

TO:	CHAIR AND MEMBERS SPECIAL MEETING OF FINANCE AND ADMINISTRATIVE SERVICES COMMITTEE MEETING OF MARCH 19, 2012
FROM:	GRANT HOPCROFT, DIRECTOR OF INTERGOVERNMENTAL AND COMMUNITY LIAISON
SUBJECT	TEAM LONDON TRADE MISSION TO CHINA APRIL 2012

RECOMMENDATION

That, on the recommendation of the Director of Intergovernmental and Community Liaison, the following actions be taken with respect to the Team London Trade Mission to China April 2012:

- a) Civic Administration **BE AUTHORIZED** to assist Team London and the Mayor in the planning and implementation of the Team London Mission to China, April 23- 27, 2012 to Chengdu, Chongqing and Nanjing, it being noted that travel and related costs for Civic participation will be accommodated within the existing operating budgets of the Mayor's Office, the City Manager's Department, and LEDC.

PREVIOUS REPORTS PERTINENT TO THIS MATTER
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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
 Report on Team London Trade Scoping Mission to China November 2011, Finance and Administrative Services Committee, February 6, 2012

BACKGROUND

Team London Scoping Mission to China – November 2011

In November, 2011, Team London visited the cities of Chongqing, Chengdu, and Beijing. Mayor Fontana, Grant Hopcroft and Lily Wang also visited Nanjing, London's sister city since 1997. Other participants included officials of Canadian Surgical Technologies and Advanced Robotics (CSTAR); Trudell Medical Limited and the London Chamber of Commerce. A number of Memorandums of Understanding (MOUs) were signed during this scoping mission and the ground work was laid for future cooperation between cities, businesses, universities and research institutions and cultural groups.

Team London Trade Mission to China – April 2012

As a follow up to the November Scoping Mission, a Team London Trade Mission to China is being planned for April 23-27, 2012 to Chengdu, Chongqing and Nanjing. Participants will include Mayor Joe Fontana; delegations from both Western University and Fanshawe College; Dr. John Denstedt, Chief, City-wide Surgery Services, St. Joseph's Health Care and Chairman, Department of Surgery at the Schulich School of Medicine and Dentistry and also representative of Canadian Surgical Technologies and Advanced Robotics (CSTAR); LEDC President Peter White; London Chamber of Commerce CEO and General Manager, Gerry Macartney; representatives from several Chamber of Commerce business members; and Grant Hopcroft, Director of Intergovernmental and Community Liaison.

The purpose of this mission is to explore opportunities for trade, investment, job creation and inter-city cooperation through a strengthening of our business-to-business relationships, increased collaboration between our colleges and universities, hospitals and research institutions, and a deepening of cultural connections.

The approach for this Mission is that each individual or organization participating in the Mission will organize many of their own meetings with their Chinese counterparts. Team London will come together for a number of meetings, events, and announcements in each City. Several members of Team London, such as Western and Fanshawe, will be including stops in other Chinese Cities where they are building on existing relationships. The Mayor and LEDC will be in two other Asian countries immediately prior to the China mission. The Mayor, LEDC, and several Chamber of Commerce participants will be in each of the three cities.

In Chengdu, many of the team will attend meetings with West China Hospital and Sichuan University, with which West China Hospital is affiliated. Focusing on life sciences, the group plan to visit industries in that sector, the China Council of the Promotion of International Trade (CCPIT), and the Bio-industry Park. Mayor Fontana will lead a group to meet with the Mayor of Chengdu to explore opportunities for trade and investment.

Civic Administration are currently exploring opportunities for further cooperation with local government in Chongqing, and will report back. During the first mission in November, the City of London confirmed an MOU with Chongqing Jinshan Science and Technology (Group) Co., Ltd. (Jinshan Group) a medical technology company which hopes to establish a North American presence in London. Jinshan Group is located in Jiangjin District of Chongqing, an industrial area with a population of 1.5 million.

The Mayor and civic officials will be accompanied by representatives of Western, as well as the London Chamber of Commerce to Nanjing, London's sister city. Further opportunities for intercity cooperation will be reviewed. The London Chamber of Commerce is exploring opportunities for formal agreements with their Nanjing counter parts, and several announcements are being planned. Team London businesses plan to meet with the Nanjing Chamber, and with Nanjing businesses regarding economic opportunities.

Further details of the mission will be available at www.londontochina.ca.

Direct civic expenses for the April mission are approximately \$11,791 which includes travel, travel insurance, visas, hotels, meals, official gifts, and interpretation fees. These costs will be accommodated within existing budgets of the Mayor's Office, the City Manager's Department, and LEDC. Further information will be provided at a future meeting of the committee.

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

c.c. Peter White, LEDC
Gerry Macartney, London Chamber of Commerce