

Committee: Going Global

Meeting Date: February 5th, 2015

Time: 3:00pm

Location: Large Board Room

Meeting Chair: Ken Ziegler, Monica Kreuger

In Attendance: Mike San Miguel, Ayesha Baig, Thomas Weinmaster, Kelly Martin, Nicholas Kokkastamapoulos

Guests: Chinese Investors

Staff: Kent Smith-Windsor, Czarina Catambing

Introduction

Business guests from China

1. Investors can use 1,900 members' network to help in achieving success in their own businesses

Committee Survey Update

1. Received 13 responses
 - a. Committee is great at creating connections
 - i. Top 3 concerned about creating connections.
 - ii. According to survey, committee is not doing well in collaborating with other communities. There may be a need to change things a bit
 - b. U.S. Partnership is a possibility
 - i. Not perfect so we may need to have meeting with them
 - ii. Need to ask what problem the government has that we can help in
 - iii. Minister Harrison's department may be able to help. Kent will outreach and try to see if he can talk to all
 - iv. Three provinces has a representative office in Shanghai (Ken)
 1. Three provinces are working on creating opportunities for investment
 2. Representative may come and speak to the committee (Nick)
 3. Challenge: There is disconnect between Shanghai representative and Saskatchewan office (Nick). Saskatchewan people does not know it exist and does not being used efficiently
 - c. Free Trade Agreements. Will need to wait on Lionel Label's report.

Sask-Asian Luncheon Update

1. [Link to report on South Asia committee for members](#)

the Chamber

GREATER SASKATOON CHAMBER OF COMMERCE

2. Grant Kook, March, April, May. Recommendations of their council to the provincial government regarding to relationship in China. (Spring 2015)
3. Kevin is not present but will update on next meeting.

Go Global Event

1. About tools of the federal government to support businesses entering global market
2. Guest speakers with businesses who will be talking about how they got to international market with the help of the federal government
3. Tomorrow, 7:30am at Delta Bessborough

Chamber to Chamber connections

1. Using chamber as a network between communities for local, national, or international businesses
2. Ken and Monica have visited some chambers
 - a. Memorandum of Understanding (MOU) from Philippines (Davao Chamber of Commerce)
 - b. Demonstrates the power brand of Chamber brand overseas, which will enable the committee to do business abroad
 - c. There is provision in the agreement that allows exchange of students for opportunity to work here to have ethic
 - i. Asian-Sask report from Grant Kook includes encouraging student exchanges, and we may already have the platform for this
 - d. Canadian Chamber of Commerce in Shanghai is currently doing work with tourism offices on how to “sell their wares” in China
 - i. In the event that Chamber is interested in accessing Chinese Market, Shanghai Chamber gave the interest to help
 - ii. We need to figure out as a committee on how to take advantage of it
 - e. We need to increase student exchanges (Monica)
 - i. Kent: Regina Chamber invited Gujarat Chamber to Canada as part of trade mission. We can keep this in mind.
 - ii. Monica: We need to start conversations to make opportunities
 - iii. Ken: We can offer them an article in the Chamber news and encourage them to come back to the Chamber. Try self-selling because they miss that there is a common organization they can take advantage of.
 - iv. Ayesha: We need data on which cities incoming people are coming from
 1. Thomas will look into this issue
 2. Vast majority of investments are from China
 3. Peter (Chinese investor): Most of Chinese investors are going to Saskatoon, instead of Regina. Investors come from scattered places in China

Greater Saskatoon Chamber of Commerce
104-202 4th Avenue North Saskatoon, SK S7K 0K1
Ph: (306) 244-2151 Fx: (306) 244-8366
Email: chamber@saskatoonchamber.com
Website: www.saskatoonchamber.com



4. Biggest problem of Chinese investors is language barrier to get information they need

Other Business

- a. SINP Entrepreneur Program Update (c/o Thomas)
 1. Testing and debugging of front-end software is getting worked on
 2. Terms and conditions being approved by the Cabinet
 3. Exact date is still unknown
 4. Around next two months, launch date will be released.