

**Mayor's Speaking Notes**  
Learning About Doing Business with China  
November 17, 2017

---

Thank you Dorothy

Good Afternoon. It was an insightful morning. Thank you to our keynote speakers and panelists.

It was interesting to hear Councillor Adams' comments first thing this morning. Like our good friends in Oakville, Halton Hills has similar interests in China, and we have had very positive experiences. I am so pleased to be here today to share Halton Hills' perspective with you.

I wish to extend a special hello to Consul General HE and Senator Oh, who I have had the pleasure of working with on a number of occasions recently, as Halton Hills' relationship with China continues to grow.

Most recently, we met in Halton Hills when our community hosted over 40 delegates from Wenjiang, China, our sister city.

During the last week of October, we celebrated the "Wenjiang Festival". The Festival was an historic event and celebrated our two cultures as a foundation for future economic development and investment opportunities. We are already seeing concrete business results of this partnership.

The Town of Halton Hills was sought out for partnership in 2016 by Wenjiang. This comes as no surprise to those of us who live in Halton Hills! Our Town has received national recognition as one of the best places to live in Canada

Like Halton Hills, Wenjiang is committed to being a leader in sustainable development and to raising quality of life for its residents through a focus on creating a greener economy.

I have visited Wenjiang twice before, as I led two delegations to our sister-city.

Wenjiang is a thriving, modern and forward-thinking district of Chengdu, one of the fastest-growing cities in China, in the Sichuan province located near the western border.

It did not take long to realize that Halton Hills and Wenjiang have many things in common. Both communities are vibrant, rich in culture and agriculture; both have ambitious business communities which strive to become even more prosperous. Both value education and healthcare. And, both our governments are committed to offering a sustainable quality of life for our citizens.

Our trade missions to Wenjiang entailed meetings with key government officials to discuss issues ranging from economic development and investment to sustainable development, cultural and educational exchanges, tourism and agriculture.

Upon returning home, our staff, in coordination with Wenjiang officials, developed a comprehensive Wenjiang-Halton Hills Action Plan. This Action Plan was approved by Council last November.

Twenty-two (22) key actions were identified, categorized into phases – immediate, short-term and medium-to-long-term – which covered several areas of mutual interest, specifically:

- Economic Development and Foreign Direct Investment
- Tourism
- Culture & Arts
- Sustainability, Quality of Life and Climate Change
- Renewable Energy
- Agriculture
- Education

The Action Plan aligns with the priorities of our Council, of our Chamber of Commerce, and those of the provincial and federal governments.

We have been recognized by many Canadian senior dignitaries, with letters and certificates of congratulations and encouragement from The Right Honourable Prime Minister Trudeau; Senator Oh; Ambassador Guy St. Jacques, the Canadian Ambassador to China; Consul General HE and Deputy Consul General XU and others. These leaders recognize that such twinning arrangements can lead to substantial benefits in culture, political, economic and trade areas.

Implementation of this Action Plan also requires the support and partnership with our business community.

It will result in bilateral opportunities in Economic Development and Foreign Direct Investment.

Sustainable positive impact will take time. This is a marathon not a sprint. We are in early stages of our sister-city agreement, but have already accomplished a lot.

We have a growing list of local businesses that are either already doing business with China or are interested in doing so. I am so pleased to see many of them here today! We are working with these businesses to assist them in their international business plans.

As you know, it is very important in the Chinese culture to build friendship and trust before doing business together. The delegation from Wenjiang has returned to China with a deep understanding of Canadian culture, very fond memories and an experience of a lifetime. The government of Wenjiang will help us foster more and deeper relationships with their business community, and we will do the same for them.

With the relatively small domestic market in Canada, learning about and doing business with China will be critical to the long-term economic prosperity of our Region.

Halton Hills is well on its way in forming the necessary friendships and networks to assist our businesses in taking full advantage of the economic development opportunities offered by China. And, we are identifying opportunities that we can offer to businesses based in China that are interested in investing in our region.

I would like to thank you again for attending, especially since your attendance of today's event will go a long way to strengthening the economic ties between Canada and China.

I would also like to thank the economic development teams from the Town of Oakville, Halton Hills and Halton Region for putting together such a great event.

I wish you all the best in your business.

Thank you!