

<b>TO:</b>	<b>CHAIR AND MEMBERS FINANCE AND ADMINISTRATION COMMITTEE MEETING OF NOVEMBER 16, 2011</b>
<b>FROM:</b>	<b>GRANT HOPCROFT, DIRECTOR OF INTERGOVERNMENTAL AND COMMUNITY LIAISON</b>
<b>SUBJECT</b>	<b>TEAM LONDON TRADE SCOPING MISSION TO CHINA</b>

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

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

<b>BACKGROUND</b>
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In September 2011, at the invitation of Canadian Surgical Technologies and Advanced Robotics (CSTAR), the London Chamber of Commerce and the Mayor, the Chongqing Jinshan Science and Technology (Group) Co., Ltd. (Jinshan), located in the City of Chongqing, China, visited London to explore research and development, export and manufacturing opportunities.

In conjunction with, and as a follow-up to this visit, CSTAR, the London Chamber of Commerce and the City of London have been involved in planning a trade mission to the cities of Chongqing (Chongqing Province) and Chengdu (Sichuan Province) this November. This is intended to be a scoping mission for a larger Team London Trade Mission that would take place in March 2012 and would include, in addition to the partners named above, the University of Western, Fanshawe College, the London Health Sciences Centre, St. Joseph's Health Care, the London Economic Development Corporation (LEDC), and London private sector firms.

The intent of both missions is four-fold: 1) to attract new business and investment to the City of London, specifically in the field of life sciences, and to further define London's reputation as a leader in this field; 2) to promote the City of London's competitive edge to an international audience of Chinese companies looking to invest and expand in the Canadian and North American markets; and 3) to support and encourage the development of partnerships between local institutions and organizations with those in Chengdu and Chongqing; and 4) to establish or build on relationships between our Civic government and our counterparts in China.

Mayor Joe Fontana and a member of Civic Administration and/or LEDC will represent the City of London on the November mission. They, together with representatives of CSTAR and the London Chamber of Commerce, will visit the cities of Chongqing, where they will be hosted by Jinshan Ltd., and Chengdu. Mayor Fontana also intends to visit Nanjing, London's sister city since 1997. Direct civic expenses for the November mission will be accommodated within existing budgets.

Jinshan will facilitate contacts with Chongqing stakeholders to assist the London mission in investigating economic opportunities in that region. Canadian and Ontario Trade officials in China are assisting with the Chengdu and Nanjing portions of the proposed Mission.

<b>PREPARED BY:</b>	<b>RECOMMENDED BY:</b>
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