

## CCBDA/VBNF China Trade Mission 2009

Canadian Chinese Business Development Association will join force with Vancouver Business Network Forum to lead the CCBDA China Trade Mission 2009 Delegation to China in November 2009. The delegation will participate in two major events in China, namely, Eco Tech (Tianjin) 2009-International Eco-City Technology and Construction Exhibition and Guangdong International Tourism and Culture Festival and Tourism Promotion Convention.

The purpose of this delegation is to seek business opportunities through crisis in a global economic recession. Both business associations will play the role as a platform fully utilized by its members to promote trade development between Canada and China. Characterized with a huge market and rapid development, China's economy will be complemented with the abundant natural resources and advanced technologies of Canada. We hope to achieve a win-win situation through the direct business information exchange and project promotion between companies from both sides.

The co-organization of this trade mission by CCBDA and VBNF is of great importance. Since 1984, CCBDA has been helping Chinese new immigrants to start business, serving the business community, and act as a bridge for economic, trade and cultural exchanges between Canadian and Chinese companies. For example, CCBDA successfully organized a trade show and forum called "Asia Pacific Business Connections 95" in 1995 in Richmond, and a large variety show called "Welcome Beijing Olympics 2008" in 2008 in Richmond.

VBNF is the fastest growing business networking community in the Lower Mainland of BC. Its mandates are to help its members share resources and business information, exchange experience, promote and market their products, and provide a forum for discussion and interaction among members. Many of its members are non-Chinese companies and businessmen. They hope, through this trade mission organized by CCBDA, to find business opportunities and explore the huge market in China.

1. Estimated number of participants: 12 to 18

2. Participating industries and projects may include:

- Environmental industries—Canadian companies have a number of advanced environmental technologies and want to co-operate with China to reduce energy consumption and emission, and to develop green economy. For example, there is a Canadian waste to energy project, which, in comparison with the waste burning facilities currently operated in China, provide higher energy conversion efficiency, safer and zero waste comprehensive solutions.
- Import and Export—To help as a bridge Canadian import and export companies deal with Chinese counterparts, especially in the resources category. For example, to increase the Canadian export of potassium products has great potential.
- Mining and minerals—Canada is renown for its abundant natural resources and China has a great appetite for this. Currently, one of such projects is in the process of negotiation. A BC gold mine rich in multiple precious metals has been inactive

for decades due to technical problems (hard to separate some of the metals). It needs funds, technologies and equipments to restart smelting production and further exploration. A very large Chinese gold smelter has such technology and equipments and is willing to cooperate.

- Real estate development—To bring together real estate developers from both China and Canada, let them have talks to see if there are opportunities for cooperation.
- Tourism industry—Without an ADS agreement between China and Canada, a non-government trade mission still can enhance the mutual understanding and cooperation between their tourism industries. A Canadian tours wholesaler and a tourism souvenir wholesaler intend to participate.

3. Preliminary Itinerary of the Trade Mission is as follows:

- November 2: Departure from Vancouver
- November 3 – 5: Tianjin. The Municipal Government of Tianjin. Eco Tech (Tianjin) 2009-International Eco-City Technology and Construction Exhibition.
- November 6 – 7: Beijing. Investment Promotion Affairs Bureau, Ministry of Commerce.
- November 8 – 10: Nanchang of Jiangxi Province. The Provincial Government of Jiangxi and the Municipal Government of Nanchang.
- November 11 –15: Guangzhou. The Provincial Government of Guangdong and the Municipal Government of Guangzhou. Guangdong International Tourism and Culture Festival and Tourism Promotion Convention.
- November 15 – 17: Hong Kong.
- November 17: Return to Vancouver.

4. Estimated Budget per person (Taxi, meals and other expenses not included):

- Round trip airlines: \$2,000 (Vancouver-Beijing, Hong Kong-Vancouver, economy class)
- Inter-city airline tickets: \$520 (Beijing-Nanchang, Nanchang-Guangzhou)
- Beijing-Tianjin Express Railway: \$30
- Guangzhou-Kowloon (Hong Kong) Express Railway: \$50
- Hotel: \$1,600
- Total: \$4,200/person

This estimated budget is based current non-high season rates, and tour charges are subject to seasonal availability and foreign exchange rate adjustment when flight bookings and room reservations are made.

5. Deadline for registration: September 30, 2009