

<b>TO:</b>	<b>CHAIR AND MEMBERS FINANCE AND ADMINISTRATIVE SERVICES COMMITTEE MEETING OF FEBRUARY 6, 2012</b>
<b>FROM:</b>	<b>GRANT HOPCROFT, DIRECTOR OF INTERGOVERNMENTAL AND COMMUNITY LIAISON</b>
<b>SUBJECT</b>	<b>REPORT ON TEAM LONDON TRADE SCOPING MISSION TO CHINA NOVEMBER 2011</b>

<b>RECOMMENDATION</b>
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That the following report on the Team London Trade Scoping Mission to China in November 2011 **BE RECEIVED** for information.

<b>PREVIOUS REPORTS PERTINENT TO THIS MATTER</b>
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Memorandum of Understanding (MOU) with Jinshan, Finance and Administration Committee, October 3, 2011.

Team London Trade Scoping Mission to China, Finance and Administration, November 16, 2011  
Status Report on Team London Trade Scoping Mission to China, City Council, November 21, 2011

<b>BACKGROUND</b>
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The Team London Scoping Mission to China took place November 19 to November 30, 2011. Taking part in the mission were Mayor Joe Fontana; Dr. John Denstedt, Chief, City-wide Surgery Services, St. Joseph's Health Care, Chairman, Department of Surgery at the Schulich School of Medicine and Dentistry and also representative of Canadian Surgical Technologies and Advanced Robotics (CSTAR); John Parker, Director of CSTAR; Joaquim Balles, President of the London Chamber of Commerce and Vice-President and General Counsel of Trudell Medical Limited; George Baran, Vice-Chairman of Trudell Medical Limited; Grant Hopcroft, Director of Intergovernmental and Community Liaison; and Lily Wang, consultant-interpreter. The group visited the cities of Chongqing, where they were hosted by Jinshan Ltd., Chengdu, and Beijing. Mayor Fontana, Grant Hopcroft and Lily Wang also visited Nanjing, London's sister city since 1997.

### **Chongqing**

Team London met with the Consul, Vice-Consul and Trade staff at the Consulate of Canada in Chongqing. The terms of the Chongqing – Canada Engagement and Way Forward MOU, signed in January 2010 were discussed. The MOU has a four priority sectors focus: Government (Public Policy); health; environment; trade & investment. The Consulate will work with Team London to assess market potential and find qualified contacts in a variety of sectors of interest to the London business, education and health sectors. Team London strengthened their relationship with Jinshan Group. Through Jinshan Group, information was shared and relationships established with Chongqing Municipal Federation of Industry and Commerce; CCPIT, Chongqing; Chongqing Private-Owned Business Association; Chongqing Shuangfu Industrial Zone; Chongqing Committee of Science; Chongqing Science and Technology Commission; a pharmaceutical company, Chongqing Huapont Pharm. Co. Ltd.; a wind turbine manufacturer - Haizhuang Wind Power Equipment Co. Ltd.; and Children's Hospital of Chongqing Medical University. A number of contacts were established with and through Mayor Fontana's participation in a meeting of the Canada China Business Council – Bo Xilai, Party Secretary for Chongqing; Huang Qifan, Mayor of Chongqing; Liu Xuepu, Deputy Mayor of Chongqing; and Dai Shaoquan of the Sichuan Provincial Investment Bureau.

In Chongqing, Team London participated in a formal China-Canada Cooperation Agreement Signing Ceremony. Mayor Fontana signed the MOU with Jinshan Group that was approved by Council in October 2011. The London Chamber of Commerce signed an MOU with the Chongqing Private-

Owned Business Association. A third MOU was signed between Trudell Medical Limited and The Jinshan Science and Technology Group of Chongqing China to assist each other in the identification and development of market opportunities. Officials of the Jiangjin District of Chongqing in which Jinshan Group is located have subsequently expressed an interest in visiting London and in becoming our sister city.

**Chengdu**

Team London visited the City of Chengdu to advance the valuable relationships established by CSTAR, Western University, and The Schulich School of Medicine and Dentistry, with West China Hospital, West China Medical School and Sichuan University. Relationships were also established with representatives of the Sichuan Chamber of Commerce for Import-Export (SCOCIE); Chengdu International Health City; Bayi Recovery Centre of Sichuan; the Chengdu Municipal Committee of the CPC; the Chengdu Branch of the China Council for International Trade; Chengdu Public Health Bureau; Chengdu Municipal Foreign Affairs Office; and Chengdu Investment Promotion Commission. Foundations were laid for establishment of a cooperation agreement between London and the City of Chengdu. The London Chamber of Commerce signed a Friendly Cooperation Agreement as a first step towards establishing a framework with SCOCIE for facilitating Export and Import among their members and investments in each City.

**Beijing**

Team London met with officials of the China Council for International Investment Promotion (CCIIP) – the equivalent of our Chamber of Commerce; HCUNI Technology Company; and with the Beijing Municipal Health Bureau to discuss possible cooperation. The Team also met with staff of the Canadian Embassy to discuss the forthcoming Team London mission in April, 2012.

**Nanjing**

Mayor Fontana and Nanjing Mayor Ji Jiang agreed to focus on three priorities for cooperation in 2012: to strengthen business to business relationships; to create greater collaboration between our colleges and universities, hospitals and research institutions; and to strengthen cultural ties. Mayor Jianye committed to leading a delegation of Nanjing government, business, and cultural leaders to London in the near future. Relationships were also established with Zheng Zeguang, Deputy Mayor of Nanjing; Officials of the Nanjing Foreign Affairs Office; Nanjing Municipal Investment Promotion Commission; Nanjing Federation of Industry & Commerce; Nanjing Science and Technology Commission; CCPIT Nanjing Sub-Council; Nanjing Education Bureau; Nanjing University Medical College; Nanjing University; Jiangning Science Park; Jiangsu Provincial Science and Technology Department; and Nanjing New Town Science and Technology Park.

Further details of the mission are available at [www.londontochina.ca](http://www.londontochina.ca).

Direct City expenses for the November mission were estimated in the November 21 report at approximately \$8,500, for travel, travel insurance, hotels, meals, CCBC registration, and gifts. Direct actual City expenses were approximately \$8,750.

Team London and a larger delegation are planning to participate in a follow-up Mission to China the week of April 23-27. Further details including objectives, participants, agenda, financing and staff support will be provided at a meeting in the near future.

<b>PREPARED BY:</b>	<b>RECOMMENDED BY:</b>
<b>JILL TANSLEY MUNICIPAL POLICY SPECIALIST</b>	<b>GRANT HOPCROFT DIRECTOR OF INTERGOVERNMENTAL AND COMMUNITY LIAISON</b>