

MEMBER'S RESOLUTION

Date:	MAY 24, 2011 – COUNCIL
Title:	TRAVEL – CHINESE OVERSEAS TRADE MISSION TO CHINA AUGUST 1-12, 2011
Submitted by:	Councillor Sandra Yeung Racco

Whereas, Mr. Shi Xiaoguang, Vice Consul, Chinese Consulate-General in Toronto is organizing an invitation-only Trade Mission in coordination with the China Overseas Exchange Association from August 1 – August 12, 2011 to Fujian, Tibet and Beijing.

Whereas, establishing Vaughan as the gateway to the Greater Toronto Area, builds on the "Edge City" and gateway concepts articulated in the Economic Development Strategy and Goal One of the Economic Development Strategy recognizes that geo-political borders are inconsequential to business and flows, especially in a globalized economy, and establishing connections to international trade flows position Vaughan as an excellent entry to the Greater Toronto Area and the economic region.

Whereas, the Trade Mission is being led by the Consulate General's office, the delegates will have a greater amount of access to the Chinese government and leadership that ultimately provide direction for Chinese companies wishing to locate or invest in Canada. Therefore, having representation by our municipal officials will provide for a greater amount of respect, credibility and access into and out of the Chinese marketplace.

Whereas, Chinese companies and government respect "face-to-face" meetings, which demonstrates a commitment to working in China. 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.

Whereas, accepting the invitation from the Chinese Consul General's office to participate in the Chinese Overseas Trade Association's Trade Mission will demonstrate goodwill and further facilitate access to Chinese markets. In addition, as China looks to increase its foreign direct investment outside of China it will be advantageous to have a strong working relationship with the Chinese Consulate in Toronto.

Whereas, in consultation with the Director of Economic Development, this relationship works in concert with the international business development actions summarized in the 10-year Economic Development Strategy.

Whereas, the associated cost of round trip airfare of \$2,800 is budgeted within the Economic Development Department's 2011 Operating Budget and any additional costs such as; hotel, meals, incidentals, translation services, visa fees and ground transportation for the Trade Mission (12 days) will be provided by the Chinese Overseas Trade Association.

It is therefore recommended that

1. Council approve Ward 4 Councillor, Sandra Yeung Racco, to accept an invitation from the office of the Chinese Consul General of Canada to participate and represent Vaughan as a delegate to further municipal relationships and open markets for local

- businesses during the Chinese Overseas Trade Association's Trade Mission to China;
2. That the cost of the round trip airfare be covered by the appropriate budget within the 2011 Economic Development budget; and
 3. A report to a future Committee of the Whole on the outcomes of the Trade Mission is submitted.

Respectfully submitted,

Sandra Yeung Racco
Councillor, Ward 4

Attachments

E-mail correspondence from Mr. Shi Xiaoguang, Vice Consul, Chinese Consulate-General in Toronto.

Furfaro, Cindy

From: sxg2003 [sxg2003@126.com]
Sent: Wednesday, May 11, 2011 5:02 PM
To: Racco, Sandra
Subject: invitation on trip to China

Dear councillor Yeung :

Hi! I am Shi Xiaoguang, a vice consul of the Chinese Consulate General in Toronto. It is my honor to tell you the invitation from China Overseas Exchange Association.

They are organizing an event 12 days travelling in China (Fu Jian, Tibet & Beijing) in early August. While in China, travelling, lodging & food will be provided free but one has to pay for their own travelling expenses from (in your case Toronto) to Fu Jian and from Beijing back to Toronto.

Attention: Travelling in Tibet may cause the acute high altitude disease(AHAD)

RSVP before May 15, 2011

Please advise (accept / decline ?).

Thank a lot!

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Shi Xiaoguang (Mr)
Vice Consul
Chinese Consulate-General in Toronto
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