



Report to: Development Services Committee

Meeting Date: January 29, 2018

SUBJECT: Wuhan, China International Friendly Cities Seminar, April 8-14, 2018
PREPARED BY: Sandra Tam, Senior Business Development Officer, ext.3883

RECOMMENDATION:

- 1) That the report dated January 29, 2018 entitled “Wuhan, China International Friendly Cities Seminar, April 8-14, 2018” be received,
- 2) That the City of Markham be represented by Senior Business Development Officer, Sandra Tam,
- 3) That the total cost of the seminar to a maximum amount of \$3,300.00 be funded from the 2018 Operating budget account #610-998-5201 “Business Travel”, and
- 4) 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 Wuhan, China from April 8 to 14 to participate in the “Seminar for Officials from Wuhan’s International Friendly Cities” hosted by the Foreign Affairs Office of Wuhan Municipal Government. The objective of the seminar is to exchange best practices and to learn from international experts how to accelerate local economic growth through global collaboration. The seminar will strengthen Markham’s international partnership for economic development to build a Global Markham as per “Markham 2020” Economic Strategy.

BACKGROUND:

Not Applicable.

OPTIONS/ DISCUSSION:

Markham-Wuhan Relations:

Markham’s Economic Alliance Program aims at creating “a global network of business relations with communities and business groups in strategic market locations and to create an international awareness of Markham’s business assets and geographic benefits.” One of Markham’s most successful economic alliances is with Wuhan, Hubei Province, China. The strategic alliance has evolved since 2000 when a memorandum of

understanding was signed, and the two cities officially became “Sister Cities” when a twinning agreement was signed in 2006. In October 2016, Markham celebrated the 10th anniversary of Markham-Wuhan sister city relations by hosting a successful Canada-China Investment Forum, an official MOU signing ceremony and a cultural night celebration attended by more than 300 Markham and Wuhan business and cultural leaders.

The frequent and regular exchanges and communication between Markham and Wuhan over the past years resulted in significant Wuhan investment in Markham. Recent examples include a mixed use real estate project and the expansion of a local international school.

The Seminar for Officials from Wuhan’s International Friendly Cities, April 8-14, Wuhan, Hubei Province, China

The Seminar for Officials from Wuhan’s International Friendly Cities is hosted by the Foreign Affairs Office of Wuhan Municipal Government, with the aim of sharing successful experiences and exploring future collaboration among economic development colleagues globally. It also provides an opportunity for government foreign affairs officials, industry leaders and managers in the field of international economic development to build useful business relations and to exchange knowledge and ideas.

Wuhan has sent invitations to colleagues from its 107 international friendship cities’ Foreign Affairs Office or Economic Development Department to participate in the seminar. Cities invited from North America include Markham, San Francisco, Chicago and Pittsburgh. Markham is Wuhan’s only sister city in Canada, and similarly, Markham’s only sister city in China is Wuhan. As such, a special invitation was sent to Sandra Tam, Senior Business Development Officer to represent Markham, Canada at the seminar (Attachment A).

The Wuhan Municipal Government will cover the participants’ expenditure for accommodation, local transportation and training expenses during the seminar in Wuhan. Participants are responsible for his/her international travel expenses and expenses for personal purposes.

Markham staff have been invited to similar events in the past, such as the “International Training Workshop on Technological Innovation for SMEs Based on Science and Technology” conducted by Zhongguancun Science Park in Beijing, China in 2011, and the “Belt and Road Summit” in Hong Kong in 2016. Markham’s participation in both events has resulted in positive outcomes which include strengthening of business links and promoting Markham as the preferred destination for investment.

Benefits for Markham to Participate in the Seminar

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 ties with Markham’s strategic partners in China, with a special focus in building useful business relations in the fields of advanced technologies

and environmental sustainability.

3. It fosters and builds effective global connections, which may lead to increased investment and trade opportunities for Markham.
4. Staff gain the benefit of learning from experts about China's current and future social and economic trends and government policies, so as to help build a prosperous and sustainable Markham.

Draft Agenda

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| April 8 (Sunday) | • Arrival in Wuhan, China |
| April 9 (Monday) | • Opening Ceremony |
| | • Lectures: |
| | - "Wuhan's Internationalization" |
| | - "China and Wuhan Overview" |
| | - "Wuhan's Strategy and Policies on Talent Attraction and Investment Promotion" |
| April 10 (Tuesday) | • Lectures: |
| | - "Facts and Cooperation Opportunities in Education, Culture and Tourism" |
| | • Case Study and Business Visits: |
| | - Wuhan Bund |
| | - Wuhan Urban Planning Exhibition Hall |
| | - Baibuting Community |
| April 11 (Wednesday) | • Business Visits and Meetings: |
| | - Wuhan East Lake High-Tech Development Zone |
| | - Wuhan Economic & Technological Development Zone |
| | - Jinghan University |
| April 12 (Thursday) | • Business Visits and Meetings: |
| | - Wuhan Asia-Europe Logistics Company |
| | - Sino-French Wuhan Ecological Demonstration City |
| | - Wuhan Changjiang New Town |
| | - Zall Group |
| April 13 (Friday) | • Business Visits and Meetings |
| | - Wuhan Metro Group |
| | - East Lake Green Way |
| | • Wuhan International Friendly Cities Exchange |
| April 14 (Saturday) | • Business and Cultural Visits: |
| | - Hubei Agriculture Group and Pilot Project |
| | • Program Ends |

FINANCIAL CONSIDERATIONS

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

Seminar Cost	Complimentary
Accommodation, Local Transportation & Meals (April 8-14)	Complimentary
International and Domestic Airfare	\$2,500.00
<u>Marketing/Protocol Expenditure</u>	<u>\$800.00</u>
Total:	<u>\$3,300.00</u>

In total, City of Markham’s cost of the seminar will be \$3,300 which will be funded from the 2018 budget of \$18,945 in account 610-998-5201 “Business Travel.”

HUMAN RESOURCES CONSIDERATIONS

Not Applicable.


ALIGNMENT WITH STRATEGIC PRIORITIES:

The Wuhan, China International Friendly Cities Seminar is an integral part of maintaining Markham’s sister city relations with the City of Wuhan. The Seminar addresses the objective of building Global Markham and Branded Markham.

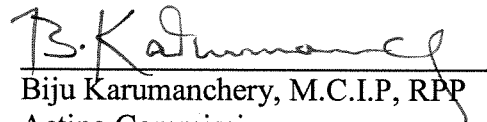
BUSINESS UNITS CONSULTED AND AFFECTED:

Financial Services.

RECOMMENDED BY:



 Stephen Chait, EcD., CMC
 Director, Economic Growth,
 Culture & Entrepreneurship



 Biju Karumanchery, M.C.I.P, RPP
 Acting Commissioner
 Development Services Commission

ATTACHMENTS:

A: Foreign Affairs Office of Wuhan Municipal Government Invitation Letter to Sandra Tam, Senior Business Development Officer, dated January 9, 2018.

武汉市人民政府外事办公室

INVITATION

Seminar for Officials from Wuhan's International Friendly Cities April 8-16, 2018 in Wuhan

January 5, 2018

To: Sandra Tam, Senior Business Development Officer
Economic Development Department
City of Markham

Please accept the sincerest greetings from your friendly city—Wuhan!

In recent years, Wuhan witnesses rapid development in economic and social sectors, new progress in city construction every day, and multiple national strategies simultaneously implemented here. Under this background, we have made significant progress in foreign relationships and international cooperation. Wuhan now has established friendship city ties with 107 cities all over the world. Therefore, we would love to extend gratitude to you for your attention and support which help to build a bridge for friendship and platform for mutual cooperation.

To enhance mutual understanding, to promote our concrete exchanges and cooperation in an all round way, and to deepen friendship between our peoples, our office is entrusted by Wuhan Municipal People's Government to hold the *Seminar for Officials from Wuhan's International Friendly Cities* from 8th to 16th April in 2018. We wholeheartedly invite **one official** with good English proficiency from either your **international relation or commercial department** to participate in the seminar. During his/her stay in Wuhan, we will arrange guest speakers from government departments to deliver lectures about China's and especially Wuhan's profile of all sectors, and arrange visits to development zones, major projects and enterprises in Wuhan. The participant from your city will have opportunities to exchange information and views with potential partners in terms of economy, culture, education, high-tech manufacturing, city planning, ecology as well as people's livelihood and so on. During

the Seminar, the participants are encouraged to attend the **2018 Wuhan Marathon**, which will take place on 15th April.

Wuhan Municipal People's Government will cover the participant's local expenses including meals, accommodation and transportation in Wuhan. Individual travel expenses to and from Wuhan, visa application, medical care and assurance fees shall be borne by your city. Please fill in the application form attached and send it to the contact person in our office **before 31th January, 2018**.

Thank you for your participation in advance and we sincerely look forward to meeting you in Wuhan!

Yours sincerely,

Foreign Affairs Office of Wuhan Municipal Government

