



# 8<sup>th</sup> ANNUAL NATIONAL FORUM ON CANADA-CHINA ECONOMIC POLICY

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*Economic Policy & Trade Options for Canada Amidst Uncertainties  
Surrounding NAFTA and US/China Trade Disputes*

May 17, 2018 • Calgary, Alberta

# ABOUT THE CHINA INSTITUTE



**CHINA  
INSTITUTE**



**UNIVERSITY OF  
ALBERTA**

[uab.ca/ChinaInstitute](http://uab.ca/ChinaInstitute)

The China Institute at the University of Alberta (CIUA) was established in 2005 with an endowment fund of C\$37 million from the Government of Alberta. The endowment matched the appraised value of The Mactaggart Art Collection, donated to the University of Alberta Museums by Edmonton philanthropists Sandy and Cécile Mactaggart, under an agreement by the University that the funds so obtained would be used to create a China Institute, dedicated to enhancing understanding between Canada and China.

CIUA's mission is to advance scholarship of China at the University of Alberta, to enhance and support research on China, and to promote strong academic linkages between the University of Alberta and Chinese universities.

CIUA's vision is to play a prominent role in Canada, China and internationally as a unique Canadian enterprise that stimulates outstanding China-related teaching, research initiatives and interdisciplinary collaboration. Spanning a wide range of disciplines, the Institute encourages the participation in the scholarship of China by undergraduate and graduate students, post-doctoral fellows, staff, and faculty from the University of Alberta and Chinese institutions.

CIUA works with its campus partners to promote China-related activities at the University of Alberta. Current research focus of the China Institute is on the rapidly evolving role of China in trade, energy, investment and foreign affairs in Canada, China, and in third countries. Particular focus is placed on Canada- China relations.

# AGENDA

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May 17, 2018  
Fairmont Palliser Hotel | Calgary, AB

Chatham House Rules

\* Program subject to change

Registration & Breakfast - 8:00 am – 8:20 am

**Letter from Minister Bilous** ..... p.1

**Scene-Setter** ..... p.2

**Welcoming Remarks** ..... p.4

8:20 am – 8:30 am

**Scene-Setting Keynote** ..... p.5

8:30 am – 8:50 am

**Panel 1 - Canada - China Trade: Closing in on Free Trade Talks** ..... p.6

8:50 am – 10:15 am

Coffee Break - 10:15 am – 10:30 am

**Panel 2 - Bringing Energy to Asian Markets: Pipelines and Investment** ..... p.10

10:30 am – 12:00 pm

**Luncheon & Keynote Address** ..... p.14

12:00 pm – 1:00 pm

**Panel 3 - Working with Chinese State-Owned Enterprises** ..... p.15

1:00 pm – 2:15 pm

Coffee Break - 2:15 pm – 2:30 pm

**Panel 4 - Beyond Energy - Investment Diversification: Industry Perspectives** ..... p.18

2:30 pm – 4:00 pm

Concluding Remarks - 4:00 pm

# LETTER FROM MINISTER DERON BILOUS

## Government of Alberta



### **DERON BILOUS**

#### *Minister of Economic Development and Trade*

*On behalf of the Government of Alberta, I would like to thank you for taking part in the 8th annual China Economic Policy Forum hosted by the China Institute at the University of Alberta (CIUA). CIUA has been a valued partner as Alberta explores boundless opportunities in China.*

*Asia has undergone rapid transformation over the past generation, resulting in the emergence of the world's largest urban middle class. Undeniably, this phenomenon has changed the globe's demographics and now holds immense potential for regions like Alberta.*

*In short, the Asia Pacific region – and China in particular – matters to Alberta and will play a central role in our economic diversification. As our second-largest trading partner, China provides opportunities to diversify and grow Alberta's export markets.*

*As Minister of Economic Development and Trade, I've travelled to China four times – one of those visits was leading the largest trade missions in Alberta's history. I recently returned from a mission to China where I was struck by the constant development and sheer volume of opportunities. I also saw how the effort our province has put into building partnerships in China is paying off for Alberta companies. The Alberta government will continue to advocate for our province and support Alberta companies as they look to reach the Chinese market.*

*This forum is essential for pushing important conversations forward and exploring new avenues. Thank you for sharing your ideas and expertise as we work to expand and strengthen Alberta's international partnerships.*

Honourable Deron Bilous

May 17, 2018

# SCENE-SETTER

## RON MACINTOSH

*Senior Fellow, Ottawa Representative, China Institute, University of Alberta*

This year's Forum takes place against a backdrop of unprecedented turbulence in transpacific relations, particularly in light of rising U.S.-China tensions. Concern has risen over the future of the open, rules-based trading system. Both Canada and China must examine options in a setting where American leadership can no longer be counted upon. Fortunately, the Comprehensive and Progressive Transpacific Partnership appears "good to go" and, notwithstanding serious uncertainties facing NAFTA, Canada-China trade and investment are strong, and exploratory talks with China on a possible FTA continue.

Both the Canadian and Chinese economies are in positions of relative strength. China is expected to grow at least 6.5 percent in 2018, yet its economy faces some persistent structural challenges in both moving beyond the so-called "middle income trap" and dealing with debt pressures. Canadians must understand these realities and respond to its advantage. The evolving China dynamic shapes choices, both at home and in our trade, investment, and other ties to China. Business cannot be assumed to take place as usual. New approaches are key in realizing potential and managing risks. Drawing together wide experience from both Canada and China in business, government, and academia, the Forum will examine the challenges and opportunities ahead through four perspectives.

The first is the policy dimension: Canada-China Trade: Closing in on Free-Trade Talks? The potential FTA is the biggest project Canada and China have explored together since diplomatically recognizing each other in 1970. Yet this topic is enormously complex and controversial. Canada and China remain two very different economies with very different economic systems. The transition from preliminary talks to full negotiations has been delayed. In settling on the substance and language of "progressive trade," the task is to gain mutual benefits that are self-sustaining, shared widely within both societies, and which address a wider range of issues in what is now a very intricate economic relationship. Will we have an agreement that not only maximizes coverage in sectors of interest, but also goes beyond tariffs and some non-tariff barriers to focus on both goods and services? Will the agreement position Canadian business in PRC government procurement, notably in infrastructure – for, e.g., the "Belt and Road Initiative"? How can we deal with investment issues so that both reciprocity and national treatment are strengthened? Can an accord be struck that enables diversification in both directions and sectors, safeguards intellectual property, and facilitates business development over a range of value chains, as China transforms and innovates its economy?

A perennial measure of how well we are realizing the potential of the relationship is our success in the energy sector. This will be examined by our second panel, Bringing Energy to Asian Markets: Pipelines and Investment. The reality is that China and the rest of the Asia Pacific are not just distant, big markets or sources of capital, but collectively form a critical element of the global energy and commodity picture in which Canada and Alberta must operate now and position for the future. Are we up to that transition? China is the world's largest energy user and oil importer – and greenhouse gas emitter. This reality is unlikely to change in the near- to medium-term, despite USD 78 billion in planned renewables spending. On the plus side, China Institute surveys show Albertans are relatively open to Chinese investment in the sector and, despite popular fears, the record indicates generally strong compliance with our rules and standards by Chinese investors. But are the necessary financial

# SCENE-SETTER

mechanisms, taxation policies, and regulatory regimes in place to compete for and retain investment – and to sustain development activity through various price points and cost pressures? Is there a deadline, artificial or otherwise, for infrastructure in the form of pipelines to be in place? China appears to value Canada as an energy partner, yet China does have options in sourcing its energy needs – prompting the question of how indefinitely “patient” its capital will be.

Whether in energy/resources or in other sectors, complications raised by public opinion sensitivities and occasionally melodramatic media coverage of specific cases are realities in Canada-China relations –along with some genuine, consequential variations in business practices. Our third panel will address perhaps the most challenging of all differences for Canadians, that of Working with Chinese State-Owned Enterprises (SOEs). Although the profile of China’s SOEs in GDP, asset value, employment, and trade has actually dropped over the past 15 years, they remain dominant in certain sectors, including energy and mining. SOEs are instrumental in Chinese economic and industrial policy and, along with state-owned financial institutions, the Chinese government assigns them key roles in value-enhancing innovation drives such as “Made in China 2025.” The Panel will seek to explore this aspect of business with China, and the real and perceptual issues presented for both government and private entities. These issues range from the integrity of financial to competition and “national security” implications. What strategies are needed for promoting business, identifying issues including procurement, subsidies, national treatment, and investment review practices that may require attention in any upcoming negotiations?

One measure of progress in Canada/Alberta’s economic ties with China is how they can diversify and add value – and the role investment can play. The fourth panel will look Beyond Energy-Investment Diversification: Industry Perspectives. China’s emerging social realities and economic dynamics present opportunities for both well-established and new industries in Alberta – and for the communities they support. These range from newly diverse agri-food product markets, to value-added building materials and systems, to environmental goods and services, to new tourism links and packaging. The China Institute’s China-Canada Investment Tracker shows that China-based FDI stock value in Canada (CDN 80.8 billion in 2017) remains heavily tilted toward the energy sector – yet new investments are increasingly private sector-based and diversified by sector, and not just in real estate. In transitioning Chinese economy that is increasingly innovative, what are the key targets, most effective strategies, and best mechanisms to establish business partnerships, notably for small and medium-size enterprises SMEs? What role can joint ventures and investment in China play?

These issues in developing Canada-China economic relations are difficult and too-often clouded by anxious political discourse and media raptorage. To be certain, business with China is not without complication or risk. China is a changing marketplace that offers potentially ample rewards yet demands sound intelligence and careful preparation. It is also a business setting that is not always accommodating or transparent. At times, Canadians have struggled to convey their value-added and their commitment.

It is hoped and expected that a Forum such as this one will furnish insights into our work ahead, whether in building sound trade and investment strategies at the business level, developing clear priorities for negotiations, communicating our concerns with Chinese friends as frankly and reasonably as possible, or working to strengthen consensus within our own communities moving forward.

# WELCOMING REMARKS

## Host - University of Alberta China Institute



### **GORDON HOULDEN**

*Director, China Institute, University of Alberta*

Professor Gordon Houlden is the Director of the China Institute and Professor of Political Science at the University of Alberta. He is also an Adjunct Professor at the National Institute for and an Adjunct Research Professor at the China National Institute for South China Sea Studies.

Professor Houlden joined the Canadian Foreign Service in 1976. Abroad he has been posted to Havana, Hong Kong (twice), Warsaw, Beijing (twice - most recently as Minister 2001–2004), and as Executive Director of the Canadian Trade Office in Taipei (2004–2006). While a Foreign Service officer, Prof. Houlden studied at the Chinese University of Hong Kong (1981–1983), and at the National Defence College in Kingston (1992–1993). Twenty-two of his years in the Canadian foreign service were spent working on Chinese affairs for the Government of Canada.

His last assignment before joining the University of Alberta in 2008 was as Director General of the East Asian Bureau of the Department of Foreign Affairs and International Trade. During his time as CIUA's Director, he served as a Board Member for the Province of Alberta Asia Pacific Advisory Council (2012–2014) and Governor and Human Resources Committee Chair of the Board of Governors of the International Development Research Centre IDRC (2013–2016), a federal Crown Corporation.

While at the China Institute, Professor Houlden has led 11 courses on China for officers of Global Affairs Canada (GAC) (formerly the Department of Foreign Affairs, Trade and Development), as well as courses on China and Japan for the Economic, Development and Trade Department of the Government of Alberta.

# SCENE-SETTING KEYNOTE

## Deputy Director, Institute of Economic Policy Research, Peking University



### SE YAN

*Deputy Director and Professor, Institute of Economic Policy Research, Peking University*

Se Yan is an associate professor at the Guanghua School of Management, Peking University, and deputy director of Institute of Economic Policy Research, Peking University (IEPR-PKU). He was also a senior economist at the Standard Chartered Bank, in charge of China macro research. He completed his PhD in Economics at UCLA, and his B.A. and M.A. in economics at Peking University. Dr. Yan's research specialties are macroeconomics, economic history and Chinese economy. Dr. Yan's dissertation, "Real Wages and Wage Premia in China, 1860 to 1936" was awarded "the Best Dissertation Prize" at the 15th World Economic History Congress. His other papers have been published at "International Economic Review", "Journal of International Economics", "Explorations in Economic History" and other international journals. Se Yan leads the IEPR-PKU, where he is responsible for a number of projects on economic policy studies and providing research reports to the central government. Se Yan been recently invited to give seminars at various renowned universities, including Harvard Business School and Wharton School. He has also received various research grants, such as the US National Science Foundation. At Guanghua, he teaches macroeconomics, Chinese economy, economic history and economic growth at undergraduate, MBA and Phd levels. He has won several teaching awards, including the "Outstanding Teaching Award of Peking University".

# PANEL 1

## Canada-China Trade: Closing in on Free Trade Talks

### *Chair*



#### **SARAH TAYLOR**

*Director General, North Asia and Oceania Bureau, Global Affairs Canada*

Dr. Taylor is the Director-General for North Asia and Oceania at Global Affairs Canada. She was Deputy Head of Mission and Minister for Political-Economic Relations and Public Diplomacy at the Embassy of Canada to the People's Republic of China from August 2011 to July 2015, and Special Advisor to the Assistant Deputy Minister for Asia Pacific at Global Affairs Canada from July 2015 to June 2016.

Prior to her assignment in China, she worked from 2006 to 2011 in the Privy Council Office, the department supporting Canada's Prime Minister. Within the Privy Council Office she served as acting Executive Director of the International Assessment Staff, and before that as its Deputy Executive Director, and as Director of its Asia Division.

From 1990 to 2006 she was a foreign service officer with the Department of Foreign Affairs and International Trade. In that capacity she served abroad at Canadian missions in Jakarta (2000-2003), Beijing (1992-1995) and Hong Kong (1991-1992). At headquarters she held positions including liaison officer and speech-writer for the Minister of Foreign Affairs, Deputy Director of the Southeast Asia Division and Director of the Development Policies and Institutions Division.

Dr. Taylor holds a doctorate (1990) and an M.Phil. degree (1984) from Cambridge University, both in East Asian archaeology. She spent a year at Beijing University (1982-83) under the auspices of the Canada-China Scholarly Exchange programme, and has also studied for shorter periods in Korea and Japan. She holds an Honours B.A. from the University of Toronto.



## **GUY SAINT-JACQUES**

*Former Canadian Ambassador to the People's Republic of China;  
Senior Fellow, China Institute, University of Alberta*

Guy Saint-Jacques worked for one year as a land planner for the Québec Government before joining the Department of External Affairs in 1977, holding office in New York, Mexico City, Kinshasa, and Hong Kong as well as twice in Washington, D.C., the last time as Minister and Deputy Head of Mission. He has also been Deputy High Commissioner at the High Commission of Canada in London, UK and has been posted three times to Beijing. At Headquarters, he worked in the Consular Affairs, Francophone Africa and Science and Technology divisions, and as Executive Assistant of the Associate Deputy Minister. He also served as Deputy Director of the Energy and Environment division, as Director of the Assignments division, and as Director General of the Personnel Management Bureau. He served as Chief Negotiator and Ambassador for Climate Change for the Government of Canada and was the Ambassador Extraordinary and Plenipotentiary for Canada to the People's Republic of China until October 2016. For Mr. Saint-Jacques who speaks fluent Mandarin, this was a fourth assignment in China. Since retiring from the Public Service, Mr. Saint-Jacques works as an adviser through his company GS+J Groupe-conseil Inc. and is a Senior Fellow at the China Institute of the University of Alberta as well as at the Institut d'études internationales de Montréal (IEIM). He is also a member of the board of Xebec Adsorption Inc. He is the Honorary Chair of the Canada-China Small and Medium Size Companies (CCSME) and sits on the Advisory Board of the Québec Chapter of the Canada-China Business Council. He holds a B. Sc. (Geology), University of Montreal, and a M. A. (Land Planning and Regional Development), Laval University.



## LU XU

### *Consul General, Consulate General of the People's Republic of China in Calgary*

Mme. Lu Xu assumed the office of the Consul General of the People's Republic of China in Calgary in September 2017. She started her diplomatic career in 1991, and has rich diplomatic experience. Previously, she served as Deputy Director General in the Department of Consular Affairs, Ministry of Foreign Affairs of the People's Republic of China, and worked at the Chinese Embassy in the United Kingdom of Great Britain and Northern Ireland, Chinese Consulate General in San Francisco, Chinese Embassies in Czech Republic and Slovak Republic.



## BRETT HOUSE

### *Deputy Chief Economist, Global Banking and Markets, Scotiabank*

Brett House is Vice-President and Deputy Chief Economist at Scotiabank. He works with the Chief Economist to manage a research team that provides Scotiabank and its clients with macroeconomic insights across the bank's domestic and international business lines.

Prior to joining Scotiabank in October 2016, Brett was Chief Economist at Alignvest Investment Management in Toronto and Global Strategist at Woodbine Capital Advisors, a New York-based global macro fund. Earlier in his career, Brett served as Principal Advisor in the Executive Office of the United Nations Secretary-General and as an Economist at the International Monetary Fund. He cut his teeth in financial markets at Goldman Sachs International in London and at the World Bank in Washington, DC.

Brett is a Rhodes Scholar with degrees in economics from the University of Oxford and Queen's University at Kingston. In addition, he has taught at Oxford and McGill University in Montréal, and has held research roles at Columbia University in New York and Massey College at the University of Toronto.

Brett sits on the investment committees of Pearson College and the Canadian Rhodes Scholars' Foundation. He received the 2014 Québec Notable Award in Finance and the 2015 Good Citizen Award from his hometown of Lincoln, Ontario. He was named a Young Global Leader by the World Economic forum in 2010.



## **PHILIP CALVERT**

*Former Canadian Ambassador to Thailand, Cambodia and Laos; Senior Fellow, China Institute, University of Alberta*

Philip Calvert is a Senior Fellow with the China Institute of the University of Alberta. He served in Beijing as a Trade Commissioner (1984-87), Economic Counsellor (1994-1997) and Minister & Deputy Head of Mission (2004-2008). In Global Affairs Canada he served as Director General for North Asia, Deputy Chief Negotiator for Canada during China's accession to the WTO and as Director of the Technical Barriers to Trade Division. Most recently he spent 2012-2016 as Canada's ambassador to Thailand, Cambodia and Laos.



## **SE YAN**

*Deputy Director and Professor, Institute of Economic Policy Research, Peking University*

Se Yan is an associate professor at the Guanghua School of Management, Peking University, and deputy director of Institute of Economic Policy Research, Peking University (IEPR-PKU). He was also a senior economist at the Standard Chartered Bank, in charge of China macro research. He completed his PhD in Economics at UCLA, and his B.A. and M.A. in economics at Peking University. Dr. Yan's research specialties are macroeconomics, economic history and Chinese economy. Dr. Yan's dissertation, "Real Wages and Wage Premia in China, 1860 to 1936" was awarded "the Best Dissertation Prize" at the 15th World Economic History Congress. His other papers have been published at "International Economic Review", "Journal of International Economics", "Explorations in Economic History" and other international journals. Se Yan leads the IEPR-PKU, where he is responsible for a number of projects on economic policy studies and providing research reports to the central government. Se Yan has been recently invited to give seminars at various renowned universities, including Harvard Business School and Wharton School. He has also received various research grants, such as the US National Science Foundation. At Guanghua, he teaches macroeconomics, Chinese economy, economic history and economic growth at undergraduate, MBA and Phd levels. He has won several teaching awards, including the "Outstanding Teaching Award of Peking University".

# PANEL 2

## Bringing Energy to Asian Markets: Pipelines and Investment

### Chair



### **KEN SUNQUIST**

*Former Assistant Deputy Minister (Asia and Africa) and Chief Trade Commissioner for Canada; Senior Fellow, China Institute, University of Alberta*

Ken Sunquist is an international business advisor, consultant, and corporate director. He retired from the Dept. of Foreign Affairs and International Trade as Assistant Deputy Minister (Asia and Africa) and Chief Trade Commissioner for Canada. Mr. Sunquist served in a number of foreign assignments including Kingston Jamaica, Belgrade Yugoslavia, San Francisco USA, Seoul Korea, Beijing China, and as Ambassador to Indonesia. He held a number of senior appointments in headquarters including ADM for International Business, senior official for APEC and for ASEAN as well as Alternate Governor for the Asian Development Bank and the African Development Bank.

Mr. Sunquist is the Chair of the Board of Directors of CARE Canada, one of Canada's larger humanitarian and development NGOs. He is the incoming Chair of the Forum for International Trade Training (FITT) and a member of the Board of Trade Facilitation Canada (TFOC). He previously served on the Boards of the Canadian Commercial Corp (CCC) and Advisory Boards of Northern Alberta Institute of Technology, University of Ottawa Telfer School of Management and the Hanlon Centre for Intl Business at the University of Saskatchewan.

He is a C. Director and CITP, and holds degrees of B.Admin (Sask), M.P.A (San Francisco), and LLD (Hon) (Regina).



## **JIM SAUNDERSON**

*Assistant Deputy Minister, Western Economic Diversification Canada*

Jim has been Assistant Deputy Minister for Western Economic Diversification's Alberta Region since June 1, 2014.

Previously, Jim was the Chief Financial Officer for Western Economic Diversification Canada (WD). He was acting Vice President, Corporate Management & Registrar Services at the Canada School of Public Service in Ottawa from March to November, 2013. Jim has held a number of other positions with Western Diversification since joining it shortly after its creation in 1989. He joined the public service with the Canada Employment and Immigration Commission in 1983 and worked in Calgary, High Prairie and Edmonton. Mr. Saunderson holds a Bachelor of Arts degree in Political Science from Carleton University (1982), he attended the Banff School of Advanced Management sponsored by a consortium of western Canadian universities and completed the Canada School of Public Service's Advanced Leadership Program.



## **IAN WILD**

*Chairman, Canadian Global Affairs Institute*

Mr. Wild has recently retired from his position as Executive Vice President with ATB Corporate Financial Services. He currently chairs the Board of Directors for the Canadian Global Affairs Institute, the Financial Sector Advisory Committee for Calgary Economic Development and is a Strategic Advisor to AltaCorp Capital. He is a Director of Delphi Energy (TSX:DEE), a Calgary based E&P company. He has over 35 years' experience in Corporate Finance, International and Investment Banking. He holds an A.I.C.B. from The Chartered Institute of Bankers (UK) and an I.C.D. designation from the Institute of Directors.



## **NORMAN RINNE**

*Vice President, Business Development, Kinder Morgan Canada Limited*

Norm Rinne is Vice President, Business Development of the Company and currently holds the position of Vice President, Business Development for Kinder Morgan Canada (a business segment of Kinder Morgan). Mr. Rinne has been with Kinder Morgan and its predecessor companies since 1990. Prior to that, he worked with Gulf Canada Resources in Calgary in the 1980s and was a geotechnical engineering consultant in Vancouver. Mr. Rinne holds a Bachelor of Science in Civil Engineering from the University of Waterloo (Ontario) and a Master's of Science in Geotechnical Engineering from the University of British Columbia. Mr. Rinne maintains his designation as a professional engineer in both Alberta and British Columbia.



## **ANDREW PICKFORD**

*Director, Indo-Pacific Energy Security Program, Perth USAsia Centre; Senior Fellow, China Institute, University of Alberta*

Andrew Pickford works between North America and Australia in the areas of strategy, economic analysis and energy with a range of organisations, both private and public.

He has particular expertise with natural gas markets, electricity utilities, industry-driven applied research and the reform and transformation of businesses and governments during periods of turbulence. Andrew maintains a mix of appointments and engagements in both Australia and North America, working with decision makers in corporate, government, academic and civil society settings.

His initial training within KPMG in internal audit and risk management results in an understanding of business and management realities. From traversing grand strategy to long-term economic trends, he has been fortunate to work with some of the world's most distinguished strategists and experienced company directors. This background and experience produce insights and advice which are easily understood and actioned by directors, government ministers and CEOs, while at the same time maintaining a deep and unique approach to rigorous analysis.



## **MARTHA HALL FINDLAY**

*President and CEO, Canada West Foundation*

Martha Hall Findlay joined the Canada West Foundation as President and CEO on September 1, 2016.

Martha is a thought leader whose insight on issues such as pipelines, international trade, foreign investment and foreign affairs, energy and the environment, and supply management have framed the debate for decision-makers and everyday Canadians. Her career has been diverse, spanning law, technology, politics and public policy.

Previously, Martha was the Chief Legal Officer of EnStream, a Rogers/Bell/TELUS mobile payments joint venture. As a lawyer, senior business executive and successful entrepreneur, Martha has more than 25 years of domestic and international experience with major multinationals as well as startups, primarily in telecommunications and technology.

As an Executive Fellow at the University of Calgary's School of Public Policy, Martha focused on Canadian economic, social and environmental prosperity in a global context.

She was a member of Parliament from 2008 to 2011, and served as a member of the House of Commons Standing Committees for Finance; Transport; Government Operations and International Trade.

Martha has served as a board director and executive for several policy, environmental, community and cultural organizations, including the Couchiching Institute on Public Affairs; the Canadian Centre for Responsibility to Protect (CCR2P) at University of Toronto's Munk School of Global Affairs; the Georgian Bay Association and Alberta's CKUA not-for-profit radio network. She is currently Chair of the Board of Alpine Canada and a member of the Advisory Council for the University of Ottawa's Positive Energy project.

# LUNCH AND KEYNOTE ADDRESS

## Minister (Commercial), Canadian Embassy in China - Beijing



### **DAVE MURPHY**

*Minister (Commercial), Embassy of Canada in China (Beijing)*

Dave Murphy joined the Canadian Public Service in 1991. He has previously served as Counsellor (Commercial-Economic) at the Canadian Embassy to Argentina and Paraguay in Buenos Aires (2012-2015), as Director of the Investment Cooperation Program in the Department of Foreign Affairs and International Trade (2010-2011), and Director General, Industrial Cooperation Program at the Canadian International Development Agency (2009-2010). From 2005 to 2009, Mr. Murphy was Vice President (International Organizations) and concurrently Director of Business Development for Greater China Region, at Montreal International. He also undertook assignments as Director (Trade and Investment) at the Canadian Trade Office in Taipei (2001-2005), Deputy Director, China and Mongolia Division (1999-2001), and First Secretary (Commercial) at the Canadian Embassy in Beijing (1995-1999). Mr. Murphy holds a Bachelor of Science in Agricultural Engineering from McGill University and a Certificate in Mandarin Chinese from the Canadian Foreign Service Institute.

# PANEL 3

## Working with Chinese State-Owned Enterprises

### *Chair*



### **RON MACINTOSH**

*Former Director General, Strategic Planning, Resources and Coordination; Senior Fellow and Ottawa Representative, China Institute, University of Alberta*

In 2010, Mr. MacIntosh completed his 35 year foreign service career as Director General, Strategic Planning, Resources and Coordination. In addition to several development-related assignments, his career focused largely on Asia Pacific, especially on trade and economic issues. At headquarters, he was an early leader in developing Canada's economic and commercial approaches to China following the Deng Xiaoping "opening" in the late '70s and early '80s, in framing Canada's involvement in Pacific institutions notably APEC, and later in the charting of Canada's emerging markets strategy.

His early postings abroad included Barbados (1976-78), Japan (1982-85), and Korea (1991-94). Mr. MacIntosh was also head of the Environment and Fisheries section of the Canadian Embassy in Washington DC 1997-2001. Mr. MacIntosh's final assignment abroad was in leading Canada's presence in Taiwan as Executive Director, Canadian Trade Office in Taipei 2006-09

Since late 2011, as a Senior Fellow with the China Institute, Mr. MacIntosh helped orchestrate the delivery of seven courses on China for the Canadian Foreign Service Institute, acted as principal writer on two energy strategy documents for Alberta Energy, penned several commentaries on trade and investment policy, and assisted with five Canada-China investment policy forums, including one in Beijing. Mr. MacIntosh has also undertaken work for the Government of Alberta in connection with their "Greater China Research Project" and more recently has supported similar work by the Government of Newfoundland and Labrador. He also participated in a Canada-Indonesia project with the Centre for International Governance Innovation in 2015.



## **FEI YU**

*Deputy Representative, Asian Development Bank, North American Representative Office*

Fei Yu is the Deputy Representative of ADB's North American Representative Office in Washington DC. Her responsibilities include advancing shareholder support for ADB's role in the Asia-Pacific Region, mobilizing resources for ADB's developing member countries (DMCs), and contributing to ADB's participation in North American policy dialogue on developing Asia and the Pacific. Before her current assignment, she led the ADB-China Regional Knowledge Sharing Initiative based in ADB's China Resident Mission in Beijing. She was responsible for promoting regional cooperation and knowledge sharing, in particular with regard to ADB's regional cooperation programs such as the Central Asia Regional Economic Cooperation and the Greater Mekong Subregion Program. Prior to this, she was based in Manila, where she led project preparation teams and managed investment and technical assistance projects in the environment, natural resources and agricultural sectors. For four years prior to joining ADB, Fei was an Assistant Professor of Economics at Colby College and Visiting Assistant Professor of Economics at Mount Holyoke College. She also consulted with the World Bank and held positions with the UNDP and Chinese government. She received her PhD in Public Policy from Harvard Kennedy School, specializing in development and environmental economics, a MPA from Princeton University and a MSc from University of London. She has published in high-ranking peer reviewed economics journals on development and environment.



## **BRIAN TUFFS**

*Chief Executive Officer, Sinopec Canada*

Mr. Tuffs joined Sinopec Canada in February 2012. He was appointed Chief Executive Officer in October 2014, and previously served as Executive Vice President, Business Development and Exploration. Prior to, Mr. Tuffs was a Principal and Head of Acquisitions and Divestitures at Peters & Co. Limited, a private investment bank specializing in the energy industry. From 2000 to 2010, Mr. Tuffs held management positions of increasing responsibility at Encana and predecessor Alberta Energy Corporation and from 1994 to 2000, he was a senior technical professional and manager at Norcen Energy Limited (a public oil and gas company). Mr. Tuffs holds a Bachelor of Science degree from the University of Newcastle upon-Tyne and a Masters Degree in Geology from the University of Saskatchewan.



## **MARGARET CORNISH**

*Fellow, Institute of Asian Research, University of British Columbia*

As the Canada China Business Council's Senior Advisor (Bilateral Trade Agreements) Margaret Cornish participates in a multi-sector consultation with members and trade organizations and drafted the consultation report submitted to the Canadian Government.

Ms Cornish's career spanned public service (including Third Secretary in Beijing 1972-74), senior positions with Scotia Bank and ScotiaCapital and the Executive Directorship of Canada China Business Council (2003-2008). From 2010-2015 she served as Chief Representative and Senior China Advisor in Beijing for Bennett Jones LLP. While in Beijing she also served as the China specialist on the Council of Advisors on International Affairs for then Leader of the Canadian Opposition, now Prime Minister, the Right Honourable Justin Trudeau and as a member of the Alberta Asia Advisory Committee. In an effort to contribute to deeper understanding among Canadians with respect to China especially on trade and investment, Ms. Cornish is currently carrying out independent research on China's state-owned enterprises.

She is a Visiting Fellow at the Centre for China and Globalization in Beijing as well as a Fellow of the Institute of Asian Research at the University of British Columbia with particular focus on their Masters Program in Public Policy and Global Affairs.



## **DONALD E. GREENFIELD**

*Q.C., Partner, Bennett Jones LLP*

Partner and leader of the firm's oil and gas practice group. Practice focuses on LNG, unconventional gas development, oil sands, upstream and facilities, M&A, project development and operating matters and production sale contracts. Also has expertise in private equity investment, joint ventures and partnerships in Canada and internationally, Investment Canada Act and Competition Act matters and acting for SOEs investing in Canada.

# PANEL 4

## Beyond Energy — Investment Diversification: Industry Perspectives

### *Chair*



#### **MARK AGNEW**

*Director, International Policy, The Canadian Chamber of Commerce*

Mark Agnew is the Director of International Policy at the Canadian Chamber of Commerce, and the Executive Director of the Canadian Services Coalition. Prior to starting at the Canadian Chamber, he worked for the UK government on trade and economic policy issues at the British High Commission in Ottawa for seven years. In that role he was responsible for leading UK work in Canada pertaining to Brexit, the EU-Canada CETA, and the G7/G20. He has also worked for the Canadian government in the Department of Foreign Affairs and International Trade, as well as at Parliament. Mark attended Carleton University, where he specialized in international trade policy during his graduate studies.



## **PAUL WHITTAKER**

*President and CEO, Alberta Forest Products*

Paul Whittaker has served as President and Chief Executive Officer of the Alberta Forest Products Association (AFPA) since 2014.

Paul is also the Co-chair of the Alberta Softwood Lumber Trade Council, representing the industry in dealings with governments relating to the ongoing softwood trade dispute with the United States.

Paul previously was with the Government of Alberta for 31 years, serving in a range of senior posts including Deputy Minister of Alberta Municipal Affairs and President of the Alberta Social Housing Corporation from 2011 to 2014.

Prior positions included serving as Deputy Minister of Alberta International and Intergovernmental Relations from 2008 to 2011, where his duties also included Vice Chair responsibilities with the China-Alberta Petroleum Centre. Paul also served as Deputy Secretary to Cabinet and Deputy Clerk of Executive Council, with a responsibility for management of the machinery and operations of Cabinet and its Committees. Paul is currently a member of the Boards of Edmonton Economic Development Corporation, the Capital Region Housing Corporation and Canada Wood Council.



## **RAY PRICE**

*President, Sunterra Markets*

Ray Price grew up on a mixed farm near Acme, Alberta, Canada. After graduating from Olds College, he returned to the farm and worked in every area of the business from cleaning pig pens to positions in sales and finance. The company, now called Sunterra Farms, has pig operations in Alberta, Ontario, South Dakota and Iowa as well as cropping operations in the Acme, Alberta area. As the business grew, Ray became Chief Financial Officer and took on additional management responsibilities for Sunterra's Meat division as its President in 1990 and helped to enter the Asian marketplace which now represents over 75% of its sales. Ray is now President of the Sunterra Group which includes Sunterra Farms, Sunterra Meats and Sunterra Markets, a retail food operation with 9 locations in Calgary and Edmonton.

Ray has served on several industry and corporate boards including the Sunterra Group, the Government of Canada Council of Science and Technology Advisors, the Prairie Swine Research Centre, Careers the Next Generation, the Canadian Meat Council, Alberta Innovates – Bio Solutions, and the Vineland Research and Innovation Centre.



## MARY MORAN

### *President and CEO, Calgary Economic Development*

Mary became President and CEO of Calgary Economic Development in June 2015 and under her leadership there has been a focus on the broader sense of prosperity for businesses and individuals to build a more economically diverse and vibrant community.

Mary initially joined Calgary Economic Development as the Vice President, Marketing, Communications & Research in 2010. She brought extensive leadership experience in the development of strategy, marketing, stakeholder relations, and fund development with leading companies including TELUS, Delta Hotels, Canadian Airlines and WARDAIR.

At Calgary Economic Development, Mary led teams that created the Calgary, Be Part of the Energy promotional brand adopted by all civic agencies, the award-winning flood recovery YYCisOPEN campaign, oversaw a refocusing of the Economic Strategy for Calgary: Building on our Energy, and the Hey Amazon campaign that earned global attention for Calgary.



## DARRYL NELSON

### *President and CEO, Nelson Environmental Remediation*

Darryl was born 1962 and raised near Vermilion, Alberta, Canada with a family business in agriculture and heavy equipment earth-moving construction founded in the 1960's by his late father John.

Darryl and his brother Warren founded NELSON Environmental Remediation Ltd. in 1992 specializing in thermal remediation of soil contaminated with organic compounds such as petroleum hydrocarbons and other chemicals. The company can mobilize to contaminated sites nearly anywhere in the world and specializes in large-scale remediation projects urban or remote, often operating in extreme climates such as the Canadian Arctic or the tropics.

NELSON Environmental Remediation is honored to have won the 2015 Alberta Clean Tech Export award and 2016 Business in Edmonton Leaders award.

Darryl studied Business Administration at the Northern Alberta Institute of Technology (NAIT) graduating with honour in 1984.



## **MARK RUEL**

*Director, Air Service Development, Calgary Airport Authority*

Mark Ruel has over 20 years of commercial aviation experience. Mark joined the Calgary Airport Authority in 2012 to participate in the construction of the new international terminal with the end objective of growing YYC airport into Western Canada's leading hub airport. Mark also worked for over 6 years at Toronto Pearson International Airport enabling growth of Star Alliance carriers at Terminal 1. Mark worked overseas for 10 years with airlines. He was responsible for commercial and ground operations for Air France, Martinair and Air Transat in the Caribbean. Mark studied Finance at the Sherbrooke College, International Business at the University of Quebec and International Business Law at Bishop's University. He is fluent in English, French and Spanish.

The Calgary Airport Authority is pleased to work government and industry stakeholders to expand Alberta's commercial and cultural links with China.



## **ROYCE CHWIN**

*CEO, Travel Alberta*

Royce Chwin is the CEO of Travel Alberta, an award-winning provincial crown corporation mandated to market Alberta as a premier tourist destination. Royce leads a team responsible for Alberta's regional, national and international tourism marketing, as well as Alberta-focussed tourism industry development. Travel Alberta was recently named one of Canada's 10 Best Corporate Cultures – Broader Public Service by Waterstone Capital in to being recognized as one of Alberta's Top 70 Employers of 2017 by Mediacorp Canada, Inc. Prior to joining Travel Alberta, Royce was the Executive Director, Global Brand Integration at the Canadian Tourism Commission. There, he was instrumental in bringing the Canada brand to life for millions of viewers in support of 2010 Vancouver Winter Olympic Games. A graduate of the Queens University Executive Program and CommunityShift, a C-level leadership development program founded by KPMG Enterprise and Ivey Business School, Royce also volunteers as a member of the Edmonton International Airport Business Advisory Committee, the Calgary International Airport Business Development Advisory Council, and the Hospitality and Tourism Management Advisory Committees at both the Southern Alberta Institute of Technology and Olds College."

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