

ECONOMIC DEVELOPMENT COMMITTEE – JUNE 21, 2010

CHINA TRADE MISSION 2010

Recommendation

The Director of Economic Development in consultation with the Mayor, Chair of the Economic Development Committee and City Manager, recommends that:

1. This report be received; and,
2. THAT Economic Development staff be directed to continue investigate/develop the following business initiatives that were a direct result of the Mission;
 - a) Establishment of Vaughan products in a Canadian Import Centre located at the International Commodities Trade Centre in YiWu
 - b) Further define appropriate economic development initiatives that support the signing of the Letter of intent with Changning District, Shanghai
 - c) Coordinate and host a site visit for the Solar Panel manufacturing facility
 - d) Continue marketing the Vaughan Metropolitan Centre to the Chinese Real Estate Investment firms that expressed a direct interest in this development
 - e) Build and strengthen the relationship with the Confederation of Greater Toronto Chinese Business Associations and other potential partners such as Invest Hong Kong.

Contribution to Sustainability

Green Directions Vaughan embraces a *Sustainability First* principle and states that sustainability means we make decisions and take actions that ensure a healthy environment, vibrant communities and economic vitality for current and future generations. Under this definition, activities related to attracting and retaining business investments contributes to the economic vitality of the City.

Economic Impact

The associated costs for the Mayor, Chair of the Economic Development Committee and three staff members; City Manager, Director of Economic Development and the Senior Manager of Economic Development, to participate in the Confederation of Greater Toronto Chinese Business Association's 2010 China Trade Mission were budgeted within the Economic Development Department's 2010 Operating Budget.

Communications Plan

Communications pertaining to the China Trade Mission conforms with the City's corporate communications policies. Please see Attachment A for media coverage received by the Mission.

A post mission memorandum was previously distributed to Mayor and Members of Council and the Senior Management Team highlighting the mission. Also, the mission will be highlighted in upcoming Economic Development communications including targeted communications that will be identified as potential initiatives and projects related to doing business in China.

Purpose

To report on the City's participation in the Confederation of Greater Toronto Chinese Business Association's China Trade Mission May 19 – 30, 2010.

Background

The City of Vaughan last undertook a Business Mission to China in March 2008. Since that mission, the City has received a number of business and political delegations arising from the contacts that were established. The groups received included:

- Zhejiang/Shanghai Business Leaders delegation (July 21, 2008)
- Huadu (November 26, 2008)
- Yangzhou (December 8, 2008)
- Shanghai Changning District (September 2009)
- Zibo, City (November 9 & 10, 2009)
- Zibo, City (June 8, 2010)

These delegations have all expressed an interest to further develop business relationships, in addition to the cultural connections. The City has also received informal invitations from Huadu, Yangzhou and Zibo for such diverse interests as sports exchanges, culinary and food exhibitions, as well as trade and economic co-operation.

Following Shanghai Changning's visit to Vaughan this past September, a formal invitation was received to visit Changning. Changning's sectors include information technology (and in particular, digital media technology), headquarters, transportation and logistics. Changning's six hospitals are a solid foundation for the development of bio and life science sectors, providing healthcare services to a strong expatriate community as well as medical research and commercialization activities.

Based on the number and nature of these incoming delegations, it is quite clear, that Vaughan had generated very positive impressions during its mission. To continue the work that began in 2008, it is necessary to take measures to build and maintain "Guangxi" (relationships) through continuity of contact. A special feature of doing business in China, "Guangxi" includes relationships with the government bodies, investors and partners that are nurtured over a longer period of time than what is commonly anticipated in the North American approach to relationship building.

On December 14, 2009, Council approved participation in the Confederation of Greater Toronto Chinese Business Association's (CGTCBA) China Trade Mission May 19 – 30, 2010. (Economic Development Report No. 4 Item 2)

The Confederation of Greater Toronto Chinese Business Associations' organizing committee designed the mission to promote greater economic, business and cultural ties between the Greater Toronto Area and China, and to support the Canada Pavilion at the World Expo 2010 in Shanghai. The participating Municipalities and business delegates were also given the opportunity to promote investment, products and services, explore opportunities for joint ventures, and source potential suppliers.

This was achieved by the CGTCBA hosting "anchor" events throughout the 10 days. Events included;

- Pre-arranged business appointments
- Visits to key industrial zones
- Meetings with local economic development agencies and business associations
- Briefings on business opportunities and sector information
- Attendance at the featured Economic and Business Development Forum in Beijing
- Opportunities to showcase the local municipality, its products, services or expertise were available.

Business In China

China responded quickly to the global economic downturn and, as a result of a combination of monetary, fiscal, and bank-lending measures, China's 2009 GDP grew 8.7 percent. Projections are for annual average growth in the high single digits for the next five years.

China stands as the world's third largest market for luxury goods behind Japan and the United States, and some studies estimate that there are now more than 200 million Chinese citizens with a per capita income over USD 8,000. Over the next several years, most economists predict a surge in the number of people achieving true middle class status. Thus, increasing the 'buying' power and potential for increased imports.

However, throughout the Mission, Economic Development staff was given the opportunity to further identify the unique characteristics, opportunities, and challenges of doing business in China through face-to-face meetings, conversations and business presentations. The information and knowledge gained is invaluable, as staff work to better educate and inform Vaughan businesses of potential business opportunities.

In general, the role of business in China often lacks predictability in its business environment. A transparent and consistent body of laws and regulations would make the Chinese market more predictable. However, China's current legal and regulatory system can be inconsistent, and often arbitrary. Implementation of the law is inconsistent. Lack of effective Chinese government protection of intellectual property rights is a particularly high level issue for many companies.

China has made significant progress toward a market-oriented economy, but parts of its bureaucracy still seek to protect local firms, especially state-owned firms, from imports, while encouraging exports.

China retains much of the structure of a planned economy. A five-year program or in some cases much longer, sets economic goals, strategies, and targets. The State and the Communist Party directly oversee business. The understanding of free enterprise and competition is overshadowed by political connections or goals and at some time trump commercially-based decisions.

Certain industrial sectors in China are prone to over-investment, leading to over-capacity, over-production, and declining prices in affected industries.

Foreign businesses tend to under-estimate the challenges of market entry in China. Encouraged by a government eager for foreign capital and technology, and enticed by the prospect of 1.3 billion consumers, thousands of foreign firms have charged into the Chinese market. These companies often do not sufficiently investigate the market situation.

Entering the Chinese Market and Municipal Engagement

It is highly recommended that a company should visit China in order to gain a better perspective and understanding of its potential market and location. Especially given China's rapidly changing market and large area, a visit to China can provide a company great insight into the country, the business climate, and its people. Chinese companies respect "face-to-face" meetings, which can demonstrate a Canadian company's commitment to working in China.

Obtaining reliable information is a challenge, as is forging the right connections to advance a company's commercial interests, but without these connections, a company's efforts to enter the Chinese market may be significantly hampered.

Throughout the course of the mission it became clear that having representation by our municipal officials and members of the Chinese Business Association provided the industry delegates a greater amount of respect, credibility and access into the Chinese marketplace than they would have received if trying to "do business" on their own.

This is a key point as to why it is important that the Municipality remain active in international business development and maintain a level of continuity as long-term relationships are key to creating a solid business plan in China. To maximize a local company's contacts, Economic Development staff can aim at forming a network of relationships with people at various levels across a broad range of government and non-government organizations locally and abroad. Thus giving Vaughan companies a distinct advantage in doing business in China.

Business Development Activities and Outcomes

Over the 10 day-mission, the Vaughan delegation visited Shanghai (including Changning District), Yiwu, Beijing, Yangzhou, and Hong Kong.

Business development-focused meetings were held in all cities visited. The themes for the business meetings included: official introductions for high-ranking political figures and business dignitaries; investment attraction presentations; discussions on investment opportunities; exchanging ideas and success stories; distribution of bilingual (English and Simplified Chinese) promotional materials (Attachment B) and official gift exchanges.

The results of some of these meetings are highlighted below in addition to the pictures in Attachment C.

Pre-Mission – May 17 & 18

Councillor Sandra Yeung Racco, Chair - Economic Development Committee traveled to Hong Kong prior to departure of the full delegation. During this time, Councillor Racco was hosted at the Government House in Huadu and able to meet with the government officials there. The Huadu government brought together area businesses who have been keenly interested in creating a Gem Stone Exhibition and potential Gem Stone Centre of Excellence for Chinese investment in the Greater Toronto Area. The opportunity to continue building Vaughan's profile in the Huadu area was also a benefit.

Day 1 – Wednesday, May 19 - Toronto

Travel Day

Prior to departure, local municipal representatives and business delegates participated in interviews with local Chinese-speaking media outlets at Pearson International Airport.

Day 2 – Thursday, May 20 – Shanghai

City: Shanghai

Following an unscheduled landing in Tokyo, Japan, the Delegation arrived in Shanghai and were greeted by local officials at an informal dinner reception.

Day 3 – Friday, May 21

City: Shanghai - World Expo Canada Pavilion

The CGTCBA coordinated a morning Business Session at the Canada Pavilion within the Shanghai World Expo. Working with the Ontario Ministry of Economic Development & Trade, Department of Foreign Affairs & International Trade and the Canadian Chamber of Commerce in Shanghai, the session brought more than 50 Chinese business and government officials to hear about the business and economic development opportunities within the Canadian, Ontario and Greater Toronto markets.

Mark Roswell, also known as “Dashan” and Canada's Commissioner General to Expo 2010, kicked off the Shanghai Reception. Considered China's most famous foreigner, Dashan is an entertainer and celebrity in the Chinese media. His appointment at Expo was most apt, as he

truly is Canada's cultural ambassador and a prominent symbol of East meets West. Dashan eloquently established the common threads and linkages between his home region (he's a Richmond Hill native) and his adopted country.

Mr. Nadir Patel, Canadian Consul General to Shanghai who earlier in the year, visited with the CGTCBA and the delegation, gave a presentation on the opportunities that he saw in China, and specifically in the Shanghai-region. Greetings and key business messages were then delivered by the three municipal Mayors and presidents of the Chinese business associations.

Mr. Philip Wong, Consul – Economic Affairs Ontario was also on hand to greet the delegation. Prior contact with Mr. Wong was made during the City's visit in March 2008.

Following the morning briefing session, the Mayors were interviewed by Chinese media. A luncheon provided further opportunities to network with business leaders on an one-to-one basis. Promotional collateral materials were distributed at display tables and banner signage was displayed at reception areas.

City: Shanghai - Changning District

During the 2008 Business Mission, contact was established with local York Region businessman and developer, Mr. Tommy Gong, who introduced Vaughan to the Yangpu and Changning Districts of Shanghai. While working on a number of office development projects, and more recently a seven-star Four Seasons hotel (due to open in 2011) and the North America Plaza (a mixed use Class A office project), Mr. Gong developed extensive connections with municipal officials in Shanghai, and specifically Changning. Ties with Mr. Gong, whose background and local knowledge in both Chinese and Canadian markets, are invaluable assets in creating and building bridges for further cooperation and potential investments.

In September 2009, officials from Shanghai Changning visited the City of Vaughan. The purpose of Vaughan's reciprocal visit in 2010, was to sign a Letter of Intent (see Attachment D) regarding economic cooperation with Changning.

In addition to visits to local cultural and community centres, the Vaughan delegation visited the Shanghai Hongqiao Linkong Business Park, a master-planned business park encompassing an area of more than five square kilometers. Due to favourable locational advantages, transportation linkages (proximity to Hongqiao, Shanghai's domestic airport) and financial incentives, the Changning government was able to attract many international headquarters to the Hongqiao Linkong Business Park. In addition to head office uses, other activities that are present include science and research development, support services and residences.

While Changning is an important transportation and logistics hub, its strengths in office development, medical technologies, information and digital media industries dovetail closely with Vaughan's future employment sectors. Changning is expected to send a delegation to Vaughan this coming November or December.

Day 4 – Saturday, May 22

City: Yiwu

During the 2008 Business Mission, Vaughan established contacts with L&D Investment Consulting (Helen Dong), whose core business is to assist Chinese companies to expand outside China. In July 2009, Ms. Dong led a 30+ member delegation from Shanghai/Zhejiang to the Toronto-area, including Vaughan. More recently, Ms Dong introduced the City to Mr. Edison Luo of Zhejiang Regional Economic Cooperation Promotion Association, based in the city of Yiwu.

Yiwu is known as China's Commodity City. Founded in 1982, the International Commodities Trade Centre now encompasses more than 43-million square feet of commercial space dedicated

to exported small goods and commodities; and attracts more than 200,000 incoming business people daily, in addition to the 13,000 overseas or expatriates living there. In addition to the wholesale trade, Yiwu is fully integrated to provide distribution and warehousing services, transportation logistics and customs clearance. The scale of Yiwu's commodities markets may be better understood in this way: if one spends three minutes per booth/showroom, eight hours per day, it would take more than a year to complete the entire commodities trade space.

Yiwu is also developing an Imported Goods Centre. The purpose of Mr. Luo's recent visit was to encourage the development of a Canadian booth/floor space, featuring Canadian-made products. The Vaughan delegation met with Yiwu municipal representatives and toured Yiwu's export commodities trading markets as well as the Imported Goods Centre during this visit.

The Imported Goods Centre, covers an area of over 530,000-square feet, and is expected to attract 27,000 kinds of commodities from 52 countries. A number of countries currently have booth space developed in the Imported Goods Centre, however, the Canadian exhibits are still in initial stages of development. Elias Custom Metal Fabrication, a local Vaughan company, participated in the visit and initiated discussions about opportunities to develop and outfit the Canadian space.

Following this visit, the Economic Development Department will be working with Mr. Luo and Ms. Dong to seek opportunities for Vaughan products to be showcased.

Day 5 – Sunday, May 23

City: Beijing

The Vaughan delegation rejoined the CGTCBA group to travel to Beijing. A short visit was made to the Great Wall.

Day 6 – Monday, May 24

City: Beijing

In co-operation with Invest Beijing International and the National Development & Reform Commission, the CGTCBA organized the China-Canada Economic, Trade & Investment Promotion Conference, focused on developing an understanding about the current investment environment and policies within China. Following remarks from the Mayors, presentations from Chinese Ministry of Information and Industry, Canadian Trade Commissioners and Invest Beijing were received.

In preparation for the Conference and to inform Chinese business attendees, a Delegate Directory (see Attachment E) featuring profiles and desired business or economic activities, was distributed by the CGTCBA. Additionally, municipalities and business delegates were provided with display space for distribution of promotional collateral materials, both hardcopy and electronic format. Vaughan's materials were very well received.

The afternoon session consisted of pre-arranged business meetings, in a breakout format by selected sectors. Four major sector breakout groups were formed:

- Aerospace, aviation, information technology, machinery and manufacturing;
- Life sciences, medical and pharmaceuticals;
- Real estate, green building and housing construction;
- Finance and investment, education and training.

Vaughan's delegation met with Chinese representatives from solar photovoltaic, environmental services, real estate and investment interests. Two leads were generated as a result of these meetings: Solar photovoltaic (Solar Panel Manufacturer) and real estate development. Representatives of the solar photovoltaic firm have indicated an interest in establishing a

manufacturing presence in Vaughan to take advantage of provincial Feed-in-Tariff incentives under the Green Energy Act. Discussions are currently taking place for a site visit to Vaughan.

The Vaughan delegation made a visit to the Shijingshan District of Beijing, in support of the City of Mississauga and Mississauga Chinese Business Association's signing of a Letter of Intent for Economic Cooperation with Shijingshan. Officials from Shijingshan welcomed Vaughan's support as it indicates a greater level of cooperation that they may expect from the Greater Toronto Region.

Day 7 – Tuesday, May 25

City: Beijing

A breakfast meeting was held between the Mayors, CGTCBA executives, the Ambassador of Canada, Mr. David Mulroney and Mr. Duane McMullen, Commercial Program Manager with the Trade Commissioner Service in Beijing. Individual delegates met the Ambassador in less formal discussions.

The delegation was formally received at the Diaoyutai State Guest House by the Chinese Ministry of External Affairs. This reception was arranged by the Consul General of China in Toronto, Madam Zhu Taoying.

Day 8 – Wednesday, May 26

City: Yangzhou

The Vaughan delegation traveled to Yangzhou via Nanjing. In Yangzhou, the delegation was met by officials from the Foreign Affairs Office of Yangzhou. A tour of Slender West Lake was arranged for the delegation to gain a better understanding of the growing importance of the tourism sector.

Vice Mayor Wen Daocai formally received the Vaughan delegation at a reception at the Yangzhou State Guest House. The 15th Anniversary of our friendship relationship was celebrated with official gift exchanges and a dinner reception. Yangzhou officials indicated an interest to escalate our friendship relationship to sister city status. Discussions also took place regarding establishing a Vaughan garden either at Slender West Lake or at a Yangzhou city park.

Day 9 – Thursday, May 27

City: Yangzhou

The second day in Yangzhou was dedicated to industry visits and business discussions. The day began with a meeting with the Yangzhou Bureau of Commerce and Enterprise, followed by a visit to the New Light Source Demonstration Hall in the Yangzhou Economic Development Zone. This Demonstration Hall was established to showcase LED lighting technologies, alternative or renewable energy technologies and their applications. Enterprises engaged in these technologies were provided with prominent showroom areas, and they included Siemens, General Electric, and others.

The delegation also made visits to industries involved in semiconductor parts and pipeline technologies. Some key observations from these visits and meetings:

- Municipal government involvement is central to the establishment of the Economic Development Zone – they provide the framework for a master planned business park which includes land uses varying from residences, to major industrial areas and learning centres.
- Traditional industries in Yangzhou such as shipbuilding and automotive parts are being maintained, however, the focus is clearly shifting to newer value added industries such as solar photovoltaic, environmental, electronics and information technology industries.

- Entrance to the Chinese markets by foreign firms require support of municipal government officials.
- With the exception of land intensive uses such as the pipeline manufacturer, most other industries are housed in multi-level facilities, including production, quality control, research and development.
- Use of advanced manufacturing technologies is clearly evident, however, industries are still very labour intensive, with clear hierarchical labour – management structures.

Through the City's request, the Yangzhou Foreign Affairs Office made special arrangements with Mr. Emeid, CEO of Elias Custom Metal Fabrication to make personal visits to metal fabrication companies. Feedback received from Mr. Emeid indicate that he found these visits to be insightful, and useful for developing connections. Please see attachment F He recognizes that while the business potential exists, it is a longer term endeavour to develop the business relationship and thus the importance of Guangxi.

The Vaughan delegation met with government and economic development officials from the Yangzhou – Weiyang District. This meeting was arranged in order to provide introductions and facilitate Weiyang's upcoming visit to Canada this Fall.

Day 10 – Friday, May 28

City: Hong Kong

The Vaughan delegation rejoined the Trade Mission in Hong Kong. Briefings were held with the Canadian Trade Commissioner (John Zimmerman); Invest HK (Charles Ng); Hong Kong Trade & Development Council (Christopher Jackson) and Bassanio So, Assistant Government Chief Information Officer with the Hong Kong Special Administrative Region (SAR). The CGTCBA delegates received information about the assistance and support that was available to Canadian companies entering the Chinese markets.

In addition to the CGTCBA-organized events, the Vaughan delegation held private meetings with officials from Hong Kong Energy and Minerals (Mr. Yan Kim Po, Chairman) and Sun Hung Kai Properties (Mr. David Au, Director). The purpose of these meetings was to promote Vaughan as a destination for potential investment, specifically the Vaughan Metropolitan Centre. Both of these firms have worked in the Canadian markets. Sun Hung Kai Properties, in particular, has an extensive portfolio in commercial and large scale residential mixed use projects.

Day 11 – Saturday, May 29

City: Hong Kong

A visit was made to the Hong Kong Science and Technology Park (HKSTP) to learn about the joint university/business initiative. HKSTP was established with the objectives of spurring innovation and enabling growth of manufacturing and technologies in the following clusters: electronics and semiconductors; biotechnology; precision engineering; green technologies; and IT/telecommunications. In addition to research and development work tied to the university, HKSTP provides access to incubation space, industrial sites for manufacturing and access to venture capital providers. This integrated cluster approach has proven to be successful as it has attracted more than 300 companies, from start-ups to multinationals, to locate.

On this final evening in Hong Kong, the delegation was hosted by the Hongkong Shanghai Banking Corporation (HSBC) at their main offices. HSBC's Managing Partner (a Canadian expatriate), was on hand to provide a business overview of investment and their perspectives on China's growing influence on the world's economy.

Day 12 – Sunday, May 30

Travel Day

The CGTCBA Trade Mission to China is officially concluded, with departure from Hong Kong for Toronto.

Post-Mission Business Development Activities

Several actions will be undertaken as a direct outcome of the City's participation in the CGTCBA Business Mission to China:

1. Follow-up on all business contacts made, with particular attention given to those with foreign direct investment potential and Solar PV manufacturing facility.
2. The City of Vaughan continue to dialogue with Canadian Trade Commissioner Service in Canada and abroad about the investment potential which exists in Vaughan.
3. The City of Vaughan explore initiatives to introduce local businesses to foreign markets utilizing connections currently established by the City.
4. The City of Vaughan develop a plan for reciprocal visits to maintain and build on relationships and connections established during this mission.
5. Create a targeted communication effort to Vaughan businesses that highlights the forthcoming Canadian Import Centre in Yiwu.
6. The City of Vaughan take a more active involvement with local Chinese business associations.

Relationship to Vaughan Vision 2020

This report is consistent with the priorities previously set by Council and the necessary resources have been allocated and approved. Specifically, this report fulfills Vaughan Vision 2020 Goal: Plan and Manage Growth and Economic Vitality.

Regional Implications

Not applicable

Conclusion

The mission opened doors to high-level networking opportunities and the exchange of new ideas with Chinese government and business leaders. It provided Vaughan new access and comprehensive insight into the dynamic Chinese market – its vast scale of economy, diversity and potential.

Since the City's Business Mission to China in 2008, there has been significant incoming business and government delegation activities. Undertaking this Mission in 2010, along with the Chinese Business Associations and other Greater Toronto Area Mayors allows Vaughan to demonstrate its commitment to working in the Asian region for the longer term. The presence of a larger group of political and business representatives, at such proud events as the Shanghai World Expo, creates tremendous goodwill for both countries, as well as facilitates access to Chinese business groups for our local firms.

Chinese investors seek and rely on the acceptance of their government officials as a first step to developing a dialogue with foreign businesses. Through the networks and connections of these parties, the City of Vaughan was able to meet with the appropriate officials to facilitate the appropriate business introductions.

The desired outcome in the longer term is to derive greater employment opportunities and property tax revenues through local business expansion and new investment from China.

Attachments

Attachment A – Media Coverage Associated with China Trade Mission

Attachment B - Promotional Materials

Attachment C - Photo Gallery from the China Trade Mission 2010

Attachment D - Signed Letter of Intent (English and Chinese)

Attachment E - Delegate Directory – China Trade Mission 2010

Attachment F - Letter from Elias Custom Metal Fabrication Ltd.

Report prepared by:

Shirley Kam, Senior Manager of Economic Development

Tim Simmonds, Director of Economic Development

Respectfully submitted,

Tim Simmonds
Director of Economic Development

Vaughan signs letter of intent with Shanghai

SUBMITTED BY
THE CITY OF VAUGHAN

The City of Vaughan signed a Letter of Intent this past Friday with Changning District while in Shanghai, China during the Confederation of Greater Toronto Chinese Business Association's China Business Mission 2010.

The purpose of the letter is to explore the development of a business relationship between the two cities.

"The process for entering the Chinese market begins with developing relationships," said Councillor Sandra Yeung Rocco, chair of the Economic Development Committee.

"This Letter of Intent will provide our Economic

Development Department with the opportunity to further research and identify economic opportunities that could be achieved with Changning District, Shanghai. Changning's business sectors are anchored in three master planned business parks: the Shanghai Multimedia Park, the Changning Information Park and the International Business Park. The sectors identified as key opportunities through the recently completed Employment Sectors Strategy study match well with the predominant industry parks of Changning, specifically in information technology and digital media technology."

The Letter of Intent is considered a key component of doing business in China and is based on creating a framework of initiatives and outcomes for both municipalities

that focus on business. It has been created with a defined timeframe to pursue a more formal economic development partnership.

"It is vital that Vaughan maintain a competitive advantage in today's global economy," said Mayor Linda Jackson. "I was honoured to take part in (Friday's) signing of this Letter of Intent. It is an excellent opportunity for the City to establish an introductory economic relationship in a key sector of the Asian market."

The Confederation of Greater Toronto Chinese Business Association is comprised of associations from Mississauga, Scarborough, York Region, Toronto and Richmond Hill/Markham. The China Business Mission 2010 takes place from May 19 to May 30 and includes delegates from Vaughan, Richmond Hill and Mississauga.

Shanghai Changning is a downtown district in the western part of the City of Shanghai. Known as the "Cultural District of China," it is home to Shanghai's Film Centre, Ballet School and the Oil Painting and Sculpture Institute. Shanghai Changning houses 21 consulates and more than 200 diplomatic residences with more than 30,000 expatriates from 114 countries.

It has over 3,000 foreign-invested establishments and representative offices, making it one of the most international urban districts in Shanghai.

Letter of intent of business exchange between City of Vaughan and China

This letter of intent of Business Exchange is created in order to strengthen the ties and relationship as well as achieve common development between the two regions, the City of Vaughan, Ontario, Canada, and Changning District in Shanghai.

On the basis of mutual respect and equality, the two parties have reached the agreements through friendly consultation. The details are as follows:

1. Organizing Governmental Delegations
 2. Conducting Non-Governmental Exchanges
 3. Facilitating the Exchange of Information that is directly linked to key economic indicators
- Opportunities will be identified for the enterprises of two regions to learn from each other, thus promoting the economic co-operation.
- Therefore, with the signing of this letter of intent and on the principles of friendship, equality and mutual

benefit, the two parties will take action to make substantial progress towards creating a formal Economic Partnership Agreement between Changning District, Shanghai, People's Republic of China and City of Vaughan, Ontario, Canada.

The letter of intent is written in English and Chinese. Both versions have the same equivalency.

The letter of intent comes into effect from the date of signing by both parties in Shanghai on May 21, 2010 and will expire or be replaced by a formal Economic Partnership Agreement on May 31, 2012. It has two originals, each party holding one.

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City of Vaughan

Vaughan Signs Letter of Intent Seeking Business Relationship with Shanghai Changning District, China

Friday, 21 May 2010

The City of Vaughan today signed a Letter of Intent with Changning District while in Shanghai, China during the Confederation of Greater Toronto Chinese Business Association's China Business Mission 2010. The purpose of the letter is to explore the development of a business relationship between the two cities.

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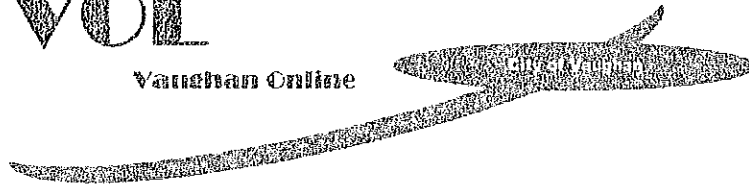
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ATTACHMENT: [Letter of Intent.pdf \(13.37 KB\)](#)

Address article on the site www.city.vaughan.on.ca
http://www.city.vaughan.on.ca/index.php?option=com_content&task=view&id=524&Itemid=834

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MAY 21, 2010

Vaughan Signs Letter of Intent Seeking Business Relationship with Shanghai Changning District, China

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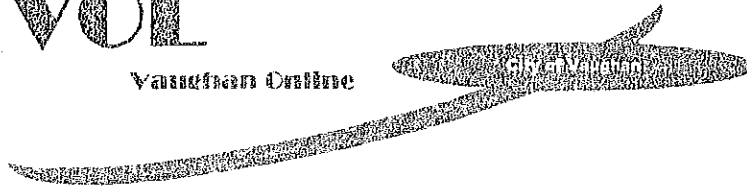
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Letter of Intent on page 2.

VOL

Vaughan Online



MAY 21, 2010

*Vaughan Signs Letter of Intent Seeking Business Relationship
with Shanghai Changning District, China*

LETTER OF INTENT OF BUSINESS EXCHANGE BETWEEN
THE CITY OF VAUGHAN, ONTARIO, CANADA
AND CHANGNING DISTRICT, SHANGHAI, PEOPLE'S REPUBLIC OF CHINA

This letter of intent of Business Exchange is created in order to strengthen the ties and relationship as well as achieve common development between the two regions, the City of Vaughan, Ontario, Canada and Changning District in Shanghai. On the basis of mutual respect and equality, the two parties have reached the agreements through friendly consultation. The details are as follows:

1. Organizing Governmental Delegations

The two parties will organize the delegations to visit each other to achieve frequent communications by the government officials. If the condition permits, the mutual visits will be scheduled once a year.

2. Conducting Non-Governmental Exchanges

Through a series of activities and exchanges, the two parties intend to achieve common development in the field of science and technology, advanced manufacturing, business investment, logistics and goods movement and tourism and culture.

3. Facilitating the Exchange of Information that is Directly Linked to Key Economic Indicators
Opportunities will be identified for the enterprises of two regions to learn from each other, thus promoting the economic cooperation.

Therefore, with the signing of this letter of intent and on the principles of friendship, equality and mutual benefit, the two parties will take action to make substantial progress towards creating a formal Economic Partnership Agreement between Changning District, Shanghai, People's Republic of China and City of Vaughan, Ontario, Canada.

The letter of intent is written in English and Chinese. Both versions have the same equivalency.

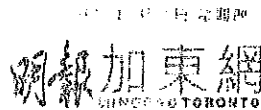
The letter of intent comes into effect from the date of signing by both parties in Shanghai on May 21, 2010 and will expire or be replaced by a formal Economic Partnership Agreement on May 31, 2012. It has two originals, each party holding one.

The City of Vaughan,
Ontario, Canada

GTA, Changning District, Shanghai
P. R. China

Mayor

Mayor



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內文搜尋

字體大小 小 中 大 字數統計 繁體 簡體

社區新聞

[今日明報]



旺市市長杰克遜、密市市長麥考蓮、烈治文山市長巴羅(前排左6至8)，與訪問團團員出發前於機場合照。(孔慶民攝)

大多市華商總會為互拓商機籌辦 3市長率團啟程訪中港

大多市華商總會為互拓商機籌辦 3市長率團啟程訪中港

【明報專訊】為推廣加中港3地商人互相拓展商機，由大多市華商總會籌辦的大多市華商會中國商貿團一行40人，包括密西沙加市長麥考蓮、旺市市長杰克遜及烈治文山市長巴羅3位市長，昨日啟程，至30日結束。商貿團並在抵港後第二天，在加國政府協助下，於上海世界博覽會場內的加拿大館舉行訪問團到訪中國啟程禮儀式。

在參觀完上海世博之後，3位市長就分道揚鑣，分別到廈門、揚州及石家莊推廣各自的商貿計劃。

除密市市長麥考蓮外，旺市市長杰克遜及烈治文山市長巴羅都是首次訪華，3位市長都表示是次訪華及香港，希望能把加國尤其是3個城市著名工業向中國和香港商界介紹，從而帶動兩國商人更多商機。例如加國在環保、礦業、航天軟件、藥物、醫療等方面在國際上都負盛名，在中國近年經濟起步之際，對上述工業都有很大需求。

是次訪華團共同主席嚴委表示，連同市府官員、意大利和葡萄牙商會代表等訪華團達40人，當中14人非華裔，來自大多市華商總會4個屬會烈治文山市萬錦市華商會會長宋偉、密西沙加華商會會長朱洪恩、多倫多華商會會長張小惠及士嘉堡約克區華商會會長蘇光宇都隨團出發，概括而言，華商會會員希望透過是次訪問，可吸引更多中國人到加國做生意，增加兩國商人商機。

此外，訪華團在世博會場內的加拿大館舉行訪問團到訪中國啟程禮儀式和論壇，估計達100人出席，包括加國在中國榮譽大使「大山」、加國駐北京大使、商務領事、加國駐上海領事，與及來自中國不同行業代表50多人等都出席。

另訪問團在訪問北京期間，將組織一個名為「O Canada」諮詢會，為中國市民解答有關問題，諮詢會成員包括來自財經、教育、投資、製造、資訊、地產、航空、醫療、旅遊、會計和科技等專業人士。

受惠於中國強勁經濟增長，香港一直吸引外國資金流入，香港可說是一個充滿商機的國際城市。駐加拿大香港經貿處已安排訪問團在香港期間，探訪香港貿易發展局、香港投資推廣處，到科學園參觀，並安排與經貿及財經官員見面，讓加國商人對香港投資環境更認識，發展商機。

今日相關新聞

大多市華商總會為互拓商機籌辦 3市長率團啟程訪中港

[顯示全部題目]

- 台僑委會擴大培訓文化種子教師
- 協群中心選新員 朱萬鈞擔任會長
- 警隊生力軍

[顯示全部題目]

[今日明報]

歡迎回應





2010年5月26日 星期四 農曆 四月初七

Check out MentoringBrothers.org to learn more



社區

星島日報手機版 隨時隨地看新聞

華商總會訪華團出發 促進加中貿易順道參觀世博

(2010-05-20)

本報記者



圖為昨天啟程的訪華團成員，在登機前來團大會照。本報記者攝

包括3位市長、大多市華商總會及其他族裔商會的代表等一行40人的訪華團，已經啟程前往中國。為期13天的旅程將會到訪上海世博會、北京及香港等7個城市，舉行論壇、研討會及參觀等方式，藉此促進中加兩地的貿易關係，吸引商家在加國投資。

由大多市華商總會主辦的訪華團，當中6人已提早前赴中國，其餘的成員昨天正式啟程。

14非華裔商界人士同行

該團共同主席兼密西沙加華商會副會長嚴雯稱，除了華商總會代表外，還有葡萄牙及意大利商會等14名非華裔人士同行；成員來自政界、金融及投資、地產發展、教育及訓練、航天科技、醫療技術及服務、會計、資訊科技、貿易及旅遊等界別。

嚴雯透露，在上海世博會加拿大館內，該團將會進行研討會揭幕禮，屆時加國親善大使大山·加拿大駐北京大使、商務領事，以及中國商界代表達50人親臨典禮。

此外，北京外交部在釣魚臺賓館設宴款待訪華團成員；而西安亦派出資訊科技及航天的代表出席論壇，彼此交流心得。

今次同行的3名市長，其中密市市長麥歌運已多次到訪中國，烈治文山市長巴魯及旺市市長杰克遜首次赴華，但他們3人對於參與訪華團感到無比興奮，並期待在整個行程中，作為本地市府代表，與當地政府及商家建立友誼關係，藉此推廣加國的經濟環境及文化，締造更多商機以促進兩地的貿易往來。

訪華團行程由昨天起，至本月31結束。首站到達上海停留3天，將會參觀世博會、會見上海官員，以及與當地商會聚餐交流。

其後前往北京，屆時進行加中論壇，3大課題包括：加拿大及中國的投資趨勢、兩地中小型企業的發展，最後雙方派出2位企業家分享經驗和心得。

舉行諮詢會介紹加商業環境

在北京舉行諮詢會，該團多個界別的專才及政府官員，將會為當地官員及商家等解答投資、商貿、教育、製造業及地產等問題，幫助他們認識加拿大商業環境及發展情況。

Advertisement for MentoringBrothers.org with text: Fact: You can make a difference. Check out MentoringBrothers.org to learn more.

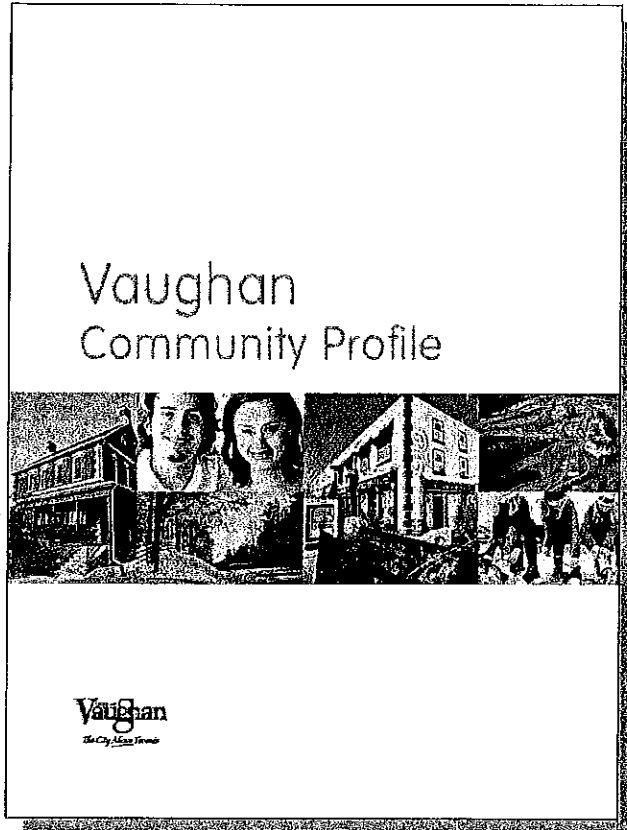
flyerland.ca advertisement with text: Grocery, electronics, home & more!

- 熱點新聞
- 普選聯或晤高層中央官員 曾輝
- 有家庭重要過有錢
- 英法博士均報名 43人緊訂一
- 多市四層民新會被控多項罪狀罪
- 「鴉片山莊之父」遭入罪追討生
- 利歐銷售借債無門 通用望股
- 註冊資本三千萬外企可取名「中
- 王洛英之子寫書 憶父情愫
- 加入警警率下降 住院時間卻增

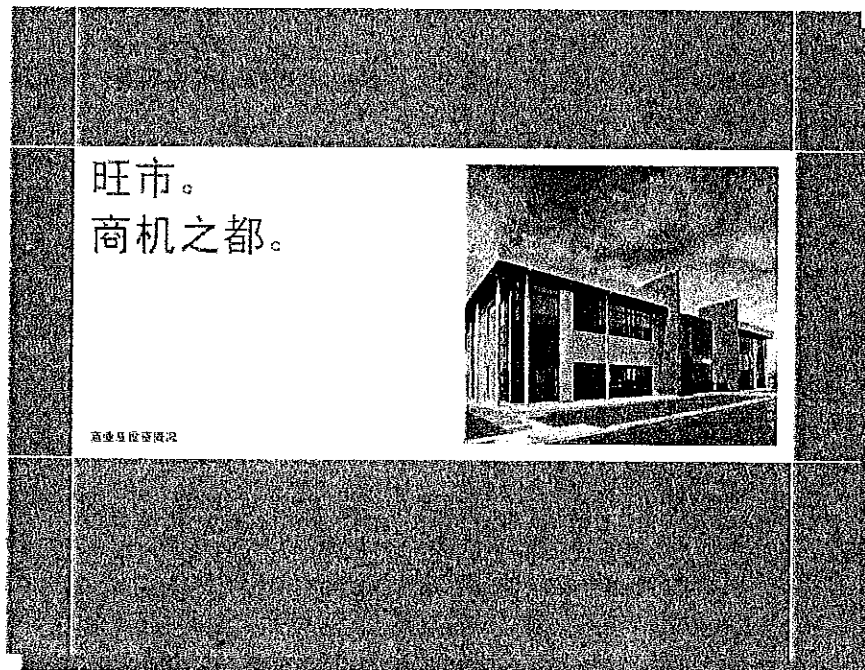
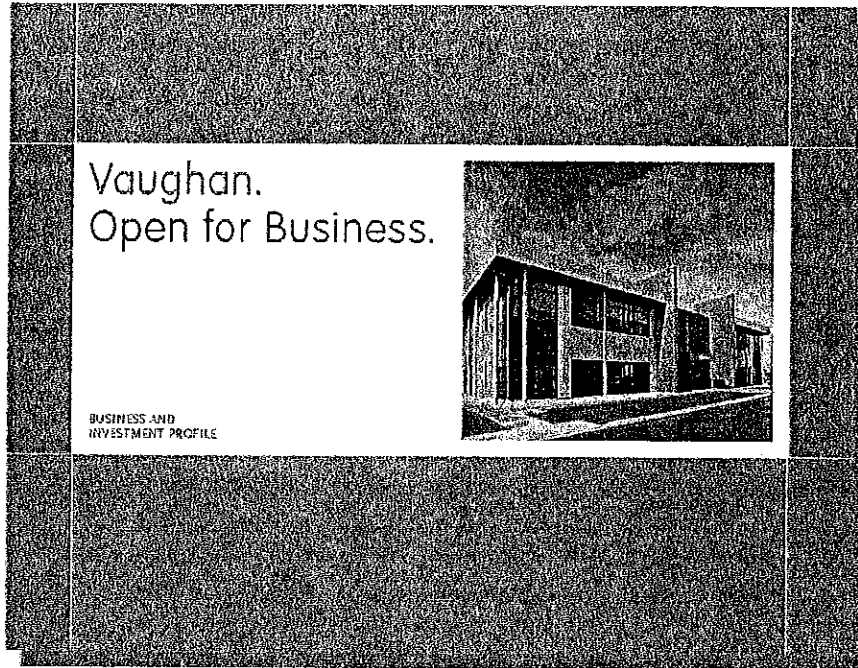
- 移市相關新聞
- 從事教育工作近 30年 獲頒殊榮

Community of Veterans.org advertisement with text: We know where you're coming from. Join us at: Community of Veterans.org

Community Profile, 2010




Investment Profile, 2010



Vaughan Metropolitan Centre, brochure 2010

It's all here in the heart of the Vaughan Metropolitan Centre



Mayor Hazelton
Mayor Hazelton

Vaughan is the heart of the Greater Toronto Area. It's a vibrant, diverse, and growing city. The Vaughan Metropolitan Centre is the heart of the city's future. It's a place where business, culture, and community meet. It's a place where the future is being built today.


The City of Vaughan is a growing city. It's a place where business, culture, and community meet. It's a place where the future is being built today.

Mayor Hazelton


Quick Facts

- The Vaughan Metropolitan Centre is a new urban development project that will create a vibrant, diverse, and growing city.
- The project will include a mix of residential, commercial, and cultural uses.
- The project will be a model of sustainable development.
- The project will be a catalyst for economic growth.
- The project will be a place where the future is being built today.


Vaughan Metropolitan Centre



Sustainable
Connected
Investment Ready



旺市商业中心规划蓝图



Mayor Hazelton
Mayor Hazelton

旺市商业中心是旺市未来发展的核心。它将是一个集住宅、商业、文化于一体的综合开发项目。旺市商业中心将是一个可持续发展的典范。它将是一个经济繁荣的催化剂。它将是一个未来正在建设的地方。


旺市是一个正在发展的城市。它是一个集住宅、商业、文化于一体的综合开发项目。旺市商业中心将是一个可持续发展的典范。它将是一个经济繁荣的催化剂。它将是一个未来正在建设的地方。

Mayor Hazelton


快速事实

- 旺市商业中心是一个新的城市开发项目，将创建一个充满活力、多样性和增长的城市。
- 项目将包括住宅、商业和文化用途的混合。
- 项目将是可持续发展的典范。
- 项目将是经济增长的催化剂。
- 项目将是未来正在建设的地方。

旺市商业中心



可持续
连接
投资就绪



Website: China Trade Mission Publications

www.vaughan.ca/business/china

The screenshot shows the City of Vaughan website's 'Publications' page. At the top, there is a navigation bar with links for Online Services, City Services, City Council, City Hall, Business, Community, and Visit Vaughan. The main header features the City of Vaughan logo and the slogan 'The City Always Toronto'. Below the header is a search bar and a large banner image of a modern building with the text 'CITIZENS FIRST THROUGH SERVICE EXCELLENCE'. The 'Publications' section is the central focus, featuring a large image of a city street with the text 'Vaughan. A City for the World.' and its Chinese equivalent '旺市, 一座世界的都市'. To the right of this image are two columns of text: one in English and one in Chinese, both encouraging visitors to click on electronic brochures to learn more about Vaughan as a great place to live and do business. Below the text are four buttons: 'Investment Profile' (投资概况), 'Community Profile' (社区概况), 'Metropolitan Centre' (旺市都市中心), and 'Business Link Newsletter' (业务联系通讯). On the left side of the page, there is a sidebar with a 'Business Events' section listing several seminars and workshops, including 'Harmonized Sales Tax Seminar' (June 16, 2010), 'VBEC Community BBQ and Networking Event' (June 30, 2010), 'Green Connections! Seminar' (July 12, 2010), 'Introduction to Exporting Seminar' (September 22, 2010), and 'PowerStream Energy Savings Workshop' (October 13, 2010). Below the events is a 'View Full Calendar' link and a 'What's New' section. The bottom left of the page features the VBEC (Vaughan Business Enterprise Centre) logo and a map of the Greater Toronto Area with Vaughan highlighted.

Shanghai World Expo, banner stand

(6.3'ft H x 2.5'ft W)

Vaughan.
A City for
the World.

旺市，
一座世界的
都市

Access to 10.1 million US and
20 million Canadian consumers
within a one-hour drive.

车程一小时车程可达1.01亿
美国消费者及2000万加拿大
消费者

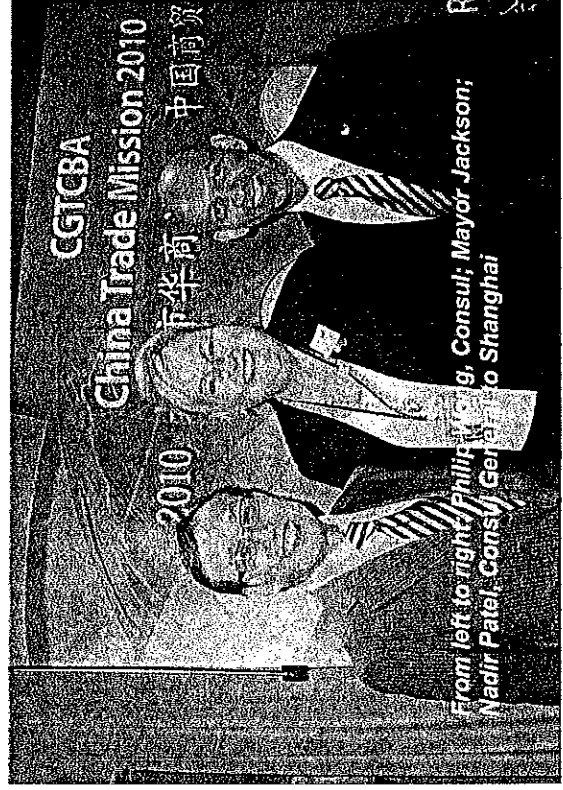
Vaughan
CANADA

www.vaughan.ca

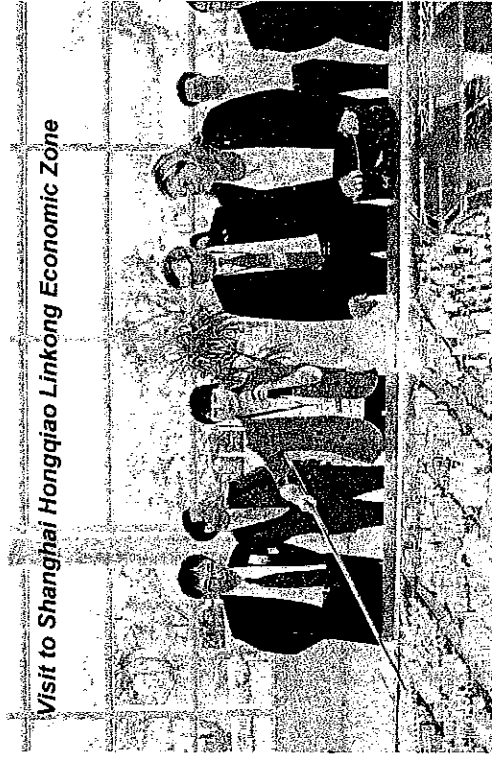
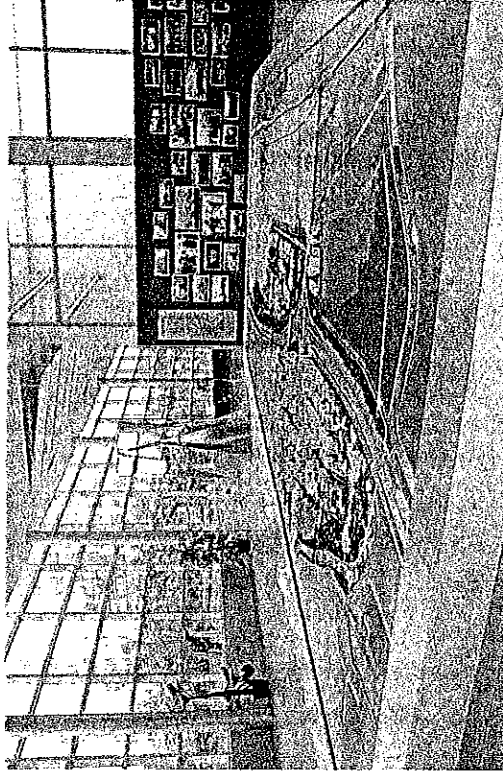
CGTCBA China Trade Mission 2010 Photo Gallery



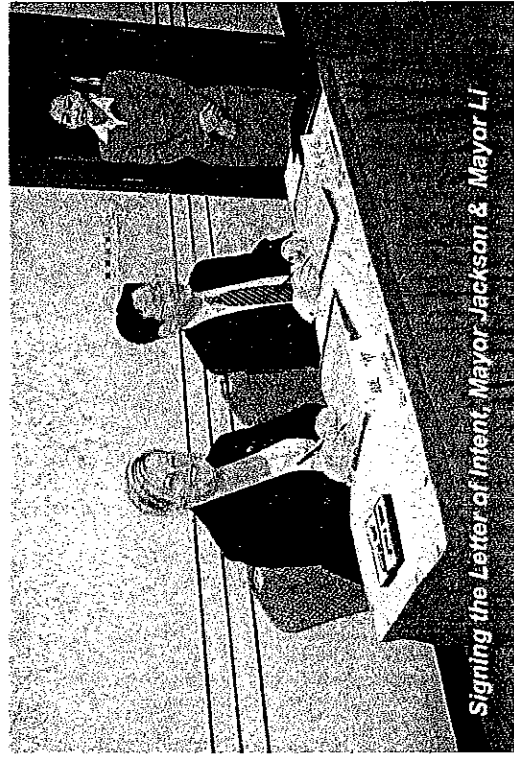
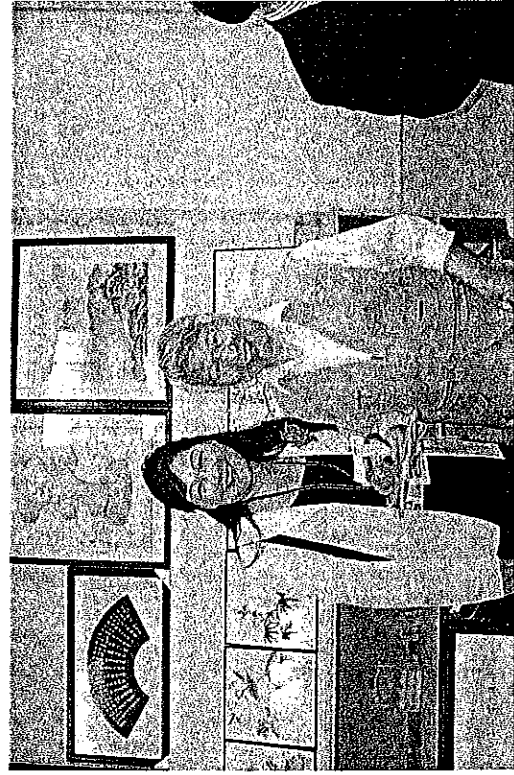
CGTCBA China Trade Mission Shanghai World Expo – May 21, 2010



**CGTCBA China Trade Mission
Shanghai Changing Visit – May 21, 2010**

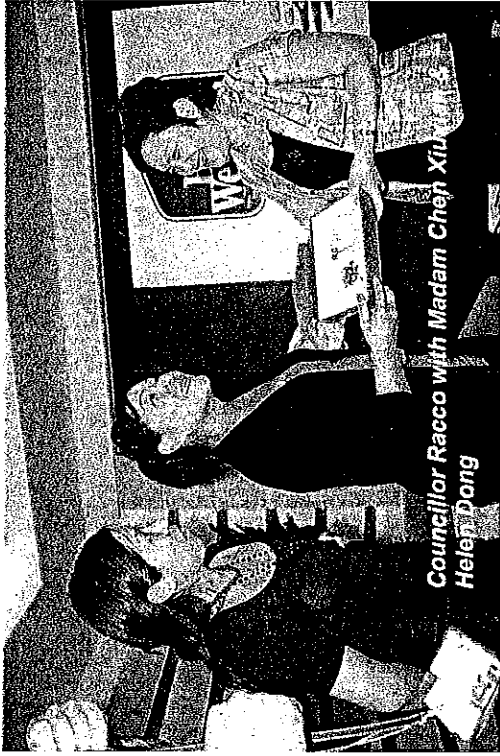


Visit to Shanghai Hongqiao Linkong Economic Zone

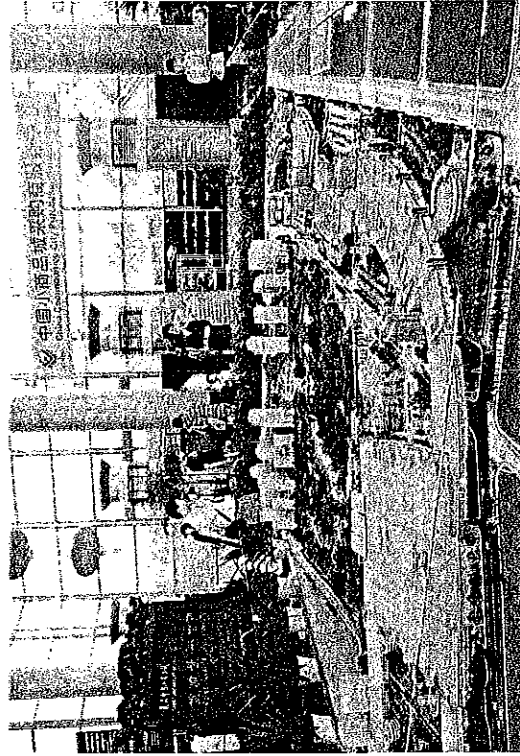


Signing the Letter of Intent, Mayor Jackson & Mayor Li

**CGTCBA China Trade Mission
Yiwu Visit – May 22, 2010**

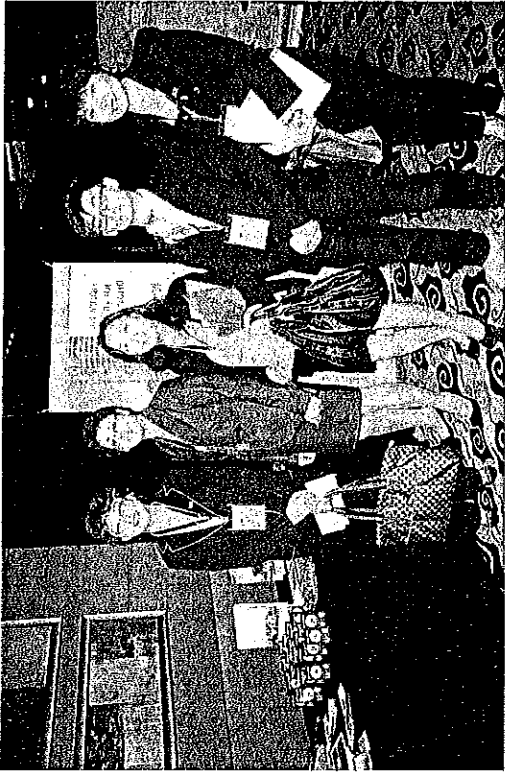


**Councillor Racco with Madam Cheh Xiu
Helen Dang**

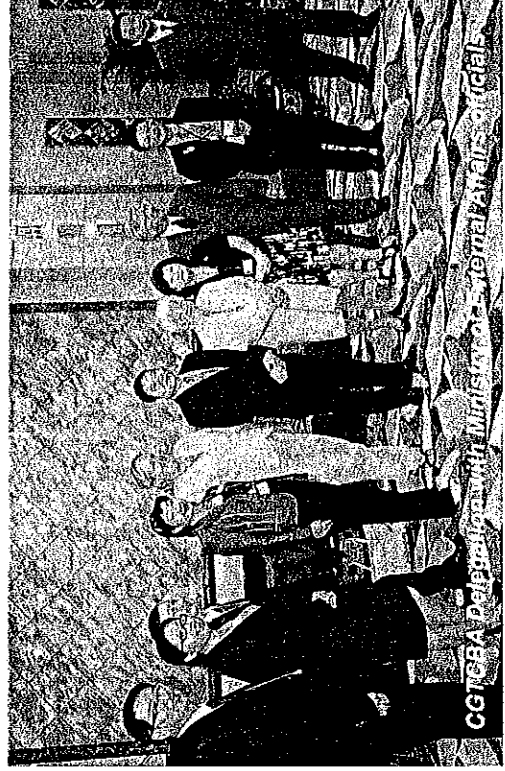
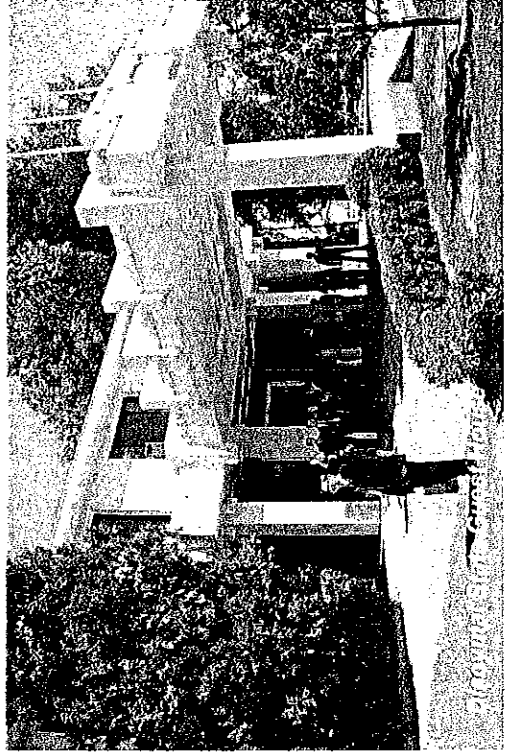


CGTCBA China Trade Mission

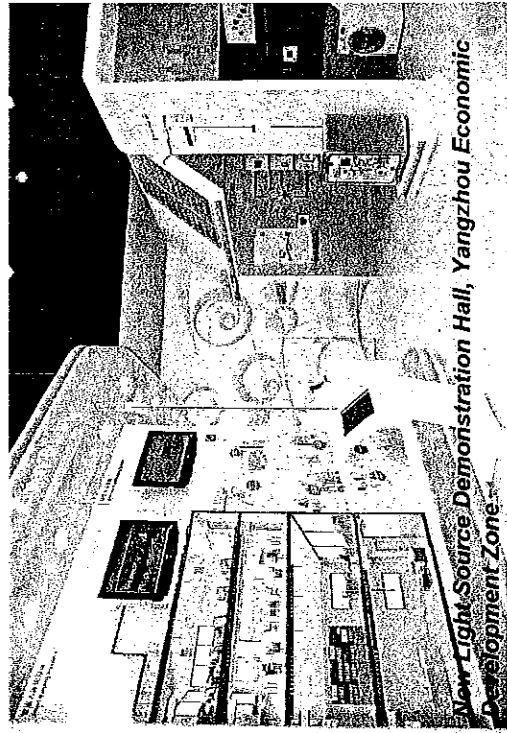
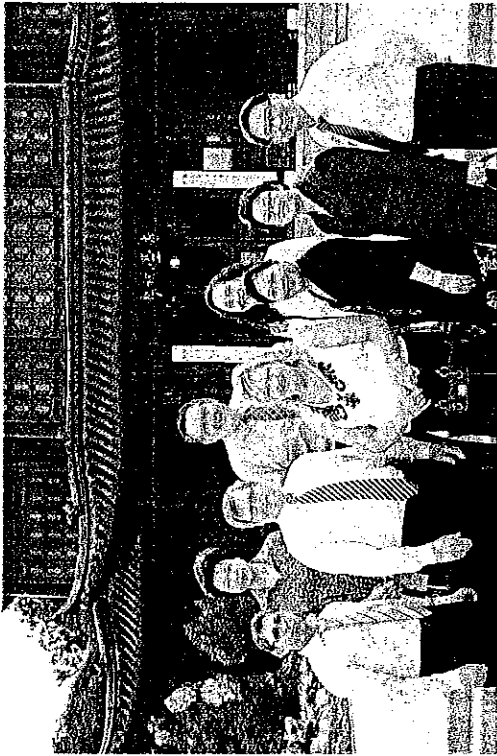
China Canada Economic, Trade & Investment Promotion Conference – May 24, 2010 (Beijing)



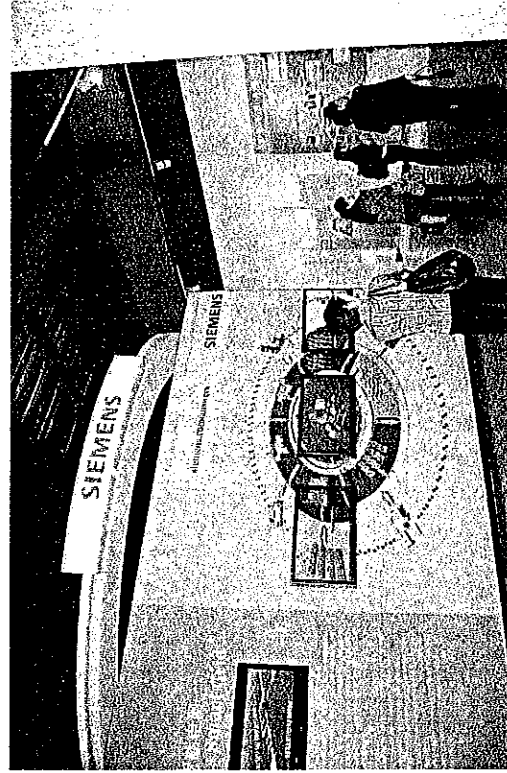
CGTCBA China Trade Mission Beijing Visit – May 25, 2010



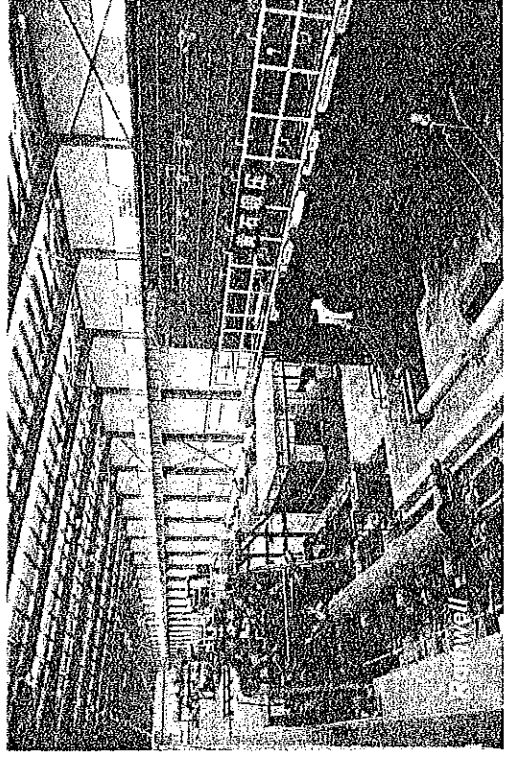
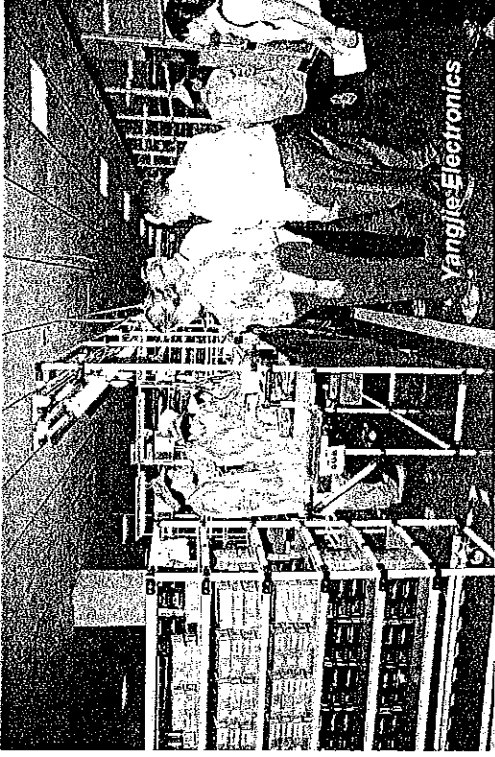
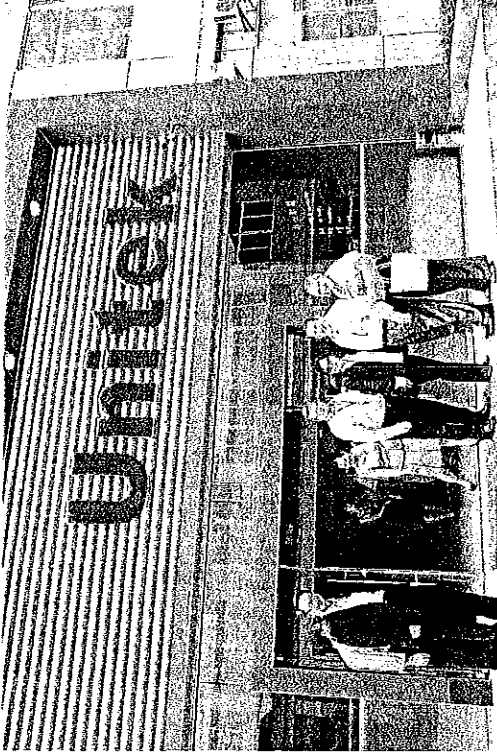
**CGTCBA China Trade Mission
Yangzhou Visit – May 26 & 27, 2010**



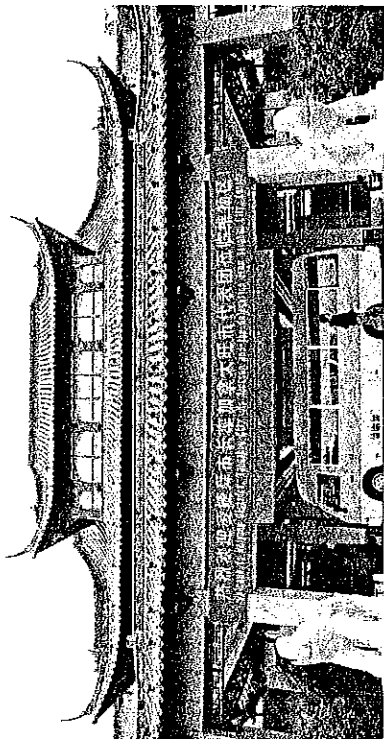
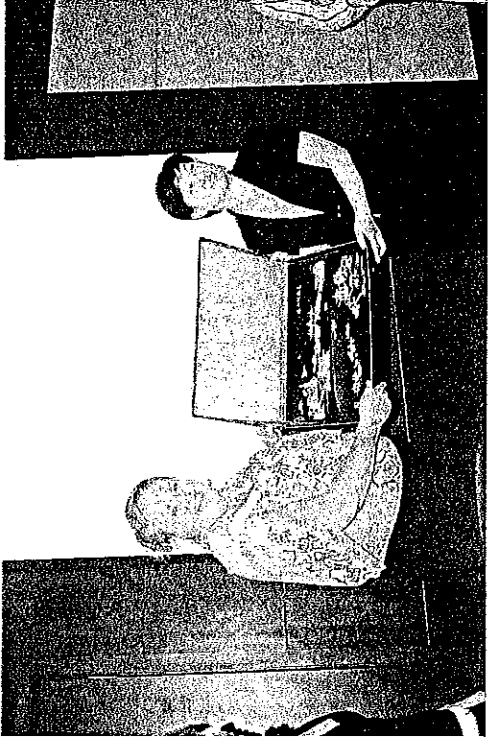
New Light Source Demonstration Hall, Yangzhou Economic Development Zone



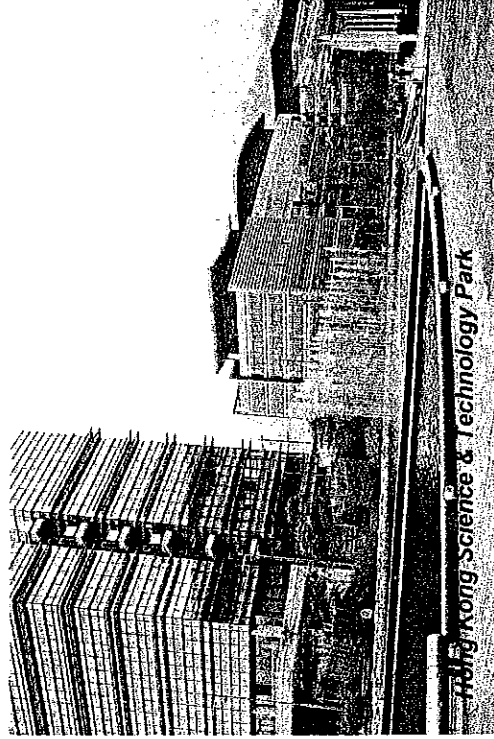
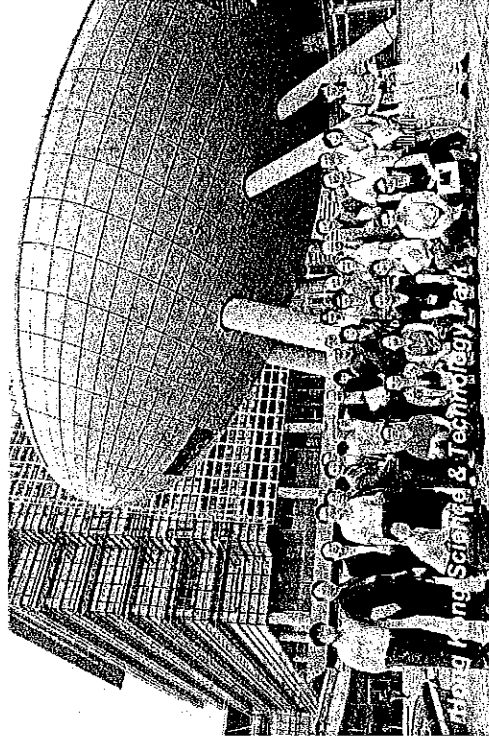
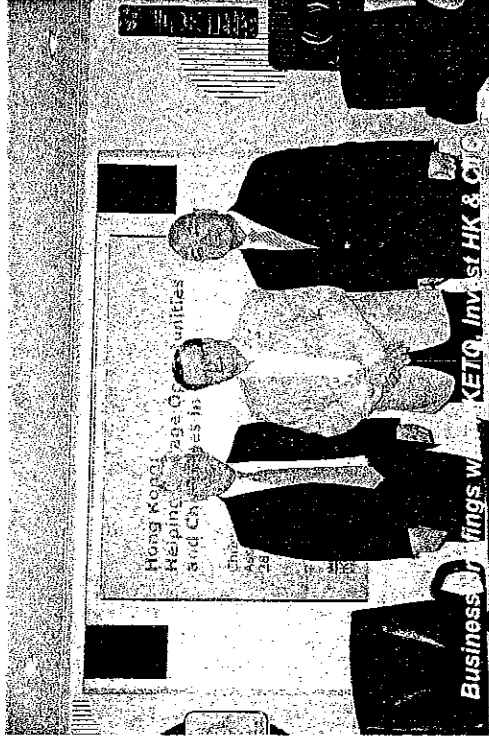
**CGTCBA China Trade Mission
Yangzhou Visit – May 26 & 27, 2010**



**CGTCBA China Trade Mission
Yangzhou Weiyang District Visit – May 27, 2010**



CGTCBA China Trade Mission Hong Kong Visit – May 28 & 29, 2010



**Letter of Intent of Business Exchange between
the City of Vaughan, Ontario, Canada
and Changning District, Shanghai, People's Republic of China**

This letter of intent of Business Exchange is created in order to strengthen the ties and relationship as well as achieve common development between the two regions, the City of Vaughan, Ontario, Canada and Changning District, Shanghai, People's Republic of China. On the basis of mutual respect and equality, the two parties have reached the agreements through friendly consultation. The details are as follows:

1. Organizing Governmental Delegations

The two parties will organize the delegations to visit each other to achieve frequent communications by the government officials. If the condition permits, the mutual visits will be scheduled once a year.

2. Conducting Non-Governmental Exchanges

Through a series of activities and exchanges, the two parties intend to achieve common development in the field of science and technology, advanced manufacturing, business investment, logistics and goods movement and tourism and culture.

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Opportunities will be identified for the enterprises of two regions to learn from each other, thus promoting the economic cooperation.

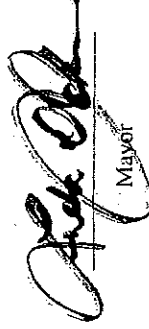
Therefore, with the signing of this letter of intent and on the principles of friendship, equality and mutual benefit, the two parties will take action to make substantial progress towards creating a formal Economic Partnership Agreement between Changning District, Shanghai, People's Republic of China and City of Vaughan, Ontario, Canada.

The letter of intent is written in English and Chinese. Both versions have the same equivalency.

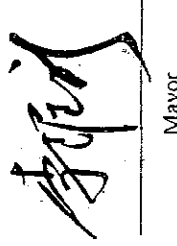
The letter of intent comes into effect from the date of signing by both parties in Shanghai on May 21, 2010 and will expire or be replaced by a formal Economic Partnership Agreement on May 31, 2012. It has two originals, each party holding one.

The City of Vaughan,
Ontario, Canada

Changning District,
Shanghai, P. R. China



Mayor



Mayor

中华人民共和国上海市长宁区 and 加拿大略省旺市 关于开展经贸交流的合作意向书

中华人民共和国上海市长宁区和加拿大略省旺市，为增进两地区人民友谊，促进双方各领域交流合作，实现和谐共赢、共同繁荣的目标，特签订本意向书。在互相尊重、平等互利原则的基础上，经过友好协商，双方就以下事项达成一致意见：

一、政府间交流

双方政府定期互派代表团访问，增进双方政府官员及管理层次人士的交流。双方领导人尽可能每年进行一次互访。

二、民间交流

通过举办各类活动和交流，发展两地区在科技、先进制造业、商业投资、物流、旅游和文化等领域的交流与学习。

三、为经贸合作提供便利

为双方区域内的企业创造互相学习和交流的机会，以此推动两地区的经贸合作。

双方今后将本着友好、平等、互惠的基本原则，推动上述事项取得实质性成果的同时，着手准备正式签署《中华人民共和国上海市长宁区和加拿大略省旺市关于经贸合作伙伴关系协定》。

本意向书用中文和英文两种文字写成，两种文本具有同等效力。

本意向书于2010年5月21日在上海签订，自双方签字之日起生效，并于2012年5月31日失效或被正式的《经贸合作伙伴关系协定》替代。本意向书一式两份，双方各持一份。

中华人民共和国
上海市长宁区

区长：



加拿大
安大略省旺市

市长：



2010 中国商贸团 团员手册

2010年5月19-30日

多伦多-上海-北京-
(石家庄/扬州/厦门)-香港

DELEGATE DIRECTORY
China Trade Mission 2010

(May 19 - 30, 2010)

Toronto-Shanghai-Beijing-
(Shijiazhuang/Yangzhou/Xiamen)
- Hong Kong



大多市华商总会

CONFEDERATION OF GREATER TORONTO
CHINESE BUSINESS ASSOCIATION

About the Mission

The 2010 China Trade Mission is designed to promote greater economic, business and cultural ties between Canada and China, and to support the Canada Pavilion at the World Expo 2010 in Shanghai. The Mission will allow participants to extend friendship, establish connections, strengthen existing relations, promote Canadian investment products and services, explore opportunities for joint ventures, and source potential suppliers.

The Mission to one of the world's fastest-growing markets will open doors to high-level networking opportunities and exchange new ideas with international governmental and business leaders. It will provide Canadian cities and businesses new access and comprehensive insight into the dynamic Chinese market – its vast scale of economy, diversity and potential. Don't miss this gateway to lucrative business opportunities.

2010中国商贸之旅是为积极促进和发展中加两国在商业、文化、贸易之间的了解合作，以及大力支持2010年上海世博会加拿大馆而举办的一项重要活动。本次活动将帮助与会者扩大友谊合作、寻找联合投资机会、巩固现有联系，提升加拿大投资产品以及服务质量，拓展合作投资机会以及开发潜在资源。此次代表团前往的全球成长最快的市场之一中国，开启双方交流合作之门，为双方创造高层次交流机会，与国际政府及商界领袖交流新思路。它将为加拿大城市和企业提供进入和全面认知中国这样一个不断发展中的具有庞大经济规模、多样性和潜力的市场的机会。本活动得到中加各级政府 and 上海世博会加拿大馆的大力支持。2010中国商贸之旅在会议以及活动中安排的中加城市与企业的直接对接，项目合作和投资的洽谈等，将为中加企业构建一个交流合作直接对接的积极平台。

The Organizing Team

The Organizer

Confederation of Greater Toronto Chinese Business Association (CGTCBA)

CGTCBA was jointly incorporated in 1998 by four business associations – Mississauga (MCBA), Richmond Hill & Markham (RHCBA), Scarborough York Region (SYRCBA) and Toronto (TCBA). The formation of this Confederation marked an important step towards unity and created a valuable support network for our community.

CGTCBA plays a key role in promoting business and trade among the Chinese and mainstream communities, provides members opportunities to enhance their competitiveness, helps bridge the Canadian Chinese business community with all levels of the government, and serves as the voice that reflects the members' needs and concerns.

Honorary Team Leaders

Her Worship, Hazel McCallion, Mayor of City Of Mississauga

His Worship Dave Barrow, Mayor of Town of Richmond Hill

Her Worship Linda Jackson, Mayor of City of Vaughan

Team Leaders

Stephen Chu, President, MCBA

Will Sung, President, RHCBA

Johnny So, President Elect, SYRCBA

Benny Cheung, President, TCBA

主办机构：大多伦多华商总会

大多伦多华商总会成立于1998年，由密西沙加市商会（MCBA）、列治文山市、万锦市商会（RHCBA）、士嘉堡市约克区商会（SYRCBA）以及多伦多市商会TCBA）联合组成。华商总会的建立是加拿大华人华裔资源整合、共同进步的重要标志，它为我们的社区创造了相互支持的网络以及信息资源。大多伦多华商总会在促进华人与加拿大主流社会的商业和贸易发展上，扮演着重要的角色，它为会员提供极具竞争力的平台以及丰富的资讯，是加拿大华人社区与各级政府以及主流社会之间之间的桥梁。

荣誉团长：密西沙加市市长麦考莲、烈治文山市市长巴罗、旺市市长凌婕舜

商会会长暨团长：密西沙加华商会会长朱洪恩、烈治文暨万锦华商会会长宋伟、士嘉堡约克区华商会副会长苏光宇、多伦多华商会会长张小惠

共同主席：密西沙加华商会副会长严雯、烈治文山华商会前任会长梁万邦

Simmonds, Tim

From: Fadi Emeid [fadi@eliasmetal.com]
Sent: June 16, 2010 6:37 PM
To: Vaughan, Mayor
Cc: Racco, Sandra; Harris, Clayton; Simmonds, Tim; Kam, Shirley
Subject: Trade Mission
Attachments: Trade Mission.doc

Please see attached letter

Thanks

Fadi Emeid

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Tel: (905) 761-5577

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E-mail: Fadi@eliasmetal.com

Her Worship Mayor Linda Jackson
City of Vaughan
Via email

Dear Mayor Jackson;

I would like to express my sincere thanks and appreciation to have been included with your delegation to visit China.

The visit to China was an invaluable experience both culturally and professionally. I especially appreciate the opportunity of being part of a delegation where the participation of senior level of Municipal government added credibility to this mission and was of great assistance to my business in terms of gaining access to individuals, businesses and Chinese Government agencies that otherwise would not have been possible.

I am sure that the contacts made through your delegation will prove to be successful for the future, especially in China where the government works closely with businesses and provides support to businesses in achieving their goals and moving forward.

As a business owner, this Trade Mission has certainly been encouraging and informative in regards to expanding my business to foreign markets.

Again, thank you and I look forward to future Trade Missions.

Fadi Emeid
CEO, Elias Custom Metal Fabrication Ltd.