

the Chamber

GREATER SASKATOON CHAMBER OF COMMERCE

Committee: Going Global

Meeting Date: June 4th, 2015

Time: 3:00pm-4:30pm

Location: Large Board Room

Meeting Chair: Ken Ziegler

In Attendance: Ken Ziegler, Julie Yu, Marlene Bodnar (UCC-Saskatoon), Danylo Puderak (UCC-SPC), Angela Daigneault, Kelly Martin

Staff: Kent Smith-Windsor, Kevin Meldrum, Czarina Catambing

Association of Canadian Chinese Entrepreneurs (ACCEE)

- Established 2 years ago
- Their purpose: Establish a footprint for new Canadians who haven't found traction in the market
- Tentative Details: August 21-22nd (8:30-4:30pm) at Delta Bessborough
- Their idea of the event:
 - Matchmaking piece event for people who want to seek investment or succession of their businesses
 - Bring investors from China to Saskatchewan (not a feasible idea)
 - FDI orientation event
 - Whole day event with half-hour sessions, and government presentations on first half of the day.
- Monica and Kent sat with ACCEE and Monica suggested:
 - focus on Growth through partnership (e.g. investment or partnership on growth, making yourself growth friendly or investment receptive)
 - reduce government presentations
 - Aim for 100 people in room
 - More talks and less presentations
- No solid plan yet
- ACCEE has resources of moderate scale (100-150 people)
- WHAT TO DO WITH FDI?
 - Square One, ACCEE, and SREDA are putting on an event in a few weeks
 - Waiting for agenda from ACCEE
 - Chamber open for co-promotion
 - Kent will keep us posted

Saskatchewan International Club

- Purpose: Position Saskatoon as sphere of influence in international community (e.g. consulates and embassies in Calgary)
 - Just to remind honorary consuls that Saskatoon is a place for imports and exports
- Economic activities are focused in Saskatoon and we welcome delegations
- Notion: Host a dinner for all honorary consuls
- Prospective targets: French consul general, Dutch consul general, Polish consul general, and etc.
 - Alex Fallon, UK honorary consul, and Peter Kujawinski, US honorary consul, have been active

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Philippine Consul General

- Coming to Saskatoon at the end of June (29th)
- Asking to meet with Ken and see if we can engage business community
- Possibilities: host a luncheon, open square, meeting with committee

UKTI UK Trading Investment

- Event soon
- Tony Kay will be in attendance

UCC-SPC Agenda

- New initiative: reach out to organizations in Saskatoon
- UCC-SPC is a national organization and has provincial council in 6 provinces, which branched out to different communities/cities (has 165 member organizations in 7 branches)
- Mandate: to support Ukrainians in its area and support national organization
 - Includes cultural, business, men and women's, technological exchange clubs
 - Has interest in promoting Ukrainian identity
 - is advice government on promoting relations with Ukraine (main interest)
- Dave Dutchak is member of that committee, would like to involve Chamber in the activity
- What they do: create opportunities and supporting member groups, has funding program for educational and cultural activities, has immigration services that work with newcomers, translation and interpretation program, quarterly news magazine, advocacy work
- Member of SaskCulture, so they have access to annual funding from lottery (only provincial council to have access)
- WHO ARE COMING FROM UKRAINE:
 - Majority are skilled worker (i.e. mechanics, welders, farm labourers, and tradesmen)
 - Student
 - Diverse group
 - Some have started their own businesses (SMEs)
- There is interest in trade opportunities
- POSSIBILITIES:
 - Meet and host business people in export/import from Ukraine
 - Delegations have come through STEP, esp. agriculture
 - Involvement with embassies and consulates
 - Promote opportunities for free trade
 - International Labour Centre
 - SK event to identify opportunities
 - SREDA is looking for investment in SK, but what committee wants is to bring investment to Ukraine and bringing something back in exchange
 - Canada-Ukraine branches in Toronto has been exploring that
 - EDC handles insuring Canadians will be protected when they trade but they are still not dealing with Ukraine
 - Government cannot handle this
 - Kelly from SREDA has funding for companies outside of Canada who is willing to invest in Canada

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- For education, the cycle is study-work-immigrate. Saskatchewan can use it to its advantage.
 - AIESEC has a program related to that
 - UCC-SPC has explored it but it has too many barriers and barely any interest from businesses approached
 - 6-18 months of time commitment
 - Can bring in young talent
 - AIESEC can make a presentation but there are hesitations in overpromising and under delivering since the student-ran group is unpredictable
 - Ukraine has high number of IT people, maybe a summer tour for employment in Canada
 - Main focus: agriculture, gas and energy, technology, and education
- Business agreements should be transactional in nature, and less just on paper (i.e. MOU with Philippines did not gain much traction).
- Ukraine is still looking for investment, it is on the course to becoming a trading hub
- Ukraine can be a door to EU for Saskatchewan

Saskatoon Branch

- Has 33 member organizations and independent members, who are mostly recent immigrants
- Gives ESL classes for immigrants, Ukrainian Day in the Park event,

To-do:

1. Have AIESEC make a presentation (?)