

MEMORANDUM

TO: Development Services Committee

FROM: Stephen Chait, Director, Culture and Economic Development

DATE: June 22, 2017

RE: Funding and Authorization for International Travel to Attend “Belt and Road” Summit in Hong Kong and Southern China, Sept. 10-13, 2017

Recommendation

That Council provide direction regarding the funding and participation of Markham Council members at the forthcoming “Belt and Road” Summit in Hong Kong and Southern China, September 10 – 13, 2017.

Background

At the June 13, 2017 meeting of Markham Council, the Director of Culture and Economic Development was asked if the City of Markham is planning to be represented at the forthcoming “Belt and Road” Summit in Hong Kong and Southern China. Several members of Council indicated their interest in attending the summit. The Director explained that Markham staff is supportive of the Belt and Road initiative but would not be participating in this year’s Summit due to the need for staff to be available to support in-bound delegations at September’s Markham 150 Expo, and that the City’s 2017 international investment travel program is focused on Japan.

Council asked if there are funds available in the 2017 Economic Development budget to support individual members of Council to attend the Summit.

City of Markham policy requires that Council members who plan to travel internationally on City business seek the pre-approval of Council.

About the “Belt and Road Initiative”

“The Silk Road Economic Belt and the 21st-century Maritime Silk Road” Initiative, also known as the “Belt and Road Initiative” is a development strategy and strategic framework adopted by the People’s Republic of China in October 2013 to enhance regional connectivity and embrace global 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. By 2050, the Belt and Road region aims to contribute 80% of global GDP growth. It offers unprecedented business opportunities in sectors such as infrastructure, transportation, logistics, financing and investment during the early phases of the initiative. It will then lead to

further opportunities for participating 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 Canadian Mission to Hong Kong for the Belt and Road Summit

The second Canadian Trade Mission to Hong Kong for the “Belt and Road” Summit, September 10-13, 2017 is co-organized by the Hong Kong Trade Development Council (HKTDC), in partnership with the Hong Kong-Canada Business Association (HKCBA), and the Hong Kong Economic and Trade Office (HKETO) in Canada.

The objectives of the 2017 Mission include:

- 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.

Businesses and professionals from the following sectors have been invited by Hong Kong Trade Development Council (HKTDC) 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.
- 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 today, more than 60 delegates have already registered.

In 2016, the City of Markham (represented by Regional Councillor Jim Jones and Sr. Business Development Officer Sandra Tam) attended the first “Belt and Road” Summit. The benefits of their attendance for the City of Markham included:

1. It was 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 helped 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 helped build and strengthen international business relationship, which may lead to increased investment and trade opportunities for Markham.
4. Representatives gained the benefit of learning from international experts about leveraging the Belt and Road Initiative and to build a prosperous and sustainable Markham.

The Summit Program/Schedule

September 10 (Sunday)	<ul style="list-style-type: none"> • Arrival in Hong Kong • Networking Reception hosted by the Hong Kong Chiu Chow Chamber of Commerce
September 11 (Monday)	<ul style="list-style-type: none"> • Participate in the Belt and Road Summit • Pre-scheduled business matching meetings
September 12 (Tuesday)	<ul style="list-style-type: none"> • Optional programs in Hong Kong or day trip to China (Details to follow)
September 13 (Wednesday)	<ul style="list-style-type: none"> • Self-arranged activities/Depart Hong Kong

Estimated cost (tax included) for a Markham representative to participate in the Canadian Trade Mission

Summit Registration	Complimentary
Southern China Program Fee (<i>estimated</i>)	\$200.00
Accommodation, local transportation & Meals 5 days @\$500/day	\$2,500.00
Airfare	\$1,750.00
<u>Marketing/Protocol Expenditure</u>	<u>500.00</u>
Total:	<u>\$4,950.00</u>

Economic Development has \$4,950.00 available within the 2017 Business Travel account 610-9985201.