies. Exhibitors will provide consultancy services to help you seize the many opportunities along the Belt and Road.



Concurrent Investment and Business Matching Workshops

Exhibition Zone

Officiating Guests



The Hon C Y Leung,
GBM, GBS, JP

*The Chief Executive, Hong Kong
Special Administrative Region of
the People's Republic of China
(Hong Kong)*



**The Hon John
Tsang Chun-wah,**
GBM, JP

*Financial Secretary, Hong Kong
Special Administrative Region of
the People's Republic of China
(Hong Kong)*

Government Policymakers and Influential Thought-leaders



**HE Eng Sultan
Saeed AlMansoori**

*Minister of Economy of the
United Arab Emirates
(The United Arab Emirates)*



**Mr Narong
Chearavanont**

*Vice Chairman of
Charoen Pokphand Group
(Thailand)*



Mr Guo Haoda

*Chairman of
the Board of Supervisors
China Investment Corporation
(The Chinese Mainland)*



Prominent Business Leaders as Honorary Advisors

(In alphabetical order of family name)

HE Sultan Ahmed bin Sulayem

*Group Chairman and Chief Executive Officer
DP World
(Dubai, United Arab Emirates)*

The Honourable Laura M Cha,

*GBS, JP
Non-official Member of the Executive Council
Hong Kong Special Administrative Region of
the People's Republic of China
Chairman
Financial Services Development Council, Hong Kong
Non-Executive Deputy Chairman
HSBC Asia Pacific*

The Honourable Bernard Charnwut Chan,
GBS, JP

*Non-official Member of the Executive Council
Hong Kong Special Administrative Region of
the People's Republic of China
President
Asia Financial Holdings Limited*

Mr Chen Dongsheng

*Chairman and CEO
Taikang Life Insurance Company Limited
President
China Entrepreneurs Forum*

Mr Sean Chiao

*President, Asia Pacific
AECOM*

Dr Jonathan K S Choi,

*GBS, BBS, JP
Chairman
Sunwah Group*

Mr Victor L L Chu

*Chairman
First Eastern Investment Group*

Dr Fu Yuning

*Chairman
China Resources (Holdings)
Company Limited*

Dr Victor K Fung,

*GBM, GBS
Group Chairman
Fung Group*

Mr Keith Griffiths

*Chairman
Aedas*

Ms Doris Magsaysay Ho

*President and CEO
A. Magsaysay, Inc.
(The Philippines)*

Mr Gregory Scott Hodgkinson

*Chairman
Arup
(United Kingdom)*

Mr Benjamin Hung Pi Cheng,

*BBS, JP
Regional Chief Executive Officer
Greater China & North Asia
Standard Chartered Bank (Hong Kong) Limited*

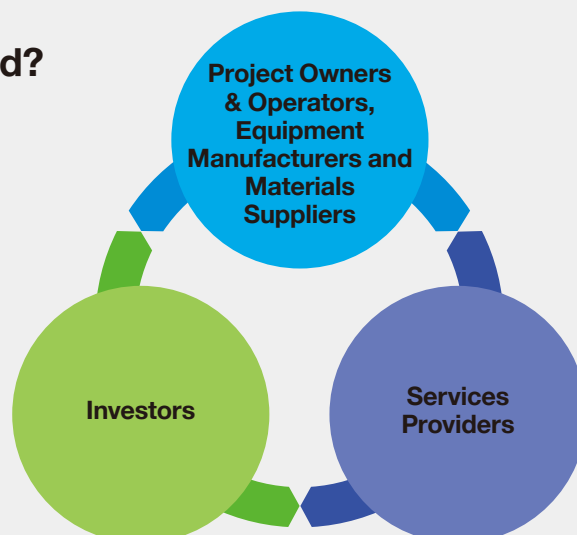
Mr Kam Hing Lam

*Group Managing Director
Cheung Kong Infrastructure
Holdings Limited*

Mr Richard Lancaster

*Chief Executive Officer
CLP Holdings Limited*

Who Should Attend?



Banking and Financial Services

Bankers, financiers, fund managers, asset management professionals, private equity managers, etc.









Professional Services

Lawyers, accountants, business management consultants, experts in arbitration and dispute settlement, etc.

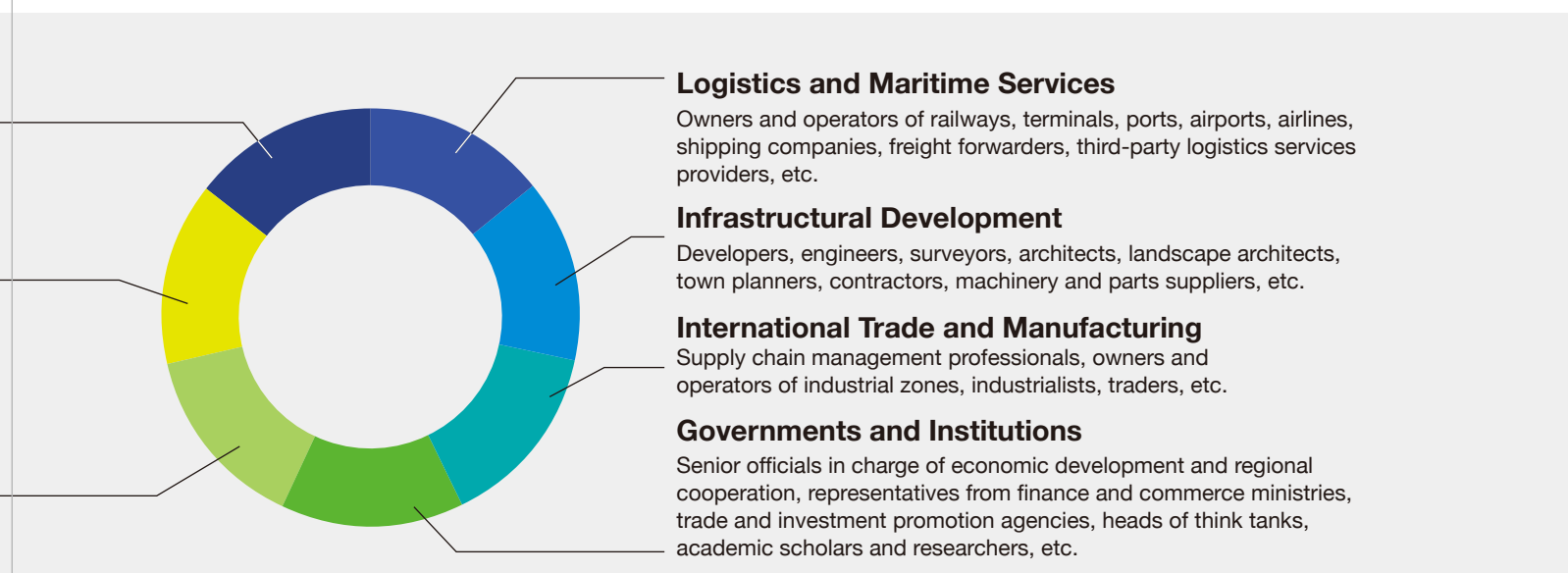
Cross-border Investment

Heads of sovereign wealth funds, institutional investors, CEOs, entrepreneurs, corporate decision makers, CFOs and finance directors of conglomerates, etc.

Speakers as High Level Speakers (In alphabetical order of family name)

	<p>HE Sultan Ahmed bin Sulayem Group Chairman and Chief Executive Officer DP World (Dubai, United Arab Emirates)</p>		<p>The Hon Laura M Cha, GBS, JP Chairman Financial Services Development Council, Hong Kong (Hong Kong)</p>		<p>Professor the Hon K C Chan, GBS, JP Secretary for Financial Services and the Treasury, Hong Kong Special Administrative Region of the People's Republic of China (Hong Kong)</p>
	<p>Dr Jonathan K S Choi, GBS, BBS, JP Chairman Sunwah Group (Hong Kong)</p>		<p>Mr Douglas J Flint, CBE Group Chairman HSBC Holdings plc (United Kingdom)</p>		<p>Dr Victor K Fung, GBM, GBS Group Chairman Fung Group (Hong Kong)</p>
	<p>Mr Suryo Bambang Sulisto Chairman KADIN Indonesia Honorary Council Founder PT Satmarindo Group (Indonesia)</p>		<p>Ms Teresita Sy-Coson Vice Chairperson SM Investments Corporation (The Philippines)</p>		<p>Mr Yue Yi Vice Chairman and Chief Executive Bank of China (Hong Kong) Limited (Hong Kong)</p>

<p>Mr Jianhong Li Chairman China Merchants Group</p>	<p>Mr Anthony Nightingale, CMG, SBS, JP Director Jardine Matheson Holdings Limited</p>	<p>Mr Jack So Chak Kwong, GBS, OBE, JP Chairman Airport Authority Hong Kong</p>	<p>Mr George Yeo Chairman Kerry Logistics</p>
<p>Prof Liu Mingkang Former Chairman China Banking Regulatory Commission BCT Distinguished Research Fellow The Chinese University of Hong Kong</p>	<p>Mr Y K Pang, SBS, JP Chief Executive Hongkong Land Holdings Limited</p>	<p>Mr Suryo Bambang Sulisto Chairman, KADIN Indonesia Honorary Council Founder, PT Satmarindo Group (Indonesia)</p>	<p>Mr Yu Kwok Chun, GBS, SBS, JP Chairman The Hong Kong Federation of Overseas Chinese Associations Chairman Yue Hwa Group</p>
<p>Prof Frederick Ma Si-Hang, GBS, JP Chairman MTR Corporation Limited</p>	<p>Mr John R Slosar Chairman John Swire & Sons (H.K.) Limited Swire Pacific Limited Swire Properties Limited Cathay Pacific Airways Limited Hong Kong Aircraft Engineering Company Limited Swire Beverages Limited Swire Pacific Offshore Holdings Limited</p>	<p>Mr C C Tung, SBS, JP Chairman, President and Chief Executive Officer Orient Overseas (International) Limited</p>	<p>Mr Yue Yi Vice Chairman and Chief Executive BOC Hong Kong (Holdings) Limited Bank of China (Hong Kong) Limited</p>
<p>Mr Robert Ng Chee Siang Chairman Sino Group</p>	<p>Ms Helen Wong Chief Executive, Greater China HSBC</p>		



About HKTDC

A statutory body established in 1966, the Hong Kong Trade Development Council (HKTDC) is the international marketing arm for Hong Kong-based traders, manufacturers and services providers. With more than 40 offices globally, including 13 on the Chinese mainland, the HKTDC promotes Hong Kong as a platform for doing business with China and throughout Asia. For more information, please visit: www.hktdc.com/aboutus

HKTDC Global Network



Registration Fee

Standard Fee	US\$ 200	HK\$ 1,600
Early-Bird Special (20% discount)	US\$ 160	HK\$ 1,280

Register and pay in full on or before 31 March 2016 to enjoy early bird special.

Pre-registration Form

Please complete pre-registration form and return it to any HKTDC office by post, fax or email. For more information, please visit the Summit website at www.beltandroadsummit.hk

Name: (Dr/Mr/Ms/Miss) _____ Title: _____

Company: _____

Country / Region: _____

Contact Person: (Dr/Mr/Ms/Miss) _____

Tel: _____ Fax: _____

Email: _____

Nature of Business:

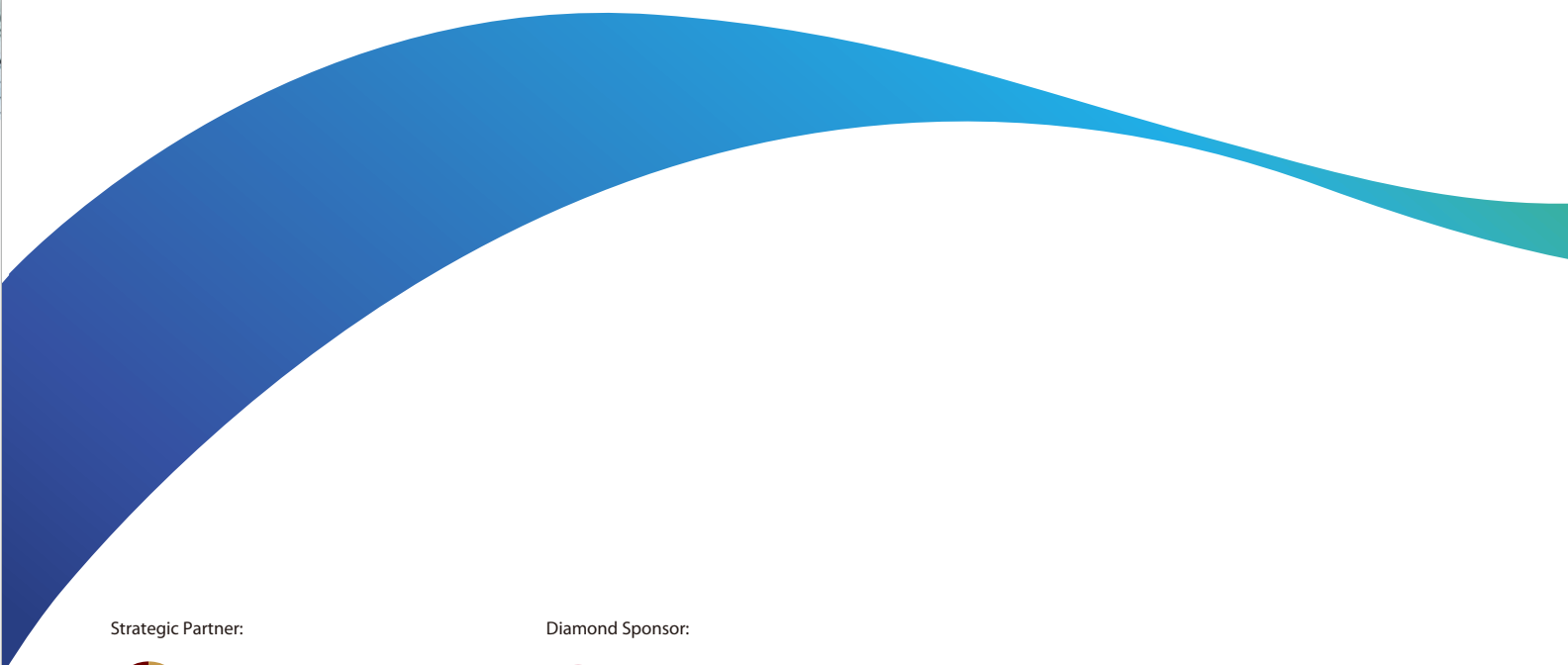
- Banking and finance
- Infrastructural development and related services
- Cross-border investment
- Logistics, maritime and supply chain management
- Legal, arbitration, accounting and other professional services
- International trade and manufacturing
- Governments, chambers, think tanks, institutions, international and public organisations
- Others: _____



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(Information as of early of March 2016)

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