From: "Corner, Tom \(CA - British Columbia\)" <tcorner@deloitte.ca>
To: "Shutsa, Christopher (CA - British Columbia)" <cshutsa@deloitte.ca>
"Khan, Farah \(CA - British Columbia\)" <farakhan@deloitte.ca>
CC: "James Raymond" <JRaymond@vancouvereconomic.com>
Date: 10/14/2017 1:29:33 PM
Subject: FW: Additional Information for Provincial Commitments
Attachments: Summary of Provincial Committments feedback master Oct 13.docx

---

Hi guys,

Just making absolutely sure that you're aware this is the final version of the language we are getting from the province.

FYI, I am almost done a full QA review on the data side and will forward to you shortly.

Cheers,

--
Tom Corner
Manager | Economics and Policy Advisory
Deloitte
2800 – 1055 Dunsmuir Street, 4 Bentall Centre, Vancouver, British Columbia, V7X 1P4, Canada
D: +1 (604) 640 3100 | M: +1 (778) 706 2836
tcorner@deloitte.ca | deloitte.ca
--

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From: Collier, David JTT:EX [mailto:David.Collier@gov.bc.ca]
Sent: Friday, October 13, 2017 3:09 PM
To: Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>
Cc: Krieger, Brian JTT:EX <Brian.Krieger@gov.bc.ca>; Beaton, Douglas (CA - British Columbia) <dbeaton@deloitte.ca>; Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>
Subject: RE: Additional Information for Provincial Commitments

Hi again Slavi,

Attached is the same sheet but with one new addition: #7 Identify Management. We think this is a pretty exciting offer to collaborate with Amazon and should be included.

Kindly confirm receipt when you're able.

Best, David

From: Collier, David JTT:EX
Sent: Friday, October 13, 2017 12:01 PM
To: 'Diamandiev, Slavi (CA - British Columbia)'
Cc: Krieger, Brian JTT:EX
Subject: RE: Additional Information for Provincial Commitments

Great!

Attached is a clean version that we are comfortable with.

Given the tight review schedule, it is best to stay with this language. Any changes to it will likely require me having to go back to the line Ministry responsible, which will take time.

Thanks,
David

From: Diamandiev, Slavi (CA - British Columbia) [mailto:sdiamandiev@deloitte.ca]
Sent: Friday, October 13, 2017 11:55 AM
To: Collier, David JTT:EX
Cc: Krieger, Brian JTT:EX
Subject: Re: Additional Information for Provincial Commitments

Yes I did, thank you David.

Slavi

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services, Deloitte
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | LinkedIn Profile | deloitte.ca

On Oct 13, 2017, at 11:49 AM, Collier, David JTT:EX <David.Collier@gov.bc.ca> wrote:
Hi Slavi,

Checking in to make sure you received the update below to the Advanced Education piece.

Also, attached is info regarding the 114,000 affordable housing units as it relates to legislative approval.

David

From: Collier, David JTT:EX
Sent: Thursday, October 12, 2017 4:59 PM
To: 'Diamandiev, Slavi (CA - British Columbia)'
Cc: Krieger, Brian JTT:EX
Subject: RE: Additional Information for Provincial Commitments

Hi Slavi,

Update attached from our friends at Advanced Education.

Best,
David

From: Collier, David JTT:EX
Sent: Thursday, October 12, 2017 12:53 PM
To: 'Diamandiev, Slavi (CA - British Columbia)'
Cc: Krieger, Brian JTT:EX
Subject: RE: Additional Information for Provincial Commitments

Hi Slavi,

Minor edits from line Ministries attached. Everything else looks to be the same as what was initially provided.

Best,
David

From: Diamandiev, Slavi (CA - British Columbia) [mailto:sdiamandiev@deloitte.ca]
Sent: Thursday, October 12, 2017 10:55 AM
To: Collier, David JTT:EX
Cc: Krieger, Brian JTT:EX
Subject: RE: Additional Information for Provincial Commitments

Got it, thanks. Here is the revised summary with the additional information added for your review:

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | LinkedIn Profile | deloitte.ca

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From: Collier, David JTT:EX [mailto:David.Collier@gov.bc.ca]
Sent: Thursday, October 12, 2017 10:42 AM
To: Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>
Subject: RE: Additional Information for Provincial Commitments

The only change made was to the last paragraph in the Cascadia piece.

FROM:

Cascadia Innovation Corridor (JTT IBD)
The Cascadia Innovation Corridor is a cross-border initiative that aims to bring the Vancouver and Seattle regions closer together to increase economic growth and innovation, especially in the technology sector. Framing Metro Vancouver and Seattle as one economic and innovation center increases the competitiveness and further strengthens the collective profiles of this world-class technology focused region. Supported by an annual conference, which alternates between cities, the initiative is focused on improving transportation linkages, research collaboration, and availability and flow of capital. A few recent successes include:

- Opening of a new British Columbia Trade and Investment Office in Seattle to help support B.C. tech exporters and Washington tech companies considering a presence in B.C.
- Collaboration between British Columbia Institute of Technology, Lake Washington Institute of Technology and Oregon Institute of Technology to jointly leverage applied education offerings in high-demand STEM fields
- Establishment of the Cascadia Innovation Network, which focuses on introducing start-ups to cross-border funding and support opportunities. Members include University of Washington, Oregon Health and Science University, Portland State University Business Accelerator, B.C.'s Innovation Boulevard, Accelerate Okanagan, and others

Looking forward....

Harbour Air and Kenmore Air are working together on a new seaplane route linking Seattle and Vancouver harbours. This will provide key project and leadership personnel with close proximity to Amazon's HQ1 in Seattle. The Government of British Columbia is supportive and is working closely with the Canadian Federal Government. A final announcement is expected later this year.

s.13(1), s.16

TO:

Cascadia Innovation Corridor (JTT IBD)
The Cascadia Innovation Corridor is a cross-border initiative that aims to bring the Vancouver and Seattle regions closer together to increase economic growth and innovation, especially in the technology sector. Framing Metro Vancouver and Seattle as one economic and innovation center increases the competitiveness and further strengthens the collective profiles of this world-class technology focused region. Supported by an annual conference, which alternates between cities, the initiative is focused on improving transportation linkages, research collaboration, and availability and flow of capital. A few recent successes include:

- Opening of a new British Columbia Trade and Investment Office in Seattle to help support B.C. tech exporters and Washington tech companies considering a presence in B.C.
- Collaboration between British Columbia Institute of Technology, Lake Washington Institute of Technology and Oregon Institute of Technology to jointly leverage applied education offerings in high-demand STEM fields
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Looking forward....

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s.13(1), s.16

From: Diamandiev, Slavi (CA - British Columbia) [mailto:sdiamandiev@deloitte.ca]
Sent: Thursday, October 12, 2017 10:38 AM
To: Collier, David JTT:EX
Subject: RE: Additional Information for Provincial Commitments

Hi David, thank you. Sorry to ask for this but can you flag the specific changes that were made from the original versions you sent us? We used the original write ups to develop the summary I sent you earlier today so we need to see what needs to be updated in it.

Thank you,

Slavi

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | LinkedIn Profile | deloitte.ca

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From: Collier, David JTT:EX [mailto:David.Collier@gov.bc.ca]
Sent: Thursday, October 12, 2017 10:26 AM
To: Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>

Cc: Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>; Beaton, Douglas (CA - British Columbia) <dbeaton@deloitte.ca>; Krieger, Brian JTT:EX <Brian.Krieger@gov.bc.ca>
Subject: RE: Additional Information for Provincial Commitments

Hi Slavi,

Attached are comments with regards to your first bullet (legislative approvals). I am still waiting on the housing affordability piece.

Also, you'll see that we have updated/softened the language for the Cascadia piece.

David

From: Collier, David JTT:EX
Sent: Wednesday, October 11, 2017 11:06 AM
To: 'Diamandiev, Slavi (CA - British Columbia)'
Cc: Corner, Tom (CA - British Columbia); Beaton, Douglas (CA - British Columbia); James Raymond
Subject: RE: Additional Information for Provincial Commitments

Hi Salvi,

Info attached regarding tax credits.

Regarding your first bullet. I have calls into the Ministries responsible for the incentives that indicate a new commitment.

David

From: Diamandiev, Slavi (CA - British Columbia) [mailto:sdiamandiev@deloitte.ca]
Sent: Tuesday, October 10, 2017 5:33 PM
To: Collier, David JTT:EX
Cc: Krieger, Brian JTT:EX; Corner, Tom (CA - British Columbia); Beaton, Douglas (CA - British Columbia); James Raymond
Subject: Additional Information for Provincial Commitments

Hi David,

We are doing a thorough check of the information we have against the specific language of the Amazon's RFP. There are two pieces of information for the provincial incentive package that we need to add:

- "A timetable for incentive approvals, including any legislative approvals that may be required"
- With respect to any tax credits, whether they are "refundable, transferable or may be carries forward for a specific period of time"

Would you be able to provide this information for the 9 incentives, please?

Thank you,

Slavi

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services
Deloitte
2800-1055 Dunsmuir St., Vancouver, BC, V7X1P4
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | LinkedIn Profile | deloitte.ca

<image001.png>

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s.13(1)

s.13(1)

s.13(1)

s.13(1)

s.13(1)

From: "Ingrid Valou"
To: "James Raymond" <JRaymond@vancouvereconomic.com>
Date: 10/19/2017 12:33:25 PM
Subject: FW: Amazon Comms Strategy Proposal

FYI, no action. I called her on the phone to elaborate on that.

From: Ingrid Valou
Sent: October-19-17 12:33 PM
To: 'Schollen, Tasha GCPE:EX' <Tasha.Schollen@gov.bc ca>
Subject: RE: Amazon Comms Strategy Proposal

Hi Tasha,

There will be *no quotes* in the press release. To keep this process streamlined, we are keeping it straightforward and the press release will be crafted from points taken from the Steering Committee – which represents the myriad stakeholders. Ian himself will not have a quote. This is a statement and brief summary.

Since we are actually seeking to minimize media attention as we allow Amazon the time to review the RFP (media I've spoken to have been very receptive to "respecting the RFP process")

It has also been communicated to me that there will be very limited provision of the contents of the RFP for wider distribution.

Thanks so much for all your help so far,

INGRID VALOU
Communications Specialist
Vancouver Economic Commission
C: 604 868 1990

From: Schollen, Tasha GCPE:EX [mailto:Tasha Schollen@gov.bc.ca]
Sent: October-19-17 12:20 PM
To: Ingrid Valou <IValou@vancouvereconomic.com>
Subject: FW: Amazon Comms Strategy Proposal

FYI. Either Brian or Fazil will speak to Ian.

From: Schollen, Tasha GCPE:EX
Sent: Thursday, October 19, 2017 12:18 PM
To: Krieger, Brian JTT:EX
Cc: Mihlar, Fazil JTT:EX; Schollen, Tasha GCPE:EX; Stewart, Courtney GCPE:EX
Subject: Amazon Comms Strategy Proposal

Hi Brian,

I spoke to VEC at length this morning with their comms manager Ingrid and I understand that they have interest from reporters about the VEC submission. Ingrid has been tasked with writing an executive summary and is focused on that. It's my understanding that the plan was to not speak to media or communicate about the submission until next week so the submission can be read by Amazon. Respectfully, there is no guarantee that the submission would be read over the weekend. By next week the story is old and media will be frustrated that we aren't communicating anything. They will want an explanation.

I would suggest another approach to both maximize the news cycle and media management. I think we can pick out a few key offerings within the submission and speak generally about the other benefits the region has to offer, to give the media something. I think this needs to be done on Friday at the latest, so the news is timely.

Option 1:

- The deadline for submissions is midnight tonight.
- VEC let's media who call today know that the VEC will make a statement tomorrow (Friday).
- On Friday:
  - The VEC issues a news release with quotes from Ian McKay, Mayor Hepner and Minister Ralston as we did the first news release.
  - The VEC sets up a conference call to assist all media at once.
  - Ian opens up with a statement that he reads out to media. Then the call is opened to questions from the media. Minister Ralston and Mayor Hepner are on the call (TBC)
  - This takes care of all media and frees up the weekend.

Option 2:

- The deadline for submissions is midnight tonight.
- VEC let's media who call today know that the VEC will make a statement tomorrow (Friday).
- On Friday:
  - The VEC issues a news release with quotes from Ian McKay, Mayor Hepner and Minister Ralston as we did the first news release.
  - The VEC responds to media (ie. Provides interviews or statements) as it comes in on a case-by-case basis. *Note, they could receive media requests throughout the weekend.

<u>Communications:</u>

- News release is issued by the VEC. GCPE will write a draft since Ingrid is on her own. VEC will tweak it as required and issue it Friday.
- Ian's speaking notes for the conference call are drafted by VEC from the executive summary. (TBC)
- Questions and answers, Key messages will be drafted by GCPE.
- Tweets will be drafted for the minister by GCPE.

Tasha Schollen | Communications Director
Ministry of Jobs, Trade and Technology
Government Communications and Public Engagement
Cell: 250-889-1121

From: "Diamandiev, Slavi \(CA - British Columbia\)" <sdiamandiev@deloitte.ca>
To: "Corner, Tom (CA - British Columbia)" <tcorner@deloitte.ca>
"Shutsa, Christopher \(CA - British Columbia\)" <cshutsa@deloitte.ca>
"James Raymond" <JRaymond@vancouvereconomic.com>
"Khan, Farah \(CA - British Columbia\)" <farakhan@deloitte.ca>
Date: 10/16/2017 12:04:42 PM
Subject: FW: Amazon HQ2 Proposal - Final Draft

Final set of comments from Metro Vancouver:

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | LinkedIn Profile | deloitte.ca

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-----Original Message-----
From: Heather Schoemaker [mailto:Heather.Schoemaker@metrovancouver.org]
Sent: Monday, October 16, 2017 12:04 PM
To: Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>
Cc: Carol Mason <Carol.Mason@metrovancouver.org>; Neal Carley <Neal.Carley@metrovancouver.org>; Heather McNell <Heather.McNell@metrovancouver.org>; Ann Rowan <Ann.Rowan@metrovancouver.org>; Tess Kitchen <Tess.Kitchen@metrovancouver.org>
Subject: Re: Amazon HQ2 Proposal - Final Draft

Hi Slavi,

A couple of additional comments.

Page 8 - it's not correct that 35,000 people immigrate to the region every year. We grow by 35,000, 80% of which is due to immigration.
Page 9 - the city has not developed a regional growth strategy. Page 20 - response to affordability concerns from local government is all Vancouver. Text box referencing the region addresses this somewhat.
Page 31 - interprovincial migration is not immigration.
Page 61 - In addition to Mayor Hepner, should Mayor Brodie also be included as there are future sites identified in Richmond?

Heather

Heather Schoemaker
General Manager
External Relations Department
t. 604.432.6364<tel:604.432.6364>
c. 604.314.4922<tel:604.314.4922>

metrovancouver<http://www.metrovancouver.org/>
SERVICES AND SOLUTIONS FOR A LIVABLE REGION

Sent from my iPad

On Oct 16, 2017, at 10:52 AM, Heather Schoemaker <Heather.Schoemaker@metrovancouver.org<mailto:Heather.Schoemaker@metrovancouver.org>> wrote:

Hi Slavi,

No showstoppers, however, do have a few comments:

s.13(1) [redacted]

s.13(1) [redacted]

s.13(1) [redacted]

s.13(1) [redacted]

s.13(1) [redacted]

s.13(1) [redacted]

s.13(1) [redacted]

s.13(1) [redacted]

Heather

Heather Schoemaker
General Manager
External Relations Department
t. 604.432.6364<tel:604.432.6364>
c. 604.314.4922<tel:604.314.4922>

metrovancouver<http://www.metrovancouver.org/>
SERVICES AND SOLUTIONS FOR A LIVABLE REGION

Sent from my iPad

On Oct 15, 2017, at 8:37 PM, Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca<mailto:sdiamandiev@deloitte.ca>> wrote:

Steering Committee,

On behalf of the proposal development team, please find attached the final draft of the proposal in its final format. Please review and let us know if there are any show-stopper issues by 11am tomorrow, Monday, October 16th. David, Heather, Donna and Eleena, as agreed, we will look to you to receive any final comments. As a reminder, we have a very limited opportunity to make any

changes prior to sending the document to print on Monday night. So please only request changes if you cannot live with the document as is.

s.13(1), s.21(1)

s.13(1),
s.17(1),
s.21(1)

s.13(1)

Please also note the following:

· We are still not completely happy with how the opening letter is framed in the broader context of the introduction and will continue to work on it tomorrow

· Site descriptions and phases have been called out in the introduction to the site section; we are looking to confirm with you if you are comfortable with the one-liners that have been added

· Site map colours will continue to be updated tomorrow; they are not 100% accurate as of now

· The appendix will be further enhanced/designed tomorrow

· Maps will continue to be refined/enhanced or added in as net new content tomorrow

· Some photos may change in the document

If you have any questions, please do not hesitate to contact me at my cell 778 386 0490.

Kindly,

- Slavi

Slavi Diamandiev
Economics Advisory Leader, Western Canada Financial Advisory Services Deloitte
2800-1055 Dunsmuir St., Vancouver, BC, V7X1P4
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca<mailto:sdiamandiev@deloitte.ca> | LinkedIn Profile<https://ca.linkedin.com/in/slavi-diamandiev-5616362> | deloitte.ca<http://www.deloitte.ca/>

<image002.png>

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<Amazon HQ2 - Proposal Designed - Oct 15 2017.pdf>

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From:	"Diamandiev, Slavi \(CA - British Columbia\)" <sdiamandiev@deloitte.ca>
To:	"Corner, Tom (CA - British Columbia)" <tcorner@deloitte.ca> "Khan, Farah \(CA - British Columbia\)" <farakhan@deloitte.ca> "Shutsa, Christopher \(CA - British Columbia\)" <cshutsa@deloitte.ca> "James Raymond" <JRaymond@vancouvereconomic.com>
CC:	"Hilts, David (CA - Toronto)" <dhilts@deloitte.ca>
Date:	10/16/2017 11:20:10 AM
Subject:	FW: Amazon HQ2 Proposal - Final Draft
Attachments:	Scanned from a Xerox Multifunction Printer.pdf Scanned from a Xerox Multifunction Printer (1).pdf

Please see below and attached from the City of Surrey.

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | LinkedIn Profile | deloitte.ca

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From: Jones, Donna [mailto:DLJones@surrey.ca]
Sent: Monday, October 16, 2017 11:14 AM
To: Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>
Subject: FW: Amazon HQ2 Proposal - Final Draft
Importance: High

Hi Slavi – Final comments & info below.

- I've spoken with Dave Hilts and sent further information re Site option2 to be included in the proposal.
- Attached is a letter from our City Planner regarding acceleration of timelines.
- Attached is a letter of support from Mayor Hepner
- Attached is an image of Mayor Hepner to go with the quote below to be included in the 'feeling is mutual' section along with PM, Premier and Mayor Robertson,
  Quote: *"We are all-in to bring Amazon HQ2 to the region!"*

From: Jones, Donna
Sent: October 16, 2017 8:58 AM
To: 'Diamandiev, Slavi (CA - British Columbia)'
Subject: RE: Amazon HQ2 Proposal - Final Draft
Importance: High

Hi Slavi – Looks very good overall.

- For the Surrey Centre Site, how was the 685,000 sq ft capacity for Ph 1 calculated? Seems quite low.
- The Surrey Centre Site description should include that it is an integrated community with LRT, a growing University District and home to a fast growing number of young professionals.
- Mayor Hepner should be included in the area where the PM, Premier, Mayor Robertson have a pic and quote.

Please call me when you can. 605 889 4766.

From: Diamandiev, Slavi (CA - British Columbia) [mailto:sdiamandiev@deloitte.ca]
Sent: October 15, 2017 8:37 PM
To: Ian McKay; sadhu.johnston@vancouver.ca; paul.mochrie@vancouver.ca; Eleena Marley; carol.mason@metrovancouver.org; Krieger, Brian MIT:EX; Lalonde, Vincent; Ann Rowan; Annie Gorra; Jong, Teresa; Donohoe, Lisa; Wu, Stephen; Robertson, Chris; Chambers, Courtney; Oehlschlager, Kelly; Neal Carley; Tess Kitchen; Jones, Donna; James Raymond; Heather Schoemaker
Cc: Bruson, Etienne (CA - British Columbia); Knight, Charles (CA - Toronto); Beaton, Douglas (CA - British Columbia); Corner, Tom (CA - British Columbia); Shutsa, Christopher (CA - British Columbia); Sawchuk, Jamie (CA - British Columbia); Khan, Farah (CA - British Columbia); Hilts, David (CA - Toronto); James Raymond; Reza, Fatima (CA - British Columbia); George PR Benson
Subject: Amazon HQ2 Proposal - Final Draft
Importance: High

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s.13(1), s.21(1)

s.13(1)

. s.13(1), s.17(1), s.21(1)

s.13(1)

Please also note the following:

s.13(1)

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- Maps will continue to be refined/enhanced or added in as net new content tomorrow
- Some photos may change in the document

If you have any questions, please do not hesitate to contact me at my cell 778 386 0490.

Kindly,

- Slavi

Slavi Diamandiev
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Financial Advisory Services
Deloitte
2800-1055 Dunsmuir St., Vancouver, BC, V7X1P4
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | LinkedIn Profile | deloitte.ca

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CITY OF SURREY

OFFICE OF THE MAYOR

Mr. Jeff Bezos, CEO
Amazon

Dear Mr. Bezos:

RE: Amazon HQ2

As Mayor of the second major metropolitan hub in the region, the City of Surrey is all in to make Metro Vancouver the next corporate headquarters for Amazon. By having HQ2 based on the beautiful West Coast of British Columbia, you will find our region's unique attributes and attitudes align naturally with the values and the culture of the Amazon organization.

The Metro Vancouver area offers excellent site options. Speaking on behalf of the Surrey City Centre option, there are a number of well-defined benefits already in place that would be of great advantage to Amazon.

Surrey has a thriving and growing University District that provides direct access to a rich talent pipeline. We have an interconnected community between our post-secondary institutions, our high tech sector and our world-class health technology research and development firms.

From a livability standpoint, Surrey is proud of our diverse and vibrant multicultural communities. We are a city where all people and cultures are welcomed, respected and celebrated. And Surrey is growing at a
phenomenal pace with plans to bring a 27km modern Light Rail Transit service to our City Centre and beyond.

In short, I have infinite confidence in this proposal's ability to meet and surpass Amazon's expectations and put my full support behind the Vancouver region's bid to be home to Amazon HQ2.

Sincerely,

Linda Hepner
Mayor, City of Surrey

SURREY
CITY OF CITIES

P 604 591 4126 MAYOR@SURREY.CA
13450-104 AVENUE SURREY BRITISH COLUMBIA CANADA V3T 1V8
WWW.SURREY.CA

CITY OF SURREY

OFFICE OF THE MAYOR

Mr. Jeff Bezos, CEO
Amazon

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Sincerely,

Linda Hepner
Mayor, City of Surrey

SURREY
CITY OF CITIES

P 604 591 4126 MAYOR@SURREY.CA
13450-104 AVENUE SURREY BRITISH COLUMBIA CANADA V3T 1V8
WWW.SURREY.CA

From:	"Diamandiev, Slavi \(CA - British Columbia\)" <sdiamandiev@deloitte.ca>
To:	"Shutsa, Christopher (CA - British Columbia)" <cshutsa@deloitte.ca> "Khan, Farah \(CA - British Columbia\)" <farakhan@deloitte.ca> "Corner, Tom \(CA - British Columbia\)" <tcorner@deloitte.ca> "James Raymond" <JRaymond@vancouvereconomic.com>
Date:	10/16/2017 10:59:42 AM
Subject:	FW: Amazon HQ2 Proposal - Final Draft
Attachments:	Amazon - Draft 2 - COV commentary overview.docx COV comments - Amazon HQ2 - Proposal Designed - Oct 15 2017.pdf

Please see feedback from VOC attached.

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | LinkedIn Profile | deloitte.ca

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From: Marley, Eleena [mailto:Eleena.Marley@vancouver.ca]
Sent: Monday, October 16, 2017 10:50 AM
To: Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>
Cc: James Raymond <JRaymond@vancouvereconomic.com>; Ian McKay <IMcKay@vancouvereconomic.com>; Johnston, Sadhu <Sadhu.Johnston@vancouver.ca>; Mochrie, Paul <Paul.Mochrie@vancouver.ca>; Impey, Patrice <Patrice.Impey@vancouver.ca>; Kendall-Craden, Rena <Rena.Kendall-Craden@vancouver.ca>; Oehlschlager, Kelly <kelly.oehlschlager@vancouver.ca>; Kelley, Gil <Gil.Kelley@vancouver.ca>; Robertson, Chris <chris.robertson@vancouver.ca>; Kassam, Nick <Nick.Kassam@vancouver.ca>; Bracewell, Dale <dale.bracewell@vancouver.ca>; Pecarski, Randy <randy.pecarski@vancouver.ca>
Subject: RE: Amazon HQ2 Proposal - Final Draft

Slavi,

Attached are the consolidated comments from the COV team. Note there may be a couple of additional comments circulated in response to this email but we will keep them to a minimum and be prompt

Thanks for all your efforts,
Eleena and team

From: Diamandiev, Slavi (CA - British Columbia) [mailto:sdiamandiev@deloitte.ca]
Sent: Sunday, October 15, 2017 8:37 PM
To: Ian McKay; Johnston, Sadhu; Mochrie, Paul; Marley, Eleena; carol.mason@metrovancouver.org; Krieger, Brian MIT:EX; valalonde@surrey.ca; Ann Rowan; Gorra, Annie; Jong, Teresa; ljdonohoe@surrey.ca; Wu, Stephen; Robertson, Chris; Chambers, Courtney; Oehlschlager, Kelly; Neal Carley; Tess Kitchen; Jones, Donna; James Raymond; Heather Schoemaker
Cc: Bruson, Etienne (CA - British Columbia); Knight, Charles (CA - Toronto); Beaton, Douglas (CA - British Columbia); Corner, Tom (CA - British Columbia); Shutsa, Christopher (CA - British Columbia); Sawchuk, Jamie (CA - British Columbia); Khan, Farah (CA - British Columbia); Hilts, David (CA - Toronto); James Raymond; Reza, Fatima (CA - British Columbia); George PR Benson
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Kindly,

- Slavi

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To: "Shutsa, Christopher (CA - British Columbia)" <cshutsa@deloitte.ca>
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"James Raymond" <JRaymond@vancouvereconomic.com>
"Corner, Tom \(CA - British Columbia\)" <tcorner@deloitte.ca>
Date: 10/16/2017 10:58:02 AM
Subject: FW: Amazon HQ2 Proposal - Final Draft

Please see requested changes from Metro Vancouver below:

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | LinkedIn Profile | deloitte.ca

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-----Original Message-----
From: Heather Schoemaker [mailto:Heather.Schoemaker@metrovancouver.org]
Sent: Monday, October 16, 2017 10:53 AM
To: Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>
Cc: Carol Mason <Carol.Mason@metrovancouver.org>; Neal Carley <Neal.Carley@metrovancouver.org>; Heather McNell <Heather.McNell@metrovancouver.org>; Ann Rowan <Ann.Rowan@metrovancouver.org>; Tess Kitchen <Tess.Kitchen@metrovancouver.org>
Subject: Re: Amazon HQ2 Proposal - Final Draft

Hi Slavi,

No showstoppers, however, do have a few comments:

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Heather

Heather Schoemaker
General Manager
External Relations Department
t. 604.432.6364<tel:604.432.6364>
c. 604.314.4922<tel:604.314.4922>

metrovancouver<http://www.metrovancouver.org/>
SERVICES AND SOLUTIONS FOR A LIVABLE REGION

Sent from my iPad

On Oct 15, 2017, at 8:37 PM, Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca<mailto:sdiamandiev@deloitte.ca>> wrote:

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[redacted]

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Kindly,

- Slavi

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D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca<mailto:sdiamandiev@deloitte.ca> | LinkedIn Profile<https://ca.linkedin.com/in/slavi-diamandiev-5616362> | deloitte.ca<http://www.deloitte.ca/>

[cid:image002.png@01D345F5.0BB1C4A0]

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From:	"Diamandiev, Slavi \(CA - British Columbia\)" <sdiamandiev@deloitte.ca>
To:	"James Raymond" <JRaymond@vancouvereconomic.com>
CC:	"Corner, Tom (CA - British Columbia)" <tcorner@deloitte.ca>
Date:	10/16/2017 12:39:30 PM
Subject:	FW: Amazon HQ2 Proposal - Final Draft
Attachments:	Amazon HQ2 - Proposal Designed - Oct 15 2017.pdf

James – I am not sure we want to incorporate any of this at this stage as it appears Eleena has already screen it. I am just sending it so you have it and leave it to you to decide.

Cheers,

Slavi

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | LinkedIn Profile | deloitte.ca

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From: Robertson, Chris [mailto:chris.robertson@vancouver.ca]
Sent: Monday, October 16, 2017 12:26 PM
To: Marley, Eleena <Eleena.Marley@vancouver.ca>; Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>
Cc: James Raymond <JRaymond@vancouvereconomic.com>; Ian McKay (IMcKay@vancouvereconomic.com) <IMcKay@vancouvereconomic.com>; Kelley, Gil <Gil.Kelley@vancouver.ca>
Subject: RE: Amazon HQ2 Proposal - Final Draft

Hi Slavi,

Eleena sent a previous version of my comments, although more than just show stoppers I wanted to you have them. Here is my complete review. s.13(1) [redacted] I will be out of the office starting now through the 27th. Will have access to email if there are urgent issues. However, my email ability will be quickly consumed if there are multiple 10 mb files sent. Once this happens I will be in email-jail and unable to respond. This version reads much better than the previous, a represents a lot of work in a short period of time—kudos to you and the team.

Chris

From: Marley, Eleena
Sent: Monday, October 16, 2017 10:50 AM
To: Diamandiev, Slavi (CA - British Columbia)
Cc: James Raymond; Ian McKay; Johnston, Sadhu; Mochrie, Paul; Impey, Patrice; Kendall-Craden, Rena; Oehlschlager, Kelly; Kelley, Gil; Robertson, Chris; Kassam, Nick; Bracewell, Dale; Pecarski, Randy
Subject: RE: Amazon HQ2 Proposal - Final Draft

Slavi,

Attached are the consolidated comments from the COV team. Note there may be a couple of additional comments circulated in response to this email but we will keep them to a minimum and be prompt

Thanks for all your efforts,
Eleena and team

From: Diamandiev, Slavi (CA - British Columbia) [mailto:sdiamandiev@deloitte.ca]
Sent: Sunday, October 15, 2017 8:37 PM
To: Ian McKay; Johnston, Sadhu; Mochrie, Paul; Marley, Eleena; carol.mason@metrovancouver.org; Krieger, Brian MIT:EX; valalonde@surrey.ca; Ann Rowan; Gorra, Annie; Jong, Teresa; ljdonohoe@surrey.ca; Wu, Stephen; Robertson, Chris; Chambers, Courtney; Oehlschlager, Kelly; Neal Carley; Tess Kitchen; Jones, Donna; James Raymond; Heather Schoemaker
Cc: Bruson, Etienne (CA - British Columbia); Knight, Charles (CA - Toronto); Beaton, Douglas (CA - British Columbia); Corner, Tom (CA - British Columbia); Shutsa, Christopher (CA - British Columbia); Sawchuk, Jamie (CA - British Columbia); Khan, Farah (CA - British Columbia); Hilts, David (CA - Toronto); James Raymond; Reza, Fatima (CA - British Columbia); George PR Benson
Subject: Amazon HQ2 Proposal - Final Draft
Importance: High

Steering Committee,

On behalf of the proposal development team, please find attached the final draft of the proposal in its final format. Please review and let us know if there are any **show-stopper issues by 11am tomorrow, Monday, October 16th**. David, Heather, Donna and Eleena, as agreed, we will look to you to receive any final comments. As a reminder, we have a very limited opportunity to make any changes prior to sending the document to print on Monday night. So please only request changes if you cannot live with the document as is.

s.13(1), s.21(1)

s.13(1), s.17(1), s.21(1)

s.13(1)

Please also note the following:

- We are still not completely happy with how the opening letter is framed in the broader context of the introduction and will continue to work on it tomorrow
- Site descriptions and phases have been called out in the introduction to the site section; we are looking to confirm with you if you are comfortable with the one-liners that have been added
- Site map colours will continue to be updated tomorrow; they are not 100% accurate as of now
- The appendix will be further enhanced/designed tomorrow
- Maps will continue to be refined/enhanced or added in as net new content tomorrow
- Some photos may change in the document

If you have any questions, please do not hesitate to contact me at my cell 778 386 0490.

Kindly,

- Slavi

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services
Deloitte
2800-1055 Dunsmuir St., Vancouver, BC, V7X1P4
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | LinkedIn Profile | deloitte.ca

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From: "Ingrid Valou"
To: "Tania Parisella" <TParisella@vancouvereconomic.com>
CC: "James Raymond" <JRaymond@vancouvereconomic.com>
Date: 9/11/2017 2:20:01 PM
Subject: FW: Amazon HQ2 Story & VEC statement

Hi Tania,

Here's the deal: we have the opportunity to be on the Simi Sara Show. She's known for being a little tougher and more substantial than some other hosts, but thankfully her producer seemed willing to send over the questions, which are predictable enough, but do confirm our concerns. I've got Affordability Messaging as my top priority this afternoon (first chance I've really had to do it since AHBL on Thursday).

See highlighted section below for a pitch I made re: Sean.

I think out of basic courtesy we should inform Ian about the request (he's busy for at least one of the times asked) but make a suggestion for Sean to be spokesperson – the angle that he's at the Cascadia Conference is probably quite compelling. I think they'll be happy with either Ian or Sean but it really would be something to call in from the States and humblebrag a bit.

CCing James for any off-the-cuff datapoints or general points on responses to these questions. We'll likely huddle on this later.

Thanks,

INGRID VALOU
Communications Specialist
Vancouver Economic Commission
C: 604 868 1990

From: Claire Allen [mailto:Claire.Allen@cknw.com]
Sent: September-11-17 1:57 PM
To: Ingrid Valou <IValou@vancouvereconomic.com>
Subject: RE: Amazon HQ2 Story & VEC statement

Hi Ingrid,

Wednesday would work!

- What sorts of questions did you want answered? à Why does Vancouver want Amazon HQ2? What benefits would it bring to the city? What makes Vancouver competitive? What about the cost of living, how can Vancouver sell itself when it's already very hard for residents to find homes here? Has Amazon expressed any interest in Vancouver prior to this?

- How long should our spokesperson expect to speak with Simi Sara / how long is the interview?à the interview would be 8 minutes in length.

- Would this be a phone-in interview? If not, then could you let me know other details (whereabouts, how early your interviewees typically should arrive) à over the phone is fine, unless in studio is possible. If it is possible, we are located on the 20th floor at 700 West Georgia. Guests usually arrive 5-10 minutes early.

We currently have Wednesday at 12:35pm or 1:35pm available.

Let me know if either of those times work!

Thanks!

Claire

Claire Allen | Senior Producer | CKNW News Talk 980 | T. 604.331.2791 | claire.allen@cknw.com
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From: Ingrid Valou [mailto:IValou@vancouvereconomic.com]
Sent: Monday, September 11, 2017 10:59 AM
To: Claire Allen <Claire.Allen@cknw.com>
Subject: RE: Amazon HQ2 Story & VEC statement

Hello Claire,

Great to meet you! I'm afraid Mondays are normally sticky for our spokespeople and today especially so. Is it possible for you to accommodate us at another time?

Here's the deal: Sean Elbe (I believe Simi Sara has interviewed him before on her show) is our Technology Sector Development Manager, tech sector expert and someone playing a huge role in the team tasked with delivering the Amazon proposal. On Tuesday and Wednesday, he will be in Seattle for theCascadia Conference & visiting with Amazon. If you are interested, he would be able to call you from this conference, answer questions- and this would keep the news fresh, timely and on-the-nose!

If you think we can make this work for Wednesday afternoon, could I please get some more details from you?

- What sorts of questions did you want answered?
- How long should our spokesperson expect to speak with Simi Sara / how long is the interview?
- Would this be a phone-in interview? If not, then could you let me know other details (whereabouts, how early your interviewees typically should arrive)

Thank you so much,

INGRID VALOU
Communications Specialist
Vancouver Economic Commission
C: 604 868 1990

From: Claire Allen [mailto:Claire.Allen@cknw.com]
Sent: September-11-17 8:52 AM
To: Ingrid Valou <IValou@vancouvereconomic.com>
Subject: FW: Amazon HQ2 Story & VEC statement

Hi Ingrid,

My name is Claire Allen and I am the producer of the CKNW Simi Sara Show. We would love to speak a spokesperson about the Amazon HQ2 proposal. Would it be possible to schedule an interview for today at 1:35pm?

Please let me know!

Thank you!

Claire

Claire Allen | Senior Producer | CKNW News Talk 980 | T. 604.331.2791 | claire.allen@cknw.com
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From: Ingrid Valou <IValou@vancouvereconomic.com>
Sent: Friday, September 8, 2017 4:52 PM
To: Simi Sara
Subject: Amazon HQ2 Story & VEC statement

Hello Sara,

It's come to my attention via s.17(1) & Sean Elbe that you may be interested in doing a segment on the Amazon HQ2 story.

Should you be interested, I'd be happy to arrange the availability of a spokesperson – a leader from the task team assembling the proposal for Amazon HQ2 – from the Vancouver Economic Commission.

Our statement:

"The Vancouver Economic Commission is reviewing the Amazon HQ2 RFP with the intention of putting forth a proposal in partnership with the City of Vancouver and other stakeholders,"says Ian McKay, CEO of the Vancouver Economic Commission (VEC). "Our city's business climate, talent, livability, infrastructure, connectivity and diversity render it an exceptional candidate for the new Amazon headquarters location. We are confident that Vancouver's other well-known attributes – a dense and connected downtown tech cluster, competitive cost of doing business, leadership in green business & sustainable planning, and Canada's strongest startup ecosystem, to name a few – will position us as a frontrunner among other cities."

Here also is the RFP details for your perusal.

If you don't require a spokesperson but would like some information on the topic from our organization, please don't hesitate to reach out.

Warm regards,

INGRID VALOU
Communications Specialist
C: 604 868 1990

Suite 1500, 401 W. Georgia
Vancouver, BC V6B 5A1
Website | Blog | Newsletter

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From: "Corner, Tom \(CA - British Columbia\)" <tcorner@deloitte.ca>
To: "James Raymond" <JRaymond@vancouvereconomic.com>
Date: 10/15/2017 10:06:51 AM
Subject: FW: Amazon Proposal Final Review

--
Tom Corner
Manager | Economics and Policy Advisory
Deloitte
2800 – 1055 Dunsmuir Street, 4 Bentall Centre, Vancouver, British Columbia, V7X 1P4, Canada
D: +1 (604) 640 3100 | M: +1 (778) 706 2836
tcorner@deloitte.ca | deloitte.ca
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From: Knight, Charles (CA - Toronto)
Sent: Sunday, October 15, 2017 9:16 AM
To: Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>; Sawchuk, Jamie (CA - British Columbia) <JSawchuk@deloitte.ca>; Beaton, Douglas (CA - British Columbia) <dbeaton@deloitte.ca>; Bruson, Etienne (CA - British Columbia) <ebruson@deloitte.ca>
Cc: Shutsa, Christopher (CA - British Columbia) <cshutsa@deloitte.ca>; Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>; Khan, Farah (CA - British Columbia) <farakhan@deloitte.ca>
Subject: RE: Amazon Proposal Final Review

Here are my comments:

s.13(1), s.21(1)

s.13(1), s.21(1)

[redacted]

Great work everyone. Let me know if you would like to discuss anything. I'm generally available today.

Charles Knight
Partner | Global Director - M&A Services
Deloitte

Direct: 416 607 1327
Mobile: 416 254 7799
Fax: 416 601 6540

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---

From: Corner, Tom (CA - British Columbia)
Sent: Saturday, October 14, 2017 10:59 PM
To: Sawchuk, Jamie (CA - British Columbia) <JSawchuk@deloitte.ca>; Knight, Charles (CA - Toronto) <chknight@deloitte.ca>; Beaton, Douglas (CA - British Columbia) <dbeaton@deloitte.ca>; Bruson, Etienne (CA - British Columbia) <ebruson@deloitte.ca>
Cc: Shutsa, Christopher (CA - British Columbia) <cshutsa@deloitte.ca>; Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>; Khan, Farah (CA - British Columbia) <farakhan@deloitte.ca>
Subject: RE: Amazon Proposal Final Review

Good evening all,

As discussed, here is the final draft for comment. A couple of things to mention:

s.13(1), s.21(1)

[redacted]

We would greatly appreciate your comments on both:

i) The graphics and visual layout; and

ii) The text/messaging

If we could have this by **11 a.m. tomorrow**, it will allow us sufficient time to integrate changes and rearrange layout as needed.

Please don't hesitate to get in touch if you have any questions.

Best,

--
Tom Corner
Manager | Economics and Policy Advisory
Deloitte
2800 – 1055 Dunsmuir Street, 4 Bentall Centre, Vancouver, British Columbia, V7X 1P4, Canada
D: +1 (604) 640 3100 | M: +1 (778) 706 2836
tcorner@deloitte.ca | deloitte.ca
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From: Sawchuk, Jamie (CA - British Columbia)
Sent: Saturday, October 14, 2017 1:09 PM
To: Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>; Knight, Charles (CA - Toronto) <chknight@deloitte.ca>; Beaton, Douglas (CA - British Columbia) <dbeaton@deloitte.ca>; Bruson, Etienne (CA - British Columbia) <ebruson@deloitte.ca>
Cc: Shutsa, Christopher (CA - British Columbia) <cshutsa@deloitte.ca>; Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>
Subject: RE: Amazon Proposal Final Review

Ok – thanks for the update. Look forward to the draft.
s.13(1), s.21(1)

Cheers,
Jamie

--
Jamie Sawchuk
Partner
D: +1 (250) 978 4448 | M: +1 (250) 727 1412
jsawchuk@deloitte.ca | deloitte.ca
www.deloittedigital.ca
--
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From: Corner, Tom (CA - British Columbia)
Sent: Saturday, October 14, 2017 11:50 AM
To: Knight, Charles (CA - Toronto) <chknight@deloitte.ca>; Beaton, Douglas (CA - British Columbia) <dbeaton@deloitte.ca>; Bruson, Etienne (CA - British Columbia) <ebruson@deloitte.ca>; Sawchuk, Jamie (CA - British

Columbia) <JSawchuk@deloitte.ca>
Cc: Shutsa, Christopher (CA - British Columbia) <cshutsa@deloitte.ca>; Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>
Subject: RE: Amazon Proposal Final Review

Hi all,

Further to Slavi's email below, I just wanted to confirm that we will be sending around the final draft for your review later today. Please note that there will be minor editorial changes, as well as possibly more substantive design ones, that will need to be done tomorrow on our side (e.g. we will not have had time to do a detailed review, nor check things like punctuation, in the Adobe InDesign version we are pulling together today).

If we could have all comments by **11 a.m. tomorrow**, this would be very much appreciated as we will need to ensure adequate time to incorporate changes before redoing the final page layout in InDesign.

I will be in touch with the final draft by end of day.

Best,

--
Tom Corner
Manager | Economics and Policy Advisory
Deloitte
2800 – 1055 Dunsmuir Street, 4 Bentall Centre, Vancouver, British Columbia, V7X 1P4, Canada
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tcorner@deloitte.ca | deloitte.ca
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From: Diamandiev, Slavi (CA - British Columbia)
Sent: Thursday, October 12, 2017 8:53 PM
To: Bruson, Etienne (CA - British Columbia) <ebruson@deloitte.ca>; Sawchuk, Jamie (CA - British Columbia) <JSawchuk@deloitte.ca>; Knight, Charles (CA - Toronto) <chknight@deloitte.ca>; Beaton, Douglas (CA - British Columbia) <dbeaton@deloitte.ca>; Shutsa, Christopher (CA - British Columbia) <cshutsa@deloitte.ca>
Cc: Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>
Subject: Amazon Proposal Final Review

Hi All – the final internal review of the Amazon proposal will need to take place on Sunday before noon to allow sufficient time for incorporating feedback. I realize this is not ideal time so could you kindly let me know who will be available to review the document?

Thank you,

Slavi

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services
Deloitte
2800-1055 Dunsmuir St., Vancouver, BC, V7X1P4
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | LinkedIn Profile | deloitte.ca

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From: "Corner, Tom \(CA - British Columbia\)" <tcorner@deloitte.ca>
To: "James Raymond" <JRaymond@vancouvereconomic.com>
Date: 10/15/2017 10:07:28 AM
Subject: FW: Amazon Proposal Final Review
Attachments: Vancouver HQ2 proposal - Oct. 14 final draft DRB.pdf

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Tom Corner
Manager | Economics and Policy Advisory
Deloitte
2800 – 1055 Dunsmuir Street, 4 Bentall Centre, Vancouver, British Columbia, V7X 1P4, Canada
D: +1 (604) 640 3100 | M: +1 (778) 706 2836
tcorner@deloitte.ca | deloitte.ca
--

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From: Beaton, Douglas (CA - British Columbia)
Sent: Sunday, October 15, 2017 10:02 AM
To: Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>; Sawchuk, Jamie (CA - British Columbia) <JSawchuk@deloitte.ca>; Knight, Charles (CA - Toronto) <chknight@deloitte.ca>; Bruson, Etienne (CA - British Columbia) <ebruson@deloitte.ca>
Cc: Shutsa, Christopher (CA - British Columbia) <cshutsa@deloitte.ca>; Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>; Khan, Farah (CA - British Columbia) <farakhan@deloitte.ca>
Subject: RE: Amazon Proposal Final Review

My comments embedded in the attached. I'm available anytime today to discuss.

One item to flag, if we're deviating from Steering Committee's direction on sites we should discuss today how to communicate to them and what info has changed since our meeting. I know that section is still a WIP and there were lots of conversations on Thursday / Friday, but I don't want to surprise the committee either. Let me know if we should chat.

Thanks all for the hard work, it's a great document!

Doug

From: Corner, Tom (CA - British Columbia)
Sent: Saturday, October 14, 2017 7:59 PM
To: Sawchuk, Jamie (CA - British Columbia) <JSawchuk@deloitte.ca>; Knight, Charles (CA - Toronto) <chknight@deloitte.ca>; Beaton, Douglas (CA - British Columbia) <dbeaton@deloitte.ca>; Bruson, Etienne (CA - British Columbia) <ebruson@deloitte.ca>
Cc: Shutsa, Christopher (CA - British Columbia) <cshutsa@deloitte.ca>; Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>; Khan, Farah (CA - British Columbia) <farakhan@deloitte.ca>
Subject: RE: Amazon Proposal Final Review

Good evening all,

As discussed, here is the final draft for comment. A couple of things to mention:

s.13(1), s.21(1)

s.13(1), s.21(1)

[redacted]

We would greatly appreciate your comments on both:

i) The graphics and visual layout; and

ii) The text/messaging

If we could have this by **11 a.m. tomorrow**, it will allow us sufficient time to integrate changes and rearrange layout as needed.

Please don't hesitate to get in touch if you have any questions.

Best,

--
Tom Corner
Manager | Economics and Policy Advisory
Deloitte
2800 – 1055 Dunsmuir Street, 4 Bentall Centre, Vancouver, British Columbia, V7X 1P4, Canada
D: +1 (604) 640 3100 | M: +1 (778) 706 2836
tcorner@deloitte.ca | deloitte.ca
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Cc: Shutsa, Christopher (CA - British Columbia) <cshutsa@deloitte.ca>; Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>
Subject: RE: Amazon Proposal Final Review

Ok – thanks for the update. Look forward to the draft.
s.13(1), s.21(1)

[redacted]

Cheers,
Jamie

--
Jamie Sawchuk

Partner
D: +1 (250) 978 4448 | M: +1 (250) 727 1412
jsawchuk@deloitte.ca | deloitte.ca
www.deloittedigital.ca
--
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From: Corner, Tom (CA - British Columbia)
Sent: Saturday, October 14, 2017 11:50 AM
To: Knight, Charles (CA - Toronto) <chknight@deloitte.ca>; Beaton, Douglas (CA - British Columbia) <dbeaton@deloitte.ca>; Bruson, Etienne (CA - British Columbia) <ebruson@deloitte.ca>; Sawchuk, Jamie (CA - British Columbia) <JSawchuk@deloitte.ca>
Cc: Shutsa, Christopher (CA - British Columbia) <cshutsa@deloitte.ca>; Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>
Subject: RE: Amazon Proposal Final Review

Hi all,

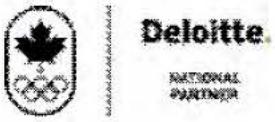
Further to Slavi's email below, I just wanted to confirm that we will be sending around the final draft for your review later today. Please note that there will be minor editorial changes, as well as possibly more substantive design ones, that will need to be done tomorrow on our side (e.g. we will not have had time to do a detailed review, nor check things like punctuation, in the Adobe InDesign version we are pulling together today).

If we could have all comments by **11 a.m. tomorrow**, this would be very much appreciated as we will need to ensure adequate time to incorporate changes before redoing the final page layout in InDesign.

I will be in touch with the final draft by end of day.

Best,

--
Tom Corner
Manager | Economics and Policy Advisory
Deloitte
2800 – 1055 Dunsmuir Street, 4 Bentall Centre, Vancouver, British Columbia, V7X 1P4, Canada
D: +1 (604) 640 3100 | M: +1 (778) 706 2836
tcorner@deloitte.ca | deloitte.ca
--



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From: Diamandiev, Slavi (CA - British Columbia)
Sent: Thursday, October 12, 2017 8:53 PM
To: Bruson, Etienne (CA - British Columbia) <ebruson@deloitte.ca>; Sawchuk, Jamie (CA - British Columbia) <JSawchuk@deloitte.ca>; Knight, Charles (CA - Toronto) <chknight@deloitte.ca>; Beaton, Douglas (CA - British Columbia) <dbeaton@deloitte.ca>; Shutsa, Christopher (CA - British Columbia) <cshutsa@deloitte.ca>
Cc: Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>
Subject: Amazon Proposal Final Review

Hi All – the final internal review of the Amazon proposal will need to take place on Sunday before noon to allow sufficient time for incorporating feedback. I realize this is not ideal time so could you kindly let me know who will be available to review the document?

Thank you,

Slavi

Slavi Diamandiev
Economics Advisory Leader, Western Canada

Financial Advisory Services
Deloitte
2800-1055 Dunsmuir St., Vancouver, BC, V7X1P4
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | LinkedIn Profile | deloitte.ca

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From: "Diamandiev, Slavi \(CA - British Columbia\)" <sdiamandiev@deloitte.ca>
To: "Shutsa, Christopher (CA - British Columbia)" <cshutsa@deloitte.ca>
"Khan, Farah \(CA - British Columbia\)" <farakhan@deloitte.ca>
"James Raymond" <JRaymond@vancouvereconomic.com>
Date: 10/16/2017 9:30:53 AM
Subject: FW: Contacting Burnaby and New West

FYI

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | LinkedIn Profile | deloitte.ca

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From: Hilts, David (CA - Toronto)
Sent: Monday, October 16, 2017 9:29 AM
To: Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>
Cc: Beaton, Douglas (CA - British Columbia) <dbeaton@deloitte.ca>; Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>
Subject: RE: Contacting Burnaby and New West

I have spoken to both. I just spoke to Surrey and we are going to make a small revision to the Surrey number. We are going to add vacant space in existing buildings much the way it was done for the downtown proposal.
Will have the number for you shortly.

Dave Hilts
Deloitte
Direct: 604-908-8242
www.deloitte.ca

From: Diamandiev, Slavi (CA - British Columbia)
Sent: Monday, October 16, 2017 12:22 PM
To: Hilts, David (CA - Toronto) <dhilts@deloitte.ca>
Cc: Beaton, Douglas (CA - British Columbia) <dbeaton@deloitte.ca>; Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>
Subject: Contacting Burnaby and New West
Importance: High

Hi Dave, I wanted to confirm w th you whether you managed to contact Burnaby and New West to let them know why their s tes have not made t in the proposal. Could you please let me know? If you haven't been able to reach them, please try again as we have a call with the province and all the cities at 4pm today so we want to have connected with them ahead of time (otherwise it will get very awkward on the call).

Thanks very much for all of your help, t is very much appreciated.

Slavi

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services
Deloitte
2800-1055 Dunsmuir St., Vancouver, BC, V7X1P4
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | LinkedIn Profile | deloitte.ca

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To: "Shutsa, Christopher (CA - British Columbia)" <cshutsa@deloitte.ca>
"Khan, Farah \(CA - British Columbia\)" <farakhan@deloitte.ca>
"James Raymond" <JRaymond@vancouvereconomic.com>
CC: "Diamandiev, Slavi (CA - British Columbia)" <sdiamandiev@deloitte.ca>
Date: 10/16/2017 10:49:08 AM
Subject: FW: Contacting Burnaby and New West

FYI below, it's sounds like it's unlikely to be an issue, but I wanted to pass on the message.

Best,

--
Tom Corner
Manager | Economics and Policy Advisory
Deloitte
2800 – 1055 Dunsmuir Street, 4 Bentall Centre, Vancouver, British Columbia, V7X 1P4, Canada
D: +1 (604) 640 3100 | M: +1 (778) 706 2836
tcorner@deloitte.ca | deloitte.ca
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From: Hilts, David (CA - Toronto)
Sent: Monday, October 16, 2017 10:38 AM
To: Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>
Subject: RE: Contacting Burnaby and New West

With respect to Donna's email – for the vacant space inventory, I only looked at better quality space but if they want to include all of it, its their call I guess.

Dave Hilts
Deloitte
Direct: 604-908-8242
www.deloitte.ca

From: Corner, Tom (CA - British Columbia)
Sent: Monday, October 16, 2017 12:40 PM
To: Hilts, David (CA - Toronto) <dhilts@deloitte.ca>; Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>
Cc: Beaton, Douglas (CA - British Columbia) <dbeaton@deloitte.ca>; Shutsa, Christopher (CA - British Columbia) <cshutsa@deloitte.ca>; Khan, Farah (CA - British Columbia) <farakhan@deloitte.ca>
Subject: RE: Contacting Burnaby and New West

Hi Dave,

This is now done in the Word version, and we will make sure it is added to the official document.

Thanks,

--
Tom Corner
Manager | Economics and Policy Advisory
Deloitte
2800 – 1055 Dunsmuir Street, 4 Bentall Centre, Vancouver, British Columbia, V7X 1P4, Canada
D: +1 (604) 640 3100 | M: +1 (778) 706 2836
tcorner@deloitte.ca | deloitte.ca
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From: Hilts, David (CA - Toronto)
Sent: Monday, October 16, 2017 9:34 AM
To: Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>
Cc: Beaton, Douglas (CA - British Columbia) <dbeaton@deloitte.ca>; Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>
Subject: RE: Contacting Burnaby and New West

s.13(1), s.21(1)

Dave Hilts
Deloitte
Direct: 604-908-8242
www.deloitte.ca

From: Diamandiev, Slavi (CA - British Columbia)
Sent: Monday, October 16, 2017 12:22 PM
To: Hilts, David (CA - Toronto) <dhilts@deloitte.ca>
Cc: Beaton, Douglas (CA - British Columbia) <dbeaton@deloitte.ca>; Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>
Subject: Contacting Burnaby and New West
Importance: High

Hi Dave, I wanted to confirm with you whether you managed to contact Burnaby and New West to let them know why their sites have not made it in the proposal. Could you please let me know? If you haven't been able to reach them, please try again as we have a call with the province and all the cities at 4pm today so we want to have connected with them ahead of time (otherwise it will get very awkward on the call).

Thanks very much for all of your help, it is very much appreciated.

Slavi

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services
Deloitte
2800-1055 Dunsmuir St., Vancouver, BC, V7X1P4
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | LinkedIn Profile | deloitte.ca

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From:	"Robertson, Chris" <chris.robertson@vancouver.ca>
To:	dhilts@deloitte.ca
CC:	"Diamandiev, Slavi (CA - British Columbia)" <sdiamandiev@deloitte.ca> "Eleena Marley" <Eleena.Marley@vancouver.ca> "James Raymond" <JRaymond@vancouvereconomic.com>
Date:	10/12/2017 6:44:34 PM
Subject:	FW: Core 2050 - Office / Amazon
Attachments:	City of Vancouver RFP Amazon HQ2 Sites Oct 11 2017.pdf

Hi David,

s.13(1)

s.13(1), s.17(1)

As Deloitte requested at the meeting, I would like to connect with you to discuss the approach for determining readiness. In our spreadsheets we have noted the project status and I want to make sure this information is clear. For example where we have said Approved, these are projects have received Development Permits and are ready for construction. Can we touch base on this tomorrow? s.13(1)

Please call me tomorrow on my cell at s.15(1)(l). Thanks.

Chris

Chris Robertson

Acting Assistant Director | CWRP CITY OF VANCOUVER
[t] 604.873.7684 [e] Chris.Robertson@vancouver.ca

From: Hansen, Marten
Sent: Wednesday, October 11, 2017 5:41 PM
To: Robertson, Chris
Subject: FW: Core 2050 - Office / Amazon

Hi Chris,

See attached PDF of updated Office Clusters Maps and Detailed Spreadsheet.

Marten Hansen
87690 | marten.hansen@vancouver.ca

From: Robertson, Chris
Sent: Wednesday, October 11, 2017 11:50 AM
To: Hansen, Marten
Subject: RE: Core 2050 - Office / Amazon

If they fall within the circle please include, update spreadsheet and map. Thanks.

Chris

From: Hansen, Marten
Sent: Wednesday, October 11, 2017 11:42 AM
To: Robertson, Chris
Subject: RE: Core 2050 - Office / Amazon

Leave these out?

Marten Hansen
87690 | marten.hansen@vancouver.ca

From: Naylor, Michael
Sent: Wednesday, October 11, 2017 11:06 AM
To: Hansen, Marten
Cc: Robertson, Chris
Subject: RE: Core 2050 - Office / Amazon

I don't know about head leases. The sites could be included, although they are not part of the clusters identified.

From: Hansen, Marten
Sent: Wednesday, October 11, 2017 9:03 AM
To: Naylor, Michael
Cc: Robertson, Chris
Subject: FW: Core 2050 - Office / Amazon

Hi Michael,

See email below from Jon Stovell regarding potential amazon sites. Gill is wondering why these sites were not included in the original list of sites we provided.
Do you see these sites as potential candidates? or do you see any reasons why they wouldn't be eligible? Ie. Already have head leases etc.

s.13(1), s.17(1)

Thanks,

Marten Hansen
87690 | marten.hansen@vancouver.ca

From: Robertson, Chris
Sent: Tuesday, October 10, 2017 1:09 PM
To: Hansen, Marten
Subject: Fwd: Core 2050 - Office / Amazon

Can you review these sites. Not sure why they were not on the list. Can you confirm, thanks.

Chris

Begin forwarded message:

From: "Kelley, Gil" <Gil.Kelley@vancouver.ca>
Date: October 10, 2017 at 12:24:54 PM PDT
To: "Robertson, Chris" <chris.robertson@vancouver.ca>
Subject: Fwd: Core 2050 - Office / Amazon

To include in Amazon bid.

Please excuse any typos
Sent from my iPhone

Begin forwarded message:

From: s.17(1)
Date: October 10, 2017 at 11:39:48 AM PDT
To: Gil Kelley <Gil.Kelley@vancouver.ca>
Subject: Core 2050 - Office / Amazon

s.13(1), s.17(1)

s.17(1)

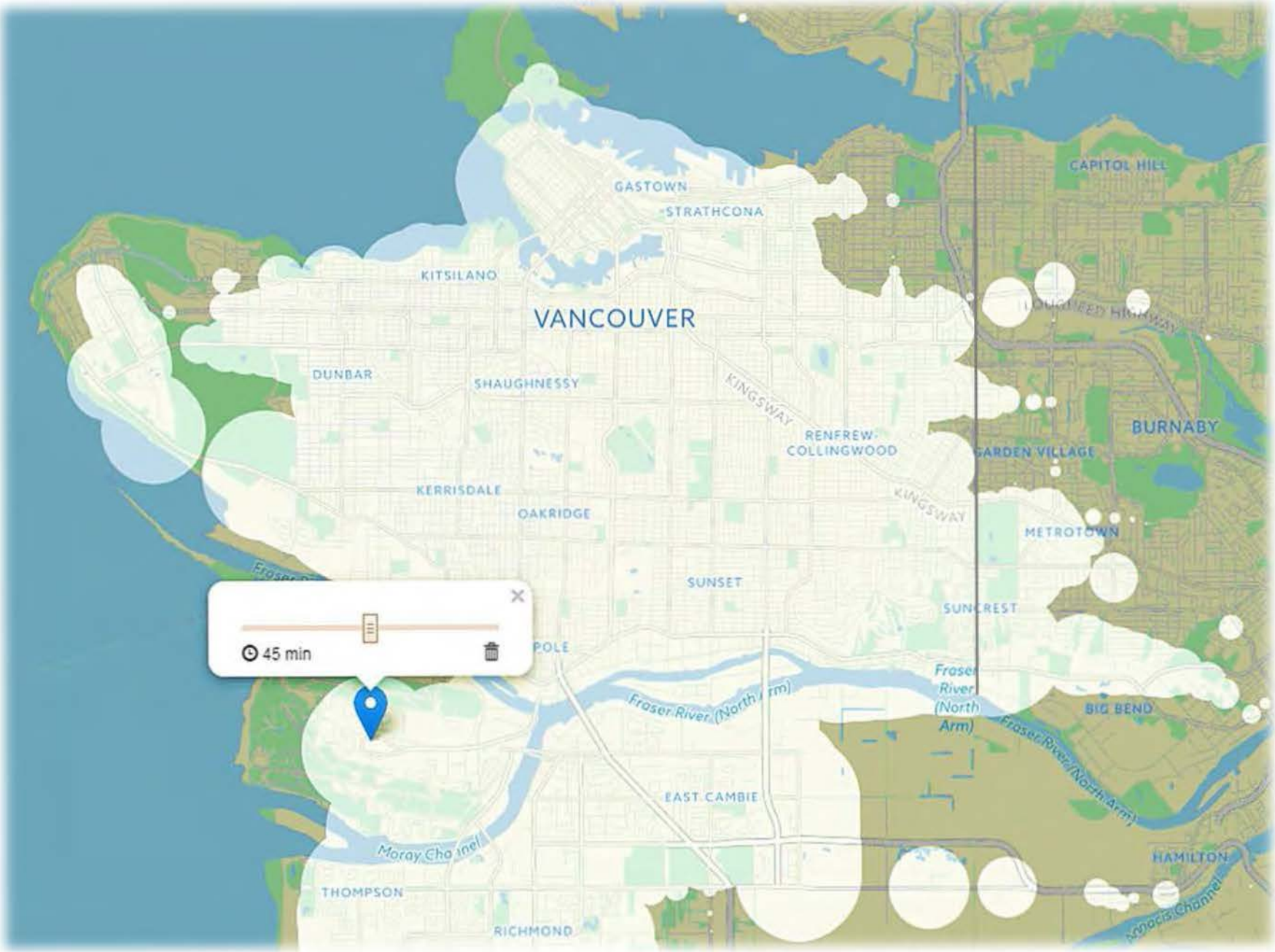
We ha

Sent from my iPhone

s.13(1), s.17(1)

45 Minute Travel Time from Airport on Public Transit

Does not include Future Broadway Subway (MLBE)



Source: https://www.mapnificent.net/vancouver

s.13(1), s.17(1)

s.13(1), s.17(1)

s.13(1), s.17(1)

s.13(1), s.17(1)

From: "Corner, Tom \(CA - British Columbia\)" <tcorner@deloitte.ca>
To: "James Raymond" <JRaymond@vancouvereconomic.com>
Date: 10/12/2017 4:26:17 PM
Subject: FW: Digital infrastructure - request for official maps for Amazon package
Attachments: Amazon Headquarters Bid Vancouver - Oct 3 630 pm MT.DOCX

Hi James,

Sorry about this—Peter's earlier statement to me over the phone was that he "could get us anything" on fibre maps and was keen to help, so long as we went through the appropriate channels vis-à-vis NDAs.

s.13(1), s.17(1) What do you think?

Thanks,

--
Tom Corner
Manager | Economics and Policy Advisory
Deloitte
2800 – 1055 Dunsmuir Street, 4 Bentall Centre, Vancouver, British Columbia, V7X 1P4, Canada
D: +1 (604) 640 3100 | M: +1 (778) 706 2836
tcorner@deloitte.ca | deloitte.ca
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From: Leathley, Peter [mailto:Peter.Leathley@vancouver.ca]
Sent: Thursday, October 12, 2017 4:11 PM
To: Mochrie, Paul <Paul.Mochrie@vancouver.ca>; James Raymond <JRaymond@vancouvereconomic.com>; Adcock, Jessie <Jessie.Adcock@vancouver.ca>
Cc: Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>; Oehlschlager, Kelly <kelly.oehlschlager@vancouver.ca>
Subject: RE: Digital infrastructure - request for official maps for Amazon package

Hi All,

To echo Paul's comments, the data we have about location of 3rd party networks (e.g. Shaw/TELUS) are collected as a part of our permitting work through Engineering Streets & Utilities Dept. The data is subject to a sort of non-disclosure. Another part/portion of 3rd party networks, e.g. overhead wire, principally on wooden poles in alleyways, are not subject to CoV permits and as such we do not have data about whose network is on what pole. We could look to bog through what data we are able to share, but think that it will be fairly limited.

A map of city-owned fibre is not available for commercial use, so do not think it would be helpful to the submission.

Happy to help out in whatever way might be most useful, but think it might be best to get the data directly from the 3rd parties and the level of detail that they are willing to share.

Regards,
Peter

--
Peter Leathley
Sr. Program Manager - Digital Infrastructure & Assets

City of Vancouver
453 West 12th Avenue, Vancouver, BC V5Y 1V4
Office: 604.673.8377 Mobile: 604.753.8698

From: Mochrie, Paul
Sent: Thursday, October 12, 2017 3:21 PM
To: James Raymond; Adcock, Jessie
Cc: Leathley, Peter; Corner, Tom (CA - British Columbia); Oehlschlager, Kelly
Subject: RE: Digital infrastructure - request for official maps for Amazon package

Ok. I will defer to Peter but we should be careful about what we include here to ensure it actually tells the story. TELUS is installing fibre to the premise across the city so, if we were to map "fibre", it would be everywhere.

From: James Raymond [mailto:JRaymond@vancouvereconomic.com]
Sent: Thursday, October 12, 2017 3:17 PM
To: Mochrie, Paul; Adcock, Jessie
Cc: Leathley, Peter; Corner, Tom (CA - British Columbia); Oehlschlager, Kelly
Subject: RE: Digital infrastructure - request for official maps for Amazon package

Thanks Paul

I guess we wanted both, but point taken about the city fibre network if Amazon will not have access to it.

Perhaps I could rephrase the question – could Peter send us the best fibre optic map we have for the purpose of trying to be shortlisted by Amazon (I know he has read the RFP). If this is just the commercial fibre (and speeds?) then sobeit

---

From: Mochrie, Paul [mailto:Paul.Mochrie@vancouver.ca]
Sent: Thursday, October 12, 2017 3:14 PM
To: James Raymond <JRaymond@vancouvereconomic.com>; Adcock, Jessie <Jessie.Adcock@vancouver.ca>
Cc: Leathley, Peter <Peter.Leathley@vancouver.ca>; Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>; Oehlschlager, Kelly <kelly.oehlschlager@vancouver.ca>
Subject: RE: Digital infrastructure - request for official maps for Amazon package

Hi James,

To be clear, are you asking for a map of City-owned fibre or commercial fibre?

We could provide the former, although I don't believe it is particularly relevant in that City-owned fibre is not currently available for commercial use.

I would be surprised if we have the latter; I certainly have not seen it.

Jessie or Peter may be able to elaborate.

Paul

From: James Raymond [mailto:JRaymond@vancouvereconomic.com]
Sent: Thursday, October 12, 2017 3:09 PM
To: Adcock, Jessie; Mochrie, Paul
Cc: Leathley, Peter; Corner, Tom (CA - British Columbia); Oehlschlager, Kelly
Subject: Digital infrastructure - request for official maps for Amazon package
Importance: High

Hi Jessie/Paul

I am writing to request the use of the official 'fibre' maps of the city and metro Vancouver (if available) for the Amazon package.

Note the Amazon package may be subject to FOI, although Kelly's opinion is that parts of the package would be deemed commercially sensitive and would be redactable. We are all clear that these maps would be commercially sensitive. (Deloitte -cc'ed - have signed an NDA)

If you agree with this request, please let us know- and then Peter can hopefully FTP the maps to me asap.

Thanks
James

From: Corner, Tom (CA - British Columbia) [mailto:tcorner@deloitte.ca]
Sent: Thursday, October 12, 2017 1:10 PM
To: Leathley, Peter <Peter.Leathley@vancouver.ca>
Cc: James Raymond <JRaymond@vancouvereconomic.com>; George PR Benson <gbenson@vancouvereconomic.com>
Subject: Digital infrastructure
Importance: High

Hi Peter,

We have an urgent request we were hoping you could help with.

By any chance, would you happen to have an image/map of the fiber optic network in the CoV (or even all of Metro Vancouver)? We have data, but nothing good visually.

We would need this ASAP today. Sorry for the short notice.

Thanks,

--
Tom Corner
Manager | Economics and Policy Advisory
Deloitte
2800 – 1055 Dunsmuir Street, 4 Bentall Centre, Vancouver, British Columbia, V7X 1P4, Canada
D: +1 (604) 640 3100 | M: +1 (778) 706 2836
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s.13(1), s.17(1)

s.13(1), s.17(1)

s.13(1), s.17(1)

s.13(1), s.17(1)

s.13(1), s.17(1)

s.13(1), s.17(1)

From:	"Diamandiev, Slavi \(CA - British Columbia\)" <sdiamandiev@deloitte.ca>
To:	"Khan, Farah (CA - British Columbia)" <farakhan@deloitte.ca> "Corner, Tom \(CA - British Columbia\)" <tcorner@deloitte.ca> "James Raymond" <JRaymond@vancouvereconomic.com> "Shutsa, Christopher \(CA - British Columbia\)" <cshutsa@deloitte.ca>
Date:	10/16/2017 1:43:16 PM
Subject:	FW: Incentives discussion follow up from Presentation and Q/A: Provincial Response to Amazon HQ2

Can we still slip this sentence in? If not it's ok.

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | LinkedIn Profile | deloitte.ca

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From: Krieger, Brian JTT:EX [mailto:Brian.Krieger@gov.bc.ca]
Sent: Monday, October 16, 2017 1:19 PM
To: Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>
Subject: FW: Incentives discussion follow up from Presentation and Q/A: Provincial Response to Amazon HQ2

Slavi,

In the event you can still fit this in.

Brian

From: Gosman, Nat MEM:EX
Sent: Monday, October 16, 2017 1:18 PM
To: Collier, David JTT:EX
Cc: Krieger, Brian JTT:EX; MacLaren, Les MEM:EX; Green, Dan L MEM:EX; Matterson, Dina
Subject: RE: Incentives discussion follow up from Presentation and Q/A: Provincial Response to Amazon HQ2

David, if it's not too late, can you please add the following to the energy incentive package:

s.13(1)

Regards,

Nat Gosman
Director, Energy Efficiency Policyth
Electricity and Alternative Energy Division
BC Ministry of Energy, Mines and Petroleum Resources
O 250.953.3391
C 250.886.1755

From: Diamandiev, Slavi (CA - British Columbia) [mailto:sdiamandiev@deloitte.ca]
Sent: Wednesday, October 11, 2017 3:21 PM
To: Matterson, Dina; Collier, David JTT:EX; Gosman, Nat MEM:EX
Subject: RE: Incentives discussion follow up from Presentation and Q/A: Provincial Response to Amazon HQ2

Thank you Dina!

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | LinkedIn Profile | deloitte.ca

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From: Matterson, Dina [mailto:Dina.Matterson@bchydro.com]
Sent: Wednesday, October 11, 2017 2:50 PM
To: Collier, David JTT:EX <David.Collier@gov.bc.ca>; Gosman, Nat MEM:EX <Nathaniel.Gosman@gov.bc.ca>; Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>
Subject: RE: Incentives discussion follow up from Presentation and Q/A: Provincial Response to Amazon HQ2

Yes, approved and ready to go! Thanks...

From: Collier, David JTT:EX [mailto:David.Collier@gov.bc.ca]
Sent: Wednesday, October 11, 2017 2:47 PM
To: Matterson, Dina; Gosman, Nat MEM:EX; 'Diamandiev, Slavi (CA - British Columbia)'
Subject: RE: Incentives discussion follow up from Presentation and Q/A: Provincial Response to Amazon HQ2

Great, thanks Dina. I assume that all of these incentives are approved and ready to be activated/offered for a sizable investment such as Amazon's HQ2?

Copying Slavi who is the lead at Deloitte so he may add to the bid submission.

Best,
David

From: Matterson, Dina [mailto:Dina.Matterson@bchydro.com]
Sent: Wednesday, October 11, 2017 1:54 PM
To: Gosman, Nat MEM:EX; Collier, David JTT:EX
Subject: RE: Incentives discussion follow up from Presentation and Q/A: Provincial Response to Amazon HQ2
Importance: High

Hi David and Nat,

Here's a write up from BC Hydro:

BC Hydro is one of the largest energy suppliers in Canada. We generate and deliver electricity to 95% of the population of B.C. and serve over four million people. Our mission is to provide reliable, affordable, clean electricity throughout B.C., safely. BC Hydro is also looking at ways to meet increased demand for energy in B.C. Through our conservation and energy management program, BC Hydro is a global leader in conservation, providing programs and incentives to encourage customers to use less power that will help meet B.C.'s future electricity needs.

BC Hydro offers a portfolio of customer energy management solutions that deliver a mix of information, access to technology and services, technical assessment and support, and financial assistance, to address barriers to cost\u8209 -effective energy management. BC Hydro's energy management offers include:

- New Construction and Low Carbon Electrification Incentives: up to $1M for the design and construction of large buildings to offset the incremental cost of high efficiency building envelopes and space/water heating systems (i.e. electric heat pumps);

- Energy Manager Funding: up to $100,000 annually for an on-site facility energy manager that can work with the company's senior management team to help create and implement a corporate level strategic energy management program with targets;
- Continuous Optimization Incentives: up to $50,000 annually for the optimization of the performance and operation of a building's system and implementation of energy management projects; and
- Grid Optimization Pilot Project Incentive: funding toward the installation of a battery storage system to help BC Hydro manage peak demand and for the customer to minimize demand charges and receive emergency backup power.

BC Hydro's energy management support and initiatives for business customers will help customers optimize their energy bills and develop a sustained corporate level strategic energy management program.

Thanks so much,
Dina

Dina Matterson | Business Strategy & Planning, Key Account Management

P 604 699 9463
E dina.matterson@bchydro.com

Smart about power in all we do.

From: Gosman, Nat MEM:EX [mailto:Nathaniel.Gosman@gov.bc.ca]
Sent: Wednesday, October 11, 2017 1:01 PM
To: Collier, David JTT:EX
Cc: Matterson, Dina
Subject: RE: Incentives discussion follow up from Presentation and Q/A: Provincial Response to Amazon HQ2

Hi David,

Dina is working on your request. Thanks, Dina!

Let me know if I can be of further assistance.

Regards,

Nat Gosman
Director, Energy Efficiency Policy
Electricity and Alternative Energy Division
BC Ministry of Energy, Mines and Petroleum Resources
O 250.953.3391
C 250.886.1755

From: Collier, David JTT:EX
Sent: Wednesday, October 11, 2017 9:11 AM
To: Gosman, Nat MEM:EX
Cc: 'Dina.Matterson@bchydro.com'
Subject: RE: Incentives discussion follow up from Presentation and Q/A: Provincial Response to Amazon HQ2
Importance: High

Hi Nat,

Thanks for this.

We have provided Deloitte (who has been hired to prepare the Metro Vancouver bid submission) s.17(1) s.17(1) with a list of Government programs and incentives for 8-9 areas such as postsecondary education programing, immigration, and tech related tax credits. The Ministries and Divisions responsible for these items have provided us/Deloitte with a 1-3 paragraph narrative (story) about BC as it relates to their area and what they're confirmed to provide to Amazon should BC be selected for their HQ2.

s.13(1), s.17(1)

We are under a very tight timeline as you can imagine so ideally I'd like to get this back from you today. Just need a couple of paragraphs outlining s.13(1)

Thanks,
David

David Collier
A/Executive Director
Technology & Innovation Branch
International Business Development Division
BC Ministry of Jobs, Trade, and Technology
Vancouver, BC
Tel: 604-218-9036

s.13(1)

s.13(1)

David Collier
A/Executive Director
Technology & Innovation Branch
International Business Development Division
BC Ministry of Jobs, Trade, and Technology
Vancouver, BC
Tel: 604-218-9036
s.22(1)

From: Krieger, Brian JTT:EX
Sent: Tuesday, October 10, 2017 5:16 PM
To: Gosman, Nat MEM:EX; Collier, David JTT:EX
Subject: RE: Incentives discussion follow up from Presentation and Q/A: Provincial Response to Amazon HQ2
Importance: High

Hi Nat,

Thanks very much for this. I don't recall receiving it as yet. This is very helpful.

Regards,

Brian

From: Gosman, Nat MEM:EX
Sent: Tuesday, October 10, 2017 5:09 PM
To: Krieger, Brian JTT:EX
Subject: FW: Incentives discussion follow up from Presentation and Q/A: Provincial Response to Amazon HQ2

Hi Brian,

Just checking-in to make sure you received the below email. I never heard back from your team. Happy to provide further assistance.

Regards,

Nat Gosman
Director, Energy Efficiency Policy
Electricity and Alternative Energy Division
BC Ministry of Energy, Mines and Petroleum Resources
O 250.953.3391
C 250.886.1755

s.13(1)

[redacted]

From: Burnes, Jane I JTST:EX
Sent: Wednesday, September 27, 2017 9:04 PM
To: Gosman, Nat MEM:EX; Krieger, Brian MIT:EX
Subject: Re: Incentives discussion follow up from Presentation and Q/A: Provincial Response to Amazon HQ2

Thanx for letting us know. Look forward to the material.

Jane Burnes
250-889-1054

From: Gosman, Nat MEM:EX
Sent: Wednesday, September 27, 2017 7:48 PM
To: Krieger, Brian MIT:EX; Burnes, Jane I JTST:EX
Subject: RE: Incentives discussion follow up from Presentation and Q/A: Provincial Response to Amazon HQ2

Hi Brian and Jane,

Just a quick note to let you know I am still working on a BC Hydro incentive package. I'm hoping to be able to share tomorrow.

Regards,

Nat Gosman
Director, Energy Efficiency Policy
Electricity and Alternative Energy Division
Ministry of Energy and Mines
(O) 250.953.3391
(C) 250.886.1755

From: Domench, Martin MIT:EX On Behalf Of Krieger, Brian MIT:EX
Sent: Monday, September 25, 2017 9:57 AM
To: Krieger, Brian MIT:EX
Subject: Incentives discussion follow up from Presentation and Q/A: Provincial Response to Amazon HQ2

Good morning,

Thank you to everyone who took the time to listen in/attendMcKinsey & Company's presentation on incentives on Friday. We've requested their slide deck and hope to circulate it as soon as possible.

We look forward to receiving your Ministry's suggestions and contributions as we compile a list and descriptions of creative ideas for incentives/policy enhancements/unique comparative advantages (existing and potential) that could have the potential to benefit BC's broader tech industry and appeal to Amazon toward the HQ2 opportunity.

We will need to receive your Ministry's inputs and ideas by Wednesday, September 27 so we may bring them forward for consideration and possible inclusion in the bid submission. Jane Burnes from our Ministry will be following up directly with you to gather your ideas.

Thanks again,
Brian

Brian Krieger
Assistant Deputy Minister
International Business Development Division
Ministry of Jobs, Trade and Technology

Tel: 604-660-0220
Suite 730 – 999 Canada Place, Vancouver
British Columbia, Canada V6C 3E1
www.britishcolumbia.ca | @BCTradeInvest | LinkedIn | YouTube

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From	"Holling, Chris JTST:EX" <Chris.Holling@gov.bc.ca>
To	"Courtney Crichton" <CCrichton@vancouvereconomic.com>
Date	10/3/2017 8:57:38 AM
Subject	FW: Labour market data for the Amazon response?
Attachments	Amazon HQ2 labour requirements analysis_F NAL.docx

Forwarding this email regarding Amazon HQ2 data that I just sent to James Raymond – received a message that he has limited access to email. Thanks, Chris

---

From: Holling, Chris JTST:EX
Sent: Tuesday, October 3, 2017 8:52 AM
To: 'James Raymond'; Collier, David MIT:EX; Bryan Buggey
Cc: Higgs, Jeremy JTST:EX
Subject: RE: Labour market data for the Amazon response?

Hi James,

Attached is an analysis with supporting data that we thought may be of some use. Let me know if you have any questions or identify other labour market information that you need.

Regards,

Chris

Chris Holling
Director, Forecasting & Economic Analysis
B.C. Labour Market Information Office
Labour Market and Information Division
Ministry of Advanced Education, Skills and Training
Tel: (250) 507-7159 | Email: Chris.Holling@gov.bc.ca

From: James Raymond [mailto:JRaymond@vancouvereconomic.com]
Sent: Monday, September 25, 2017 1:59 PM
To: Collier, David MIT:EX; Bryan Buggey; Holling, Chris JTST:EX
Subject: Re: Labour market data for the Amazon response?

And I'm happy to receive! Pl fire over any data you think will be relevant Chris. We are soon to nail down our specific data asks but would be good to get some initial info

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

---

From: Collier, David MIT:EX
Sent: Monday, September 25, 2017 1:16 PM
To: Bryan Buggey; Holling, Chris JTST:EX
Cc: James Raymond
Subject: RE: Labour market data for the Amazon response?

Hi Chris,

Happy for you to submit directly to James.

Thanks!

David Collier
A/Executive Director
Technology & Innovation Branch
International Business Development Division
BC Ministry of Jobs, Trade, and Technology
Vancouver, BC
Tel: 604-218-9036

s.22(1)

From: Bryan Buggey [mailto:BBuggey@vancouvereconomic.com]
Sent: Monday, September 25, 2017 12:23 PM
To: Holling, Chris JTST:EX
Cc: James Raymond; Krieger, Brian MIT:EX; Collier, David MIT:EX
Subject: RE: Labour market data for the Amazon response?

Hi Chris...

Thanks for reaching out. Yes, we will want to get this information from you for sure. My understanding is that Brian Krieger's team is the conduit into the Proposal working group for all Ministries, departments and agencies that the Province controls.

Nonetheless, I am copying Brian in here to comment. I have also copied James Raymond, our Manager for Research, who would be your direct contact if Brian would rather have you submit directly.

Why don't you touch base with Brian (or his colleague, David (copied)) first and then let us know.

Cheers;
Bryan

From: Holling, Chris JTST:EX [mailto:Chris.Holling@gov.bc.ca]
Sent: Monday, September 25, 2017 11:28 AM
To: Bryan Buggey <BBuggey@vancouvereconomic.com>
Subject: Labour market data for the Amazon response?

Hi Bryan,

I was looking at the Amazon RFP last week and noticed that you are taking the lead on the response & immediately thought that we could put together some labour market data for you, focused on the key occupations they mention they will need to hire. Would you like for us to send you this? it would be quick for us to pull together.

Regards,

Chris

Chris Holling
Director, Forecasting & Economic Analysis
B.C. Labour Market Information Office
Labour Market and Information Division
Ministry of Advanced Education, Skills and Training
Tel: (250) 507-7159 | Email: Chris.Holling@gov.bc.ca

Amazon HQ2 Labour Requirements Analysis

Prepared by the B.C. Labour Market Information Office
Labour Market and Information Division
B.C. Ministry of Advanced Education, Skills and Training

September 2017

SUMMARY

Greater Vancouver, defined as the Mainland/Southwest economic development region (see map on the next page), offers immediate access to a labour force of 1.7 million people with two large adjacent regions, Vancouver Island/Coast and Thompson-Okanagan, offering access to an additional labour force of 1.1 million people.

The region's workforce is highly educated with 64% of those employed in 2016 having a postsecondary degree, certificate or diploma and another 8% having some postsecondary education.

British Columbia's labour supply responds to increases in labour demand through mechanisms such as lower unemployment, higher labour force participation and increased rates of graduation from education programs that produce in-demand occupations. The province is also attractive to in-migrants from other provinces and countries and the Mainland/Southwest region tends to be their primary destination. Over the last ten years net in-migration to B.C. has ranged from about 30,000 to over 60,000 per year with the cycles driven significantly by changes in labour demand. When demand for labour increases in B.C., net in-migration has typically played a key role in supplementing the domestic provincial labour supply.

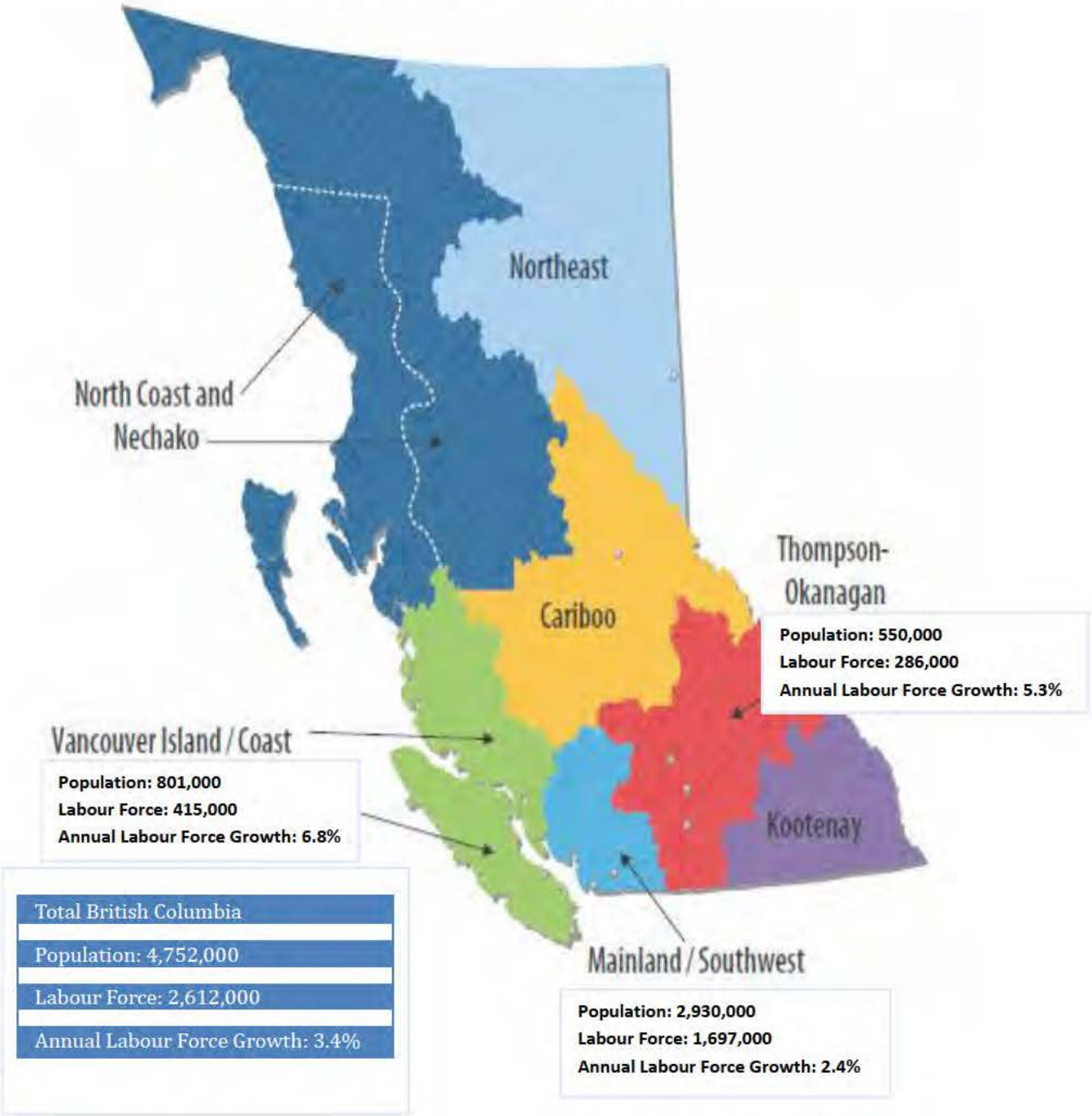
The region also offers a large pool of experienced workers in specific occupations that are directly relevant to the projected employee base at Amazon's second corporate headquarters (HQ2) as specified in the request for proposal. The region offers a labour force today of nearly 400,000 workers in these specific occupations and the rest of B.C. offers another 170,000. Over the next ten years, the B.C. government's B.C. Labour Market Outlook forecast projects an additional supply of these occupations in B.C. of nearly 250,000 from new entrants to the labour force, in-migration from other countries and Canadian provinces as well as inter-occupational mobility/advancement.

BACKGROUND

Amazon issued a request for proposal (RFP) for a project to build its second corporate headquarters (HQ2) and Vancouver is planning to submit a response to this RFP. The project is expected to create as many as fifty thousand (50,000) new full-time jobs with an average annual compensation exceeding one hundred thousand dollars (US$100,000) per employee, following commencement of operations.

The purpose of this analysis is to provide relevant labour market information regarding the labour requirements identified in the RFP.

B.C. Economic Development Regions



Note: Labour force growth is over the previous 12 months. Data for B.C. at the provincial level are seasonally adjusted. Data for the regions are not seasonally adjusted and are 3-month moving averages. Population data are for 2016, labour force data for August 2017.
Source: Statistics Canada

ANALYSIS

Overview of Mainland/Southwest Economic Development Region

The Mainland/Southwest development region comprises Metro Vancouver on the southwest tip, through the Fraser Valley to Hope, and north to Lillooet. It is the most populous and most economically significant among the seven economic development regions in B.C. The labour force in this region is considered to be the primary labour pool for the HQ2 project. The definition of the region is broadly analogous to the criteria that the U.S. Office of Management and Budget uses to define U.S. Metropolitan Statistical Areas.

This region has 58% of B.C.'s population and is home to 64% of the province's labour force. The region is among B.C.'s youngest regions demographically, with a labour force participation rate of 68% in August 2017, above the provincial average of 66.5%. In August 2017, the unemployment rate hit 4.7%, the lowest of all regions. (Source: Statistics Canada. Labour Force Survey)

Over the next ten years, over 600,000 job openings are anticipated in the region, representing two-in-three job openings in all of B.C. About two-thirds of these job openings will replace existing workers, with the remaining to fill new positions created due to economic growth. Employment in the region is forecast to increase 1.3% on average every year through 2027, the fastest growth rate of all economic regions and above the provincial average of 1.1%. (Source: B.C. Labour Market Outlook)

Adjacent Regions

Immediately to the west and east of Mainland/Southwest are the second and third largest economic development regions of the province. These regions have strong transportation and communication connections to Mainland/Southwest and also have concentrations of technology sector employment. Because of this, they can be considered highly accessible labour pools for the HQ2 project.

To the west is Vancouver Island/Coast with its key cities of Victoria and Nanaimo. This region has a labour force of 415,000 and a population 15 years and older of 670,000.

To the east is the Thompson-Okanagan region with its key cities of Kelowna and Kamloops. It has a labour force of nearly 290,000 and a population 15 years and older of over 440,000. (Source: Statistics Canada. Labour Force Survey)

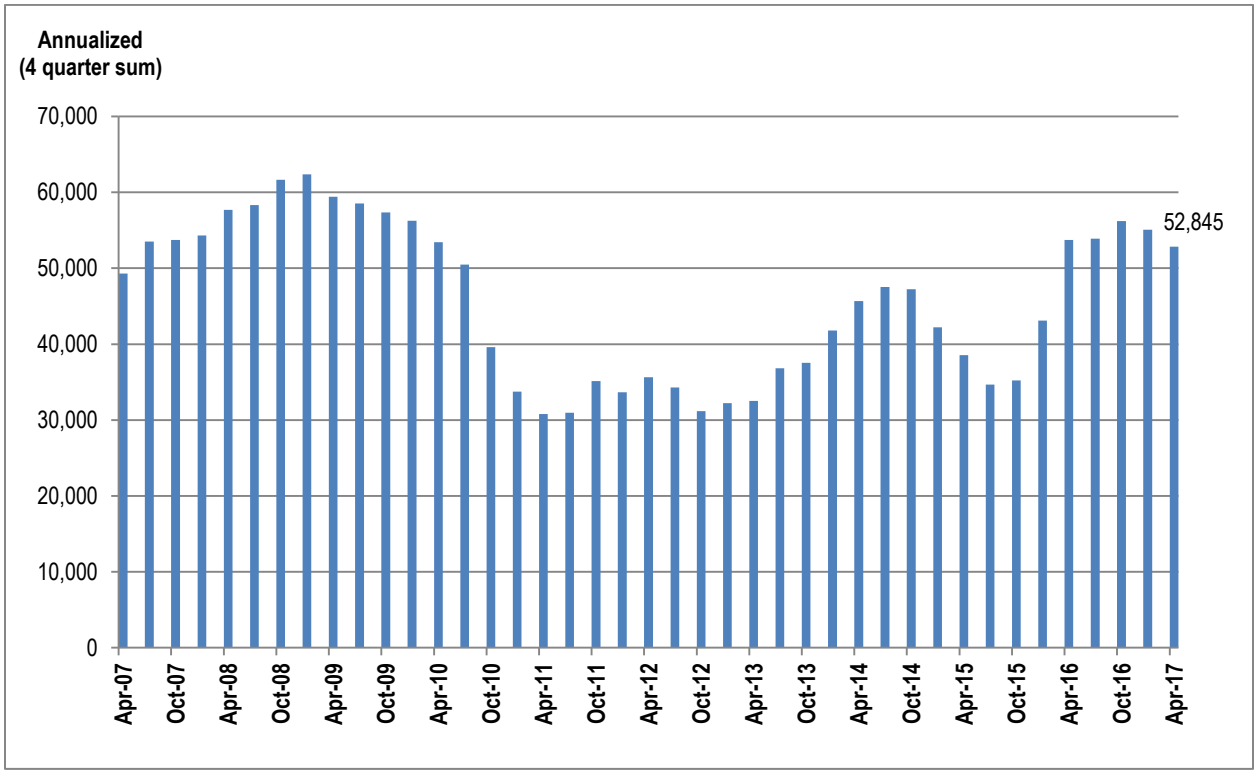
Education

The Mainland/Southwest region has a well-educated labour force. According to Statistics Canada's Labour Force Survey, in 2016 34% of those employed had a university degree, another 30% had a postsecondary certificate or diploma and another 8% had some postsecondary education. (Source: Statistics Canada, Labour Force Survey custom tabulation via B.C. Labour Market Information Office.)

In-migration to British Columbia

British Columbia is an attractive destination that receives a strong inflow of in-migrants each year, both from other Canadian provinces as well as international immigrants. Over the last ten years, net in-migration has ranged from about 30,000 to over 60,000 on an annualized 4-quarter sum basis.

***Figure 1**: Net In-migration to B.C.: interprovincial and international*



Source: Statistics Canada

In-migration tends to respond to labour demand growth in British Columbia. This means that in-migration provides an additional source of labour supply to supplement domestic supply sources such as lower unemployment, higher labour participation, and increased rates of graduation from programs that supply in-demand occupations.

Current Labour Force Characteristics for Key Amazon HQ Occupations

Canada uses its own National Occupational Classification (NOC) to categorize standard occupations covered by Canadian statistical, employment and immigration agencies. This is a system similar in concept to the U.S. Standard Occupational Classification (SOC), however, the U.S. SOC system covers more detailed occupations (840 in total) than the Canadian NOC system (500 detailed occupations)[1].

According to the Amazon HQ2 RFP, the jobs will likely be broken down into five categories: executive/management, engineering with a preference for software development engineers (SDE), legal,

[1] Canada NOC: http://noc.esdc.gc.ca/English/noc/welcome.aspx?ver=16 U.S. SOC: https://www.bls.gov/soc/

accounting, and administrative. Following the Canadian National Occupational Classification (NOC) the relevant key occupational groups (mostly at the 3-digit NOC level) are:

Executive/management

- NOC 011 Administrative services managers
- NOC 012 Managers in financial and business services
- NOC 021 Managers in engineering, architecture, science and information systems
- NOC 060 Corporate sales managers
- NOC 071 Managers in construction and facility operation and maintenance

Engineering with a preference for software development engineers (SDE)

- NOC 217 Computer and information systems professionals, including NOC 2173 Software engineers and designers
- NOC 228 Technical occupations in computer and information systems

Legal

- NOC 4112 - Lawyers and Quebec notaries (within NOC 411)
- NOC 4211 - Paralegal and related occupations (within NOC 421)

Accounting

- NOC 111 Auditors, accountants and investment professionals
- NOC 131 Finance, insurance and related business administrative occupations
- NOC 143 Financial, insurance and related administrative support workers

Administrative

- NOC 112 Human resources and business service professionals
- NOC 121 Administrative services supervisors
- NOC 122 Administrative and regulatory occupations
- NOC 124 Office administrative assistants - general, legal and medical
- NOC 141 General office workers
- NOC 142 Office equipment operators
- NOC 145 Library, correspondence and other clerks

Table 1 shows current labour force estimates for the HQ2 occupations in B.C. and the Mainland/Southwest region. The region is considered the primary, most accessible labour pool for the project, however, labour in B.C. is mobile and the labour force in the rest of the province is a significant supplementary labour pool. The source for these data is Statistics Canada's monthly Labour Force Survey.

Table 1: *Labour force characteristics by occupational group, B.C. and Mainland/Southwest, 2016*

Occupation	**B.C. Labour Force ('000)**	**Mainland /Southwest Labour Force ('000)**	**Average B.C. hourly wage rate (Canadian $ per hour)**
011 Administrative services managers	14.2	9.3	39.11
012 Managers in financial and business services	11.6	8.3	40.88
021 Managers in engineering, architecture, science and information systems	11.6	8.8	47.63
060 Corporate sales managers	1.5	1.1	-
071 Managers in construction and facility operation and maintenance	42.2	31.0	37.14
217 Computer and information systems professionals	54.6	43.0	38.13
228 Technical occupations in computer and information systems	18.7	14.3	33.03
411 Judges, lawyers and Quebec notaries	15.1	11.3	45.44
421 Paraprofessional occupations in legal, social, community and education services	54.7	34.6	20.80
111 Auditors, accountants and investment professionals	61.0	45.9	32.38
131 Finance, insurance and related business administrative occupations	31.5	17.8	22.63
143 Financial, insurance and related administrative support workers	29.1	20.1	22.49
112 Human resources and business service professionals	40.0	28.4	34.05
121 Administrative services supervisors	21.8	16.0	26.52
122 Administrative and regulatory occupations	54.6	34.4	24.91
124 Office administrative assistants -	38.9	27.3	23.09

Occupation	B.C. Labour Force ('000)	Mainland /Southwest Labour Force ('000)	Average B.C. hourly wage rate (Canadian $ per hour)
general, legal and medical			
141 General office workers	55.5	35.2	20.15
142 Office equipment operators	5.8	4.2	18.37
145 Library, correspondence and other clerks	9.7	6.6	22.07
Total of occupational groups	**572.1**	**397.6**	**N/A**

Source: Labour Force Survey custom tabulation data (2016) that is provided by the Labour Market Information Office, Government of B.C.

Labour Market Demand Forecast for Key Occupations

Future labour demand is represented by the anticipated number of job openings over the forecast period, according to the B.C. Labour Market Outlook forecast produced by the B.C. Labour Market Information Office within the B.C. Ministry of Advanced Education, Skills and Training. Table 2 and Table 3 show the projections of the 2017-2027 10-year total job openings for occupations of interest in B.C. and Mainland/Southwest, respectively. By concept, job openings contain two components – expansion demand and replacement demand. Expansion represents the new demand due to economic growth, and replacement reflects the need to replace retiring workers and workers who leave the labour force permanently due to other reasons.

For those key occupations, the 2017-2027 total job openings in Mainland/Southwest account for almost three quarters (72%) of the total expected job openings in B.C. under a base case scenario. Additional background on this forecast is available in the main report at www.workbc.ca/labourmarketoutlook

For the province as a whole, 32% of the 10-year job openings for these occupations are due to expansion demand and the remaining 68% belong to replacement demand. In contrast, 35% of the total job openings for the key occupations are driven by economic growth in Mainland/Southwest.

***Table 2**: 10-year total job openings by occupational group, B.C., 2017-2027*

Occupation	Job Openings	Expansion	Replacement
011 Administrative services managers	10,557	2,397	8,160
012 Managers in financial and business services	16,355	3,759	12,596
021 Managers in engineering, architecture, science and information systems	6,188	2,163	4,025
060 Corporate sales managers	5,231	1,151	4,080
071 Managers in construction and facility operation and maintenance	13,400	1,534	11,866
217 Computer and information systems professionals	27,003	15,136	11,867
228 Technical occupations in computer and information systems	7,361	3,387	3,973
411 Judges, lawyers and Quebec notaries	3,693	1,230	2,464
421 Paraprofessional occupations in legal, social, community and education services	24,348	8,727	15,621
111 Auditors, accountants and investment professionals	17,988	5,214	12,774
131 Finance, insurance and related business administrative occupations	12,896	3,192	9,704
143 Financial, insurance and related administrative support workers	9,747	2,804	6,942
112 Human resources and business service professionals	10,246	3,967	6,279
121 Administrative services supervisors	4,569	1,036	3,534
122 Administrative and regulatory occupations	33,070	7,729	25,341
124 Office administrative assistants - general, legal and medical	17,554	4,857	12,697
141 General office workers	24,206	8,824	15,382
142 Office equipment operators	1,628	522	1,106
145 Library, correspondence and other clerks	3,052	977	2,075
Total of occupational groups	**249,094**	**78,608**	**170,486**

Source: B.C. Labour Market Outlook 2017 Edition that is provided by the Labour Market Information Office, Government of B.C.

***Table 3**: 10-year total job openings by occupational group, Mainland/Southwest, 2017-2027*

Occupation	Job Openings	Expansion	Replacement
011 Administrative services managers	8,301	2,044	6,257
012 Managers in financial and business services	12,215	2,984	9,231
021 Managers in engineering, architecture, science and information systems	5,237	1,922	3,315
060 Corporate sales managers	4,121	941	3,180
071 Managers in construction and facility operation and maintenance	8,822	1,148	7,674
217 Computer and information systems professionals	22,083	13,028	9,055
228 Technical occupations in computer and information systems	5,898	2,867	3,031
411 Judges, lawyers and Quebec notaries	2,951	1,169	1,782
421 Paraprofessional occupations in legal, social, community and education services	15,759	6,263	9,496
111 Auditors, accountants and investment professionals	14,108	4,668	9,440
131 Finance, insurance and related business administrative occupations	7,716	2,309	5,407
143 Financial, insurance and related administrative support workers	7,357	2,368	4,989
112 Human resources and business service professionals	8,094	3,376	4,718
121 Administrative services supervisors	3,474	852	2,622
122 Administrative and regulatory occupations	21,673	5,620	16,053
124 Office administrative assistants - general, legal and medical	11,090	3,533	7,558
141 General office workers	16,335	6,615	9,721
142 Office equipment operators	1,328	457	871
145 Library, correspondence and other clerks	1,943	727	1,216
Total of occupational groups	**178,506**	**62,891**	**115,615**

Source: B.C. Labour Market Outlook 2017 Edition that is provided by the Labour Market Information Office, Government of B.C.

Labour Market Supply Forecast for Key Occupations

Table 4 shows the 10-year total additions of supply components for these key occupations.

***Table 4**: 10-year total additions of supply components by occupational group, B.C., 2017-2027*

	New Entrant Supply (17 to 29 years old)		Net In-Migration (All Ages)		Inter-Occupational Mobility/Change in Labour Force Participation (30+ years old)		
Occupation	**Public Post-secondary & All Trades**	**Other**	**International**	**Interprovincial**	**Public Post-secondary & All Trades**	**Other**	**Total Supply Addition**
011 Administrative services managers	320	0	1,520	120	1,360	7,070	10,390
012 Managers in financial and business services	3,210	0	1,400	230	1,010	10,260	16,110
021 Managers in engineering, architecture, science and information systems	340	0	1,260	50	440	4,080	6,170
060 Corporate sales managers	560	0	740	60	200	3,560	5,120
071 Managers in construction and facility operation and maintenance	1,180	0	1,240	210	700	9,880	13,210
217 Computer and information systems professionals	8,580	4,100	8,940	2,080	2,080	1,360	27,140
228 Technical occupations in computer and information systems	2,590	820	1,980	600	970	310	7,270
411 Judges, lawyers and Quebec notaries	1,590	980	500	100	710	-320	3,560
421 Paraprofessional occupations in legal, social, community and education services	11,180	3,070	4,530	3,540	6,440	-4,940	23,820
111 Auditors, accountants and investment professionals	9,020	1,580	4,970	1,470	2,360	-1,840	17,560
131 Finance, insurance and related business administrative occupations	2,070	2,780	2,140	1,900	750	2,990	12,630
143 Financial, insurance and related administrative support workers	4,650	2,280	3,480	930	1,420	-3,240	9,520
112 Human resources and business service professionals	9,060	760	1,250	910	2,190	-4,050	10,120
121 Administrative services supervisors	530	0	560	50	180	3,180	4,500

	New Entrant Supply (17 to 29 years old)		Net In-Migration (All Ages)		Inter-Occupational Mobility/Change in Labour Force Participation (30+ years old)		
Occupation	**Public Post-secondary & All Trades**	**Other**	**International**	**Interprovincial**	**Public Post-secondary & All Trades**	**Other**	**Total Supply Addition**
122 Administrative and regulatory occupations	6,170	0	4,110	3,930	2,140	16,230	32,580
124 Office administrative assistants - general, legal and medical	6,640	3,260	3,540	2,700	2,090	-1,060	17,170
141 General office workers	8,420	5,590	4,580	2,780	2,380	-40	23,710
142 Office equipment operators	320	390	750	110	110	-100	1,580
145 Library, correspondence and other clerks	880	770	450	400	360	120	2,980
Total of occupational groups	**77,310**	**26,380**	**47,940**	**22,170**	**27,890**	**43,450**	**245,140**

Source: B.C. Labour Market Outlook 2017 Edition; B.C. Post-Secondary Supply Model 5th Edition. Both data are provided by the Labour Market Information Office, Government of B.C.

Demand and Supply Forecast for Key Occupations

Table 5 shows how expected job openings will be filled by various supply components and to what degree. For those key occupational groups as a whole, 31% of their anticipated job openings in the province will be filled by new labour market entrants (aged 17-29) graduating from B.C.'s public post-secondary institutions, 11% to be filled by other types of new entrants aged 17-29, 28% by migrants (19% via international immigration and 9% via interprovincial migration), and another 29% to be filled through inter-occupational mobility.

For example, on one side, new labour market entrants graduating from B.C.'s public post-secondary institutions are expected to fill most of the anticipated job openings for Human resources and business service professionals (88%); on the other side, the vast majority of the job openings for management occupations will be filled through other supply sources such as inter-occupational mobility as those positions usually require certain years of work experience.

The B.C. Labour Market Outlook expects that 98% of the anticipated 10-year job openings will be filled by the various sources of labour supply the remaining 2% will be filled through reduced unemployment.

***Table 5**: Percentages of job openings to be filled by supply component for key occupational groups, B.C., 2017-2027*

		New Entrant Supply (17-29)		Net In-Migration		Inter-Occupational Mobility		
Occupation	**Job Openings**	**Public Post-secondary & All Trades**	**Other**	**International**	**Interprovincial**	**Public Post-secondary & All Trades**	**Other**	**Total Supply Addition**
011 Administrative services managers	10,557	3%	0%	14%	1%	13%	67%	98%
012 Managers in financial and business services	16,355	20%	0%	9%	1%	6%	63%	99%
021 Managers in engineering, architecture, science and information systems	6,188	5%	0%	20%	1%	7%	66%	100%
060 Corporate sales managers	5,231	11%	0%	14%	1%	4%	68%	98%
071 Managers in construction and facility operation and maintenance	13,400	9%	0%	9%	2%	5%	74%	99%
217 Computer and information systems professionals	27,003	32%	15%	33%	8%	8%	5%	101%
228 Technical occupations in computer and information systems	7,361	35%	11%	27%	8%	13%	4%	99%
411 Judges, lawyers and Quebec notaries	3,693	43%	27%	14%	3%	19%	-9%	96%
421 Paraprofessional occupations in legal, social, community and education services	24,348	46%	13%	19%	15%	26%	-20%	98%
111 Auditors, accountants and investment professionals	17,988	50%	9%	28%	8%	13%	-10%	98%
131 Finance, insurance and related business administrative occupations	12,896	16%	22%	17%	15%	6%	23%	98%
143 Financial, insurance and related administrative support workers	9,747	48%	23%	36%	10%	15%	-33%	98%
112 Human resources and business service professionals	10,246	88%	7%	12%	9%	21%	-40%	99%
121 Administrative services supervisors	4,569	12%	0%	12%	1%	4%	70%	98%
122 Administrative and regulatory occupations	33,070	19%	0%	12%	12%	6%	49%	99%

		New Entrant Supply (17-29)		Net In-Migration		Inter-Occupational Mobility		
Occupation	**Job Openings**	**Public Post-secondary & All Trades**	**Other**	**International**	**Interprovincial**	**Public Post-secondary & All Trades**	**Other**	**Total Supply Addition**
124 Office administrative assistants - general, legal and medical	17,554	38%	19%	20%	15%	12%	-6%	98%
141 General office workers	24,206	35%	23%	19%	11%	10%	0%	98%
142 Office equipment operators	1,628	20%	24%	46%	7%	7%	-6%	97%
145 Library, correspondence and other clerks	3,052	29%	25%	15%	13%	12%	4%	98%

Source: B.C. Labour Market Outlook 2017 Edition; B.C. Post-Secondary Supply Model 5th Edition. Both data are provided by the Labour Market Information Office, Government of B.C.

From:	"James Raymond"
To:	"Ian McKay" <IMcKay@vancouvereconomic.com>
CC:	"Tania Parisella" <TParisella@vancouvereconomic.com> "Bryan Buggey" <BBuggey@vancouvereconomic.com>
Date:	9/26/2017 8:10:59 PM
Subject:	FW: Project Plan and Progress Update
Attachments:	Amazon_HQ2_Project Plan_DRAFT_09_26_2017.pdf

Sure you got this Ian already from multiple sources (sorry for delay, was hosting the Pitchbook event when it came in) but just in case not here is the project plan.

I'm happy with it, think we have ironed out some process issues and can now go all out on delivering the package.

Will keep you updated, and flag asap if I have any concerns on delivery

JAMES RAYMOND
Manager, Research & Analysis
Vancouver Economic Commission
P: 604 336 8021| C: 778 788 7721

From: Diamandiev, Slavi (CA - British Columbia) [mailto:sdiamandiev@deloitte.ca]
Sent: September 26, 2017 4:44 PM
To: Sadhu.Johnston@vancouver.ca; 'VALalonde@surrey.ca'; brian.krieger@gov.bc.ca; david.collier@gov.bc.ca; Stephen Wu (swu@surrey.ca) <swu@surrey.ca>; Ian McKay <IMcKay@vancouvereconomic.com>
Cc: Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>; Beaton, Douglas (CA - British Columbia) <dbeaton@deloitte.ca>; James Raymond <JRaymond@vancouvereconomic.com>
Subject: Project Plan and Progress Update
Importance: High

Steering Committee,

Please find attached the draft project plan, which outlines the objectives, approach, governance, stakeholder engagement and critical path to delivering on the project by the deadline. This document is intended for internal project use only, please do not forward to external stakeholders. Doug and I are both on flights during tomorrow's Steering Committee meeting and we understand it is not possible to schedule to another time this week, so please feel free to send us any feedback or questions you may have. Tom Corner from Deloitte will attend to listen in on the discussion.

We have made substantial progress since the last steering committee meeting, including:

- Developed and circulated a request for suitable sites to city managers and developer community
- Drafted project plan (attached)
- Drafted initial storyboard, identified preliminary messaging and key supporting data points
- Began data collection and analysis for Talent section
- Conducted initial stakeholder interviews with:
  - City of Vancouver
  - City of Surrey
  - 13 of 20 large lower mainland companies for testimonials
  - Harbour Air
  - Air Canada
- Scheduled interviews with:
  - Shaw Cable
  - Telus

James, could you kindly forward this update and the attached project plan to the VEC team?

Thank you,

- Slavi

Slavi Diamandiev
Economics Advisory Leader, Western Canada

Financial Advisory Services
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | LinkedIn Profile | deloitte.ca

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From: Diamandiev, Slavi (CA - British Columbia)
Sent: Monday, September 25, 2017 5:35 PM
To: 'Sadhu.Johnston@vancouver.ca' <Sadhu.Johnston@vancouver.ca>; 'VALalonde@surrey.ca'
Cc: Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>; Beaton, Douglas (CA - British Columbia) <dbeaton@deloitte.ca>; 'brian.krieger@gov.bc.ca' <brian.krieger@gov.bc.ca>; 'david.collier@gov.bc.ca' <david.collier@gov.bc.ca>; 'Stephen Wu (swu@surrey.ca)' <swu@surrey.ca>; 'Ian McKay' <IMcKay@vancouvereconomic.com>
Subject: URGENT: For Distribution Today
Importance: High

Thank you to everyone who provided feedback on the request for proposal of suitable sites. Please find the final version attached.

Vincent, Sadhu, could you kindly work with your teams to circulate the RFP to the city managers and developer community. If you could do so tonight, it will be much appreciated as we have given Friday, September 29th as the deadline.

Thank you,

- Slavi

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | LinkedIn Profile | deloitte.ca

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From: Diamandiev, Slavi (CA - British Columbia)
Sent: Sunday, September 24, 2017 12:47 PM
To: Ian McKay <IMcKay@vancouvereconomic.com>; Sadhu.Johnston@vancouver.ca; 'VALalonde@surrey.ca'; brian.krieger@gov.bc.ca; david.collier@gov.bc.ca; Stephen Wu (swu@surrey.ca) <swu@surrey.ca>
Cc: Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>; Beaton, Douglas (CA - British Columbia) <dbeaton@deloitte.ca>
Subject: RE: CONFIDENTIAL: Amazon HQ2 Sites Needed

Hi All –

Please find attached a revised version of the RFP I, which incorporates feedback we have received to date. Please review and let us know if you would like to make further changes by noon on Monday. We'd like to circulate to the city managers and developers by end of day Monday, since the deadline to respond is end of week.

Thank you and have a nice rest of the weekend.

- Slavi

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | LinkedIn Profile | deloitte.ca

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From: Beaton, Douglas (CA - British Columbia)
Sent: Friday, September 22, 2017 7:09 PM
To: Ian McKay <IMcKay@vancouvereconomic.com>; Sadhu.Johnston@vancouver.ca; 'VALalonde@surrey.ca'; brian.krieger@gov.bc.ca; david.collier@gov.bc.ca; Stephen Wu (swu@surrey.ca) <swu@surrey.ca>
Cc: Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>; Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>
Subject: FW: CONFIDENTIAL: Amazon HQ2 Sites Needed

Steering committee,

Following up on our meeting and Sadhu's email, attached is the draft note outlining the relevant criteria, deadline and contacts for site selection. Please send any comments by end of day tomorrow, after that we'll distribute to city planners and others.

Note that Slavi Diamandiev, our Economics and Policy practice leader, who's copied will be the lead. Any questions, let us know.

Doug

Douglas Beaton
Partner | Deloitte LLP
D: +1 (604) 640-3058 | M: +1 (604) 417-0450
dbeaton@deloitte.ca

Deloitte.

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From: Johnston, Sadhu [mailto:Sadhu.Johnston@vancouver.ca]
Sent: Friday, September 22, 2017 4:19 PM
To: 'juli.kolby@anmore.com' <juli.kolby@anmore.com>; 'ldysart@belcarra.ca' <ldysart@belcarra.ca>; 'klalonde@bimbc.ca' <klalonde@bimbc.ca>; 'Lambert.Chu@burnaby.ca' <Lambert.Chu@burnaby.ca>; 'Carol.Mason@metrovancouver.org' <Carol.Mason@metrovancouver.org>; 'psteblin@coquitlam.ca' <psteblin@coquitlam.ca>; 'gharvie@corp.delta.bc.ca' <gharvie@corp.delta.bc.ca>; 'fcheung@langleycity.ca' <fcheung@langleycity.ca>; 'mbakken@tol.ca' <mbakken@tol.ca>; 'admin@lionsbay.ca' <admin@lionsbay.ca>; 'pgill@mapleridge.ca' <pgill@mapleridge.ca>; 'lspitale@newwestcity.ca' <lspitale@newwestcity.ca>; 'ktollstam@cnv.org' <ktollstam@cnv.org>; 'StuartD@dnv.org' <StuartD@dnv.org>; 'mroberts@pittmeadows.bc.ca' <mroberts@pittmeadows.bc.ca>; 'leeburnj@portcoquitlam.ca' <leeburnj@portcoquitlam.ca>; 'tsavoie@portmoody.ca' <tsavoie@portmoody.ca>; 'gduncan@richmond.ca' <gduncan@richmond.ca>; 'VALalonde@surrey.ca' <VALalonde@surrey.ca>; 'tfletcher@tsawwassenfirstnation.com' <tfletcher@tsawwassenfirstnation.com>; Johnston, Sadhu <Sadhu.Johnston@vancouver.ca>; 'nleemhuis@westvancouver.ca' <nleemhuis@westvancouver.ca>; 'dbottrill@whiterockcity.ca' <dbottrill@whiterockcity.ca>
Cc: Ian McKay <IMcKay@vancouvereconomic.com>; Marley, Eleena <Eleena.Marley@vancouver.ca>; Beaton, Douglas (CA - British Columbia) <dbeaton@deloitte.ca>
Subject: CONFIDENTIAL: Amazon HQ2 Sites Needed

Greetings RAAC-

The Vancouver Economic Commission (with Vancouver) along with the City of Surrey are coordinating with the Province to submit a bid for the Amazon HQ2. Given the really short timelines, Vince and I decided that we'd help champion getting something in from the lower mainland municipalities. We don't intend to step on any toes, but rather just wanted to make sure that we have a coordinated approach. We did a quick competitive procurement and have selected Deloitte to help pull together the bid.

So, with that said, we have less than 4 weeks left to put forward a compelling bid that demonstrates a strong opportunity for Amazon to grow their operations in our lower mainland community.

We need additional sites throughout the region that can be considered. They see a 15 year build-out, so some sites would be built out sooner than others. While we figure out the criteria for their selection process, we wanted to give RAAC members a heads-up to be looking for appropriate sites. We intend to put out a call for the submission of sites early next week that will outline their criteria.

In the meantime, if you have a site in your community (or have been approached by a developer that has a site) for an early phase, or a later phase, please let Doug Beaton at Deloitte know. His email is: dbeaton@deloitte.ca

Thanks very much. Feel free to call me, Vince, or Ian McKay from the VEC if you have questions or comments.

Thanks

Sadhu (with Vince and Ian)

Sadhu Aufochs Johnston | City Manager
City of Vancouver | 453 W 12th Avenue
Vancouver | BC V5Y 1V4
604.873.7627 |Sadhu.johnston@vancouver.ca
Twitter: sadhuajohnston

CITY OF VANCOUVER

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From: "Corner, Tom \(CA - British Columbia\)" <tcorner@deloitte.ca>
To: "Shutsa, Christopher (CA - Bri ish Columbia)" <cshutsa@deloitte.ca>
"Khan, Farah \(CA - British Columbia\)" <farakhan@deloitte.ca>
CC: "Hilts, David (CA - Toronto)" <dhilts@deloitte.ca>
"James Raymond" <JRaymond@vancouvereconomic.com>
Date: 10/14/2017 2:11:48 PM
Subject: FW: Real Estate Sites - Missing Content
Attachments: Amazon HQ2 Sites.DH comments.docx
SITES - Design Layouts 1-4 - DRAFT.compressed.DH comments.pdf

---

Thanks, Dave. Looks good to me.

Chris, Farah, I don't want to email Claire directly as this may complicate version control. Please find attached Dave's suggested text, and comments in the pdf, for Claire to incorporate if you agree.

Thanks,

--
Tom Corner
Manager | Economics and Policy Advisory
Deloitte
2800 – 1055 Dunsmuir Street, 4 Bentall Centre, Vancouver, British Columbia, V7X 1P4, Canada
D: +1 (604) 640 3100 | M: +1 (778) 706 2836
tcorner@deloitte.ca | deloitte.ca
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From: Hilts, David (CA - Toronto)
Sent: Saturday, October 14, 2017 1 58 PM
To: Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>
Subject: RE: Real Estate Sites - Missing Content

Added some comments and ed ts

Dave Hilts
Deloitte
Direct 604-908-8242
www.deloitte.ca

From: Corner, Tom (CA - British Columbia)
Sent: Saturday, October 14, 2017 3:31 PM
To: Hilts, David (CA - Toronto) <dhilts@deloitte.ca>
Subject: FW: Real Estate Sites - Missing Content

Hi Dave,

As discussed, we would be grateful if you could provide us with the info that should be included in the highlighted areas of the pdf.

If it is possible to get this info in the next couple of hours so the partners can review, it would be greatly appreciated.

Best,

--
Tom Corner
Manager | Economics and Policy Advisory
Deloitte
2800 – 1055 Dunsmuir Street, 4 Bentall Centre, Vancouver, British Columbia, V7X 1P4, Canada
D: +1 (604) 640 3100 | M: +1 (778) 706 2836
tcorner@deloitte.ca | deloitte.ca
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From: Claire Campbell [mailto:ccampbell@vancouvereconomic.com]
Sent: Saturday, October 14, 2017 12:28 PM
To: Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>
Subject: Real Estate Sites - Missing Content

Hi Tom,

Here are the site pages, as most up to date as I have.

Thanks,
Claire

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s.13(1)

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s.13(1)

s.13(1)

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s.13(1)

From:	"Diamandiev, Slavi \(CA - British Columbia\)" <sdiamandiev@deloitte.ca>
To:	"James Raymond" <JRaymond@vancouvereconomic.com>
CC:	"Ian McKay" <IMcKay@vancouvereconomic.com> "Beaton, Douglas \(CA - British Columbia\)" <dbeaton@deloitte.ca> "Corner, Tom \(CA - British Columbia\)" <tcorner@deloitte.ca> "Collier, David JTT:EX" <David.Collier@gov.bc.ca>
Date:	10/19/2017 11:07:00 AM
Subject:	FW: sharing proposal with Advisory Group
Attachments:	Summary of Provincial Committments redact.docx

Hi James,

Please see below and attached. Could you please communicate this to the team at VEC before a final version is produced for the Advisory Group. s.13(1)
s.13(1)

Thank you,

Slavi

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Serv ces
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | LinkedIn Profile | delo tte.ca

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From: Collier, David JTT:EX [mailto:David.Collier@gov.bc.ca]
Sent: Thursday, October 19, 2017 11:01 AM
To: Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>; Beaton, Douglas (CA - British Columbia) <dbeaton@deloitte.ca>
Cc: Krieger, Brian JTT:EX <Brian.Krieger@gov.bc.ca>
Subject: sharing proposal with Advisory Group
Importance: High

s.13(1)

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New Provincial Incentives - Amazon HQ2		
Incentive	**Description**	**Timetable for incentive approvals**
1	s.13(1), s.17(1)	
2		
3		
4		

		s.13(1), s.17(1)	
5	s.13(1), s.17(1)		
6	Identity Management	• B.C. Government is a recognized leader in growing its digital economy and delivering digital services to its citizens. • B.C. is the only jurisdiction in North America with legislated authority to offer its citizens privacy enhancing digital identity capabilities. The program is delivered through the chip-enabled BC Services Card to 4 million residents and is the foundation upon which B.C. is moving forward into future digital identity capabilities. s.13(1), s.17(1)	s.13(1), s.17(1)

		s.13(1), s.17(1)	
7	Cascadia Innovation Corridor	The Cascadia Innovation Corridor is a cross-border initiative that aims to bring the Vancouver and Seattle regions closer together to increase economic growth and innovation. Recent successes include: • Opening of a new British Columbia Trade and Investment Office in Seattle to help support B.C. tech exporters and Washington tech companies considering a presence in B.C. • Collaboration between British Columbia Institute of Technology, Lake Washington Institute of Technology and Oregon Institute of Technology to jointly leverage applied education offerings in high-demand STEM fields • Establishment of the Cascadia Innovation Network, which focuses on introducing start-ups to cross-border funding and support opportunities. Members include University of Washington, Oregon Health and Science University, Portland State University Business Accelerator, B.C.'s Innovation Boulevard, Accelerate Okanagan, and others New initiatives include: • New seaplane route linking Seattle and Vancouver harbours (final announcement expected by end of 2017) s.13(1), s.17(1)	Negotiations for the seaplane route are currently ongoing. s.13(1), s.17(1)
8	s.13(1), s.17(1)		

		s.13(1), s.17(1)	
9	Affordable Housing	Improving housing affordability is a priority for the BC government. BC has committed to: • Building 114,000 affordable units over the next 10 years • Formation of a housing working group reporting directly to Cabinet • Provincial Partnerships conference in December 2017 to identify further concrete actions government can take to improve affordability	The 114,000 units to be built in partnership are a platform commitment and something that the Ministry of Municipal Affairs and Housing will be working to fulfill over the next ten years. BC Government has funding and program decision on implementation of the 114,000 but no legislation will be required.
10	s.13(1), s.17(1)		

		s.13(1), s.17(1)	
11	Sustainable Tall Wood Buildings	• The Government of BC is eager to advance new commercial partnerships to further the use of wood in leading construction projects, including creating links to technical expertise, overcoming code and regulatory barriers, and helping offset "innovation risks" and/or additional costs incurred to commercialize new building technologies and construction practices. • The BC Government will financially support the costs of promoting and leveraging the learnings and best practices from innovative wood construction projects • Amazon's own Minneapolis operations are located in the T3 building– an innovative wood structure designed and built by BC firms, using BC engineered wood products	No legislative approval is required. The type of support referenced would be considered part of normal program of activities.

From: "Corner, Tom \(CA - British Columbia\)" <tcorner@deloitte.ca>
To: "George PR Benson" <gbenson@vancouvereconomic.com>
CC: "James Raymond" <JRaymond@vancouvereconomic.com>
"Shutsa, Christopher \(CA - British Columbia\)" <cshutsa@deloitte.ca>
Date: 10/16/2017 7:43:22 PM
Subject: FW: Time-sensitive, confidential questions

--
Tom Corner
Manager | Economics and Policy Advisory
Deloitte
2800 – 1055 Dunsmuir Street, 4 Bentall Centre, Vancouver, British Columbia, V7X 1P4, Canada
D: +1 (604) 640 3100 | M: +1 (778) 706 2836
tcorner@deloitte.ca | deloitte.ca
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From: Kiersten Enemark [mailto:Kiersten.Enemark@sjrb.ca]
Sent: Monday, October 16, 2017 6:08 PM
To: Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>
Subject: RE: Time-sensitive, confidential questions

High level, here are our answers:

s.17(1), s.21(1)

s.17(1), s.21(1)

s.17(1), s.21(1)

From: Corner, Tom (CA - British Columbia) [mailto:tcorner@deloitte.ca]
Sent: Monday, October 16, 2017 4:14 PM
To: Kiersten Enemark
Subject: RE: Time-sensitive, confidential questions

Thanks, Kiersten. Understood. Anything you can do to get us the information for the first two questions by end of day would make a big difference to our ability to include it in the proposal.

Alternatively, please note that our deadline for sending the document to the printer is 10:30 a.m. tomorrow.

Thanks for your help, and not to worry if the timing of this request is too tight.

Best,

--
Tom Corner
Manager | Economics and Policy Advisory
Deloitte
2800 – 1055 Dunsmuir Street, 4 Bentall Centre, Vancouver, British Columbia, V7X 1P4, Canada
D: +1 (604) 640 3100 | M: +1 (778) 706 2836

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From: Kiersten Enemark [mailto:Kiersten.Enemark@sjrb.ca]
Sent: Monday, October 16, 2017 3:55 PM
To: Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>
Subject: Re: Time-sensitive, confidential questions

Tom,

I've reached out with the request. Most likely I won't have feedback until tomorrow morning.

Sent from my Samsung Galaxy smartphone.
-------- Original message --------
From: "Corner, Tom (CA - British Columbia)" <tcorner@deloitte.ca>
Date: 10-16-2017 1:37 PM (GMT-08:00)
To: Kiersten Enemark <Kiersten.Enemark@sjrb.ca>
Subject: Time-sensitive, confidential questions

Hi Kiersten,

We have a couple of questions we were hoping you might have a fast answer to vis-à-vis fibre optics. Please treat these questions as confidential, and do not share except as needed.

s.17(1)

s.17(1)

s.17(1)

The first two questions are most important. We would need answers today, if possible.

Many thanks for your help, and feel free to give me a call if you have any questions.

Best,

--
Tom Corner
Manager | Economics and Policy Advisory
Deloitte
2800 – 1055 Dunsmuir Street, 4 Bentall Centre, Vancouver, British Columbia, V7X 1P4, Canada
D: +1 (604) 640 3100 | M: +1 (778) 706 2836
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From: Kiersten Enemark [mailto:Kiersten.Enemark@sjrb.ca]
Sent: Monday, October 16, 2017 12:36 PM
To: Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>
Subject: RE: Shaw Submission

I'm having problems with connectivity.

Not ideal, but could you email me your request?

From: Corner, Tom (CA - British Columbia) [mailto:tcorner@deloitte.ca]
Sent: Monday, October 16, 2017 12:16 PM
To: Kiersten Enemark
Subject: RE: Shaw Submission

Hi Kiersten,

Sounds good. Calling you now from
my cell.

Thanks,

--
Tom Corner
Manager | Economics and Policy Advisory
Deloitte
2800 – 1055 Dunsmuir Street, 4 Bentall Centre, Vancouver, British Columbia, V7X 1P4, Canada
D: +1 (604) 640 3100 | M: +1 (778) 706 2836
tcorner@deloitte.ca | deloitte.ca
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From: Kiersten Enemark [mailto:Kiersten.Enemark@sjrb.ca]
Sent: Monday, October 16, 2017 12:13 PM
To: Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>
Subject: RE: Shaw Submission

Hi Tom,

Could you please try calling me again? 778-928-1919

From: Corner, Tom (CA - British Columbia) [mailto:tcorner@deloitte.ca]
Sent: Saturday, October 14, 2017 12:28 PM
To: Kiersten Enemark; Kathryn Hearder
Cc: James Raymond; Diamandiev, Slavi (CA - British Columbia); Shutsa, Christopher (CA - British Columbia); Kathryn Hearder; Khan, Farah (CA - British Columbia)
Subject: RE: Shaw Submission

Thanks, Kiersten! This is a great testimonial for us to include, and much appreciated re: the image of fibre optics. We will be sure to list the source as Shaw Communications if we can find space to include it in the proposal.

Have a great weekend,

--
Tom Corner

Manager | Economics and Policy Advisory
Deloitte
2800 – 1055 Dunsmuir Street, 4 Bentall Centre, Vancouver, British Columbia, V7X 1P4, Canada
D: +1 (604) 640 3100 | M: +1 (778) 706 2836
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From: Kiersten Enemark [mailto:Kiersten.Enemark@sjrb.ca]
Sent: Saturday, October 14, 2017 12:17 PM
To: Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>; Kathryn Hearder <Kathryn.Hearder@sjrb.ca>
Cc: James Raymond <JRaymond@vancouvereconomic.com>; Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>; Shutsa, Christopher (CA - British Columbia) <cshutsa@deloitte.ca>; Kathryn Hearder <Kathryn.Hearder@sjrb.ca>
Subject: RE: Shaw Submission

Hi Tom,

Thanks for your patience. In regards to the fibre map on Page 3, we're fine with including the map and Shaw being credited as the source. If it's changed or modified, please let us knowin order to do a quick review.

In terms of the testimonial, we propose the following:

"Shaw Communications can attest to Metro Vancouver's diverse and talented labor force, burgeoning tech community, and incredible quality of life. Shaw is one of Canada's largest connectivity companies, providing millions of businesses, families and households with broadband Internet, WiFi, wireless, video and digital phone products and services. Our extensive North American network provides fibre connectivity throughout North America, and we are continually upgrading our network to enable further state-of-the-art connection speeds and continually enhanced performance. We believe that Metro Vancouver would make an excellent home for HQ2, and look forward to helping Amazon further build its presence in the Lower Mainland."

Regards,

Kiersten

From: Corner, Tom (CA - British Columbia) [mailto:tcorner@deloitte.ca]
Sent: Saturday, October 14, 2017 11:11 AM
To: Kiersten Enemark; Kathryn Hearder
Cc: James Raymond; Diamandiev, Slavi (CA - British Columbia); Shutsa, Christopher (CA - British Columbia); Kathryn Hearder
Subject: RE: Shaw Submission

Hi Kiersten,

Thanks for the feedback.

There had been some discussion of using the image of Vancouver's fibre infrastructure on page 3, but there may not be space for it in the proposal. Would Shaw prefer that this image was not used, should we find space for it? The only label says 'Vancouver', not anything about Shaw or any other company specifically.

Thanks,

--
Tom Corner
Manager | Economics and Policy Advisory

Deloitte
2800 – 1055 Dunsmuir Street, 4 Bentall Centre, Vancouver, British Columbia, V7X 1P4, Canada
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From: Kiersten Enemark [mailto:Kiersten.Enemark@sjrb.ca]
Sent: Saturday, October 14, 2017 10:11 AM
To: Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>; Kathryn Hearder <Kathryn.Hearder@sjrb.ca>
Cc: James Raymond <JRaymond@vancouvereconomic.com>; Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>; Shutsa, Christopher (CA - British Columbia) <cshutsa@deloitte.ca>; Kathryn Hearder <Kathryn.Hearder@sjrb.ca>
Subject: RE: Shaw Submission

Hi Tom,

I apologize for the delay. Below, please find our feedback.

From: Corner, Tom (CA - British Columbia) [mailto:tcorner@deloitte.ca]
Sent: Friday, October 13, 2017 1:13 PM
To: Kiersten Enemark; Kathryn Hearder
Cc: James Raymond; Diamandiev, Slavi (CA - British Columbia); Shutsa, Christopher (CA - British Columbia)
Subject: RE: Shaw Submission

Hi Kiersten,

We took data points from a number of sources, including Shaw, but have not attributed anything to Shaw specifically. This is fine, thanks. We're assuming you will not be using any of the images we forwarded.

Basically, we have a section on all of the great digital assets in Metro Vancouver, s.17(1), s.21(1) [redacted] but we are keeping the emphasis on the region being a great place for Amazon's HQ2.

If Shaw would like us to remove these points—again, no one at Amazon would know that it came from Shaw specifically—or if anything else in the submission is confidential, please let me know. No problem.

Thanks for the reminder vis-à-vis the testimonial. We actually ended up with more than expected, but would love to include Shaw if possible.

Would the following work?

s.13(1), s.17(1), s.21(1) [redacted]

Thanks,

--
Tom Corner
Manager | Economics and Policy Advisory
Deloitte
2800 – 1055 Dunsmuir Street, 4 Bentall Centre, Vancouver, British Columbia, V7X 1P4, Canada
D: +1 (604) 640 3100 | M: +1 (778) 706 2836
tcorner@deloitte.ca | deloitte.ca
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From: Kiersten Enemark [mailto:Kiersten.Enemark@sjrb.ca]
Sent: Friday, October 13, 2017 12:09 PM
To: Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>; Kathryn Hearder <Kathryn.Hearder@sjrb.ca>
Cc: James Raymond <JRaymond@vancouvereconomic.com>; Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>; Shutsa, Christopher (CA - British Columbia) <cshutsa@deloitte.ca>
Subject: RE: Shaw Submission

Hi Tom,

Yes, I'll follow up to confirm.

As a point of clarification from our last message, were you planning to extract information from our submission, and repackage a version or testimonial for our approval?

Kiersten

From: Corner, Tom (CA - British Columbia) [mailto:tcorner@deloitte.ca]
Sent: Friday, October 13, 2017 11:20 AM
To: Kiersten Enemark; Kathryn Hearder
Cc: James Raymond; Diamandiev, Slavi (CA - British Columbia); Shutsa, Christopher (CA - British Columbia)
Subject: RE: Shaw Submission
Importance: High

Hi Kiersten and Kathryn,

I hope you are both doing well.

I just wanted to follow up with you on the information you provided and the extent to which there is sensitivity around its confidentiality. Amazon has advised in writing that the RFP submissions are confidential, but is there anything in what you sent us that is highly sensitive or confidential from Shaw's perspective (I realize the document was labelled DRAFT-CONFIDENTIAL-FOR DISCUSSION PURPOSES ONLY, but does that mean that everything should be treated as confidential)?

If it is possible to let me know by end of day whether any (or all) of Shaw's submission is confidential, it would be appreciated.

Best,

--
Tom Corner
Manager | Economics and Policy Advisory
Deloitte
2800 – 1055 Dunsmuir Street, 4 Bentall Centre, Vancouver, British Columbia, V7X 1P4, Canada
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From: Kiersten Enemark [mailto:Kiersten.Enemark@sjrb.ca]
Sent: Tuesday, October 3, 2017 11:53 PM
To: Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>
Cc: Kathryn Hearder <Kathryn.Hearder@sjrb.ca>
Subject: Shaw Submission

Hi Tom,

I think we're just squeezing in the "end of day" deadline! Please let us know your thoughts and additional information you may need from Shaw.

Kind Regards,

Kiersten

Sent from my Samsung Galaxy smartphone.

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From:	"Corner, Tom \(CA - British Columbia\)" <tcorner@deloitte.ca>
To:	"James Raymond" <JRaymond@vancouvereconomic.com>
Date:	10/15/2017 10:07:52 AM
Subject:	FW: Vancouver HQ2 proposal - Oct. 14 final draft.pdf
Attachments:	Vancouver HQ2 proposal - Oct. 14 final draft.pdf

--
Tom Corner
Manager | Economics and Policy Advisory
Deloitte
2800 – 1055 Dunsmuir Street, 4 Bentall Centre, Vancouver, British Columbia, V7X 1P4, Canada
D: +1 (604) 640 3100 | M: +1 (778) 706 2836
tcorner@deloitte.ca | deloitte.ca
--

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Please consider the environment before printing.

From: Bruson, Etienne (CA - British Columbia)
Sent: Sunday, October 15, 2017 10:04 AM
To: Beaton, Douglas (CA - British Columbia) <dbeaton@deloitte.ca>; Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>; Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>; Khan, Farah (CA - British Columbia) <farakhan@deloitte.ca>; Shutsa, Christopher (CA - British Columbia) <cshutsa@deloitte.ca>
Cc: Knight, Charles (CA - Toronto) <chknight@deloitte.ca>; Sawchuk, Jamie (CA - British Columbia) <JSawchuk@deloitte.ca>
Subject: Vancouver HQ2 proposal - Oct. 14 final draft.pdf

All,

Great document. My comment are in it.

Etienne

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s.13(1)

From: "Ingrid Valou"
To: "James Raymond" <JRaymond@vancouvereconomic.com>
Date: 10/18/2017 10:37:37 AM
Subject: FW: VEC announcement re. Amazon RFP deadline tomorrow?

I think the following will comprise the gist of my response.

s.13(1)

Thoughts?

INGRID VALOU
Communications Specialist
Vancouver Economic Commission
C: 604 868 1990

From: Li, Jessica P GCPE:EX [mailto:Jessica.P.Li@gov.bc.ca]
Sent: October-18-17 9:41 AM
To: Ingrid Valou <IValou@vancouvereconomic.com>
Subject: VEC announcement re. Amazon RFP deadline tomorrow?
Importance: High

Hi Ingrid,

Tomorrow is the deadline for the Amazon HQ2 RFP.

Does VEC or any of the municipal partners (City of Vancouver and Surrey) plan to issue a news release to announce its submission? If so, can you share an advanced copy of that news release, and tell me when as well as to whom, the NR will be distributed?

We heard from David Collier and Brian that the steering committee/VEC is preparing a public document to summarize its bid submission. Is this in lieu of a news release? Or in addition to a news release?

Can you share a copy of this with us, and let me know when and where it will be posted? Last time, VEC's statement was posted on the blog: http://www.vancouvereconomic.com/blog/

Our Deputy Minister's Office has asked us to find out these from you ASAP, if you can let me know, we'd really appreciate it.

Thank you,
Jess

Jessica P. Li
Senior Public Affairs Officer
Government Communications & Public Engagement
250-952-0624/ (cell) 250-480-8781
Jessica.P.Li@gov.bc.ca

From:	"Ian McKay"
To:	"Tania Parisella" <TParisella@vancouvereconomic.com> "Bryan Buggey" <BBuggey@vancouvereconomic.com>
Date:	9/26/2017 5:18:08 PM
Subject:	Fwd: Amazon HQ2 - Confidentiality Parameters [Privileged and Confidential Legal Advice]

For discussion later this week.

s.14

s.14

s.14

s.14

From: "Kelley, Gil" <Gil.Kelley@vancouver.ca>
To: "Robertson, Chris" <chris.robertson@vancouver.ca>
"James Raymond" <JRaymond@vancouvereconomic.com>
Date: 11/4/2017 11:05:00 AM
Subject: Fwd: Broadway Tech & Amazon HQ2

FYI

Please excuse any typos
Sent from my iPhone

Begin forwarded message:

> **From:** Scott Dutchak <scott.dutchak@quadreal.com>
> **Date:** October 12, 2017 at 1:05:11 PM PDT
> **To:** "Kelley, Gil" <Gil.Kelley@vancouver.ca>, Remco Daal <remco.daal@quadreal.com>
> **Cc:** "Gary Pooni (GPooni@brookpooni.com)" <GPooni@brookpooni.com>
> **Subject: Broadway Tech & Amazon HQ2**

> Dear Mr. Kelley,
>
> Further to your email to Remco Daal of my office please find enclose material to support our contribution of s.21(1) s.21(1) as part of a submission to Amazon for HQ2.
>
> I am attaching links to two files:
> 1) Broadway Tech Phase 2 RFI, and
> 2) s.21(1)
>
> s.15(1)(l)
>
> s.15(1)(l)
>
> Please let me know if have any trouble with the links.
>
> As Remco mentioned, we believe our site would be a tremendous opportunity for Amazon.
>
> Please let me know if you require any further information to support your submission.
>
> Thanks,
>
> **Scott Dutchak**
> Senior Vice President, Development (British Columbia Region)
>
> QuadReal
>
> QuadReal Property Group
> Park Place, Suite 800 - 666 Burrard St
> Vancouver BC V6C 2X8
> Canada
>
> T 604-975-9649
> M 250-217-2134
> scott.dutchak@quadreal.com | www.quadreal.com | LI: @Quadreal
>
> **Please note our new office address

From: "Diamandiev, Slavi \(CA - British Columbia\)" <sdiamandiev@deloitte.ca>
To: "Corner, Tom (CA - British Columbia)" <tcorner@deloitte.ca>
"Shutsa, Christopher \(CA - British Columbia\)" <cshutsa@deloitte.ca>
"Khan, Farah \(CA - British Columbia\)" <farakhan@deloitte.ca>
"James Raymond" <JRaymond@vancouvereconomic.com>
Date: 10/16/2017 11:45:25 AM
Subject: Fwd: comments for Amazon HQ2

Comments from the province:

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services, Deloitte
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | LinkedIn Profile | deloitte.ca

Begin forwarded message:

From: "Krieger, Brian JTT:EX" <Brian.Krieger@gov.bc.ca>
Date: October 16, 2017 at 11:38:42 AM PDT
To: "'Diamandiev, Slavi (CA - British Columbia)'" <sdiamandiev@deloitte.ca>
Cc: "Collier, David JTT:EX" <David.Collier@gov.bc.ca>, "Yang-Mason, Gloria JTT:EX" <Gloria.Yang-Mason@gov.bc.ca>
Subject: FW: comments for Amazon HQ2

Slavi,

Below are two sets of comments: Section A: showstopper comments; Section B: Other considerations if time permits

Section A: Showstopper Comments that need to be incorporated – these are the PDF page #s (not the document page #):

Page 4: typo: under # 2 Title: We are the best positioned to support ...

Page 12 – error in reference to trade agreements: Canada does NOT have a concluded free trade agreement with India or China. .... you could mention "including EU and Korea" instead.

Page 17 – typo: middle of page – our crime rates are lower .....

Page 20 – under Provincial Government, where it says: "Introduced an exemption to the Foreign Buyers Tax for foreign workers" –the exemption is only for Provincial Nominees who have been nominated, not all foreign workers. There is also a retroactive reimbursement for people once they get PR. This language is a thus misleading – please change text to say exemption is for "specific" foreign workers.

Page 32 – Error – our earlier comments in this section were not incorporated. This needs to be corrected. Below the Global Skills Strategy ... instead of "BC Government's Economic Immigration Programs Branch" .....The paragraph should instead read:

s.13(1)

Page 37 – error in labeling map for sites– you need to fix the labels to align with text where Site 3 is the Cultural core; and site 4 is Riverside

Page 54: Error on the tables for comparing office space, labour and mgt costs. Seattle should be listed as WA for Washington State. Please also check the data for Toronto and Atlanta as it appears you have mislabelled the bar-graphs for Toronto and Atlanta.

Page 57: the language beside Amazon Global Immigration Solution about PNP processing timelines is problematic – Please change to s.13(1)

In Appendix A: pages 64-69 – we are missing the information on the "Big Data Initiative". Please insert back into the appendix:

s.13(1)

Lastly: The photos are very Vancouver centric. Would be better to include photos of other municipalities in the first few pages and perhaps include a photo of YVR airport above Craig Richmond's quote on page 47. The photos on pages 6/7 and pages 8/9 are essentially the same with one photo have more clouds than the other.

Section B: Other comments to consider given limited time left:

Page 2 – map: the train track is on the map but not the legend? Perhaps include a reference to cargo train times if easily available

Page 4: for consistency – the 2nd paragraph under #1 We are home should be in the 1st person: – i.e., Whether it be our proximity to your Seattle HQ, our key role in the booming technology cluster of the Cascadia Corridor, or our unmatchable status as the best place .....

Page 4 / 5: the story is very "metro Vancouver" – i.e., what can Amazon do for us. You could add a simple reference to us being interested helping Amazon's bottom line by helping them meet Amazon's mission statement which is very customer-centric. i.e., for the pull-out text: "So join us, and together, we can accelerate Vancouver's transformation ..... "and help you advance your global mission to be the earth's most customer centric company"

Page 8/9 and page 12/13 – you have "#1 forecasted economic growth in Canada"; and "#2 most tax competitive city in the world" listed twice in the pull out text boxes. Pull-outs only need to be highlighted once since it is also already in the text.

Regards,

Brian

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From:	"Diamandiev, Slavi \(CA - British Columbia\)" <sdiamandiev@deloitte.ca>
To:	"Khan, Farah (CA - British Columbia)" <farakhan@deloitte.ca> "Corner, Tom \(CA - British Columbia\)" <tcorner@deloitte.ca>
CC:	"James Raymond" <JRaymond@vancouvereconomic.com>
Date:	10/17/2017 5:33:34 PM
Subject:	Fwd: SIGNED LETTER
Attachments:	Scan_20171017.pdf ATT00001.htm

Just received this. Is it too late?

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services, Deloitte
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | LinkedIn Profile | deloitte.ca

Begin forwarded message:

From: "Collier, David JTT:EX" <David.Collier@gov.bc.ca>
Date: October 17, 2017 at 4:23:24 PM PDT
To: "sdiamandiev@deloitte.ca" <sdiamandiev@deloitte.ca>
Cc: "Krieger, Brian JTT:EX" <Brian.Krieger@gov.bc.ca>
Subject: Fwd: SIGNED LETTER

Sent from my iPhone

Begin forwarded message:

From: "Krieger, Brian JTT:EX" <Brian.Krieger@gov.bc.ca<mailto:Brian.Krieger@gov.bc.ca>>
Date: October 17, 2017 at 4:22:29 PM PDT
To: "Collier, David JTT:EX" <David.Collier@gov.bc.ca<mailto:David.Collier@gov.bc.ca>>
Subject: Fwd: SIGNED LETTER

Sent from my Samsung Galaxy smartphone.

-------- Original message --------
From: "Kwan, Shirley JTT:EX" <Shirley.Kwan@gov.bc.ca<mailto:Shirley.Kwan@gov.bc.ca>>
Date: 2017-10-17 2:52 PM (GMT-08:00)
To: "Krieger, Brian JTT:EX" <Brian.Krieger@gov.bc.ca<mailto:Brian.Krieger@gov.bc.ca>>
Cc: "Mihlar, Fazil JTT:EX" <Fazil.Mihlar@gov.bc.ca<mailto:Fazil.Mihlar@gov.bc.ca>>
Subject: SIGNED LETTER

Hi Brian -

Attached signed letter but Fazil has the hard copy and will be down at Minister Ralston's office before 4:30pm.

If you like to meet him there or Fazil can leave this with Amanda for you to pick up.

Let us know.

Thanks!

Shirley

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BRITISH
COLUMBIA

October 17, 2017

Mr. Jeff Bezos
President, CEO and Chairman of the Board of Directors
Amazon
12th Avenue South, Suite 1200
Seattle, WA 98144
USA

Dear Mr. Bezos,

It is my great pleasure to invite you to make British Columbia the home of Amazon's second headquarters. We are impressed with the rapid growth you've already undertaken recently in the province. You're certainly valued as a key member of our tech community and we hope you'll make the decision to continue growing with us.

We recognize that Amazon HQ2 is an opportunity to take British Columbia's tech sector to the next level, building on the 150.000 highly skilled tech workers in our province and contributing the continued talent development and creative growth of this exceptional community.

In fact, highly skilled talent is the primary driver behind our booming, fast-growing tech sector. We're focused on attracting the best and brightest from around the world through our renowned post-secondary institutions and welcoming stance on immigration. This has resulted in a culturally diverse talent pool and business community that is entrepreneurial and heavily geared toward technology.

Our government is committed to supporting a vibrant and stable business environment. We take pride in strong fiscal management and a business-friendly economy.

Couple these factors with our proximity to Amazon HQ1, our well-developed ties to the Asia Pacific region, and our outstanding quality of life, and it's hard not to see British Columbia as the ideal second home for Amazon.

.../2

Office of the Premier

Web Site:
www.gov.bc.ca

Mailing Address:
PO Box 9041 Stn Prov Govt
Victoria BC V8W 9E1

Location:
Parliament Buildings
Victoria

I'll end with expressing that my government is very serious and committed to working with you going forward. I encourage you to take the time to review the enclosed proposal and engage with us to explore why British Columbia would be an excellent place to further grow Amazon's footprint in North America.

Sincerely,

John Horgan
Premier

Enclosure

From:	"Claire Campbell"
To:	"James Raymond" <JRaymond@vancouvereconomic.com> "Farah Khan" <farahkhan@deloitte.ca>
CC:	"Shutsa, Christopher (CA - British Columbia)" <cshutsa@deloitte.ca> "Corner, Tom \(CA - British Columbia\)" <tcorner@deloitte.ca>
Date:	10/14/2017 11:21:29 AM
Subject:	[FYI] Design Update - Costs & Community
Attachments:	04 - COSTS - FYI Design Progress.compressed.pdf 01 - COMMUNITY - FYI Design Progress.compressed (1).pdf

Hi Team,

Here is the first of a few upcoming *design FYI updates.* See attached for:

1. Chapter 4: Costs/Financials
2. Chapter 1: Community

A few notes on these sections:

s.13(1)

If there are any showstoppers that you would like to have addressed before we send the first end-to-end design iteration to the Deloitte Review Committee, please respond to this email.

I just wanted to check with everyone that the version we send tonight will be positioned as the first version of the final document. Ideally, they will understand that our team hasn't yet had a chance to review the designed version page by page (i.e. final QA) and that there may still be some polish/refinement that happens before print.

Next up will be Labour, followed by Sites.

Thanks,
Claire

--
CLAIRE CAMPBELL
Coordinator, Marketing & Branding
Vancouver Economic Commission
P: 604 558 6273 | C: 778 868 3907 *(new)*

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s.13(1)

From:	"Claire Campbell"
To:	"Farah Khan" <farahkhan@deloitte.ca> "James Raymond" <JRaymond@vancouvereconomic.com>
CC:	"Corner, Tom (CA - British Columbia)" <tcorner@deloitte.ca> "Shutsa, Christopher \(CA - British Columbia\)" <cshutsa@deloitte.ca>
Date:	10/14/2017 12:34:53 PM
Subject:	[FYI] Design Update - Labour
Attachments:	02 - LABOUR - FYI Design Progress.compressed.pdf

Hi Team,

Here is the second *design FYI update.* See attached for:

1. Chapter 2: Labour

A few notes on this section:

s.13(1)

If there are any showstoppers that you would like to have addressed before we send the first end-to-end design iteration to the Deloitte Review Committee, please respond to this email.

Thanks,
Claire

--
CLAIRE CAMPBELL
Coordinator, Marketing & Branding
Vancouver Economic Commission
P: 604 558 6273 | C: 778 868 3907 *(new)*

s.13(1)

s.13(1)

s.13(1)

s.13(1)

s.13(1)

s.13(1)

From: "Eric Unmacht"
To: "Tania Parisella" <TParisella@vancouvereconomic.com>
Date: 10/18/2017 7:18:06 AM
Subject: [FYI] Fwd: Final electronic versions of proposal

Sent from my iPhone

Begin forwarded message:

> **From:** Eric Unmacht <EUnmacht@vancouvereconomic.com>
> **Date:** October 18, 2017 at 7:14:59 AM PDT
> **To:** James Raymond <JRaymond@vancouvereconomic.com>
> **Cc:** George Benson s.22(1)
> **Subject: Re: Final electronic versions of proposal**

> Hi James and George,
> I spoke with George about this a bit yesterday, but the most most valuable thing he could do for me on the strategy before he leaves, and while the Amazon research is still fresh, is to make a list (top five? 10?) of what the biggest holes are that need to be filled - not in the data but in our city as a place to do business.
>
> I'm absolutely interested in the opportunities too, but my guess, without having yet read the bid, are that I can find those in the document. That's why I want to make sure we don't lose the other side - the risks.
>
> I met with Bryan yesterday about the strategy, so know management is keen to hear about those too.
>
> Thanks,
> Eric
>
> Sent from my iPhone
>
> On Oct 17, 2017, at 8:12 PM, James Raymond <JRaymond@vancouvereconomic.com> wrote:

> > We are almost there. Just need to print and review the hard copies, then get them in the hands of UPS and Sean tmrw.
> >
> > Attached for anyone who wants to see. I don't need to comment on the design quality, you can see for yourself.
> >
> > PS if you spot Vancouver spelt incorrectly DON'T tell us. Seriously.
> >
> > James Raymond, Manager of Research & Analysis, Vancouver Economic Commission
> > From: Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>
> > Sent: Tuesday, October 17, 2017 8:05 PM
> > To: Beaton, Douglas (CA - British Columbia); Diamandiev, Slavi (CA - British Columbia); James Raymond; Ian McKay; Shutsa, Christopher (CA - British Columbia)
> > Cc: Khan, Farah (CA - British Columbia); Claire Campbell
> > Subject: Final electronic versions of proposal

Hi all,

It is with great pleasure that we are able to share with you the final electronic versions of both the proposal and appendix.

Both documents are with The Printing House, and the paper copies will be picked up tomorrow morning.

Thanks,

--
Tom Corner
Manager | Economics and Policy Advisory
Deloitte
2800 – 1055 Dunsmuir Street, 4 Bentall Centre, Vancouver, British Columbia, V7X 1P4, Canada
D: +1 (604) 640 3100 | M: +1 (778) 706 2836
tcorner@deloitte.ca<mailto:tcorner@deloitte.ca> | deloitte.ca<http://www.deloitte.ca/>
--

[cid:image002.png@01D34783.0E569700]

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<image002.png>

<Amazon HQ2 - Proposal - Final.pdf>

<FINAL - Amazon HQ2 Proposal - Appendix.compressed.pdf>

From: "James Raymond"
To: "Tania Parisella" <TParisella@vancouvereconomic.com>
Date: 10/11/2017 2:50:44 PM
Subject: Fyi no action: Amazon HQ2 Proposal - First Draft

---

s.13(1) and fyi deloitte's main writer Farah totally agrees with us re writing style

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

From: Khan, Farah (CA - British Columbia) <farakhan@deloitte.ca>
Sent: Wednesday, October 11, 2017 2:38 PM
To: James Raymond
Subject: Re: Amazon HQ2 Proposal - First Draft

I totally agree (which is why I deferred that decision totally to you because I know we already chatted about that format); apologies for the internal politics :)

Sent from my iPhone

On Oct 11, 2017, at 5:32 PM, James Raymond <JRaymond@vancouvereconomic.com> wrote:

s.13(1)

s.13(1)

s.13(1)

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

From: Khan, Farah (CA - British Columbia)
Sent: Wednesday, October 11, 2017 2:26 PM
To: James Raymond
Subject: RE: Amazon HQ2 Proposal - First Draft

Thanks James – interesting sentiment. I'll keep an eye out for language that makes us sound like the 'poor cousin'. J

From: James Raymond [mailto:JRaymond@vancouvereconomic.com]
Sent: Wednesday, October 11, 2017 12:47 PM
To: Khan, Farah (CA - British Columbia) <farakhan@deloitte.ca>
Subject: FW: Amazon HQ2 Proposal - First Draft

I don't think we have done this but FYI

From: James Raymond
Sent: Wednesday, October 11, 2017 12:46 PM
To: 'Kelley, Gil' <Gil.Kelley@vancouver.ca>; Eleena Marley <Eleena.Marley@vancouver.ca>
Cc: Patrice Impey <Patrice.Impey@vancouver.ca>; Pecarski, Randy <randy.pecarski@vancouver.ca>; Kendall-Craden, Rena <Rena.Kendall-Craden@vancouver.ca>; Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>
Subject: RE: Amazon HQ2 Proposal - First Draft

Thanks Gil- that's great feedback. Agreed

From: Kelley, Gil [mailto:Gil.Kelley@vancouver.ca]
Sent: Wednesday, October 11, 2017 12:45 PM
To: Eleena Marley <Eleena.Marley@vancouver.ca>
Cc: James Raymond <JRaymond@vancouvereconomic.com>; Patrice Impey <Patrice.Impey@vancouver.ca>; Pecarski, Randy <randy.pecarski@vancouver.ca>; Kendall-Craden, Rena <Rena.Kendall-Craden@vancouver.ca>; Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>
Subject: Re: Amazon HQ2 Proposal - First Draft

Eleena,
I have reviewed this material with Chris Robertson. His comments will suffice for Planning's response. (He is adding some things based on our conversation this morning.) In general, I think we should avoid sounding like the poor cousin in need of help and more like the next emerging capital of cool that they would want to be a part of.
Gil

Please excuse any typos
Sent from my iPhone

On Oct 10, 2017, at 9:37 AM, Marley, Eleena <Eleena.Marley@vancouver.ca> wrote:

> Morning all,
>
> For clarity, please return your comments today (or before 9 tomorrow so I can consolidate and get back to Deloitte for their consideration tomorrow pm
>
> Best
> Eleena
>
> ---
>
> From: James Raymond [mailto:JRaymond@vancouvereconomic.com]
> Sent: Monday, October 09, 2017 10:29 AM
> To: Impey, Patrice; Kelley, Gil; Kassam, Nick; Pecarski, Randy; Kendall-Craden, Rena
> Cc: Marley, Eleena; Diamandiev, Slavi (CA - British Columbia)
> Subject: FW: Amazon HQ2 Proposal - First Draft
> Importance: High
>
> FYI please see below. Send any comments back to Eleena by EOD Wednesday, who will consolidate the feedback.
>
> JAMES RAYMOND
> Manager, Research & Analysis
> Vancouver Economic Commission
> P: 604 336 8021| C: 778 788 7721
>
> ---
>
> From: Diamandiev, Slavi (CA - British Columbia) [mailto:sdiamandiev@deloitte.ca]
> Sent: October 8, 2017 7:10 PM
> To: Ian McKay <IMcKay@vancouvereconomic.com>; sadhu.johnston@vancouver.ca; paul.mochrie@vancouver.ca; Eleena Marley <Eleena.Marley@vancouver.ca>; carol.mason@metrovancouver.org; Krieger, Brian MIT:EX <Brian.Krieger@gov.bc.ca>; valalonde@surrey.ca; Ann Rowan <Ann.Rowan@metrovancouver.org>; Annie Gorra <annie.gorra@vancouver.ca>; Jong, Teresa <Teresa.Jong@vancouver.ca>; ljdonohoe@surrey.ca; Wu, Stephen <SWu@surrey.ca>; Robertson, Chris <chris.robertson@vancouver.ca>; Chambers, Courtney <Courtney.Chambers@surrey.ca>; Oehlschlager, Kelly <kelly.oehlschlager@vancouver.ca>; Neal Carley <Neal.Carley@metrovancouver.org>; Tess Kitchen <Tess.Kitchen@metrovancouver.org>; Jones, Donna <DLJones@surrey.ca>; James Raymond <JRaymond@vancouvereconomic.com>; Heather Schoemaker <

Heather.Schoemaker@metrovancouver.org>
Cc: Bruson, Etienne (CA - British Columbia) <ebruson@deloitte.ca>; Knight, Charles (CA - Toronto) <chknight@deloitte.ca>; Beaton, Douglas (CA - British Columbia) <dbeaton@deloitte.ca>; Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>; Shutsa, Christopher (CA - British Columbia) < cshutsa@deloitte.ca>; Sawchuk, Jamie (CA - British Columbia) <JSawchuk@deloitte.ca>; Khan, Farah (CA - British Columbia) <farakhan@deloitte.ca>; Hilts, David (CA - Toronto) < dhilts@deloitte.ca>
Subject: Amazon HQ2 Proposal - First Draft
Importance: High

Dear Steering Committee,

I hope everyone is having a nice Thanksgiving weekend. Attached is our first draft of the proposal to Amazon, intended for discussion only. For the purpose of collecting feedback we have kept it in paragraph format in Word. The final proposal will be reformatted to visuals and bullets, as per the attached PDF example.

Please review and provide your comments by end of day Wednesday, October 11th. As agreed at the last steering committee meeting, we expect to receive consolidated feedback for each stakeholder from the following individuals:

- David Collier – Province of BC
- Heather Schoemaker – Metro Vancouver
- Donna Jones – City of Surrey
- Eleena Marley – City of Vancouver and Vancouver Economic Commission

David, Heather, Donna and Eleena – please feel free to circulate internally as you deem appropriate. Should you have any questions or concerns, please do not hesitate to call me at any time at my cell: 778 386 0490.

Thank you and have a nice day off tomorrow.

- Slavi

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | LinkedIn Profile | deloitte.ca

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-----Original Appointment-----
From: Ian McKay [mailto:IMcKay@vancouvereconomic.com]
Sent: Wednesday, September 27, 2017 1:15 PM
To: Ian McKay; sadhu.johnston@vancouver.ca; paul.mochrie@vancouver.ca; Eleena Marley; carol.mason@metrovancouver.org; Krieger, Brian MIT:EX; valalonde@surrey.ca; Beaton, Douglas (CA - British Columbia); Diamandiev, Slavi (CA - British Columbia); Annie Gorra; Jong, Teresa; ljdonohoe@surrey.ca; Wu, Stephen; Chambers, Courtney; Oehlschlager, Kelly; Corner, Tom (CA - British Columbia); Jones, Donna; James Raymond
Cc: Bruson, Etienne (CA - British Columbia); Knight, Charles (CA - Toronto); Neal Carley; Heather Schoemaker; Ann Rowan; Tess Kitchen; Robertson, Chris
Subject: HQ2 Steering Committee
When: Thursday, October 5, 2017 1:00 PM-3:00 PM (UTC-08:00) Pacific Time (US & Canada).
Where: City Hall - 6th floor, City Manager's Boardroom, 453 West 12th Avenue

Conference call details:
Toll Free s.15(1)(l)
From Vancouver 604-829-4222

Meeting ID: s.15(1)(l)
Password: s.15(1)(l)

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From: "Johnston, Sadhu" <Sadhu.Johnston@vancouver.ca>
To: "Diamandiev, Slavi (CA - British Columbia)" <sdiamandiev@deloitte.ca>
"Ian McKay" <IMcKay@vancouvereconomic.com>
"Johnston, Sadhu" <Sadhu.Johnston@vancouver.ca>
"Mochrie, Paul" <Paul.Mochrie@vancouver.ca>
"Eleena Marley" <Eleena.Marley@vancouver.ca>
carol.mason@metrovancouver.org
"Krieger, Brian MIT:EX" <Brian.Krieger@gov.bc.ca>
valalonde@surrey.ca
"Ann Rowan" <Ann.Rowan@metrovancouver.org>
"Annie Gorra" <annie.gorra@vancouver.ca>
jdonohoe@surrey.ca
"Wu, Stephen" <SWu@surrey.ca>
"Robertson, Chris" <chris.robertson@vancouver.ca>
"Chambers, Courtney" <Courtney.Chambers@surrey.ca>
"Oehlschlager, Kelly" <kelly.oehlschlager@vancouver.ca>
"Neal Carley" <Neal.Carley@metrovancouver.org>
"Tess Kitchen" <Tess.Kitchen@metrovancouver.org>
"Jones, Donna" <DLJones@surrey.ca>
"James Raymond" <JRaymond@vancouvereconomic.com>
"Heather Schoemaker" <Heather.Schoemaker@metrovancouver.org>
"Kelley, Gil" <Gil.Kelley@vancouver.ca>
CC: "Bruson, Etienne (CA - British Columbia)" <ebruson@deloitte.ca>
"Knight, Charles \(CA - Toronto\)" <chknight@deloitte.ca>
"Beaton, Douglas \(CA - British Columbia\)" <dbeaton@deloitte.ca>
"Corner, Tom \(CA - British Columbia\)" <tcorner@deloitte.ca>
"Shutsa, Christopher \(CA - British Columbia\)" <cshutsa@deloitte.ca>
"Sawchuk, Jamie \(CA - British Columbia\)" <JSawchuk@deloitte.ca>
"Khan, Farah \(CA - British Columbia\)" <farakhan@deloitte.ca>
"Hilts, David \(CA - Toronto\)" <dhilts@deloitte.ca>
"James Raymond" <JRaymond@vancouvereconomic.com>
"Reza, Fatima \(CA - British Columbia\)" <freza@deloitte.ca>
"George PR Benson" <gbenson@vancouvereconomic.com>
Date: 10/16/2017 4:00:45 PM
Subject: HQ2 Contribution Confidentiality

Greetings Vancouver Region Amazon HQ2 Steering Committee members,

At the last Steering Committee we re-visited the potential need for an NDA or a confidentiality email to be acknowledged or signed by the contributors to the Vancouver Region HQ2 Proposal.

This raises two issues: (1) The need for confidentiality of the proposal vis a vis Amazon, and (2) the need for confidentiality of the information submitted by the contributors to the proposal.

As to issue (1): On receipt of our proposal, Amazon has committed in writing to maintain confidentiality.

As to issue (2): Deloitte and VEC have now confirmed that with one exception *no* contributors expressly stated or requested that their information be received in confidence. The one exception is Shaw. They were the only one to label their submission "DRAFT-CONFIDENTIAL-FOR DISCUSSION PURPOSES ONLY". However they initially indicated verbally to Deloitte that they would not be including actual confidential information in what they sent.

In the event that an FOI is received by VEC, Vancouver or any other member of the Steering Committee, the FOI Act contains provisions which provide that the public body is to notify third parties who may have the right to claim that their information is protected from release. This process will provide a means for all contributors to object to the release of their information and to have the right to protect it from release in accordance with the FOI Act.

Accordingly, we do not believe it is necessary or appropriate to raise this issue and suggest that contributors sign or seek NDAs or other assurances of confidentiality at this late juncture (with only 1-2 calendar days left to the submission deadline).

If any Steering Committee members have any concerns with this approach, I welcome your comments and further discussion. However, as noted above, I believe the above approach is the most reasonable and practical approach in the circumstances.

Best,
Sadhu

Sadhu Aufochs Johnston | City Manager
City of Vancouver | 453 W 12th Avenue
Vancouver | BC V5Y 1V4
604.873.7627 | Sadhu.johnston@vancouver.ca
Twitter: sadhuajohnston

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s.17(1)

s.17(1)

From: "Sean Elbe"
To: "Ian McKay" <IMcKay@vancouvereconomic.com>
"Bryan Buggey" <BBuggey@vancouvereconomic.com>
"Tania Parisella" <TParisella@vancouvereconomic.com>
CC: "James Raymond" <JRaymond@vancouvereconomic.com>
"Nancy Basi" <NBasi@vancouvereconomic.com>
Date: 9/11/2017 3:32:05 PM
Subject: s.22(2)(e)(f)(h)
Attachments: s.22(2)(e)(f)(h)

This is who James and I are meeting for feedback s.22(2)(e)(f)(h)

s.22(2)(e)(f)(h)

SEAN ELBE
Sector Development Manager, Technology
P: 604 336 8027 | C: 604 603 6093

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From: "Sean E be"
To: s.22(2)(e)(f)(h)
CC: "Nancy Basi" <NBasi@vancouvereconomic.com>
"David Shepheard" <DShepheard@vancouvereconomic.com>
Date:
Subject: s.22(2)(e)(f)(h)
Attachments: Lead Package - Amazon - July 2017.compressed (1).pdf

---

Hi s.22(2)(e)(f)(h)

Great to connect a few weeks back.

As promised, attached is a custom info package for you to review and circulate where you see fit within the various teams at Amazon. The aim is to highlight the strengths, opportunities and incentives offered that Amazon can take advantage of to further your business objectives in the digital entertainment and interactive as well as film work you do.

Key points of contact cc:ed here are:

*Nancy Mott, Executive Director, Vancouver Film and Media Centre
*David Shepheard, Vancouver Film Commissioner

As you gain interest and require further support or connectivity in our city, please don't hesitate to reach out. I will leave it to Nancy and David to reach out and offer further support where opportunities arise.

Hope your summer is going well,

Sean

SEAN ELBE

Sector Development Manager, Technology

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ECONOMIC OVERVIEW

Be part of Canada's fastest growing economy

Vancouver's economic strategy has been simple: Take the steps needed to build a resilient economy, one that can withstand the boom-and-bust cycles that are amplified when economies hang their success on a handful of industries. That has meant diversifying our economy and focusing on knowledge-based sectors, such as technology, digital entertainment and interactive, and the green economy. These efforts have paid off, as our economy is now the fastest growing in Canada as well as being one of the most diverse of any major city in North America.

#1
HEAD OFFICE growth in Canada
Financial Post FP500, 2004 - 2014

#1
FORECASTED Future Economic Growth in Canada
Conference Board of Canada

2ND
MOST Tax Competitive City in the World
KPMG

Why Businesses Choose Vancouver

1. Talent Magnet
2. A Top Digital Entertainment Hub
3. A City of Innovative Clusters
4. Business-Friendly Tax Incentives
5. The Vancouver Lifestyle

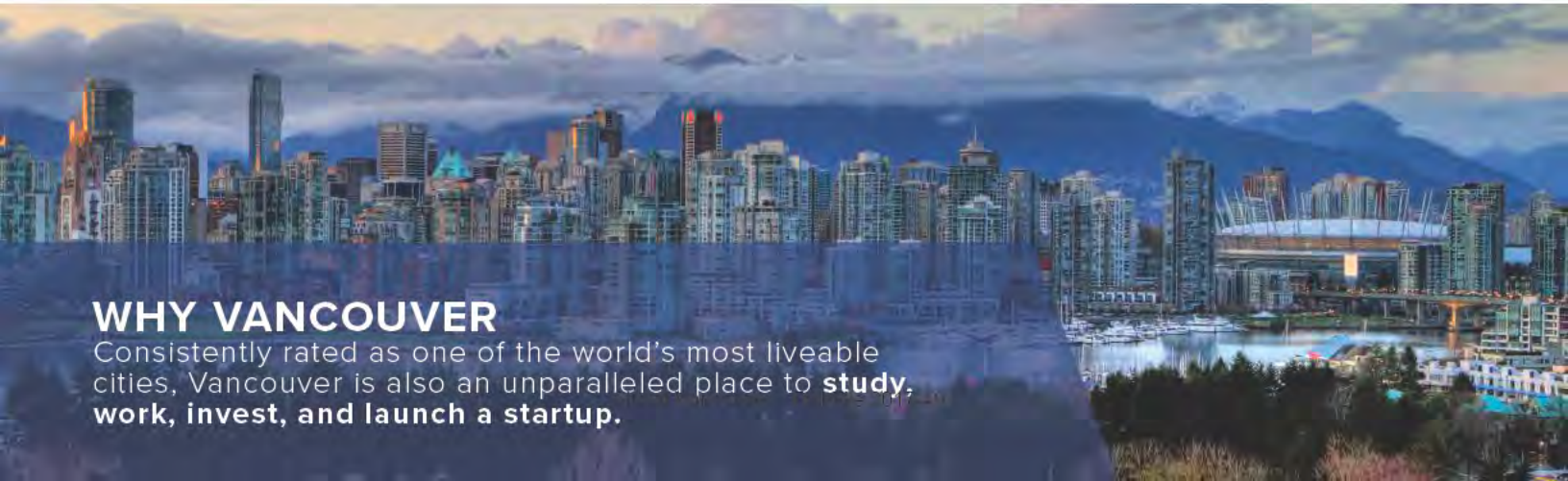
"We could have gone anywhere in the world, and ***we picked Vancouver****"*

JANET KENNEDY
Microsoft Canada, President,

3RD
GREENEST CITY IN THE WORLD in
The Economist

25%
OF CANADA'S CLEANTECH companies are in Vancouver
KPMG

#1
STARTUP ECOSYSTEM in Canada (15th in the world)
Startup Genome 2017



WHY VANCOUVER

Consistently rated as one of the world's most liveable cities, Vancouver is also an unparalleled place to **study, work, invest, and launch a startup.**

VANCOUVER ECONOMIC COMMISSION

1 TALENT MAGNET

A Diversified, Innovative and Vibrant Workforce

Vancouver is home to professionals bringing together a variety of different disciplines, perspectives and expertise. To demonstrate this diversity; Film, Television, VFX, Animaiton, Video Game Development, Virtual Reality, Mixed Reality, and Augmented Reality are all subsectors that have a strong presence in Vancouver.

In fact, a high proportion of Vancouver's overall workforce is employed within the Digital Entertainment & Interactive (DE&I) industry, and as a percentage of labour force. The City attracts the lion's share of Canada's highly mobile labour pool.

The DE&I industry generates more than **40,000 jobs in Vancouver**, contributing **4 billion in direct GDP** to the city's economy

Vancouver's major post-secondary institutions are all engaged in the industry providing outstanding facilities, training and research that support the sector:

Institutions

- University of British Columbia (UBC)
- Simon Fraser University (SFU)
- Emily Carr University of Art + Design (ECU)
- Kwantlen Polytechnic University (KPU)
- British Columbia Institute of Technology (BCIT)
- Vancouver Community College (VCC)
- Langara College

Specialty Schools

- Vancouver Film School (VFS)
- Centre for Digital Media (CDM)
- Vancouver Animation School (VANAS)
- Art Institute of Vancouver
- CG Masters School of 3D Animation & VFX
- Vancouver Institute of Media Arts (VanArts)
- Lost Boy Studios School of Visual Effects

IMMIGRATION & GLOBAL TALENT

Business-friendly immigration policies make Vancouver a top choice for professionals and international entrepreneurs

Each year, 40,000 workers are drawn to the province of BC to apply their skills and help grow the economy. Several government programs are in place to expedite this substantial inflow of immigrants:

Federal Fast-Track Immigration

High-skilled workers coming to Canada are now able to benefit from two-week processing of applications for work permits and, when necessary, temporary resident visas. Open work permits for spouses and study permits for dependents will also be processed in two weeks.

BC Government's Economic Immigration Programs Branch

The Province of BC can fast-track the processing of immigration applications by Citizenship and Immigration Canada, and also offer work permit support letters while awaiting the processing of permanent residency applications. The BC Government also provides assistance with the Canadian Government's Visa and Work Permits to facilitate and fast track intra-company transfers, and in recruiting of temporary or permanent foreign workers and necessary Work Permits.

The Startup Visa Program

The Start-up Visa program provides fast-track Canadian residency for tech investors and entrepreneurs.

Permanent Residency

Qualified, high-skilled workers from around the globe can apply for permanent residency through the federal government's Express Entry system, as well as BC's Provincial Nominee Program (PNP).

LOCATED IN THE 'TECH TIMEZONE'

Vancouver's location offers a real edge for business

Vancouver's geographic location is a distinct advantage allowing for quick and direct movement between cities in the Pacific Tech Timezone (PTT): Vancouver, Seattle, Portland, San Francisco, Silicon Valley, Los Angeles, and San Diego. For example, flying time from Vancouver to Los Angeles is a short 3 hours flight.

Global Gateway

- Vancouver's time zone allows same-day access to London, New York and Hong Kong
- Vancouver's airport offers the shortest distances to Asia than any other North American airport
- Vancouver International Airport is consistently named as the Best Airport in North America, and ranks in the top ten airports worldwide.

2 TOP DIGITAL ENTERTAINMENT HUB

Vancouver's global DE&I leadership builds on over 40 years of quality, creativity, and innovation.

When it comes to Digital Entertainment & Interactive (DE&I), these days the buzz is all Vancouver. Why? It's recognized for its wide talent pool, proximity to other global creative hubs, solid industry infrastructure, competitive tax credits, and ability to attract and cultivate top tier talent.

So what is DE&I? It is a term used to describe one collective, impactful industry that includes various screen-based sectors such as, Visual Effects (VFX) & Animation, Film & TV Production, Digital Media, Video Games Development and other Interactive Media (AR/VR/MR) who rely on similar infrastructure, talent and technology to create quality content.

Industry Snapshot

- Vancouver has a number of world class Film & TV studios located within its boundaries including: Mammoth, Vancouver, North Shore, Ironwood Studios, Canadian Motion Picture Park, and The Crossing Studios.
- Direct spending on Film & TV production in British Columbia (BC) totalled more than $2 billion in 2013/2014 making Vancouver the 3rd largest production centre in North America
- In 2015, over 42,000 direct and indirect jobs are generated by Film & TV production in BC, with more than 80 per cent located in Metro Vancouver

Why Vancouver is one of the world's top digital entertainment hubs:

- **#1 VFX & Animation cluster in the world**
- **#3 Film & TV production hub in N. America**
- **A Top 10 Video Game development hub globally**
- **Canada's #1 Startup Ecosystem & 15th in the world**
- **Home to CVR, Canada's largest VR Conference**
- **40 year legacy in tech & digital entertainment**

NOTABLE FILM & TV PROJECTS

On average, **30+ feature films**, **over 300 TV episodes**, and **150+ TV commercials** are filmed & produced in Vancouver each year

Notable projects in film and television incude:

FILM	TELEVISION	VFX & Animation
Deadpool 1 & 2	Altered Cardbon	Wonderwoman
War of the Planet of the Apes	Series of Unfortunate Events	Dr. Strange
Okja	Man in the High Castle	Star Wars: Rogue One
The Predator	DC Legends of Tomorrow	Through the Looking Glass
Skyscraper	Lost in Space	Gardians of the Galaxy
The Mountain Between Us	Once Upon a Time	Bladerunner 2049
Overboard	Arrow	The Angry Birds Movie
BFG	Riverdale	King Julien
World of Warcraft	X-Files	Hotel Transylvania 1&2
Star Trek Beyond	The Flash	Escape From Planet Earth
Tron 3	Supernatural	Rick & Morty

War of the Planet of the Apes contributed **$81 million to BC's Economy** and was **filmed over 180 days in Vancouver & Tofino**

Photo Courtesy of Twentieth Century Fox-TM & © 2017 Twentieth Century Fox Film

A LEADER IN SUSTAINABLE PRODUCTION SETS

Vancouver aspires to be the greenest place in the world to produce film & TV projects

As well as being the 3rd largest film & tv production centre in the world, Vancouver has also taken the lead in sustainable film production – no surprise given Vancouver's status as one of the greenest cities in the world.

Sustainable film production saves money through the reduction of waste, reduces the environmental impact of filming (often leaving sites in better conditions that they were first found), and also makes studios & production sets a cleaner, greener & happier place to work.

Many productions filmed in Vancouver & BC have won environmental awards because of their sustainable production initiatives. The Vancouver & BC film industry has been at the forefront of green initiatives, helping to establish best practices for sustainability at the studios and on productions.

Notable developments include:

- **Reel Green**, an initiative of Creative BC, started 10 years ago with the intention to provide sustainable production resources for films shooting in BC. Reel Green one of the first initiatives in the film industry that encouraged sustainable production.
- **VIFF's Sustainable Production Forum** was the first of its kind in North America at a major film festival

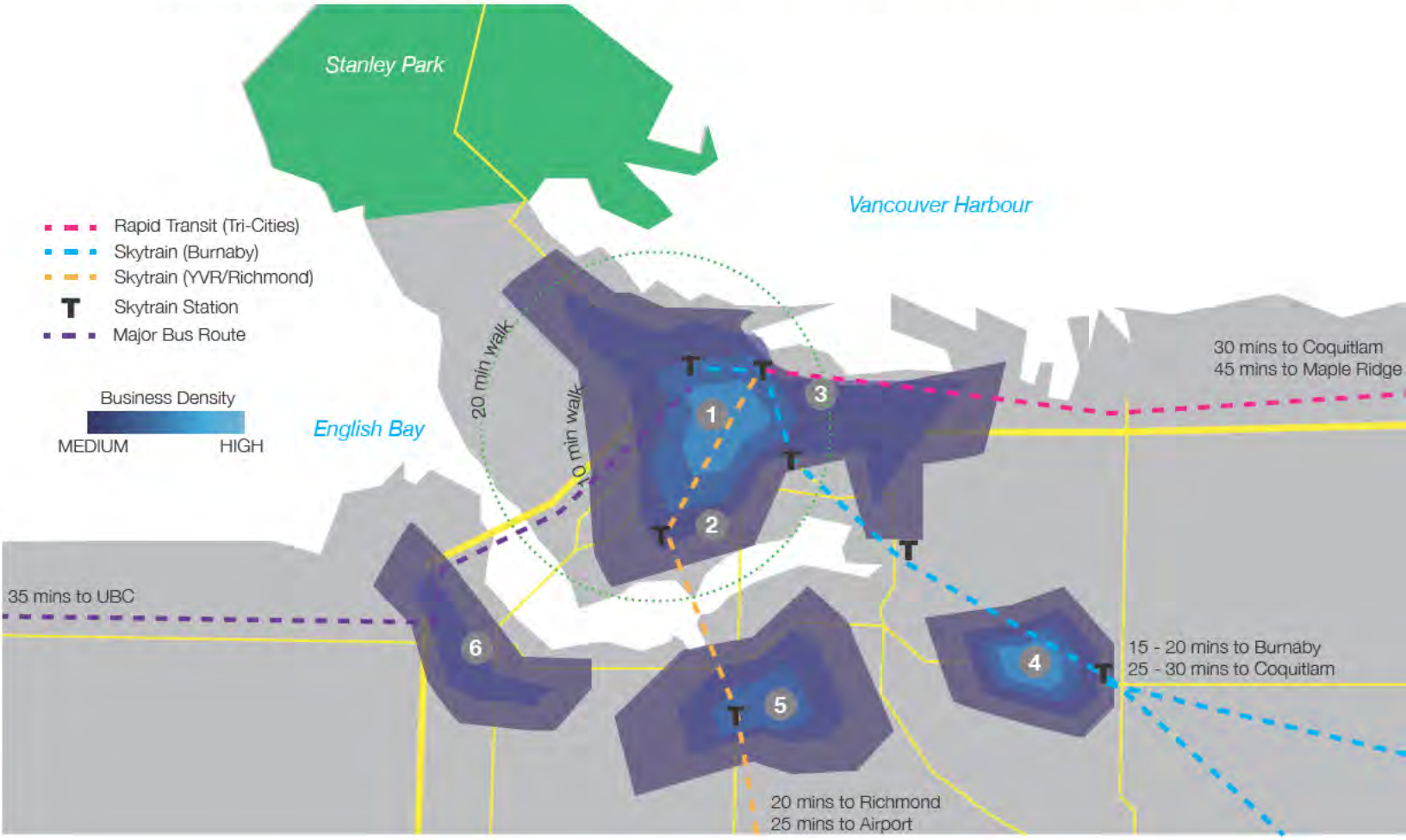
Great examples of sustainable film production in Vancouver

- **Legion**
  Conserved energy and piloted new technology with Portable Electric battery-powered generators eliminating noise, pollution, and carbon emissions
- **X-Files - Twentieth Century Fox**
  Waste diversion and recylcing programs
- **Tomorrowland - Disney**
  Zero-waste initiative and energy efficieny programs received both the 2015 EMA Green Seal and the 2014 Harold Greenberg Fund Green Screen Award
- **Fifty Shades of Grey - NBC Universal**
  Food waste recycling and Reusable Set Program
- **iZombie - Warner Bros. Entertainment**
  Keep it Gr een Recycling, Compost Transfer System, "Green Lead" to manage their green production process and integrate more sustainable products and services.
- **Sony Pictures Imageworks** headquarters in Vancouver features an energy-efficient living green wall and uses an energy-efficient data center. Sony Pictures BC-based productions, such as Imaginary Mary, Timeless and Shut Eye make use of the local waste vendors who are committed to sustainable waste management practices.
- 2015 saw the **Environmental Media Awards Green Seal** awarded to three major BC productions: Deadpool (Twentieth Century Fox), Tomorrowland (Disney), and The X-Files (Twentieth Century Fox). In 2016, the award went to Shut Eye, Fifty Shades Darker, Fifty Shades Freed, Bates Motel and The Magicians.

3 INNOVATION CLUSTERS

Vancouver's creative businesses are located in 6 distinct digital districts

The majority of Vancouver's innovation or technology based businesses are clustered in 6 key districts: the **Downtown Core**, **Gastown**, **Yaletown**, the **False Creek Flats**, **Mount Pleasant** and **Kitsilano/Broadway**. The Downtown Core is by far the most dense of all the clusters with over hundreds of tech, DE&I, and CleanTech companies. With several main roads, transit hubs, and beautiful office space, the Downtown Core is a highly sought after location. In fact, Vancouver boasts **400km of bike lanes**, the **largest fleet of bike and car shares in North America** and **first class rapid transit**.



1 2 Downtown Core & Yaletown

Microsoft, imageworks, amazon, MPC, slack, ARCHIACT, hp, avigilon THE BEST EVIDENCE, AxiomZen, SAP, acl, sage, Canon, CISCO, IBM, BOEING, intel, ZENEFITS, salesforce

3 Gastown

cognitivevr, work (at) play, A THINKING APE, VANCOUVER FILM SCHOOL, ZOIC, INDUSTRIAL

4 False Creek Flats

Nintendo, BANDAI NAMCO, STEMCELL, EBI

5 Mount Pleasant

Hootsuite, double negative visual effects, dhx media, CAPCOM

6 Kitsilano & Broadway

lululemon athletica, RAINMAKER, DIGITAL DOMAIN

4 BUSINESS-FRIENDLY TAX CREDITS

Federal, provincial & municipal governments provide strong support & incentives to tech businesses operating in Vancouver

British Columbia Production Services Tax Credit
Offers Canadian, or international film and TV production companies with a permanent establishment in BC, a 28% refundable tax credit on eligible labour costs.

Film Incentive BC Tax Credit
A labour-based tax incentive offering a refundable tax credit of 35% to Canadian-controlled production companies.

Canadian Film or Video Production Tax Credit
Offers a credit of 25% of qualified labour to Canadian-controlled production companies provided by the Government of Canada, with a credit of 16% of qualified labour costs to Canadian- controlled production companies and those with a permanent establishment in Canada.

BC Digital Animation or Visual Effects (DAVE.)
Provides a tax credit of 16% on qualifying labour costs to production companies employing BC talent for post-production and sound.

SR&ED
The Scientific Research and Experimental Development (SR&ED) program, a federal tax incentive encouraging R&D in Canada. Qualifying non-Canadian companies can receive tax credits of 15 per cent of qualified expenditures, while Canadian companies receive enhanced credits. Qualifying Canadian and non-Canadian corporations conducting R&D in BC can also benefit from a 10 per cent provincial tax credit.

International Business Activity (IBA)
A company registered in the International Business Activity (IBA) program, administered by Advantage BC, qualifies for a full refund of provincial corporate income tax, currently 11% in British Columbia, on revenues derived from film and television distribution.

5 THE VANCOUVER LIFESTYLE

Consistently rated as one of the world's most liveable cities, Vancouver is the ultimate city for work/life balance

No introduction to our city would be complete without mentioning the Vancouver lifestyle. Unlike other places, where people commute into downtown and return to the suburbs, downtown Vancouver and its closely-located neighbouring districts have something for everyone. The city's compact size, broadly defined by a 20-minute radius, also makes getting around easy – a major reason **entrepreneurs and career-makers are choosing to call Vancouver home**.

One of Conde Nasts Top-Rated Food Cities

Foodies flock to Vancouver's many local farmers' markets and **Granville Island Public Market** for its fresh ingredients — local and exotic. Vancouver has a globally renowned food and drink scene, with established and on-the-rise chefs, restaurants, food trucks and bars for all tastes. Foodies also delight in discovering our unique micro-breweries and distilleries, as well as the real ethnic flavour of Vancouver's diverse neighbourhoods.

From Sea to Sky

Outdoor enthusiasts love having nature's playground at their doorstep. Three local mountains, **Cypress**, **Grouse** and **Seymour**, offer access to trails for hiking and biking in the summer and first-rate skiing and snowboarding in winter, while **Stanley Park** offers 22 kilometres (13 miles) of pathways for walking, cycling, running and rollerblading. Kitsilano Beach is one of the most popular beaches in Vancouver and has the longest swimming pool in North America.

Here's what others are saying about us:

- 3rd highest quality of living in the world
- #1 Most Walkable City in North America
- 3rd Best City in the world for American Expats
- #1 Healthiest Place to live by TIme Magazine
- #1 Pubic Library in the World
- 2nd Most Resilient city
- #1 in Overall Air Quality of peer global cities
- #1 Biking City in North America

VANCOUVER ECONOMIC COMMISSION

TOP 10 REASONS WHY STUDENTS CHOOSE **VANCOUVER**

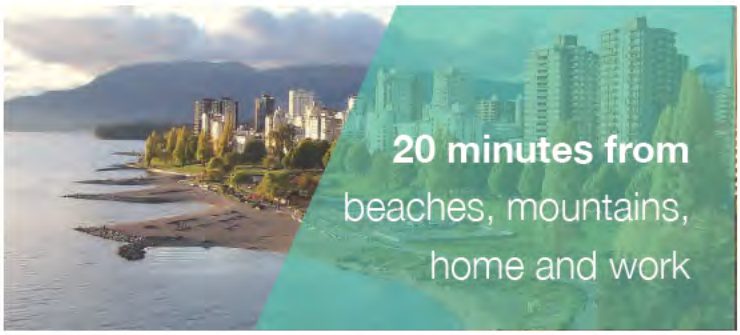
A world-class **Transit System**

North America's **Most Walkable City**

One of Condé Nast's top-rated **Food Cities**

250+ **Craft Breweries**

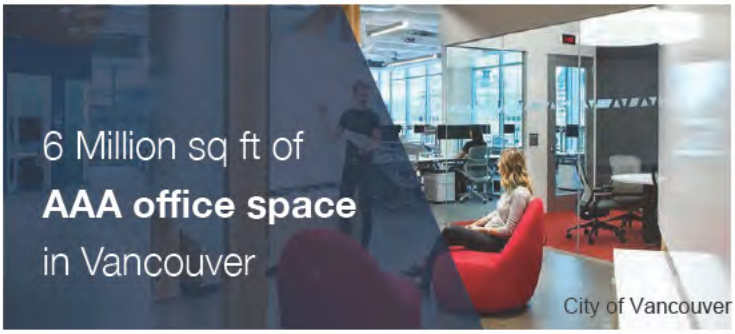
Over **20 tech meetups** each week



20 minutes from beaches, mountains, home and work

Caché of Vancouver's **premium A+ global brand**

25 mins from YVR, **Canada's global gateway**



6 Million sq ft of **AAA office space** in Vancouver

3rd Most **Liveable City** in the World

VANCOUVER ECONOMIC COMMISSION

Vancouver
Fast Facts

3rd Greenest City in the World
Source: Siemens/EIU

3rd Largest Film Production Centre in North America
Source: Creative BC

#1 Head Office Growth in Canada
Source: Financial Post

AA+ (S&P)
AAA (Moody's)
City Credit Ratings
(the highest possible ratings)

2nd Most Competitive City Globally for Business Taxes
Source: KPMG

Consistently Ranked **3rd** Most Liveable City
Source: Economist/ Monocle/ Mercer

2nd Most Resilient City for Investment
Source: Grosvenor

#1 VFX & Animation Cluster in the World
Source: Variety Magazine/ VEC

#1 Vancouver's Economy Predicted to Grow Faster Than Anywhere Else In Canada
Source: Conference Board of Canada

Top 10 Global Startup Ecosystem
Source: Startup Genome

Be Part of the Vancouver Tech & DE&I Ecosystem

Hootsuite, Microsoft, amazon, ZENEFITS, SAMSUNG, SAP, salesforce, slack, TELUS, imageworks, EA, Absolute Software, AVIGILON, generalfusion, BuildDirect, VISIONCRITICAL, freelancer, ANIMALLOGIC, CISCO, unbounce, MOGO, INDUSTRIAL LIGHT & MAGIC, PlentyOfFish, recon INSTRUMENTS, Mobify, eventbase, tableau, FORTINET, FINGER FOOD, VISIER, wework, double negative visual effects, MPC, broadbandtv, wearable intelligence

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Be part of Canada's fastest growing economy

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@VanEconomic

VANCOUVER ECONOMIC COMMISSION

From:	"George PR Benson"
To:	"Corner, Tom (CA - British Columbia)" <tcorner@deloitte.ca>
CC:	"James Raymond" <JRaymond@vancouvereconomic.com> "Khan, Farah \(CA - British Columbia\)" <farakhan@deloitte.ca>
Date:	10/17/2017 2:00:00 PM
Subject:	Re:
Attachments:	Appendix Oct 17 120pm.docx

George Patrick Richard Benson
Strategic Initiatives Officer
C: 604 369 6501

Be part of the FASTEST growing economy in Canada.

Suite 1500, 401 W. Georgia
Vancouver, BC V6B 5A1
Website | Blog | Events

From: Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>
Sent: 17 October 2017 13:34:55
To: George PR Benson
Cc: James Raymond; Khan, Farah (CA - British Columbia)
Subject:

--
Tom Corner
Manager | Economics and Policy Advisory
Deloitte
2800 – 1055 Dunsmuir Street, 4 Bentall Centre, Vancouver, British Columbia, V7X 1P4, Canada
D: +1 (604) 640 3100 | M: +1 (778) 706 2836
tcorner@deloitte.ca | deloitte.ca
--

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From: "Sean Elbe"
To: "Bryan Buggey" <BBuggey@vancouvereconomic.com>
CC: "Ingrid Valou" <IValou@vancouvereconomic.com>
"James Raymond" <JRaymond@vancouvereconomic.com>
"Tania Parisella" <TParisella@vancouvereconomic.com>
Date: 9/13/2017 6:20:08 AM
Subject: Re: [ATTN/Delivery] Speaking Notes for tomorrow's interview(s)

Thanks Ingrid!

Sent from my iPhone

On Sep 12, 2017, at 10:23 PM, Bryan Buggey <BBuggey@vancouvereconomic.com> wrote:

> Thank-you, Ingrid. Looks great. bb
>
> ---
>
> From: Ingrid Valou
> Sent: Tuesday, September 12, 2017 10:14 PM
> To: Bryan Buggey <BBuggey@vancouvereconomic.com>; Sean Elbe <SElbe@vancouvereconomic.com>; James Raymond <JRaymond@vancouvereconomic.com>
> Cc: Tania Parisella <TParisella@vancouvereconomic.com>
> Subject: [ATTN/Delivery] Speaking Notes for tomorrow's interview(s)
>
> Hi all,
>
> Here are some speaking notes and responses to common questions (updated with latest messaging). Bryan, I'll also drop these into your notes for your morning interview.
>
> 1. Why does Vancouver want Amazon HQ2?
> - [Hit'em with your best elevator pitch] Alternatively, there are benefits listed below.
> 2. What benefits would it bring to the city?
> - 50K well-paid jobs over the course of 15-17 years (or 10-20 years), in addition to Vancouver's already nation-leading tech job creation rate, and the
> - Recognition from one of the most respected & innovative companies in the world that your city is where they want to locate a second headquarters
> - Further vindication/impetus for infrastructure building; this is yet another opportunity for Vancouver to plan its future smartly
> - Anchor company with the added bonus of attracting talent that Vancouver can easily retain via its world-class startup ecosystem & business network
> 3. What makes Vancouver competitive?
> - [Refer to huge list of RFP notes, including --]
> 1. Top-notch rapid transit and public infrastructure, which includes a highly walkable and cyclable downtown and city centre
> 2. Amazing lifestyle (a draw for people the world over)
> 3. highly educated and diverse workforce
> 4. strong academic/research universities in region with topnotch software dev programs
> 5. sustainability & green
> 6. half an hour from downtown to world class (global award-winning) airport, to say nothing of a short seaplane ride between Vancouver and Seattle.
> 7. 3Ts – time zone, talent, competitive tax incentives (research, etc. – we don't even have to add new ones)
> 8. Less draconian immigration laws
> 9. I could keep going, wow
> 4.

4. What about the cost of living, how can Vancouver sell itself when it's already very hard for residents to find homes here?
    - The cost of living is something we address when moving forward. Tech hubs commonly face this challenge – we've seen it just about every other city in the top twenty tech cities, which include the likes of Sydney, New York, Paris, Toronto, Boston and obviously Silicon Valley.
    - However, there is unprecedented action happening right now between all levels of government. They are taking this seriously. And we're not talking about a flood of 50K workers showing up all at once – that's pointless fearmongering. We're talking about them as a relatively small addition in the context of the million or so more people that the Metro Vancouver region is expecting by 2030, 2040.
    - So the question is not really how can Vancouver sell itself? Vancouver already sells itself – we have incredible advantages.
    - To draw a parallel for a moment – the Vancouver Film industry is huge. It has a huge footprint in the city but it's so cleverly, carefully hidden that it's quite sudden to come across a film shoot in Gastown. It's not everyday that it would be like Deadpool 2 and the downtown core, or Deadpool and the Viaducts – where more people actually see it happening. And even then, that was in chunks. That's the tech sector, too. It's already here.
5. Has Amazon expressed any interest in Vancouver prior to this?
    - It has already brought benefits to the city in the form of at least 1000 jobs. Vancouver has a sizeable Amazon footprint already. We collaborate regularly with their HR folks on talent initiatives and with their ecdev officer.

Lastly, ere's a great clip with excellent messaging to complement your delivery.

In sum, the Amazon RFP very clearly embodies a series of forward-thinking business values of global engagement, diversity, and environmental stewardship.

Amazon is also signaling very clearly and publicly what the market demands for modern, state-of-the-urban economic development going forward.

As each of us has written about extensively, regional economic development is about growing from within. It requires helping existing firms expand and innovate, supporting entrepreneurs, creating industry-relevant skills programs, and strengthening other local assets that improve the economic prospects of local industries and workers. These attributes, even more than incentives packages, will attract the attention of outside firms interested in being part of a region's unique ecosystem.

So rather than get distracted by the city vs. city competition brought about by Amazon's announcement, state and local economic development leaders need to bear down on reinventing the way they do business. Amazon's HQ2 will only be located in one city, but the path to prosperity in a hyper-digital global economy is attainable for cities that invest in people, infrastructure, and quality places.

INGRID VALOU
Communications Specialist
C: 604 868 1990

Suite 1500, 401 W. Georgia

Vancouver, BC V6B 5A1
Website | Blog | Events

<image005.jpg> <image006.jpg> <image007.png>

<image008.png>

From: "Shutsa, Christopher \(CA - British Columbia\)" <cshutsa@deloitte.ca>
To: "Claire Campbell" <ccampbell@vancouvereconomic.com>
"Farah Khan" <farahkhan@deloitte.ca>
"James Raymond" <JRaymond@vancouvereconomic.com>
CC: "Corner, Tom (CA - British Columbia)" <tcorner@deloitte.ca>
Date: 10/14/2017 2:10:00 PM
Subject: RE: [FYI] Design Update - Labour

s.13(1)

From: Claire Campbell [mailto:ccampbell@vancouvereconomic.com]
Sent: Saturday, October 14, 2017 12:35 PM
To: Farah Khan <farahkhan@deloitte.ca>; James Raymond <JRaymond@vancouvereconomic.com>
Cc: Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>; Shutsa, Christopher (CA - British Columbia) <cshutsa@deloitte.ca>
Subject: [FYI] Design Update - Labour

Hi Team,

Here is the second *design FYI update.* See attached for:
1. Chapter 2: Labour

A few notes on this section:
s.13(1)

If there are any showstoppers that you would like to have addressed before we send the first end-to-end design iteration to the Deloitte Review Committee, please respond to this email.

Thanks,
Claire

--
CLAIRE CAMPBELL
Coordinator, Marketing & Branding
Vancouver Economic Commission
P: 604 558 6273 | C: 778 868 3907 *(new)*

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From:	"Ingrid Valou"
To:	"Tania Parisella" <TParisella@vancouvereconomic.com>
Date:	9/21/2017 10:32:25 AM
Subject:	RE: [FYI] Fwd: Announcement of joint application for Amazon HQ2?
Attachments:	Draft Statement from VEC on Amazon HQ2.docx

Also see attached.

About to hop on that call now.

s.13(1)

INGRID VALOU
Communications Specialist
Vancouver Economic Commission
C: 604 868 1990

From: Tania Parisella
Sent: September-21-17 10:05 AM
To: Ingrid Valou <IValou@vancouvereconomic.com>
Subject: Re: [FYI] Fwd: Announcement of joint application for Amazon HQ2?

Yeah, it was good.
Can you send me the final pls ?

On Sep 21, 2017, at 12:58 PM, Ingrid Valou <IValou@vancouvereconomic.com> wrote:

Thanks, on that note, have you had a chance to look over the statement I drafted?

Ingrid Valou
Communications Specialist
Vancouver Economic Commission
604.868.1990

From: Tania Parisella
Sent: Thursday, September 21, 2017 9:34:24 AM
To: Ingrid Valou; James Raymond
Cc: Bryan Buggey
Subject: RE: [FYI] Fwd: Announcement of joint application for Amazon HQ2?

Yeah, I'd prefer ONE announcement, can be joint with Province but it should include all partners. Maybe we do it next Monday?
Bryan and ian should weigh in for sure.
Thanks

TANIA PARISELLA
Director, Marketing & Research
Vancouver Economic Commission
P: 604 336 8013

From: Ingrid Valou
Sent: Thursday, September 21, 2017 9:19 AM
To: James Raymond <JRaymond@vancouvereconomic.com>; Tania Parisella <TParisella@vancouvereconomic.com>
Cc: Bryan Buggey <BBuggey@vancouvereconomic.com>
Subject: Re: [FYI] Fwd: Announcement of joint application for Amazon HQ2?

I'll hop on a call with them just to hear what they have in mind.

Ingrid Valou
Communications Specialist
Vancouver Economic Commission
604.868.1990

From: James Raymond
Sent: Thursday, September 21, 2017 9:01:34 AM
To: Ingrid Valou; Tania Parisella
Cc: Bryan Buggey
Subject: RE: [FYI] Fwd: Announcement of joint application for Amazon HQ2?

I would pass this over to Bryan, as he's likely the one who most knows who's on board

But the announcement goes when we are ready....

From: Ingrid Valou
Sent: Thursday, September 21, 2017 9:00 AM
To: James Raymond <JRaymond@vancouvereconomic.com>; Tania Parisella <TParisella@vancouvereconomic.com>
Subject: [FYI] Fwd: Announcement of joint application for Amazon HQ2?

FYI. James, I'll probably snag you in a few.

Ingrid Valou
Communications Specialist
Vancouver Economic Commission
604.868.1990

From: Li, Jessica P GCPE:EX <Jessica.P.Li@gov.bc.ca>
Sent: Thursday, September 21, 2017 8:52:24 AM
To: Ingrid Valou
Cc: Stewart, Courtney GCPE:EX
Subject: Announcement of joint application for Amazon HQ2?

Hi Ingrid,

My name is Jessica Li and I work in Government Communications for the Ministry of Jobs, Trade and Technology. I understand from our ministry staff that the Province, through our ministry, has made a contribution towards Metro Vancouver's joint application for Amazon's HQ2 RFP.

The Province is interested in announcing its support for this joint application. As VEC is coordinating the application, it'd be great if I can speak with you on which municipalities are participating in this joint application, and your announcement approach.

Are you free this morning for a quick call? I've cc'd my manager Courtney Stewart on this email to keep her in the loop.

Thank you.

Sincerely,
Jessica

Jessica P. Li
Senior Public Affairs Officer
Government Communications & Public Engagement
250-952-0624/ (cell) 250-480-8781
Jessica.P.Li@gov.bc.ca

s.13(1)

From: "Ian McKay"
To: "Tania Parisella" <TParisella@vancouvereconomic.com>
CC: "James Raymond" <JRaymond@vancouvereconomic.com>
"Bryan Buggey" <BBuggey@vancouvereconomic.com>
Date: 10/10/2017 10:57:18 AM
Subject: RE: [FYI] STRUCTURE REQUESTED FOR THE 2ND COUNCIL MEMO - AMAZON

Please advise that I have already been confirmed to present to council in camera, and I am comfortable with the memo that was circulated. Verbal update at council will suffice.

--
IAN McKAY
CEO
Vancouver Economic Commission
P: 604 336 8011 | C: 604 889 2811

From: Tania Parisella
Sent: October-10-17 10 54 AM
To: Ian McKay <IMcKay@vancouvereconomic.com>
Cc: James Raymond <JRaymond@vancouvereconomic.com>; Bryan Buggey <BBuggey@vancouvereconomic.com>
Subject: [FYI] STRUCTURE REQUESTED FOR THE 2ND COUNCIL MEMO - AMAZON
Importance: High

Ian- pls see below and advise.
Also, James was asking if you can go to Council to present.

TANIA PARISELLA
Director, Marketing & Research
Vancouver Economic Commission
P: 604 336 8013

From: Marley, Eleena [mailto Eleena.Marley@vancouver.ca]
Sent: Friday, October 6, 2017 11:44 AM
To: Tania Parisella <TParisella@vancouvereconomic.com>; James Raymond <JRaymond@vancouvereconomic.com>
Cc: Ingrid Valou <IValou@vancouvereconomic.com>
Subject: RE: Council memo

All,

See below for my initial thoughts - The purpose of the update to Council is primarily:

1. Proposal near completion and due for submission by 19th
   a. Reminder of regional Steering Committee composition/ role and Deloitte role
   b. Describe site selection process i.e. followed Amazon criteria

2. Proposal s core messages
   a. Regional submission
   b. 2-tier sites proposed (Surrey and Vancouver =1, Others = 2)
   c. Value proposition
   i. Key messages
   ii. Overview of offering (all parties (incl. Province) & COV specific)
   iii. Emphasis COV not giving land or money etc.
3. Notify that a public briefing will be issued soon after submission (NB: Deloitte/VEC leading on this 2-pager as well)
   a. Detail key messages
   b. Note proposal is subject to commercial confidentiality whilst COV party to an active procurement

Please keep COV coms involved in both the Council and Public briefings

Have a great Thanksgiving
E

From: Tania Parisella [mailto:TParisella@vancouvereconomic.com]
Sent: Friday, October 06, 2017 11:27 AM
To: James Raymond
Cc: Marley, Eleena; Ingrid Valou
Subject: Re: Council memo

Thanks James

Hi Eleena,
Because I am going to have to dedicate someone to draft this, I require clarity as to goal of this memo and what items need to be included.
Would appreciate this via email as I'm off until next week but we can start thinking about it if we get more info on your end.
Thanks in advance
Tania

On Oct 6, 2017, at 11:24 AM, James Raymond <JRaymond@vancouvereconomic.com> wrote:

Eleena

Please clarify what the goals of this memo will be– is it just an update to the previous? And also outline any questions we may need to cover

Thanks

JAMES RAYMOND
Manager, Research & Analysis
P: 604 336 8021 | C: 778 788 7721

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Vancouver, BC V6B 5A1
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<image001.jpg> <image002.jpg> <image003.png>

<image004.png>

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From: "Ian McKay"
To: "Ingrid Valou" <IValou@vancouvereconomic.com>
CC: "James Raymond" <JRaymond@vancouvereconomic.com>
"Tania Parisella" <TParisella@vancouvereconomic.com>
"George PR Benson" <gbenson@vancouvereconomic.com>
"Jamie Warren" <JWarren@vancouvereconomic.com>
Date: 9/29/2017 3:40:04 PM
Subject: RE: [Media Request/Approval Rq] Response to CNN's questions (ideally by EOD today)

We cannot say this – cannot speak on behalf of Surrey etc. There is no need to answer this specific question.

- s.13(1)

--
IAN McKAY
CEO
Vancouver Economic Commission
P: 604 336 8011| C: 604 889 2811

From: Ingrid Valou
Sent: September-29-17 12:15 PM
To: Ian McKay <IMcKay@vancouvereconomic.com>
Cc: James Raymond <JRaymond@vancouvereconomic.com>; Tania Parisella <TParisella@vancouvereconomic.com>; George PR Benson <gbenson@vancouvereconomic.com>; Jamie Warren <JWarren@vancouvereconomic.com>
Subject: [Media Request/Approval Rq] Response to CNN's questions (ideally by EOD today)

Hi Ian,

I've attached our response to CNN's questions. Much of this has already been approved for use with G&M, and your quote is an abbreviated form of the first statement we issued when the RFP just came out.

CNN's deadline is Monday morning ET. To simplify and give us more wiggle room, **please review and advise us of changes you would like us to make by EOD today – say, 6 or 7PM (allowing for extra time after board meeting).** I feel that our response is thorough without belabouring the point. In the past, you have indicated you might like us to be more direct about **why a Canadian city and Vancouver in particular is the best place for Amazon to go (*because* it is outside of the US)**. Please let me know if you would like to create a new statement to replace the one below.

s.13(1)

Answering Amazon's questions:

Are you able to share any details about how you're preparing a proposal? Have you hired a special team?

- The Vancouver Economic Commission (VEC) is coordinating the bid for Amazon's HQ2 on behalf of the greater Vancouver region. The project is governed by a Steering Committee representing and supported by subject matter advisors from a broad stakeholder group (the aforementioned Advisory Committee), and executed by an integrated VEC-led Project Execution Team.

s.13(1)

Can you share any of the incentives you are offering Amazon, such as tax breaks or other perks?

s.13(1)

Five Key Attributes that define Amazon's opportunity in Vancouver include:

- Outstanding local and international talent hub – Vancouver can draw from a pool of more than 100,000 tech workers from across BC, with over 75,000 already located in Metro Vancouver. Furthermore, Canada's immigration system, with a 2-week turnaround time for tech workers' visas, is incredibly welcoming, and Canada's inclusive and dynamic culture draws of the best and brightest from around the world.

s.13(1)

s.13(1)

- Traffic-free commuting options between our sites – Vancouver more than meets Amazon's requirements for walkable neighborhoods, robust transit infrastructure, and alternative commuting methods. We are the best cycling city in North America, one of the most walkable, and our region thrives because of a robust, clean, and affordable transit system that connects every corner of the region and brings together downtown corporate anchors like Amazon and Microsoft and vibrant startups from across the region.

s.13(1)

Thanks,

INGRID VALOU
Communications Specialist
C: 604 868 1990

Suite 1500, 401 W. Georgia
Vancouver, BC V6B 5A1
Website | Blog | Newsletter

From: "Robb, Katie" <Katie.Robb@vancouver.ca>
To: "Tania Parisella" <TParisella@vancouvereconomic.com>
Date: 10/12/2017 4:34:21 PM
Subject: RE: [QUESTION] AMAZON BID Letter from the mayor

Don't know a thing about it...let me ask Kevin

Katie Robb
Director of Communications
Office of the Mayor I City of Vancouver
Office: 604.873.7490 I Cell: 778.918.7973
Mayorofvancouver.ca

From: Tania Parisella [mailto:TParisella@vancouvereconomic.com]
Sent: Thursday, October 12, 2017 4:33 PM
To: Robb, Katie
Subject: [QUESTION] AMAZON BID Letter from the mayor

Hi Katie- just checking with you on this- is the Mayor (you...) drafting a letter of support to add to the bid?
We need to know for formatting as we are working on the document now.
Let me know if you need any help.
Tania

TANIA PARISELLA
Director, Marketing & Research
Vancouver Economic Commission
P: 604 336 8013

From: James Raymond
Sent: Thursday, October 12, 2017 4:27 PM
To: Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>
Cc: Tania Parisella <TParisella@vancouvereconomic.com>
Subject: RE: Letter from the mayor

We're on it – Eleena just told me. We will handle this

From: Diamandiev, Slavi (CA - British Columbia) [mailto:sdiamandiev@deloitte.ca]
Sent: Thursday, October 12, 2017 4:13 PM
To: James Raymond <JRaymond@vancouvereconomic.com>
Subject: Letter from the mayor

James, do you happen to have a draft or bullets from a letter from the Mayor? It was mentioned today at the steering.

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services, Deloitte
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | LinkedIn Profile | deloitte.ca

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From: "Ingrid Valou"
To: "Sean Elbe" <SElbe@vancouvereconomic.com>
CC: "James Raymond" <JRaymond@vancouvereconomic.com>
"Tania Parisella" <TParisella@vancouvereconomic.com>
Date: 9/20/2017 6:33:27 PM
Subject: RE: [URGENT & Approval/Review required] Draft statement as blanket response to media (to try and de-politicise conversation)

Good feedback – I'll rewrite it so that it's more obvious. s.13(1)

INGRID VALOU
Communications Specialist
Vancouver Economic Commission
C: 604 868 1990

From: Sean Elbe
Sent: September 20, 2017 5:40 PM
To: Ingrid Valou <IValou@vancouvereconomic.com>
Cc: James Raymond <JRaymond@vancouvereconomic.com>; Tania Parisella <TParisella@vancouvereconomic.com>
Subject: Re: [URGENT & Approval/Review required] Draft statement as blanket response to media (to try and de-politicise conversation)

Looks excellent but I've only reviewed lightly. s.13(1)

Sent from my iPhone

On Sep 20, 2017, at 4:58 PM, Ingrid Valou <IValou@vancouvereconomic.com> wrote:

> Hi all,
>
> This is the draft I've come up with. Please provide me with your thoughts. I know it's long but I wanted it to be thoughtful and touch on all our key points and be honest.
>
> s.13(1)
>
> Thanks all,
>
> INGRID VALOU
> Communications Specialist
> C: 604 868 1990
>
> Suite 1500, 401 W. Georgia
> Vancouver, BC V6B 5A1
> Website | Blog | Newsletter

From: "Corner, Tom \(CA - British Columbia\)" <tcorner@deloitte.ca>
To: "James Raymond" <JRaymond@vancouvereconomic.com>
"Khan, Farah \(CA - British Columbia\)" <farakhan@deloitte.ca>
CC: "Shutsa, Christopher (CA - British Columbia)" <cshutsa@deloitte.ca>
"Diamandiev, Slavi \(CA - British Columbia\)" <sdiamandiev@deloitte.ca>
Date: 10/17/2017 2:43:25 PM
Subject: RE:
Attachments: Appendix Oct 17 240 proofread.docx

--
Tom Corner
Manager | Economics and Policy Advisory
Deloitte
2800 – 1055 Dunsmuir Street, 4 Bentall Centre, Vancouver, British Columbia, V7X 1P4, Canada
D: +1 (604) 640 3100 | M: +1 (778) 706 2836
tcorner@deloitte.ca | deloitte.ca
--

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From: George PR Benson [mailto:gbenson@vancouvereconomic.com]
Sent: Tuesday, October 17, 2017 2:00 PM
To: Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>
Cc: James Raymond <JRaymond@vancouvereconomic.com>; Khan, Farah (CA - British Columbia) <farakhan@deloitte.ca>
Subject: Re:

George Patrick Richard Benson
Strategic Initiatives Officer
C: 604 369 6501

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Vancouver, BC V6B 5A1
Website | Blog | Events

From: Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>
Sent: 17 October 2017 13:34:55
To: George PR Benson
Cc: James Raymond; Khan, Farah (CA - British Columbia)
Subject:

--
Tom Corner
Manager | Economics and Policy Advisory
Deloitte
2800 – 1055 Dunsmuir Street, 4 Bentall Centre, Vancouver, British Columbia, V7X 1P4, Canada
D: +1 (604) 640 3100 | M: +1 (778) 706 2836
tcorner@deloitte.ca | deloitte.ca
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From: "Shi, Wen" <Wen.Shi@vancouver.ca>
To: "Eleena Marley" <Eleena.Marley@vancouver.ca>
"Sean Elbe" <SElbe@vancouvereconomic.com>
"Ian McKay" <IMcKay@vancouvereconomic.com>
"James Raymond" <JRaymond@vancouvereconomic.com>
"Bryan Buggey" <BBuggey@vancouvereconomic.com>
"Tania Parisella" <TParisella@vancouvereconomic.com>
Date: 9/18/2017 10:13:10 AM
Subject: RE: 3 Submissions for RFS PS20171759 - Consultant for Responses to Amazon HQ2 RFP

Hi everyone,

Just want to let you know that I had sent you three proposals two minutes ago in case the email got blocked due to the big size of 15MB.

Regards,

Wen Shi

Tel: 604-871-6139
Fax: 604-873-7057

From: Shi, Wen
Sent: Monday, September 18, 2017 10:09 AM
To: Marley, Eleena; Sean Elbe; Ian McKay; James Raymond; Buggey, Bryan; Tania Parisella
Cc: Aarons, David
Subject: 3 Submissions for RFS PS20171759 - Consultant for Responses to Amazon HQ2 RFP

Good morning everyone,

Three (3) submissions were received on time from E&Y, Deloitte, and KPMG. Attached please find their proposals.

Should you have any questions, please feel free to contact me!

Best regards,

Wen Shi

Tel: 604-871-6139
Fax: 604-873-7057

From: Marley, Eleena
Sent: Friday, September 15, 2017 11:35 AM
To: Shi, Wen
Cc: Sean Elbe; Ian McKay; James Raymond; Buggey, Bryan; Tania Parisella; Aarons, David
Subject: Consultant RFS responses - Amazon HQ2

Wen,

When you receive the responses on Monday, please circulate to myself and the VEC team CC'd above

James /Sean,

I understand you'll be leading the charge on reviewing the proposals on Monday. I am free from 1 to discuss and evaluate.

Once VEC has a recommendation, Wen and I will work to seek approval from Patrice Impey. I suggest a short briefing call between Ian and Sadhu in the afternoon would also be beneficial

Speak Monday
Eleena

Eleena Marley | Manager, Strategic Business Relationships
City of Vancouver | 453 W 12th Avenue
Vancouver | BC V5Y 1V4
Desk: 604.673.8223 | mobile: 604.367.5991
eleena.marley@vancouver.ca

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From: "Ian McKay"
To: "Tania Parisella" <TParisella@vancouvereconomic.com>
CC: "James Raymond" <JRaymond@vancouvereconomic.com>
"Ingrid Valou" <IValou@vancouvereconomic.com>
Date: 10/19/2017 3:12:25 PM
Subject: RE: 19/10 Amazon HQ2 - Good Luck / Bonne chance !

Where did Metro get this idea?

"The city's tech scene continues to be small and start-up oriented when compared with major tech centres."

--
IAN McKAY
CEO
Vancouver Economic Commission
P: 604 336 8011| C: 604 889 2811

From: Tania Parisella
Sent: October-19-17 3:05 PM
To: Nathalie.Bechamp@international.gc.ca
Cc: Ian McKay <IMcKay@vancouvereconomic.com>; James Raymond <JRaymond@vancouvereconomic.com>; Ingrid Valou <IValou@vancouvereconomic.com>
Subject: Fwd: 19/10 Amazon HQ2 - Good Luck / Bonne chance !

Hi Nathalie
We met in Toronto at CCCA last month.
James Raymond, who is on my team and was leading for us on this proposal, sent this to me as he is out of the office at the moment.

Yes, Vancouver and its regional partners have submitted the proposal to Amazon.

Our steering committee agreed that there will be a news release issued by the VEC tomorrow which will double as a statement. It will be sent to all media that contacted us today and some other ones who we think have interest.

We will NOT release the complete proposal. Some info is confidential and also, we discussed with our contact here on site that we will do the Amazon team the courtesy of giving them some time to look over the proposal before releasing an executive summary for public consumption. We don't want them reading media analysis of the proposal instead of the bid ...
I can tell you that was appreciated.

We will send you our media release tomorrow.

We have fielded some requests already.
Here's one article that articulates our message well in which our CEO is quoted at length.
http://m.metronews.ca/#/article/news/vancouver/2017/10/17/vancouver-finalizes-amazon-pitch-ahead-of-deadline.html

Regards
Tania.

TANIA PARISELLA
Director, Marketing & Research
Vancouver Economic Commission
P: 604 336 8013

Begin forwarded message:

From: James Raymond <JRaymond@vancouvereconomic.com>
Date: October 19, 2017 at 2:49:36 PM PDT
To: Tania Parisella <TParisella@vancouvereconomic.com>
Cc: Ian McKay <IMcKay@vancouvereconomic.com>
Subject: Fw: 19/10 Amazon HQ2 - Good Luck / Bonne chance !

Tania -

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

From: Nathalie.Bechamp@international.gc.ca
Sent: Thursday, October 19, 2017 3:14 PM
To: Nathalie.Bechamp@international.gc.ca
Cc: Ailish.Campbell@international.gc.ca; Hilary.Esmonde-White@international.gc.ca; Nadin.Nanji@international.gc.ca; Deric.Dubien@international.gc.ca; Francois.Lasalle@international.gc.ca; Jean-Frederic.Lafaille@pco-bcp.gc.ca; James.Burns@pco-bcp.gc.ca; Brandon.Lee@international.gc.ca; Michael.Wooff@international.gc.ca; Kim.Butler@international.gc.ca; Marcy.Grossman@international.gc.ca; Marie-France.Paquet@international.gc.ca; Catherine.Lemieux@international.gc.ca; Monique.Winter@international.gc.ca; Sean.McCabe@international.gc.ca
Subject: 19/10 Amazon HQ2 - Good Luck / Bonne chance !
(Voir le français ci-dessous)

Dear partners,

Today is the big day! Although many of you sent in your bids days ago, I wanted to mark today by reinforcing what the Prime Minister articulated in his letter - *the Government of Canada is committed to working closely with you in support of your bids for Amazon's second headquarter location in North America.*

I would ask that you please confirm whether you have indeed gone forward with a bid and to please share with us any executive summaries, relevant highlights, media releases, etc. you deem appropriate as we continue to track what Canadian bidders are doing and as we contemplate the next phase.

Going forward, we encourage continued two-way communication and accordingly we would be interested to learn of any developments or intelligence you may be privy to with respect to this process. We have become aware that a number of cities have been reaching out to our diplomatic missions in the U.S. seeking information on potential competitors. To the extent a short list becomes known and U.S. short-listed cities are announced, please feel free to come forward directly to our team for any information regarding U.S. cities/bids.

Outside of this HQ2 process, I note that we worked with many of you late last Spring to develop pitches on specific potential investment opportunities for Amazon to consider. With the positive momentum we have generated in the HQ2 process, we would like to revisit the opportunities developed last Spring to see how we can move ahead together on other fronts with Amazon. Accordingly, I encourage you to reach out to my team in the Investor Services Division to confirm your continued interest in this regard and how we may support you.

Please direct enquiries and responses to the questions above to the Amazon team in the Investor Services Division of Global Affairs Canada: nadin.nanji@international.gc.ca and sean.mccabe@international.gc.ca.

With warmest regards,

Nathalie Béchamp
Directrice générale – Investissement et Innovation
Director General – Investment and Innovation
Affaires mondiales Canada - Global Affairs Canada
111 Sussex, Ottawa
T 343 203-4113
Nathalie.bechamp@international.gc.ca

Chers partenaires,

Le grand jour est arrivé! Bien que plusieurs d'entre vous ayez déjà envoyé vos soumissions il y a quelques jours, je tenais à souligner cette journée en réitérant ce que le Premier ministre a exprimé clairement dans sa lettre - le Gouvernement du Canada s'engage à travailler étroitement avec vous afin d'appuyer vos soumissions pour le deuxième siège social d'Amazon en Amérique du nord.

Je vous demanderais s'il vous plaît, de bien vouloir confirmer si effectivement vous êtes allés de l'avant avec une soumission et s'il vous plaît, partager avec nous le sommaire exécutif, les points saillants pertinents, les communiqués de presse, etc. que vous jugerez appropriés puisque nous continuons de suivre ce que les candidats canadiens font tout en gardant les yeux sur l'étape suivante.

À l'avenir, nous encourageons les communications bilatérales et par conséquent nous serions intéressés de connaître l'évolution et les renseignements que vous pourriez apprendre sur ce processus. Il a été porté à notre attention qu'un certain nombre de municipalités ont communiqué avec nos missions diplomatiques aux États-Unis à la recherche d'information sur les compétiteurs potentiels. Si une liste restreinte venait à être connue et que les municipalités américaines sur cette liste étaient annoncées, n'hésitez pas à communiquer avec notre équipe pour des informations concernant les soumissions ou sur les villes américaines.

En dehors de ce processus de SS2, je note que nous avons travaillé avec plusieurs d'entre vous le printemps passé pour développer des présentations sur des opportunités d'investissement potentielles spécifiques pour présenter à Amazon. Avec l'élan positif qui a été généré par le processus de SS2, nous aimerions revoir les opportunités qui ont été développées le printemps passé afin de déterminer comment nous pouvons aller de l'avant ensemble sur d'autres fronts avec Amazon. Je vous encourage donc à communiquer avec mon équipe de la direction des Services aux investisseurs pour confirmer votre intérêt à cet égard et ainsi déterminer comment nous pouvons vous appuyer: nadin.nanji@international.gc.ca and sean.mccabe@international.gc.ca.

Cordialement,

Nathalie Béchamp
Directrice générale – Investissement et Innovation
Director General – Investment and Innovation
Affaires mondiales Canada - Global Affairs Canada
111 Sussex, Ottawa
T 343 203-4113
Nathalie.bechamp@international.gc.ca

From:	"Ingrid Valou"
To:	"James Raymond" <JRaymond@vancouvereconomic.com> "Tania Parisella" <TParisella@vancouvereconomic.com>
Date:	10/23/2017 10:43:56 AM
Subject:	RE: 19/10 Amazon HQ2 - Good Luck / Bonne chance !
Attachments:	VEC Amazon HQ2 News Release Oct 21 2017.pdf

No, actually. Would you like to do the honours?

INGRID VALOU
Communications Specialist
Vancouver Economic Commission
C: 604 868 1990

From: James Raymond
Sent: October-23-17 10:15 AM
To: Tania Parisella <TParisella@vancouvereconomic.com>
Cc: Ingrid Valou <IValou@vancouvereconomic.com>
Subject: RE: 19/10 Amazon HQ2 - Good Luck / Bonne chance !

Did we send them on the media release yet?

From: Monique.Winter@international.gc.ca [mailto:Monique.Winter@international.gc.ca] On Behalf Of Nathalie.Bechamp@international.gc.ca
Sent: Thursday, October 19, 2017 1:14 PM
To: Nathalie.Bechamp@international.gc.ca
Cc: Ailish.Campbell@international.gc.ca; Hilary.Esmonde-White@international.gc.ca; Nadin.Nanji@international.gc.ca; Deric.Dubien@international.gc.ca; Francois.Lasalle@international.gc.ca; Jean-Frederic.Lafaille@pco-bcp.gc.ca; James.Burns@pco-bcp.gc.ca; Brandon.Lee@international.gc.ca; Michael.Wooff@international.gc.ca; Kim.Butler@international.gc.ca; Marcy.Grossman@international.gc.ca; Marie-France.Paquet@international.gc.ca; Catherine.Lemieux@international.gc.ca; Monique.Winter@international.gc.ca; Sean.McCabe@international.gc.ca
Subject: 19/10 Amazon HQ2 - Good Luck / Bonne chance !

(Voir le français ci-dessous)

Dear partners,

Today is the big day! Although many of you sent in your bids days ago, I wanted to mark today by reinforcing what the Prime Minister articulated in his letter - *the Government of Canada is committed to working closely with you in support of your bids for Amazon's second headquarter location in North America*.

I would ask that you please confirm whether you have indeed gone forward with a bid and to please share with us any executive summaries, relevant highlights, media releases, etc. you deem appropriate as we continue to track what Canadian bidders are doing and as we contemplate the next phase.

Going forward, we encourage continued two-way communication and accordingly we would be interested to learn of any developments or intelligence you may be privy to with respect to this process.We have become aware that a number of cities have been reaching out to our diplomatic missions in the U.S. seeking information on potential competitors. To the extent a short list becomes known and U.S. short-listed cities are announced, please feel free to come forward directly to our team for any information regarding U.S. cities/bids.

Outside of this HQ2 process, I note that we worked with many of you late last Spring to develop pitches on specific potential investment opportunities for Amazon to consider. With the positive momentum we have generated in the HQ2 process, we would like to revisit the opportunities developed last Spring to see how we can move ahead together on other fronts with Amazon. Accordingly, I encourage you to reach out to my team in the Investor Services Division to confirm your continued interest in this regard and how we may support you.

Please direct enquiries and responses to the questions above to the Amazon team in the Investor Services Division of Global Affairs Canada: nadin.nanji@international.gc.ca and sean.mccabe@international.gc.ca.

With warmest regards,

Nathalie Béchamp
Directrice générale – Investissement et Innovation
Director General – Investment and Innovation
Affaires mondiales Canada - Global Affairs Canada
111 Sussex, Ottawa
T 343 203-4113
Nathalie.bechamp@international.gc.ca

Chers partenaires,

Le grand jour est arrivé! Bien que plusieurs d'entre vous ayez déjà envoyé vos soumissions il y a quelques jours, je tenais à souligner cette journée en réitérant ce que le Premier ministre a exprimé clairement dans sa lettre - le Gouvernement du Canada s'engage à travailler étroitement avec vous afin d'appuyer vos soumissions pour le deuxième siège social d'Amazon en Amérique du nord.

Je vous demanderais s'il vous plaît, de bien vouloir confirmer si effectivement vous êtes allés de l'avant avec une soumission et s'il vous plaît, partager avec nous le sommaire exécutif, les points saillants pertinents, les communiqués de presse, etc. que vous jugerez appropriés puisque nous continuons de suivre ce que les candidats canadiens font tout en gardant les yeux sur l'étape suivante.

À l'avenir, nous encourageons les communications bilatérales et par conséquent nous serions intéressés de connaître l'évolution et les renseignements que vous pourriez apprendre sur ce processus. Il a été porté à notre attention qu'un certain nombre de municipalités ont communiqué avec nos missions diplomatiques aux États-Unis à la recherche d'information sur les compétiteurs potentiels. Si une liste restreinte venait à être connue et que les municipalités américaines sur cette liste étaient annoncées, n'hésitez pas à communiquer avec notre équipe pour des informations concernant les soumissions ou sur les villes américaines.

En dehors de ce processus de SS2, je note que nous avons travaillé avec plusieurs d'entre vous le printemps passé pour développer des présentations sur des opportunités d'investissement potentielles spécifiques pour présenter à Amazon. Avec l'élan positif qui a été généré par le processus de SS2, nous aimerions revoir les opportunités qui ont été développées le printemps passé afin de déterminer comment nous pouvons aller de l'avant ensemble sur d'autres fronts avec Amazon. Je vous encourage donc à communiquer avec mon équipe de la direction des Services aux investisseurs pour confirmer votre intérêt à cet égard et ainsi déterminer comment nous pouvons vous appuyer: nadin.nanji@international.gc.ca and sean.mccabe@international.gc.ca.

Cordialement,

Nathalie Béchamp
Directrice générale – Investissement et Innovation
Director General – Investment and Innovation
Affaires mondiales Canada - Global Affairs Canada
111 Sussex, Ottawa

T 343 203-4113
Nathalie.bechamp@international.gc.ca

Media Release

Vancouver regional and provincial partners submit Amazon HQ2 Proposal

Submission concludes Vancouver region's response to 'biggest economic development event in a generation'

Vancouver, BC (October 21, 2017) – The Vancouver Economic Commission (VEC) and its regional and provincial partners are delighted to announce that the metro Vancouver region's Amazon HQ2 proposal was successfully hand-delivered to Amazon on Thursday, October 19. This concludes a six-week project that saw collaboration between a wide group of partners and stakeholders – a level unprecedented since the 2010 Winter Olympics – to assemble a comprehensive regional bid. Amazon will take the rest of 2017 to review proposals by hundreds of cities around North America, and will announce its decision some time in 2018.

Out of respect for the RFP process, VEC and partners have opted to allow Amazon the courtesy of having first glance at the Vancouver region's proposal; as Amazon is to review well over one hundred submissions, there are no immediate plans to release the full contents of the proposal document until after a decision has been announced by Amazon. In the meantime, VEC is pleased to provide key points on the process of assembling the proposal, and a summary of the contents and themes.

Governance and Process

The project was governed by a Steering Committee representing a broad stakeholder group, executed by an integrated VEC-led Project Execution Team, and supported by subject matter advisors – the Advisory Committee, which first convened on September 14 in a town hall style held with major stakeholders.

The Vancouver Economic Commission, BC Ministry of Jobs, Trade and Technology, the City of Vancouver, the City of Surrey and Metro Vancouver Regional District are all represented on the Steering Committee. The Cities of Richmond, Burnaby and New Westminster were all consulted and contributed suggestions for sites, as were the Musqueam, Tsleil-Waututh and Squamish First Nations.

Our Incentives are "Built-In" Incentives

No cash, land or additional tax incentives were offered in metro Vancouver region's submission to Amazon. Rather than engaging in a "race to the bottom" with cash incentives, the Project Execution Team presented a cohesive, comprehensive and compelling narrative that focuses on the built-in incentives of operating in and around the Vancouver region. This value proposition includes a highly competitive business environment featuring significant cost savings related to office real estate, health care, tax rates and labour.

When compared to several sites in the United States, VEC estimates that these combined factors would allow Amazon to save tens of billions over a ten-year horizon. This does not include the millions of hours in reduced travel times and a minimized carbon footprint.

Delivery of Space and Connectivity

In addition to Vancouver offering these distinct advantages, the region's geographical proximity means unmatched accessibility. Vancouver is one of the most multicultural urban centres in the world; we are a dynamic, inclusive innovation hub, with a cultural alignment with the values of Amazon's native Seattle.

The proposal further identified millions of square feet of space throughout the region to support Amazon's identified 500,000 ft^2 move-in needs on day one, and more than enough to meet the second and third phases of the project. With a compact, transit- and cycling-connected region, a world-class Port and the award-winning YVR – named North America's best airport for eight years running – we know we have both the space and the connectivity that Amazon seeks.

Focus on Talent and Labour Force

Metro Vancouver's tech ecosystem is on an explosive growth trajectory. Our path to providing the skilled talent necessary to support this growth is clear. Our post-secondary institutions are world class in their capacity to deliver graduates required by our technology sector. These educational institutions awarded 30,000 STEM credentials and 13,000 Business degrees between 2014–2016. Vancouver's robust talent pool is further bolstered by the highest rate of Provincial in-migration of any province in Canada. We further benefit from a progressive federal immigration framework, which includes the Global Skills Strategy, to assist top talent in making their move here.

With an innovative, entrepreneurial, highly educated workforce, Vancouver offers a robust talent pool of work-ready graduates that will easily accommodate the 50,000 new workers that Amazon would look to hire over the course of the first 15 years of their HQ2 project.

Regional Collaboration

Amazon's HQ2 bid has been referred to as being possibly 'the biggest economic development event in a generation.' The successful city stands to gain up to $5 billion USD in direct capital investment and the creation of 50,000 jobs over the course of the 15–17 years it would take to see the project through to the completion of Phase III. This does not count the unknown amount of indirect spend during these years, and the subsequent economic activity resulting from what Amazon terms "organic growth" and community reinvestment.

While these direct economic benefits certainly interest us, what this proposal immediately represents for the VEC and its partner organizations is the opportunity to galvanize stakeholders throughout the Lower Mainland with a common purpose – to identify, assess, and present the attributes we possess that are attractive to any global enterprise.

This short, six-week process of responding to the exciting and unprecedented Amazon RFP has created a template for all of us in the region to build upon for future investment attraction opportunities.

VEC Media Contacts

Ingrid Valou, *Communications Specialist* | 604.868.1990 | IValou@vancouvereconomic.com

About the Amazon HQ2 RFP

On September 7, the technology giant issued a continent-wide request for proposals (RFP) from cities and their economic development entities to decide where to locate Amazon's second North American headquarters. Referred to as "Amazon HQ2," this RFP sought proponents to respond with details of how their region provides outstanding assets and attributes under the following criteria and key decision drivers.

1. Site/Building
2. Capital/Operation Costs
3. Incentives
4. Labour Force
5. Logistics
6. Time to Operations
7. Cultural Community Fit
8. Community/Quality of Life

The metro Vancouver region fares very favourably in six of them; two of the eight key decision drivers refer specifically to the availability of cash incentives, which we did not offer.

The RFP document and its Key Decision Drivers is public and may be viewed here.

About the Stakeholders

Stakeholders consulted during the Vancouver region's Amazon HQ2 proposal process include the following organizations and institutions:

The Province of British Columbia
BC Ministry of Jobs, Trade and Technology
Metro Vancouver Regional District
City of Vancouver
City of Surrey
City of Richmond
City of New Westminster
District of North Vancouver
City of Port Moody
Musqueam First Nation
Tsleil-Waututh First Nation
Squamish First Nation

British Columbia Institute of Technology
Simon Fraser University
University of British Columbia
University of Victoria
Research Universities Council of BC
TransLink
BC Hydro
BC Tech Association
Air Canada
YVR – Vancouver International Airport
Harbour Air
Telus
Shaw Communications

From: "James Raymond"
To: "Bryan Buggey" <BBuggey@vancouvereconomic.com>
"Tania Parisella" <TParisella@vancouvereconomic.com>
"Sean Elbe" <SElbe@vancouvereconomic.com>
Date: 9/13/2017 9:48:30 AM
Subject: Re: 2017 09 13 - RFS - Professional Services - Amazon HQ2 - V1 - READY FOR APPROVAL AND RELEASE

Bryan - to be clear and as I understand it - Bc gov is employing mckinsey to do an economic impact analysis - this is separate to the consultants who will be writing our package

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

From: Bryan Buggey
Sent: Wednesday, September 13, 2017 9:36 AM
To: James Raymond; Tania Parisella; Sean Elbe
Subject: RE: 2017 09 13 - RFS - Professional Services - Amazon HQ2 - V1 - READY FOR APPROVAL AND RELEASE

That is already confirmed. But it may go to McKinsey. We will ask for some, as well, of course.

From: James Raymond
Sent: Wednesday, September 13, 2017 9:34 AM
To: Bryan Buggey <BBuggey@vancouvereconomic.com>; Tania Parisella <TParisella@vancouvereconomic.com>; Sean Elbe <SElbe@vancouvereconomic.com>
Subject: Re: 2017 09 13 - RFS - Professional Services - Amazon HQ2 - V1 - READY FOR APPROVAL AND RELEASE

Awesome.

We chatted up Brian kreuger yesterday, hopeful they will commandeer HQ Van's budget for this

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

From: Bryan Buggey
Sent: Wednesday, September 13, 2017 9:31 AM
To: Tania Parisella; James Raymond; Sean Elbe
Subject: FW: 2017 09 13 - RFS - Professional Services - Amazon HQ2 - V1 - READY FOR APPROVAL AND RELEASE

Progress. bb

From: Marley, Eleena [mailto:Eleena.Marley@vancouver.ca]
Sent: Wednesday, September 13, 2017 8:40 AM
To: Patrice Impey <Patrice.Impey@vancouver.ca>; Johnston, Sadhu <Sadhu.Johnston@vancouver.ca>
Cc: Ian McKay <IMcKay@vancouvereconomic.com>; Bryan Buggey <BBuggey@vancouvereconomic.com>; Aarons, David <David.Aarons@vancouver.ca>; Annie Gorra <annie.gorra@vancouver.ca>; Kassam, Nick <Nick.Kassam@vancouver.ca>
Subject: 2017 09 13 - RFS - Professional Services - Amazon HQ2 - V1 - READY FOR APPROVAL AND RELEASE

Morning Patrice and Sadhu,

VEC, procurement and I have drafted the Request for Services to secure a consultant to support on the City's bid for Amazon HQ2. Please find attached for your approval this morning.

To re-cap:

1. The contract will be between the successful proponent and COV so as to be able to rely on COV's pre-qualified list
2. Annie to set up the shopping cart for $100k this am and confirm when complete
3. VEC to secure financial contribution commitments from other stakeholders by this Friday and confirm to this group
4. VEC to review responses on Monday and provide a recommendation to Sadhu and Patrice to approve circa Monday noon. CC David and I.

Please don't hesitate if you have any further questions
Eleena

Eleena Marley | Manager, Strategic Business Relationships
City of Vancouver | 453 W 12th Avenue
Vancouver | BC V5Y 1V4
Desk: 604.673.8223 | mobile: 604.367.5991
eleena.marley@vancouver.ca

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From: "Bryan Buggey"
To: "Ingrid Valou" <IValou@vancouvereconomic.com>
"James Raymond" <JRaymond@vancouvereconomic.com>
CC: "Tania Parisella" <TParisella@vancouvereconomic.com>
Date: 10/12/2017 9:37:53 PM
Subject: RE: ACTION: HQ2 Direction on NDA's

Excellent. Thanks, Ingrid.

From: Ingrid Valou
Sent: Thursday, October 12, 2017 9:37 PM
To: Bryan Buggey <BBuggey@vancouvereconomic.com>; James Raymond <JRaymond@vancouvereconomic.com>
Cc: Tania Parisella <TParisella@vancouvereconomic.com>
Subject: Re: ACTION: HQ2 Direction on NDA's

We already got a reply from Ottawa and there may be a phone call scheduled with the rest. Rebecca is gauging interest.

Ingrid Valou
Communications Specialist
Vancouver Economic Commission
604.868.1990

From: Bryan Buggey
Sent: Thursday, October 12, 2017 9:34:57 PM
To: James Raymond
Cc: Tania Parisella; Ingrid Valou
Subject: RE: ACTION: HQ2 Direction on NDA's

Ok. Will stand down. (Do we know if our peers are actively using that channel?)

From: James Raymond
Sent: Thursday, October 12, 2017 9:31 PM
To: Bryan Buggey <BBuggey@vancouvereconomic.com>
Cc: Tania Parisella <TParisella@vancouvereconomic.com>; Ingrid Valou <IValou@vancouvereconomic.com>
Subject: Re: ACTION: HQ2 Direction on NDA's

Actually Ingrid posted this on CCCA slack channel so we're all good. Others have same concerns

Thanks BB

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

---

From: Bryan Buggey
Sent: Thursday, October 12, 2017 8:21 PM
To: James Raymond; Tania Parisella
Subject: RE: ACTION: HQ2 Direction on NDA's

Assuming that Tania hasn't already taken this one, I can fire off some enquiries tonight.Will get answers in the morning (I hope).

Bryan

From: James Raymond
Sent: Thursday, October 12, 2017 3:38 PM
To: Tania Parisella <TParisella@vancouvereconomic.com>; Bryan Buggey <BBuggey@vancouvereconomic.com>
Subject: ACTION: HQ2 Direction on NDA's

Tania or Bryan

Can one of you reach out to someone friendly via CCCA network and ask them how they are dealing with confidentiality around the Amazon package? (see below)

I had to volunteer our help – as no one else can do this

From: James Raymond
Sent: Thursday, October 12, 2017 3:36 PM
To: s.14 Eleena Marley <Eleena.Marley@vancouver.ca>
Cc: Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>; Beaton, Douglas (CA - British Columbia) <dbeaton@deloitte.ca>
Subject: RE: HQ2 SC Direction on NDA's

We can try and take this on. We are connected to our economic development peers across the country, will ask them how they are dealing with this

s.14

s.14

From: Diamandiev, Slavi (CA - British Columbia) [mailto:sdiamandiev@deloitte.ca]
Sent: Thursday, October 12, 2017 1:24 PM
To: Ian McKay; Johnston, Sadhu; Jong, Teresa; Krieger, Brian MIT:EX; valalonde@surrey.ca; Beaton, Douglas (CA - British Columbia); Gorra, Annie; ljdonohoe@surrey.ca; Wu, Stephen; Chambers, Courtney; Mochrie, Paul; carol.mason@metrovancouver.org; Marley, Eleena; s.14 Corner, Tom (CA - British Columbia); Jones, Donna; James Raymond
Cc: Impey, Patrice; Neal Carley; Heather Schoemaker; Hilts, David (CA - Toronto); Knight, Charles (CA - Toronto); Kelley, Gil
Subject: RE: HQ2 Steering Committee

Hi All – please see attached the progress update materials for our steering committee meeting today.

Kindly,

- Slavi

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | LinkedIn Profile | deloitte.ca

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-----Original Appointment-----
From: Ian McKay [mailto:IMcKay@vancouvereconomic.com]
Sent: Wednesday, September 27, 2017 1:16 PM
To: Ian McKay; sadhu.johnston@vancouver.ca; Jong, Teresa; Krieger, Brian MIT:EX; valalonde@surrey.ca; Beaton, Douglas (CA - British Columbia); Diamandiev, Slavi (CA - British Columbia); Annie Gorra; ljdonohoe@surrey.ca; Wu, Stephen; Chambers, Courtney; paul.mochrie@vancouver.ca; carol.mason@metrovancouver.org; Eleena Marley; s.14 Corner, Tom (CA - British Columbia); Jones, Donna; James Raymond
Cc: Patrice Impey; Neal Carley; Heather Schoemaker; Hilts, David (CA - Toronto); Knight, Charles (CA - Toronto); Kelley, Gil
Subject: HQ2 Steering Committee
When: Thursday, October 12, 2017 2:00 PM-3:00 PM (UTC-08:00) Pacific Time (US & Canada).
Where: City Hall - 6th floor, City Manager's Boardroom, 453 West 12th Avenue

12.10.17: Please see attached the agenda for this afternoon's meeting. Thanks! – Jamie Warren

Conference call details:
Toll Free s.15(1)(l)
From Vancouver 604-829-4222

Meeting ID: s.15(1)(l)
Password: s.15(1)(l)

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From: "Ingrid Valou"
To: "Tania Parisella" <TParisella@vancouvereconomic.com>
Date: 9/7/2017 3:03:20 PM
Subject: RE: Action. Re: FYI- [Statement] Vancouver Economic Commission stance on Amazon HQ2

Absolutely. Thanks.

INGRID VALOU
Communications Specialist
Vancouver Economic Commission
C: 604 868 1990

From: Tania Parisella
Sent: September-07-17 2:54 PM
To: Ingrid Valou <IValou@vancouvereconomic.com>
Subject: Action. Re: FYI- [Statement] Vancouver Economic Commission stance on Amazon HQ2

Ingrid. Can we please put our statement on FB and on our website somewhere ?!

On Sep 7, 2017, at 2:45 PM, Sandhu, Jag <Jag.Sandhu@vancouver.ca> wrote:

> Thanks! Vancouver Sun is reaching out to you shortly. Reporter is Scott Brown.
> Jag
>
> ---
>
> From: Tania Parisella [mailto:TParisella@vancouvereconomic.com]
> Sent: Thursday, September 07, 2017 1:54 PM
> To: Sandhu, Jag; Robb, Katie
> Cc: Ingrid Valou
> Subject: FYI- [Statement] Vancouver Economic Commission stance on Amazon HQ2
>
> Just FYI:
>
> This is our statement and stance:
>
> "The Vancouver Economic Commission is reviewing the Amazon HQ2 RFP with the intention of putting forth a proposal in partnership with the City of Vancouver and other stakeholders," says Ian McKay, CEO of the Vancouver Economic Commission (VEC). Our city's business climate, talent, livability, infrastructure, connectivity and diversity render it an exceptional candidate for the new Amazon headquarters location. We are confident that Vancouver's other well-known attributes – a dense and connected downtown tech cluster, competitive cost of doing business, leadership in green business & sustainable planning, and Canada's strongest startup ecosystem, to name a few – will position us as a frontrunner among other cities."
>
> INGRID VALOU
> Communications Specialist
> C: 604 868 1990
>
> Suite 1500, 401 W. Georgia
> Vancouver, BC V6B 5A1
> Website | Blog | Newsletter
>
> <image001.png> <image002.png> <image003.png>
>
> <image004.png>

From: "Ingrid Valou"
To: "Tania Parisella" <TParisella@vancouvereconomic.com>
Date: 10/19/2017 4:03:02 PM
Subject: RE: ALSO Re: QUESTION. Re: Speaking points - Amazon Bid

---

See my reply below to each – capsed in red.

INGRID VALOU
Communications Specialist
Vancouver Economic Commission
C: 604 868 1990

From: Tania Parisella
Sent: October-19-17 4:00 PM
To: Ingrid Valou <IValou@vancouvereconomic.com>
Subject: Re: ALSO Re: QUESTION. Re: Speaking points - Amazon Bid

See below with caps locked pls.

On Oct 19, 2017, at 3:52 PM, Ingrid Valou <IValou@vancouvereconomic.com> wrote:

> This is the first time I've heard of the speaking notes but I can do that no problem – tomorrow.

THATS FINE. BASICALLY BULLET POINTS ON OIR KEY MESSAGES WHICH I THINK YIU HAVE ALREADY. ILL CONFIRM DELIVERY OF BULLET POINTS AND THEY CAN FILL OUT THEIR OWN TEMPLATE

AWESOME

> As for the 2-page public briefing note – please confirm with her that our news release with built-in summary is basically the same thing, as there are no quotes being solicited from anyone.

YES WILL DO

BOOM please let me know when you know.

> Do not need help. I will work late. George left a few hours back but I've found my stride now and hope to have a draft by EOD and key messages and notes a little after that.

THANKS. REMIND ME LATER ABOUT GIVING YOU THE DAY OFF FOR ALL THIS INTENSE TIME AND OVERTIME

IT'S MY JOB BUT OH YAY I WON'T TURN THAT DOWN

> For me, the issue is not how to answer the questions. The issue is that I'm getting conflicting instructions from Steering Committee, Eleena, Ian and James as to what I *am* allowed to say. This will only be fixed once I send the draft to Ian to review and see what he trashes.

COPY ME ON THAT PLS. LET ME KNOW IF YOU HAVE ANY QUESTIONS. REMEMBER, YOU WORK FOR THE VEC SO THATS WHO YOU SHOULD TAKE DIRECTION FROM. OK ?

YUP YUP YOU'RE AWESOME THANKS.

> Thanks,

INGRID VALOU
Communications Specialist
Vancouver Economic Commission
C: 604 868 1990

From: Tania Parisella
Sent: October-19-17 3:49 PM
To: Ingrid Valou <IValou@vancouvereconomic.com>
Subject: ALSO Re: QUESTION. Re: Speaking points - Amazon Bid

Ingrid. I have to speak to Eleena - aside from the redaction in which I need clarity on, can you confirm we are doing her items below and we don't need any help ?

On Oct 19, 2017, at 3:44 PM, Tania Parisella <TParisella@vancouvereconomic.com> wrote:

> Don't worry about it. Apparently was decided by steering committee for "stakeholders"'who would sign an NDA. Who knows.
> I've asked claire to try to do it anyway and we can figure out what to do with that version later.
> I'd rather we control it anyway ...:
>
> On Oct 19, 2017, at 3:41 PM, Ingrid Valou <IValou@vancouvereconomic.com> wrote:
>
> > I have no idea about anything re: document redaction.
> >
> > I thought we had already agreed we are NT disclosing sites. That does explain Deloitte's activities today, however. They were focused on something to do with sites.
> >
> > Ingrid Valou
> > Communications Specialist
> > Vancouver Economic Commission
> > 604.868.1990
> >
> > ---
> >
> > From: Tania Parisella
> > Sent: Thursday, October 19, 2017 3:34:49 PM
> > To: Ingrid Valou
> > Subject: QUESTION. Re: Speaking points - Amazon Bid
> >
> > Ingrid. I know Sandra well.
> > Based on the below. Can you confirm to me we are on it and don't need help from anyone?
> >
> > Who does the doc need to be "redacted " for ?! Who is the audience for this redacted version ?
> >
> > On Oct 19, 2017, at 3:11 PM, Ingrid Valou <IValou@vancouvereconomic.com > wrote:
> >
> > > ??? Am I missing something or are they just wading in?
> > >
> > > INGRID VALOU
> > > Communications Specialist
> > > Vancouver Economic Commission
> > > C: 604 868 1990
> > >
> > > ---
> > >
> > > From: Marley, Eleena [mailto:Eleena.Marley@vancouver.ca]

Sent: October-19-17 3:07 PM
To: Nikolic, Sandra <Sandra.Nikolic@vancouver.ca>
Cc: McGregor, Marnie <Marnie.McGregor@vancouver.ca>; Tania Parisella <TParisella@vancouvereconomic.com>; Ingrid Valou <IValou@vancouvereconomic.com>; James Raymond <JRaymond@vancouvereconomic.com>; sdiamandiev@deloitte.ca
Subject: Re: Speaking points - Amazon Bid

Hi Sandra,

I'm out of office this pm but would love some help.

ICC Tania, Ingrid, James and Slavi (Deloitte) to connect us all.

There are three parts to this coms:

s.13(1)

I know VEC / Deloitte would very much appreciate some support. Can you circulate the council briefing template and confirm who from COV coms could review the draft tomorrow.

Much appreciated all and I'm on my cell this pm and tomorrow

E

604 367 5991

Sent from my iPhone

On Oct 19, 2017, at 2:13 PM, Nikolic, Sandra <Sandra.Nikolic@vancouver.ca> wrote:

> Hi Eleena,
>
> I hope this email finds you well. As per my voicemail, I just spoke with Sadhu, who mentioned that you are working with Deloitte in preparing speaking points for Councillor Louie / other Metro Board Directors in case any of them are asked any questions at the upcoming Metro Vancouver Council of Councils meeting scheduled for this Saturday regarding the Amazon bid that Vancouver, Richmond and Surrey submitted.

IGR routinely provides the Councillors with briefing notes prior to Metro Vancouver Board and Steering Committees and would be happy to work with you in getting the speaking points to them in advance of Saturday's meeting.

I'm copying Marnie to this email, as I'm not in the office tomorrow and see that you're out of the office all day today. If we're able to coordinate today, I can get the points to the Councillors tomorrow, or send you the email template…?

Please let me know what would work best.

Thank you,
Sandra

From: "Hilts, David \(CA - Toronto\)" <dhilts@deloitte.ca>
To: "Hansen, Marten" <Marten.Hansen@vancouver.ca>
CC: "Eleena Marley" <Eleena.Marley@vancouver.ca>
"Diamandiev, Slavi \(CA - British Columbia\)" <sdiamandiev@deloitte.ca>
"James Raymond" <JRaymond@vancouvereconomic.com>
"Robertson, Chris" <chris.robertson@vancouver.ca>
"Hwang, Ingrid" <ingrid.hwang@vancouver.ca>
Date: 10/17/2017 12:30:00 PM
Subject: RE: Amazon

Hi Marten

Thanks for this information. Unfortunately we have send the document to printing in order to make the deadline so we went with what information we had.

Again, thanks for all the assistance on this proposal.

Dave Hilts
Deloitte
Direct: 604-908-8242
www.deloitte.ca

From: Hansen, Marten [mailto:Marten.Hansen@vancouver.ca]
Sent: Tuesday, October 17, 2017 3:13 PM
To: Hilts, David (CA - Toronto) <dhilts@deloitte.ca>
Cc: Marley, Eleena <Eleena.Marley@vancouver.ca>; Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>; 'jraymond@vancouvereconomic.com' (jraymond@vancouvereconomic.com) <jraymond@vancouvereconomic.com>; Robertson, Chris <chris.robertson@vancouver.ca>; Hwang, Ingrid <ingrid.hwang@vancouver.ca>
Subject: RE: Amazon

Hi Dave,

Sorry for the delay, I was off yesterday. Please find attached the updated PDF including s.17(1) s.17(1) I also have Jpegs of the maps if that works better for inserting into the document.

Let me know if there's anything else I can help with,

Marten Hansen
Planner | Research & Data | City-wide & Regional Planning
Ph 604.873.7690 | CITY OF VANCOUVER | marten.hansen@vancouver.ca

---

From: Hilts, David (CA - Toronto) [mailto:dhilts@deloitte.ca]
Sent: Saturday, October 14, 2017 6:23 AM
To: Robertson, Chris
Cc: Marley, Eleena; Diamandiev, Slavi (CA - British Columbia); 'jraymond@vancouvereconomic.com' (jraymond@vancouvereconomic.com); Hansen, Marten
Subject: RE: Amazon

If it's not too much of a problem, it would be good to put our best estimates forward on new supply.
Thanks

Dave

Dave Hilts
Deloitte
Direct: 604-908-8242
www.deloitte.ca

From: Robertson, Chris [mailto:chris.robertson@vancouver.ca]
Sent: Friday, October 13, 2017 9:42 PM
To: Hilts, David (CA - Toronto) <dhilts@deloitte.ca>
Cc: Marley, Eleena <Eleena.Marley@vancouver.ca>; Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>; 'jraymond@vancouvereconomic.com' (jraymond@vancouvereconomic.com) <jraymond@vancouvereconomic.com>; Hansen, Marten <Marten.Hansen@vancouver.ca>
Subject: FW: Amazon

Hi David,

Thanks for the clarification you provided today on the determination of what projects were consider available for Phase 1, I agree with you that those under construction appear the most likely to meet Amazon's 2019 date. Gil just received new information from PCI about a property that wasn't part of our tracking sheet—not sure why it wasn't and I'm really hoping this is an anomaly. Unfortunately I cannot update the spreadsheet or the maps I sent yesterday but I'm sending along on this info on its own for inclusion if possible. s.17(1) s.17(1) I can have Marten update the maps and spreadsheet on Monday, if that's useful.

s.17(1)

Chris

Chris Robertson

Acting Assistant Director | CWRP CITY OF VANCOUVER
[t] 604.873.7684 [e] Chris.Robertson@vancouver.ca

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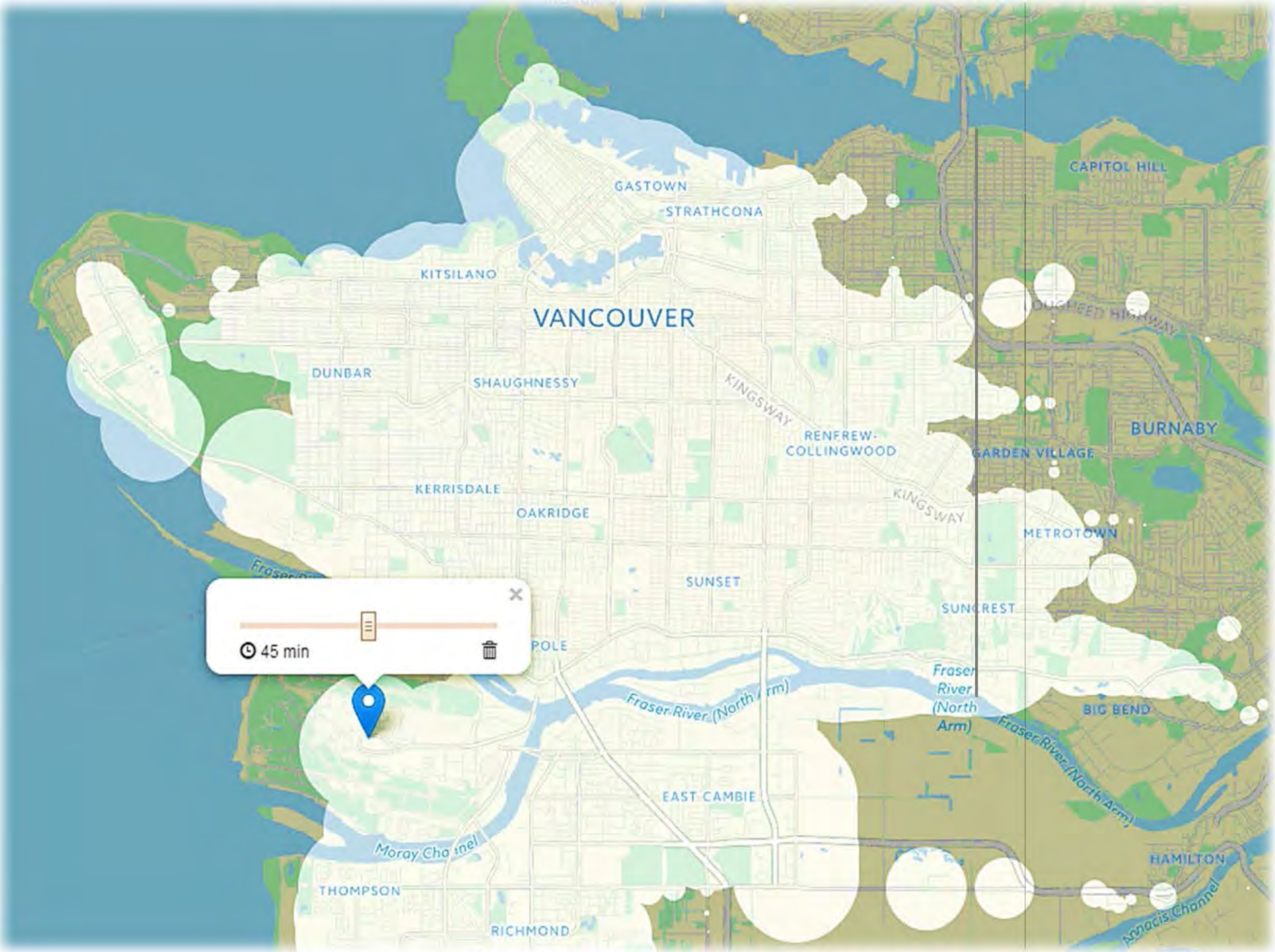
s.13(1), s.17(1)

45 Minute Travel Time from Airport on Public Transit

Does not include Future Broadway Subway (MLBE)



Source: https://www.mapnificent.net/vancouver

s.13(1), s.17(1)

s.13(1), s.17(1)

s.13(1), s.17(1)

s.13(1), s.17(1)

From:	"Claire Campbell"
To:	"James Raymond" <JRaymond@vancouvereconomic.com>
Date:	10/18/2017 1:14:06 PM
Subject:	Re: Amazon HQ2 Funding: DEADLINE EOD
Attachments:	7 Amazon HQ2 Partners.pdf

Thoughts?

Size, placement, order. Do we need to separate us (VEC and Deloitte) and them s.17(1) s.17(1) with separate headers?

From: James Raymond <JRaymond@vancouvereconomic.com>
Date: Wednesday, October 18, 2017 at 1:07 PM
To: Claire Campbell <ccampbell@vancouvereconomic.com>
Subject: Re: Amazon HQ2 Funding: DEADLINE EOD

Pl add them

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

---

From: Claire Campbell
Sent: Wednesday, October 18, 2017 12:57 PM
To: James Raymond
Subject: Re: Amazon HQ2 Funding: DEADLINE EOD

DO I need to recognize deloitte?

From: Aisling Geaney <ageaney@vancouvereconomic.com>
Date: Wednesday, October 18, 2017 at 12:38 PM
To: James Raymond <JRaymond@vancouvereconomic.com>
Cc: Claire Campbell <ccampbell@vancouvereconomic.com>, Jamie Warren <JWarren@vancouvereconomic.com>, Bryan Buggey <BBuggey@vancouvereconomic.com>
Subject: RE: Amazon HQ2 Funding: DEADLINE EOD

Here is your list James:

s.17(1)

Kind Regards,

Aisling Geaney
Senior Accountant
P: +1 (604) 336-8015
E: ageaney@vancouvereconomic.com

Suite 1500, 401 W. Georgia
Vancouver, BC V6B 5A1
Website | Blog | Twitter

From: Aisling Geaney
Sent: Wednesday, October 18, 2017 12:19 PM
To: Bryan Buggey <BBuggey@vancouvereconomic.com>
Cc: Claire Campbell <ccampbell@vancouvereconomic.com>; Jamie Warren <JWarren@vancouvereconomic.com>; James Raymond <JRaymond@vancouvereconomic.com>
Subject: Amazon HQ2 Funding: DEADLINE EOD
Importance: High

Hi Bryan,

Can I grab a minute of your time to check in on the Amazon funding and where we stand?

s.13(1), s.17(1)

Kind Regards,
Aisling

From: Jamie Warren
Sent: Wednesday, October 18, 2017 12:09 PM
To: James Raymond <JRaymond@vancouvereconomic.com>
Cc: Aisling Geaney <ageaney@vancouvereconomic.com>; Bryan Buggey <BBuggey@vancouvereconomic.com>; Claire Campbell <ccampbell@vancouvereconomic.com>
Subject: RE: Can you ask ian

Below is the list from Bryan. Some of them s.17(1) said they'd only pay if their sites were used+ I don't know where things have landed there so I've attached Aisling's list with her notes as well.

s.17(1)

From: James Raymond
Sent: October-18-17 11:57 AM
To: Jamie Warren <JWarren@vancouvereconomic.com>
Cc: Bryan Buggey <BBuggey@vancouvereconomic.com>; Claire Campbell <ccampbell@vancouvereconomic.com>
Subject: Re: Can you ask ian

Can u get it please. Has changed so much I don't know who it is now

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

From: Jamie Warren
Sent: Wednesday, October 18, 2017 11:45 AM
To: James Raymond
Cc: Bryan Buggey; Claire Campbell
Subject: RE: Can you ask ian

Just the funders – do you want me to get that list from Bryan or do you have it?

From: James Raymond
Sent: October-18-17 11:43 AM
To: Jamie Warren <JWarren@vancouvereconomic.com>
Cc: Bryan Buggey <BBuggey@vancouvereconomic.com>; Claire Campbell <ccampbell@vancouvereconomic.com>
Subject: Can you ask ian
Importance: High

If he wants the thank you page to acknowledge just the funders, or the whole advisory group?

Claire needs to know asap

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

s.13(1), s.17(1)

From: "Sean Elbe"
To: "Jamie Warren" <JWarren@vancouvereconomic.com>
CC: "Tania Parisella" <TParisella@vancouvereconomic.com>
Date: 9/13/2017 12:51:49 PM
Subject: Re: Amazon HQ2 Kickoff Attendees

Sfu, BCIT and First Nations Tech council. I think you have all of those I was assigned confirmed. Thnx for checking

Sent from my iPhone

On Sep 13, 2017, at 12:12 PM, Jamie Warren <JWarren@vancouvereconomic.com> wrote:

> Hi,
>
> Just wanted to check in with you both and see if you have any others confirmed for tomorrow's meeting. If it's possible could you please also let me know who you have invited, in case someone shows up without having confirmed first?
>
> Thanks,
>
> --
> JAMIE WARREN
> Executive Assistant
> P: 604 336 8029
>
> Be part of the FASTEST growing economy in Canada.
>
> Suite 1500, 401 W. Georgia
> Vancouver, BC V6B 5A1
> Website | Blog | Newsletter
>
> <image001.png> <image002.png> <image003.png>
>
> <image004.png>
>
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From: "Bracewell, Dale" <dale.bracewell@vancouver.ca>
To: "Eleena Marley" <Eleena.Marley@vancouver.ca>
"Kelley, Gil" <Gil.Kelley@vancouver.ca>
"Johnston, Sadhu" <Sadhu.Johnston@vancouver.ca>
"Mochrie, Paul" <Paul.Mochrie@vancouver.ca>
"Kassam, Nick" <Nick.Kassam@vancouver.ca>
"Oehlschlager, Kelly" <kelly.oehlschlager@vancouver.ca>
"Patrice Impey" <Patrice.Impey@vancouver.ca>
"Jong, Teresa" <Teresa.Jong@vancouver.ca>
"Pecarski, Randy" <randy.pecarski@vancouver.ca>
"Robertson, Chris" <chris.robertson@vancouver.ca>
"Kendall-Craden, Rena" <Rena.Kendall-Craden@vancouver.ca>
CC: "James Raymond" <JRaymond@vancouvereconomic.com>
Date: 10/16/2017 9:47:21 AM
Subject: RE: Amazon HQ2 Proposal - Final Draft

Eleena,

s.13(1)

s.13(1)

s.13(1)

Cheers,
Dale

Dale Bracewell, MASc, PEng
Manager, Transportation Planning
604-871-6440

s.13(1)

[redacted]

From: Marley, Eleena
Sent: Sunday, October 15, 2017 8:59 PM
To: Kelley, Gil; Johnston, Sadhu; Mochrie, Paul; Kassam, Nick; Oehlschlager, Kelly; Impey, Patrice; Jong, Teresa; Pecarski, Randy; Robertson, Chris; Kendall-Craden, Rena; Bracewell, Dale
Cc: James Raymond
Subject: FW: Amazon HQ2 Proposal - Final Draft
Importance: High

All,

Please find attached the draft proposal as circulated by Deloitte. Please read their below email for context and provide any significant / show-stopper comments to me by 10am tomorrow (Monday) morning

Thanks
Eleena

From: Diamandiev, Slavi (CA - British Columbia) [mailto:sdiamandiev@deloitte.ca]
Sent: Sunday, October 15, 2017 8:37 PM
To: Ian McKay; Johnston, Sadhu; Mochrie, Paul; Marley, Eleena; carol.mason@metrovancouver.org; Krieger, Brian MIT:EX; valalonde@surrey.ca; Ann Rowan; Gorra, Annie; Jong, Teresa; ljdonohoe@surrey.ca; Wu, Stephen; Robertson, Chris; Chambers, Courtney; Oehlschlager, Kelly; Neal Carley; Tess Kitchen; Jones, Donna; James Raymond; Heather Schoemaker
Cc: Bruson, Etienne (CA - British Columbia); Knight, Charles (CA - Toronto); Beaton, Douglas (CA - British Columbia); Corner, Tom (CA - British Columbia); Shutsa, Christopher (CA - British Columbia); Sawchuk, Jamie (CA - British Columbia); Khan, Farah (CA - British Columbia); Hilts, David (CA - Toronto); James Raymond; Reza, Fatima (CA - British Columbia); George PR Benson
Subject: Amazon HQ2 Proposal - Final Draft
Importance: High

Steering Committee,

On behalf of the proposal development team, please find attached the final draft of the proposal in its final format. Please review and let us know if there are any **show-stopper issues by 11am tomorrow, Monday, October 16th**. David, Heather, Donna and Eleena, as agreed, we will look to you to receive any final comments. As a reminder, we have a very limited opportunity to make any changes prior to sending the document to print on Monday night. So please only request changes if you cannot live with the document as is.

s.13(1), s.21(1)

s.13(1), s.17(1), s.21(1)

s.13(1)

Please also note the following:

s.13(1)

- Site map colours will continue to be updated tomorrow; they are not 100% accurate as of now
- The appendix will be further enhanced/designed tomorrow
- Maps will continue to be refined/enhanced or added in as net new content tomorrow
- Some photos may change in the document

If you have any questions, please do not hesitate to contact me at my cell 778 386 0490.

Kindly,

- Slavi

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services
Deloitte
2800-1055 Dunsmuir St., Vancouver, BC, V7X1P4
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | LinkedIn Profile | deloitte.ca

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From:	"Hilts, David \(CA - Toronto\)" <dhilts@deloitte.ca>
To:	"Diamandiev, Slavi (CA - British Columbia)" <sdiamandiev@deloitte.ca> "Khan, Farah \(CA - British Columbia\)" <farakhan@deloitte.ca> "Shutsa, Christopher \(CA - British Columbia\)" <cshutsa@deloitte.ca>
CC:	"James Raymond" <JRaymond@vancouvereconomic.com> "Corner, Tom \(CA - British Columbia\)" <tcorner@deloitte.ca>
Date:	10/16/2017 9:15:29 AM
Subject:	RE: Amazon HQ2 Proposal - Final Draft

Phase 1 was based on what the proposals said were deliverable in the time frame. It does not include any vacancy that may be available. Some projects are already partly committed so were not included.
The issue is the ability to deliver by 2019.

Dave Hilts
Deloitte
Direct: 604-908-8242
www.deloitte.ca

From: Diamandiev, Slavi (CA - British Columbia)
Sent: Monday, October 16, 2017 12:13 PM
To: Hilts, David (CA - Toronto) <dhilts@deloitte.ca>; Khan, Farah (CA - British Columbia) <farakhan@deloitte.ca>; Shutsa, Christopher (CA - British Columbia) <cshutsa@deloitte.ca>
Cc: James Raymond <JRaymond@vancouvereconomic.com>; Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>
Subject: FW: Amazon HQ2 Proposal - Final Draft
Importance: High

David – could you please let me know the answer to Donna's first question?

Chris, Farah – please implement points 2 and 3.

Thank you!

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | LinkedIn Profile | deloitte.ca

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From: Jones, Donna [mailto:DLJones@surrey.ca]
Sent: Monday, October 16, 2017 8:58 AM
To: Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>
Subject: RE: Amazon HQ2 Proposal - Final Draft
Importance: High

Hi Slavi – Looks very good overall.

s.13(1)

Please call me when you can. s.22(1)

From: Diamandiev, Slavi (CA - British Columbia) [mailto:sdiamandiev@deloitte.ca]
Sent: October 15, 2017 8:37 PM
To: Ian McKay; sadhu.johnston@vancouver.ca; paul.mochrie@vancouver.ca; Eleena Marley; carol.mason@metrovancouver.org; Krieger, Brian MIT:EX; Lalonde, Vincent; Ann Rowan; Annie Gorra; Jong, Teresa; Donohoe, Lisa; Wu, Stephen; Robertson, Chris; Chambers, Courtney; Oehlschlager, Kelly; Neal Carley; Tess Kitchen; Jones, Donna; James Raymond; Heather Schoemaker
Cc: Bruson, Etienne (CA - British Columbia); Knight, Charles (CA - Toronto); Beaton, Douglas (CA - British Columbia); Corner, Tom (CA - British Columbia); Shutsa, Christopher (CA - British Columbia); Sawchuk, Jamie (CA - British Columbia); Khan, Farah (CA - British Columbia); Hilts, David (CA - Toronto); James Raymond; Reza, Fatima (CA - British Columbia); George PR Benson
Subject: Amazon HQ2 Proposal - Final Draft
Importance: High

Steering Committee,

On behalf of the proposal development team, please find attached the final draft of the proposal in its final format. Please review and let us know if there are any **show-stopper issues by 11am tomorrow, Monday, October 16th**. David, Heather, Donna and Eleena, as agreed, we will look to you to receive any final comments. As a reminder, we have a very limited opportunity to make any changes prior to sending the document to print on Monday night. So please only request changes if you cannot live with the document as is.

s.13(1), s.21(1)

s.13(1), s.17(1), s.21(1)

s.13(1)

Please also note the following:

s.13(1)

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- The appendix will be further enhanced/designed tomorrow
- Maps will continue to be refined/enhanced or added in as net new content tomorrow
- Some photos may change in the document

If you have any questions, please do not hesitate to contact me at my cell 778 386 0490.

Kindly,

- Slavi

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services
Deloitte
2800-1055 Dunsmuir St., Vancouver, BC, V7X1P4
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | LinkedIn Profile | deloitte.ca

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From: "Claire Campbell"
To: "James Raymond" <JRaymond@vancouvereconomic.com>
Date: 10/15/2017 6:34:33 PM
Subject: Re: Amazon HQ2 PROPSAL - Final Tasks

DONE!! Come over. Bring Farah

From: James Raymond <JRaymond@vancouvereconomic.com>
Date: Sunday, October 15, 2017 at 2:12 PM
To: Claire Campbell <ccampbell@vancouvereconomic.com>
Subject: FW: Amazon HQ2 PROPSAL - Final Tasks

From: Claire Campbell (via Google Docs) [mailto:drive-shares-noreply@google.com]
Sent: Sunday, October 15, 2017 9:45 AM
To: James Raymond <JRaymond@vancouvereconomic.com>
Subject: Amazon HQ2 PROPSAL - Final Tasks

ccampbell@vancouvereconomic.com has shared a link to the following document:

s.15(1)(l)

Google Docs: Create and edit documents online.

Google Inc. 1600 Amphitheatre Parkway, Mountain View, CA 94043, USA

You have received this email because someone shared a document with you from Google Docs.

From: "Bryan Buggey"
To: "James Raymond" <JRaymond@vancouvereconomic.com>
"Ian McKay" <IMcKay@vancouvereconomic.com>
"Tania Parisella" <TParisella@vancouvereconomic.com>
CC: "David Shepheard" <DShepheard@vancouvereconomic.com>
"Nancy Basi" <NBasi@vancouvereconomic.com>
"Sean Elbe" <SElbe@vancouvereconomic.com>
Date: 9/14/2017 4:23:31 PM
Subject: RE: Amazon meeting debrief

Excellent summary, James. In my talks with Deloitte this week they had mentioned several relationships that they have with Amazon including their AWS business. However, I didn't realize this was almost a monopoly.

Bryan

From: James Raymond
Sent: Thursday, September 14, 2017 2:13 PM
To: Ian McKay <IMcKay@vancouvereconomic.com>; Bryan Buggey <BBuggey@vancouvereconomic.com>; Tania Parisella <TParisella@vancouvereconomic.com>
Cc: David Shepheard <DShepheard@vancouvereconomic.com>; Nancy Basi <NBasi@vancouvereconomic.com>; Sean Elbe <SElbe@vancouvereconomic.com>
Subject: Amazon meeting debrief

Just wrapped up a great meeting with s.22(2)(e)(f)(h)

Here are our takeaways from the meeting:

- amazon very happy with Vancouver s.22(2)(e)(f)(h)
s.22(2)(e)(f)(h)
- van ranks as a top location for future film and content projects (although specifics all tbc and secretive)
s.13(1)
- re hq2 we asked if van had a chance. Answer is definitely yes, everything is on table, and ignore all media saying any city is a done deal
- we asked if van would make the top 15 in his opinion, he said yes, but thinks it will go east coast, before toeing the neutral company line
- we asked if the shortlist would be revealed s.22(2)(e)(f)(h)
- post this the process would be 3 site visits
- the priority is talent, Inc ability to retain,thus we would need to prove that we really could provide 50k top global talent to win
-notably immigration was seen as a huge strength for Canada. More and more amazon employees are asking to work in Canada, and thus the trump thing is trending (we name dropped the tesla van story)
-affordability was cited as challenge in Seattle so need to demonstrate where the 50k would be housed with a variety of housing options within a say 30 min radius
- cue s.17(1) nc surrey and potentially places like nanaimo
s.13(1)
s.22(2)(e)(f)(h)
- interestingly, amazon want to be really welcomed to the city by the community (not just the politicans)
s.13(1)
- they want a metro bid, as we already knew
- proximity is not necessarily an asset for us in his opinion
s.13(1)
- sustainability a key deal for them, eg green and smart building assets
-finally, they really want to see creative/peculiar solutions and ideas s.22(2)(e)(f)(h) We should think creatively!

Overall, incredibly helpful and confirmation that the bid needs to be incredibly data rich. Whatever happens, this is a great opportunity to impress the amazon team with how we do business in vancouver

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

From: "Bryan Buggey"
To: "Ian McKay" <IMcKay@vancouvereconomic.com>
"Tania Parisella" <TParisella@vancouvereconomic.com>
Date: 9/30/2017 2:06:23 PM
Subject: Re: Amazon press

Roger that.
B.

Get Outlook for iOS

From: Ian McKay
Sent: Saturday, September 30, 2017 10:41:39 AM
To: Tania Parisella; Bryan Buggey
Subject: Amazon press

s.22(1)

s.13(1)

I'm in Victoria Monday for meetings. I'd prefer to hold mgmt meeting on Tuesday if we can arrange that. Proceed with staff meeting on Monday.

From: "Ingrid Valou"
To: "Tania Parisella" <TParisella@vancouvereconomic.com>
"James Raymond" <JRaymond@vancouvereconomic.com>
CC: "Bryan Buggey" <BBuggey@vancouvereconomic.com>
Date: 10/13/2017 11:56:53 AM
Subject: RE: Amazon Question

Sure. Blair from CCCA just replied saying that Amazon is putting in place standard NDAs that basically cover them. They signed one a month ago.

"Anyone speaking to an Amazon rep should already have one in place per Amazon rules. So you might want to ask folks in your org if one already exists. If not, you can ask for one but again if you talking to them they required one at the beginning."

He also said earlier that "In our case we are saying that we cannot disclose information in our bid as it is a competitive advantage."

Thanks,

INGRID VALOU
Communications Specialist
Vancouver Economic Commission
C: 604 868 1990

From: Tania Parisella
Sent: October-13-17 11:45 AM
To: Ingrid Valou <IValou@vancouvereconomic.com>; James Raymond <JRaymond@vancouvereconomic.com>
Subject: Fwd: Amazon Question

Ingrid feel free to reply that we aren't planning to release it on the 19 for reasons we have discussed. Thx

Begin forwarded message:

> From: Alex Pugh <alexp@investottawa.ca>
> Date: October 13, 2017 at 9:32:11 AM PDT
> To: Julia Sakas <JSakas@torontoglobal.ca>, "LRegier@CalgaryEconomicDevelopment.com" <LRegier@CalgaryEconomicDevelopment.com>, "Marini, Michael (Michael.Marini@hamilton.ca)" <Michael.Marini@hamilton.ca>, "TParisella@vancouvereconomic.com" <TParisella@vancouvereconomic.com>, "christian.bernard@mtlintl.com" <christian.bernard@mtlintl.com>
> Cc: Rebecca McDonell <rmcdonell@investottawa.ca>
> Subject: RE: Amazon Question
>
> There is a discussion on the CCCA Slack about this, I would love to be able to say this is what the other Canadian cities are doing.
>
> ---
>
> From: Julia Sakas [mailto:JSakas@torontoglobal.ca]
> Sent: Friday, October 13, 2017 11:51 AM
> To: Alex Pugh <alexp@investottawa.ca>; LRegier@CalgaryEconomicDevelopment.com; Marini, Michael (Michael.Marini@hamilton.ca) <Michael.Marini@hamilton.ca>; TParisella@vancouvereconomic.com; christian.bernard@mtlintl.com
> Subject: Amazon Question
>
> Hi Amazonian Team!
>
> I am sure you are all as deep as we are in the Amazon River this week! I hope your bids are coming along well J
>
> I wanted to reach out to you to ask what your strategy is regarding releasing your bids to the public on October 19th. We are still trying to determine if we should be releasing our bid and wanted to see what other Canadian cities are doing so that we might all align in our strategies.
>
> Thanks in advance for letting me know, if this is info you are able to share at this point!
>
> Have a great day,
>
> Julia

Julia Sakas Director, Marketing & Communications

Toronto Global 225 King Street West Suite 901 Toronto Ontario Canada M5V 3M2
Office + 1 647 729 0735 Mobile + 1 647 926 3524 **torontoglobal.ca**

From: s.17(1)
To: "James Raymond" <JRaymond@vancouvereconomic.com>
CC: s.17(1)
Date: 10/13/2017 3:06:16 PM
Subject: RE: Amazon Submission

Hi James,

How are you doing?
I just want to confirm that you have received a package addressed to you this morning.

Thanks,

s.17(1)

From: James Raymond [mailto:JRaymond@vancouvereconomic.com]
Sent: Tuesday, October 10, 2017 3:45 PM
To: s.17(1) Hilts, David (CA - Toronto)
Cc: Ian McKay; s.17(1) Corner, Tom (CA - British Columbia); Diamandiev, Slavi (CA - British Columbia)
Subject: Re: Amazon Submission
Importance: High

Hi s.17(1)

Thanks for your email (I'm in a meeting right now). The VEC is working very closely with Deloitte on our submission so please have no concerns on communication between us.

Further to this, David Hilts at Deloitte - cc'ed- is handling the site selection. He and the team will review your package and get in touch with you asap should we need any more data (Friday would be too late for our deadlines)

Thanks and regards
James

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

---

From: s.17(1)
Sent: Tuesday, October 10, 2017 3:24 PM
To: James Raymond
Cc: Ian McKay; s.17(1)
Subject: Amazon Submission

Hi James,

I just got off the phone with Ian. There might have been a mis-communication as I just learned Deloitte is handling the submission rather than VEC office.

Anyway, could you give me a call at my cell s.17(1) I was going to send you the package on s.17(1) as a candidate for Amazon.

The hard copy is being printed right now and will arrive Friday morning. there is also an electronic version which I'm including a dropbox link below.

s.15(1)(l)

Many thanks,

s.17(1)

s.17(1)

From:	"James Raymond"
To:	"Tania Parisella" <TParisella@vancouvereconomic.com> "Ian McKay" <IMcKay@vancouvereconomic.com>
CC:	"Bryan Buggey" <BBuggey@vancouvereconomic.com> "Sean Elbe" <SElbe@vancouvereconomic.com>
Date:	9/28/2017 3:33:57 PM
Subject:	RE: Amazon subsidies

Peanuts.

Jeff wants $10bn +

From: Tania Parisella
Sent: Thursday, September 28, 2017 3:31 PM
To: Ian McKay <IMcKay@vancouvereconomic.com>; James Raymond <JRaymond@vancouvereconomic.com>
Cc: Bryan Buggey <BBuggey@vancouvereconomic.com>
Subject: RE: Amazon subsidies

I don't know much about this but that sounds like a lot !!!!!

TANIA PARISELLA
Director, Marketing & Research
Vancouver Economic Commission
P: 604 336 8013

From: Ian McKay
Sent: Thursday, September 28, 2017 3:30 PM
To: James Raymond <JRaymond@vancouvereconomic.com>
Cc: Tania Parisella <TParisella@vancouvereconomic.com>; Bryan Buggey <BBuggey@vancouvereconomic.com>
Subject: Amazon subsidies

Amazon has attracted 70 different subsidies from gov'ts in the US totalling close to $750m.
https://subsidytracker.goodjobsfirst.org/prog.php?parent=amazoncom

--
IAN McKAY
CEO
P: 604 336 8011 | C: 604 889 2811

Be part of the FASTEST growing economy in Canada.

Suite 1500, 401 W. Georgia
Vancouver, BC V6B 5A1
Website | Blog | Newsletter

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From: "James Raymond"
To: "David Shepheard" <DShepheard@vancouvereconomic.com>
"Ian McKay" <IMcKay@vancouvereconomic.com>
"Tania Parisella" <TParisella@vancouvereconomic.com>
"Bryan Buggey" <BBuggey@vancouvereconomic.com>
"Nancy Basi" <NBasi@vancouvereconomic.com>
CC: "Sean Elbe" <SElbe@vancouvereconomic.com>
"Ingrid Valou" <IValou@vancouvereconomic.com>
Date: 9/12/2017 10:33:16 AM
Subject: Re: Amazon Tip

Hi David

Thanks for the tip. And very happily that's exactly what we've heard from other sources, as well as from our own insights. Data data data no bs

s.13(1), s.17(1)

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

From: David Shepheard
Sent: Tuesday, September 12, 2017 10:20 AM
To: Ian McKay; Tania Parisella; Bryan Buggey; Nancy Basi
Cc: James Raymond; Sean Elbe; Ingrid Valou
Subject: Amazon Tip

Hey All,

s.22(2)(e)(f)(h)

It's just data, data, data. The more data the better.

The analysis and answers to any questions backed by deep meaningful data to prove the points is what seems to excite them when carrying out feasibilities. Fluff and PR buzz means nothing. Visualisation of our vision backed by verifiable data is what will play well. The West coast, same time zone, easy immigration process, 30min flight all seemed to be very positive issues s.22(2)(e)(f)(h)
s.22(2)(e)(f)(h)

s.22(2)(e)(f)(h)

Cheers

David

DAVID SHEPHEARD
Director, Vancouver Film Commission
T: +1 604 336 8030 | C: +1 604 671 9185

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Vancouver, BC V6B 5A1
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ECONOMIC COMMISSION

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From: "Tania Parisella"
To: "James Raymond" <JRaymond@vancouvereconomic.com>
Date: 10/17/2017 5:55:14 PM
Subject: Re: amazon update

Thanks for this James.

On Oct 17, 2017, at 3:50 PM, James Raymond <JRaymond@vancouvereconomic.com> wrote:

> Main document has gone to printers (30 mins before their deadline)
> Claire down at printers adjusting image darkness
> Appendix will be sent soon, by EOD (doesn't take as long)
> Proposal and Appendix to be ready first thing tomorrow
> Need to hand deliver to UPS office, for delivery by latest 3:30pm
> Will be delivered to Amazon by 10:30am (1 day before deadline)
> Sean will also take 5 copies down and USB stick tomorrow s.22(2)(e)(f)(h)
>
> JAMES RAYMOND
> Manager, Research & Analysis
> P: 604 336 8021| C: 778 788 7721
>
> Be part of the FASTEST growing economy in Canada.
>
> Suite 1500, 401 W. Georgia
> Vancouver, BC V6B 5A1
> Website | Blog | Newsletter
>
> <image008.jpg> <image009.jpg> <image010.png>
>
> <image007.png>
>
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From: "Bryan Buggey"
To: "James Raymond" <JRaymond@vancouvereconomic.com>
Date: 10/14/2017 9:47:08 AM
Subject: RE: Amazon_HQ2_RFP Response_Storyboard_v3.5.docx

This is 54 pages. Do you have a sense of how many pages the final product is going to be?
bb

From: James Raymond
Sent: Friday, October 13, 2017 6:04 PM
To: Ian McKay <IMcKay@vancouvereconomic.com>; Bryan Buggey <BBuggey@vancouvereconomic.com>; Tania Parisella <TParisella@vancouvereconomic.com>
Subject: Fw: Amazon_HQ2_RFP Response_Storyboard_v3.5.docx

Here's an easier version to read with no markups

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

From: Khan, Farah (CA - British Columbia) <farakhan@deloitte.ca>
Sent: Friday, October 13, 2017 6:02 PM
To: James Raymond; Claire Campbell
Cc: Shutsa, Christopher (CA - British Columbia); Corner, Tom (CA - British Columbia)
Subject: RE: Amazon_HQ2_RFP Response_Storyboard_v3.5.docx

Resending with tracked changes accepted. Cheers!

From: James Raymond [mailto:JRaymond@vancouvereconomic.com]
Sent: Friday, October 13, 2017 5:58 PM
To: Khan, Farah (CA - British Columbia) <farakhan@deloitte.ca>; Claire Campbell <ccampbell@vancouvereconomic.com>
Cc: Shutsa, Christopher (CA - British Columbia) < cshutsa@deloitte.ca>
Subject: Re: Amazon_HQ2_RFP Response_Storyboard_v3.5.docx

My version still has tracked changes? Can you accept all and resend pl

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

From: Khan, Farah (CA - British Columbia)
Sent: Friday, October 13, 2017 5:13 PM
To: Claire Campbell
Cc: James Raymond; Shutsa, Christopher (CA - British Columbia)
Subject: Amazon_HQ2_RFP Response_Storyboard_v3.5.docx

Claire –

Please find attached the updated, end to end document.

Cheers,
Farah

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From:	"Khan, Farah \(CA - British Columbia\)" <farakhan@deloitte.ca>
To:	"James Raymond" <JRaymond@vancouvereconomic.com> "Claire Campbell" <ccampbell@vancouvereconomic.com>
CC:	"Shutsa, Christopher (CA - British Columbia)" <cshutsa@deloitte.ca> "Corner, Tom \(CA - British Columbia\)" <tcorner@deloitte.ca>
Date:	10/13/2017 6:01:33 PM
Subject:	RE: Amazon_HQ2_RFP Response_Storyboard_v3.5.docx
Attachments:	Amazon_HQ2_RFP Response_Storyboard_v3.6.docx

Resending with tracked changes accepted. Cheers!

From: James Raymond [mailto:JRaymond@vancouvereconomic.com]
Sent: Friday, October 13, 2017 5:58 PM
To: Khan, Farah (CA - British Columbia) <farakhan@deloitte.ca>; Claire Campbell <ccampbell@vancouvereconomic.com>
Cc: Shutsa, Christopher (CA - British Columbia) <cshutsa@deloitte.ca>
Subject: Re: Amazon_HQ2_RFP Response_Storyboard_v3.5.docx

My version still has tracked changes? Can you accept all and resend pl

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

From: Khan, Farah (CA - British Columbia)
Sent: Friday, October 13, 2017 5:13 PM
To: Claire Campbell
Cc: James Raymond; Shutsa, Christopher (CA - British Columbia)
Subject: Amazon_HQ2_RFP Response_Storyboard_v3.5.docx

Claire –

Please find attached the updated, end to end document.

Cheers,
Farah

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Si vous ne voulez pas recevoir d'autres messages électroniques commerciaux de Deloitte à l'avenir, veuillez envoyer ce courriel à l'adresse unsubscribe@deloitte.ca

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From: "Johnston, Sadhu" <Sadhu.Johnston@vancouver.ca>
To: "James Raymond" <JRaymond@vancouvereconomic.com>
Date: 10/17/2017 11:06:40 AM
Subject: RE: Approving Amazon HQ2 proposal

I sent it to them. Thanks for asking.
s.13(1)

Sadhu

Sadhu Aufochs Johnston | City Manager
City of Vancouver | 453 W 12th Avenue
Vancouver | BC V5Y 1V4
604.873.7627 | Sadhu.johnston@vancouver.ca
Twitter: sadhuajohnston

-----Original Message-----
From: James Raymond [mailto:JRaymond@vancouvereconomic.com]
Sent: Wednesday, October 11, 2017 1:12 PM
To: Johnston, Sadhu
Subject: Approving Amazon HQ2 proposal

Hi Sadhu

Just checking in that we do not need to send the document to KQ or GR, etc for review/approval?

Thanks
James

From: "Ian McKay"
To: "Tania Parisella" <TParisella@vancouvereconomic.com>
Date: 9/9/2017 6:50:54 PM
Subject: Re: Bid

And I forgot First Nations rep.
Yes, a video component, addressing prospective amazon hq employees, with testimonials from locals and ex pats .
I haven't looked into the bid portal to see if this is acceptable or not.

From: Tania Parisella
Sent: Saturday, September 9, 6:45 PM
Subject: Re: Bid
To: Ian McKay
Cc: Bryan Buggey, Jamie Warren

Hi Ian, thanks for sharing.
Definitely happy to see that you're thinking of including some high profile private sector people on this. I think someone from a TelCo could also be good.
I also think we should look at this a little like the Olympic bid- a big project that some consider disruptive. A huge project that would change people's day to day in terms of everything surrounding it.
A project that would take years to "land"
A project that would continue to elevate Vancouver's brand world wide
A project that had high profile champions behind it
Etc etc etc.

By video production company, did you mean to make a video for the bid?

Tania

On Sep 9, 2017, at 6:28 PM, Ian McKay <IMcKay@vancouvereconomic.com> wrote:

> I'm working with GR to organise a "committee" meeting at VEC, likely Thursday at 2pm.
>
> We should have a response "framework" to the rfp prepared by then.
> Invitees should include, but not be limited to:
> GR, Metro, Province, universities, BC Tech, VBOT, Tourism, Deloitte/PWC, Developers, YVR, PoV, Pattison Group, a video production company, Bank Heads, etc.
>
> I'd also like to appoint a Chair of the bid committee. Toronto has named former TD Chair Ed Clark.
> Maybe Carole Taylor or someone of that profile.
> More later,
>
> Ian

From: "Jamie Warren"
To: "Bryan Buggey" <BBuggey@vancouvereconomic.com>
"Sean Elbe" <SElbe@vancouvereconomic.com>
"Tania Parisella" <TParisella@vancouvereconomic.com>
Date: 9/12/2017 12:19:44 PM
Subject: RE: call list for Thursday meeting

Hi all,

Just a reminder to please send me the names of any attendees you have confirmed so far for Thursday.

Thanks!
Jamie

From: Ian McKay
Sent: September-11-17 12:36 PM
To: Bryan Buggey <BBuggey@vancouvereconomic.com>; Sean Elbe <SElbe@vancouvereconomic.com>; Tania Parisella <TParisella@vancouvereconomic.com>
Cc: Jamie Warren <JWarren@vancouvereconomic.com>
Subject: call list for Thursday meeting

Folks,
Please *CALL* organisations designated to you below to invite them to the CoV/VEC discussion on the Amazon project.
Meeting will be at VEC, 11am this Thursday. RSVP is mandatory, and please confirm attendees to Jamie for our Master List.
We are targeting senior reps, and in some cases, more than one person per organisation is appropriate.
Objective of the meeting is to introduce some of the stakeholders who will be providing input toward a successful Vancouver bid, and to outline the 8 Key Decision Drivers, as set out by Amazon.
Meeting will be one hour, with brief remarks from VEC and the Mayor, followed by a moderated discussion.

Stakeholder	VEC call from;
CoV	BB
Province	BB
Federal Gov't	IM
YVR	IM
Translink	BB
Port	IM
Universities	SE/BB
VBoT	IM
BC Tech	IM
UDI/NAIOP	BB
Telco's	TP/M&R
BC Hydro	BB
Metro Van	IM
FNTC	SE
Amazon	IM

--
IAN McKAY
CEO
P: 604 336 8011 | C: 604 889 2811

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Vancouver, BC V6B 5A1
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From:	"Jamie Warren"
To:	"James Raymond" <JRaymond@vancouvereconomic.com>
CC:	"Aisling Geaney" <ageaney@vancouvereconomic.com> "Bryan Buggey" <BBuggey@vancouvereconomic.com> "Claire Campbell" <ccampbell@vancouvereconomic.com>
Date:	10/18/2017 12:09:21 PM
Subject:	RE: Can you ask ian
Attachments:	Amazon Funding Tracker.xlsx

Below is the list from Bryan. Some of them s.17(1) said they'd only pay if their sites were used– I don't know where things have landed there so I've attached Aisling's list with her notes as well.

s.17(1)

From: James Raymond
Sent: October-18-17 11:57 AM
To: Jamie Warren <JWarren@vancouvereconomic.com>
Cc: Bryan Buggey <BBuggey@vancouvereconomic.com>; Claire Campbell <ccampbell@vancouvereconomic.com>
Subject: Re: Can you ask ian

Can u get it please. Has changed so much I don't know who it is now

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

From: Jamie Warren
Sent: Wednesday, October 18, 2017 11:45 AM
To: James Raymond
Cc: Bryan Buggey; Claire Campbell
Subject: RE: Can you ask ian

Just the funders – do you want me to get that list from Bryan or do you have it?

From: James Raymond
Sent: October-18-17 11:43 AM
To: Jamie Warren <JWarren@vancouvereconomic.com>
Cc: Bryan Buggey <BBuggey@vancouvereconomic.com>; Claire Campbell <ccampbell@vancouvereconomic.com>
Subject: Can you ask ian
Importance: High

If he wants the thank you page to acknowledge just the funders, or the whole advisory group?

Claire needs to know asap

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

s.17(1), s.21(1)

From: "Krieger, Brian JTT:EX" <Brian.Krieger@gov.bc.ca>
To: "Diamandiev, Slavi (CA - British Columbia)" <sdiamandiev@deloitte.ca>
CC: "Collier, David JTT:EX" <David.Collier@gov.bc.ca>
"Corner, Tom \(CA - British Columbia\)" <tcorner@deloitte.ca>
"Shutsa, Christopher \(CA - British Columbia\)" <cshutsa@deloitte.ca>
"James Raymond" <JRaymond@vancouvereconomic.com>
"Beaton, Douglas \(CA - British Columbia\)" <dbeaton@deloitte.ca>
Date: 10/16/2017 1:54:07 PM
Subject: RE: comments for Amazon HQ2

If you have space for it our preference would be to leave it in. If you're out of time we can live with it missing from the document.

Brian

From: Diamandiev, Slavi (CA - British Columbia) [mailto:sdiamandiev@deloitte.ca]
Sent: Monday, October 16, 2017 1:50 PM
To: Krieger, Brian JTT:EX
Cc: Collier, David JTT:EX; Corner, Tom (CA - British Columbia); Shutsa, Christopher (CA - British Columbia); James Raymond; Beaton, Douglas (CA - British Columbia)
Subject: RE: comments for Amazon HQ2

Hi Brian, thank you for the feedback we are working through it. s.13(1)

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | LinkedIn Profile | deloitte.ca

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From: Krieger, Brian JTT:EX [mailto:Brian.Krieger@gov.bc.ca]
Sent: Monday, October 16, 2017 11:39 AM
To: Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>
Cc: Collier, David JTT:EX <David.Collier@gov.bc.ca>; Yang-Mason, Gloria JTT:EX <Gloria.Yang-Mason@gov.bc.ca>
Subject: FW: comments for Amazon HQ2

Slavi,

Below are two sets of comments: Section A: showstopper comments; Section B: Other considerations if time permits

Section A: Showstopper Comments that need to be incorporated – these are the PDF page #s (not the document page #):

Page 4: typo: under # 2 Title: We are the best positioned to support ...

Page 12 – error in reference to trade agreements: Canada does NOT have a concluded free trade agreement with India or China. .... you could mention "including EU and Korea" instead.

Page 17 – typo: middle of page – our crime rates are lower .....

Page 20 – under Provincial Government, where it says: "Introduced an exemption to the Foreign Buyers Tax for foreign workers" –the exemption is only for Provincial Nominees who have been nominated, not all foreign workers. There is also a retroactive reimbursement for people once they get PR. This language is a thus misleading- please change text to say exemption is for "specific" foreign workers.

Page 32 – Error – our earlier comments in this section were not incorporated. This needs to be corrected. Below the Global Skills Strategy … instead of "BC Government's Economic Immigration Programs Branch" …..The paragraph should instead read:

s.13(1)

Page 37 – error in labeling map for sites– you need to fix the labels to align with text where Site 3 is the Cultural core; and site 4 is Riverside

Page 54: Error on the tables for comparing office space, labour and mgt costs. Seattle should be listed as WA for Washington State. Please also check the data for Toronto and Atlanta as it appears you have mislabelled the bar-graphs for Toronto and Atlanta.

Page 57: the language beside Amazon Global Immigration Solution about PNP processing timelines is problematic – Please change to s.13(1)

In Appendix A: pages 64-69 – we are missing the information on the "Big Data Initiative". Please insert back into the appendix:

s.13(1)

Lastly: The photos are very Vancouver centric. Would be better to include photos of other municipalities in the first few pages and perhaps include a photo of YVR airport above Craig Richmond's quote on page 47. The photos on pages 6/7 and pages 8/9 are essentially the same with one photo have more clouds than the other.

Section B: Other comments to consider given limited time left:

Page 2 – map: the train track is on the map but not the legend? Perhaps include a reference to cargo train times if easily available

Page 4: for consistency – the 2nd paragraph under #1 We are home should be in the 1st person: – i.e., Whether it be our proximity to your Seattle HQ, our key role in the booming technology cluster of the Cascadia Corridor, or our unmatchable status as the best place …….

Page 4 / 5: the story is very "metro Vancouver" – i.e., what can Amazon do for us. You could add a simple reference to us being interested helping Amazon's bottom line by helping them meet Amazon's mission statement which is very customer-centric. i.e., for the pull-out text: "So join us, and together, we can accelerate Vancouver's transformation ….. "and help you advance your global mission to be the earth's most customer centric company"

Page 8/9 and page 12/13 – you have “#1 forecasted economic growth in Canada”; and “#2 most tax competitive city in the world” listed twice in the pull out text boxes. Pull-outs only need to be highlighted once since it is also already in the text.

Regards,

Brian

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From: "Marley, Eleena" <Eleena.Marley@vancouver.ca>
To: "Corner, Tom (CA - British Columbia)" <tcorner@deloitte.ca>
CC: "Diamandiev, Slavi (CA - British Columbia)" <sdiamandiev@deloitte.ca>
"James Raymond" <JRaymond@vancouvereconomic.com>
"Oehlschlager, Kelly" <kelly.oehlschlager@vancouver.ca>
Date: 10/13/2017 1:58:57 PM
Subject: RE: Confidentiality

Great – thanks Tom

We will likely request Sadhu circulates an update email to the Steering Committee only and do not anticipate contacting all contributors with a request to agree to confidentiality.

Over to you Kelly to review my draft email.

Good luck over the weekend
Eleena

From: Corner, Tom (CA - British Columbia) [mailto:tcorner@deloitte.ca]
Sent: Friday, October 13, 2017 1:50 PM
To: Marley, Eleena
Cc: Diamandiev, Slavi (CA - British Columbia); James Raymond; Oehlschlager, Kelly
Subject: RE: Confidentiality

Hi Eleena,

Shaw was the only one to label its submission DRAFT-CONFIDENTIAL-FOR DISCUSSION PURPOSES ONLY, but they initially said verbally that they would not be including actual confidential information in what they sent us.

They will let us know shortly if their submission can be considered public.

Air Canada's email with the letter of support specifically says CLASSIFICATION: GENERAL BUSINESS. The letter itself says nothing about classification.

TELUS, Harbour Air and YVR's submissions say nothing about classification.

Best,

--
Tom Corner
Manager | Economics and Policy Advisory
Deloitte
2800 – 1055 Dunsmuir Street, 4 Bentall Centre, Vancouver, British Columbia, V7X 1P4, Canada
D: +1 (604) 640 3100 | M: +1 (778) 706 2836
tcorner@deloitte.ca | deloitte.ca
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From: Marley, Eleena [mailto:Eleena.Marley@vancouver.ca]
Sent: Friday, October 13, 2017 12:53 PM
To: Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>
Cc: Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>; James Raymond <JRaymond@vancouvereconomic.com>; Oehlschlager, Kelly <kelly.oehlschlager@vancouver.ca>
Subject: RE: Confidentiality

Thanks Tom – to be clear we only need to know whether, when they submitted their contributions, they marked the document or articulated in their email/delivery form that the docs were provided in confidence/proprietary. No need to contact them after the event.

Hope that eases the process
E

From: Corner, Tom (CA - British Columbia) [mailto:tcorner@deloitte.ca]
Sent: Friday, October 13, 2017 12:44 PM
To: Marley, Eleena; Oehlschlager, Kelly
Cc: Diamandiev, Slavi (CA - British Columbia); James Raymond
Subject: RE: Confidentiality

Hi Eleena,

I have called and emailed YVR and Shaw, which are getting back to me. I am just now reaching out to TELUS, Air Canada and Harbour Air. I am asking people to get back to me by end of day if possible.

I'll be in touch as soon as I can.

Best,

--
Tom Corner
Manager | Economics and Policy Advisory
Deloitte
2800 – 1055 Dunsmuir Street, 4 Bentall Centre, Vancouver, British Columbia, V7X 1P4, Canada
D: +1 (604) 640 3100 | M: +1 (778) 706 2836
tcorner@deloitte.ca | deloitte.ca
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From: Marley, Eleena [mailto:Eleena.Marley@vancouver.ca]
Sent: Friday, October 13, 2017 12:21 PM
To: Oehlschlager, Kelly <kelly.oehlschlager@vancouver.ca>; Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>
Cc: Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>; James Raymond <JRaymond@vancouvereconomic.com>
Subject: RE: Confidentiality

Great – thanks.

Tom, do you have an eta on when you can respond?

From: James Raymond [mailto:JRaymond@vancouvereconomic.com]
Sent: Friday, October 13, 2017 10:35 AM
To: Marley, Eleena; Diamandiev, Slavi (CA - British Columbia)
Cc: Corner, Tom (CA - British Columbia); Oehlschlager, Kelly
Subject: RE: Confidentiality

Nothing the VEC have received has been marked confidential. Tom is checking what he has received though

---

From: Marley, Eleena [mailto:Eleena.Marley@vancouver.ca]

Sent: Friday, October 13, 2017 10:25 AM
To: Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>; James Raymond <JRaymond@vancouvereconomic.com>
Cc: Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>; Oehlschlager, Kelly <kelly.oehlschlager@vancouver.ca>
Subject: Re: Confidentiality

Thanks Slavi,

James, can you also confirm whether anything received by VEC (and not shared with Deloitte (i.e. developers)) but was included in the proposal was marked as confidential and/or proprietary. If anyone did declare protections, please state who and how.

On receipt of who protected themselves and how (cover letter, header, stamp on each page) Kelly and I will update the steering committee to either
1. declare those folks that did or
2. That no such protections were communicated

Thanks
Eleena

Sent from my iPhone

On Oct 13, 2017, at 10:17 AM, Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca> wrote:

> Hi Tom, just spoke to Eleena. Could you let us know if any of the stakeholders we received input from labeled their information as "proprietary and confidential" either verbally or in writing? TransLink and Hydro did not. How about yvr, air canada, Telus, Shaw, etc?
>
> Slavi Diamandiev
> Economics Advisory Leader, Western Canada
> Financial Advisory Services, Deloitte
> D: 604-601-3461 | M: 778-386-0490
> sdiamandiev@deloitte.ca | LinkedIn Profile | deloitte.ca
>
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From: "Ingrid Valou"
To: "Tania Parisella" <TParisella@vancouvereconomic.com>
"Jamie Warren" <JWarren@vancouvereconomic.com>
Date: 10/16/2017 12:09:25 PM
Subject: RE: Council memo

So... no memo after all?

Thanks,

INGRID VALOU
Communications Specialist
Vancouver Economic Commission
C: 604 868 1990

From: Tania Parisella
Sent: October-16-17 12:06 PM
To: Jamie Warren <JWarren@vancouvereconomic.com>
Cc: Ingrid Valou <IValou@vancouvereconomic.com>
Subject: Re: Council memo

Last I heard was that Eleena wanted ian to double check with Sahdu on this. I sent him that email to that effect and told ian in person as well.

Not sure if he followed up with him or not but looks below like they're expecting verbal only.... so that's good.

On Oct 16, 2017, at 11:40 AM, Jamie Warren <JWarren@vancouvereconomic.com> wrote:

> Hi Tania and Ingrid,
>
> Per James I just want to double check that tomorrow is just a verbal update – no presentation.
>
> Thanks,
> Jamie
>
> ---
>
> From: Jong, Teresa [mailto:Teresa.Jong@vancouver.ca]
> Sent: October-16-17 9:38 AM
> To: Jamie Warren <JWarren@vancouvereconomic.com>
> Subject: RE: Council memo
>
> Hi Jamie,
>
> Can you check with Ian whether or not he will have a presentation for In Camera tomorrow? I see below that Tania mentions he will just do a verbal update. But I just want to make sure.
>
> Thanks,
> Teresa
>
> ---
>
> From: Jamie Warren [mailto:JWarren@vancouvereconomic.com]
> Sent: Friday, October 13, 2017 3:28 PM
> To: Jong, Teresa
> Subject: RE: Council memo

Hi Teresa,

I'll get that in his calendar. He might know where to go at City Hall but could you let me know where he should be at 12 so I can make sure it's on there?

Thanks,

--
JAMIE WARREN
Executive Assistant
Vancouver Economic Commission
P: 604 336 8029

From: Jong, Teresa [mailto:Teresa.Jong@vancouver.ca]
Sent: October-13-17 3:25 PM
To: Tania Parisella <TParisella@vancouvereconomic.com>; Eleena Marley <Eleena.Marley@vancouver.ca>
Cc: James Raymond <JRaymond@vancouvereconomic.com>; Jamie Warren <JWarren@vancouvereconomic.com>
Subject: RE: Council memo

Hi everyone,

Verbal Briefing: Update on Amazon Bid is confirmed as Item 1 on the In Camera Agenda. The meeting is on Tue Oct 17, usually at 12pm, depending on when Council breaks.

Jamie – it would be great if Ian can aim to be at City Hall for 12 noon on Tuesday.

Thanks and have a great weekend,
Teresa

From: Tania Parisella [mailto:TParisella@vancouvereconomic.com]
Sent: Wednesday, October 11, 2017 4:02 PM
To: Marley, Eleena; Jong, Teresa
Cc: James Raymond; Jamie Warren
Subject: RE: Council memo

Thanks Eleena- will do.

TANIA PARISELLA
Director, Marketing & Research
Vancouver Economic Commission
P: 604 336 8013

From: Marley, Eleena [mailto:Eleena.Marley@vancouver.ca]
Sent: Wednesday, October 11, 2017 4:01 PM
To: Tania Parisella <TParisella@vancouvereconomic.com>; Jong, Teresa <Teresa.Jong@vancouver.ca>
Cc: James Raymond <JRaymond@vancouvereconomic.com>; Jamie Warren <JWarren@vancouvereconomic.com>
Subject: RE: Council memo

Hi Tania, please work with Teresa for the scheduling

Also, Sadhu was pretty explicit that he was looking for a document to share and another version that was available to be shared proactively with the public soon after submission. Can you ask Ian to liaise directly (if not already) with Sadhu to seek his comfort and direction? Maybe tomorrow at the Steering Committee?

Best
Eleena

From: Tania Parisella [mailto:TParisella@vancouvereconomic.com]
Sent: Wednesday, October 11, 2017 3:58 PM
To: Marley, Eleena
Cc: James Raymond; Jamie Warren
Subject: RE: Council memo

Hi Eleena,
Busy times eh?
Just wanted to let you know that Ian would be available to update Council in -camera but will do it verbally.

Can you let me know time and date so we can get it into his calendar?

Jaime- FYI

TANIA PARISELLA
Director, Marketing & Research
Vancouver Economic Commission
P: 604 336 8013

From: Marley, Eleena [mailto:Eleena.Marley@vancouver.ca]
Sent: Friday, October 6, 2017 11:44 AM
To: Tania Parisella <TParisella@vancouvereconomic.com>; James Raymond <JRaymond@vancouvereconomic.com>
Cc: Ingrid Valou <IValou@vancouvereconomic.com>
Subject: RE: Council memo

All,

See below for my initial thoughts - The purpose of the update to Council is primarily:

1. Proposal near completion and due for submission by 19th
    a. Reminder of regional Steering Committee composition/ role and Deloitte role
    b. Describe site selection process i.e. followed Amazon criteria

2. Proposal's core messages
    a. Regional submission
    b. 2-tier sites proposed (Surrey and Vancouver =1, Others = 2)
    c. Value proposition
        i. Key messages
        ii. Overview of offering (all parties (incl. Province) & COV specific)
        iii. Emphasis COV not 'giving' land or money etc.
3. Notify that a public briefing will be issued soon after submission (NB: Deloitte/VEC leading on this 2-pager as well)
    a. Detail key messages
    b. Note proposal is subject to commercial confidentiality whilst COV party to an active procurement

Please keep COV coms involved in both the Council and Public briefings

Have a great Thanksgiving
E

From: Tania Parisella [mailto:TParisella@vancouvereconomic.com]
Sent: Friday, October 06, 2017 11:27 AM
To: James Raymond
Cc: Marley, Eleena; Ingrid Valou
Subject: Re: Council memo

Thanks James

Hi Eleena,
Because I am going to have to dedicate someone to draft this, I require clarity as to goal of this memo and what items need to be included.
Would appreciate this via email as I'm off until next week but we can start thinking about it if we get more info on your end.
Thanks in advance
Tania

On Oct 6, 2017, at 11:24 AM, James Raymond <JRaymond@vancouvereconomic.com> wrote:

> Eleena
>
> Please clarify what the goals of this memo will be – is it just an update to the previous?
> And also outline any questions we may need to cover
>
> Thanks
>
> JAMES RAYMOND
> Manager, Research & Analysis
> P: 604 336 8021| C: 778 788 7721
>
> Be part of the FASTEST growing economy in Canada.
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From:	"Khan, Farah \(CA - British Columbia\)" <farakhan@deloitte.ca>
To:	"Diamandiev, Slavi (CA - British Columbia)" <sdiamandiev@deloitte.ca> "James Raymond" <JRaymond@vancouvereconomic.com>
CC:	"Shutsa, Christopher (CA - British Columbia)" <cshutsa@deloitte.ca> "Corner, Tom \(CA - British Columbia\)" <tcorner@deloitte.ca> "Beaton, Douglas \(CA - British Columbia\)" <dbeaton@deloitte.ca>
Date:	10/16/2017 11:00:55 PM
Subject:	RE: Crazy idea- Move incentives/cost savings chapter/bit forward?

James – we made this a prominent call-out on the executive summary, so they get a flavor for it up front and we reinforce it right at the end (forcing them to read through all other content J)

From: Diamandiev, Slavi (CA - British Columbia)
Sent: Monday, October 16, 2017 10:54 PM
To: James Raymond <JRaymond@vancouvereconomic.com>
Cc: Khan, Farah (CA - British Columbia) <farakhan@deloitte.ca>; Shutsa, Christopher (CA - British Columbia) <cshutsa@deloitte.ca>; Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>; Beaton, Douglas (CA - British Columbia) <dbeaton@deloitte.ca>
Subject: Re: Crazy idea- Move incentives/cost savings chapter/bit forward?

Hi James, there is definitely merit to this idea. I am concerned what happens with the flow through the document if we make a structural change like that. My recollection is that the steering committee wanted to start with the community chapter to introduce Vancouver and frame the rest of the proposal. Also from an optics standpoint it would be a challenge to explain a change this significant after all review cycles have passed. In the end though this is not Deloitte's call so I would defer to VEC and the steering committee on this.

Cheers,

- Slavi

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services, Deloitte
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | LinkedIn Profile | deloitte.ca

On Oct 16, 2017, at 10:32 PM, James Raymond <JRaymond@vancouvereconomic.com> wrote:
Guys, have just reviewed the doc. Our killer point is the 34bn saving, and the evidence for this is right at the back.

shouldn't we put our strongest argument first/more prominent?

We originally stuck it at the back cos we had no incentives or blank cheques, but we have created something even better now

Just an idea.

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

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From:	"James Raymond"
To:	"Khan, Farah (CA - British Columbia)" <farakhan@deloitte.ca>
CC:	"Courtney Crichton" <CCrichton@vancouvereconomic.com>
Date:	10/5/2017 1:39:48 PM
Subject:	RE: data: housing starts comparison
Attachments:	Amazon HQ2 Housing Starts CoV vs Region.xlsx

Yes for the metro region – see attached for City of Vancouver breakdown

FYI I have asked the city to double check the number for the other N American cities, but will have to see if they can spare the time. I'm happy with our numbers though if we don't hear back from them

Re the other data point, I will try look into this. But a) may take some time and b) might not make us look that good. Will have an initial scan

---

From: Khan, Farah (CA - British Columbia) [mailto:farakhan@deloitte.ca]
Sent: Thursday, October 5, 2017 1:25 PM
To: James Raymond <JRaymond@vancouvereconomic.com>
Cc: Courtney Crichton <CCrichton@vancouvereconomic.com>
Subject: RE: data: housing starts comparison

James – thanks so much for this info. Just to clarify the housing starts are total housing starts for the regions? Also, can we do a comparison across the same cities for number of units for sale that are less than or equal to $500K USD?

Thanks! Farah

From: James Raymond [mailto:JRaymond@vancouvereconomic.com]
Sent: Wednesday, October 4, 2017 4:58 PM
To: Khan, Farah (CA - British Columbia) <farakhan@deloitte.ca>
Cc: Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>; Reza, Fatima (CA - British Columbia) <freza@deloitte.ca>; Courtney Crichton <CCrichton@vancouvereconomic.com>
Subject: data: housing starts comparison

My colleague Courtney has pulled this together in no time

We built more homes last year than our competitor/peer cities – except Toronto. And our rate of housing starts smashes everyone else (eg toronto's went down last year)

Think this gives us some real ammo for our housing section

JAMES RAYMOND
Manager, Research & Analysis
Vancouver Economic Commission
P: 604 336 8021| C: 778 788 7721

From: Courtney Crichton
Sent: October 4, 2017 4:44 PM
To: James Raymond <JRaymond@vancouvereconomic.com>
Subject: RE: research for amazon

Here's the housing starts data.

s.22(1) let me know what you want to do about the condo stuff and I can try to work on it tomorrow morning when I have time.

Cheers,
Courtney

From: Courtney Crichton
Sent: October-04-17 4:39 PM
To: James Raymond <JRaymond@vancouvereconomic.com>
Subject: RE: research for amazon

P.s. that data was just pulled from MLS… not sure if the best source as it's constantly changing – but we wanted to get a rough idea.

From: Courtney Crichton
Sent: October-04-17 4:36 PM
To: James Raymond <JRaymond@vancouvereconomic.com>
Subject: RE: research for amazon

The housing starts data is all done. But I was talking to George about the other data point (# of condos available under $500K) and he doesn't think we should use it because it will make Vancouver look bad. I agree. For example, there are only around 1000 units in Metro Vancouver available right now under $500K. Greater Toronto is roughly 2500 in comparison.

Also, we'd need to convert $500K CAD to USD for the other markets (just a note).

Your thoughts? Let me know what you want to do!

From: James Raymond
Sent: October-04-17 3:46 PM
To: Courtney Crichton <CCrichton@vancouvereconomic.com>
Subject: RE: research for amazon

Sorry – properly reading your email now. Lets go with just yearly totals, don't need to know the [confusing] weeds

JAMES RAYMOND
Manager, Research & Analysis
Vancouver Economic Commission
P: 604 336 8021| C: 778 788 7721

From: Courtney Crichton
Sent: October 4, 2017 3:31 PM
To: James Raymond <JRaymond@vancouvereconomic.com>
Subject: RE: research for amazon

I pulled George in briefly, but neither of us know much about housing starts at all. Who put together the stats in the word doc you sent? I've found the data for Toronto (2015 and 2016), but have no idea how to interpret it (see below). Why are the housing start numbers so high for each month, but then for the overall year (highlighted in red), it doesn't match up (even assuming they are the monthly average doesn't match up exactly). Do you know how to interpret this?

Table 10 - *Tableau 10*
Dwelling Starts - Seasonally Adjusted at Annual Rates[1]
Nombres désaisonnalisés annualisés de mises en chantier de logements[1]

Period / *Période*			Ottawa	Kingston	Belleville	Peterborough	Oshawa	Toronto
2015[2]			4,972	655	326	365	2,587	42,287
2016[2]			5,298	412	522	495	2,491	39,027
2015	January	*janvier*	3,052	311	139	376	3,361	37,950
	February	*février*	2,584	60	135	363	1,900	23,153
	March	*mars*	1,826	87	156	217	586	46,632
	April	*avril*	5,776	428	237	26	2,951	39,756
	May	*mai*	3,485	1,721	365	266	2,715	58,447
	June	*juin*	8,767	500	232	463	1,965	30,454
	July	*juillet*	4,571	239	237	432	2,862	23,329
	August	*août*	5,043	1,874	244	397	2,777	64,481
	September	*septembre*	5,331	860	742	565	1,719	58,004
	October	*octobre*	4,819	622	226	531	4,754	38,606
	November	*novembre*	8,495	226	871	421	1,751	58,724
	December	*décembre*	4,996	627	294	212	2,276	24,500
2016	January	*janvier*	4,859	57	671	467	4,011	25,550
	February	*février*	3,202	360	952	277	1,119	47,702
	March	*mars*	3,864	453	289	81	3,155	55,234
	April	*avril*	3,843	493	596	27	2,451	37,677
	May	*mai*	5,867	358	395	1,425	2,310	33,673
	June	*juin*	5,546	424	689	917	4,436	46,165
	July	*juillet*	4,463	641	449	496	1,705	39,859
	August	*août*	5,647	376	548	113	2,330	40,426
	September	*septembre*	8,578	221	592	966	2,144	30,287
	October	*octobre*	6,902	603	474	417	3,021	48,154
	November	*novembre*	4,111	410	926	400	1,505	30,680
	December	*décembre*	6,249	537	385	293	1,470	34,592
2017	January	*janvier*	7,902	427	526	176	3,121	52,719
	February	*février*	8,686	401	420	249	2,602	34,794
	March	*mars*	3,733	270	1,132	496	2,301	52,493
	April	*avril*	5,860	551	507	540	1,150	40,211
	May	*mai*	6,931	521	624	353	978	23,141
	June	*juin*	6,391	2,714	459	416	6,426	35,837
	July	*juillet*	9,139	591	756	432	944	44,012
	August	*août*	7,015	570	668	553	3,238	53,656
	September	*septembre*						
	October	*octobre*						
	November	*novembre*						
	December	*décembre*						

This is the same data source used to calculated the 34% growth in Vancouver from 2015 to 2016 (see below), but again I have no idea what these overall annual numbers mean… If we used the same formula for calculating the Toronto numbers (above), it would show a 7.71% decrease in the Toronto market. Let me know if this makes sense to you. Also, going back to get yearly averages since 2011 will take time for each city – how important/necessary is this?

Table 14 - *Tableau 14*
Dwelling Starts - Seasonally Adjusted at Annual Rates[1]
Nombres désaisonnalisés annualisés de mises en chantier de logements[1]

Period / *Période*			Edmonton	Kelowna	Abbotsford-Mission	Vancouver	Victoria
2015 [2]			17,050	1,280	806	20,863	2,008
2016 [2]			10,036	2,196	1,136	27,914	2,933
2015	January	*janvier*	23,886	996	202	16,548	2,593
	February	*février*	24,190	1,157	1,348	13,301	1,876
	March	*mars*	21,788	931	403	23,690	1,482
	April	*avril*	15,312	1,380	658	23,854	3,191
	May	*mai*	14,279	857	488	17,244	1,244
	June	*juin*	15,532	1,822	324	25,381	1,515
	July	*juillet*	19,848	2,047	768	27,226	2,163
	August	*août*	14,711	1,058	915	16,875	3,106
	September	*septembre*	13,625	1,201	1,899	18,076	917
	October	*octobre*	12,409	1,229	618	24,858	2,464
	November	*novembre*	20,275	1,669	1,355	17,856	989
	December	*décembre*	9,258	1,033	507	25,464	2,632
2016	January	*janvier*	8,388	896	1,878	22,127	1,800
	February	*février*	7,958	3,813	2,097	37,323	2,746
	March	*mars*	11,208	2,623	1,036	28,179	2,790
	April	*avril*	13,474	1,125	802	32,769	3,553
	May	*mai*	9,707	2,600	1,356	23,450	2,765
	June	*juin*	10,242	1,417	1,305	35,324	5,551
	July	*juillet*	8,540	2,259	933	24,676	3,547
	August	*août*	7,293	2,511	600	24,021	1,785
	September	*septembre*	9,325	1,379	655	36,868	2,964
	October	*octobre*	13,441	2,347	2,082	11,952	2,529
	November	*novembre*	11,563	1,514	253	31,911	3,239
	December	*décembre*	9,345	3,728	830	26,442	2,049
2017	January	*janvier*	6,577	977	3,388	16,481	2,248
	February	*février*	13,746	2,784	246	18,191	2,570
	March	*mars*	14,456	6,316	1,638	30,500	1,993
	April	*avril*	10,923	4,773	1,213	29,479	2,512
	May	*mai*	15,413	5,561	1,577	29,129	2,287
	June	*juin*	9,123	2,576	3,232	23,819	3,126
	July	*juillet*	14,033	1,490	2,148	27,934	8,230
	August	*août*	10,893	5,915	1,176	20,931	2,226
	September	*septembre*					
	October	*octobre*					
	November	*novembre*					
	December	*décembre*					

[1] *Data for 2016 based on 2011 Census Definitions.*
Data for 2017 based on 2016 Census Definitions.
[2] *Data are Actual Dwelling Starts.*
Source: Market Analysis Centre, CMHC

[1] *Données de 2016 fondées sur les définitions du recensement de 2011.*
Données de 2017 fondées sur les définitions du recensement de 2016.
[2] *Ces données correspondent au nombre réel de mises en chantier.*
Source : Centre d'analyse de marché, SCHL

From: James Raymond
Sent: October-04-17 2:32 PM
To: Courtney Crichton <CCrichton@vancouvereconomic.com>
Subject: RE: research for amazon

Hmm, tmrw am? Both points

Doable? Just needs to be vs a few other choice cities. We used nyc, seattle, atlanta, Toronto, boston, Washington for other graphs

JAMES RAYMOND
Manager, Research & Analysis
Vancouver Economic Commission
P: 604 336 8021| C: 778 788 7721

From: Courtney Crichton
Sent: October 4, 2017 2:22 PM
To: James Raymond <JRaymond@vancouvereconomic.com>
Subject: RE: research for amazon

When do you need this by?

From: James Raymond
Sent: October-04-17 2:08 PM
To: Courtney Crichton <CCrichton@vancouvereconomic.com>
Cc: Tania Parisella <TParisella@vancouvereconomic.com>
Subject: research for amazon
Importance: High

Hi Courtney

Would you have time to take this on? Research on housing in Van vs other cities?

See below

s.13(1)

JAMES RAYMOND
Manager, Research & Analysis
P: 604 336 8021| C: 778 788 7721

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HOUSING STARTS - CITY COMPARISON

***Note:** New York City data included Newark and Jersey City and was only available for 2014, 2015 and 2016. We deemed it not the best comparison and have thus not included it. This was also the case for Atlanta

VANCOUVER (Metro Area)

2011	Growth Rate	2012	Growth Rate	2013	Growth Rate	2014	Growth Rate	2015	Growth Rate	2016
17,867	6.5%	19,027	-1.7%	18,696	2.8%	19,212	8.6%	20,863	33.8%	27,914

Average Annual Growth Rate: 10.0%
Growth Rate from 2015 to 2016: 33.8%

Source: Conference Board Metro Outlook Reports

TORONTO (Metro Area)

2011	Growth Rate	2012	Growth Rate	2013	Growth Rate	2014	Growth Rate	2015	Growth Rate	2016
39,745	21.0%	48,105	-30.3%	33,547	-13.8%	28,929	46.2%	42,287	-7.7%	39,027

Average Annual Growth Rate: 3.1%
Growth Rate from 2015 to 2016: -7.7%

Source: Conference Board Metro Outlook Reports

SEATTLE (Seattle-Tacoma-Bellevue)

2011	Growth Rate	2012	Growth Rate	2013	Growth Rate	2014	Growth Rate	2015	Growth Rate	2016
11,230	57.3%	17,666	10.5%	19,517	12.5%	21,953	13.9%	25,008	1.9%	25,489

Average Annual Growth Rate: 19.2%
Growth Rate from 2015 to 2016: 1.9%

Source: https://www.census.gov/construction/bps/msaannual.html

WASHINGTON (Washington-Arlington-Alexandria)

2011	Growth Rate	2012	Growth Rate	2013	Growth Rate	2014	Growth Rate	2015	Growth Rate	2016
19,657	14.0%	22,404	7.3%	24,033	3.2%	24,804	-7.2%	23,007	11.6%	25,687

Average Annual Growth Rate: 5.8%
Growth Rate from 2015 to 2016: 11.6%

Source: https://www.census.gov/construction/bps/msaannual.html

BOSTON (Boston-Cambridge-Quincy)

2011	Growth Rate	2012	Growth Rate	2013	Growth Rate	2014	Growth Rate	2015	Growth Rate	2016
6,139	44.2%	8,851	35.8%	12,021	0.0%	12,024	25.0%	15,036	-11.9%	13,247

Average Annual Growth Rate: 18.6%
Growth Rate from 2015 to 2016: -11.9%

Source: https://www.census.gov/construction/bps/msaannual.html

VANCOUVER (City)

2011	Growth Rate	2012	Growth Rate	2013	Growth Rate	2014	Growth Rate	2015	Growth Rate	2016
3,830	43.6%	5,498	10.4%	6,071	-23.4%	4,648	-0.7%	4,616	111.4%	9,759

Average Annual Growth Rate: 28.3%
Growth Rate from 2015 to 2016: 111.4%

Source: CMHC Housing Now Reports

From: "Diamandiev, Slavi \(CA - British Columbia\)" <sdiamandiev@deloitte.ca>
To: "James Raymond" <JRaymond@vancouvereconomic.com>
"Bryan Buggey" <BBuggey@vancouvereconomic.com>
"Ian McKay" <IMcKay@vancouvereconomic.com>
CC: "Tania Parisella" <TParisella@vancouvereconomic.com>
Date: 10/18/2017 9:09:00 AM
Subject: RE: Decision needed: send proposal to all bid funders?

Sounds good. Please send me the version I should share w th the steering committee.

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte ca | LinkedIn Profile | deloitte ca

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From: James Raymond [mailto:JRaymond@vancouvereconomic com]
Sent: Wednesday, October 18, 2017 8:58 AM
To: Bryan Buggey <BBuggey@vancouvereconomic com>; Ian McKay <IMcKay@vancouvereconomic.com>; Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>
Cc: Tania Parisella <TParisella@vancouvereconomic.com>
Subject: Re: Decision needed: send proposal to all bid funders?
Importance: High

Electronically - I will ask claire

Slavi - don't send electronically any copies til I say

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

---

From: Bryan Buggey
Sent: Wednesday, October 18, 2017 8:45 AM
To: James Raymond; Ian McKay
Cc: Tania Parisella
Subject: RE: Decision needed: send proposal to all bid funders?

Yesterday, we talked about creating a last page to thank our funding partners. Letter of thanks and their logos. This would not be in the package sent to Amazon, but rather added before it is shared or distributed locally.

Can we get this done today?

bb

From: James Raymond
Sent: Wednesday, October 18, 2017 8:19 AM
To: Ian McKay <IMcKay@vancouvereconomic.com>; Bryan Buggey <BBuggey@vancouvereconomic.com>
Cc: Tania Parisella < TParisella@vancouvereconomic.com>
Subject: Decision needed: send proposal to all bid funders?

Just flagging that you/steering committee need to decide whether to send the final proposal to Richmond, etc. Currently only going to steering committee

Btw I have stressed to slavi that he must request steering committee only circulate on a need to know basis eg director/senior political level only.

City of van eg don't need to send to the 30 odd folks who reviewed it.

I know someone will still leak it to Frances Bula, but it would be a real pity if the media steal our thunder before Amazon can read. Would least like to try minimise the risk

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

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From: "Diamandiev, Slavi \(CA - British Columbia\)" <sdiamandiev@deloitte.ca>
To: "James Raymond" <JRaymond@vancouvereconomic.com>
Date: 10/12/2017 6:38:15 PM
Subject: Re: Easing Claire's workload

Sounds good, thanks James. Yes my understanding is we will have maximum 3 sites in appendix.

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services, Deloitte
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | LinkedIn Profile | deloitte.ca

On Oct 12, 2017, at 5:49 PM, James Raymond <JRaymond@vancouvereconomic.com> wrote:

Slavi, have chatted to Claire. The best/simplest thing we can do for her is take any appendix content off her plate.

We haven't spoken much about the appendix but so far it seems like it will be a table of incentives, lots of letters of support and a half page on each of the 'secondary' sites.

It sounds like there will now only be a few secondary sites though, so maybe let's play it by ear and see how we are doing tomorrow

JAMES RAYMOND
Manager, Research & Analysis
P: 604 336 8021 | C: 778 788 7721

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From: "Pietra Basilij"
To: "James Raymond" <JRaymond@vancouvereconomic.com>
"Claire Campbell" <ccampbell@vancouvereconomic.com>
"George PR Benson" <gbenson@vancouvereconomic.com>
"Ingrid Valou" <IValou@vancouvereconomic.com>
Date: 10/18/2017 10:55:52 AM
Subject: RE: Final electronic versions of proposal

Truly remarkable work guys! You just pulled together everything we could want market Vancouver and build business lead packages in the coming yeaand a brilliant new design language to boot!

Looks amazing. Reads brilliantly. And the data points are striking and memorable.

They would be silly not to call you personally and thank you for making their decision So. Damn. Easy.

Hope you've scheduled in some time to celebrate!

Pietra Basilij

Sustainable Community Development

cell: (778) 229-2877

Suite 1500, 401 W. Georgia
Vancouver, BC V6B 5A1

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ECONOMIC COMMISSION

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From: James Raymond
Sent: Tuesday, October 17, 2017 8:12 PM
To: All Staff <AllStaff@vancouvereconomic.com>; George Benson <georgeprbenson@gmail.com>
Subject: Fw: Final electronic versions of proposal
Importance: High

We are almost there. Just need to print and review the hard copies, then get them in the hands of UPS and Sean tmrw.

Attached for anyone who wants to see. I don't need to comment on the design quality, you can see for yourself.

PS if you spot Vancouver spelt incorrectly DON'T tell us. Seriously.

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

---

From: Corner, Tom (CA - British Columbia) < tcorner@deloitte.ca>
Sent: Tuesday, October 17, 2017 8:05 PM
To: Beaton, Douglas (CA - British Columbia); Diamandiev, Slavi (CA - British Columbia); James Raymond; Ian McKay; Shutsa, Christopher (CA - British Columbia)
Cc: Khan, Farah (CA - British Columbia); Claire Campbell
Subject: Final electronic versions of proposal

Hi all,

It is w th great pleasure that we are able to share with you the final electronic versions of both the proposal and appendix.

Both documents are w th The Printing House, and the paper copies will be p cked up tomorrow morning.

Thanks,

--
Tom Corner
Manager | Economics and Policy Advisory
Deloitte
2800 – 1055 Dunsmuir Street, 4 Bentall Centre, Vancouver, British Columbia, V7X 1P4, Canada
D: +1 (604) 640 3100 | **M:** +1 (778) 706 2836
tcorner@deloitte.ca | deloitte.ca
--

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From: "Hilts, David \(CA - Toronto\)" <dhilts@deloitte.ca>
To: "James Raymond" <JRaymond@vancouvereconomic.com>
"George PR Benson" <gbenson@vancouvereconomic.com>
CC: "Corner, Tom (CA - British Columbia)" <tcorner@deloitte.ca>
Date: 10/14/2017 8:56:54 AM
Subject: RE: Final Information for Sites

I think Chris was just providing a potential revision to the amount of upcoming office inventory downtown for future phases

Dave Hilts
Deloitte
Direct: 604-908-8242
www.deloitte.ca

From: James Raymond [mailto:JRaymond@vancouvereconomic.com]
Sent: Saturday, October 14, 2017 11:46 AM
To: Hilts, David (CA - Toronto) <dhilts@deloitte.ca>; George PR Benson <gbenson@vancouvereconomic.com>
Cc: Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>
Subject: Re: Final Information for Sites

Tom- can I suggest you work with David to get Claire the data she needs to complete each site 'template'? George can help you tmrw if needed.

I just want her to be given the info, no complications.

I believe she has most of what she needs- just some data points were missing which it seems like David has now provided.

I was confused by Chris Robertson email last night though

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

---

From: Hilts, David (CA - Toronto)
Sent: Saturday, October 14, 2017 7:37 AM
To: George PR Benson
Cc: James Raymond; Corner, Tom (CA - British Columbia)
Subject: RE: Final Information for Sites

It seems that we may have had a version issue with some of the information. Our network is down for servicing so I have pulled this together from emails/ drafts. We have commented on both lease rates and construction costs in those areas that will be leased or build outs. For the future land only options, we have estimated current land values plus construction. All values are in 2017 dollars. As there is no certainty of the distribution of areas, we have stated effective rates per sf.

Construction rates do not include developer profit as its assumed Amazon would be the land owner and act as primary developer of its own project. Otherwise s.21(1)

Broadway Tech

s.21(1)

Downtown Cluster

s.21(1)

s.21(1)

s.21(1)

s.21(1)

s.21(1)

Dave Hilts
Deloitte
Direct: 604-908-8242
www.deloitte.ca

From: George PR Benson [mailto:gbenson@vancouvereconomic.com]
Sent: Friday, October 13, 2017 6:31 PM
To: Hilts, David (CA - Toronto) <dhilts@deloitte.ca>
Cc: James Raymond <JRaymond@vancouvereconomic.com>; Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>
Subject: Re: Final Information for Sites

Hi David,

Can we get an ETA on this data, please? We're just prepping for the weekend schedule and this will figure into some staffing decisions.

Thanks,

George Patrick Richard Benson
Strategic Initiatives Officer
C: 604 369 6501

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Vancouver, BC V6B 5A1
Website | Blog | Events

From: George PR Benson
Sent: 13 October 2017 14:03:25
To: Hilts, David (CA - Toronto)
Cc: James Raymond; Corner, Tom (CA - British Columbia)
Subject: Final Information for Sites

Hello David,

Thanks for taking the call there. Just to touch base again, Claire and I will need the following information to finish up our site profiles:

Vancouver Downtown Core
- Cap ex

Surrey
- Cap ex
- Square footage and names of Phase I sites
- Square footage and names of Phase II-III sites

Broadway Tech
- Cap ex
- Square footage (my question: are we excluding the existing Broadway Tech buildings and just showing the land assemblies? If so, just want to

Richmond Bridgeport
- Cap ex
- Square footage

Thanks so much!

George Patrick Richard Benson
Strategic Initiatives Officer
C: 604 369 6501

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To: "Corner, Tom (CA - British Columbia)" <tcorner@deloitte.ca>
"James Raymond" <JRaymond@vancouvereconomic.com>
CC: "George PR Benson" <gbenson@vancouvereconomic.com>
"Shutsa, Christopher \(CA - British Columbia\)" <cshutsa@deloitte.ca>
"Khan, Farah \(CA - British Columbia\)" <farakhan@deloitte.ca>
Date: 10/14/2017 10:05:34 AM
Subject: RE: Final Information for Sites

For those that don't have my cell –
604-908-8242

Dave Hilts
Deloitte
Direct: 604-908-8242
www.deloitte.ca

From: Corner, Tom (CA - British Columbia)
Sent: Saturday, October 14, 2017 12:44 PM
To: James Raymond <JRaymond@vancouvereconomic.com>
Cc: Hilts, David (CA - Toronto) <dhilts@deloitte.ca>; George PR Benson <gbenson@vancouvereconomic.com>; Shutsa, Christopher (CA - British Columbia) <cshutsa@deloitte.ca>; Khan, Farah (CA - British Columbia) <farakhan@deloitte.ca>
Subject: RE: Final Information for Sites

Happy to help. The only catch is that sites are the one thing in which I have had practically no involvement in the past week and a half. It would be good if George and Chris could make sure we have captured the info Dave provides as intended either later today or tomorrow.

I will discuss with Claire and get back to you if needed.

Thanks,

--
Tom Corner
Manager | Economics and Policy Advisory
Deloitte
2800 – 1055 Dunsmuir Street, 4 Bentall Centre, Vancouver, British Columbia, V7X 1P4, Canada
D: +1 (604) 640 3100 | M: +1 (778) 706 2836
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Sent: Saturday, October 14, 2017 8:46 AM
To: Hilts, David (CA - Toronto) <dhilts@deloitte.ca>; George PR Benson <gbenson@vancouvereconomic.com>
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Cc: James Raymond; Corner, Tom (CA - British Columbia)
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Construction rates do not include developer profit as its assumed Amazon would be the land owner and act as primary developer of its own project. Otherwise add 15%.

Broadway Tech

s.21(1)

Downtown Cluster

s.21(1)

s.21(1)

s.21(1)

s.21(1)

s.21(1)

Dave Hilts
Deloitte
Direct: 604-908-8242
www.deloitte.ca

From: George PR Benson [mailto:gbenson@vancouvereconomic.com]
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To: Hilts, David (CA - Toronto) <dhilts@deloitte.ca>
Cc: James Raymond <JRaymond@vancouvereconomic.com>; Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>
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George Patrick Richard Benson
Strategic Initiatives Officer
C: 604 369 6501

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Vancouver, BC V6B 5A1
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From: George PR Benson
Sent: 13 October 2017 14:03:25
To: Hilts, David (CA - Toronto)
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- Cap ex

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- Cap ex
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Richmond Bridgeport
- Cap ex
- Square footage

Thanks so much!

George Patrick Richard Benson
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From: "Ingrid Valou"
To: "Tania Parisella" <TParisella@vancouvereconomic.com>
"Ian McKay" <IMcKay@vancouvereconomic.com>
"Bryan Buggey" <BBuggey@vancouvereconomic.com>
"Sean Elbe" <SElbe@vancouvereconomic.com>
Date: 9/7/2017 11:55:54 AM
Subject: RE: FINAL MAYOR ROBERTSON STATEMENT ON AMAZON

Thanks. I've put it in the issues brief notes, which I will link everyone to in a moment.

INGRID VALOU
Communications Specialist
Vancouver Economic Commission
C: 604 868 1990

From: Tania Parisella
Sent: September-07-17 11:48 AM
To: Ingrid Valou <IValou@vancouvereconomic.com>; Ian McKay <IMcKay@vancouvereconomic.com>; Bryan Buggey <BBuggey@vancouvereconomic.com>; Sean Elbe <SElbe@vancouvereconomic.com>
Subject: FINAL MAYOR ROBERTSON STATEMENT ON AMAZON

Can someone save this somewhere?
Also he is the PDF of the bid...

TANIA PARISELLA
Director, Marketing & Research
Vancouver Economic Commission
P: 604 336 8013

From: Robb, Katie [mailto:Katie.Robb@vancouver.ca]
Sent: Thursday, September 7, 2017 11:47 AM
To: Tania Parisella <TParisella@vancouvereconomic.com>
Subject: Final for your files

"Vancouver is without a doubt a top contender for Amazon's next HQ. In the heart of the Cascadia Tech Corridor and close to their American HQ, Vancouver's world-class tech ecosystem is chock-full of top talent, a prime gateway for international business, a green economy hub, and consistently rated as a top liveable city thanks in large part to our outstanding transportation system. As Mayor, I - in partnership with the Vancouver Economic Commission – will put forward an outstanding bid for Amazon's next North American HQ that will put Vancouver over and above other cities."

Katie Robb
Director of Communications
Office of the Mayor I City of Vancouver
Office: 604.873.7490 I Cell: 778.918.7973
Mayorofvancouver.ca

From: "Robb, Katie" <Katie.Robb@vancouver.ca>
To: "Tania Parisella" <TParisella@vancouvereconomic.com>
Date: 9/7/2017 11:47:15 AM
Subject: RE: For approval: Amazon statement

Just sent :0

Katie Robb
Director of Communications
Office of the Mayor I City of Vancouver
Office: 604.873.7490 I Cell: 778.918.7973
Mayorofvancouver.ca

From: Tania Parisella [mailto:TParisella@vancouvereconomic.com]
Sent: Thursday, September 07, 2017 11:46 AM
To: Quinlan, Kevin; Robb, Katie
Subject: RE: For approval: Amazon statement

THANKS!
Katie, pls send me final statement. Ian's doing a few interviews

TANIA PARISELLA
Director, Marketing & Research
Vancouver Economic Commission
P: 604 336 8013

From: Quinlan, Kevin [mailto:Kevin.Quinlan@vancouver.ca]
Sent: Thursday, September 7, 2017 11:46 AM
To: Robb, Katie <Katie.Robb@vancouver.ca>
Cc: Tania Parisella <TParisella@vancouvereconomic.com>
Subject: Re: For approval: Amazon statement

Looks good. s.13(1)

Sent from my iPhone

On Sep 7, 2017, at 11:44 AM, Robb, Katie <Katie.Robb@vancouver.ca> wrote:

> Kevin,
>
> As per my heads-up. Note references to green, transpo and gateway relate to the bid criteria. Please let me know if you have any feedback!
>
> For context, here's what Tory's office is saying.... https://beta.theglobeandmail.com/report-on-business/international-business/us-business/amazon-plans-second-headquarters-in-n-america/article36194091/?ref=http://www.theglobeandmail.com&
>
> s.13(1)
>
> Katie Robb
> Director of Communications
> Office of the Mayor I City of Vancouver
> Office: 604.873.7490 I Cell: 778.918.7973
> Mayorofvancouver.ca

s.14

From: James Raymond [mailto:JRaymond@vancouvereconomic.com]
Sent: Friday, October 13, 2017 2:39 PM
To: s.14
Subject: FW: Fw: Amazon Question

FYI

So it would still be good to put our own confidentiality terminology in our package

From: Ian McKay
Sent: Friday, October 13, 2017 12:56 PM
To: James Raymond <JRaymond@vancouvereconomic.com>
Subject: Re: Fw: Amazon Question

Yes it's a standard one way nda. Anything we learn from Amazon through the process is confidential. We haven't learned anything from Amazon...

On Oct 13, 2017 12:47 PM, James Raymond <JRaymond@vancouvereconomic.com> wrote:

> Ian did you sign an NDA when you became the official respondee to amazon?
>
> See below
>
> I asked amazon yesterday and they said they wouldn't sign an NDA. s.14
>
> James Raymond, Manager of Research & Analysis, Vancouver Economic Commission
>
> From: Ingrid Valou <IValou@vancouvereconomic.com>
> Sent: Friday, October 13, 2017 11:56 AM
> To: Tania Parisella; James Raymond
> Cc: Bryan Buggey
> Subject: RE: Amazon Question
>
> Sure. Blair from CCCA just replied saying that Amazon is putting in place standard NDAs that basically cover them. They signed one a month ago.
>
> "Anyone speaking to an Amazon rep should already have one in place per Amazon rules. So you might want to ask folks in your org if one already exists. If not, you can ask for one but again if you talking to them they required one at the beginning."
>
> He also said earlier that "In our case we are saying that we cannot disclose information in our bid as it is a competitive advantage."
>
> Thanks,

INGRID VALOU

Communications Specialist

Vancouver Economic Commission

C: 604 868 1990

From: Tania Parisella
Sent: October-13-17 11:45 AM
To: Ingrid Valou <IValou@vancouvereconomic.com>; James Raymond <JRaymond@vancouvereconomic.com>
Subject: Fwd: Amazon Question

Ingrid feel free to reply that we aren't planning to release it on the 19 for reasons we have discussed. Thx

Begin forwarded message:

> **From:** Alex Pugh <alexp@investottawa.ca>
> **Date:** October 13, 2017 at 9:32:11 AM PDT
> **To:** Julia Sakas <JSakas@torontoglobal.ca>, "LRegier@CalgaryEconomicDevelopment.com" <LRegier@CalgaryEconomicDevelopment.com>, "Marini, Michael (Michael.Marini@hamilton.ca)" <Michael.Marini@hamilton.ca>, "TParisella@vancouvereconomic.com" <TParisella@vancouvereconomic.com>, "christian.bernard@mtlintl.com" <christian.bernard@mtlintl.com>
> **Cc:** Rebecca McDonell <rmcdonell@investottawa.ca>
> **Subject: RE: Amazon Question**
>
> There is a discussion on the CCCA Slack about this, I would love to be able to say this is what the other Canadian cities are doing.
>
> ---
>
> **From:** Julia Sakas [mailto:JSakas@torontoglobal.ca]
> **Sent:** Friday, October 13, 2017 11:51 AM
> **To:** Alex Pugh <alexp@investottawa.ca>; LRegier@CalgaryEconomicDevelopment.com; Marini, Michael (Michael.Marini@hamilton.ca) <Michael.Marini@hamilton.ca>; TParisella@vancouvereconomic.com; christian.bernard@mtlintl.com
> **Subject:** Amazon Question
>
> Hi Amazonian Team!
>
> I am sure you are all as deep as we are in the Amazon River this week! I hope your bids are coming along well J

I wanted to reach out to you to ask what your strategy is regarding releasing your bids to the public on October 19th. We are still trying to determine if we should be releasing our bid and wanted to see what other Canadian cities are doing so that we might all align in our strategies.

Thanks in advance for letting me know, if this is info you are able to share at this point!

Have a great day,

Julia

Julia Sakas Director, Marketing & Communications

Toronto Global 225 King Street West Suite 901 Toronto Ontario Canada M5V 3M2

Office + 1 647 729 0735 Mobile + 1 647 926 3524 **torontoglobal.ca**

From: s.22(1)
To: "Tania Parisella" <TParisella@vancouvereconomic.com>
Date: 9/11/2017 3:12:21 PM
Subject: Re: FW: Quick work chat?

---

s.22(1)

s.17(1)

let me know if you would like an intro to her..she is fantastic and well connected.

On Mon, Sep 11, 2017 at 3:07 PM, Tania Parisella <TParisella@vancouvereconomic.com> wrote:

s.22(1)

Hope the family is doing well.

s.22(1)

So I'm not supposed to put anything in writing but because it is you, I'm not concerned.

Basically, the VEC is the lead agency on the file to try to get Amazon.com to select Vancouver as its next HQ in North America. We are not alone in this race as you can imagine.

We will be holding an info session at our offices this week and I'm charged with inviting to s.17(1) to see if they can provide useful input to the bid. We are united with the Province and City on this as well as Metro Van.

Anyone at s.17(1) who you think I could reach out to invite?

TANIA PARISELLA

Director, Marketing & Research

Vancouver Economic Commission

P: 604 336 8013

From: s.22(1)
Sent: Monday, September 11, 2017 3:03 PM
To: Tania Parisella <TParisella@vancouvereconomic.com>
Subject: Re: FW: Quick work chat?

hey TPain!

s.22(1)

still happy to help of course, but depending on the specifics of your ask, can make an intro to the right person if that makes sense. anyway, let me know!

s.22(1)

On Mon, Sep 11, 2017 at 2:59 PM, Tania Parisella <TParisella@vancouvereconomic.com> wrote:

s.22(1) Could I still pick your brain for a few mins?

From: Tania Parisella
Sent: Monday, September 11, 2017 2:57 PM
To: s.22(1)
Subject: Quick work chat?

Hey you!

Hope you're well. Was wondering if you could spare 5 mins for a quick chat with me either today or tomorrow. Am reaching out to some influential local business stakeholders on something and wanted to include s.17(1) and thought I'd start with you.

Let me know when we can chat and how best to reach you.

Thanks

T

TANIA PARISELLA

Director, Marketing & Research

P: 604 336 8013

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Suite 1500, 401 W. Georgia

Vancouver, BC V6B 5A1

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From:	"George PR Benson"
To:	"James Raymond" <JRaymond@vancouvereconomic.com> "Leathley, Peter" <Peter.Leathley@vancouver.ca>
Date:	10/16/2017 10:20:54 AM
Subject:	Re: Getting your opinion on a simplified fibre map
Attachments:	Large Map.pdf

George Patrick Richard Benson
Strategic Initiatives Officer
C: 604 369 6501

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Vancouver, BC V6B 5A1
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From: James Raymond
Sent: 16 October 2017 10:16:59
To: Leathley, Peter
Cc: George PR Benson
Subject: Getting your opinion on a simplified fibre map

Hi peter

George will call you re getting your thoughts on a simplified fibre map...

He'll explain

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

s.13(1)

From: "Claire Campbell"
To: "James Raymond" <JRaymond@vancouvereconomic.com>
Date: 10/16/2017 1:37:25 PM
Subject: Re: HQ2 - Vancouver Proposal Confidentiality vis a vis Amazon

---

Ok. But we need to decide where to put this. Text me when it's a good time.

From: James Raymond <JRaymond@vancouvereconomic.com>
Date: Monday, October 16, 2017 at 1:34 PM
To: Claire Campbell <ccampbell@vancouvereconomic.com>
Subject: Fw: HQ2 - Vancouver Proposal Confidentiality vis a vis Amazon

Here's the legal language to inc

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

s.14

[redacted]

From: s.14
To: "James Raymond" <JRaymond@vancouvereconomic.com>
CC: "Eleena Marley" <Eleena.Marley@vancouver.ca>
Date: 10/16/2017 1:39:26 PM
Subject: RE: HQ2 - Vancouver Proposal Confidentiality vis a vis Amazon

---

Most welcome!

From: James Raymond [mailto:JRaymond@vancouvereconomic.com]
Sent: Monday, October 16, 2017 1:34 PM
To: s.14
Cc: Marley, Eleena
Subject: Re: HQ2 - Vancouver Proposal Confidentiality vis a vis Amazon

Brilliant, thanks s.14

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

s.14

s.14

From: s.14 [redacted]
To: "James Raymond" <JRaymond@vancouvereconomic.com>
"Eleena Marley" <Eleena.Marley@vancouver.ca>
CC: "Diamandiev, Slavi (CA - British Columbia)" <sdiamandiev@deloitte.ca>
"Beaton, Douglas \(CA - British Columbia\)" <dbeaton@deloitte.ca>
Date: 10/12/2017 3:57:09 PM
Subject: RE: HQ2 SC Direction on NDA's

Awesome! Thanks James
s.14 [redacted]

From: James Raymond [mailto:JRaymond@vancouvereconomic.com]
Sent: Thursday, October 12, 2017 3:36 PM
To: s.14 [redacted] Marley, Eleena
Cc: Diamandiev, Slavi (CA - British Columbia); Beaton, Douglas (CA - British Columbia)
Subject: RE: HQ2 SC Direction on NDA's

We can try and take this on. We are connected to our economic development peers across the country, will ask them how they are dealing with this

s.14 [redacted]

From: Diamandiev, Slavi (CA - British Columbia) [mailto:sdiamandiev@deloitte.ca]
Sent: Thursday, October 12, 2017 1:24 PM
To: Ian McKay; Johnston, Sadhu; Jong, Teresa; Krieger, Brian MIT:EX; valalonde@surrey.ca; Beaton, Douglas (CA - British Columbia); Gorra, Annie; ljdonohoe@surrey.ca; Wu, Stephen; Chambers, Courtney; Mochrie, Paul; carol.mason@metrovancouver.org; Marley, Eleena; s.14 Corner, Tom (CA - British Columbia); Jones, Donna; James Raymond
Cc: Impey, Patrice; Neal Carley; Heather Schoemaker; Hilts, David (CA - Toronto); Knight, Charles (CA - Toronto); Kelley, Gil
Subject: RE: HQ2 Steering Committee

Hi All – please see attached the progress update materials for our steering committee meeting today.

Kindly,

- Slavi

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | LinkedIn Profile | deloitte.ca

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-----Original Appointment-----
From: Ian McKay [mailto:IMcKay@vancouvereconomic.com]
Sent: Wednesday, September 27, 2017 1:16 PM
To: Ian McKay; sadhu.johnston@vancouver.ca; Jong, Teresa; Krieger, Brian MIT:EX; valalonde@surrey.ca; Beaton, Douglas (CA - British Columbia); Diamandiev, Slavi (CA - British Columbia); Annie Gorra; ljdonohoe@surrey.ca; Wu, Stephen; Chambers, Courtney; paul.mochrie@vancouver.ca; carol.mason@metrovancouver.org; Eleena Marley; s.14 Corner, Tom (CA - British Columbia); Jones, Donna; James Raymond
Cc: Patrice Impey; Neal Carley; Heather Schoemaker; Hilts, David (CA - Toronto); Knight, Charles (CA - Toronto); Kelley, Gil
Subject: HQ2 Steering Committee
When: Thursday, October 12, 2017 2:00 PM-3:00 PM (UTC-08:00) Pacific Time (US & Canada).
Where: City Hall - 6th floor, City Manager's Boardroom, 453 West 12th Avenue

12.10.17: Please see attached the agenda for this afternoon's meeting. Thanks! – Jamie Warren

Conference call details:
Toll Free s.15(1)(l)
From Vancouver 604-829-4222

Meeting ID: s.15(1)(l)
Password: s.15(1)(l)

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s.14

s.14

s.14

s.14

[redacted]

From: Diamandiev, Slavi (CA - British Columbia) [mailto:sdiamandiev@deloitte.ca]
Sent: Thursday, October 12, 2017 1:24 PM
To: Ian McKay; Johnston, Sadhu; Jong, Teresa; Krieger, Brian MIT:EX; valalonde@surrey.ca; Beaton, Douglas (CA - British Columbia); Gorra, Annie; ljdonohoe@surrey.ca; Wu, Stephen; Chambers, Courtney; Mochrie, Paul; carol.mason@metrovancouver.org; Marley, Eleena; s.14 Corner, Tom (CA - British Columbia); Jones, Donna; James Raymond
Cc: Impey, Patrice; Neal Carley; Heather Schoemaker; Hilts, David (CA - Toronto); Knight, Charles (CA - Toronto); Kelley, Gil
Subject: RE: HQ2 Steering Committee

Hi All – please see attached the progress update materials for our steering committee meeting today.

Kindly,

- Slavi

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | LinkedIn Profile | deloitte.ca

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-----Original Appointment-----
From: Ian McKay [mailto:IMcKay@vancouvereconomic.com]
Sent: Wednesday, September 27, 2017 1:16 PM
To: Ian McKay; sadhu.johnston@vancouver.ca; Jong, Teresa; Krieger, Brian MIT:EX; valalonde@surrey.ca ; Beaton, Douglas (CA - British Columbia); Diamandiev, Slavi (CA - British Columbia); Annie Gorra; ljdonohoe@surrey.ca; Wu, Stephen; Chambers, Courtney; paul.mochrie@vancouver.ca; carol.mason@metrovancouver.org; Eleena Marley; s.14 Corner, Tom (CA - British Columbia); Jones, Donna; James Raymond
Cc: Patrice Impey; Neal Carley; Heather Schoemaker; Hilts, David (CA - Toronto); Knight, Charles (CA - Toronto); Kelley, Gil
Subject: HQ2 Steering Committee
When: Thursday, October 12, 2017 2:00 PM-3:00 PM (UTC-08:00) Pacific Time (US & Canada).
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12.10.17: Please see attached the agenda for this afternoon's meeting. Thanks! – Jamie Warren

Conference call details:
Toll Free s.15(1)(l)
From Vancouver 604-829-4222

Meeting ID: s.15(1)(l)
Password: s.15(1)(l)

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From: "Claire Campbell"
To: "James Raymond" <JRaymond@vancouvereconomic.com>
Date: 10/18/2017 2:33:33 PM
Subject: Re: Ian and Steering Committee

I'll prepare Ian a USB as it sounds like Slavi/Tom have the hard copy sorted.

From: James Raymond <JRaymond@vancouvereconomic.com>
Date: Wednesday, October 18, 2017 at 2:19 PM
To: Claire Campbell <ccampbell@vancouvereconomic.com>
Subject: Re: Ian and Steering Committee

Slavi has all responsibilities but I will check

Suggest in meantime you give ian a hard copy, and prepare a USB just in case

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

---

From: Claire Campbell
Sent: Wednesday, October 18, 2017 2:12 PM
To: James Raymond
Subject: Ian and Steering Committee

James – do I need to give Ian a USB with the Proposal + Appendix? Or is Slavi the one responsible for getting everything to the meeting – i.e. getting it up on the screen?

Ian just asked.

From: "Claire Campbell"
To: "Corner, Tom (CA - British Columbia)" <tcorner@deloitte.ca>
"Diamandiev, Slavi \(CA - British Columbia\)" <sdiamandiev@deloitte.ca>
"James Raymond" <JRaymond@vancouvereconomic.com>
Date: 10/18/2017 2:54:53 PM
Subject: Re: Ian and Steering Committee

Perfect. I will make sure that Ian leaves with a USB!

From: "Corner, Tom (CA - British Columbia)" <tcorner@deloitte.ca>
Date: Wednesday, October 18, 2017 at 2:48 PM
To: Claire Campbell <ccampbell@vancouvereconomic.com>, "Diamandiev, Slavi (CA - British Columbia)" <sdiamandiev@deloitte.ca>, James Raymond <JRaymond@vancouvereconomic.com>
Subject: RE: Ian and Steering Committee

Thanks, Claire. I will not attend the meeting, finally, as I would need to leave early. If Ian can bring the USB, problem solved!

Cheers,

--
Tom Corner
Manager | Economics and Policy Advisory
Deloitte
2800 – 1055 Dunsmuir Street, 4 Bentall Centre, Vancouver, British Columbia, V7X 1P4, Canada
D: +1 (604) 640 3100 | M: +1 (778) 706 2836
tcorner@deloitte.ca | deloitte.ca
--

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From: Claire Campbell [mailto:ccampbell@vancouvereconomic.com]
Sent: Wednesday, October 18, 2017 2:46 PM
To: Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>; James Raymond <JRaymond@vancouvereconomic.com>
Cc: Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>
Subject: Re: Ian and Steering Committee

I have prepared a USB that Ian can take with him OR Tom can pick up.

Up to you what you want to do! Tom could prepare a USM with the files from the Download link as well, if that's easier. s.15(1)(l)

I am fine with either option.

From: "Diamandiev, Slavi (CA - British Columbia)" <sdiamandiev@deloitte.ca>
Date: Wednesday, October 18, 2017 at 2:35 PM
To: James Raymond <JRaymond@vancouvereconomic.com>
Cc: Claire Campbell <ccampbell@vancouvereconomic.com>, "Corner, Tom (CA - British Columbia)" <tcorner@deloitte.ca>
Subject: RE: Ian and Steering Committee

I am attending by phone. Tom, could you please pick it up? Or can Ian take it?

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | LinkedIn Profile | deloitte.ca

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From: James Raymond [mailto:JRaymond@vancouvereconomic.com]
Sent: Wednesday, October 18, 2017 2:35 PM
To: Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>
Cc: Claire Campbell <ccampbell@vancouvereconomic.com>; Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>
Subject: Re: Ian and Steering Committee

Ian said that sadhu might/will want to show it on his TV. I have more info sorry

So I suggest you take a USB with it just in case

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

---

From: Diamandiev, Slavi (CA - British Columbia)
Sent: Wednesday, October 18, 2017 2:30 PM
To: James Raymond
Cc: Claire Campbell
Subject: RE: Ian and Steering Committee

I sent the steering committee the link that Claire provided and Tom will bring a single hard copy to show. Does that work?

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | LinkedIn Profile | deloitte.ca

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From: James Raymond [mailto:JRaymond@vancouvereconomic.com]
Sent: Wednesday, October 18, 2017 2:21 PM
To: Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>
Subject: Fw: Ian and Steering Committee
Importance: High

Pl confirm you have this covered

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

---

From: Claire Campbell <ccampbell@vancouvereconomic.com>
Sent: Wednesday, October 18, 2017 2:12 PM
To: James Raymond
Subject: Ian and Steering Committee

James – do I need to give Ian a USB with the Proposal + Appendix? Or is Slavi the one responsible for getting everything to the meeting – i.e. getting it up on the screen?

Ian just asked.

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From: "Hilts, David \(CA - Toronto\)" <dhilts@deloitte.ca>
To: "Diamandiev, Slavi (CA - British Columbia)" <sdiamandiev@deloitte.ca>
CC: "James Raymond" <JRaymond@vancouvereconomic.com>
"Corner, Tom \(CA - British Columbia\)" <tcorner@deloitte.ca>
"Khan, Farah \(CA - British Columbia\)" <farakhan@deloitte.ca>
"Shutsa, Christopher \(CA - British Columbia\)" <cshutsa@deloitte.ca>
"Beaton, Douglas \(CA - British Columbia\)" <dbeaton@deloitte.ca>
"Knight, Charles \(CA - Toronto\)" <chknight@deloitte.ca>
Date: 10/12/2017 5:34:43 PM
Subject: Re: Important: Direction from Steering Committee

Just spoke with Burnaby again and they are going to send a more focused discussion.
Richmond still likes Bridgeport the best even though it would be the most work in terms of assembling the sites
Touch base tomorrow morning

Sent from my iPhone

On Oct 12, 2017, at 8:28 PM, Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca> wrote:

> Thanks David. Did Richmond pick a site? Are we including Burnaby as a phase 2 given they were uncertain?
>
> On Oct 12, 2017, at 5:18 PM, Hilts, David (CA - Toronto) <dhilts@deloitte.ca> wrote:
>
> Hi all
> I have spoken to both and no concerns with helping out with more info. Richmond has given me everything I need and Burnaby to have it by tomorrow morning.
>
> Sent from my iPhone
>
> Slavi Diamandiev
> Economics Advisory Leader, Western Canada
> Financial Advisory Services, Deloitte
> D: 604-601-3461 | M: 778-386-0490
> sdiamandiev@deloitte.ca | LinkedIn Profile | deloitte.ca
>
> On Oct 12, 2017, at 7:36 PM, Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca> wrote:
>
>> Completely agree but the steering committee needs to stickhandle the politics around the submissions. In terms of Richmond and Burnaby, we already have the information so it's just a matter of what we include. I suggest we cut off any content changes past noon tomorrow if that works for the team.
>>
>> David, are you able to contact Richmond and Burnaby first thing tomorrow?
>>
>> Slavi Diamandiev
>> Economics Advisory Leader, Western Canada
>> Financial Advisory Services
>> D: 604-601-3461 | M: 778-386-0490
>> sdiamandiev@deloitte.ca | LinkedIn Profile | deloitte.ca
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From: James Raymond [mailto:JRaymond@vancouvereconomic.com]
Sent: Thursday, October 12, 2017 4:24 PM
To: Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>; Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>; Khan, Farah (CA - British Columbia) <farakhan@deloitte.ca>; Shutsa, Christopher (CA - British Columbia) <cshutsa@deloitte.ca>; Hilts, David (CA - Toronto) <dhilts@deloitte.ca>
Cc: Beaton, Douglas (CA - British Columbia) <dbeaton@deloitte.ca>; Knight, Charles (CA - Toronto) <chknight@deloitte.ca>
Subject: RE: Important: Direction from Steering Committee

Thanks Slavi.

I am concerned we are asking cities (i.e. Richmond) at this late stage to choose sites (by when?), and also that we are still waiting for info from others (eg City of Vancouver on a downtown site – again, by when). We are cutting it incredibly fine to meet our deadlines. And for our designer to keep revisiting pages she has completed is a risk to our critical path. Please can we complete the below actions as soon as possible.

Re my action, I will contact Amazon and ask if they will sign an NDA. We have also asked our ec dev peers, and they are seemingly all having challenges around confidentiality and FOIs. The Feds may set up a conference call on this matter

From: Diamandiev, Slavi (CA - British Columbia) [mailto:sdiamandiev@deloitte.ca]
Sent: Thursday, October 12, 2017 3:53 PM
To: Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>; Khan, Farah (CA - British Columbia) <farakhan@deloitte.ca>; Shutsa, Christopher (CA - British Columbia) <cshutsa@deloitte.ca>; Hilts, David (CA - Toronto) <dhilts@deloitte.ca>; James Raymond <JRaymond@vancouvereconomic.com>
Cc: Beaton, Douglas (CA - British Columbia) <dbeaton@deloitte.ca>; Knight, Charles (CA - Toronto) <chknight@deloitte.ca>
Subject: Important: Direction from Steering Committee
Importance: High

Team, we just had the final steering committee prior to submission. Here are the takeaways:

s.13(1), s.21(1)

s.13(1), s.21(1)

s.13(1), s.21(1)

s.13(1), s.21(1)

[redacted]

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services
Deloitte
2800-1055 Dunsmuir St., Vancouver, BC, V7X1P4
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | LinkedIn Profile | deloitte.ca

<image001.png>

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From: "Vivian Chan" <vwc13@sfu.ca>
To: "James Raymond" <JRaymond@vancouvereconomic.com>
Date: 10/16/2017 1:39:36 PM
Subject: Re: Input from BC postsecondary institutions re: STEM programs, innovation - SFU

Can you send me dial in and what the call will cover? I don't have any of this info I am afraid. Nor does anyone from SFU
thx
V

From: "James Raymond" <JRaymond@vancouvereconomic.com>
To: "Vivian Chan" <vwc13@sfu.ca>, "Corner, Tom (CA - British Columbia)" <tcorner@deloitte.ca>, "Reza, Fatima (CA - British Columbia)" <freza@deloitte.ca>, "Diamandiev, Slavi (CA - British Columbia)" <sdiamandiev@deloitte.ca>
Sent: Monday, October 16, 2017 1:37:57 PM
Subject: Re: Input from BC postsecondary institutions re: STEM programs, innovation - SFU

Yes - pl be on the call if you can

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

From: Vivian Chan
Sent: Monday, October 16, 2017 1:23 PM
To: Corner, Tom (CA - British Columbia); James Raymond; Reza, Fatima (CA - British Columbia); Diamandiev, Slavi (CA - British Columbia)
Subject: Re: Input from BC postsecondary institutions re: STEM programs, innovation - SFU

hi Tom, James

Po-on from UBC has mentioned there is an Amazon call today. Is this something a representative from SFU should also be participating in?

Thanks

Vivian

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To: "Corner, Tom (CA - British Columbia)" <tcorner@deloitte.ca>, "James Raymond" <JRaymond@vancouvereconomic.com>, "Reza, Fatima (CA - British Columbia)" <freza@deloitte.ca>, "Diamandiev, Slavi (CA - British Columbia)" <sdiamandiev@deloitte.ca>
Sent: Friday, October 6, 2017 9:00:46 PM
Subject: Re: Input from BC postsecondary institutions re: STEM programs, innovation - SFU

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Cc: "Joanne Curry" <joannec@sfu.ca>
Sent: Friday, October 6, 2017 8:58:51 PM

Subject: Re: Input from BC postsecondary institutions re: STEM programs, innovation - SFU

Hi Fatima, Slavi, Tom, James

Here is the data from SFU for Amazon HQ2 proposal. I noticed that the request did not include Coop education which maybe a differentiator. Is this information you would like to include as well? Happy to pull this if it fits into the narrative.

Please let me know if you have any questions.

Best,

Vivian

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To: "Vivian Chan" <vwc13@sfu.ca>, "bethany edmunds" <bethany_edmunds@bcit.ca>, "po-on yeung" <po-on.yeung@ubc.ca>, "iain evans" <iain.evans@ubc.ca>, vprmgr@uvic.ca, "Paul Marck" <pcmarck@uvic.ca>
Cc: "Diamandiev, Slavi (CA - British Columbia)" <sdiamandiev@deloitte.ca>, "Reza, Fatima (CA - British Columbia)" <freza@deloitte.ca>
Sent: Wednesday, October 4, 2017 10:22:56 PM
Subject: RE: Input from BC postsecondary institutions re: STEM programs, innovation

Hi all,

Thanks to those of you who have already started provided us with information in relation to the request below.

For all other submissions before end of week, please send to Slavi Diamandiev atsdiamandiev@deloitte.ca and Fatima Reza at freza@deloitte.ca and copy me, as I will be away from the office with limited access to email until Monday afternoon.

Best,

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Subject: RE: Input from BC postsecondary institutions re: STEM programs, innovation

Hi Vivian,

Thanks for taking on the data request, and please feel free to give me a call tomorrow if you would like an overview of the conference call. I was told that someone from SFU was invited, but in case they did not accept (perhaps why I couldn't see them on Outlook) I am happy to update you on the latest developments.

If it is possible to have all input by end of week for graduate and undergraduate programs, our draft report is due on Sunday.

Thanks for bringing up the RFP. We have already addressed some topics using VEC/Ministry of Advanced Education data, but to the extent everyone's data submissions can go back three years, it would more closely align with what Amazon asked for. Specifically, on p. 6 the RFP (https://images-na.ssl-images-amazon.com/images/G/01/Anything/test/images/usa/RFP_3._V516043504_.pdf) states:

Please include programs/partnerships currently available and potential creative programs with higher education institutions in the region in your response. Please also include a list of universities and community colleges with relevant degrees and the number of students graduating with those degrees over the last three years.

Feel free to let me know if you have any additional questions.

Have a good evening,

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Subject: Re: Input from BC postsecondary institutions re: STEM programs, innovation

Hi Tom

I was not invited to the group call so apologize if these questions were already covered. What is the deadline you need these data points by? Would Wed Oct 11th be reasonable, a week would give us enough time to provide thoughtful answers.

Please see below for my questions.

Thanks
Vivian

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Cc: "Paul Marck" <pcmarck@uvic.ca>, "Diamandiev, Slavi (CA - British Columbia)" <sdiamandiev@deloitte.ca>, "Reza, Fatima (CA - British Columbia)" <freza@deloitte.ca>
Sent: Monday, October 2, 2017 6:33:26 PM

Subject: Input from BC postsecondary institutions re: STEM programs, innovation

Good afternoon,

For those of you who were able to attend this afternoon's HQ2 advisory group call, we hope that it was useful (Vivian, I am unable to see who from SFU was invited—apologies if this email should be directed to one of your colleagues; if necessary, please forward to whomever is best placed to respond).

As discussed during the call, we would be grateful if you could provide us with the following **at your earliest convenience** (ideally, by no later than end of week):

- Relevant information on your institution's STEM and business programs—e.g., data on recent program developments and graduation numbers, or anything noteworthy relative to programs offered elsewhere
  What time period of data are you looking for? If I am not mistaken i believe Amazon was requesting data from the last 3 years
  Is this for under graduate and graduate programs?

- Overall enrolment or graduation numbers (i.e. including all faculties and programs)

- Information on innovative industry partnerships, especially those in technology or that may otherwise be of interest to Amazon (say, retail or supply-chain related)

- Information or examples of anything R&D-related that you feel may be of interest to Amazon, especially if there is a product or service commercialization story to tell

The above list is meant to be indicative rather than exhaustive. Our goal is simply to present BC as a great place for Amazon to grow for the next 20+ years. Anything you feel conveys this is very much of interest!

Please send all responses to Slavi, Fatima and myself, and note that I will be away from the office on Thursday-Friday this week.

Feel free to get in touch if you have any questions.

Best,

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To: "Vivian Chan" <vwc13@sfu.ca>
"James Raymond" <JRaymond@vancouvereconomic.com>
"Reza, Fatima \(CA - British Columbia\)" <freza@deloitte.ca>
"Diamandiev, Slavi \(CA - British Columbia\)" <sdiamandiev@deloitte.ca>
Date: 10/16/2017 1:46:13 PM
Subject: RE: Input from BC postsecondary institutions re: STEM programs, innovation - SFU

Hi Vivian,

There is a call this afternoon. Please note that these are organized by the province, not Deloitte (although we provide project updates).

I was able to see the invite list and it looks as though two SFU representatives have been invited – Sylvia Wong Patey and Joanne Curry.

Would you like me to see if we can have the province forward you the invite?

Thanks,

--
Tom Corner
Manager | Economics and Policy Advisory
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From: Vivian Chan [mailto:vwc13@sfu.ca]
Sent: Monday, October 16, 2017 1:24 PM
To: Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>; James Raymond <JRaymond@vancouvereconomic.com>; Reza, Fatima (CA - British Columbia) <freza@deloitte.ca>; Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>
Subject: Re: Input from BC postsecondary institutions re: STEM programs, innovation - SFU

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Subject: Re: Input from BC postsecondary institutions re: STEM programs, innovation - SFU

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Cc: "Joanne Curry" <joannec@sfu.ca>
Sent: Friday, October 6, 2017 8:58:51 PM
Subject: Re: Input from BC postsecondary institutions re: STEM programs, innovation - SFU

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From: "Shutsa, Christopher \(CA - British Columbia\)" <cshutsa@deloitte.ca>
To: "Beaton, Douglas (CA - British Columbia)" <dbeaton@deloitte.ca>
"Corner, Tom \(CA - British Columbia\)" <tcorner@deloitte.ca>
CC: "Diamandiev, Slavi (CA - British Columbia)" <sdiamandiev@deloitte.ca>
"James Raymond" <JRaymond@vancouvereconomic.com>
Date: 10/15/2017 5:16:38 PM
Subject: RE: Latest language re: Metro Vancouver

I have made some adds below based on my notes from the Steer Co

From: Beaton, Douglas (CA - British Columbia)
Sent: Sunday, October 15, 2017 4:43 PM
To: Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>
Cc: Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>; Shutsa, Christopher (CA - British Columbia) <cshutsa@deloitte ca>; James Raymond <JRaymond@vancouvereconomic.com>
Subject: RE: Latest language re: Metro Vancouver

Somewhat expanded version below... let's be as perspective and detailed as possible. Can you guys check your notes from the last two committee meetings and expand? They didn't give much direction but it was something like the below, I thought. Are we including a map?

s.13(1), s.21(1)

Don't use the footnote. Put whatever we need to say in the main text and highlight.

Thanks

From: Corner, Tom (CA - British Columbia)
Sent: Sunday, October 15, 2017 4:38 PM
To: Beaton, Douglas (CA - British Columbia) < dbeaton@deloitte.ca>
Cc: Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>; Shutsa, Christopher (CA - British Columbia) < cshutsa@deloitte ca>; James Raymond <JRaymond@vancouvereconomic.com>
Subject: Latest language re: Metro Vancouver

Hi Doug,

Slavi asked if I could provide you with the latest language on Metro Vancouver. Here t is:

s.13(1)

s.13(1), s.21(1)

Ian feels that the steering committee would like us to have a more comprehensive p tch. Any language you can suggest would be very helpful in this regard.

Thanks,

--
Tom Corner
Manager | Economics and Policy Advisory
Deloitte
2800 – 1055 Dunsmuir Street, 4 Bentall Centre, Vancouver, British Columbia, V7X 1P4, Canada
D: +1 (604) 640 3100 | **M:** +1 (778) 706 2836
tcorner@deloitte.ca | deloitte.ca
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From: "Diamandiev, Slavi \(CA - British Columbia\)" <sdiamandiev@deloitte.ca>
To: "Corner, Tom (CA - British Columbia)" <tcorner@deloitte.ca>
CC: "Beaton, Douglas (CA - British Columbia)" <dbeaton@deloitte.ca>
"Shutsa, Christopher \(CA - British Columbia\)" <cshutsa@deloitte.ca>
"James Raymond" <JRaymond@vancouvereconomic.com>
"Khan, Farah \(CA - British Columbia\)" <farakhan@deloitte.ca>
Date: 10/15/2017 5:18:11 PM
Subject: Re: Latest language re: Metro Vancouver

Let's add that the region occupies over 1,100 square miles. I don't have any more detailed notes than this. Was there anything in the first wave of feedback we received from the cities? Why don't we ask Ian if this plus the maps will suffice or if there is something specific he would like to add?

On Oct 15, 2017, at 4:55 PM, Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca> wrote:

Thanks Doug. There is a map and also photos of the different municipalities in the latest proposal. I wasn't at the last couple of steering committee meetings, but if Slavi can expand further, we can add additional text to what you have provided below before sending for final approval this evening.

Thanks,

Tom

Sent from my iPhone

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services, Deloitte
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | LinkedIn Profile | deloitte.ca

On Oct 15, 2017, at 4:43 PM, Beaton, Douglas (CA - British Columbia) <dbeaton@deloitte.ca> wrote:

> Somewhat expanded version below… let's be as perspective and detailed as possible. Can you guys check your notes from the last two committee meetings and expand? They didn't give much direction but it was something like the below, I thought. Are we including a map?
>
> s.13(1), s.21(1)
>
> Thanks
>
> ---
>
> From: Corner, Tom (CA - British Columbia)
> Sent: Sunday, October 15, 2017 4:38 PM
> To: Beaton, Douglas (CA - British Columbia) < dbeaton@deloitte.ca>
> Cc: Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>; Shutsa, Christopher (CA - British Columbia) < cshutsa@deloitte.ca>; James Raymond <JRaymond@vancouvereconomic.com>
> Subject: Latest language re: Metro Vancouver
>
> Hi Doug,
>
> Slavi asked if I could provide you with the latest language on Metro Vancouver. Here it is:
>
> s.13(1), s.21(1)
>
> Ian feels that the steering committee would like us to have a more comprehensive pitch. Any language you can suggest would be very helpful in this regard.
>
> Thanks,
>
> --
> Tom Corner
> Manager | Economics and Policy Advisory
> Deloitte
> 2800 – 1055 Dunsmuir Street, 4 Bentall Centre, Vancouver, British Columbia, V7X 1P4, Canada
> D: +1 (604) 640 3100 | M: +1 (778) 706 2836
> tcorner@deloitte.ca | deloitte.ca
> --
>
> <image001.png>
>
> LinkedIn | Facebook | Twitter | YouTube
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From: "Diamandiev, Slavi \(CA - British Columbia\)" <sdiamandiev@deloitte.ca>
To: "James Raymond" <JRaymond@vancouvereconomic.com>
Date: 10/12/2017 4:31:59 PM
Subject: RE: Letter from the mayor

We were promised that the Premier can subm t a letter but they are asking for an example of one to work with. Are you able to send the one from the mayor so I can pass it to Dav d and Brian?

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | LinkedIn Profile | deloitte.ca

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From: James Raymond [mailto:JRaymond@vancouvereconomic com]
Sent: Thursday, October 12, 2017 4:27 PM
To: Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>
Cc: Tania Parisella <TParisella@vancouvereconomic.com>
Subject: RE: Letter from the mayor

We're on it – Eleena just told me. We will handle this

(he may or may not do it FYI)

From: Diamandiev, Slavi (CA - British Columbia) [mailto:sdiamandiev@deloitte.ca]
Sent: Thursday, October 12, 2017 4:13 PM
To: James Raymond <JRaymond@vancouvereconomic.com>
Subject: Letter from the mayor

James, do you happen to have a draft or bullets from a letter from the Mayor? It was mentioned today at the steering.

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services, Deloitte
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | LinkedIn Profile | deloitte.ca

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From: "Ingrid Valou"
To: "Diamandiev, Slavi (CA - British Columbia)" <sdiamandiev@deloitte.ca>
CC: "James Raymond" <JRaymond@vancouvereconomic.com>
Date: 10/16/2017 1:15:46 PM
Subject: RE: Letter from the premier

Thanks for the update.
I'll do what I can on my side.

Regards,

INGRID VALOU
Communications Specialist
Vancouver Economic Commission
C: 604 868 1990

From: Diamandiev, Slavi (CA - British Columbia) [mailto:sdiamandiev@deloitte.ca]
Sent: October-16-17 1:09 PM
To: Ingrid Valou <IValou@vancouvereconomic.com>
Cc: James Raymond <JRaymond@vancouvereconomic.com>
Subject: FW: Letter from the premier

Hi Ingrid, I just tried you. Please see the response from the province below. If you have a contact in the premiers office, I would suggest making a call to see if they can prioritize this. It is not clear from Brian's note who they have spoken to. Please let me know.

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | LinkedIn Profile | deloitte.ca

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From: Krieger, Brian JTT:EX [mailto:Brian.Krieger@gov.bc.ca]
Sent: Monday, October 16, 2017 12:37 PM
To: Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>; Collier, David JTT:EX <David.Collier@gov.bc.ca>
Cc: James Raymond <JRaymond@vancouvereconomic.com>
Subject: RE: Letter from the premier

Hi Slavi,

We've forwarded a draft and are still awaiting an answer. Please be prepared in the event we do not receive the letter in time. I will let you know as soon as I see something.

Regards,

Brian

From: Diamandiev, Slavi (CA - British Columbia) [mailto:sdiamandiev@deloitte.ca]
Sent: Monday, October 16, 2017 12:32 PM
To: Collier, David JTT:EX; Krieger, Brian JTT:EX
Cc: James Raymond
Subject: Letter from the premier
Importance: High

Hi David and Brian – are you able to send us a letter from the Premier for the proposal? The team's cut off for all content is at 2pm to be able to make it into the final. Please kindly advise.

Slavi

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services
Deloitte
2800-1055 Dunsmuir St., Vancouver, BC, V7X1P4
D: 604-601-3461 | M: 778-386-0490
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From:	"Robb, Katie" <Katie.Robb@vancouver.ca>
To:	"Eleena Marley" <Eleena.Marley@vancouver.ca>
CC:	"James Raymond" <JRaymond@vancouvereconomic.com> "Ingrid Valou" <IValou@vancouvereconomic.com> "Tania Parisella" <TParisella@vancouvereconomic.com> "Diamandiev, Slavi \(CA - British Columbia\)" <sdiamandiev@deloitte.ca>
Date:	10/16/2017 12:34:17 PM
Subject:	RE: mayor letter

Hi Eleena,

I just spoke to Ingrid this morning – we're working on it and will have you something today. No one told us it was going to print tonight.

Katie Robb
Director of Communications
Office of the Mayor I City of Vancouver
Office: 604.873.7490 I Cell: 778.918.7973
Mayorofvancouver.ca

From: Marley, Eleena
Sent: Monday, October 16, 2017 12:32 PM
To: Robb, Katie
Cc: James Raymond; Ingrid Valou; Tania Parisella; Diamandiev, Slavi (CA - British Columbia)
Subject: FW: mayor letter

Hi Katie,

Did you manage to get a letter from the Mayor re. Amazon? We're getting close to needing to submit so an eta would be appreciated

Thanks
E

From: Tania Parisella [mailto:TParisella@vancouvereconomic.com]
Sent: Monday, October 16, 2017 12:04 PM
To: James Raymond
Cc: Ingrid Valou; Marley, Eleena
Subject: Re: mayor letter

Just follow up with Katie pls. She confirmed she was on it

On Oct 16, 2017, at 11:57 AM, James Raymond <JRaymond@vancouvereconomic.com> wrote:

> Ingrid - please advise. I have no update
>
> James Raymond, Manager of Research & Analysis, Vancouver Economic Commission
>
> ---
>
> From: Marley, Eleena <Eleena.Marley@vancouver.ca>
> Sent: Monday, October 16, 2017 11:14 AM
> To: James Raymond
> Subject: Re: Need the legal small print asap pl
>
> Did you get letter from the mayor? Sadhu meeting him at 11;30 if he can help
>
> Sent from my iPhone
>
> On Oct 16, 2017, at 11:11 AM, James Raymond <JRaymond@vancouvereconomic.com> wrote:
>
>> Sorry to chase Kelly but we need this language ASAP
>>
>> ---
>>
>> From: James Raymond
>> Sent: Sunday, October 15, 2017 5:25 PM
>> To: Oehlschlager, Kelly <kelly.oehlschlager@vancouver.ca>
>> Subject: Need the legal small print asap pl
>> Importance: High
>>
>> For inside page small print
>>
>> Pl send first thing
>>
>> James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

From: "Ingrid Valou"
To: "Tania Parisella" <TParisella@vancouvereconomic.com>
"James Raymond" <JRaymond@vancouvereconomic.com>
Date: 10/13/2017 11:57:55 AM
Subject: RE: Mayor's letter.

Unsure what she means by "position statement" – should I contact her directly and discuss with James?

INGRID VALOU
Communications Specialist
Vancouver Economic Commission
C: 604 868 1990

From: Tania Parisella
Sent: October-13-17 11:52 AM
To: James Raymond <JRaymond@vancouvereconomic.com>; Ingrid Valou <IValou@vancouvereconomic.com>
Subject: Mayor's letter.

See below.
Can we send her something ?
s.22(1)

Begin forwarded message:

> From: "Robb, Katie" <Katie.Robb@vancouver.ca>
> Date: October 13, 2017 at 11:49:10 AM PDT
> To: Tania Parisella <TParisella@vancouvereconomic.com>
> Subject: RE: just tried you!
>
> Oh no! sorry to hear. I asked Kevin about the letter, we're on it. If you've got anything that could help draft (position statement?) that would be awesome
>
> Katie Robb
> Director of Communications
> Office of the Mayor I City of Vancouver
> Office: 604.873.7490 I Cell: 778.918.7973
> Mayorofvancouver.ca
>
> ---
>
> From: Tania Parisella [mailto:TParisella@vancouvereconomic.com]
> Sent: Friday, October 13, 2017 11:44 AM
> To: Robb, Katie
> Subject: Re: just tried you!
>
> s.22(1)
> The only thing is the Mayor's letter for Amazon?
>
> On Oct 13, 2017, at 10:02 AM, Robb, Katie <Katie.Robb@vancouver.ca> wrote:
>
> > Not sure if you want to chat but I am around if so!
> >
> > Katie Robb
> > Director of Communications
> > Office of the Mayor I City of Vancouver
> > Office: 604.873.7490 I Cell: 778.918.7973
> > Mayorofvancouver.ca

From: "Marley, Eleena" <Eleena.Marley@vancouver.ca>
To: "Tania Parisella" <TParisella@vancouvereconomic.com>
CC: "James Raymond" <JRaymond@vancouvereconomic.com>
"Ingrid Valou" <IValou@vancouvereconomic.com>
Date: 10/13/2017 11:50:33 AM
Subject: RE: Mayor's Letter for Amazon?

Perfect

From: Tania Parisella [mailto:TParisella@vancouvereconomic.com]
Sent: Friday, October 13, 2017 11:43 AM
To: Marley, Eleena
Cc: James Raymond; Ingrid Valou
Subject: Re: Mayor's Letter for Amazon?

I think we are ok. Thx

On Oct 13, 2017, at 9:42 AM, Marley, Eleena <Eleena.Marley@vancouver.ca> wrote:

> Morning all, Have VEC got this in hand – anything you need from me?
>
> E
>
> Eleena Marley | Manager, Strategic Business Relationships
> City of Vancouver | 453 W 12th Avenue
> Vancouver | BC V5Y 1V4
> Desk: 604.673.8223 | mobile: 604.367.5991
> eleena.marley@vancouver.ca
>
> <image001.jpg>
>
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s.14

s.14

From: "Oehlschlager, Kelly" <kelly.oehlschlager@vancouver.ca>
To: "James Raymond" <JRaymond@vancouvereconomic.com>
CC: "Eleena Marley" <Eleena.Marley@vancouver.ca>
Date: 10/16/2017 11:46:40 AM
Subject: Re: Need the legal small print asap pl

No worries James
In a meeting until noon and then can send over
K

Sent from my iPhone

On Oct 16, 2017, at 11:11 AM, James Raymond <JRaymond@vancouvereconomic.com> wrote:

> Sorry to chase Kelly but we need this language ASAP
>
> ---
>
> From: James Raymond
> Sent: Sunday, October 15, 2017 5:25 PM
> To: Oehlschlager, Kelly <kelly.oehlschlager@vancouver.ca>
> Subject: Need the legal small print asap pl
> Importance: High
>
> For inside page small print
>
> Pl send first thing
>
> James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

From: "James Raymond"
To: "Ian McKay" <IMcKay@vancouvereconomic.com>
"Tania Parisella" <TParisella@vancouvereconomic.com>
"Ingrid Valou" <IValou@vancouvereconomic.com>
CC: "Jamie Warren" <JWarren@vancouvereconomic.com>
Date: 10/10/2017 9:25:30 AM
Subject: RE: pl book time off to write council memo re Amazon Monday 16th am

---

This is a second, final, memo

From: Ian McKay
Sent: Tuesday, October 10, 2017 9:22 AM
To: James Raymond <JRaymond@vancouvereconomic.com>; Tania Parisella <TParisella@vancouvereconomic.com>; Ingrid Valou <IValou@vancouvereconomic.com>
Cc: Jamie Warren <JWarren@vancouvereconomic.com>
Subject: RE: pl book time off to write council memo re Amazon Monday 16th am

Thanks James.
Memo was written, sent to Eleena and circulated to Council on October 1

--
IAN McKAY
CEO
Vancouver Economic Commission
P: 604 336 8011 | C: 604 889 2811

From: James Raymond
Sent: October-06-17 11:16 AM
To: Tania Parisella <TParisella@vancouvereconomic.com>; Ingrid Valou <IValou@vancouvereconomic.com>
Cc: Ian McKay <IMcKay@vancouvereconomic.com>; Jamie Warren <JWarren@vancouvereconomic.com>
Subject: pl book time off to write council memo re Amazon Monday 16th am
Importance: High

According to Eleena:

-We need to set up an in camera session Tuesday 17th October to brief council and answer questions (not sure who goes, maybe Ian – sorry Ian)
-We need to draft a memo and send it to Sadhu (&his EA), Paul, Patrice and Eleena Monday 16th October
-I can help advise on it, but will likely be flat out on the proposal
-Pl confirm Tania/Ingrid will take this on

JAMES RAYMOND
Manager, Research & Analysis
P: 604 336 8021 | C: 778 788 7721

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From:	"Li, Jessica P GCPE:EX" <Jessica.P.Li@gov.bc.ca>
To:	"James Raymond" <JRaymond@vancouvereconomic.com> "Aarons, David" <David.Aarons@vancouver.ca> "Eleena Marley" <Eleena.Marley@vancouver.ca>
CC:	"Ingrid Valou" <IValou@vancouvereconomic.com> "Tania Parisella" <TParisella@vancouvereconomic.com> "Stewart, Courtney GCPE:EX" <Courtney.Stewart@gov.bc.ca> "Shi, Wen" <Wen.Shi@vancouver.ca>
Date:	9/25/2017 3:39:43 PM
Subject:	RE: Possible provincial NR on Amazon HQ2 next week

My apologies everyone, it was a typo, I mean that we will not release the contract value in our news release.

Thank you,
Jessica

From: James Raymond [mailto:JRaymond@vancouvereconomic.com]
Sent: Monday, September 25, 2017 3:38 PM
To: Li, Jessica P GCPE:EX; 'Aarons, David'; Eleena Marley
Cc: Ingrid Valou; Tania Parisella; Stewart, Courtney GCPE:EX; Shi, Wen
Subject: RE: Possible provincial NR on Amazon HQ2 next week

Please confirm Jessica you will NOT release the contract value

---

From: Li, Jessica P GCPE:EX [mailto:Jessica.P.Li@gov.bc.ca]
Sent: Monday, September 25, 2017 3:33 PM
To: 'Aarons, David' <David.Aarons@vancouver.ca>; Eleena Marley <Eleena.Marley@vancouver.ca>
Cc: James Raymond <JRaymond@vancouvereconomic.com>; Ingrid Valou <IValou@vancouvereconomic.com>; Tania Parisella <TParisella@vancouvereconomic.com>; Stewart, Courtney GCPE:EX <Courtney.Stewart@gov.bc.ca>; Shi, Wen <Wen.Shi@vancouver.ca>
Subject: RE: Possible provincial NR on Amazon HQ2 next week

Hi David and Eleena,

Thank you very much for your advice on this matter, we appreciate the info you've provided.

We understand- we will only mention Deloitte's name in the draft news release and our internal Q&A document. We will mention the contract value as you advised.

Sincerely,
Jessica

From: Aarons, David [mailto:David.Aarons@vancouver.ca]
Sent: Monday, September 25, 2017 3:26 PM
To: Marley, Eleena; Li, Jessica P GCPE:EX
Cc: James Raymond; Ingrid Valou; Tania Parisella; Stewart, Courtney GCPE:EX; Shi, Wen
Subject: RE: Possible provincial NR on Amazon HQ2 next week

Hi Eleena
I would not have any concerns releasing Deloitte's name. I would however refrain from disclosing the value of the contract award as it represents the expected value, but one that could change over the course of the engagement.
Regards,

David Aarons| Category Manager – Professional Services
Supply Chain Management | City of Vancouver
City Hall, 4th Floor | 453 West 12th Ave, Vancouver, BC V5Y 1V4
T: 604.873.7261 | C: 604.396.7927
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From: Marley, Eleena
Sent: Monday, September 25, 2017 2:51 PM
To: Li, Jessica P GCPE:EX
Cc: James Raymond; Ingrid Valou; Tania Parisella; Stewart, Courtney GCPE:EX; Aarons, David; Shi, Wen
Subject: Re: Possible provincial NR on Amazon HQ2 next week

Hi Jessica,

I am looping our procurement team into this email chain so that they can confirm whether the city has any concerns with releasing Deloitte's name. I don't expect an issue however defer to David.

As background, COV invited four consultants all of which were pre-qualified by COV to provide management consulting and business advisory services. There was no public posting but normal due process was followed.

Three consultants responded with proposals and Deloitte was selected as having the best combination of value, relevant experience and team available.

David, can you confirm COV's position on releasing Deloitte's name

Best
Eleena

Sent from my iPhone

On Sep 25, 2017, at 12:36 PM, Li, Jessica P GCPE:EX <Jessica.P.Li@gov.bc.ca> wrote:

> Hi James and Eleena,
>
> James had mentioned that Deloitte was selected through a public RFS process organized by the City of Vancouver. Can you tell me:
>
> - When did Vancouver select Deloitte? Has it been communicated to others respondents?
> - Was it posted publicly on the City of Vancouver's website like other bids, contracts and RFPs?
> - If so, can you send the link to where it is posted?
>
> I've searched the city's website (closed bids pending awards and awarded bids), but couldn't find it on either of these webpages: http://bids.vancouver.ca/bidopp/closedbid.htm
> http://vancouver.ca/doing-business/bid-committee-documents.aspx
>
> I've spoken with my director and manager (cc'd on this email) about references to Deloitte and the total amount for the proposal. They understand and respect your concerns. If you advise against having these mentioned in the provincial NR, we can remove them from our draft.
>
> However, our Minister Bruce Ralston, as well as your representatives, will very likely be asked about this, so we will need to prepare a response for our Minister in our internal Q&A document.
>
> If we're pressed by the media about who will help with the bid, do you have any concern about our response:

"We understand that the City of Vancouver has hired a consultant to prepare for this regional proposal, for details about the consultant that has been selected, please contact the City of Vancouver and Vancouver Economic Commission."

Thank you for your help.

Sincerely,
Jessica

From: James Raymond [mailto:JRaymond@vancouvereconomic.com]
Sent: Friday, September 22, 2017 3:34 PM
To: Li, Jessica P GCPE:EX
Cc: Ingrid Valou; Tania Parisella; Eleena Marley
Subject: RE: Possible provincial NR on Amazon HQ2 next week

Hi Jessica

Thanks for your email. Apologies for any delays in our response, Ingrid is away and Tania our Director is also away this week.

As Project Manager for the Amazon HQ2 bid I would like to provide some initial thoughts on your request, but Tania will respond more formally when back next week.

I do have concerns about naming Deloitte and the cost, certainly at this point. As you may know they were selected through a public RFS process organized by the City of Vancouver, and therefore this information may or may not be subject to business confidentiality. Eleena Marley – our City liaison cc'ed - can hopefully speak to this.

My other concern is timing. You may also know that we are still in the process of sourcing funding from other partners eg cities around Metro Vancouver. Therefore, to do an announcement at this point, would be premature and would cause issues for future funders who are in the process of coming on board.

Hope that makes sense?
Please call or email me any questions

Thanks
James

JAMES RAYMOND
Manager, Research & Analysis
P: 604 336 8021| C: 778 788 7721

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<image004.png>

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From: Li, Jessica P GCPE:EX <Jessica.P.Li@gov.bc.ca>
Sent: Friday, September 22, 2017 1:16:13 PM
To: Ingrid Valou
Cc: Stewart, Courtney GCPE:EX
Subject: Possible provincial NR on Amazon HQ2 next week

Hi Ingrid,

As mentioned in our conversation yesterday, the Province is interested in announcing its support (financial contribution) for Metro Vancouver's joint application for Amazon HQ2, in the Premier's speech at UBCM next week. In addition to that, we may also issue a NR, which, if confirmed, we would like to get quotes from VEC and the confirmed municipal partners.

Our ministry reps told us that VEC and the partners have engaged Deloitte to package the proposal, s.13(1), s.17(1)

Would you have any concern if we mention Deloitte and the total cost in the draft NR, for possible publication next week? (being drafted right now, I'll send you a copy for review later).

We'd like to include this information because it provides clarity on what the provincial contribution will go toward, and that a professional, established company is helping to put the proposal together.

VEC's statement posted yesterday did not include Deloitte or the amount, but as you know, this is evolving fast. If we issue a NR later next week, we hope the partners/ steering committee would be ok with it. If you prefer this info not be announced, please let me know.

Thank you for your help.

Sincerely,
Jess

Jessica P. Li
Senior Public Affairs Officer
Government Communications & Public Engagement
250-952-0624/ (cell) 250-480-8781
Jessica.P.Li@gov.bc.ca

s.14

From: "Beaton, Douglas \(CA - British Columbia\)" <dbeaton@deloitte.ca>
To: "Shutsa, Christopher (CA - British Columbia)" <cshutsa@deloitte.ca>
"Diamandiev, Slavi \(CA - British Columbia\)" <sdiamandiev@deloitte.ca>
"James Raymond" <JRaymond@vancouvereconomic.com>
Date: 10/15/2017 6:44:45 PM
Subject: RE: proposed "Vancouver region" definition

I've emailed and called Ian. Will let you know if/what I hear back.
Also spoke to Slavi, can we ensure we're aligned internally and with steering committee re sites and phase 1 vs 2 etc. The draft last night wasn't clear, want to ensure we're careful as this is the other point most likely to set them off. I'm free anytime to discuss if needed.

From: Shutsa, Christopher (CA - British Columbia)
Sent: Sunday, October 15, 2017 6:07 PM
To: Beaton, Douglas (CA - British Columbia) <dbeaton@deloitte.ca>
Cc: Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>; James Raymond <JRaymond@vancouvereconomic.com>
Subject: proposed "Vancouver region" definition

s.13(1)

VISUAL NOTE: this language will be on the same 2-page spread as a visual which shows the full metro Vancouver region – see screen-shot below

s.13(1)

Chris Shutsa
Mobile: 604.603.3619
Deloitte.

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From: "Beaton, Douglas \(CA - British Columbia\)" <dbeaton@deloitte.ca>
To: "Shutsa, Christopher (CA - British Columbia)" <cshutsa@deloitte.ca>
CC: "Diamandiev, Slavi (CA - British Columbia)" <sdiamandiev@deloitte.ca>
"James Raymond" <JRaymond@vancouvereconomic.com>
Date: 10/15/2017 6:27:57 PM
Subject: RE: proposed "Vancouver region" definition

Sending and calling now in the interest of time

From: Beaton, Douglas (CA - British Columbia)
Sent: Sunday, October 15, 2017 6:19 PM
To: Shutsa, Christopher (CA - British Columbia) <cshutsa@deloitte.ca>
Cc: Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>; James Raymond <JRaymond@vancouvereconomic.com>
Subject: RE: proposed "Vancouver region" definition

Thanks Chris. James, you're good with this?

From: Shutsa, Christopher (CA - British Columbia)
Sent: Sunday, October 15, 2017 6:07 PM
To: Beaton, Douglas (CA - British Columbia) <dbeaton@deloitte.ca>
Cc: Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>; James Raymond <JRaymond@vancouvereconomic.com>
Subject: proposed "Vancouver region" definition

s.13(1)

VISUAL NOTE: this language will be on the same 2-page spread as a visual wh ch shows the full metro Vancouver region – see screen-shot below

s.13(1)

Chris Shutsa
Mobile: 604.603.3619
Deloitte.

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From: "Shutsa, Christopher \(CA - British Columbia\)" <cshutsa@deloitte.ca>
To: "Beaton, Douglas (CA - British Columbia)" <dbeaton@deloitte.ca>
CC: "James Raymond" <JRaymond@vancouvereconomic.com>
"Diamandiev, Slavi \(CA - British Columbia\)" <sdiamandiev@deloitte.ca>
Date: 10/15/2017 7:09:07 PM
Subject: Re: proposed "Vancouver region" definition

Great - I have shared with Farah to include in the version that we send to the steer co tonight

On Oct 15, 2017, at 6:49 PM, Beaton, Douglas (CA - British Columbia) < dbeaton@deloitte.ca> wrote:

> Good to go
>
> From: Ian McKay [mailto:IMcKay@vancouvereconomic.com]
> Sent: Sunday, October 15, 2017 6:49 PM
> To: Beaton, Douglas (CA - British Columbia) <dbeaton@deloitte.ca>
> Subject: Re: FW: proposed "Vancouver region" definition
>
> Looks pretty good.
> I'm on a plane so won't call but we'll check in tomorrow.
>
> On Oct 15, 2017 6:30 PM, "Beaton, Douglas (CA - British Columbia)" <dbeaton@deloitte.ca> wrote:
>
> > Ian, see below for latest iteration Will give you a call to discuss
> >
> > s.13(1)
> >
> > s.13(1)
> >
> > VISUAL NOTE: this language will be on the same 2-page spread as a visual which shows the full metro Vancouver region
> >
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From: "Ingrid Valou"
To: "Tania Parisella" <TParisella@vancouvereconomic.com>
CC: "James Raymond" <JRaymond@vancouvereconomic.com>
Date: 10/6/2017 11:54:22 AM
Subject: RE: QUESTION. Re: Council memo

Already got Jamie to book in time with Ian on Wednesday. We should touch base on all these anyway.

Also got her to send the memo that was sent to Council on the 26th so that I have a frame of reference to write from.

Should be fine. Let's touch base next week.

Warmly,

INGRID VALOU
Communications Specialist
Vancouver Economic Commission
C: 604 868 1990

From: Tania Parisella
Sent: October-06-17 11:51 AM
Cc: James Raymond <JRaymond@vancouvereconomic.com>; Ingrid Valou <IValou@vancouvereconomic.com>
Subject: QUESTION. Re: Council memo

Should we meet next week to go through these points ?

On Oct 6, 2017, at 11:44 AM, Marley, Eleena <Eleena.Marley@vancouver.ca> wrote:

All,

See below for my initial thoughts - The purpose of the update to Council is primarily:

1. Proposal near completion and due for submission by 19th
   a. Reminder of regional Steering Committee composition/ role and Deloitte role
   b. Describe site selection process i.e. followed Amazon criteria

2. Proposal's core messages
   a. Regional submission
   b. 2-tier sites proposed (Surrey and Vancouver =1, Others = 2)
   c. Value proposition
      i. Key messages
      ii. Overview of offering (all parties (incl. Province) & COV specific)
      iii. Emphasis COV not 'giving' land or money etc.
3. Notify that a public briefing will be issued soon after submission (NB: Deloitte/VEC leading on this 2-pager as well)
   a. Detail key messages
   b. Note proposal is subject to commercial confidentiality whilst COV party to an active procurement

Please keep COV coms involved in both the Council and Public briefings

Have a great Thanksgiving
E

From: Tania Parisella [mailto:TParisella@vancouvereconomic.com]
Sent: Friday, October 06, 2017 11:27 AM
To: James Raymond
Cc: Marley, Eleena; Ingrid Valou
Subject: Re: Council memo

Thanks James

Hi Eleena,
Because I am going to have to dedicate someone to draft this, I require clarity as to goal of this memo and what items need to be included.
Would appreciate this via email as I'm off until next week but we can start thinking about it if we get more info on your end.
Thanks in advance
Tania

On Oct 6, 2017, at 11:24 AM, James Raymond <JRaymond@vancouvereconomic.com> wrote:

Eleena

Please clarify what the goals of this memo will be--is it just an update to the previous? And also outline any questions we may need to cover

Thanks

JAMES RAYMOND
Manager, Research & Analysis
P: 604 336 8021 | C: 778 788 7721

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From: "Quinlan, Kevin" <Kevin.Quinlan@vancouver.ca>
To: "Tania Parisella" <TParisella@vancouvereconomic.com>
Date: 9/11/2017 10:47:24 AM
Subject: RE: QUESTION AMAZON BID

Great thanks. Did Sadhu ever get you the information on film permits that you are trying to get from Sandy?

-----Original Message-----
From: Tania Parisella [mailto:TParisella@vancouvereconomic.com]
Sent: Monday, September 11, 2017 10:37 AM
To: Quinlan, Kevin
Subject: Re: QUESTION AMAZON BID

2:30 at the city manager's boardroom

> On Sep 11, 2017, at 10:33 AM, Quinlan, Kevin <Kevin.Quinlan@vancouver.ca> wrote:
>
> All good. 11am would be ideal for Thursday. I'll see if I can join the meeting today - what time is it?
>
> -----Original Message-----
> From: Tania Parisella [mailto:TParisella@vancouvereconomic.com]
> Sent: Monday, September 11, 2017 10:32 AM
> To: Quinlan, Kevin
> Subject: QUESTION AMAZON BID
>
> Hi Kevin,
> Just wanted to follow up with you on behalf of Ian.
> - can we lock in a time and date for Thursday's meeting so we can begin outreach? I understand that 2 PM may not work....
> - today we are meeting with Sahdu, Gil and Bill- will someone from Mayor's office also attend?
>
> Ian also wants me to tell you that we will send you a list of people we will be inviting to Thursday's session Here is the preliminary list- feel free to provide comments.
>
> s.17(1)
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> Tania
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>

From: "James Raymond"
To: "Tania Parisella" <TParisella@vancouvereconomic.com>
Date: 9/18/2017 8:54:39 AM
Subject: RE: QUESTION AMAZON PACKAGE FROM FEDS?

Yes I did that and we got the first package, and news on 2nd package

-----Original Message-----
From: Tania Parisella
Sent: Monday, September 18, 2017 6:30 AM
To: James Raymond <JRaymond@vancouvereconomic.com>
Subject: QUESTION AMAZON PACKAGE FROM FEDS?

James - apparently someone was supposed to advise GAC that our city was going to work on the Amazon bid. Has this been done as far as you know ?
In any case, those who expressed interest received a package from the Feds and now a second one is ready.
Let me know if you have this and if not I will procure for you.
Tania

From: "Kiersten Enemark" <Kiersten.Enemark@sjrb.ca>
To: "Tania Parisella" <TParisella@vancouvereconomic.com>
Date: 9/13/2017 10:36:48 AM
Subject: RE: Quick chat?

Hi Tania,

To confirm, I will be there! See you then.

Kiersten

From: Tania Parisella [mailto:TParisella@vancouvereconomic.com]
Sent: Tuesday, September 12, 2017 10:27 AM
To: Kiersten Enemark
Subject: RE: Quick chat?

Hi Kiersten- nice chatting with you.

Here is the link: http://www.amazon.com/amazonHQ2
Our office is at:
Suite 1500, 401 West Georgia (BMO at the bottom)
15th floor.

Thursday, Sept 14 at 11:00 AM. Mayor Robertson will be leading the meeting.
Thanks for your interest and let me know who will be attending on Shaw's end.
Regards,
Tania

TANIA PARISELLA
Director, Marketing & Research
Vancouver Economic Commission
P: 604 336 8013

From: Kiersten Enemark [mailto:Kiersten.Enemark@sjrb ca]
Sent: Tuesday, September 12, 2017 7:14 AM
To: Tania Parisella <TParisella@vancouvereconomic.com>
Subject: Re: Quick chat?

Hi Tania,

Hope all is well.

I'm making my way back from Victoria this morning and would be free for a call anytime between 9:30 and 1pm. I may be reached at my desk, 604/629-3103.

Thanks,

Kiersten

Sent from my Samsung Galaxy smartphone.
-------- Original message --------
From: Tania Parisella <TParisella@vancouvereconomic com>
Date: 09-11-2017 3:02 PM (GMT-08:00)
To: Kiersten Enemark <Kiersten.Enemark@sjrb.ca>
Subject: Quick chat?

Hello Kiersten,
Hope you're well. Was wondering if you could spare 5 mins for a quick chat with me either today or tomorrow. Am reaching out to some influential local business stakeholders on something and wanted to include Shaw. This is completely different than the partnership conversations which have been happening with Katrina and Ian.

Let me know when we can chat and how best to reach you.
Thanks
Tania

TANIA PARISELLA
Director, Marketing & Research
P: 604 336 8013

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Vancouver, BC V6B 5A1
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From: s.17(1)
To: "Tania Parisella" <TParisella@vancouvereconomic.com>
Date: 9/14/2017 7:56:51 AM
Subject: Re: Request for a quick chat

Hi Tania,

Something has come up and I am not able to make it today. So sorry. Please let me know if there is anything I can do.

From: Tania Parisella <TParisella@vancouvereconomic com>
Sent: Tuesday September 12, 2017 9:42:35 AM
To s.17(1)
Subject: RE: Request for a quick chat

Hi s.17(1)
Here is the link: http://www.amazon.com/amazonHQ2
Our office is at:
Suite1500, 401 West Georgia (BMO at the bottom)
15th floor.

Thursday, Sept 14 at 11:00 AM. Mayor Robertson will be leading the meeting.
Thanks for your interest.
Tania

TANIA PARISELLA
Director, Marketing & Research
Vancouver Economic Commission
P: 604 336 8013

From: Tania Parisella
Sent: Tuesday September 12 2017 9:12 AM
To s.17(1)
Subject: RE: Request for a quick chat

Perfect, feel free to call me at 604 336 8013, I'll be at my desk.

TANIA PARISELLA
Director, Marketing & Research
Vancouver Economic Commission
P: 604 336 8013

From: s.17(1)
Sent: Monday, September 11, 2017 5:21 PM
To: Tania Parisella <TParisella@vancouvereconomic.com>
Subject: Re: Request for a quick chat

Happy to. Tomorrow between 9:30 and 10:30 or after 2!

From: Tania Parisella <TParisella@vancouvereconomic com>
Sent: Monday September 11 2017 3:40:28 PM
To: s.17(1)
Subject: Request for a quick chat

Hi s.17(1)
Hope you're well. Was wondering if you could spare 5 mins for a quick chat with me either today or tomorrow. Am reaching out to some influential local business stakeholders on something timely and wanted to include s.17(1) and reached out to my good friend s.22(2)(e)(f)(h) who suggested I call you — good idea!
Let me know when we can chat and how best to reach you
Thanks
Tania

TANIA PARISELLA
Director, Marketing & Research
P: 604 336 8013

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From: "James Raymond"
To: "Sean E be" <SElbe@vancouvereconomic.com>
"Bryan Buggey" <BBuggey@vancouvereconomic.com>
"Tania Parisella" <TParisella@vancouvereconomic.com>
Date: 9/11/2017 9:50:47 AM
Subject: RE: SFU representative for Amazon bid team

Logged to the opportunity via Salesforce Inbox

FYi Sean I also added the 2 point people at s.17(1) to the contacts

---

From: Sean Elbe
Sent: Monday, September 11, 2017 9:30 AM
To: Bryan Buggey <BBuggey@vancouvereconomic.com>; Tania Parisella <TParisella@vancouvereconomic.com>; James Raymond <JRaymond@vancouvereconomic.com>
Subject: Fwd: SFU representative for Amazon bid team

Note below.

Sent from my iPhone

Begin forwarded message:

From: Vivian Chan <vwc13@sfu.ca>
Date: September 11, 2017 at 9:07:54 AM PDT
To: Joanne Curry <joannec@sfu.ca>
Cc: <selbe@vancouvereconomic.com>, Joy Johnson <joy_johnson@sfu.ca>
Subject: Re: SFU representative for Amazon bid team

hi Sean

s.22(e)(f)(h)

Amazon's view on Business Proposals
- Bezo's and his "S team" - small group of C-level/ SVP's each run monolithic organizations l ke AWS or Amazon/Kindle/Echo have standardized internally on the "5 pager"
In 2015 it was a 6 pager, and its appears to have been trimmed down since - https://www.linkedin.com/pulse/beauty-amazons-6-pager-brad-porter
- Every major business proposal new or existing is done in this format, where every word counts. No marketing, they want a business case with facts and rationale
- They are looking for "datapoints", not a pitch
- Bezo's team will also likely do their own research on each candidate city so that they can compare facts.

Amazon's view on Innovation
- Amazon's business is centered on finding redefining "markets". How do we redefine the retail experience, make it more simple, efficient? How do we define the supply chain? How do we create omni channel experiences etc.
- Innovation starts with program managers who research and develop a 5 page business cases. Once they are approved a technical team (with computer scientists/technologists) are formed to build out the solution/prototype - think of 100's of mini startups within Amazon. More people are added l ke designers/project mgrs as the project meets milestones/goals etc.

Amazon's view on Talent
- Bezo's moved from the East coast to Seattle because he saw the potential Seattle had with Microsoft there and its level of affordability.Its a place he could attract talent to come, while leveraging local talent.
- Amazon doesn't always hire regionally. They believe in hiring the best and brightest for roles. So the role that immigration policies play will be a factor. A large number of their recruits for the influential program manager roles for example are from Harvard/Michigan.A number of their SVP's are Harvard graduates.
- Computer Developers is the core talent they are looking for, however I think for Vancouver we can also highlight the creative talent strengths aligned with FX, movies, VR/AR. Deep history and experience in visual analytics, big data. Emerging tech areas are AI, robotics/drones.

Hope this helps, and if you want a tour of the Seattle campus that is something I can look into.

Best regards,

Vivian

From: "Joanne Curry" <joannec@sfu.ca>
To: selbe@vancouvereconomic.com
Cc: "Vivian Chan" <vivian_chan_10@sfu.ca>, "Joy Johnson" <joy_johnson@sfu.ca>
Sent: Saturday, September 9, 2017 3:22:01 PM
Subject: SFU representative for Amazon bid team

Hi, Sean. I'm pleased to introduce you to Vivian Chan our coordinator for SFU Innovates who would be pleased to be the SFU/academic representative on your team. She will await your email or call but in the meantime, Vivian will start identifying current links with Amazon and relevant strengths in talent creation, research and innovation. Best Regards, Joanne

Joanne Curry
Vice-President, External Relations
Simon Fraser University
Tel: 778-782-9328 Cell: 604-512-3255

****

Vivian Chan
Manager, SFU Innovates
Office of VP of Research | Simon Fraser University
T: **778.782.4247** | M: **604.505.8375**

From: "Ingrid Valou"
To: "James Raymond" <JRaymond@vancouvereconomic.com>
Date: 10/19/2017 11:28:30 AM
Subject: RE: sharing proposal with Advisory Group

Apparently we are now doing a media release. To be released by tomorrow. Gaharrrrr...!!!

INGRID VALOU
Communications Specialist
Vancouver Economic Commission
C: 604 868 1990

From: James Raymond
Sent: October-19-17 11:28 AM
To: Tania Parisella <TParisella@vancouvereconomic.com>
Cc: Ingrid Valou <IValou@vancouvereconomic.com>
Subject: Re: sharing proposal with Advisory Group
Importance: High

Pl confirm with ian. It's his call. We should def not share! No need, too confidential

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

---

From: Tania Parisella
Sent: Thursday, October 19, 2017 12:23 PM
To: James Raymond; Ian McKay
Cc: Ingrid Valou
Subject: Re: sharing proposal with Advisory Group

Ok Brian K knows that it won't be redacted in the proposal we are delivering though, right.?

And I also urge that we don't share it anyone TODAY if we can avoid it ... leaks are sure to occur.

On Oct 19, 2017, at 11:19 AM, James Raymond <JRaymond@vancouvereconomic.com> wrote:

> Thanks Slavi, but first can I be clear - are we sending the proposal to the advisory committee?
>
> I recommend not. It increases the chance of a leak before Amazon read it. If we have to send, can we pl send it in a few weeks.
>
> Assume this is an Ian call, I'm not sure what the decision was in the Steering Committee meeting (one I said needed to be raised)
>
> James Raymond, Manager of Research & Analysis, Vancouver Economic Commission
>
> ---
>
> From: Diamandiev, Slavi (CA - British Columbia)
> Sent: Thursday, October 19, 2017 12:07 PM
> To: James Raymond
> Cc: Ian McKay; Beaton, Douglas (CA - British Columbia); Corner, Tom (CA - British Columbia); Collier, David JTT:EX
> Subject: FW: sharing proposal with Advisory Group
>
> Hi James,
>
> Please see below and attached. Could you please communicate this to the team at VEC before a final version is produced for the Advisory Group. s.13(1)
>
> Thank you,

Slavi

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | LinkedIn Profile | deloitte.ca

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From: Collier, David JTT:EX [mailto:David.Collier@gov.bc.ca]
Sent: Thursday, October 19, 2017 11:01 AM
To: Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>; Beaton, Douglas (CA - British Columbia) <dbeaton@deloitte.ca>
Cc: Krieger, Brian JTT:EX <Brian.Krieger@gov.bc.ca>
Subject: sharing proposal with Advisory Group
Importance: High

Slavi/Doug,

I have canvassed internally here and there are two topics in the proposal that need to be redacted before we share it with the Advisory Group– these need to be redacted in both the Appendix and anywhere else in the main proposal please.

s.13(1)

Should the proposal be made public at some stage in the future, there may be additional topics /language needing to be redacted.

Thanks, David
604-218-9036

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From: "Kiersten Enemark" <Kiersten.Enemark@sjrb.ca>
To: "Corner, Tom (CA - British Columbia)" <tcorner@deloitte.ca>
"Kathryn Hearder" <Kathryn.Hearder@sjrb.ca>
CC: "James Raymond" <JRaymond@vancouvereconomic.com>
"Diamandiev, Slavi \(CA - British Columbia\)" <sdiamandiev@deloitte.ca>
"Shutsa, Christopher \(CA - British Columbia\)" <cshutsa@deloitte.ca>
"Kathryn Hearder" <Kathryn.Hearder@sjrb.ca>
Date: 10/14/2017 11:13:03 AM
Subject: RE: Shaw Submission

Hi Tom,

Let me circle back to you later today. Stay tuned!

Kiersten

From: Corner, Tom (CA - British Columbia) [mailto:tcorner@deloitte.ca]
Sent: Saturday, October 14, 2017 11:11 AM
To: Kiersten Enemark; Kathryn Hearder
Cc: James Raymond; Diamandiev, Slavi (CA - British Columbia); Shutsa, Christopher (CA - British Columbia); Kathryn Hearder
Subject: RE: Shaw Submission

Hi Kiersten,

Thanks for the feedback.

There had been some discussion of using the image of Vancouver's fibre infrastructure on page 3, but there may not be space for it in the proposal. Would Shaw prefer that this image was not used, should we find space for it? The only label says 'Vancouver', not anything about Shaw or any other company specifically.

Thanks,

--
Tom Corner
Manager | Economics and Policy Advisory
Deloitte
2800 – 1055 Dunsmuir Street, 4 Bentall Centre, Vancouver, British Columbia, V7X 1P4, Canada
D: +1 (604) 640 3100 | M: +1 (778) 706 2836
tcorner@deloitte.ca | deloitte.ca
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From: Kiersten Enemark [mailto:Kiersten.Enemark@sjrb.ca]
Sent: Saturday, October 14, 2017 10:11 AM
To: Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>; Kathryn Hearder <Kathryn.Hearder@sjrb.ca>
Cc: James Raymond <JRaymond@vancouvereconomic.com>; Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>; Shutsa, Christopher (CA - British Columbia) <cshutsa@deloitte.ca>; Kathryn Hearder <Kathryn.Hearder@sjrb.ca>
Subject: RE: Shaw Submission

Hi Tom,

I apologize for the delay. Below, please find our feedback.

From: Corner, Tom (CA - British Columbia) [mailto:tcorner@deloitte.ca]
Sent: Friday, October 13, 2017 1:13 PM
To: Kiersten Enemark; Kathryn Hearder
Cc: James Raymond; Diamandiev, Slavi (CA - British Columbia); Shutsa, Christopher (CA - British Columbia)
Subject: RE: Shaw Submission

Hi Kiersten,

We took data points from a number of sources, including Shaw, but have not attributed anything to Shaw specifically. This is fine, thanks. We're assuming you will not be using any of the images we forwarded.

s.13(1), s.17(1), s.21(1)

If Shaw would like us to remove these points—again, no one at Amazon would know that it came from Shaw specifically—or if anything else in the submission is confidential, please let me know. No problem.

Thanks for the reminder vis-à-vis the testimonial. We actually ended up with more than expected, but would love to include Shaw if possible.

Would the following work?

s.13(1), s.17(1), s.21(1)

Thanks,

--
Tom Corner
Manager | Economics and Policy Advisory
Deloitte
2800 – 1055 Dunsmuir Street, 4 Bentall Centre, Vancouver, British Columbia, V7X 1P4, Canada
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tcorner@deloitte.ca | deloitte.ca
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From: Kiersten Enemark [mailto:Kiersten.Enemark@sjrb.ca]
Sent: Friday, October 13, 2017 12:09 PM
To: Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>; Kathryn Hearder <Kathryn.Hearder@sjrb.ca>
Cc: James Raymond <JRaymond@vancouvereconomic.com>; Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>; Shutsa, Christopher (CA - British Columbia) <cshutsa@deloitte.ca>
Subject: RE: Shaw Submission

Hi Tom,

Yes, I'll follow up to confirm.

As a point of clarification from our last message, were you planning to extract information from our submission, and repackage a version or testimonial for our approval?

Kiersten

From: Corner, Tom (CA - British Columbia) [mailto:tcorner@deloitte.ca]
Sent: Friday, October 13, 2017 11:20 AM
To: Kiersten Enemark; Kathryn Hearder
Cc: James Raymond; Diamandiev, Slavi (CA - British Columbia); Shutsa, Christopher (CA - British Columbia)
Subject: RE: Shaw Submission
Importance: High

Hi Kiersten and Kathryn,

I hope you are both doing well.

I just wanted to follow up with you on the information you provided and the extent to which there is sensitivity around its confidentiality. Amazon has advised in writing that the RFP submissions are confidential, but is there anything in what you sent us that is highly sensitive or confidential from Shaw's perspective (I realize the document was labelled DRAFT-CONFIDENTIAL-FOR DISCUSSION PURPOSES ONLY, but does that mean that everything should be treated as confidential)?

If it is possible to let me know by end of day whether any (or all) of Shaw's submission is confidential, it would be appreciated.

Best,

--
Tom Corner
Manager | Economics and Policy Advisory
Deloitte
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From: Kiersten Enemark [mailto:Kiersten.Enemark@sjrb.ca]
Sent: Tuesday, October 3, 2017 11:53 PM
To: Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>
Cc: Kathryn Hearder <Kathryn.Hearder@sjrb.ca>
Subject: Shaw Submission

Hi Tom,

I think we're just squeezing in the "end of day" deadline! Please let us know your thoughts and additional information you may need from Shaw.

Kind Regards,

Kiersten

Sent from my Samsung Galaxy smartphone.

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From: "Kiersten Enemark" <Kiersten.Enemark@sjrb.ca>
To: "Corner, Tom (CA - British Columbia)" <tcorner@deloitte.ca>
"Kathryn Hearder" <Kathryn.Hearder@sjrb.ca>
CC: "James Raymond" <JRaymond@vancouvereconomic.com>
"Diamandiev, Slavi \(CA - British Columbia\)" <sdiamandiev@deloitte.ca>
"Shutsa, Christopher \(CA - British Columbia\)" <cshutsa@deloitte.ca>
Date: 10/13/2017 12:09:18 PM
Subject: RE: Shaw Submission
Attachments: RE: Shaw Submission.msg

Hi Tom,

Yes, I'll follow up to confirm.

As a point of clarification from our last message, were you planning tœxtract information from our submission, and repackage a version or testimonial for our approval?

Kiersten

From: Corner, Tom (CA - British Columbia) [mailto:tcorner@deloitte.ca]
Sent: Friday, October 13, 2017 11:20 AM
To: Kiersten Enemark; Kathryn Hearder
Cc: James Raymond; Diamandiev, Slavi (CA - British Columbia); Shutsa, Christopher (CA - British Columbia)
Subject: RE: Shaw Submission
Importance: High

Hi Kiersten and Kathryn,

I hope you are both doing well.

I just wanted to follow up with you on the information you provided and the extent to which there is sensitiv ty around ts confidentiality. Amazon has advised in writing that the RFP submissions are confidential, but is there anything in what you sent us that is highly sensitive or confidential from Shaw's perspective (I realize the document was labelled DRAFT-CONFIDENTIAL-FOR DISCUSSION PURPOSES ONLY, but does that mean that everything should be treated as conf dential)?

If t is possible to let me know by end of day whether any (or all) of Shaw's submiss on is confidential, it would be appreciated.

Best,

--
Tom Corner
Manager | Economics and Policy Advisory
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From: Kiersten Enemark [mailto:Kiersten.Enemark@sjrb.ca]
Sent: Tuesday, October 3, 2017 11:53 PM
To: Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>
Cc: Kathryn Hearder <Kathryn.Hearder@sjrb.ca>
Subject: Shaw Submission

Hi Tom,

I think we're just squeezing in the "end of day" deadline! Please let us know your thoughts and additional information you may need from Shaw.

Kind Regards,

Kiersten

Sent from my Samsung Galaxy smartphone

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From: "Kiersten Enemark" <Kiersten.Enemark@sjrb.ca>
To: "Corner, Tom (CA - British Columbia)" <tcorner@deloitte.ca>
"Diamandiev, Slavi \(CA - British Columbia\)" <sdiamandiev@deloitte.ca>
CC: "Kathryn Hearder" <Kathryn.Hearder@sjrb.ca>
Date:
Subject: RE: Shaw Submission

Hi Tom,

We were happy to hear the information we forwarded to you was a help.

Yes, if you were to extract information that we sent over, and repackage a version or testimonial for our approval, we would be happy to review and provide feedback/approval.

Slavi and I have worked together before - - please don't hesitate to contact me at 778-928-1919 if I can be of any help.

Thanks.

Kiersten

From: Corner, Tom (CA - British Columbia) [mailto:tcorner@deloitte.ca]
Sent: Wednesday, October 04, 2017 9:44 AM
To: Kiersten Enemark
Cc: Kathryn Hearder; Diamandiev, Slavi (CA - British Columbia)
Subject: RE: Shaw Submission

Hi Kiersten and Kathryn,

Many thanks—this looks great!

In terms of additional info, the only thing I can think of at present is that it would be great if we could turn some of your points (e.g. on the last page) into a testimonial, possibly with some additional thoughts on Vancouver's unbeatable quality of life and recreational opportunities (per the Amazon RFP), diverse and talented population, and state of the art digital infrastructure. Most of this

information is already in what you sent us, so it would likely just be a question of repackaging it.

We are getting testimonials, letters of support, and other content inviting Amazon to consider bringing HQ2 to Metro Vancouver from other corporate partners (FYI, Premier Horgan and others are being cc'd on some of the letters, and in one instance prospective Vancouver HQ2 employees are being offered a discount).

Would it be possible for us to either pull text from your submission and send the repackaged version to you for approval, or for you to send us a separate testimonial that could be included?

What you have provided us is great, and we very much appreciate your support for bringing HQ2 to Metro Vancouver. If Shaw would like to provide any of the other content noted above, please don't hesitate to let us know (please note that I will be travelling tomorrow and Friday, but Slavi, cc'd, is handling the stakeholder engagement while I'm away). Last FYI, in at least one instance, the submission we have received from a corporate partner is being made for multiple Canadian cities. From our perspective, therefore, Shaw could support both Calgary and Vancouver, as a major provider of digital services in both cities.

Best,

--

Tom Corner

Manager | Economics and Policy Advisory

Deloitte

2800 – 1055 Dunsmuir Street, 4 Bentall Centre, Vancouver, British Columbia, V7X 1P4, Canada

D: +1 (604) 640 3100 | M: +1 (778) 706 2836

<mailto:tcorner@deloitte.ca> tcorner@deloitte.ca | <http://www.deloitte.ca/> deloitte.ca

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--

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From: Kiersten Enemark [mailto:Kiersten.Enemark@sjrb.ca]
Sent: Tuesday, October 3, 2017 11:53 PM
To: Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>
Cc: Kathryn Hearder <Kathryn.Hearder@sjrb.ca>
Subject: Shaw Submission

Hi Tom,

I think we're just squeezing in the "end of day" deadline! Please let us know your thoughts and additional information you may need from Shaw.

Kind Regards,

Kiersten

Sent from my Samsung Galaxy smartphone.

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From: "Khan, Farah \(CA - British Columbia\)" <farakhan@deloitte.ca>
To: "Diamandiev, Slavi (CA - British Columbia)" <sdiamandiev@deloitte.ca>
"Corner, Tom \(CA - British Columbia\)" <tcorner@deloitte.ca>
CC: "James Raymond" <JRaymond@vancouvereconomic.com>
Date: 10/17/2017 5:34:58 PM
Subject: RE: SIGNED LETTER

We'll include t. Thanks.

From: Diamandiev, Slavi (CA - British Columbia)
Sent: Tuesday, October 17, 2017 5:34 PM
To: Khan, Farah (CA - British Columbia) <farakhan@deloitte.ca>; Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>
Cc: JRaymond@vancouvereconomic.com
Subject: Fwd: SIGNED LETTER

Just received this Is it too late?

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services, Deloitte
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | LinkedIn Profile | deloitte.ca

Begin forwarded message:
From: "Collier, David JTT:EX" <David.Collier@gov.bc.ca>
Date: October 17, 2017 at 4:23:24 PM PDT
To: "sdiamandiev@deloitte ca" <sdiamandiev@deloitte ca>
Cc: "Krieger, Brian JTT:EX" <Brian Krieger@gov bc ca>
Subject: Fwd: SIGNED LETTER

Sent from my iPhone

Begin forwarded message:

From: "Krieger, Brian JTT:EX" <Brian Krieger@gov bc ca<mailto:Brian.Krieger@gov.bc.ca>>
Date: October 17, 2017 at 4:22:29 PM PDT
To: "Collier, David JTT:EX" <David.Collier@gov.bc.ca<mailto:David.Collier@gov.bc.ca>>
Subject: Fwd: SIGNED LETTER

Sent from my Samsung Galaxy smartphone.

-------- Original message --------
From: "Kwan, Shirley JTT:EX" <Shirley.Kwan@gov.bc.ca<mailto:Shirley.Kwan@gov.bc ca>>
Date: 2017-10-17 2:52 PM (GMT-08:00)
To: "Krieger, Brian JTT:EX" <Brian Krieger@gov bc ca<mailto:Brian.Krieger@gov.bc ca>>
Cc: "Mihlar, Fazil JTT:EX"<Fazil.Mihlar@gov.bc.ca<mailto:Fazil.Mihlar@gov.bc.ca>>
Subject: SIGNED LETTER

Hi Brian -

Attached signed letter but Fazil has the hard copy and will be down at Minister Ralston's office before 4:30pm.

If you like to meet him there or Fazil can leave this with Amanda for you to pick up.

Let us know

Thanks!

Shirley

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From: "Ingrid Valou"
To: "James Raymond" <JRaymond@vancouvereconomic.com>
Date: 10/17/2017 5:47:01 PM
Subject: Re: SIGNED LETTER

Is this an FYI for me? What do I do with it?

Ingrid Valou
Communications Specialist
Vancouver Economic Commission
604 868.1990

From: James Raymond
Sent: Tuesday, October 17, 2017 5:45:36 PM
To: Ingrid Valou
Subject: Fw: SIGNED LETTER

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

From: Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>
Sent: Tuesday, October 17, 2017 5:33 PM
To: Khan, Farah (CA - British Columbia); Corner, Tom (CA - British Columbia)
Cc: James Raymond
Subject: Fwd: SIGNED LETTER

Just received this. Is it too late?

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services, Deloitte
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | LinkedIn Profile | deloitte.ca

Begin forwarded message:

From: "Collier, David JTT:EX" <David.Collier@gov.bc.ca>
Date: October 17, 2017 at 4:23:24 PM PDT
To: "sdiamandiev@deloitte.ca" <sdiamandiev@deloitte.ca>
Cc: "Krieger, Brian JTT:EX" <Brian.Krieger@gov bc.ca>
Subject: Fwd: SIGNED LETTER

Sent from my iPhone

Begin forwarded message:

From: "Krieger, Brian JTT:EX" <Brian.Krieger@gov.bc.ca<mailto:Brian.Krieger@gov.bc.ca>>
Date: October 17, 2017 at 4:22:29 PM PDT
To: "Collier, David JTT:EX" <David.Collier@gov.bc.ca<mailto:David.Collier@gov.bc.ca>>
Subject: Fwd: SIGNED LETTER

Sent from my Samsung Galaxy smartphone.

-------- Original message --------
From: "Kwan, Shirley JTT:EX" <Shirley.Kwan@gov.bc.ca<mailto:Shirley.Kwan@gov.bc.ca>>
Date: 2017-10-17 2:52 PM (GMT-08 00)
To: "Krieger, Brian JTT:EX" <Brian.Krieger@gov.bc.ca<mailto:Brian.Krieger@gov.bc.ca>>
Cc: "Mihlar, Fazil JTT:EX" <Fazil.Mihlar@gov.bc.ca<mailto:Fazil.Mihlar@gov.bc.ca>>
Subject: SIGNED LETTER

Hi Brian -

Attached signed letter but Fazil has the hard copy and will be down at Minister Ralston's office before 4:30pm.

If you like to meet him there or Fazil can leave his with Amanda for you to pick up.

Let us know.

Thanks!

Shirley

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From: "Bryan Buggey"
To: "James Raymond" <JRaymond@vancouvereconomic.com>
"Tania Parisella" <TParisella@vancouvereconomic.com>
Date: 9/20/2017 10:38:01 AM
Subject: Re: Site Selection Asks - FYI from George re Amazon

I worked on Amazon for about 6 hours yesterday including multiple calls with all stakeholders including s.17(1) s.17(1) and the Province. My main focus has been raising money and getting them in the tent. Will send update on each partner at end of day.

B

Get Outlook for iOS

From: James Raymond
Sent: Wednesday, September 20, 2017 1:23:38 PM
To: Bryan Buggey; Tania Parisella
Subject: FW: Site Selection Asks - FYI from George re Amazon

FYI George is already proving useful on the amazon file, see below.

I brought him into the meeting yesterday as Ian wanted to show a big VEC team on the file.

Speaking of which- when are you back Bryan? We have so much to do on amazon- and some of it is on your plate eg working out what the BC incentive package will be, and how we will manage s.17(1) etc and their [inferior] Amazon site options, when they are co-funding s.17(1), s.21(1)

From: George PR Benson
Sent: Wednesday, September 20, 2017 10:04 AM
To: Tcorner@deloitte.ca
Cc: James Raymond <JRaymond@vancouvereconomic.com>
Subject: Site Selection Asks

Hello Tom and James,

I've had a chance to look over the notes from yesterday and I am suggesting the following criteria be what we ask the cities to submit as part of the initial site intaking process:

- Site location
- Site map / or identification within an OCP/ODP, etc.
- Site dimensions
- Site connectivity to major transit lines (any estimated capacity for the nearby lines would be excellent, too)
- Site digital infrastructure connectivity (e.g., fiberoptic cables)
- Site zoning and maximum current density
- Estimated timeline for full scope of regulatory approvals for an approval of Phase 1, 500,000+ sq ft space, by 2019. Inclusive of zoning changes, development permit, health and safety, occupation, etc.
- Any additional permitting or policy considerations for development of the land: e.g, any mandatory community engagement processes, whether or not the land is in the industrial lands inventory, etc.

Hopefully this is sufficient to get the initial call out.

All the best,

George Patrick Richard Benson, MAP
Strategic Initiatives and Sector Development Support
C: 604 369 6501

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From: "Corner, Tom \(CA - British Columbia\)" <tcorner@deloitte.ca>
To: "James Raymond" <JRaymond@vancouvereconomic.com>
CC: "Diamandiev, Slavi (CA - British Columbia)" <sdiamandiev@deloitte.ca>
Date: 10/18/2017 12:33:59 PM
Subject: RE: Social media/thanks to engagement committee

Hi James,

Most of those consulted on Deloitte's side (excluding real estate developers—please let me know if I should reach out to Dave on this) were part of the initial consultation.

The groups we did outreach with specifically, in addition to the municipalities and Metro Vancouver, are:

- Air Canada
- Harbour Air
- YVR
- Telus
- Shaw
- SFU
- UBC
- UVic
- BCIT
- BC Hydro
- TransLink
- Around 20 companies (Sean, who has the entire list, did the initial outreach), whether or not they agreed to provide testimonials; Sean is best placed to provide the full list.
- BC Tech
- Research Universities Council of BC (Robin Ciceri contacted twice but did not respond)
- Musqueam First Nation
- Tsleil Waututh First Nation
- Squamish First Nation

I will let you know if I can think of any others. I'm not sure if anyone on our side was in contact with the First Nations Tech Council—and they were part of your initial consultation, so I assume VEC would thank them regardless—but if you need to know for sure I can ask around.

Slavi, if you think of any others, please let James know.

Thanks,

--
Tom Corner
Manager | Economics and Policy Advisory
Deloitte
2800 – 1055 Dunsmuir Street, 4 Bentall Centre, Vancouver, British Columbia, V7X 1P4, Canada
D: +1 (604) 640 3100 | M: +1 (778) 706 2836
tcorner@deloitte.ca | deloitte.ca
--

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From: Diamandiev, Slavi (CA - British Columbia)
Sent: Wednesday, October 18, 2017 9:29 AM
To: Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>
Cc: James Raymond <JRaymond@vancouvereconomic.com>
Subject: RE: Social media/thanks to engagement committee

Tom, could you please compile the list as per James's request? Let me know if you'd like to connect on this.

Slavi

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | LinkedIn Profile | deloitte.ca

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Please consider the environment before printing.

From: James Raymond [mailto:JRaymond@vancouvereconomic.com]
Sent: Wednesday, October 18, 2017 8:13 AM
To: Ingrid Valou <IValou@vancouvereconomic.com>
Cc: Sean Elbe <SElbe@vancouvereconomic.com>; Tania Parisella <TParisella@vancouvereconomic.com>; Bryan Buggey <BBuggey@vancouvereconomic.com>; Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>; Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>; Beaton, Douglas (CA - British Columbia) <dbeaton@deloitte.ca>
Subject: Social media/thanks to engagement committee

Today's the day we are giving it to UPS to courier. Sean - you are driving down tmrw right? (we are delivering it both ways for those who don't know)

we need to do some smart social media - most importantly acknowledging/thanking all our partners.

Tom/slavi - pl can one of you compile a list of all orgs we need to thank. Think it is wider than just who attended our initial meeting eg harbour air

Ingrid- please manage the image/messaging for social media and then use tom/slavis list to tag them all eg "thanks to our incredible community/partners blah blah YVR, UBC, etc etc"

Any questions let me know

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

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From: "Claire Campbell"
To: "Tania Parisella" <TParisella@vancouvereconomic.com>
Date: 10/19/2017 5:08:06 PM
Subject: Re: Speaking points - Amazon Bid

Yeah Slavi isn't making this easy.

Farah and I have a plan: I am going to go home s.22(1) s.22(1) which should give Chris/Farah enough time to properly sort out what needs to be redacted (they will probably need about an hour).

Then, if we need this tonight, I can come back to the office s.22(1) and make the changes, and get it sent to you and Slavi.

From: Tania Parisella <TParisella@vancouvereconomic.com>
Date: Thursday, October 19, 2017 at 5:01 PM
To: Claire Campbell <ccampbell@vancouvereconomic.com>
Subject: Re: Speaking points - Amazon Bid

Sorry Claire. I just want you to have clear instructions !
Call if you need anything ...

On Oct 19, 2017, at 4:58 PM, Claire Campbell <ccampbell@vancouvereconomic.com> wrote:

> Farah/Chris (content owners) are busy reviewing this now and they will get back to me with instructions.
>
> ---
>
> From: Tania Parisella <TParisella@vancouvereconomic.com>
> Date: Thursday, October 19, 2017 at 4:57 PM
> To: Eleena Marley <Eleena.Marley@vancouver.ca>
> Cc: Claire Campbell <ccampbell@vancouvereconomic.com>
> Subject: Re: Speaking points - Amazon Bid
>
> Yes, got it. Thanks.
>
> Claire. Pls see below.
>
> I've asked those who hold the pen to directly liaise with claire.
>
> Designers aren't expected to know the content by heart so she will work with Deloitte who held the pen.
>
> Thanks
>
> On Oct 19, 2017, at 4:52 PM, Marley, Eleena <Eleena.Marley@vancouver.ca> wrote:
>
> > Correct. Basically s.17(1) contribution and one of the province's incentives
> >
> > Thanks
> >
> > Sent from my iPhone
> >
> > On Oct 19, 2017, at 4:46 PM, Tania Parisella <TParisella@vancouvereconomic.com> wrote:

Hi again.
So black out some words and sentences ?
Pls confirm
We will liaise with Slavi
Thanks
Tania

On Oct 19, 2017, at 4:31 PM, Marley, Eleena <Eleena.Marley@vancouver.ca
> wrote:

Tania,

s.13(1)

Keep me posted if you have any other questions.

E

Sent from my iPhone

On Oct 19, 2017, at 4:24 PM, Tania Parisella <
TParisella@vancouvereconomic.com> wrote:

Hi Eleena and everyone else.
I am writing this from Seattle and am unable to
make a call at the moment.
Please see my responses in CAPS LOCKED below as
am on my phone.
Thanks.
Tania

TANIA PARISELLA
Director, Marketing & Research
Vancouver Economic Commission
P: 604 336 8013

On Oct 19, 2017, at 3:06 PM, Marley, Eleena <
Eleena.Marley@vancouver.ca> wrote:

Hi Sandra,

I'm out of office this pm but would
love some help.

ICC Tania, Ingrid, James and Slavi
(Deloitte) to connect us all.

There are three parts to this coms:

s.13(1)

s.13(1)

s.13(1)

s.13(1)

s.13(1)

s.13(1)

I know VEC / Deloitte would very much appreciate some support. Can you circulate the council briefing template and confirm who from COV coms could review the draft tomorrow.

Much appreciated all and I'm on my cell this pm and tomorrow

E

604 367 5991

Sent from my iPhone

On Oct 19, 2017, at 2:13 PM, Nikolic, Sandra <Sandra.Nikolic@vancouver.ca > wrote:

> Hi Eleena,
>
> I hope this email finds you well. As per my voicemail, I just spoke with Sadhu, who mentioned that you are working with Deloitte in preparing speaking points for Councillor Louie / other Metro Board Directors in case any of them are asked any questions at the upcoming Metro Vancouver Council of Councils meeting scheduled for this Saturday regarding the Amazon bid that Vancouver, Richmond and Surrey submitted.
>
> IGR routinely provides the Councillors with briefing notes prior to Metro Vancouver Board and Steering Committees and would be happy to work with you in getting the speaking points to them in advance of Saturday's meeting.
>
> I'm copying Marnie to this email, as I'm not in the office tomorrow and see that you're out of the office all day today. If we're able to coordinate today, I can get the points to the Councillors tomorrow, or send you the email template…?
>
> Please let me know what would work best.

Thank you,
Sandra

From: "Bryan Buggey"
To: "Sean Elbe" <SElbe@vancouvereconomic.com>
CC: "Ian McKay" <IMcKay@vancouvereconomic.com>
"Tania Parisella" <TParisella@vancouvereconomic.com>
Date: 9/8/2017 6:01:02 PM
Subject: RE: Stakeholder outreach

Ok. From my end...

1. City of Surrey: Stephen Wu
2. City of Vancouver: Sadhu Johnstone
3. BC Ministry of JTT: Brian Krieger
4. UBC: Adriaan de Jager
5. BC Tech: Rocky
6. Translink: Kevin Desmond
7. MetroVan: Heather Schoemaker

bb

From: Sean Elbe
Sent: Friday, September 8, 2017 5:55 PM
To: Bryan Buggey <BBuggey@vancouvereconomic.com>
Cc: Ian McKay <IMcKay@vancouvereconomic.com>; Tania Parisella <TParisella@vancouvereconomic.com>
Subject: Re: Stakeholder outreach

As I shared:

s.17(1) external called me and will provide point of contact for or bid

s.17(1) per Ian. Will provide info on sites.

s.17(1) offered intel on demographics/housing

Reached to me to offer support: s.17(1)

Sent from my iPhone

On Sep 8, 2017, at 1:30 PM, Bryan Buggey <BBuggey@vancouvereconomic.com> wrote:

> I have been doing a bunch of calls regarding Amazon. Pulling together people. From s.17(1) to City to Surrey to Ministries, etc.
>
> Can you confirm that you are not making any calls today? I don't want to call people that you have just talked to.
>
> I can summarize at end of day.
>
> BRYAN BUGGEY
> Director, Strategic Initiatives & Sector Development
> P: 604 336 8012 | C: 778 836 3636
>
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From: "Diamandiev, Slavi \(CA - British Columbia\)" <sdiamandiev@deloitte.ca>
To: "James Raymond" <JRaymond@vancouvereconomic.com>
"Ian McKay" <IMcKay@vancouvereconomic.com>
CC: "Beaton, Douglas (CA - British Columbia)" <dbeaton@deloitte.ca>
"Knight, Charles \(CA - Toronto\)" <chknight@deloitte.ca>
Date: 10/18/2017 9:27:45 AM
Subject: RE: Steering committee agenda

Hi James, this message would be best coming from VEC since Deloitte doesn't actually own the document or has any say as to how it is distributed. I have included an item on the agenda to discuss circulation.

Ian, would you like to cover off this point?

Kindly,

Slavi

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | LinkedIn Profile | deloitte.ca

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From: James Raymond [mailto:JRaymond@vancouvereconomic.com]
Sent: Tuesday, October 17, 2017 9:56 PM
To: Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>; Beaton, Douglas (CA - British Columbia) <dbeaton@deloitte.ca>
Cc: Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>
Subject: Steering committee agenda
Importance: High

Can you please stress tomorrow that we request the proposal is only circulated on a needs to know basis only eg Director/Senior Political level. At least in the short term.

We need to at least try minimise the chances of a leak, even though I know someone will send it straight to Frances Bula

Ian/SC also need to decide if it will be circulated to all funding partners i.e those not on the SC

Thanks

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

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From: "Jeff Wong" <Jeff.Wong@coastcapitalsavings.com>
To: "Sean Elbe" <SElbe@vancouvereconomic.com>
CC: "Jarrod Levitan" <jarrod@trinimbus.com>
"Christina Morgan" <christina@trinimbus.com>
"James Raymond" <JRaymond@vancouvereconomic.com>
Date: 10/17/2017 3:14:22 PM
Subject: Re: Supporting Vancouver's Bid for Amazon's HQ2

Thanks Sean. Would you mind sharing any literature which mentions Coast.

Thanks - Jeff

Together, we help empower you to achieve what's important in your life.

Jeff Wong
Chief Business Transformation Officer
C: + 1 (778) 288-2899
www.coastcapitalsavings.com<http://www.coastcapitalsavings.com/>

On Oct 17, 2017, at 11:04 AM, Sean Elbe <SElbe@vancouvereconomic.com<mailto:SElbe@vancouvereconomic.com>> wrote:

Thanks for your support Jeff! I am certain you'll be proud of the resulting work and how it highlights Coast Capital and the Metro Vancouver region.

Sean

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-----Original Message-----
From: Jeff Wong [mailto:Jeff.Wong@coastcapitalsavings.com]
Sent: October-16-17 8:19 PM
To: Sean Elbe <SElbe@vancouvereconomic.com<mailto:SElbe@vancouvereconomic.com>>
Cc: Jarrod Levitan <jarrod@trinimbus.com<mailto:jarrod@trinimbus.com>>; Christina Morgan <christina@trinimbus.com<mailto:christina@trinimbus.com>>; James Raymond <JRaymond@vancouvereconomic.com<mailto:JRaymond@vancouvereconomic.com>>
Subject: Re: Supporting Vancouver's Bid for Amazon's HQ2

Apologies. I was in India on Business and didn't get a chance to respond.

Let me know how I can assist in the future.

Thanks - Jeff

Together, we help empower you to achieve what’s important in your life.

Jeff Wong
Chief Business Transformation Officer
C: +1 (778) 288-2899
coastcapitalsavings.com<http://coastcapitalsavings.com><http://coastcapitalsavings.com>

On Oct 16, 2017, at 7:39 PM, Sean Elbe
<SElbe@vancouvereconomic.com<mailto:SElbe@vancouvereconomic.com><mailto:SElbe@vancouvereconomic.com>> wrote:

Thanks all but unfortunately we're off to print tonight! Delivering hard copies Thursday by hand.

You're welcome to provide a testimonial for another opportunity in the future and for that you have time to craft with your own voice.

Cheers,

Sean

Sent from my iPhone

On Oct 16, 2017, at 7:31 PM, Jarrod Levitan
<jarrod@trinimbus.com<mailto:jarrod@trinimbus.com><mailto:jarrod@trinimbus.com>> wrote:

Thanks Jeff.

Sean, is there anything you can pre-write for Jeff to have him review, add anything and approve?

Thanks,
Jarrod
On Mon, Oct 16, 2017 at 8:25 PM Jeff Wong
<Jeff.Wong@coastcapitalsavings.com<mailto:Jeff.Wong@coastcapitalsavings.com><mailto:Jeff.Wong@coastcapitalsavings.com>> wrote:
Hi Jarrod,

Apologies for the delay in responding. Would be happy to help.

Please let me know if you still would like me to put in a couple of words.

Thanks - Jeff

Together, we help empower you to achieve what’s important in your life.

Jeff Wong
Chief Business Transformation Officer
C: +1 (778) 288-2899
coastcapitalsavings.com<http://coastcapitalsavings.com><http://coastcapitalsavings.com><http://coastcapitalsavings.com>

On Oct 6, 2017, at 7:45 AM, Jarrod Levitan
<jarrod@trinimbus.com<mailto:jarrod@trinimbus.com><mailto:jarrod@trinimbus.com><mailto:jarrod@trinimbus.com<mailto:jarrod@trinimbus.com>>> wrote:

Hi Jeff

Hope you are doing well. As you may be aware, the Vancouver Economic Commission is submitting a bid in response to Amazon's HQ2 sit selection RFP. This represented a potential $50B investment and over $100B economic impact for the winning city bid. As such, and due to our close relationship with Amazon, TriNimbus is acticely supporting the VEC and would welcome a testimonial from you and your organization in support of this regional process, supported by the Province of BC and many academic, industry and municipal partners.

If you are willing to join us in supporting this initiative, please provide a one to two sentence quote to Sean cc:ed, which will be used in the formal Amazon HQ2 bid for Vancouver.

The areas of relevance to competitive advantages for Vancouver that you may choose to highlight, include:

1. Labour Force
* Quality and quantity of global talent attracted to Vancouver
* Breadth of talent across key disciplines
* Long-term retention across levels
2. Capital and Operating Costs, Incentives and Ease of Doing Business
* Economic viability relative to other cities (if we can say that we have competitive wages, taxes, etc.)
* Stability of business, economic and political climate
* Government support
3. Logistics/ease of commuting and operating in Vancouver
* For companies with west coast head offices (e.g. Microsoft), the convenience of operating in the same time zone
* Number of efficient, traffic-free transportation options (e.g. biking, SkyTrain, Seabus, big and small ferries, float planes, Helijet, etc.)
* Travel time (within city and to other key regions)
* Ease of getting to YVR
4. Culture, Community and Quality of Life

* Greenness of the city
* Diversity and multiculturalism
* Unparalleled recreational opportunities (skiing and boating in 30 minutes or less from downtown, etc.)

Thank you for your time.

Best,
Jarrod

--

Jarrod Levitan
Chief Cloud Officer
Direct: +1 (604) 729-3344
E-Mail:
jarrod@trinimbus.com<mailto:jarrod@trinimbus.com><mailto:jarrod@trinimbus.com><mailto:jarrod@trinimbus.com<mailto:jarrod@trinimbus.com>>
LinkedIn<http://ca.linkedin.com/in/jarrodlevitan>

[https://lh3.googleusercontent.com/7W3y3Gy2y2UKaD9UG5-NUBtEEpBuEqSCIw2nbdJRS5STF9x3NX-EdkCKhyiUYW48en9NL4PjM3o1uZFIejVaxGR6ccgmnQ7jTVeyZXQxqBYNhkepVrcm8riK04nP2UBobIGN3AAR] [https://lh5.googleusercontent.com/i-1lBGSUEUTrguGFKumWo4W4mbDyrqGPyddotQ6yItQvJHc33NkFvsUzthfb9kgg00tq7QNCkVhHzmA0f8weabxEkQoRi0Lyzs1Ia_4FfddLktQYap0l1aEJBbK6S5H8PjzPtNIV<https://lh3.googleusercontent.com/7W3y3Gy2y2UKaD9UG5-NUBtEEpBuEqSCIw2nbdJRS5STF9x3NX-EdkCKhyiUYW48en9NL4PjM3o1uZFIejVaxGR6ccgmnQ7jTVeyZXQxqBYNhkepVrcm8riK04nP2UBobIGN3AAR]%20 [https://lh5.googleusercontent.com/i-1lBGSUEUTrguGFKumWo4W4mbDyrqGPyddotQ6yItQvJHc33NkFvsUzthfb9kgg00tq7QNCkVhHzmA0f8weabxEkQoRi0Lyzs1Ia_4FfddLktQYap0l1aEJBbK6S5H8PjzPtNIV>]

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--

Jarrod Levitan
Chief Cloud Officer
Direct: +1 (604) 729-3344
E-Mail: jarrod@trinimbus.com<mailto:jarrod@trinimbus.com><mailto:jarrod@trinimbus.com>
LinkedIn<http://ca.linkedin.com/in/jarrodlevitan>

[https://lh3.googleusercontent.com/7W3y3Gy2y2UKaD9UG5-NUBtEEpBuEqSCIw2nbdJRS5STF9x3NX-EdkCKhyiUYW48en9NL4PjM3o1uZFIejVaxGR6ccgmnQ7jTVeyZXQxqBYNhkepVrcm8riK04nP2UBobIGN3AAR] [https://lh5.googleusercontent.com/i-1lBGSUEUTrguGFKumWo4W4mbDyrqGPyddotQ6yItQvJHc33NkFvsUzthfb9kgg00tq7QNCkVhHzmA0f8weabxEkQoRi0Lyzs1Ia_4FfddLktQYap0l1aEJBbK6S5H8PjzPtNIV<https://lh3.googleusercontent.com/7W3y3Gy2y2UKaD9UG5-NUBtEEpBuEqSCIw2nbdJRS5STF9x3NX-

EdkCKhyiUYW48en9NL4PjM3o1uZFIejVaxGR6ccgmnQ7jTVeyZXQxqBYNhkepVrcm8riK04nP2UB obIGN3AAR]%20 [https://lh5.googleusercontent.com/i-1lBGSUEUTrguGFKumWo4W4mbDyrqGPyddotQ6yItQvJHc33NkFvsUzthfb9kgg00tq7QNCkVhHzm A0f8weabxEkQoRi0Lyzs1Ia_4FfddLktQYap0l1aEJBbK6S5H8PjzPtNIV>]

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From: "Shutsa, Christopher \(CA - British Columbia\)" <cshutsa@deloitte.ca>
To: "James Raymond" <JRaymond@vancouvereconomic.com>
"Beaton, Douglas \(CA - British Columbia\)" <dbeaton@deloitte.ca>
"Diamandiev, Slavi \(CA - British Columbia\)" <sdiamandiev@deloitte.ca>
"Corner, Tom \(CA - British Columbia\)" <tcorner@deloitte.ca>
Date: 10/15/2017 5:46:00 PM
Subject: RE: what Ian thinks we should say

I just spoke with Doug. I am going to weave together all of the suggestions that have been exchanged via email and then Doug will send to Ian for approval. Doug will call Ian directly to discuss and make sure that Ian is comfortable.

Chris

From: James Raymond [mailto:JRaymond@vancouvereconomic.com]
Sent: Sunday, October 15, 2017 5:35 PM
To: Beaton, Douglas (CA - British Columbia) <dbeaton@deloitte.ca>; Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>; Shutsa, Christopher (CA - British Columbia) <cshutsa@deloitte.ca>; Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>
Subject: Fw: what Ian thinks we should say
Importance: High

Guys - see below

Not going to soften Ian's comments. No time

Least u know where he/SC are coming from

Who can deal with this?

If you speak to ian- eg doug - don't say I forwarded you on his whole email

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

---

From: Ian McKay <ian@ianmckay.com>
Sent: Sunday, October 15, 2017 5:29 PM
To: James Raymond
Cc: Tania Parisella
Subject: RE: please forward to team at deloitte as well

s.13(1)

Etc., Etc.
Include a graphic.
Stunned that they thought it was ok to skip this.

On Oct 15, 2017 4:49 PM, James Raymond <JRaymond@vancouvereconomic.com> wrote:

I've spoken with Deloitte on your edits (can't interrupt Claire yet). We will resolve them as fast as possible, most importantly the first one about Metro where Doug is now writing it, **but we might not be able to address them all in the draft going out to Steering Committee by 7pm tonight**

I – and Deloitte – would like the opportunity to discuss a few of your edits though. I've highlighted the ones below in yellow

-----Original Message-----
From: ian@ianmckay.com [mailto:ian@ianmckay.com]
Sent: Sunday, October 15, 2017 3:50 PM
To: James Raymond <JRaymond@vancouvereconomic.com>
Cc: Tania Parisella <TParisella@vancouvereconomic.com>; Bryan Buggey <BBuggey@vancouvereconomic.com>
Subject: please forward to team at deloitte as well

Folks,

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Had to do this on my phone in transit, so tracked changes was not an option for me.

Executive Summary:

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From:	"Corner, Tom \(CA - British Columbia\)" <tcorner@deloitte.ca>
To:	"Khan, Farah (CA - British Columbia)" <farakhan@deloitte.ca> "James Raymond" <JRaymond@vancouvereconomic.com>
Date:	10/17/2017 12:06:20 PM
Subject:	Revised appendix
Attachments:	Appendix Oct 17 1130.docx

--
Tom Corner
Manager | Economics and Policy Advisory
Deloitte
2800 – 1055 Dunsmuir Street, 4 Bentall Centre, Vancouver, British Columbia, V7X 1P4, Canada
D: +1 (604) 640 3100 | M: +1 (778) 706 2836
tcorner@deloitte.ca | deloitte.ca
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From: "Ingrid Valou"
To: "Tania Parisella" <TParisella@vancouvereconomic.com>
Date: 9/7/2017 1:06:01 PM
Subject: Statement from VEC on Amazon HQ2 RFP

Hasty draft of a statement from us. Please provide edits & thoughts ASAP.

s.13(1)

Thank you,

INGRID VALOU
Communications Specialist
C: 604 868 1990

Suite 1500, 401 W. Georgia
Vancouver, BC V6B 5A1
Website | Blog | Newsletter

From: "Claire Campbell"
To: "James Raymond" <JRaymond@vancouvereconomic.com>
Date: 10/12/2017 9:04:49 PM
Subject: Status Update

Evening James \u9786 ?

I am just wrapping up now. Chapter 2 is 90% complete – I just had a few opportunities to add in some more stats and there was one chart I couldn't fit in. I'll need your thoughts tomorrow, but for tonight I am happy to wrap up.

Talent is sitting at 10 pages. Not too shabby.

Good night and see you tomorrow!

Thanks,
Claire

From:	"James Raymond"
To:	"James Raymond" <JRaymond@vancouvereconomic.com>
Date:	10/14/2017 3:57:51 PM
Subject:	talent
Attachments:	02 - LABOUR - FYI Design Progress.compressed vJR.pdf

---

JAMES RAYMOND
Manager, Research & Analysis
P: 604 336 8021| C: 778 788 7721

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From: "Corner, Tom \(CA - British Columbia\)" <tcorner@deloitte.ca>
To: "Diamandiev, Slavi (CA - British Columbia)" <sdiamandiev@deloitte.ca>
"James Raymond" <JRaymond@vancouvereconomic.com>
CC: "Shutsa, Christopher (CA - British Columbia)" <cshutsa@deloitte.ca>
Date: 10/12/2017 2:41:29 PM
Subject: Testimonials

Slavi, James,

As promised, here is an inventory of what we have received in the way of testimonials, which are either in the proposal already or being added. A couple of last minute ones could still emerge, and we always have the option of pulling text from the letters of support from TELUS, Harbour Air, or TransLink if we want to add to the list.

Note that we haven't turned any of the content from Shaw into a testimonial, unless Slavi and Kiersten followed up on our discussion last week? s.17(1)
s.17(1)

Primary testimonials (provided specifically for HQ2):

s.17(1)

Secondary quotes (from the past few years, re: Vancouver):

s.17(1)

Happy to discuss if we think we should add more to the list.

Best,

--
Tom Corner
Manager | Economics and Policy Advisory
Deloitte
2800 – 1055 Dunsmuir Street, 4 Bentall Centre, Vancouver, British Columbia, V7X 1P4, Canada
D: +1 (604) 640 3100 | M: +1 (778) 706 2836
tcorner@deloitte.ca | deloitte.ca
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From: "Khan, Farah \(CA - British Columbia\)" <farakhan@deloitte.ca>
To: "James Raymond" <JRaymond@vancouvereconomic.com>
Date: 10/15/2017 3:45:20 PM
Subject:

James- can we please get some sort of ranking that we can include with #1 forecasted future economic growth, and #2 most tax competitive?

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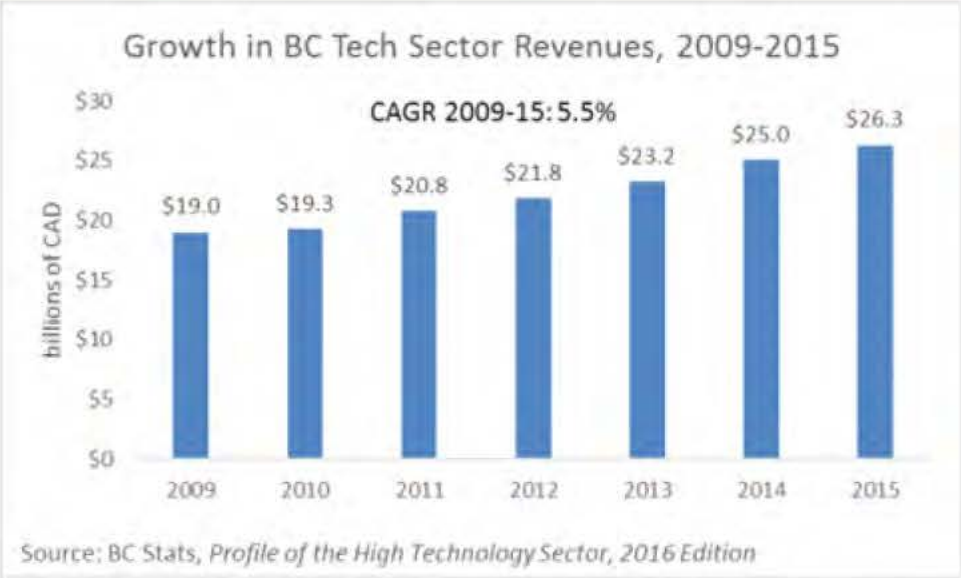

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Tom Corner
Manager | Economics and Policy Advisory
Deloitte
2800 – 1055 Dunsmuir Street, 4 Bentall Centre, Vancouver, British Columbia, V7X 1P4, Canada
D: +1 (604) 640 3100 | **M:** +1 (778) 706 2836
tcorner@deloitte.ca | deloitte.ca
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Table 1. B.C. Gross Domestic Product (GDP) (Constant Dollar) at Basic Prices, by Industry

	Chained 2007 $ million[1]										
INDUSTRY	**2005[r]**	**2006[r]**	**2007[r]**	**2008[r]**	**2009[r]**	**2010[r]**	**2011[r]**	**2012[r]**	**2013[r]**	**2014[r]**	**2015[p]**
Manufacturing	**1,247**	**1,314**	**1,307**	**1,289**	**1,153**	**1,364**	**1,360**	**1,408**	**1,382**	**1,497**	**1,548**
Services	**9,074**	**9,714**	**10,460**	**10,708**	**10,302**	**10,477**	**10,961**	**11,347**	**11,887**	**12,305**	**12,582**
Motion picture production & post-production	**255**	**264**	**275**	**278**	**244**	**222**	**277**	**279**	**325**	**356**	**370**
Telecommunications	3,781	3,831	4,070	4,096	4,083	4,172	4,085	4,102	3,988	4,003	4,021
Engineering services	1,650	1,833	2,047	2,190	2,118	2,059	2,315	2,522	2,626	2,571	2,515
Computer and related services	2,405	2,596	2,714	2,748	2,568	2,648	2,842	2,960	3,194	3,540	3,731
Other services	984	1,191	1,355	1,401	1,294	1,368	1,422	1,475	1,706	1,742	1,824
High Technology Sector Total	**10,320**	**11,028**	**11,768**	**11,999**	**11,462**	**11,833**	**12,319**	**12,754**	**13,272**	**13,803**	**14,130**
BC Industrial Aggregate	**171,140**	**177,708**	**182,529**	**183,633**	**178,777**	**183,574**	**188,789**	**193,667**	**198,224**	**204,555**	**210,910**

	% change from previous year										
INDUSTRY	**2005[r]**	**2006[r]**	**2007[r]**	**2008[r]**	**2009[r]**	**2010[r]**	**2011[r]**	**2012[r]**	**2013[r]**	**2014[r]**	**2015[p]**
Manufacturing	**4.1**	**5.4**	**-0.5**	**-1.4**	**-10.5**	**18.3**	**-0.3**	**3.6**	**-1.9**	**8.3**	**3.4**
Services	**6.9**	**7.1**	**7.7**	**2.4**	**-3.8**	**1.7**	**4.6**	**3.5**	**4.8**	**3.5**	**2.2**
Motion picture production & post-production	**21.8**	**3.4**	**4.3**	**1.0**	**-11.9**	**-9.0**	**24.7**	**0.5**	**16.6**	**9.6**	**4.0**
Telecommunications	5.7	1.3	6.2	0.6	-0.3	2.2	-2.1	0.4	-2.8	0.4	0.4
Engineering services	7.5	11.1	11.6	7.0	-3.3	-2.8	12.4	8.9	4.1	-2.1	-2 2
Computer and related services	8.9	7.9	4.5	1.3	-6.5	3.1	7.3	4.2	7.9	10.8	5.4
Other services	2.4	21.0	13.8	3.4	-7.6	5.7	4.0	3.7	15.7	2.1	4 7
High Technology Sector Total	**6.6**	**6.9**	**6.7**	**2.0**	**-4.5**	**3.2**	**4.1**	**3.5**	**4.1**	**4.0**	**2.4**
BC Industrial Aggregate	**4.7**	**3.8**	**2.7**	**0.6**	**-2.6**	**2.7**	**2.8**	**2.6**	**2.4**	**3.2**	**3.1**

1. Note that for chained data, the aggregates are not equal to the sum of their components and, therefore, the sum of the industries will not necessarily equal the "all industries" total.

[r] Revised

[p] Preliminary

Source: BC Stats and Statistics Canada

Table 2. B.C. Gross Domestic Product (GDP) (Current Dollar) at Basic Prices, by Industry

	$ million										
INDUSTRY	**2005[r]**	**2006[r]**	**2007[r]**	**2008[r]**	**2009[r]**	**2010[r]**	**2011[r]**	**2012[r]**	**2013[r]**	**2014[r]**	**2015[p]**
Manufacturing	**1,094**	**1,228**	**1,307**	**1,194**	**1,133**	**1,224**	**1,295**	**1,415**	**1,412**	**1,596**	**1,673**
Services	**8,587**	**9,133**	**10,460**	**10,774**	**10,596**	**10,810**	**11,584**	**12,175**	**12,562**	**13,471**	**14,155**
Motion picture production & post-production	240	274	275	275	222	255	458	505	511	691	838
Telecommunications	3,520	3,556	4,070	4,219	4,205	4,274	4,170	4,210	4,119	4,254	4,384
Engineering services	1,543	1,736	2,047	2,069	1,884	1,926	2,226	2,462	2,520	2,566	2,472
Computer and related services	2,380	2,441	2,714	2,790	2,975	2,952	3,216	3,412	3,602	4,074	4,467
Other services	905	1,125	1,355	1,422	1,309	1,405	1,514	1,585	1,810	1,886	1,994
High Technology Sector Total	**9,681**	**10,360**	**11,768**	**11,968**	**11,729**	**12,034**	**12,879**	**13,589**	**13,974**	**15,067**	**15,828**
BC Industrial Aggregate	**159,582**	**172,058**	**182,529**	**189,649**	**181,282**	**189,247**	**200,294**	**204,805**	**212,194**	**223,304**	**231,382**
High Technology as a % of Total	**6.1**	**6.0**	**6.4**	**6.3**	**6.5**	**6.4**	**6.4**	**6.6**	**6.6**	**6.7**	**6.8**

	% change from previous year										
INDUSTRY	**2005[r]**	**2006[r]**	**2007[r]**	**2008[r]**	**2009[r]**	**2010[r]**	**2011[r]**	**2012[r]**	**2013[r]**	**2014[r]**	**2015[p]**
Manufacturing	**6.7**	**12.3**	**6.5**	**-8.7**	**-5.1**	**8.0**	**5.8**	**9.3**	**-0.2**	**13.0**	**4.9**
Services	**6.0**	**6.3**	**14.5**	**3.0**	**-1.7**	**2.0**	**7.2**	**5.1**	**3.2**	**7.2**	**5.1**
Motion picture production & post-production	32.9	14.4	0.3	0.0	-19.1	14.6	79.8	10 3	1.1	35 2	21.4
Telecommunications	2.6	1.0	14.4	3.7	-0.3	1.6	-2.4	1.0	-2.2	3 3	3.0
Engineering services	13.3	12.5	17.9	1.1	-8.9	2.2	15.6	10.6	2.4	1.8	-3.7
Computer and related services	3.8	2.6	11.2	2.8	6.6	-0.8	9.0	6.1	5.6	13.1	9.6
Other services	8.7	24.3	20.4	4.9	-7.9	7.3	7.8	4 7	14.2	4 2	5.7
High Technology Sector Total	**6.1**	**7.0**	**13.6**	**1.7**	**-2.0**	**2.6**	**7.0**	**5.5**	**2.8**	**7.8**	**5.1**
BC Industrial Aggregate	**8.0**	**7.8**	**6.1**	**3.9**	**-4.4**	**4.4**	**5.8**	**2.3**	**3.6**	**5.2**	**3.6**

[r] Revised

[p] Preliminary

Source: BC Stats and Statistics Canada

Table 3. B.C. Gross Domestic Product (GDP) at Basic Prices, Selected Activities

	Chained 2007 $ million[1]										
	2005	**2006**	**2007**	**2008**	**2009**	**2010**	**2011**	**2012**	**2013**	**2014**	**2015**
Goods-producing industries	**46,657**	**47,836**	**47,772**	**47,244**	**42,791**	**45,276**	**47,274**	**49,193**	**49,355**	**51,706**	**51,745**
Agriculture, forestry, fishing and hunting	4,168	4,106	3,965	3,578	3,077	3,434	3,780	3,794	3,983	3,840	4,194
Crop and animal production	1,016	1,026	1,079	1,056	1,129	1,154	1,166	1,172	1,208	1,173	1,285
Forestry and logging	2,198	2,142	2,026	1,787	1,230	1,511	1,788	1,833	1,982	1,764	1,907
Fishing, hunting and trapping	184	207	161	138	144	167	159	138	159	207	211
Support activities for agriculture and forestry	772	742	699	604	609	625	699	683	675	707	801
Mining, oil and gas extraction	10,376	10,386	9,910	10,192	9,127	10,383	11,146	10,813	11,110	11,824	10,359
Utilities	3,457	3,080	3,498	3,489	3,417	3,305	3,614	3,660	3,596	3,479	3,638
Construction	13,030	14,347	14,608	15,375	14,524	14,886	14,978	16,788	16,690	17,938	17,852
Manufacturing	15,377	15,861	15,791	14,527	12,516	13,255	13,710	14,115	14,048	14,774	15,103
Non-durable manufacturing	5,837	5,868	5,865	5,733	5,240	5,443	5,413	5,381	5,175	5,546	5,757
Durable manufacturing	9,544	9,994	9,926	8,788	7,238	7,787	8,298	8,759	8,918	9,267	9,380
Service-producing industries	**124,423**	**129,831**	**134,757**	**136,411**	**135,986**	**138,402**	**141,659**	**144,669**	**148,985**	**153,027**	**159,190**
Wholesale trade	7,169	7,501	8,054	7,872	7,212	7,411	7,685	8,359	8,635	8,978	9,157
Retail trade	9,608	10,381	10,911	11,018	10,757	11,160	11,212	11,200	11,893	12,507	13,222
Transportation and warehousing	9,735	9,928	9,952	9,745	9,744	9,970	10,272	10,496	11,022	11,382	12,030
Information and cultural services	6,616	6,769	6,901	6,945	6,602	6,602	6,646	6,760	6,859	6,909	6,905
Finance and insurance	9,487	10,267	10,660	10,421	10,249	10,715	11,003	10,940	11,340	11,555	12,222
Real estate and rental and leasing	26,703	27,610	28,878	29,507	30,582	31,641	32,607	33,899	35,102	36,519	38,488
Professional, scientific and technical services	8,537	9,339	10,041	10,419	9,795	9,819	10,341	10,815	11,545	12,043	12,459
Management of companies and enterprises	1,220	1,264	1,277	1,360	1,312	1,265	1,299	1,293	1,369	1,440	1,478
Administration and support, waste mgmt.	4,214	4,415	4,656	4,667	4,333	4,273	4,235	4,461	4,429	4,629	4,725
Education	9,156	9,373	9,691	9,995	10,112	10,306	10,491	10,726	10,865	10,499	11,266
Health care and social assistance	11,715	12,085	12,286	12,458	12,692	12,578	12,979	13,147	13,222	13,415	13,633
Arts, entertainment and recreation	1,713	1,811	1,883	1,851	1,881	1,878	1,854	1,792	1,821	1,857	1,951
Accommodation and food services	5,069	5,182	5,299	5,244	5,193	5,249	5,170	5,182	5,311	5,597	5,804
Other services	3,932	4,104	4,190	4,254	4,185	4,086	4,207	4,237	4,351	4,458	4,564
Public administration	9,463	9,754	10,080	10,646	11,266	11,409	11,619	11,370	11,308	11,356	11,486
GDP at basic prices	**171,140**	**177,708**	**182,529**	**183,633**	**178,777**	**183,574**	**188,789**	**193,667**	**198,224**	**204,555**	**210,910**
	% change from previous year										
	2005	**2006**	**2007**	**2008**	**2009**	**2010**	**2011**	**2012**	**2013**	**2014**	**2015**
Goods-producing industries	**6.0**	**2.5**	**-0.1**	**-1.1**	**-9.4**	**5.8**	**4.4**	**4.1**	**0.3**	**4.8**	**0.1**
Agriculture, forestry, fishing and hunting	0.2	-1.5	-3.4	-9.8	-14.0	11.6	10.1	0.4	5.0	-3.6	9.2
Crop and animal production	0.6	0.9	5.2	-2.1	6.9	2.2	1.1	0.5	3.1	-2.9	9.6
Forestry and logging	-0.9	-2.5	-5.4	-11.8	-31.2	22.9	18.3	2.6	8.1	-11.0	8.1
Fishing, hunting and trapping	-2.6	12.3	-22.2	-14.3	4.4	15.9	-5.1	-12.8	15.1	30.4	1.9
Support activities for agriculture and forestry	6.0	-4.0	-5.7	-13.7	0.9	2.7	11.8	-2.3	-1.2	4.7	13.4
Mining, oil and gas extraction	8.6	0.1	-4.6	2.8	-10.5	13.8	7.3	-3.0	2.8	6.4	-12.4
Utilities	14.7	-10.9	13.6	-0.3	-2.1	-3.3	9.3	1.3	-1.7	-3.2	4.6
Construction	5.7	10.1	1.8	5.3	-5.5	2.5	0.6	12.1	-0.6	7.5	-0.5
Manufacturing	4.7	3.1	-0.4	-8.0	-13.8	5.9	3.4	3.0	-0.5	5.2	2.2
Non-durable manufacturing	1.6	0.5	0.0	-2.3	-8.6	3.9	-0.5	-0.6	-3.8	7.2	3.8
Durable manufacturing	6.6	4.7	-0.7	-11.5	-17.6	7.6	6.6	5.5	1.8	3.9	1.2
Service-producing industries	**4.3**	**4.3**	**3.8**	**1.2**	**-0.3**	**1.8**	**2.4**	**2.1**	**3.0**	**2.7**	**4.0**
Wholesale trade	3.7	4.6	7.4	-2.3	-8.4	2.8	3.7	8.8	3.3	4.0	2.0
Retail trade	5.9	8.0	5.1	1.0	-2.4	3.7	0.5	-0.1	6.2	5.2	5.7
Transportation and warehousing	9.0	2.0	0.2	-2.1	0.0	2.3	3.0	2.2	5.0	3.3	5.7
Information and cultural services	6.3	2.3	1.9	0.6	-4.9	0.0	0.7	1.7	1.5	0.7	-0.1
Finance and insurance	3.2	8.2	3.8	-2.2	-1.6	4.6	2.7	-0.6	3.7	1.9	5.8
Real estate and rental and leasing	5.0	3.4	4.6	2.2	3.6	3.5	3.1	4.0	3.6	4.0	5.4
Professional, scientific and technical services	5.5	9.4	7.5	3.8	-6.0	0.2	5.3	4.6	6.8	4.3	3.5
Management of companies and enterprises	-1.3	3.6	1.0	6.5	-3.6	-3.5	2.7	-0.5	5.9	5.2	2.6
Administration and support, waste mgmt.	11.1	4.8	5.5	0.2	-7.1	-1.4	-0.9	5.3	-0.7	4.5	2.1
Education	3.7	2.4	3.4	3.1	1.2	1.9	1.8	2.2	1.3	-3.4	7.3
Health care and social assistance	-0.8	3.2	1.7	1.4	1.9	-0.9	3.2	1.3	0.6	1.5	1.6
Arts, entertainment and recreation	-0.7	5.8	3.9	-1.7	1.6	-0.2	-1.3	-3.3	1.6	2.0	5.1
Accommodation and food services	2.3	2.2	2.3	-1.0	-1.0	1.1	-1.5	0.2	2.5	5.4	3.7
Other services	4.4	4.4	2.1	1.5	-1.6	-2.4	3.0	0.7	2.7	2.5	2.4
Public administration	0.9	3.1	3.3	5.6	5.8	1.3	1.8	-2.1	-0.5	0.4	1.1
GDP at basic prices	**4.7**	**3.8**	**2.7**	**0.6**	**-2.6**	**2.7**	**2.8**	**2.6**	**2.4**	**3.2**	**3.1**

1. Note that for chained data, the aggregates are not equal to the sum of their components and, therefore, the sum of the industries will not necessarily equal the "all industries" total.

Source: Statistics Canada

Table 4. High Technology GDP (Constant Dollar) at Basic Prices, by Province

		Chained 2007 $ million[1]										
Province		**2005[r]**	**2006[r]**	**2007[r]**	**2008[r]**	**2009[r]**	**2010[r]**	**2011[r]**	**2012[r]**	**2013[r]**	**2014[r]**	**2015[p]**
Canada	Manufacturing	24,785	25,645	24,566	25,418	23,359	23,105	22,935	22,538	22,085	22,928	23,442
	Services	69,369	73,247	75,734	78,208	77,523	79,374	83,782	86,491	87,703	90,278	90,922
	Total	94,152	98,894	100,300	103,625	100,889	102,480	106,728	109,059	109,826	113,247	114,413
British Columbia	Manufacturing	1,247	1,314	1,307	1,289	1,153	1,364	1,360	1,408	1,382	1,497	1,548
	Services	9,074	9,714	10,460	10,708	10,302	10,477	10,961	11,347	11,887	12,305	12,582
	Total	10,320	11,028	11,768	11,999	11,462	11,833	12,319	12,754	13,272	13,803	14,130
Alberta	Manufacturing	1,053	996	915	887	769	655	724	766	757	760	758
	Services	10,918	12,159	12,605	13,117	12,749	13,026	14,348	14,850	15,217	15,875	14,985
	Total	11,954	13,148	13,520	14,004	13,514	13,661	15,052	15,596	15,952	16,611	15,723
Saskatchewan	Manufacturing	154	213	237	252	215	185	162	170	145	153	149
	Services	1,204	1,265	1,317	1,428	1,458	1,561	1,672	1,789	1,773	1,774	1,732
	Total	1,360	1,478	1,554	1,680	1,670	1,741	1,829	1,954	1,914	1,921	1,875
Manitoba	Manufacturing	678	664	724	758	732	769	821	852	891	885	1,014
	Services	1,505	1,570	1,626	1,684	1,703	1,780	1,901	1,917	1,904	1,920	1,922
	Total	2,180	2,234	2,350	2,442	2,435	2,548	2,722	2,769	2,795	2,806	2,927
Ontario	Manufacturing	11,701	12,635	11,681	12,223	11,514	11,180	11,010	10,317	9,660	9,935	10,230
	Services	29,020	30,275	30,894	31,750	31,994	32,630	33,877	34,591	33,955	34,928	36,040
	Total	40,726	42,906	42,575	43,968	43,520	43,834	44,939	45,011	43,748	44,999	46,412
Quebec	Manufacturing	9,812	9,593	9,095	9,489	8,501	8,707	8,658	8,779	8,770	9,041	8,941
	Services	13,961	14,728	15,052	15,674	15,747	15,946	16,956	17,349	17,629	17,964	18,352
	Total	23,766	24,320	24,146	25,163	24,243	24,649	25,613	26,130	26,402	27,010	27,279
		% change from previous year										
Province		**2005[r]**	**2006[r]**	**2007[r]**	**2008[r]**	**2009[r]**	**2010[r]**	**2011[r]**	**2012[r]**	**2013[r]**	**2014[r]**	**2015[p]**
Canada	Manufacturing	2.5	3.5	-4.2	3.5	-8.1	-1.1	-0.7	-1.7	-2.0	3.8	2.2
	Services	3.2	5.6	3.4	3.3	-0.9	2.4	5.6	3.2	1.4	2.9	0.7
	Total	3.0	5.0	1.4	3.3	-2.6	1.6	4.1	2.2	0.7	3.1	1.0
British Columbia	Manufacturing	4.1	5.4	-0.5	-1.4	-10.5	18.3	-0.3	3.6	-1.9	8.3	3.4
	Services	6.9	7.1	7.7	2.4	-3.8	1.7	4.6	3.5	4.8	3.5	2.2
	Total	6.6	6.9	6.7	2.0	-4.5	3.2	4.1	3.5	4.1	4.0	2.4
Alberta	Manufacturing	-4.5	-5.5	-8.1	-3.0	-13.3	-14.9	10.7	5.7	-1.1	0.4	-0.3
	Services	4.9	11.4	3.7	4.1	-2.8	2.2	10.2	3.5	2.5	4.3	-5.6
	Total	4.0	10.0	2.8	3.6	-3.5	1.1	10.2	3.6	2.3	4.1	-5.3
Saskatchewan	Manufacturing	-1.0	38.0	11.4	6.4	-14.6	-14.3	-12.4	4.9	-14.6	5.4	-2.8
	Services	6.3	5.1	4.2	8.4	2.1	7.1	7.1	7.0	-0.9	0.0	-2.4
	Total	5.4	8.6	5.2	8.1	-0.6	4.2	5.0	6.8	-2.1	0.4	-2.4
Manitoba	Manufacturing	-2.2	-2.0	9.0	4.6	-3.4	5.0	6.7	3.8	4.6	-0.7	14.6
	Services	1.7	4.4	3.5	3.6	1.1	4.5	6.8	0.8	-0.7	0.8	0.1
	Total	0.6	2.5	5.2	3.9	-0.3	4.7	6.8	1.7	0.9	0.4	4.3
Ontario	Manufacturing	1.7	8.0	-7.5	4.6	-5.8	-2.9	-1.5	-6.3	-6.4	2.8	3.0
	Services	3.3	4.3	2.0	2.8	0.8	2.0	3.8	2.1	-1.8	2.9	3.2
	Total	2.9	5.4	-0.8	3.3	-1.0	0.7	2.5	0.2	-2.8	2.9	3.1
Quebec	Manufacturing	2.8	-2.2	-5.2	4.3	-10.4	2.4	-0.6	1.4	-0.1	3.1	-1.1
	Services	1.1	5.5	2.2	4.1	0.5	1.3	6.3	2.3	1.6	1.9	2.2
	Total	1.8	2.3	-0.7	4.2	-3.7	1.7	3.9	2.0	1.0	2.3	1.0

1. Note that for chained data, the aggregates are not equal to the sum of their components and, therefore, the sum of the industries will not necessarily equal the "all industries" total.

[r] Revised

[p] Preliminary

Source: BC Stats

Table 5. High Technology GDP (Current Dollar) at Basic Prices, by Province and the U.S.

		Cdn $ million										
Region		**2005[r]**	**2006[r]**	**2007[r]**	**2008[r]**	**2009[r]**	**2010[r]**	**2011[r]**	**2012[r]**	**2013[r]**	**2014[r]**	**2015[p]**
Canada	Manufacturing	22,962	24,488	24,566	25,241	24,632	24,885	24,564	24,848	24,350	26,919	28,971
	Services	65,635	69,744	75,734	79,608	80,782	84,918	91,884	96,824	98,112	103,602	109,586
	Total	88,597	94,233	100,300	104,849	105,413	109,802	116,448	121,673	122,462	130,521	138,557
British Columbia	Manufacturing	1,094	1,228	1,307	1,194	1,133	1,224	1,295	1,415	1,412	1,596	1,673
	Services	8,587	9,133	10,460	10,774	10,596	10,810	11,584	12,175	12,562	13,471	14,155
	Total	9,681	10,360	11,768	11,968	11,729	12,034	12,879	13,589	13,974	15,067	15,828
Alberta	Manufacturing	973	820	915	927	849	813	899	969	941	954	1,078
	Services	10,288	11,499	12,605	13,569	13,159	13,880	15,713	17,078	17,815	19,326	18,889
	Total	11,261	12,318	13,520	14,496	14,009	14,693	16,613	18,046	18,756	20,280	19,967
Saskatchewan	Manufacturing	151	191	237	260	233	193	173	184	164	176	171
	Services	1,189	1,253	1,317	1,488	1,472	1,648	1,799	1,987	2,068	2,166	2,202
	Total	1,340	1,444	1,554	1,748	1,705	1,841	1,972	2,171	2,232	2,342	2,373
Manitoba	Manufacturing	558	653	724	769	721	756	807	914	982	898	1,091
	Services	1,497	1,538	1,626	1,691	1,689	1,767	1,927	2,047	2,137	2,274	2,244
	Total	2,055	2,191	2,350	2,460	2,409	2,522	2,735	2,960	3,119	3,172	3,335
Ontario	Manufacturing	10,403	11,894	11,681	11,704	11,984	11,500	11,392	10,765	10,067	11,106	11,944
	Services	27,313	28,713	30,894	32,291	33,407	35,424	37,701	39,080	39,075	40,740	45,010
	Total	37,716	40,607	42,575	43,995	45,391	46,924	49,093	49,844	49,141	51,845	56,954
Quebec	Manufacturing	9,174	9,096	9,095	9,709	8,938	9,606	9,235	9,787	9,986	11,295	12,061
	Services	13,378	14,032	15,052	15,839	16,514	17,287	18,794	19,865	19,965	21,004	21,882
	Total	22,551	23,128	24,146	25,547	25,451	26,892	28,029	29,652	29,951	32,299	33,943
United States[1]	Manufacturing	529,125	540,802	539,542	551,022	616,296	571,736	547,722	560,373	586,675	653,910	805,448
	Services	1,041,313	1,025,967	1,050,347	1,124,949	1,185,024	1,110,986	1,100,791	1,151,140	1,240,110	1,388,869	1,711,450
	Total	1,570,437	1,566,769	1,589,889	1,675,971	1,801,320	1,682,722	1,648,514	1,711,513	1,826,785	2,042,780	2,516,899
		% change from previous year										
Region		**2005[r]**	**2006[r]**	**2007[r]**	**2008[r]**	**2009[r]**	**2010[r]**	**2011[r]**	**2012[r]**	**2013[r]**	**2014[r]**	**2015[p]**
Canada	Manufacturing	2.4	6.6	0.3	2.7	-2.4	1.0	-1.3	1.2	-2.0	10.5	7.6
	Services	5.3	6.3	8.6	5.1	1.5	5.1	8.2	5.4	1.3	5.6	5.8
	Total	4.6	6.4	6.4	4.5	0.5	4.2	6.1	4.5	0.6	6.6	6.2
British Columbia	Manufacturing	6.7	12.3	6.5	-8.7	-5.1	8.0	5.8	9.3	-0.2	13.0	4.9
	Services	6.0	6.3	14.5	3.0	-1.7	2.0	7.2	5.1	3.2	7.2	5.1
	Total	6.1	7.0	13.6	1.7	-2.0	2.6	7.0	5.5	2.8	7.8	5.1
Alberta	Manufacturing	1.7	-15.8	11.6	1.4	-8.4	-4.3	10.6	7.7	-2.8	1.3	13.1
	Services	10.3	11.8	9.6	7.7	-3.0	5.5	13.2	8.7	4.3	8.5	-2.3
	Total	9.5	9.4	9.8	7.2	-3.4	4.9	13.1	8.6	3.9	8.1	-1.5
Saskatchewan	Manufacturing	2.6	26.7	23.9	9.8	-10.6	-17.2	-10.2	6.5	-11.2	7.4	-2.4
	Services	9.2	5.4	5.1	12.9	-1.0	11.9	9.1	10.5	4.1	4.7	1.6
	Total	8.4	7.8	7.6	12.5	-2.5	8.0	7.1	10.1	2.8	4.9	1.3
Manitoba	Manufacturing	-12.9	17.0	10.9	6.2	-6.3	4.8	6.9	13.2	7.5	-8.6	21.5
	Services	5.7	2.8	5.7	4.0	-0.2	4.6	9.1	6.2	4.4	6.4	-1.3
	Total	-0.1	6.6	7.2	4.7	-2.1	4.7	8.4	8.3	5.4	1.7	5.1
Ontario	Manufacturing	2.5	14.3	-1.8	0.2	2.4	-4.0	-0.9	-5.5	-6.5	10.3	7.5
	Services	4.1	5.1	7.6	4.5	3.5	6.0	6.4	3.7	0.0	4.3	10.5
	Total	3.7	7.7	4.8	3.3	3.2	3.4	4.6	1.5	-1.4	5.5	9.9
Quebec	Manufacturing	1.9	-0.8	0.0	6.7	-7.9	7.5	-3.9	6.0	2.0	13.1	6.8
	Services	3.7	4.9	7.3	5.2	4.3	4.7	8.7	5.7	0.5	5.2	4.2
	Total	3.0	2.6	4.4	5.8	-0.4	5.7	4.2	5.8	1.0	7.8	5.1
United States	Manufacturing	-2.3	2.2	-0.2	2.1	11.8	-7.2	-4.2	2.3	4.7	11.5	23.2
	Services	-2.1	-1.5	2.4	7.1	5.3	-6.2	-0.9	4.6	7.7	12.0	23.2
	Total	-2.2	-0.2	1.5	5.4	7.5	-6.6	-2.0	3.8	6.7	11.8	23.2

1. Figures for the United States were converted from U.S. dollar data using an average annual exchange rate.

[r] Revised
[p] Preliminary

Source: BC Stats

Table 6. High Technology GDP (current dollar) for Selected U.S. States[1]

					Cdn $ million[2]						
State	**2005**	**2006**	**2007**	**2008[r]**	**2009[r]**	**2010[r]**	**2011[r]**	**2012[r]**	**2013[r]**	**2014[r]**	**2015[p]**
USA	**1,570,437**	**1,566,769**	**1,589,889**	**1,675,971**	**1,801,320**	**1,682,722**	**1,648,514**	**1,711,513**	**1,826,785**	**2,042,780**	**2,516,899**
California	298,048	290,328	294,639	307,423	339,546	323,953	326,560	370,438	404,655	462,783	na
Texas	112,487	112,939	110,577	118,413	125,991	114,319	116,544	127,912	140,592	159,851	na
New York	92,594	93,713	87,875	95,663	108,600	101,284	98,343	102,322	108,838	124,627	na
Florida	59,549	57,599	56,019	56,982	60,136	52,552	51,150	53,809	59,210	66,167	na
Massachusetts	59,236	57,510	60,701	61,408	64,790	64,287	64,082	71,286	73,820	82,420	na
Washington	63,779	62,917	69,090	70,853	76,963	72,933	73,735	80,378	86,066	98,244	na
Virginia	52,810	50,102	48,874	51,452	58,602	54,402	54,542	58,186	58,902	64,006	na
Pennsylvania	58,114	53,769	53,088	60,131	69,974	61,649	59,776	63,335	66,997	74,043	na
Illinois	49,455	48,141	47,014	48,651	54,231	49,875	49,402	52,024	55,708	61,116	na
New Jersey	58,812	60,270	60,842	65,277	68,111	60,144	57,378	57,266	60,820	68,330	na
Michigan	27,491	25,411	25,142	25,804	26,189	23,996	24,377	25,812	27,957	30,992	na
North Carolina	42,328	49,059	47,751	51,922	59,667	52,783	53,931	51,955	61,519	70,261	na
Georgia	39,890	39,062	38,328	38,026	38,903	35,479	34,319	37,348	41,176	45,744	na
Ohio	34,798	32,880	32,361	33,795	35,742	31,991	33,385	33,806	35,961	40,029	na
Maryland	37,047	36,236	37,444	42,238	48,665	46,554	46,137	46,538	48,029	52,650	na
Colorado	38,137	37,116	37,924	38,969	43,359	40,563	40,402	42,399	45,317	50,979	na
Minnesota	25,250	23,351	22,168	23,558	24,725	24,136	24,163	24,994	27,567	31,060	na
Arizona	26,832	26,220	25,251	25,525	24,922	23,927	24,218	26,869	27,006	30,698	na
Missouri	21,787	19,904	19,414	20,512	23,330	22,795	20,673	22,369	23,122	26,450	na
Indiana	32,424	31,056	33,909	40,109	46,092	40,775	38,942	37,421	41,822	45,489	na
Other States	339,569	359,188	381,478	399,260	402,781	384,326	356,453	325,044	331,697	356,840	na
					% change from previous year						
State	**2005**	**2006**	**2007**	**2008[r]**	**2009[r]**	**2010[r]**	**2011[r]**	**2012[r]**	**2013[r]**	**2014[r]**	**2015[p]**
USA	**-2.2**	**-0.2**	**1.5**	**5.4**	**7.5**	**-6.6**	**-2.0**	**3.8**	**6.7**	**11.8**	**23.2**
California	-1.9	-2.6	1.5	4.3	10.4	-4.6	0.8	13.4	9.2	14.4	na
Texas	-2.2	0.4	-2.1	7.1	6.4	-9.3	1.9	9.8	9.9	13.7	na
New York	-3.5	1.2	-6.2	8.9	13.5	-6.7	-2.9	4.0	6.4	14.5	na
Florida	0.1	-3.3	-2.7	1.7	5.5	-12.6	-2.7	5.2	10.0	11.7	na
Massachusetts	-2.7	-2.9	5.5	1.2	5.5	-0.8	-0.3	11.2	3.6	11.6	na
Washington	8.6	-1.4	9.8	2.6	8.6	-5.2	1.1	9.0	7.1	14.1	na
Virginia	-2.1	-5.1	-2.5	5.3	13.9	-7.2	0.3	6.7	1.2	8.7	na
Pennsylvania	-3.7	-7.5	-1.3	13.3	16.4	-11.9	-3.0	6.0	5.8	10.5	na
Illinois	-1.7	-2.7	-2.3	3.5	11.5	-8.0	-0.9	5.3	7.1	9.7	na
New Jersey	-3.6	2.5	0.9	7.3	4.3	-11.7	-4.6	-0.2	6.2	12.3	na
Michigan	-7.5	-7.6	-1.1	2.6	1.5	-8.4	1.6	5.9	8.3	10.9	na
North Carolina	4.8	15.9	-2.7	8.7	14.9	-11.5	2.2	-3.7	18.4	14.2	na
Georgia	-2.2	-2.1	-1.9	-0.8	2.3	-8.8	-3.3	8.8	10.3	11.1	na
Ohio	-1.5	-5.5	-1.6	4.4	5.8	-10.5	4.4	1.3	6.4	11.3	na
Maryland	0.4	-2.2	3.3	12.8	15.2	-4.3	-0.9	0.9	3.2	9.6	na
Colorado	0.5	-2.7	2.2	2.8	11.3	-6.4	-0.4	4.9	6.9	12.5	na
Minnesota	1.0	-7.5	-5.1	6.3	5.0	-2.4	0.1	3.4	10.3	12.7	na
Arizona	-9.8	-2.3	-3.7	1.1	-2.4	-4.0	1.2	10.9	0.5	13.7	na
Missouri	-5.5	-8.6	-2.5	5.7	13.7	-2.3	-9.3	8.2	3.4	14.4	na
Indiana	-4.7	-4.2	9.2	18.3	14.9	-11.5	-4.5	-3.9	11.8	8.8	na
Other States	-3.9	5.8	6.2	4.7	0.9	-4.6	-7.3	-8.8	2.0	7.6	na

1. Top 20 states by employment in 2015.
2. Figures converted from U.S. dollar data using an average annual exchange rate.

[r] Revised

[p] Preliminary

Source: BC Stats

Table 7. British Columbia High Technology Sector Revenues

					2009	2010	2011	2012	2013	2014	2015
					$ million						
INDUSTRY	**2005[r]**	**2006[r]**	**2007[r]**	**2008[r]**	**2009[r]**	**2010[r]**	**2011[r]**	**2012[r]**	**2013[r]**	**2014[r]**	**2015[p]**
Manufacturing	**2,356**	**2,738**	**2,827**	**2,939**	**2,567**	**2,916**	**2,911**	**3,224**	**3,290**	**3,616**	**3,740**
Services	**13,791**	**14,496**	**15,633**	**16,110**	**16,447**	**16,381**	**17,912**	**18,625**	**19,930**	**21,421**	**22,549**
Motion picture production & post-production	704	767	750	805	519	484	600	752	949	1,282	1,556
Telecommunications	5,490	5,491	5,350	5,177	5,959	5,485	5,638	5,586	5,880	6,024	6,177
Engineering services	1,983	2,412	2,923	3,042	2,922	2,957	3,380	3,700	3,991	4,064	3,915
Software publishing	1,186	1,277	1,324	1,498	1,226	1,340	1,402	1,330	1,454	1,577	1,744
Other computer and related services	2,873	3,118	3,320	3,335	3,628	3,837	4,159	4,571	4,788	5,523	6,024
Other services	1,556	1,431	1,967	2,253	2,193	2,277	2,734	2,685	2,868	2,951	3,132
High Technology Sector Total	**16,147**	**17,234**	**18,461**	**19,049**	**19,013**	**19,297**	**20,823**	**21,848**	**23,220**	**25,037**	**26,289**
					19	**19**	**21**	**22**	**23**	**25**	**26**

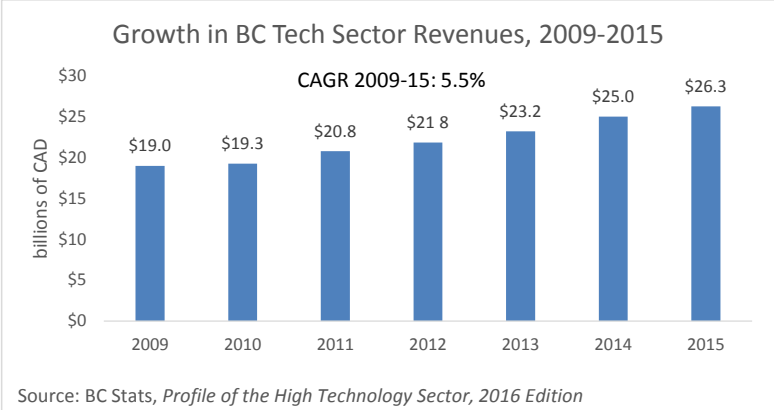
2009-15 CAG 1.05548947

					% change from previous year						
INDUSTRY	**2005[r]**	**2006[r]**	**2007[r]**	**2008[r]**	**2009[r]**	**2010[r]**	**2011[r]**	**2012[r]**	**2013[r]**	**2014[r]**	**2015[p]**
Manufacturing	**-5.9**	**16.2**	**3.3**	**4.0**	**-12.7**	**13.6**	**-0.2**	**10.8**	**2.1**	**9.9**	**3.4**
Services	**16.0**	**5.1**	**7.8**	**3.0**	**2.1**	**-0.4**	**9.3**	**4.0**	**7.0**	**7.5**	**5.3**
Motion picture production & post-production	59.4	8.9	-2.2	7.4	-35.5	-6.9	24.0	25.4	26.1	35.2	21.4
Telecommunications	8.9	0.0	-2.6	-3.2	15.1	-7.9	2.8	-0.9	5.3	2.4	2.6
Engineering services	26.7	21.7	21.1	4.1	-4.0	1.2	14.3	9.5	7.9	1.8	-3.7
Software publishing	1.8	7.7	3.7	13.1	-18.1	9.3	4.6	-5.1	9.3	8.5	10.6
Other computer and related services	17.0	8.5	6.5	0.4	8.8	5.8	8.4	9.9	4.7	15.4	9.1
Other services	27.0	-8.1	37.5	14.5	-2.7	3.9	20.0	-1.8	6.8	2.9	6.1
High Technology Sector Total	**12.2**	**6.7**	**7.1**	**3.2**	**-0.2**	**1.5**	**7.9**	**4.9**	**6.3**	**7.8**	**5.0**

[r] Revised

[p] Preliminary

Source: BC Stats and Statistics Canada



Source: BC Stats, *Profile of the High Technology Sector, 2016 Edition*

Table 8. High Technology Sector Revenues, by Province and the U.S.

					Cdn $ million						
Region	**2005[r]**	**2006[r]**	**2007[r]**	**2008[r]**	**2009[r]**	**2010[r]**	**2011[r]**	**2012[r]**	**2013[r]**	**2014[r]**	**2015[p]**
Canada	162,739	174,061	186,535	194,866	190,883	193,586	211,240	219,047	222,606	237,429	252,265
British Columbia	16,147	17,234	18,461	19,049	19,013	19,297	20,823	21,848	23,220	25,037	26,289
Alberta	17,914	20,465	22,097	23,793	21,629	22,710	25,181	28,209	29,509	31,896	31,203
Saskatchewan	2,335	2,562	3,690	3,777	4,086	4,223	4,952	4,792	4,203	4,273	4,357
Manitoba	3,632	3,909	5,013	5,159	5,400	5,225	6,780	7,395	7,978	8,613	9,128
Ontario	71,538	77,277	82,511	85,329	87,083	86,129	92,785	93,378	93,536	98,714	108,350
Quebec	45,173	46,277	48,603	49,533	48,892	49,067	52,236	54,661	55,496	60,105	63,221
United States[1]	2,516,432	2,494,222	2,525,557	2,604,719	2,658,549	2,495,585	2,545,524	2,656,497	2,802,458	3,134,650	3,798,713
					% change from previous year						
Region	**2005[r]**	**2006[r]**	**2007[r]**	**2008[r]**	**2009[r]**	**2010[r]**	**2011[r]**	**2012[r]**	**2013[r]**	**2014[r]**	**2015[p]**
Canada	3.1	7.0	7.2	4.5	-2.0	1.4	9.1	3.7	1.6	6.7	6.2
British Columbia	12.2	6.7	7.1	3.2	-0.2	1.5	7.9	4.9	6.3	7.8	5.0
Alberta	8.1	14.2	8.0	7.7	-9.1	5.0	10.9	12.0	4.6	8.1	-2.2
Saskatchewan	10.2	9.7	44.1	2.4	8.2	3.3	17.3	-3.2	-12.3	1.7	2.0
Manitoba	0.3	7.6	28.2	2.9	4.7	-3.2	29.8	9.1	7.9	8.0	6.0
Ontario	1.8	8.0	6.8	3.4	2.1	-1.1	7.7	0.6	0.2	5.5	9.8
Quebec	-0.3	2.4	5.0	1.9	-1.3	0.4	6.5	4.6	1.5	8.3	5.2
United States	0.1	-0.9	1.3	3.1	2.1	-6.1	2.0	4.4	5.5	11.9	21.2

1. Figures for the United States were converted from U.S. dollar data using an average annual exchange rate.

[r] Revised

[p] Preliminary

Source: BC Stats

Table 9. High Technology Sector Revenues for Selected U.S. States[1]

					Cdn $ million[2]						
State	**2005**	**2006**	**2007**	**2008**	**2009**	**2010**	**2011**	**2012**	**2013**	**2014[P]**	**2015[P]**
USA	**2,516,432**	**2,494,222**	**2,525,557**	**2,604,719**	**2,658,549**	**2,495,585**	**2,545,524**	**2,656,497**	**2,802,458**	**3,134,650**	**3,798,713**
California	462,696	454,083	451,284	466,723	470,614	445,609	458,465	501,509	538,288	610,037	na
Texas	192,094	193,132	197,293	205,639	189,813	174,097	172,781	184,351	198,755	219,599	na
New York	144,063	143,461	139,700	144,753	155,010	147,080	147,275	147,823	148,709	174,782	na
Florida	102,835	100,039	97,906	98,394	98,522	90,311	89,543	91,805	95,434	107,456	na
Massachusetts	96,445	97,646	99,803	102,631	100,026	98,739	98,303	103,425	108,508	120,579	na
Washington	94,288	101,732	103,164	105,978	114,461	104,688	109,316	124,528	133,852	161,836	na
Virginia	101,857	95,914	99,990	103,345	111,868	105,110	104,848	105,951	107,669	115,106	na
Pennsylvania	98,895	91,512	87,492	94,086	101,274	89,979	89,596	92,991	96,965	104,120	na
Illinois	81,074	80,419	81,136	85,044	84,900	77,732	79,168	76,755	83,545	92,435	na
New Jersey	92,795	94,693	100,522	103,609	106,292	98,543	98,746	101,917	104,606	113,191	na
Michigan	43,844	40,667	41,245	42,355	42,029	38,905	41,076	44,920	47,125	51,595	na
North Carolina	75,623	80,562	76,310	76,733	80,565	74,433	82,195	78,687	87,084	101,343	na
Georgia	69,486	66,858	67,475	69,148	71,539	67,347	70,135	78,713	85,077	96,559	na
Ohio	63,279	60,710	60,700	61,496	62,184	56,935	57,163	58,529	61,143	66,599	na
Maryland	57,693	57,247	57,359	61,511	66,778	64,087	63,873	62,748	66,519	72,623	na
Colorado	56,612	58,116	60,887	60,769	62,765	60,028	59,348	59,127	62,401	71,289	na
Minnesota	43,336	41,272	38,447	39,610	38,744	37,375	37,491	39,318	42,091	43,879	na
Arizona	43,731	46,687	46,724	46,850	45,418	41,354	40,562	42,337	48,577	53,723	na
Missouri	41,409	37,140	37,884	38,924	40,073	38,243	37,350	39,328	40,626	45,708	na
Indiana	48,015	45,497	49,228	50,881	53,884	47,284	49,364	50,302	53,431	59,300	na
Other States	506,361	506,836	531,006	546,239	561,792	537,706	558,926	571,434	592,053	652,892	na
					% change from previous year						
State	**2005**	**2006**	**2007**	**2008**	**2009**	**2010**	**2011**	**2012**	**2013**	**2014[P]**	**2015[P]**
USA	**0.1**	**-0.9**	**1.3**	**3.1**	**2.1**	**-6.1**	**2.0**	**4.4**	**5.5**	**11.9**	**21.2**
California	1.1	-1.9	-0.6	3.4	0.8	-5.3	2.9	9.4	7.3	13.3	na
Texas	-0.5	0.5	2.2	4.2	-7.7	-8.3	-0.8	6.7	7.8	10.5	na
New York	-0.3	-0.4	-2.6	3.6	7.1	-5.1	0.1	0.4	0.6	17.5	na
Florida	0.5	-2.7	-2.1	0.5	0.1	-8.3	-0.8	2.5	4.0	12.6	na
Massachusetts	-4.5	1.2	2.2	2.8	-2.5	-1.3	-0.4	5.2	4.9	11.1	na
Washington	8.1	7.9	1.4	2.7	8.0	-8.5	4.4	13.9	7.5	20.9	na
Virginia	-2.7	-5.8	4.2	3.4	8.2	-6.0	-0.2	1.1	1.6	6.9	na
Pennsylvania	-2.1	-7.5	-4.4	7.5	7.6	-11.2	-0.4	3.8	4.3	7.4	na
Illinois	-5.8	-0.8	0.9	4.8	-0.2	-8.4	1.8	-3.0	8.8	10.6	na
New Jersey	-3.8	2.0	6.2	3.1	2.6	-7.3	0.2	3.2	2.6	8.2	na
North Carolina	-3.9	-7.2	1.4	2.7	-0.8	-7.4	5.6	9.4	4.9	9.5	na
Georgia	11.2	6.5	-5.3	0.6	5.0	-7.6	10.4	-4.3	10.7	16.4	na
Ohio	-1.2	-3.8	0.9	2.5	3.5	-5.9	4.1	12.2	8.1	13.5	na
Michigan	0.0	-4.1	0.0	1.3	1.1	-8.4	0.4	2.4	4.5	8.9	na
Maryland	2.9	-0.8	0.2	7.2	8.6	-4.0	-0.3	-1.8	6.0	9.2	na
Colorado	-1.4	2.7	4.8	-0.2	3.3	-4.4	-1.1	-0.4	5.5	14.2	na
Minnesota	3.9	-4.8	-6.8	3.0	-2.2	-3.5	0.3	4.9	7.1	4.2	na
Arizona	-9.0	6.8	0.1	0.3	-3.1	-8.9	-1.9	4.4	14.7	10.6	na
Missouri	-3.8	-10.3	2.0	2.7	3.0	-4.6	-2.3	5.3	3.3	12.5	na
Indiana	4.6	-5.2	8.2	3.4	5.9	-12.2	4.4	1.9	6.2	11.0	na
Other States	1.1	0.1	4.8	2.9	2.8	-4.3	3.9	2.2	3.6	10.3	na

1. Top 20 states by employment in 2015.
2. Figures converted from U.S. dollar data using an average annual exchange rate.

[P] Preliminary

Source: BC Stats

Table 10. British Columbia High Technology Sector Employment[1]

INDUSTRY	1997[r]	1998[r]	1999[r]	2000[r]	2001[r]	2002[r]	2003[r]	2004[r]	2005[r]	2006[r]	2007[r]	2008[r]	2009[r]	2010[r]	2011[r]	2012[r]	2013[r]	2014[r]	2015[P]
Manufacturing Industries	**11,420**	**12,010**	**14,460**	**15,500**	**15,220**	**14,710**	**12,940**	**12,940**	**14,110**	**15,480**	**15,530**	**15,390**	**14,370**	**13,510**	**13,530**	**14,400**	**14,360**	**14,690**	**14,390**
Service Industries	**46,460**	**45,630**	**49,110**	**52,620**	**56,340**	**56,540**	**59,440**	**60,380**	**66,060**	**70,300**	**76,070**	**78,960**	**76,980**	**76,300**	**78,560**	**79,490**	**81,200**	**84,170**	**87,390**
Motion picture production & post-production	1,540	2,390	3,740	3,090	3,240	4,410	4,280	4,980	5,890	5,820	6,340	5,700	7,570	7,650	6,840	4,750	4,800	5,050	6,020
Telecommunications	12,820	12,540	12,400	12,800	13,100	12,650	12,670	12,850	13,100	13,160	13,320	13,090	12,690	12,650	12,620	12,800	12,630	13,170	13,290
Engineering services	12,770	10,070	9,900	9,300	10,100	9,300	10,200	10,270	12,450	13,180	13,910	15,230	13,970	12,990	14,530	15,780	18,380	18,090	17,900
Software publishing	1,920	2,100	2,540	3,200	3,670	4,070	4,730	5,490	7,090	7,390	8,160	8,490	8,040	7,650	7,220	7,660	7,800	7,440	8,240
Other computer and related services	9,890	10,690	12,670	15,760	16,080	15,950	17,500	16,520	17,340	18,740	19,240	20,230	19,740	20,970	22,620	22,130	21,950	23,770	25,190
Other services	7,520	7,850	7,870	8,460	10,150	10,180	10,050	10,280	10,200	12,010	15,110	16,230	14,970	14,400	14,730	16,380	15,650	16,640	16,740
High Technology Sector Total	**57,880**	**57,640**	**63,580**	**68,120**	**71,560**	**71,260**	**72,380**	**73,320**	**80,170**	**85,770**	**91,600**	**94,350**	**91,350**	**89,820**	**92,100**	**93,890**	**95,560**	**98,860**	**101,780**
BC Industrial Aggregate	**1,492,790**	**1,500,400**	**1,502,540**	**1,566,170**	**1,618,590**	**1,619,810**	**1,653,060**	**1,694,030**	**1,753,790**	**1,828,070**	**1,893,550**	**1,944,290**	**1,893,340**	**1,897,170**	**1,927,300**	**1,950,030**	**1,987,440**	**2,019,860**	**2,069,860**

% change from previous year

INDUSTRY	1997	1998[r]	1999[r]	2000[r]	2001[r]	2002[r]	2003[r]	2004[r]	2005[r]	2006[r]	2007[r]	2008[r]	2009[r]	2010[r]	2011[r]	2012[r]	2013[r]	2014[r]	2015[P]
Manufacturing Industries		**5.2**	**20.4**	**7.2**	**-1.8**	**-3.3**	**-12.1**	**0.0**	**9.1**	**9.7**	**0.3**	**-0.9**	**-6.6**	**-6.0**	**0.1**	**6.4**	**-0.3**	**2.3**	**-2.1**
Service Industries		**-1.8**	**7.6**	**7.1**	**7.1**	**0.4**	**5.1**	**1.6**	**9.4**	**6.4**	**8.2**	**3.8**	**-2.5**	**-0.9**	**3.0**	**1.2**	**2.2**	**3.6**	**3.8**
Motion picture production & post-production		55.1	56.9	-17.3	4.6	36.1	-2.8	16.2	18.2	-1.2	9.1	-10.2	32.9	1.0	-10.5	-30.6	1.2	5.3	19.2
Telecommunications		-2.2	-1.1	3.2	2.3	-3.5	0.2	1.4	1.9	0.5	1.2	-1.8	-3.0	-0.3	-0.2	1.4	-1.3	4.3	0.9
Engineering services		-21.1	-1.7	-6.1	8.6	-7.9	9.7	0.7	21.3	5.8	5.5	9.5	-8.3	-7.0	11.9	8.6	16.4	-1.6	-1.1
Software publishing		9.6	20.8	26.1	14.9	10.7	16.3	16.0	29.2	4.3	10.3	4.1	-5.3	-4.9	-5.5	6.1	1.8	-4.6	10.8
Other computer and related services		8.0	18.5	24.4	2.0	-0.8	9.7	-5.6	4.9	8.1	2.6	5.2	-2.4	6.3	7.8	-2.2	-0.8	8.3	6.0
Other services		4.3	0.2	7.6	19.9	0.3	-1.2	2.2	-0.8	17.8	25.8	7.4	-7.8	-3.8	2.3	11.2	-4.4	6.4	0.6
High Technology Sector Total		**-0.4**	**10.3**	**7.1**	**5.1**	**-0.4**	**1.6**	**1.3**	**9.3**	**7.0**	**6.8**	**3.0**	**-3.2**	**-1.7**	**2.5**	**2.0**	**1.8**	**3.4**	**2.9**
BC Industrial Aggregate	**2.4**	**0.5**	**0.1**	**4.2**	**3.3**	**0.1**	**2.1**	**2.5**	**3.5**	**4.2**	**3.6**	**2.7**	**-2.6**	**0.2**	**1.6**	**1.2**	**1.9**	**1.6**	**2.5**

1. Totals and percent changes are calculated using unrounded data.

[r] Revised

[P] Preliminary

Source: BC Stats and Statistics Canada

Table 11. British Columbia Employment by Industry[1]

Persons (thousands)

	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001[r]	2002[r]	2003[r]	2004[r]	2005[r]	2006[r]	2007[r]	2008[r]	2009[r]	2010[r]	2011[r]	2012[r]	2013[r]	2014[r]	2015
Goods Producing Industries	**292.5**	**286.0**	**290.2**	**302.4**	**298.9**	**298.6**	**308.5**	**301.2**	**301.8**	**314.7**	**290.0**	**283.4**	**282.9**	**292.2**	**302.9**	**318.4**	**329.2**	**329.3**	**291.9**	**290.1**	**303.4**	**310.6**	**317.6**	**321.1**	**327.0**
Agriculture and Related	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Fishing and Related	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Forestry and Related	82.0	76.8	77.5	83.0	80.5	81.2	79.4	73.6	76.8	80.5	70.0	65.3	66.7	67.5	64.7	61.4	60.6	54.3	43.0	42.6	43.3	43.8	44.7	46.3	47.2
Logging and Forestry	18.0	17.3	18.2	19.6	19.8	20.1	19.7	17.6	17.8	18.3	17.4	17.0	17.1	17.8	16.5	15.0	14.7	12.4	9.5	10.6	11.1	11.3	11.4	11.8	12.4
Paper and Allied Products	23.3	20.8	21.0	20.3	20.3	18.5	16.6	16.6	17.8	18.8	15.0	11.6	13.6	13.2	12.3	12.2	11.9	10.7	8.7	7.6	7.3	7.8	7.9	8.2	8.4
Wood Manufacturing	40.6	38.7	38.3	43.1	40.4	42.6	43.1	39.4	41.2	43.4	37.6	36.7	36.0	36.5	35.9	34.2	33.9	31.1	24.8	24.4	24.9	24.7	25.4	26.3	26.4
Mining and Oil and Gas Extraction	16.1	12.7	10.5	12.3	13.1	11.9	12.8	13.0	10.7	10.6	10.6	10.7	11.1	11.8	13.3	14.8	16.2	18.3	15.2	15.8	18.9	22.2	22.8	22.6	19.7
Other Manufacturing	73.8	73.0	77.4	80.5	76.0	77.1	83.1	87.6	91.3	98.8	93.7	90.5	88.3	88.7	91.2	99.0	98.4	95.1	79.6	78.5	80.7	79.7	78.7	80.7	84.0
Construction	71.3	74.7	74.7	74.1	74.8	76.7	80.0	77.2	72.6	74.3	73.7	76.5	79.4	87.5	96.0	107.9	119.0	126.8	115.1	115.4	121.7	125.0	130.4	132.7	138.5
Utilities	7.6	8.0	8.8	9.0	8.3	8.6	8.6	8.4	9.1	9.4	8.7	7.4	7.9	7.9	9.2	9.3	8.9	9.2	10.0	9.3	9.4	9.5	9.2	8.9	8.7
Service Producing Industries	**1,010.2**	**1,012.2**	**1,060.9**	**1,091.1**	**1,143.6**	**1,158.7**	**1,184.3**	**1,199.2**	**1,200.8**	**1,251.5**	**1,317.3**	**1,327.6**	**1,356.0**	**1,377.9**	**1,413.9**	**1,478.9**	**1,532.5**	**1,581.4**	**1,563.5**	**1,562.0**	**1,579.6**	**1,596.6**	**1,634.5**	**1,665.5**	**1,698.6**
Retail and Wholesale Trade	238.8	232.1	240.5	240.5	251.7	252.7	255.7	257.6	258.5	271.1	288.2	293.5	306.6	314.1	323.9	336.5	349.9	357.4	344.1	338.7	342.0	342.7	348.6	353.4	356.3
Transportation and Warehousing	83.9	75.9	80.5	86.4	88.2	83.5	85.1	86.4	84.5	84.5	91.3	90.2	91.4	92.9	94.2	97.2	99.6	100.3	97.8	98.2	101.4	104.8	106.9	108.1	109.0
Information and Culture	37.0	36.2	33.7	33.6	34.4	35.0	34.5	35.0	34.5	36.3	38.5	38.4	38.8	39.2	42.4	43.4	46.5	45.1	45.9	45.9	45.4	43.1	42.4	42.4	43.3
Finance, Insurance and Real Estate	na	na	na	na	na	na	na	na	na	na	na	101.3	101.3	102.1	104.9	109.4	112.5	116.3	113.8	114.4	115.2	116.7	121.4	123.6	125.3
Professional, Scientific and Technical	48.1	48.7	50.7	55.3	65.1	66.5	68.9	72.4	74.3	82.0	81.9	78.1	79.9	80.6	82.8	89.6	95.6	101.9	97.8	97.3	100.7	104.3	106.7	109.7	114.6
Educational	94.8	96.2	104.1	105.1	112.6	120.5	121.5	122.2	123.6	127.7	124.9	126.3	124.7	126.8	129.0	134.7	138.5	139.1	138.1	136.4	139.3	142.4	144.5	142.8	146.1
Health and Social	126.8	130.8	129.6	144.3	150.9	154.0	155.7	162.9	167.9	174.5	181.3	183.5	189.4	185.0	186.7	195.4	200.1	205.7	212.9	217.5	222.3	225.1	232.9	239.9	243.8
Arts, Entertainment and Recreation	22.4	23.5	24.3	28.7	30.0	29.9	29.5	27.3	24.7	26.5	29.6	30.0	30.9	33.1	33.3	35.5	36.5	35.6	37.8	36.2	36.9	36.6	37.3	38.1	39.5
Accommodation, and Food	105.5	110.0	127.8	126.2	127.4	132.1	137.3	139.0	139.3	144.8	149.5	151.6	155.7	157.3	161.7	169.7	176.2	184.9	185.0	185.2	186.0	190.4	200.1	206.6	214.0
Public Administration	75.9	76.4	77.8	77.4	76.8	76.1	76.1	76.6	74.7	74.1	98.7	100.7	100.2	99.6	100.2	103.6	106.9	113.8	116.5	116.8	117.3	116.4	115.3	116.0	116.7
Other Services	42.6	93.1	97.2	100.4	109.0	113.7	121.1	120.1	120.8	128.5	132.2	134.1	136.9	147.1	154.8	164.0	170.1	181.3	174.0	175.4	173.0	174.0	178.5	185.0	190.0
BC Industrial Aggregate	**1,302.7**	**1,298.2**	**1,351.0**	**1,393.5**	**1,442.5**	**1,457.4**	**1,492.8**	**1,500.4**	**1,502.5**	**1,566.2**	**1,618.6**	**1,619.8**	**1,653.1**	**1,694.0**	**1,753.8**	**1,828.1**	**1,893.5**	**1,944.3**	**1,893.3**	**1,897.2**	**1,927.3**	**1,950.0**	**1,987.4**	**2,019.9**	**2,069.9**
High Technology Sector Total	**na**	**na**	**na**	**na**	**na**	**na**	**57.9**	**57.6**	**63.6**	**68.1**	**71.6**	**71.3**	**72.4**	**73.3**	**80.2**	**85.8**	**91.6**	**94.4**	**91.4**	**89.8**	**92.1**	**93.9**	**95.6**	**98.9**	**101.8**

% change from previous year

	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001[r]	2002[r]	2003[r]	2004[r]	2005[r]	2006[r]	2007[r]	2008[r]	2009[r]	2010[r]	2011[r]	2012[r]	2013[r]	2014[r]	2015
Goods Producing Industries	**-2.2**	**1.5**	**4.2**	**-1.1**	**-0.1**	**3.3**	**-2.4**	**0.2**	**4.3**	**-7.8**	**-2.3**	**-0.2**	**3.3**	**3.7**	**5.1**	**3.4**	**0.0**	**-11.3**	**-0.6**	**4.6**	**2.4**	**2.3**	**1.1**	**1.8**
Agriculture and Related	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Fishing and Related	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Forestry and Related	-6.4	0.9	7.1	-2.9	0.8	-2.3	-7.2	4.3	4.8	-13.0	-6.6	2.1	1.2	-4.1	-5.1	-1.3	-10.4	-20.9	-0.8	1.7	1.1	2.0	3.7	1.8
Logging and Forestry	-4.2	5.2	7.9	1.2	1.3	-2.0	-10.6	0.8	2.9	-5.0	-2.1	0.5	3.9	-7.0	-9.5	-1.4	-15.6	-23.6	11.4	5.1	2.0	0.4	3.4	5.3
Paper and Allied Products	-10.9	0.9	-3.2	-0.1	-8.9	-10.3	0.1	7.1	6.0	-20.2	-22.8	17.4	-2.9	-7.2	-0.2	-2.5	-10.1	-19.2	-11.8	-4.5	6.7	1.1	4.7	2.1
Wood Manufacturing	-4.7	-1.1	12.4	-6.1	5.5	1.0	-8.5	4.7	5.1	-13.3	-2.3	-2.0	1.4	-1.6	-4.8	-0.8	-8.2	-20.4	-1.7	2.2	-1.0	3.0	3.6	0.2
Mining and Oil and Gas Extraction	-21.1	-16.8	16.6	6.2	-9.2	7.7	1.8	-18.0	-0.4	0.3	0.5	3.6	6.7	12.3	11.6	9.6	12.6	-17.1	4.1	19.7	17.4	2.6	-0.8	-12.7
Other Manufacturing	-1.1	6.1	4.0	-5.6	1.5	7.7	5.5	4.2	8.2	-5.2	-3.4	-2.5	0.5	2.8	8.5	-0.6	-3.4	-16.2	-1.4	2.8	-1.3	-1.2	2.5	4.1
Construction	4.8	-0.1	-0.8	0.9	2.6	4.4	-3.5	-5.9	2.3	-0.9	3.9	3.8	10.2	9.8	12.3	10.3	6.6	-9.2	0.2	5.4	2.7	4.3	1.8	4.4
Utilities	5.0	9.7	2.2	-6.8	3.4	-0.6	-2.2	8.6	2.7	-6.5	-14.9	5.5	1.1	15.5	1.9	-4.6	3.6	8.8	-7.7	1.9	0.1	-2.9	-3.4	-2.4
Service Producing Industries	**0.2**	**4.8**	**2.9**	**4.8**	**1.3**	**2.2**	**1.3**	**0.1**	**4.2**	**5.3**	**0.8**	**2.1**	**1.6**	**2.6**	**4.6**	**3.6**	**3.2**	**-1.1**	**-0.1**	**1.1**	**1.1**	**2.4**	**1.9**	**2.0**
Retail and Wholesale Trade	-2.8	3.6	0.0	4.7	0.4	1.2	0.7	0.4	4.9	6.3	1.8	4.5	2.4	3.1	3.9	4.0	2.1	-3.7	-1.6	1.0	0.2	1.7	1.4	0.8
Transportation and Warehousing	-9.5	6.0	7.4	2.1	-5.4	1.9	1.6	-2.2	-0.1	8.0	-1.1	1.3	1.7	1.4	3.2	2.6	0.6	-2.5	0.5	3.3	3.3	2.0	1.2	0.8
Information and Culture	-2.3	-6.8	-0.5	2.4	1.9	-1.5	1.6	-1.5	5.2	5.9	-0.3	1.1	1.1	8.2	2.3	7.2	-3.1	1.7	0.0	-0.9	-5.1	-1.8	0.0	2.2
Finance, Insurance and Real Estate	na	na	na	na	na	na	na	na	na	na	na	0.0	0.7	2.8	4.3	2.8	3.3	-2.1	0.5	0.7	1.3	4.1	1.8	1.3
Professional, Scientific and Technical	1.2	4.3	9.0	17.7	2.2	3.6	5.0	2.7	10.3	-0.1	-4.6	2.3	0.9	2.6	8.2	6.7	6.6	-4.0	-0.6	3.5	3.6	2.4	2.8	4.4
Educational	1.5	8.3	1.0	7.1	7.0	0.8	0.6	1.1	3.3	-2.2	1.1	-1.3	1.7	1.7	4.4	2.8	0.5	-0.8	-1.2	2.1	2.2	1.5	-1.2	2.3
Health and Social	3.2	-0.9	11.3	4.6	2.0	1.1	4.7	3.0	3.9	3.9	1.2	3.2	-2.3	0.9	4.7	2.4	2.8	3.5	2.2	2.2	1.3	3.4	3.0	1.6
Arts, Entertainment and Recreation	5.0	3.5	17.9	4.5	-0.3	-1.4	-7.3	-9.4	7.0	11.8	1.4	3.0	7.1	0.5	6.8	2.8	-2.4	6.0	-4.1	1.8	-0.7	1.9	2.1	3.7
Accommodation, and Food	4.3	16.2	-1.3	1.0	3.7	3.9	1.3	0.2	4.0	3.2	1.4	2.7	1.0	2.7	5.0	3.9	4.9	0.1	0.1	0.4	2.4	5.1	3.3	3.6
Public Administration	0.7	1.8	-0.5	-0.8	-0.9	0.0	0.6	-2.4	-0.9	33.3	2.0	-0.5	-0.7	0.6	3.4	3.2	6.5	2.4	0.3	0.4	-0.7	-1.0	0.6	0.7
Other Services	118.7	4.5	3.2	8.5	4.3	6.6	-0.8	0.5	6.4	2.9	1.4	2.1	7.4	5.2	6.0	3.7	6.6	-4.0	0.8	-1.3	0.6	2.6	3.6	2.7
BC Industrial Aggregate	**-0.3**	**4.1**	**3.1**	**3.5**	**1.0**	**2.4**	**0.5**	**0.1**	**4.2**	**3.3**	**0.1**	**2.1**	**2.5**	**3.5**	**4.2**	**3.6**	**2.7**	**-2.6**	**0.2**	**1.6**	**1.2**	**1.9**	**1.6**	**2.5**
High Technology Sector Total	**na**	**na**	**na**	**na**	**na**	**na**	**-0.4**	**10.3**	**7.1**	**5.0**	**-0.4**	**1.6**	**1.3**	**9.3**	**7.0**	**6.8**	**3.0**	**-3.2**	**-1.7**	**2.5**	**1.9**	**1.8**	**3.5**	**3.0**

1. Totals and percent changes are calculated using unrounded data.

[r] Revised
na: Data not available for specific industry.

Source: Statistics Canada and BC Stats

Table 12. High Technology Sector Employment, by Province

Province	1997[r]	1998[r]	1999[r]	2000[r]	2001[r]	2002[r]	2003[r]	2004[r]	2005[r]	2006[r]	2007[r]	2008[r]	2009[r]	2010[r]	2011[r]	2012[r]	2013[r]	2014[r]	2015[p]
Canada	590,040	632,900	680,840	729,670	766,970	750,400	730,290	731,160	752,880	779,620	802,670	827,650	807,350	804,840	819,880	848,350	858,600	875,260	885,190
British Columbia	57,880	57,640	63,580	68,120	71,560	71,260	72,380	73,320	80,170	85,770	91,600	94,350	91,350	89,820	92,100	93,890	95,560	98,860	101,780
Alberta	53,200	59,810	65,770	68,750	76,680	74,860	72,280	73,380	78,510	85,730	89,580	92,470	84,220	82,890	87,670	94,150	97,130	99,750	94,890
Saskatchewan	11,950	12,460	13,060	13,570	13,590	13,060	13,350	12,650	13,660	13,720	13,740	14,080	13,810	13,670	14,480	15,650	15,940	15,720	15,510
Manitoba	15,060	17,410	18,210	19,530	18,470	18,190	17,490	17,300	17,870	18,450	18,980	19,410	18,220	17,970	19,260	18,960	19,580	19,630	19,120
Ontario	251,170	269,190	292,290	315,750	328,520	320,770	306,670	305,340	306,340	315,160	323,230	336,720	332,440	329,300	332,680	345,510	349,240	359,140	368,070
Quebec	169,960	182,720	192,130	206,200	217,860	213,360	211,070	213,670	219,090	220,480	225,850	231,120	226,360	229,420	233,110	240,490	240,210	239,410	240,920

% change from previous year

Province	1997	1998[r]	1999[r]	2000[r]	2001[r]	2002[r]	2003[r]	2004[r]	2005[r]	2006[r]	2007[r]	2008[r]	2009[r]	2010[r]	2011[r]	2012[r]	2013[r]	2014[r]	2015[p]
Canada		7.3	7.6	7.2	5.1	-2.2	-2.7	0.1	3.0	3.6	3.0	3.1	-2.5	-0.3	1.9	3.5	1.2	1.9	1.1
British Columbia		-0.4	10.3	7.1	5.1	-0.4	1.6	1.3	9.3	7.0	6.8	3.0	-3.2	-1.7	2.5	2.0	1.8	3.4	2.9
Alberta		12.4	10.0	4.5	11.5	-2.4	-3.4	1.5	7.0	9.2	4.5	3.2	-8.9	-1.6	5.8	7.4	3.2	2.7	-4.9
Saskatchewan		4.3	4.8	3.9	0.1	-3.9	2.2	-5.3	8.0	0.4	0.2	2.5	-1.9	-1.0	5.9	8.1	1.9	-1.4	-1.3
Manitoba		15.6	4.6	7.3	-5.4	-1.5	-3.9	-1.1	3.3	3.3	2.8	2.3	-6.1	-1.4	7.2	-1.6	3.3	0.3	-2.6
Ontario		7.2	8.6	8.0	4.0	-2.4	-4.4	-0.4	0.3	2.9	2.6	4.2	-1.3	-0.9	1.0	3.9	1.1	2.8	2.5
Quebec		7.5	5.2	7.3	5.7	-2.1	-1.1	1.2	2.5	0.6	2.4	2.3	-2.1	1.3	1.6	3.2	-0.1	-0.3	0.6

[r] Revised

[p] Preliminary

Source: BC Stats

Table 13. High Technology Sector Employment for Top 20 U.S. States

State	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007[r]	2008[r]	2009[r]	2010[r]	2011[r]	2012[r]	2013[r]	2014[r]	2015[p]
USA	**7,614,180**	**7,944,180**	**8,232,680**	**8,659,990**	**8,590,520**	**7,932,870**	**7,534,790**	**7,516,820**	**7,645,060**	**7,846,420**	**7,982,380**	**8,097,110**	**7,747,600**	**7,669,370**	**7,822,660**	**7,971,400**	**8,095,010**	**8,229,330**	**8,428,850**
California	1,334,520	1,360,270	1,402,300	1,522,400	1,501,450	1,377,690	1,297,850	1,314,450	1,334,590	1,372,820	1,383,550	1,401,470	1,330,420	1,326,900	1,359,580	1,397,100	1,429,440	1,464,210	1,508,620
Texas	563,580	611,570	624,320	665,170	655,400	592,790	565,540	556,160	570,400	590,340	609,340	624,280	591,940	584,090	602,840	623,720	642,160	657,920	667,750
New York	430,050	450,410	468,780	500,800	495,760	461,580	431,060	425,690	429,160	433,320	437,470	442,800	429,930	434,080	448,910	461,870	466,930	474,250	487,260
Florida	312,200	330,920	348,730	368,640	371,780	350,140	337,580	345,710	360,210	367,070	365,490	367,770	347,400	339,620	341,210	340,760	346,980	356,220	366,090
Massachusetts	315,980	325,610	330,410	357,660	359,430	317,970	295,570	288,510	290,660	296,660	302,750	311,350	302,450	301,640	306,360	314,360	319,490	324,810	334,000
Washington	251,530	270,010	265,460	274,230	275,530	251,640	234,690	233,370	243,610	259,310	279,010	291,850	287,200	287,060	299,790	310,980	316,510	321,780	328,200
Virginia	239,380	259,570	278,770	307,480	307,370	285,240	278,150	291,980	302,270	312,400	317,940	324,530	321,280	320,270	322,250	321,240	315,510	308,910	315,070
Pennsylvania	296,860	310,960	322,890	335,880	335,410	310,710	294,530	286,890	288,520	297,300	298,510	303,950	294,140	287,630	290,520	294,460	293,640	293,590	297,350
Illinois	326,280	334,270	329,520	341,590	335,840	305,460	284,950	277,120	278,510	282,220	283,710	287,050	271,640	266,290	271,120	277,010	279,420	284,850	293,730
New Jersey	292,420	299,910	309,430	319,160	319,780	292,580	276,660	271,270	272,120	281,780	287,890	281,880	265,490	257,830	255,150	252,040	251,170	252,370	253,250
Michigan	238,520	243,170	247,010	255,980	247,020	234,550	225,000	216,700	216,620	214,170	211,930	207,960	187,130	191,550	200,740	211,590	219,390	227,540	245,000
North Carolina	197,920	206,760	215,380	226,250	227,240	204,680	193,010	193,080	202,000	206,000	212,890	215,660	208,330	205,790	213,160	219,650	222,940	229,250	239,880
Georgia	212,350	216,200	232,000	245,630	239,240	221,180	216,510	211,400	211,650	214,560	218,250	218,010	210,210	208,910	211,030	217,910	222,590	229,680	236,900
Ohio	237,900	247,500	249,240	254,200	248,940	231,430	219,910	210,840	213,010	216,490	220,810	226,950	217,190	215,280	222,240	219,240	221,720	223,340	227,610
Maryland	163,260	171,910	179,930	194,580	195,370	190,870	189,110	192,980	198,480	202,780	207,960	211,760	211,830	211,880	213,400	212,740	211,620	211,510	212,750
Colorado	186,970	206,620	221,970	238,710	237,580	208,550	191,620	188,800	188,160	188,270	191,610	196,910	191,760	187,320	194,060	196,220	201,090	205,730	211,070
Minnesota	165,340	173,580	177,290	180,660	175,310	164,300	155,570	156,280	159,370	161,810	164,160	166,090	155,900	153,970	156,910	158,820	161,490	163,970	166,930
Arizona	144,370	152,780	154,580	168,640	168,350	153,560	145,430	146,400	148,430	154,720	155,110	155,060	146,300	143,590	148,450	151,560	155,880	156,300	160,230
Missouri	125,300	130,100	180,670	137,040	130,220	121,700	119,540	122,770	124,350	127,660	129,710	131,980	129,050	123,100	124,240	130,070	135,420	140,040	142,030
Indiana	128,430	129,790	131,330	134,000	131,410	125,670	122,100	123,270	124,540	126,400	128,380	130,240	124,590	123,880	122,640	125,310	126,330	126,980	129,800
Other States	1,451,010	1,512,270	1,562,660	1,631,290	1,632,100	1,530,590	1,460,430	1,463,160	1,488,410	1,540,340	1,575,940	1,599,590	1,523,410	1,498,700	1,518,070	1,534,770	1,555,320	1,576,070	1,605,340

% change from previous year[1]

State	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007[r]	2008[r]	2009[r]	2010[r]	2011[r]	2012[r]	2013[r]	2014[r]	2015[p]
USA	**4.3**	**3.6**	**5.2**	**-0.8**	**-7.7**	**-5.0**	**-0.2**	**1.7**	**2.6**	**1.7**	**1.4**	**-4.3**	**-1.0**	**2.0**	**1.9**	**1.6**	**1.7**	**2.4**
California	1.9	3.1	8.6	-1.4	-8.2	-5.8	1.3	1.5	2.9	0.8	1.3	-5.1	-0.3	2.5	2.8	2.3	2.4	3.0
Texas	8.5	2.1	6.5	-1.5	-9.6	-4.6	-1.7	2.6	3.5	3.2	2.5	-5.2	-1.3	3.2	3.5	3.0	2.5	1.5
New York	4.7	4.1	6.8	-1.0	-6.9	-6.6	-1.2	0.8	1.0	1.0	1.2	-2.9	1.0	3.4	2.9	1.1	1.6	2.7
Florida	6.0	5.4	5.7	0.9	-5.8	-3.6	2.4	4.2	1.9	-0.4	0.6	-5.5	-2.2	0.5	-0.1	1.8	2.7	2.8
Massachusetts	3.0	1.5	8.2	0.5	-11.5	-7.0	-2.4	0.7	2.1	2.1	2.8	-2.9	-0.3	1.6	2.6	1.6	1.7	2.8
Washington	7.3	-1.7	3.3	0.5	-8.7	-6.7	-0.6	4.4	6.4	7.6	4.6	-1.6	0.0	4.4	3.7	1.8	1.7	2.0
Virginia	8.4	7.4	10.3	0.0	-7.2	-2.5	5.0	3.5	3.4	1.8	2.1	-1.0	-0.3	0.6	-0.3	-1.8	-2.1	2.0
Pennsylvania	4.7	3.8	4.0	-0.1	-7.4	-5.2	-2.6	0.6	3.0	0.4	1.8	-3.2	-2.2	1.0	1.4	-0.3	0.0	1.3
Illinois	2.4	-1.4	3.7	-1.7	-9.0	-6.7	-2.7	0.5	1.3	0.5	1.2	-5.4	-2.0	1.8	2.2	0.9	1.9	3.1
New Jersey	2.6	3.2	3.1	0.2	-8.5	-5.4	-1.9	0.3	3.6	2.2	-2.1	-5.8	-2.9	-1.0	-1.2	-0.3	0.5	0.3
Michigan	2.0	1.6	3.6	-3.5	-5.1	-4.1	-3.7	0.0	-1.1	-1.0	-1.9	-10.0	2.4	4.8	5.4	3.7	3.7	7.7
North Carolina	4.5	4.2	5.0	0.4	-9.9	-5.7	0.0	4.6	2.0	3.3	1.3	-3.4	-1.2	3.6	3.0	1.5	2.8	4.6
Georgia	1.8	7.3	5.9	-2.6	-7.5	-2.1	-2.4	0.1	1.4	1.7	-0.1	-3.6	-0.6	1.0	3.3	2.1	3.2	3.1
Ohio	4.0	0.7	2.0	-2.1	-7.0	-5.0	-4.1	1.0	1.6	2.0	2.8	-4.3	-0.9	3.2	-1.4	1.1	0.7	1.9
Maryland	5.3	4.7	8.1	0.4	-2.3	-0.9	2.0	2.9	2.2	2.6	1.8	0.0	0.0	0.7	-0.3	-0.5	-0.1	0.6
Colorado	10.5	7.4	7.5	-0.5	-12.2	-8.1	-1.5	-0.3	0.1	1.8	2.8	-2.6	-2.3	3.6	1.1	2.5	2.3	2.6
Minnesota	5.0	2.1	1.9	-3.0	-6.3	-5.3	0.5	2.0	1.5	1.5	1.2	-6.1	-1.2	1.9	1.2	1.7	1.5	1.8
Arizona	5.8	1.2	9.1	-0.2	-8.8	-5.3	0.7	1.4	4.2	0.2	0.0	-5.6	-1.9	3.4	2.1	2.8	0.3	2.5
Missouri	3.8	38.9	-24.1	-5.0	-6.5	-1.8	2.7	1.3	2.7	1.6	1.8	-2.2	-4.6	0.9	4.7	4.1	3.4	1.4
Indiana	1.1	1.2	2.0	-1.9	-4.4	-2.8	1.0	1.0	1.5	1.6	1.4	-4.3	-0.6	-1.0	2.2	0.8	0.5	2.2
Other States	4.4	3.4	4.4	0.1	-6.2	-4.6	0.2	1.7	3.5	2.3	1.5	-4.8	-1.6	1.3	1.1	1.3	1.3	1.9

1. Percent changes are calculated using unrounded data.

[r] Revised

[p] Preliminary

Source: BC Stats

Table 14. British Columbia High Technology Sector Wages and Salaries

	Value ($ million)																		
INDUSTRY	**1997[r]**	**1998[r]**	**1999[r]**	**2000[r]**	**2001[r]**	**2002[r]**	**2003[r]**	**2004[r]**	**2005[r]**	**2006[r]**	**2007[r]**	**2008[r]**	**2009[r]**	**2010[r]**	**2011[r]**	**2012[r]**	**2013[r]**	**2014[r]**	**2015[p]**
Manufacturing Industries	**458.3**	**512.8**	**658.6**	**692.5**	**708.9**	**677.4**	**642.0**	**660.2**	**735.8**	**832.9**	**827.3**	**846.7**	**823.5**	**811.0**	**799.1**	**852.7**	**847.1**	**1,041.3**	**1,068.4**
Service Industries	**2,280.8**	**2,090.8**	**2,236.0**	**2,562.6**	**2,746.3**	**2,803.7**	**2,904.9**	**3,080.6**	**3,788.8**	**4,339.3**	**4,748.5**	**5,118.9**	**5,220.7**	**5,157.7**	**5,660.7**	**6,346.9**	**6,634.3**	**7,037.6**	**7,376.0**
Motion picture production & post-production	58.3	83.5	96.0	103.6	164.5	148.4	159.0	142.8	205.6	206.9	225.0	258.9	156.8	146.1	177.0	230.2	327.9	381.9	463.4
Telecommunications	584.4	588.5	571.7	586.6	561.1	556.9	534.6	591.6	658.1	647.3	708.3	687.6	786.0	714.3	847.3	920.5	792.7	823.1	848.2
Engineering services	803.6	583.9	495.7	529.2	650.7	566.7	617.0	618.9	838.0	944.3	1,062.2	1,231.1	1,203.3	1,215.3	1,413.7	1,591.0	1,786.0	1,812.5	1,746.1
Software publishing	90.1	98.6	121.7	159.0	197.8	221.9	284.2	324.8	424.8	486.3	564.7	594.1	612.4	541.2	543.4	574.5	656.9	652.5	721.6
Other computer and related services	442.3	434.9	645.3	842.8	697.5	806.9	794.5	848.7	1,054.7	1,306.1	1,231.7	1,316.7	1,475.0	1,491.7	1,621.3	1,781.0	1,795.0	2,081.7	2,268.5
Other services	302.2	301.4	305.6	341.4	474.6	502.9	515.5	553.9	607.6	748.4	956.6	1,030.5	987.1	1,049.0	1,057.9	1,249.7	1,275.9	1,285.9	1,328.3
High Technology Sector Total	**2,739.1**	**2,603.6**	**2,894.6**	**3,255.1**	**3,455.2**	**3,481.1**	**3,546.9**	**3,740.8**	**4,524.6**	**5,172.2**	**5,575.8**	**5,965.7**	**6,044.2**	**5,968.7**	**6,459.8**	**7,199.6**	**7,481.4**	**8,078.9**	**8,444.5**
BC Industrial Aggregate	**49,712.2**	**50,300.6**	**50,988.9**	**54,115.1**	**55,521.3**	**56,709.0**	**59,111.7**	**61,596.1**	**66,079.2**	**70,881.5**	**75,933.2**	**79,905.2**	**78,525.2**	**80,925.7**	**84,539.5**	**88,062.1**	**90,703.0**	**94,399.5**	**98,258.2**

	% change from previous year																	
INDUSTRY	**1998[r]**	**1999[r]**	**2000[r]**	**2001[r]**	**2002[r]**	**2003[r]**	**2004[r]**	**2005[r]**	**2006[r]**	**2007[r]**	**2008[r]**	**2009[r]**	**2010[r]**	**2011[r]**	**2012[r]**	**2013[r]**	**2014[r]**	**2015[p]**
Manufacturing Industries	**11.9**	**28.4**	**5.1**	**2.4**	**-4.4**	**-5.2**	**2.8**	**11.5**	**13.2**	**-0.7**	**2.3**	**-2.7**	**-1.5**	**-1.5**	**6.7**	**-0.7**	**22.9**	**2.6**
Service Industries	**-8.3**	**6.9**	**14.6**	**7.2**	**2.1**	**3.6**	**6.0**	**23.0**	**14.5**	**9.4**	**7.8**	**2.0**	**-1.2**	**9.8**	**12.1**	**4.5**	**6.1**	**4.8**
Motion picture production & post-production	43.2	15.0	7.9	58.8	-9.8	7.1	-10.2	44.0	0.6	8.7	15.1	-39.4	-6.8	21.1	30.1	42.4	16.5	21.3
Telecommunications	0.7	-2.9	2.6	-4.3	-0.7	-4.0	10.7	11.2	-1.6	9.4	-2.9	14.3	-9.1	18.6	8.6	-13.9	3.8	3.0
Engineering services	-27.3	-15.1	6.8	23.0	-12.9	8.9	0.3	35.4	12.7	12.5	15.9	-2.3	1.0	16.3	12.5	12.3	1.5	-3.7
Software publishing	9.4	23.4	30.6	24.4	12.2	28.1	14.3	30.8	14.5	16.1	5.2	3.1	-11.6	0.4	5.7	14.3	-0.7	10.6
Other computer and related services	-1.7	48.4	30.6	-17.2	15.7	-1.5	6.8	24.3	23.8	-5.7	6.9	12.0	1.1	8.7	9.9	0.8	16.0	9.0
Other services	-0.3	1.4	11.7	39.0	6.0	2.5	7.4	9.7	23.2	27.8	7.7	-4.2	6.3	0.8	18.1	2.1	0.8	3.3
High Technology Sector Total	**-4.9**	**11.2**	**12.5**	**6.1**	**0.7**	**1.9**	**5.5**	**21.0**	**14.3**	**7.8**	**7.0**	**1.3**	**-1.2**	**8.2**	**11.5**	**3.9**	**8.0**	**4.5**
BC Industrial Aggregate	**1.2**	**1.4**	**6.1**	**2.6**	**2.1**	**4.2**	**4.2**	**7.3**	**7.3**	**7.1**	**5.2**	**-1.7**	**3.1**	**4.5**	**4.2**	**3.0**	**4.1**	**4.1**

[r] Revised

[p] Preliminary

Source: BC Stats and Statistics Canada

Table 15. British Columbia High Technology Sector Average Weekly Earnings[1]

	Dollars per employee week (including overtime)																		
INDUSTRY	**1997[r]**	**1998[r]**	**1999[r]**	**2000[r]**	**2001[r]**	**2002[r]**	**2003[r]**	**2004[r]**	**2005[r]**	**2006[r]**	**2007[r]**	**2008[r]**	**2009[r]**	**2010[r]**	**2011[r]**	**2012[r]**	**2013[r]**	**2014[r]**	**2015[P]**
Manufacturing Industries	**770**	**820**	**870**	**860**	**890**	**880**	**950**	**980**	**1,000**	**1,030**	**1,020**	**1,060**	**1,100**	**1,150**	**1,130**	**1,140**	**1,130**	**1,360**	**1,420**
Service Industries	**940**	**880**	**870**	**930**	**930**	**950**	**940**	**980**	**1,100**	**1,180**	**1,200**	**1,240**	**1,300**	**1,300**	**1,380**	**1,530**	**1,570**	**1,600**	**1,620**
Motion picture production & post-production	730	670	490	640	970	650	710	550	670	680	680	870	400	370	500	930	1,310	1,450	1,480
Telecommunications	870	900	880	880	820	840	810	880	960	940	1,020	1,010	1,190	1,080	1,290	1,380	1,200	1,200	1,220
Engineering services	1,210	1,110	960	1,090	1,240	1,170	1,160	1,160	1,290	1,370	1,460	1,550	1,650	1,790	1,870	1,930	1,860	1,920	1,870
Software publishing	900	900	920	950	1,030	1,050	1,150	1,140	1,150	1,260	1,330	1,340	1,460	1,360	1,440	1,440	1,620	1,680	1,680
Other computer and related services	860	780	980	1,030	830	970	870	990	1,170	1,340	1,230	1,250	1,430	1,360	1,370	1,540	1,570	1,680	1,730
Other services	770	740	750	770	900	950	980	1,030	1,140	1,200	1,210	1,220	1,260	1,400	1,380	1,460	1,560	1,480	1,520
High Technology Sector Total	**910**	**870**	**870**	**920**	**930**	**940**	**940**	**980**	**1,080**	**1,160**	**1,170**	**1,210**	**1,270**	**1,270**	**1,350**	**1,470**	**1,500**	**1,570**	**1,590**
BC Industrial Aggregate	**640**	**640**	**650**	**660**	**660**	**670**	**690**	**700**	**720**	**740**	**770**	**790**	**800**	**820**	**840**	**870**	**880**	**900**	**910**

	% change from previous year																	
INDUSTRY	**1998[r]**	**1999[r]**	**2000[r]**	**2001[r]**	**2002[r]**	**2003[r]**	**2004[r]**	**2005[r]**	**2006[r]**	**2007[r]**	**2008[r]**	**2009[r]**	**2010[r]**	**2011[r]**	**2012[r]**	**2013[r]**	**2014[r]**	**2015[P]**
Manufacturing Industries	**6.3**	**6.7**	**-1.9**	**4.2**	**-1.1**	**7.8**	**2.9**	**2.1**	**3.2**	**-1.0**	**3.3**	**4.1**	**4.7**	**-1.6**	**0.3**	**-0.4**	**20.1**	**4.8**
Service Industries	**-6.7**	**-0.6**	**7.0**	**0.1**	**1.7**	**-1.4**	**4.4**	**12.4**	**7.6**	**1.1**	**3.9**	**4.6**	**-0.3**	**6.6**	**10.8**	**2.3**	**2.3**	**0.9**
Motion picture production & post-production	-7.6	-26.7	30.6	51.8	-33.7	10.2	-22.7	21.8	1.8	-0.3	28.2	-54.4	-7.7	35.4	87.4	40.8	10.6	1.8
Telecommunications	2.9	-1.8	-0.6	-6.5	2.8	-4.2	9.1	9.2	-2.1	8.1	-1.2	17.9	-8.8	18.9	7.2	-12.7	-0.4	2.1
Engineering services	-7.9	-13.7	13.6	13.2	-5.4	-0.7	-0.4	11.6	6.5	6.6	5.9	6.5	8.6	3.9	3.6	-3.6	3.1	-2.6
Software publishing	-0.1	2.2	3.6	8.3	1.3	10.1	-1.5	1.3	9.8	5.2	1.1	8.8	-7.1	6.3	-0.4	12.4	4.2	-0.2
Other computer and related services	-9.0	25.2	5.0	-18.9	16.7	-10.3	13.2	18.4	14.6	-8.1	1.6	14.8	-4.8	0.8	12.3	1.6	7.1	2.8
Other services	-4.4	1.2	3.8	16.0	5.6	3.8	5.1	10.6	4.6	1.6	0.3	3.9	10.5	-1.4	6.2	6.8	-5.2	2.7
High Technology Sector Total	**-4.6**	**0.8**	**5.0**	**1.0**	**1.2**	**0.3**	**4.1**	**10.6**	**6.8**	**0.9**	**3.9**	**4.6**	**0.4**	**5.5**	**9.3**	**2.1**	**4.4**	**1.5**
BC Industrial Aggregate	**0.7**	**1.2**	**1.8**	**-0.7**	**2.1**	**2.1**	**1.7**	**3.6**	**2.9**	**3.4**	**2.5**	**0.9**	**2.8**	**2.8**	**3.0**	**1.1**	**2.4**	**1.6**

1. Totals and percent changes are calculated using unrounded data.

[r] Revised

[P] Preliminary

Source: BC Stats and Statistics Canada

Table 16. High Technology Sector Average Weekly Earnings, by Province

Province	1997[r]	1998[r]	1999[r]	2000[r]	2001[r]	2002[r]	2003[r]	2004[r]	2005[r]	2006[r]	2007[r]	2008[r]	2009[r]	2010[r]	2011[r]	2012[r]	2013[r]	2014[r]	2015[p]
Canada	830	840	870	890	910	930	960	1,020	1,050	1,120	1,180	1,200	1,230	1,280	1,340	1,390	1,410	1,450	1,480
British Columbia	910	870	870	920	930	940	940	980	1,080	1,160	1,170	1,210	1,270	1,270	1,350	1,470	1,500	1,570	1,590
Alberta	880	900	920	1,020	960	990	1,060	1,110	1,170	1,350	1,450	1,490	1,500	1,580	1,710	1,770	1,760	1,860	1,880
Saskatchewan	740	790	780	790	790	910	910	1,040	1,040	1,050	1,100	1,100	1,250	1,320	1,410	1,450	1,310	1,410	1,430
Manitoba	790	720	760	750	790	850	950	1,020	1,070	1,050	1,110	1,100	1,160	1,130	1,210	1,300	1,330	1,320	1,360
Ontario	880	900	940	960	990	1,000	1,020	1,100	1,100	1,190	1,230	1,270	1,290	1,360	1,390	1,400	1,420	1,440	1,500
Quebec	730	750	800	790	810	830	880	930	940	990	1,040	1,010	1,060	1,110	1,170	1,210	1,270	1,300	1,310

% change from previous year

Province	1998[r]	1999[r]	2000[r]	2001[r]	2002[r]	2003[r]	2004[r]	2005[r]	2006[r]	2007[r]	2008[r]	2009[r]	2010[r]	2011[r]	2012[r]	2013[r]	2014[r]	2015[p]
Canada	1.1	4.3	2.4	2.5	1.8	3.4	6.3	2.3	7.3	4.9	1.7	2.6	4.0	5.0	3.2	1.9	2.9	2.1
British Columbia	-4.6	0.8	5.0	1.0	1.2	0.3	4.1	10.6	6.8	0.9	3.9	4.6	0.4	5.5	9.3	2.1	4.4	1.5
Alberta	1.5	2.8	10.5	-5.3	2.8	7.4	4.2	5.8	15.0	7.1	2.8	1.2	4.8	8.8	3.3	-0.6	5.7	1.2
Saskatchewan	7.0	-1.3	1.0	0.1	15.2	0.2	14.5	0.4	0.9	4.7	-0.5	14.0	5.7	6.3	3.0	-9.3	7.3	1.6
Manitoba	-8.6	5.6	-1.6	6.0	7.2	11.3	8.2	4.8	-2.0	5.9	-0.9	5.1	-2.7	7.4	7.0	2.9	-1.2	3.4
Ontario	2.0	5.0	1.3	3.8	0.4	2.2	8.1	-0.1	8.3	2.9	3.7	1.3	5.2	2.6	0.5	1.5	1.4	4.3
Quebec	3.1	5.8	-0.7	2.6	2.6	5.2	5.6	1.7	4.7	5.9	-3.6	5.0	4.6	5.4	4.2	4.5	2.5	1.1

[r] Revised

[p] Preliminary

Source: BC Stats

Table 17. High Technology Sector Wages and Salaries for Selected U.S. States[1]

	Value ($Cdn million)[2]																		
State	**1997**	**1998**	**1999**	**2000**	**2001**	**2002**	**2003**	**2004**	**2005**	**2006**	**2007[r]**	**2008[r]**	**2009[r]**	**2010[r]**	**2011[r]**	**2012[r]**	**2013[r]**	**2014[r]**	**2015[p]**
USA	**540,797**	**650,492**	**761,045**	**849,994**	**852,067**	**799,938**	**706,451**	**687,025**	**677,219**	**683,391**	**689,459**	**704,582**	**730,819**	**682,542**	**694,640**	**745,530**	**796,824**	**904,770**	**1,114,276**
California	109,912	128,790	155,525	199,173	181,392	164,591	146,815	146,550	145,746	146,561	146,688	146,608	151,588	145,683	150,152	169,265	182,852	212,309	270,475
Texas	40,890	51,799	55,642	63,519	65,842	59,995	52,090	50,290	50,393	52,455	52,835	54,674	55,691	51,357	52,933	56,771	61,655	69,933	84,548
New York	30,517	36,421	40,053	46,544	49,494	47,324	40,934	39,473	38,571	38,144	38,760	39,807	41,594	39,479	40,705	43,826	46,571	53,922	67,405
Florida	18,437	22,169	25,116	28,166	29,797	28,976	25,680	25,756	25,882	26,016	25,571	25,951	26,832	24,429	24,426	25,577	27,247	30,833	37,971
Massachusetts	25,325	29,593	34,193	42,563	41,708	37,533	32,760	31,781	30,664	30,882	31,780	32,887	34,105	33,355	33,603	35,935	38,279	43,809	54,482
Washington	21,900	29,371	35,589	36,178	35,067	33,012	28,134	23,368	24,000	25,513	27,032	28,632	30,657	28,802	30,378	33,167	35,727	42,023	49,838
Virginia	17,680	23,410	27,283	31,617	34,007	30,779	28,155	28,950	29,441	29,528	29,699	30,916	33,699	31,536	31,470	32,209	33,188	35,701	43,466
Pennsylvania	20,208	24,264	27,111	29,273	30,404	29,682	26,051	24,689	23,994	24,121	24,048	24,749	26,428	24,020	23,767	25,241	26,324	29,055	35,234
Illinois	23,470	27,225	29,395	31,966	32,332	30,033	25,849	24,764	24,603	24,142	23,941	24,464	24,770	22,696	23,156	25,187	26,761	30,314	38,392
New Jersey	25,422	29,985	32,570	34,963	36,478	34,997	30,628	29,498	28,101	29,205	29,836	29,715	30,143	27,244	26,812	27,951	29,600	32,961	39,418
Michigan	17,002	21,050	22,433	24,093	23,939	23,159	20,907	19,354	18,487	17,575	17,119	17,119	15,611	14,581	15,340	16,503	17,909	20,352	26,672
North Carolina	12,605	14,772	17,107	19,620	20,395	18,870	16,585	16,207	16,291	16,227	16,750	17,118	18,132	16,959	17,320	18,481	19,835	22,319	27,903
Georgia	14,094	16,832	19,614	22,833	22,694	21,475	19,263	18,142	17,757	17,798	17,923	17,928	18,559	17,088	17,383	18,538	19,658	22,012	26,702
Ohio	14,266	16,911	18,124	19,553	20,291	19,337	17,053	15,968	15,430	15,294	15,552	16,494	16,705	15,318	15,675	15,871	16,749	18,642	22,483
Maryland	12,051	14,434	41,495	18,275	20,036	20,268	18,341	18,389	18,186	18,153	18,717	19,408	21,467	20,062	19,975	20,943	21,515	23,688	28,237
Colorado	13,873	18,197	21,274	25,489	25,488	22,639	19,539	18,314	17,789	17,846	17,863	18,270	19,156	17,589	17,919	18,789	20,202	23,093	27,590
Minnesota	10,358	12,357	13,614	15,028	15,287	14,980	13,500	13,442	12,789	12,606	12,687	13,121	13,336	12,439	12,642	13,068	14,268	15,968	19,560
Arizona	9,804	12,132	12,840	14,977	15,373	14,422	12,628	12,439	12,391	12,800	12,515	12,747	13,137	12,120	12,576	13,269	14,246	15,797	18,954
Missouri	7,999	9,285	9,773	10,960	10,999	10,601	9,882	9,907	9,750	9,862	9,812	10,229	11,015	9,755	9,682	10,579	11,348	12,940	15,572
Indiana	7,763	9,432	10,052	10,225	10,735	10,712	9,582	9,691	9,294	9,230	9,107	9,655	9,866	9,265	9,164	9,435	10,203	10,995	13,593
Other States	87,220	102,064	112,242	124,979	130,307	126,554	112,072	110,055	107,662	109,433	111,223	114,090	118,328	108,765	109,561	114,926	122,687	138,104	165,784

	% change from previous year																		
State		**1998**	**1999**	**2000**	**2001**	**2002**	**2003**	**2004**	**2005**	**2006**	**2007[r]**	**2008[r]**	**2009[r]**	**2010[r]**	**2011[r]**	**2012[r]**	**2013[r]**	**2014[r]**	**2015[p]**
USA		**20.3**	**17.0**	**11.7**	**0.2**	**-6.1**	**-11.7**	**-2.7**	**-1.4**	**0.9**	**0.9**	**2.2**	**3.7**	**-6.6**	**1.8**	**7.3**	**6.9**	**13.5**	**23.2**
California		17.2	20.8	28.1	-8.9	-9.3	-10.8	-0.2	-0.5	0.6	0.1	-0.1	3.4	-3.9	3.1	12.7	8.0	16.1	27.4
Texas		26.7	7.4	14 2	3.7	-8.9	-13.2	-3.5	0.2	4.1	0 7	3.5	1.9	-7.8	3.1	7.3	8.6	13.4	20.9
New York		19.3	10.0	16 2	6.3	-4.4	-13.5	-3.6	-2.3	-1.1	1.6	2.7	4.5	-5.1	3.1	7.7	6.3	15.8	25.0
Florida		20.2	13.3	12.1	5.8	-2.8	-11.4	0.3	0.5	0.5	-1 7	1.5	3.4	-9.0	0.0	4.7	6.5	13.2	23.1
Massachusetts		16.9	15.5	24 5	-2.0	-10.0	-12.7	-3.0	-3.5	0.7	2.9	3.5	3.7	-2.2	0.7	6.9	6.5	14.4	24.4
Washington		34.1	21.2	1 7	-3.1	-5.9	-14.8	-16.9	2.7	6.3	6.0	5.9	7.1	-6.0	5.5	9.2	7.7	17.6	18.6
Virginia		32.4	16.5	15.9	7.6	-9.5	-8.5	2.8	1.7	0.3	0.6	4.1	9.0	-6.4	-0.2	2.3	3.0	7.6	21.7
Pennsylvania		20.1	11.7	8.0	3.9	-2.4	-12.2	-5.2	-2.8	0.5	-0 3	2.9	6.8	-9.1	-1.1	6.2	4.3	10.4	21 3
Illinois		16.0	8.0	8 7	1.1	-7.1	-13.9	-4.2	-0.7	-1.9	-0.8	2.2	1.3	-8.4	2.0	8.8	6.3	13.3	26.6
New Jersey		17.9	8.6	7 3	4.3	-4.1	-12.5	-3.7	-4.7	3.9	2 2	-0.4	1.4	-9.6	-1.6	4.2	5.9	11.4	19.6
Michigan		23.8	6.6	7.4	-0.6	-3.3	-9.7	-7.4	-4.5	-4.9	-2.6	0.0	-8.8	-6.6	5.2	7.6	8.5	13.6	31.1
North Carolina		17.2	15.8	14 7	4.0	-7.5	-12.1	-2.3	0.5	-0.4	3 2	2.2	5.9	-6.5	2.1	6.7	7.3	12.5	25.0
Georgia		19.4	16.5	16.4	-0.6	-5.4	-10.3	-5.8	-2.1	0.2	0 7	0.0	3.5	-7.9	1.7	6.6	6.0	12.0	21.3
Ohio		18.5	7.2	7.9	3.8	-4.7	-11.8	-6.4	-3.4	-0.9	1 7	6.1	1.3	-8.3	2.3	1.2	5.5	11.3	20.6
Maryland		19.8	187.5	-56.0	9.6	1.2	-9.5	0.3	-1.1	-0.2	3.1	3.7	10.6	-6.5	-0.4	4.8	2.7	10.1	19.2
Colorado		31.2	16.9	19.8	0.0	-11.2	-13.7	-6.3	-2.9	0.3	0.1	2.3	4.8	-8.2	1.9	4.9	7.5	14.3	19.5
Minnesota		19.3	10.2	10.4	1.7	-2.0	-9.9	-0.4	-4.9	-1.4	0.6	3.4	1.6	-6.7	1.6	3.4	9.2	11.9	22 5
Arizona		23.7	5.8	16.6	2.6	-6.2	-12.4	-1.5	-0.4	3.3	-2 2	1.9	3.1	-7.7	3.8	5.5	7.4	10.9	20.0
Missouri		16.1	5.2	12.1	0.4	-3.6	-6.8	0.3	-1.6	1.1	-0 5	4.3	7.7	-11.4	-0.8	9.3	7.3	14.0	20 3
Indiana		21.5	6.6	1 7	5.0	-0.2	-10.5	1.1	-4.1	-0.7	-1 3	6.0	2.2	-6.1	-1.1	3.0	8.1	7.8	23.6
Other States		17.0	10.0	11 3	4.3	-2.9	-11.4	-1.8	-2.2	1.6	1.6	2.6	3.7	-8.1	0.7	4.9	6.8	12.6	20.0

1. Top 20 states by employment in 2015.
2. Figures converted from U.S. dollar data using an average annual exchange rate.

[r] Revised

[p] Preliminary

Source: BC Stats

Table 18. High Technology Sector Average Weekly Earnings for Selected U.S. States[1]

									Value ($Cdn)[2]										
State	**1997**	**1998**	**1999**	**2000**	**2001**	**2002**	**2003**	**2004**	**2005**	**2006**	**2007[r]**	**2008[r]**	**2009[r]**	**2010[r]**	**2011[r]**	**2012[r]**	**2013[r]**	**2014[r]**	**2015[p]**
USA	**1,362**	**1,571**	**1,772**	**1,882**	**1,902**	**1,935**	**1,798**	**1,753**	**1,698**	**1,671**	**1,656**	**1,669**	**1,809**	**1,707**	**1,703**	**1,794**	**1,888**	**2,109**	**2,536**
California	1,580	1,816	2,128	2,509	2,317	2,291	2,169	2,138	2,095	2,047	2,033	2,006	2,185	2,106	2,118	2,324	2,453	2,781	3,439
Texas	1,392	1,624	1,709	1,831	1,927	1,941	1,767	1,735	1,695	1,704	1,663	1,680	1,805	1,686	1,684	1,746	1,841	2,038	2,428
New York	1,361	1,550	1,639	1,782	1,914	1,966	1,821	1,779	1,724	1,688	1,699	1,724	1,855	1,744	1,739	1,820	1,913	2,181	2,653
Florida	1,133	1,285	1,382	1,465	1,536	1,588	1,458	1,429	1,379	1,359	1,341	1,353	1,482	1,379	1,373	1,439	1,506	1,660	1,989
Massachusetts	1,537	1,743	1,985	2,282	2,226	2,264	2,125	2,112	2,023	1,996	2,013	2,025	2,162	2,121	2,103	2,193	2,298	2,586	3,128
Washington	1,670	2,086	2,572	2,530	2,441	2,516	2,299	1,921	1,890	1,886	1,858	1,881	2,047	1,924	1,943	2,046	2,164	2,504	2,912
Virginia	1,416	1,730	1,876	1,973	2,122	2,070	1,942	1,901	1,868	1,813	1,792	1,827	2,011	1,888	1,873	1,923	2,017	2,216	2,646
Pennsylvania	1,306	1,497	1,611	1,671	1,738	1,833	1,697	1,650	1,595	1,556	1,544	1,561	1,723	1,602	1,569	1,644	1,719	1,898	2,272
Illinois	1,379	1,562	1,710	1,794	1,846	1,886	1,740	1,714	1,695	1,640	1,619	1,635	1,749	1,635	1,638	1,744	1,837	2,040	2,506
New Jersey	1,667	1,917	2,019	2,100	2,187	2,294	2,123	2,086	1,981	1,987	1,988	2,022	2,177	2,026	2,015	2,127	2,260	2,504	2,985
Michigan	1,367	1,660	1,741	1,805	1,859	1,894	1,782	1,712	1,637	1,573	1,549	1,578	1,600	1,460	1,465	1,496	1,566	1,716	2,088
North Carolina	1,221	1,371	1,523	1,664	1,721	1,768	1,648	1,610	1,547	1,511	1,509	1,523	1,669	1,580	1,558	1,614	1,706	1,867	2,230
Georgia	1,272	1,492	1,621	1,782	1,820	1,862	1,706	1,646	1,609	1,590	1,575	1,577	1,693	1,569	1,580	1,632	1,694	1,838	2,161
Ohio	1,151	1,310	1,395	1,475	1,563	1,602	1,486	1,452	1,389	1,354	1,351	1,394	1,475	1,365	1,352	1,388	1,448	1,601	1,894
Maryland	1,415	1,610	4,423	1,802	1,967	2,037	1,861	1,827	1,758	1,717	1,726	1,757	1,944	1,816	1,796	1,888	1,950	2,148	2,545
Colorado	1,423	1,690	1,838	2,048	2,057	2,082	1,956	1,861	1,813	1,818	1,788	1,780	1,915	1,801	1,771	1,837	1,926	2,153	2,506
Minnesota	1,202	1,365	1,472	1,595	1,673	1,748	1,664	1,650	1,538	1,494	1,482	1,515	1,640	1,549	1,545	1,578	1,695	1,868	2,247
Arizona	1,303	1,524	1,593	1,704	1,752	1,801	1,666	1,629	1,601	1,587	1,548	1,576	1,723	1,618	1,624	1,679	1,753	1,938	2,269
Missouri	1,224	1,369	1,037	1,534	1,620	1,671	1,586	1,547	1,503	1,481	1,451	1,486	1,637	1,519	1,495	1,560	1,607	1,772	2,102
Indiana	1,159	1,394	1,468	1,463	1,566	1,635	1,505	1,508	1,431	1,401	1,361	1,421	1,518	1,434	1,433	1,444	1,549	1,660	2,009

									% change from previous year										
State		**1998**	**1999**	**2000**	**2001**	**2002**	**2003**	**2004**	**2005**	**2006**	**2007[r]**	**2008[r]**	**2009[r]**	**2010[r]**	**2011[r]**	**2012[r]**	**2013[r]**	**2014[r]**	**2015[p]**
USA		**15.3**	**12.8**	**6.2**	**1.1**	**1.7**	**-7.1**	**-2.5**	**-3.1**	**-1.6**	**-0.9**	**0.8**	**8.4**	**-5.7**	**-0.3**	**5.4**	**5.3**	**11.7**	**20.2**
California		14.9	17.2	17.9	-7.6	-1.1	-5.3	-1.4	-2.0	-2.2	-0.7	-1.3	8.9	-3.6	0.6	9.7	5.6	13.4	23.7
Texas		16.7	5.2	7.2	5.2	0.7	-9.0	-1.8	-2.3	0.5	-2.4	1.0	7 5	-6.6	-0 2	3.7	5.4	10.7	19.1
New York		13.9	5.7	8.8	7.4	2.7	-7.4	-2.3	-3.1	-2.1	0.7	1.5	7.6	-6.0	-0 3	4.6	5.1	14.0	21.7
Florida		13.4	7.5	6.0	4.9	3.3	-8.1	-2.0	-3.5	-1.4	-1.3	0.9	9 5	-6.9	-0 5	4.8	4.7	10.3	19.8
Massachusetts		13.4	13.9	14.9	-2.4	1.7	-6.1	-0.6	-4.2	-1.3	0.8	0.6	6.8	-1.9	-0.8	4.3	4.8	12.5	20.9
Washington		24.9	23.3	-1.6	-3.5	3.1	-8.6	-16.5	-1.6	-0.2	-1.5	1.2	8.8	-6.0	1.0	5.3	5.8	15.7	16.3
Virginia		22.1	8.5	5.1	7.6	-2.5	-6.2	-2.1	-1.7	-3.0	-1.2	2.0	10.1	-6.1	-0.8	2.7	4.9	9.9	19.4
Pennsylvania		14.6	7.6	3.8	4.0	5.5	-7.4	-2.7	-3.3	-2.5	-0.8	1.1	10 3	-7.0	-2.1	4.8	4.6	10.4	19.7
Illinois		13.3	9.5	4.9	2.9	2.2	-7.7	-1.5	-1.1	-3.2	-1.3	1.0	7.0	-6.5	0 2	6.5	5.3	11.1	22.8
New Jersey		15.0	5.3	4.0	4.1	4.9	-7.5	-1.7	-5.0	0.3	0.0	1.7	7 7	-6.9	-0 5	5.5	6.3	10.8	19.2
Michigan		21.5	4.9	3.6	3.0	1.9	-5.9	-3.9	-4.4	-3.9	-1.6	1.9	1.4	-8.8	0.4	2.1	4.7	9.6	21.7
North Carolina		12.2	11.1	9.2	3.4	2.8	-6.8	-2.3	-3.9	-2.3	-0.1	0.9	9.6	-5.3	-1.4	3.6	5.7	9.4	19.5
Georgia		17.3	8.6	10.0	2.1	2.3	-8.4	-3.5	-2.3	-1.1	-1.0	0.2	7 3	-7.3	0 7	3.3	3.8	8.5	17.6
Ohio		13.8	6.5	5.7	6.0	2.5	-7.2	-2.3	-4.3	-2.5	-0.2	3.1	5.8	-7.5	-0.9	2.6	4.3	10.5	18.3
Maryland		13.7	174.8	-59.3	9.2	3.5	-8.7	-1.8	-3.8	-2.3	0.5	1.8	10.6	-6.6	-1.1	5.1	3.3	10.1	18.5
Colorado		18.7	8.8	11.5	0.4	1.2	-6.1	-4.9	-2.5	0.3	-1.7	-0.5	7.6	-6.0	-1 7	3.7	4.9	11.8	16.4
Minnesota		13.6	7.9	8.4	4.9	4.5	-4.8	-0.9	-6.8	-2.9	-0.8	2.2	8 3	-5.6	-0 3	2.1	7.4	10.2	20.3
Arizona		16.9	4.5	7.0	2.8	2.8	-7.5	-2.2	-1.7	-0.9	-2.5	1.8	9 3	-6.1	0.4	3.4	4.4	10.5	17.1
Missouri		11.9	-24.3	48.0	5.6	3.1	-5.1	-2.4	-2.8	-1.5	-2.1	2.4	10.1	-7.2	-1.6	4.4	3.0	10.3	18.6
Indiana		20.3	5.3	-0.3	7.0	4.4	-8.0	0.2	-5.1	-2.1	-2.9	4.4	6.8	-5.6	0.0	0.7	7.3	7.2	21.0

1. Top 20 states by employment in 2015.
2. Figures converted from U.S. dollar data using an average annual exchange rate.

[r] Revised
[p] Preliminary

Source: BC Stats

Table 19. High Technology Sector Business Counts,[1] by Development Region and Regional District

Development Region		2007			2008			2009			2010			2011			2012			2013			2014			2015		
	Regional District	Mfg	Service	Total	Mfg	Service	Total	Mfg	Service	Total	Mfg	Service	Total	Mfg	Service	Total	Mfg	Service	Total	Mfg	Service	Total	Mfg	Service	Total	Mfg	Service	Total
Vancouver Island/Coast		**108**	**1,309**	**1,417**	**104**	**1,349**	**1,453**	**99**	**1,380**	**1,479**	**97**	**1,366**	**1,463**	**102**	**1,330**	**1,432**	**102**	**1,338**	**1,440**	**101**	**1,442**	**1,543**	**97**	**1,377**	**1,474**	**106**	**1,375**	**1,481**
23	Alberni-Clayoquot	3	25	28	3	27	30	2	36	38	2	32	34	2	31	33	2	31	33	1	30	31	2	24	26	2	27	29
17	Capital	61	834	895	61	845	906	56	856	912	55	842	897	57	826	883	57	827	884	58	889	947	59	851	910	62	842	904
45	Central Coast	0	4	4	0	3	3	0	4	4	0	4	4	0	3	3	0	5	5	0	4	4	0	4	4	0	3	3
26	Comox Valley[2]	14	142	156	13	136	149	16	139	155	15	144	159	17	135	152	14	133	147	8	93	101	6	88	94	7	89	96
19	Cowichan Valley	12	76	88	12	85	97	11	82	93	10	90	100	10	97	107	9	104	113	10	111	121	7	101	108	10	98	108
43	Mount Waddington	0	15	15	0	15	15	0	12	12	0	13	13	0	12	12	0	10	10	1	11	12	0	11	11	0	9	9
21	Nanaimo	18	196	214	15	221	236	12	222	234	15	225	240	16	211	227	19	211	230	18	234	252	16	217	233	14	236	250
27	Powell River	0	17	17	0	17	17	2	29	31	0	16	16	0	15	15	1	17	18	0	17	17	0	24	24	1	22	23
24	Strathcona	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	5	53	58	7	57	64	10	49	59
Mainland/Southwest		**552**	**5,285**	**5,837**	**542**	**5,464**	**6,006**	**529**	**5,488**	**6,017**	**509**	**5,520**	**6,029**	**483**	**5,426**	**5,909**	**508**	**5,586**	**6,094**	**548**	**6,075**	**6,623**	**519**	**5,979**	**6,498**	**527**	**6,128**	**6,655**
09	Fraser Valley	28	186	214	27	202	229	27	210	237	26	223	249	29	214	243	26	212	238	32	242	274	26	223	249	29	243	272
15	Greater Vancouver	514	5,005	5,519	509	5,163	5,672	498	5,182	5,680	476	5,184	5,660	449	5,098	5,547	475	5,264	5,739	509	5,717	6,226	483	5,642	6,125	490	5,753	6,243
31	Squamish-Lillooet	3	49	52	2	51	53	2	61	63	3	61	64	1	59	60	3	56	59	3	63	66	6	59	65	5	77	82
29	Sunshine Coast	7	45	52	4	48	52	2	35	37	4	52	56	4	55	59	4	54	58	4	53	57	4	55	59	3	55	58
Thompson/Okanagan		**77**	**621**	**698**	**84**	**634**	**718**	**80**	**667**	**747**	**77**	**661**	**738**	**76**	**657**	**733**	**70**	**709**	**779**	**66**	**736**	**802**	**61**	**718**	**779**	**60**	**751**	**811**
35	Central Okanagan	41	236	277	45	240	285	43	254	297	39	255	294	38	258	296	34	287	321	34	300	334	30	304	334	30	326	356
39	Columbia-Shuswap	4	61	65	4	64	68	4	69	73	4	59	63	4	64	68	5	63	68	3	67	70	0	61	61	1	58	59
37	North Okanagan	9	91	100	12	93	105	11	100	111	11	98	109	12	102	114	12	111	123	10	109	119	10	115	125	9	126	135
07	Okanagan-Similkameen	8	83	91	8	80	88	9	84	93	8	77	85	9	71	80	7	80	87	7	89	96	9	81	90	9	86	95
33	Thompson-Nicola	15	150	165	15	157	172	13	160	173	15	172	187	13	162	175	12	168	180	12	171	183	12	157	169	11	155	166
Kootenay		**13**	**187**	**200**	**15**	**178**	**193**	**12**	**186**	**198**	**12**	**189**	**201**	**14**	**190**	**204**	**12**	**197**	**209**	**13**	**219**	**232**	**12**	**216**	**228**	**12**	**208**	**220**
03	Central Kootenay	6	89	95	8	91	99	5	93	98	5	89	94	6	85	91	6	88	94	6	97	103	4	92	96	1	97	98
01	East Kootenay	3	69	72	3	64	67	3	69	72	3	75	78	3	76	79	3	79	82	4	88	92	5	90	95	6	80	86
05	Kootenay Boundary	4	29	33	4	23	27	4	24	28	4	25	29	5	29	34	3	30	33	3	34	37	3	34	37	5	31	36
Cariboo		**15**	**157**	**172**	**16**	**158**	**174**	**19**	**146**	**165**	**18**	**139**	**157**	**17**	**148**	**165**	**18**	**142**	**160**	**18**	**155**	**173**	**18**	**148**	**166**	**16**	**137**	**153**
41	Cariboo	4	65	69	5	68	73	6	58	64	5	55	60	4	62	66	6	59	65	5	58	63	5	44	49	4	42	46
53	Fraser-Fort George	11	92	103	11	90	101	13	88	101	13	84	97	13	86	99	12	83	95	13	97	110	13	104	117	12	95	107
North Coast		**2**	**49**	**51**	**2**	**52**	**54**	**1**	**55**	**56**	**0**	**57**	**57**	**0**	**58**	**58**	**1**	**64**	**65**	**1**	**66**	**67**	**1**	**68**	**69**	**2**	**62**	**64**
49	Kitimat-Stikine	2	35	37	2	37	39	1	37	38	0	38	38	0	37	37	0	42	42	0	45	45	0	45	45	1	44	45
47	Skeena-Queen Charlotte	0	14	14	0	15	15	0	18	18	0	19	19	0	21	21	1	22	23	1	21	22	1	23	24	1	18	19
Nechako		**4**	**49**	**53**	**2**	**43**	**45**	**1**	**42**	**43**	**0**	**44**	**44**	**2**	**42**	**44**	**1**	**42**	**43**	**0**	**47**	**47**	**0**	**49**	**49**	**0**	**52**	**52**
51	Bulkley-Nechako	4	47	51	2	41	43	1	40	41	0	42	42	2	40	42	1	40	41	0	46	46	0	48	48	0	52	52
57	Stikine	0	2	2	0	2	2	0	2	2	0	2	2	0	2	2	0	2	2	0	1	1	0	1	1	0	0	0
Northeast		**6**	**176**	**182**	**6**	**171**	**177**	**8**	**181**	**189**	**7**	**182**	**189**	**7**	**184**	**191**	**7**	**203**	**210**	**6**	**206**	**212**	**4**	**207**	**211**	**4**	**188**	**192**
55	Peace River	6	175	181	6	171	177	8	180	188	5	170	175	5	171	176	4	186	190	4	190	194	3	190	193	3	172	175
59	Northern Rockies	0	1	1	0	0	0	0	1	1	2	12	14	2	13	15	3	17	20	2	16	18	1	17	18	1	16	17
Total[3]		**779**	**7,865**	**8,644**	**772**	**8,060**	**8,832**	**751**	**8,152**	**8,903**	**722**	**8,163**	**8,885**	**702**	**8,055**	**8,757**	**719**	**8,291**	**9,010**	**755**	**8,983**	**9,738**	**714**	**9,006**	**9,720**	**730**	**9,175**	**9,905**

1. Businesses with zero employees are not included in these figures.
2. Data includes Strathcona region prior to 2013
3. Figures do not add to totals because some establishments did not have geographic codes.

Note that there was a methodological change in 2014 that caused a data break, such that data prior to 2014 are not directly comparable to data from 2014 onward.

Source: BC Stats

Table 20. B.C. High Technology Sector Business Counts,[1] by Industry

Industry	2007	2008	2009	2010	2011	2012	2013	2014	2015
Manufacturing Industries	**779**	**772**	**751**	**722**	**702**	**719**	**755**	**714**	**730**
Chemicals and Pharmaceuticals	60	54	52	48	45	45	51	53	58
Computer and Electronic Products	247	243	231	221	211	223	231	215	209
Aerospace	43	39	39	34	33	39	42	46	48
Medical Equipment	304	308	308	300	294	290	297	270	274
Other Manufacturing	125	128	121	119	119	122	134	130	141
Service Industries	**7,865**	**8,060**	**8,152**	**8,163**	**8,055**	**8,291**	**8,983**	**9,006**	**9,175**
Motion picture production & post production	825	826	771	770	775	781	866	804	816
Telecommunications	284	293	287	282	261	280	287	302	271
Engineering services	1,810	1,796	1,761	1,760	1,718	1,775	1,877	1,827	1,818
Computer and related services	3,060	3,181	3,271	3,298	3,246	3,331	3,678	3,705	3,888
Other services	1,886	1,964	2,062	2,053	2,055	2,124	2,275	2,368	2,382
High Technology Sector	**8,644**	**8,832**	**8,903**	**8,885**	**8,757**	**9,010**	**9,738**	**9,720**	**9,905**

% change from previous year

Industry	2008	2009	2010	2011	2012	2013	2014 [2]	2015
Manufacturing Industries	**-0.9**	**-2.7**	**-3.9**	**-2.8**	**2.4**	**5.0**	**na**	**2.2**
Chemicals and Pharmaceuticals	-10.0	-3.7	-7.7	-6.3	0.0	13.3	na	9.4
Computer and Electronic Products	-1.6	-4.9	-4.3	-4.5	5.7	3.6	na	-2.8
Aerospace	-9.3	0.0	-12.8	-2.9	18.2	7.7	na	4.3
Medical Equipment	1.3	0.0	-2.6	-2.0	-1.4	2.4	na	1.5
Other Manufacturing	2.4	-5.5	-1.7	0.0	2.5	9.8	na	8.5
Service Industries	**2.5**	**1.1**	**0.1**	**-1.3**	**2.9**	**8.3**	**na**	**1.9**
Motion picture production & post production	0.1	-6.7	-0.1	0.6	0.8	10.9	na	1.5
Telecommunications	3.2	-2.0	-1.7	-7.4	7.3	2.5	na	-10.3
Engineering services	-0.8	-1.9	-0.1	-2.4	3.3	5.7	na	-0.5
Computer and related services	4.0	2.8	0.8	-1.6	2.6	10.4	na	4.9
Other services	4.1	5.0	-0.4	0.1	3.4	7.1	na	0.6
High Technology Sector	**2.2**	**0.8**	**-0.2**	**-1.4**	**2.9**	**8.1**	**na**	**1.9**

1. Businesses with zero employees are not included in these figures.
2. Note that there was a methodological change in 2014 that caused a data break, such that data prior to 2014 are not directly comparable to data from 2014 onward. Therefore, a percent change for 2013-2014 cannot be calculated.

Source: BC Stats and Statistics Canada

Table 21. B.C. High Technology Sector Business Counts, by Industry and Business Size, 2015

	Number of businesses, by number of employees												
Industry	**1-4**	**5-9**	**10-19**	**20-49**	**50-99**	**100-199**	**200-499**	**500-999**	**1,000-1,499**	**1,500 Plus**	**Subtotal**	**None[1]**	**Total**
Manufacturing Industries	**330**	**160**	**97**	**77**	**37**	**15**	**12**	**1**	**1**	**0**	**730**	**829**	**1,559**
Chemicals and Pharmaceuticals	18	11	8	11	6	3	1	0	0	0	58	51	109
Computer and Electronic Products	72	47	29	32	18	4	6	0	1	0	209	329	538
Aerospace	22	9	8	3	1	2	3	0	0	0	48	74	122
Medical Equipment	153	64	33	16	5	2	1	0	0	0	274	176	450
Other Manufacturing	65	29	19	15	7	4	1	1	0	0	141	199	340
Service Industries	**6,359**	**1,112**	**772**	**557**	**226**	**78**	**55**	**8**	**1**	**7**	**9,175**	**31,765**	**40,940**
Motion picture production & post production	648	59	47	31	18	5	7	1	0	0	816	4,888	5,704
Telecommunications	118	39	42	51	11	2	4	0	0	4	271	791	1,062
Engineering services	1,215	206	145	148	70	21	12	1	0	0	1,818	4,185	6,003
Computer and related services	2,744	480	309	209	84	31	23	5	1	2	3,888	12,802	16,690
Other services	1,634	328	229	118	43	19	9	1	0	1	2,382	9,099	11,481
Total for sector	**6,689**	**1,272**	**869**	**634**	**263**	**93**	**67**	**9**	**2**	**7**	**9,905**	**32,594**	**42,499**
Total for all Industries	**109,539**	**37,053**	**23,152**	**14,773**	**4,695**	**1,815**	**872**	**211**	**57**	**93**	**192,260**	**870,001**	**1,062,261**

1. Businesses in this category do not maintain an employee payroll, but may have a workforce consisting of contracted workers or family members.
Note that there have been methodological changes to Statistics Canada's Business Register, which is the source of business count data, that have resulted in a substantial increase in the number of businesses with no employees. Figures from earlier editions of the Profile report should not be compared with those presented here.

Source: BC Stats and Statistics Canada

Table 22. High Technology Sector Business Counts,[1] by Province and Industry, 2015

Industry	BC	Alberta	Manitoba	Saskatchewan	Ontario	Quebec	Canada
Manufacturing Industries	**730**	**534**	**83**	**130**	**2,138**	**1,185**	**4,982**
Chemicals and Pharmaceuticals	58	39	6	13	153	131	420
Computer and Electronic Products	209	155	18	31	831	393	1,687
Aerospace	48	14	0	14	126	86	308
Medical Equipment	274	212	45	47	573	323	1,539
Other Manufacturing	141	114	14	25	455	252	1,028
Service Industries	**9,175**	**13,157**	**1,203**	**1,002**	**28,463**	**11,038**	**66,711**
Motion picture production & post production	816	148	35	75	1,515	959	3,662
Telecommunications	271	208	47	50	804	498	2,078
Engineering services	1,818	3,961	213	162	3,721	1,736	12,373
Computer and related services	3,888	3,916	320	429	18,369	5,898	33,596
Other services	2,382	4,924	588	286	4,054	1,947	15,002
Total for sector	**9,905**	**13,691**	**1,286**	**1,132**	**30,601**	**12,223**	**71,693**
Total for all Industries	**192,260**	**181,773**	**43,513**	**40,562**	**449,541**	**257,224**	**1,254,937**

1. Businesses with zero employees are not included in these figures.

Source: BC Stats and Statistics Canada

Table 23. Shipments and Exports of BC High Technology Goods and Total Processed Goods

Value ($000,000)

	2005[r]	2006[r]	2007[r]	2008[r]	2009[r]	2010	2011[r]	2012[r]	2013[r]	2014[r]	2015[p]
High Technology Goods											
Total Shipments[1]	2356	2738	2827	2939	2567	2916	2911	3224	3290	3616	3740
Exports	705	857	869	979	857	873	902	995	1032	1137	1370
Exports as % of Shipments	29.9	31.3	30.7	33.3	33.4	29.9	31.0	30.9	31.4	31.4	36.6
Total Processed Goods											
Total Shipments[1]	42,883	44,480	42,418	39,435	32,951	35,575	37,998	38,491	39,895	42,683	43,481
Exports of Processed Goods[2]	22,579	22,776	21,801	19,647	15,545	17,354	18,886	19,281	21,077	22,831	24,521
Export Orientation (%)	52.7	51.2	51.4	49.8	47.2	48.8	49.7	50.1	52.8	53.5	56.4

% change from previous year

	2005[r]	2006[r]	2007[r]	2008[r]	2009[r]	2010	2011[r]	2012[r]	2013[r]	2014[r]	2015[p]
High Technology Goods											
Total Shipments	-5.9	16.2	3.3	4.0	-12.7	13.6	-0.2	10.8	2.1	9.9	3.4
Exports	2.7	21.5	1.4	12.7	-12.4	1.8	3.3	10.4	3.7	10.2	20.4
Total Processed Goods											
Total Shipments	3.1	3.7	-4.6	-7.0	-16.4	8.0	6.8	1.3	3.6	7.0	1.9
Exports of Processed Goods	-4.2	0.9	-4.3	-9.9	-20.9	11.6	8.8	2.1	9.3	8.3	7.4

1. Total shipments represent revenues from all production, sales, services and related activities in the manufacturing sector.
2. "Processed goods" excludes selected agricultural, fish, logging, mining and energy products not produced by B.C. manufacturing industries.

[r] Revised
[p] Preliminary

Source: BC Stats and Statistics Canada

Table 24. B.C. Domestic Exports of High Technology Goods, by Destination and Mode of Transport

Destination	Mode of Transport[2]	2005	2006	2007	2008	2009	2010	2011	2012	2013[r]	2014[r]	2015[p]
		Value ($ million)[1]										
United States	Land	330.8	402.0	430.3	436.7	397.8	347.0	359.6	384.8	389.2	416.5	517.9
	Sea	0.0	0.0	0.0	0.0	0.0	0.0	0.2	0.0	0.3	2.8	0.0
	Air	156.3	185.5	167.5	177.2	183.2	186.5	178.4	224.1	242.8	274.3	303.4
	Total	**487.1**	**587.5**	**597.8**	**613.9**	**581.0**	**533.5**	**538.1**	**608.9**	**632.3**	**693.5**	**821.3**
Pacific Rim (total)	Land	0.6	0.2	8.1	1.9	0.5	0.6	0.2	9.1	12.8	1.4	0.5
	Sea	11.3	5.4	3.3	7.8	7.6	9.5	6.0	15.7	26.2	31.2	22.3
	Air	85.6	88.1	61.9	90.9	75.5	95.1	94.5	96.6	109.0	120.9	149.5
	Total	**97.4**	**93.7**	**73.3**	**100.5**	**83.6**	**105.2**	**100.7**	**121.4**	**148.0**	**153.5**	**172.3**
Japan	Land	0.3	0.2	5.2	0.0	0.0	0.0	0.0	3.3	0.0	0.3	0.0
	Sea	0.1	0.8	0.5	1.3	0.6	0.2	0.7	7.9	3.3	2.9	0.7
	Air	19.6	18.7	10.4	21.9	10.5	9.5	9.8	12.6	18.8	21.7	25.0
	Total	**20.0**	**19.7**	**16.1**	**23.3**	**11.1**	**9.7**	**10.5**	**23.7**	**22.1**	**24 9**	**25.7**
Pacific Rim (excluding Japan)	Land	0.3	0.0	2.9	1.8	0.4	0.6	0.2	5.8	12.8	1.1	0.5
	Sea	11.2	4.6	2.8	6.4	7.0	9.3	5.3	7.8	22.9	28.3	21.6
	Air	66.0	69.3	51.4	69.0	65.1	85.6	84.7	84.1	90.3	99.1	124.5
	Total	**77.4**	**74.0**	**57.2**	**77.3**	**72.5**	**95.5**	**90.2**	**97.7**	**125.9**	**128.6**	**146.6**
European Union	Land	0.5	0.4	1.0	0.5	1.2	1.1	0.3	0.2	0.2	0.1	0.1
	Sea	2.1	3.5	15.7	82.5	21.2	8.4	10.5	9.9	8.9	12.8	36.2
	Air	68.1	102.9	110.3	105.9	101.9	135.4	137.1	135.4	133.5	139.2	148.7
	Total	**70.7**	**106.8**	**127.1**	**188.8**	**124.3**	**144.9**	**147.8**	**145.5**	**142.6**	**152 2**	**185.0**
All Other Countries	Land	0.7	5.2	4.7	4.8	3.1	1.5	1.5	4.8	1.8	2.6	51.1
	Sea	2.0	2.7	4.3	5.1	1.9	10.5	20.6	19.8	23.1	23.2	22.6
	Air	47.3	60.7	61.5	65.6	63.1	77.2	93.2	94.9	83.8	112.2	117.3
	Total	**49.9**	**68.6**	**70.6**	**75.4**	**68.1**	**89.2**	**115.2**	**119.5**	**108.8**	**137 9**	**191.0**
Total	Land	332.5	407.7	444.2	443.8	402.7	350.2	361.5	398.9	404.0	420.6	569.5
	Sea	15.3	11.6	23.4	95.4	30.6	28.4	37.2	45.3	58.4	70.0	81.1
	Air	357.3	437.2	401.2	439.5	423.8	494.2	503.1	551.0	569.2	646.6	718.9
	Total	**705.1**	**856.5**	**868.8**	**978.7**	**857.1**	**872.8**	**901.8**	**995.3**	**1,031.6**	**1,137 2**	**1,369.6**
		% of Exports to Destination[3]										
Destination	**Mode of Transport**	**2005**	**2006**	**2007**	**2008**	**2009**	**2010**	**2011**	**2012**	**2013[r]**	**2014[r]**	**2015[p]**
United States	Land	67.9	68.4	72.0	71.1	68.5	65.0	66.8	63.2	61.6	60.1	63.1
	Sea	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4	0.0
	Air	32.1	31.6	28.0	28.9	31.5	34.9	33.2	36.8	38.4	39.5	36.9
Pacific Rim (total)	Land	0.6	0.2	11.1	1.9	0.6	0.6	0.2	7.5	8.6	0.9	0.3
	Sea	11.6	5.8	4.6	7.8	9.1	9.0	6.0	12.9	17.7	20.3	12.9
	Air	87.9	94.0	84.4	90.4	90.4	90.4	93.8	79.6	73.7	78.8	86.7
Japan	Land	1.5	0.8	32.0	0.2	0.3	0.2	0.3	13.9	0.1	1.0	0.1
	Sea	0.3	4.0	3.3	5.8	5.1	2.3	6.6	33.2	14.9	11.5	2.9
	Air	98.2	95.2	64.6	94.0	94.6	97.5	93.0	52.9	85.0	87.4	97.1
Pacific Rim (excluding Japan)	Land	0.3	0.0	5.1	2.4	0.6	0.6	0.2	6.0	10.1	0.9	0.4
	Sea	14.5	6.2	4.9	8.3	9.7	9.7	5.9	8.0	18.2	22.0	14.7
	Air	85.2	93.7	89.9	89.3	89.7	89.7	93.9	86.1	71.7	77.1	84.9
European Union	Land	0.7	0.4	0.8	0.2	1.0	0.8	0.2	0.2	0.1	0.1	0.0
	Sea	3.0	3.3	12.4	43.7	17.1	5.8	7.1	6.8	6.2	8.4	19.6
	Air	96.3	96.3	86.8	56.1	82.0	93.5	92.7	93.0	93.7	91.5	80.4
All Other Countries	Land	1.3	7.6	6.7	6.3	4.6	1.7	1.3	4.0	1.7	1.9	26.7
	Sea	3.9	3.9	6.1	6.8	2.7	11.8	17.8	16.6	21.3	16.8	11.8
	Air	94.7	88.5	87.1	86.9	92.6	86.5	80.9	79.4	77.1	81.3	61.4
Total	Land	47.2	47.6	51.1	45.3	47.0	40.1	40.1	40.1	39.2	37.0	41.6
	Sea	2.2	1.4	2.7	9.7	3.6	3.3	4.1	4.6	5.7	6.2	5.9
	Air	50.7	51.0	46.2	44.9	49.4	56.6	55.8	55.4	55.2	56.9	52.5

1. Totals may not equal the sum of Land, Sea and Air due to the fact that some respondents did not fill in the survey completely.
2. Shipments by land to overseas markets represent the export of B.C. produced high technology products transshipped through U.S. Ports such as Seattle or Portland.
3. Percentages may not add to 100 due to rounding.

[r] Revised
[p] Preliminary

Source: BC Stats

Table 25. Top 25 British Columbia High Technology Export Commodities, 2015[p]

HS Code	Commodity Description [1]	Value ($000,000)	% Total Exports
88033000	Aircraft parts nes	197.8	14.4
85258020	Digital cameras	151.2	11.0
88023000	Aircraft nes of an unladen weight > 2,000 kg but not exceeding 15,000 kg	106.5	7.8
85258010	Television cameras	104.1	7.6
90328900	Automatic regulating or controlling instruments and apparatus, nes	85.9	6.3
90189000	Instruments and appliances used in medical or veterinary sciences, nes	72.9	5.3
88024000	Aircraft nes of an unladen weight exceeding 15,000 kg	66.7	4.9
90213900	Artificial parts of the body, nes	54.4	4.0
85176211	Telephonic or telegraphic switching apparatus	35.2	2.6
90158000	Surveying, hydrographic, oceanographic, meteorological or geophysical inst nes	31.7	2.3
90181900	Electro-diagnostic apparatus, nes	31.6	2.3
84715000	Process units, o/t 8471.41/.49, w/n cntg in same housing storage, input, output units	30.5	2.2
28444019	Radioactive elements & isotopes and compounds, nes	26.6	1.9
84733000	Parts and accessories of automatic data processing machines & units thereof	19.1	1.4
84714900	Other digital automatic data processing machines, presented in the form of systems	18.8	1.4
84119100	Parts of turbo-jets or turbo-propellers	17.4	1.3
88032000	Aircraft under-carriages and parts thereof	15.5	1.1
90319000	Parts and accessories for measuring or checking inst, appl and machines, nes	14.8	1.1
84705000	Cash registers	14.7	1.1
85269200	Radio remote control apparatus	14.4	1.0
85176190	Base stations, nes	13.1	1.0
90278000	Instruments and apparatus for physical or chemical analysis, nes	11.7	0.9
84714100	Other automatic data processing machines, with at least cpu, input and output units, o/t portable	11.3	0.8
85256000	Transmission apparatus,for radio-broadcasting/tv,incorporating reception apparatus	10.9	0.8
90221400	Apparatus based on the use of X-rays for medical, surgical, or vet uses, nes	10.0	0.7
Subtotal		**1,166.7**	**85.2**
	All Other High Technology Commodities	202.9	14.8
Total		**1,369.6**	**100.0**

HS code = Harmonized System commodity code; NES=Not Elsewhere Specified

1. Commodity descriptions are drawn from the approved Harmonized System coding manual.
They contain some abbreviations that have been left in the original form in this table.

[p] Preliminary

Source: BC Stats and Statistics Canada

Table 26. Top 25 British Columbia High Technology Import Commodities, 2015[p]

HS Code	Commodity Description [1]	Value ($000,000)	% Total Imports
8802400016	Airplanes and other aircraft, passenger, of an unladen weight > 15,000 kg, new	845.4	12.3
8517120020	Cellular telephones, other than for installation in motor vehicles	708.8	10.3
8517620090	Machines for r/c/t or regeneration voice, images or data, incl switching & routing app,nes	470.5	6.9
8471300000	Portable automatic data processing machines, <= 10 kg, with cpu, keyboard and display	466.7	6.8
8471500090	Processing units,o/t 8471.41/.49,w/n cntg: storage/input/output unit,o/t CRT,nes	221.7	3.2
3004900079	Medicaments, nes, for human use, in dosage	216.2	3.2
3002100090	Antisera,other blood fract,immunological prod,w/n mod/obt biotechnological proc,nes	196.9	2.9
8803300000	Parts of airplanes or helicopters nes	175.9	2.6
8443990090	Other parts and accessories of printing machinery, nes	160.8	2.3
8528723300	Television receivers, colour, high definition, with flat panel screen, nes	152.1	2.2
8411910020	Parts of turbo-jets or turbo-propellers for aircraft	142.3	2.1
8802120010	Helicopters, of an unladen weight > 2,000 kg, new	96.2	1.4
8411120010	Turbo-jets, for aircraft turbines, of a thrust exceeding 25 kN	89.3	1.3
8802400017	Airplanes and other aircraft, cargo, of an unladen weight > 15,000 kg, new	87.4	1.3
8525800050	Digital cameras and video camera recorders	86.3	1.3
8517700090	Parts tel sets; oth app for trans/recep voice/img/data, o/t 84.43,85.25,85.27,85.28, nes[2]	78.2	1.1
3002100029	Antisera & o blood fract, human orig, therapeutic/prophylactic use in humans,nes	71.7	1.0
8803200000	Under-carriages and parts thereof, for aircraft	63.8	0.9
8443310000	Machines performing two or more functions of prntg/cpyg/fax, conn to adpm or network	62.5	0.9
8471700013	Magnetic disc drives for hard magnetic disks, other than in form of system	59.7	0.9
8473309000	Parts & access (o/t printed circuit assy) of the machines of heading 84.71, nes[3]	58.9	0.9
8525600099	Other transceivers, for frequencies exceeding 400 MHz	57.8	0.8
8544700090	Optical fibre cables, made up of individually sheathed fibre, etc, nes	54.7	0.8
3002200090	Vaccines, nes, for human medicine	50.8	0.7
8528510000	Other monitors, of a kind used in an automatic data processing system of hd 84.71	49.0	0.7
Subtotal		**4,723.8**	**69.0**
	All Other High Technology Commodities	2,125.6	31.0
Total		**6,849.3**	**100.0**

HS code = Harmonized System commodity code; NES=Not Elsewhere Specified
1. Commodity descriptions are drawn from the approved Harmonized System coding manual.
They contain some abbreviations that have been left in the original form in this table.
2. Refers to facsimile machines, transmission/reception apparatus for radio/TV broadcasting.
3. Refers to automatic data processing machines, magnetic or optical readers, etc.

[p] Preliminary

Source: BC Stats

Table 27. B.C. Domestic Exports of High Technology Goods and Total Goods, by Destination

	Value ($000,000)										
	2005	2006	2007	2008	2009	2010	2011	2012	2013[r]	2014[r]	2015[p]
High Technology Exports											
United States	487.1	587.5	597.8	613.9	581.0	533.5	538.1	608.9	632.3	693.5	821.3
Mexico	4.7	4.8	7.8	6.8	6.1	7.3	6.3	10.6	5.4	2.9	40.8
European Union	70.7	106.8	127.1	188.8	124.3	144.9	147.8	145.5	142.6	152.2	185.0
United Kingdom	15.4	17.0	19.2	24.3	20.0	23.4	27.1	21.9	16.2	18.3	46.5
France	7.9	5.9	5.0	6.5	5.9	6.3	6.4	5.1	7.9	10.7	15.5
Germany	10.4	14.6	40.4	79.3	26.3	28.4	29.8	34.9	31.2	30.2	32.2
Italy	9.4	22.5	21.9	23.1	26.6	33.7	26.5	20.2	22.0	29.9	29.1
Netherlands	6.8	6.5	8.8	11.5	12.6	15.5	14.4	16.6	28.3	34.4	33.0
Pacific Rim	97.4	93.7	73.3	100.5	83.6	105.2	100.7	121.4	148.0	153.5	172.3
Hong Kong	14.9	9.8	5.0	8.6	14.7	20.9	18.9	17.3	14.7	18.5	17.7
Mainland China	23.3	17.6	14.4	21.6	13.7	21.3	19.5	20.7	25.3	30.5	33.4
Japan	20.0	19.7	16.1	23.3	11.1	9.7	10.5	23.7	22.1	24.9	25.7
South Korea	8.1	10.6	6.6	14.1	8.7	7.3	10.7	13.5	14.1	10.9	11.5
Taiwan	7.5	7.1	5.7	6.0	2.8	4.2	7.4	5.9	8.4	4.1	8.4
All Other Countries	45.2	63.8	62.7	68.7	62.0	81.9	108.9	108.8	103.4	135.0	150.2
Total	**705.1**	**856.5**	**868.8**	**978.7**	**857.1**	**872.8**	**901.8**	**995.3**	**1,031.6**	**1,137.2**	**1,369.6**
Total Exports											
United States	22,101.5	20,517.3	19,076.8	17,582.0	12,920.2	13,252.1	14,005.4	14,031.5	15,524.4	17,952.7	18,738.0
Mexico	237.0	185.3	195.8	343.6	162.1	192.3	156.1	101.2	124.6	111.0	182.1
European Union	2,454.1	2,257.8	2,321.0	2,618.8	1,690.2	2,023.3	2,321.3	1,793.3	1,570.9	1,591.4	1,495.6
United Kingdom	421.0	386.2	401.3	405.2	266.2	293.7	417.5	328.4	336.5	383.6	397.6
France	189.5	152.4	167.8	201.5	116.8	98.8	108.6	75.3	71.0	90.6	94.4
Germany	470.6	443.3	463.5	516.3	234.0	379.2	280.9	247.9	224.1	251.8	258.7
Italy	565.9	471.1	431.6	485.3	342.6	451.8	515.2	326.8	280.0	183.3	156.1
Netherlands	300.7	368.9	405.1	477.0	438.3	442.3	619.5	520.8	301.4	274.1	242.2
Pacific Rim	8,077.5	9,037.7	8,605.6	10,666.4	9,128.1	11,569.4	14,022.6	13,651.4	14,331.2	14,211.9	13,456.2
Hong Kong	213.2	199.2	166.3	237.9	210.0	238.2	260.5	218.6	201.1	249.9	236.7
Mainland China	1,325.5	1,485.6	1,722.8	1,961.7	2,501.4	3,837.1	4,802.4	5,752.3	6,600.6	6,422.7	5,982.0
Japan	4,163.8	4,709.8	4,134.5	5,026.1	3,551.0	4,193.2	4,642.8	4,139.2	4,050.9	3,644.7	3,623.8
South Korea	1,167.7	1,364.6	1,307.8	1,960.8	1,664.1	1,883.7	2,725.4	1,891.4	1,816.2	2,089.4	1,836.7
Taiwan	498.7	520.7	462.3	598.2	463.1	493.8	723.6	655.5	599.8	542.3	560.6
All Other Countries	1,297.2	1,467.9	1,324.5	1,913.3	1,339.7	1,609.0	2,166.1	1,906.7	1,870.4	1,898.1	1,993.5
Total	**34,167.3**	**33,466.0**	**31,523.6**	**33,124.1**	**25,240.3**	**28,646.1**	**32,671.5**	**31,484.0**	**33,421.5**	**35,765.1**	**35,865.5**
	% change from previous year										
	2005	2006	2007	2008	2009	2010	2011	2012	2013[r]	2014[r]	2015[p]
High Technology Exports											
United States	-4.3	20.6	1.8	2.7	-5.4	-8.2	0.9	13.1	3.8	9.7	18.4
Mexico	31.4	2.8	62.6	-13.8	-9.2	19.2	-14.0	69.4	-49.1	-46.2	1299.6
European Union	7.1	51.1	19.0	48.6	-34.1	16.6	2.0	-1.6	-2.0	6.8	21.5
United Kingdom	-20.6	10.4	13.2	26.3	-17.6	17.1	15.9	-19.1	-26.4	13.1	154.5
France	-17.2	-24.8	-15.3	28.5	-8.2	5.2	3.1	-20.5	54.9	34.9	44.6
Germany	9.8	40.3	176.5	96.3	-66.9	8.3	4.9	16.9	-10.7	-3.2	6.9
Italy	104.2	140.0	-2.6	5.5	15.1	26.3	-21.2	-24.0	9.0	36.1	-2.8
Netherlands	13.6	-4.2	35.8	30.8	9.2	23.2	-7.3	15.0	70.7	21.5	-3.9
Pacific Rim	46.9	-3.8	-21.7	37.1	-16.8	25.8	-4.3	20.6	21.9	3.7	12.3
Hong Kong	37.0	-34.0	-48.9	72.2	70.1	41.8	-9.4	-8.4	-15.2	26.4	-4.5
Mainland China	60.7	-24.1	-18.6	50.0	-36.3	54.7	-8.2	6.2	22.1	20.5	9.3
Japan	80.8	-1.5	-18.1	44.3	-52.5	-12.1	7.9	126.2	-7.0	12.6	3.4
South Korea	6.0	30.6	-37.2	112.0	-38.5	-15.3	46.0	25.8	4.4	-22.3	5.3
Taiwan	139.9	-5.3	-19.0	5.3	-54.1	50.2	78.1	-19.9	41.5	-51.3	106.5
All Other Countries	8.9	41.1	-1.6	9.5	-9.7	32.1	33.0	-0.1	-5.0	30.7	11.2
Total Growth	**2.7**	**21.5**	**1.4**	**12.7**	**-12.4**	**1.8**	**3.3**	**10.4**	**3.7**	**10.2**	**20.4**
Total Exports											
United States	9.8	-7.2	-7.0	-7.8	-26.5	2.6	5.7	0.2	10.6	15.6	4.4
Mexico	19.5	-21.8	5.7	75.5	-52.8	18.6	-18.8	-35.2	23.1	-10.9	64.1
European Union	12.2	-8.0	2.8	12.8	-35.5	19.7	14.7	-22.7	-12.4	1.3	-6.0
United Kingdom	23.3	-8.3	3.9	1.0	-34.3	10.3	42.2	-21.3	2.4	14.0	3.6
France	5.0	-19.6	10.1	20.1	-42.0	-15.5	9.9	-30.6	-5.8	27.7	4.2
Germany	9.9	-5.8	4.6	11.4	-54.7	62.1	-25.9	-11.7	-9.6	12.3	2.7
Italy	22.2	-16.7	-8.4	12.4	-29.4	31.9	14.0	-36.6	-14.3	-34.5	-14.9
Netherlands	-7.5	22.7	9.8	17.8	-8.1	0.9	40.0	-15.9	-42.1	-9.0	-11.7
Pacific Rim	8.1	11.9	-4.8	23.9	-14.4	26.7	21.2	-2.6	5.0	-0.8	-5.3
Hong Kong	-15.5	-6.5	-16.5	43.0	-11.7	13.4	9.3	-16.1	-8.0	24.3	-5.3
Mainland China	8.2	12.1	16.0	13.9	27.5	53.4	25.2	19.8	14.7	-2.7	-6.9
Japan	9.4	13.1	-12.2	21.6	-29.3	18.1	10.7	-10.8	-2.1	-10.0	-0.6
South Korea	28.4	16.9	-4.2	49.9	-15.1	13.2	44.7	-30.6	-4.0	15.0	-12.1
Taiwan	2.5	4.4	-11.2	29.4	-22.6	6.6	46.5	-9.4	-8.5	-9.6	3.4
All Other Countries	27.9	13.2	-9.8	44.5	-30.0	20.1	34.6	-12.0	-1.9	1.5	5.0
Total Growth	**10.2**	**-2.1**	**-5.8**	**5.1**	**-23.8**	**13.5**	**14.1**	**-3.6**	**6.2**	**7.0**	**0.3**

[r] Revised
[p] Preliminary

Source: BC Stats and Statistics Canada

Table 28. B.C. Imports of High Technology Goods, by Country of Origin

	Value ($000,000)										
	2005	**2006**	**2007**	**2008**	**2009**	**2010[r]**	**2011[r]**	**2012[r]**	**2013[r]**	**2014[r]**	**2015[p]**
United States	1,665.5	1,472.9	1,555.1	1,610.1	1,305.1	1,491.2	1,436.8	1,579.5	1,759.1	2,077.0	2,483.7
Mexico	328.3	402.4	500.1	543.6	455.0	645.6	630.2	553.7	531.5	535.2	529.9
European Union	375.2	398.4	405.5	500.6	504.1	581.7	569.1	596.6	631.5	643.5	795.1
United Kingdom	104.0	92.0	97.1	114.1	129.5	140.2	142.6	111.2	105.9	112.2	116.9
France	51.9	67.0	67.8	81.5	75.7	98.0	83.6	81.5	105.0	79.1	206.8
Germany	92.3	99.4	97.4	128.9	107.6	109.9	127.1	175.4	181.2	188.2	202.7
Italy	15.2	22.6	19.3	16.9	20.7	33.2	27.2	31.1	36.8	44.6	40.3
Netherlands	14.5	9.8	16.9	30.6	30.6	36.1	33.1	19.0	18.2	20.7	25.2
Pacific Rim	1,482.7	1,579.7	1,891.1	2,059.1	1,768.5	2,316.0	2,483.7	2,506.6	2,325.7	2,363.9	2,710.5
Hong Kong	9.7	10.9	11.1	12.5	11.2	10.3	4.3	3.7	2.9	4.5	4.4
Mainland China	666.0	787.0	969.7	1,108.9	1,041.7	1,433.6	1,580.7	1,698.3	1,490.1	1,626.2	1,844.2
Japan	282.0	234.4	262.0	265.9	191.0	232.7	224.3	237.5	209.4	196.4	202.1
South Korea	116.3	101.2	115.9	142.5	129.6	157.4	140.9	82.0	165.7	92.3	97.3
Taiwan	115.7	114.2	148.0	138.4	104.0	148.4	226.4	163.1	163.6	133.4	162.9
All Other Countries	339.9	224.7	287.5	258.5	215.5	275.6	222.7	258.6	292.7	299.6	330.1
Total Value	**4,191.7**	**4,078.2**	**4,639.3**	**4,971 9**	**4,248.2**	**5,310.2**	**5,342.5**	**5,495.0**	**5,540.5**	**5,919.2**	**6,849.3**
	% change from previous year										
	2005	**2006**	**2007**	**2008**	**2009**	**2010[r]**	**2011[r]**	**2012[r]**	**2013[r]**	**2014[r]**	**2015[p]**
United States	3.9	-11.6	5.6	3.5	-18.9	14.3	-3.6	9.9	11.4	18.1	19.6
Mexico	18.0	22.6	24.3	8.7	-16.3	41.9	-2.4	-12.1	-4.0	0.7	-1.0
European Union	-10.0	6.2	1.8	23.5	0.7	15.4	-2.2	4.8	5.8	1.9	23.6
United Kingdom	-18.8	-11.5	5.6	17.4	13.5	8.3	1.7	-22.0	-4.8	6.0	4.1
France	-35.7	29.1	1.2	20.2	-7.1	29.4	-14.6	-2.6	28.8	-24.7	161.6
Germany	5.4	7.6	-1.9	32.3	-16.6	2.1	15.7	37.9	3.3	3.8	7.7
Italy	-34.0	48.0	-14.2	-12.7	22.9	60.3	-18.1	14.3	18.2	21.2	-9.5
Netherlands	17.3	-32.3	72.1	80.7	0.1	18.0	-8.3	-42.6	-4.3	13.7	22.1
Pacific Rim	16.8	6.5	19.7	8.9	-14.1	31.0	7.2	0.9	-7.2	1.6	14.7
Hong Kong	53.7	12.4	1.7	12.5	-10.3	-7.7	-58.1	-13.4	-22.8	56.2	-2.0
Mainland China	36.7	18.2	23.2	14.4	-6.1	37.6	10.3	7.4	-12.3	9.1	13.4
Japan	13.4	-16.9	11.8	1.5	-28.2	21.8	-3.6	5.9	-11.9	-6.2	2.9
South Korea	-10.9	-13.0	14.6	22.9	-9.0	21.4	-10.5	-41.8	101.9	-44.3	5.4
Taiwan	0.3	-1.3	29.5	-6.5	-24.8	42.6	52.6	-28.0	0.3	-18.4	22.1
All Other Countries	73.2	-33.9	27.9	-10.1	-16.6	27.9	-19.2	16.1	13.2	2.4	10.2
Total Growth	**11.4**	**-2.7**	**13.8**	**7 2**	**-14.6**	**25.0**	**0.6**	**2.9**	**0.8**	**6.8**	**15.7**

[r] Revised

[p] Preliminary

Source: BC Stats

Table 29. B.C. Balance of Trade in High Technology Goods, by Country

	Balance ($000,000)										
	2005	**2006**	**2007**	**2008**	**2009**	**2010[r]**	**2011[r]**	**2012[r]**	**2013[r]**	**2014[r]**	**2015[p]**
United States	-932.7	-656.4	-889.6	-996.2	-724.0	-957.7	-896.3	-970.6	-1,126.8	-1,383.5	-1,662.4
Mexico	-320.2	-391.9	-488.1	-534.3	-448.2	-638.0	-622.4	-542.0	-523.5	-530.4	-486.3
European Union	-240.3	-201.9	-237.7	-281.2	-360.3	-423.0	-390.4	-410.8	-436.6	-394.2	-521.6
United Kingdom	-68.9	-62.6	-71.8	-80.4	-103.1	-112.6	-110.9	-85.1	-83.7	-67.4	-53.2
France	-42.0	-37.6	-61.8	-74.1	-67.9	-91.2	-74.6	-74.0	-95.1	-65.2	-184.1
Germany	-61.7	-55.2	-40.0	-39.8	-78.4	-78.1	-93.3	-128.9	-123.8	-115.6	-137.4
Italy	-5.8	0.3	2.8	6.8	6.1	0.5	-0.5	-10.8	-14.1	-14.4	-10.4
Netherlands	0.2	5.0	1.8	-15.4	-17.1	-18.7	-14.3	0.4	20.1	32.9	32.5
Pacific Rim	-1,180.5	-1,302.8	-1,636.2	-1,873.0	-1,649.9	-2,180.2	-2,316.1	-2,334.8	-2,130.5	-2,133.3	-2,444.7
Hong Kong	69.5	45.3	32.1	10.6	6.9	16.2	27.8	23.8	17.2	20.8	23.5
Mainland China	-630.3	-753.9	-921.9	-1,067.6	-1,022.7	-1,406.8	-1,551.4	-1,670.3	-1,456.9	-1,588.6	-1,802.7
Japan	-231.8	-190.6	-225.7	-237.0	-177.3	-220.8	-211.8	-210.7	-180.4	-157.9	-152.6
South Korea	-99.4	-81.1	-101.3	-123.0	-118.7	-146.0	-126.6	-67.3	-150.7	-77.4	-82.7
Taiwan	-98.7	-99.2	-136.9	-129.5	-100.5	-142.1	-218.0	-156.9	-154.4	-127.7	-151.5
All Other Countries	-243.6	-125.2	-167.6	-164.4	-65.0	-160.7	-67.1	-112.6	-108.8	-117.4	-120.9
Total	**-2,917.3**	**-2,678.2**	**-3,419.3**	**-3,849.2**	**-3,247.4**	**-4,359.6**	**-4,292.2**	**-4,370.8**	**-4,326.2**	**-4,558.7**	**-5,235.9**

Note: The trade balance is the net of total exports minus total imports. Total exports include re-exports, whereas domestic exports are shipments of goods produced within Canada only (in the case of tables in this report, within B.C. only).

[r] Revised

[p] Preliminary

Source: BC Stats

Table 30. B.C. Domestic Exports of High Technology Goods, by Commodity Group

	Value ($000,000)										
	2005	**2006**	**2007**	**2008**	**2009**	**2010**	**2011**	**2012**	**2013[r]**	**2014[r]**	**2015[p]**
Biotechnology	7.9	7.2	4.1	2.9	3.5	3.1	2.5	3.3	2.9	3.1	3.7
Life Sciences	140.2	179.4	132.7	132.0	141.2	151.1	157.3	151.6	175.3	192.8	228.4
Opto-Electronics	35.7	37.1	49.7	124.2	48.3	39.1	41.6	34.0	40.1	46.1	47.1
Computers and Telecommunications	286.4	345.0	395.9	406.6	394.4	406.6	377.1	389.7	394.5	437.4	506.6
Electronics	15.4	14.1	6.4	11.9	34.7	5.7	12.5	29.3	21.3	23.8	23.0
Computer Integrated Manufacturing	104.1	101.0	94.0	109.8	89.8	99.9	119.8	134.3	109.3	91.4	115.9
Material Design	1.9	2.1	2.7	1.5	1.4	1.4	1.1	3.6	3.8	2.6	2.2
Aerospace	109.6	170.4	182.9	189.4	141.3	164.1	185.4	247.1	281.2	335.2	435.6
Weapons and Nuclear	4.1	0.2	0.4	0.5	2.7	1.9	4.5	2.3	3.4	4.6	7.1
Total	**705.1**	**856.5**	**868.8**	**978.7**	**857.1**	**872.8**	**901.8**	**995.3**	**1,031.6**	**1,137.2**	**1,369.6**
	% change from previous year										
	2005	**2006**	**2007**	**2008**	**2009**	**2010**	**2011**	**2012**	**2013[r]**	**2014[r]**	**2015[p]**
Biotechnology	83.9	-8.5	-43.8	-29.8	22.1	-10.1	-18.6	30.8	-12.9	6.5	20.7
Life Sciences	-33.4	28.0	-26.0	-0.6	7.0	7.0	4.1	-3.6	15.6	10.0	18.4
Opto-Electronics	4.9	4.1	33.9	149.8	-61.2	-19.0	6.4	-18.4	18.1	15.0	2.2
Computers and Telecommunications	10.4	20.5	14.7	2.7	-3.0	3.1	-7.2	3.3	1.2	10.9	15.8
Electronics	72.9	-8.4	-54.5	85.7	192.0	-83.6	118.7	135.1	-27.2	11.8	-3.6
Computer Integrated Manufacturing	6.7	-3.0	-7.0	16.9	-18.2	11.2	20.0	12.1	-18.7	-16.3	26.7
Material Design	29.5	13.5	27.1	-44.0	-8.9	-0.9	-18.1	224.9	3.6	-30.5	-16.4
Aerospace	58.7	55.5	7.3	3.5	-25.4	16.1	13.0	33.3	13.8	19.2	29.9
Weapons and Nuclear	191.0	-96.3	174.8	13.3	473.1	-31.2	142.5	-48.5	45.1	37.3	53.7
Total	**2.7**	**21.5**	**1.4**	**12.7**	**-12.4**	**1.8**	**3.3**	**10.4**	**3.7**	**10.2**	**20.4**

[r] Revised

[p] Preliminary

Source: BC Stats

Table 31. B.C. Imports of High Technology Goods, by Commodity Group

	Value ($000,000)										
	2005	**2006**	**2007**	**2008**	**2009**	**2010[r]**	**2011[r]**	**2012[r]**	**2013[r]**	**2014[r]**	**2015[p]**
Biotechnology	35.3	43.8	59.9	84.9	100.9	138.7	157.0	186.8	241.5	280.3	319.6
Life Sciences	475.2	496.7	506.0	603.5	602.3	695.3	651.6	729.6	698.7	725.2	786.5
Opto-Electronics	205.1	299.6	337.9	403.7	285.7	371.9	331.6	271.7	258.3	269.3	266.8
Computers and Telecommunications	2,425.3	2,359.8	2,750.2	2,816.7	2,346.9	2,925.5	3,120.9	3,196.8	2,849.4	2,930.7	3,223.2
Electronics	245.6	253.2	253.6	278.3	269.7	379.5	345.6	323.5	378.9	321.5	302.3
Computer Integrated Manufacturing	181.8	195.8	159.6	149.2	143.7	174.4	191.2	180.6	178.9	204.4	229.3
Material Design	17.1	24.3	18.0	29.1	21.4	25.9	45.8	48.4	50.7	57.0	61.0
Aerospace	590.9	385.3	537.2	588.4	457.5	580.3	473.2	534.5	861.5	1,115.6	1,642.0
Weapons and Nuclear	15.3	19.7	16.8	18.4	20.0	18.7	25.6	23.2	22.6	15.3	18.6
Total	**4,191.7**	**4,078.2**	**4,639.3**	**4,971.9**	**4,248.2**	**5,310.2**	**5,342.5**	**5,495.0**	**5,540.5**	**5,919.2**	**6,849.3**
	% change from previous year										
	2005	**2006**	**2007**	**2008**	**2009**	**2010[r]**	**2011[r]**	**2012[r]**	**2013[r]**	**2014[r]**	**2015[p]**
Biotechnology	3.1	24.0	36.8	41.8	18.8	37.5	13.2	19.0	29.3	16.0	14.0
Life Sciences	4.3	4.5	1.9	19.3	-0.2	15.4	-6.3	12.0	-4.2	3.8	8.5
Opto-Electronics	66.1	46.0	12.8	19.5	-29.2	30.1	-10.8	-18.1	-4.9	4.3	-0.9
Computers and Telecommunications	1.3	-2.7	16.5	2.4	-16.7	24.7	6.7	2.4	-10.9	2.9	10.0
Electronics	74.9	3.1	0.2	9.7	-3.1	40.7	-8.9	-6.4	17.2	-15.2	-6.0
Computer Integrated Manufacturing	-3.6	7.7	-18.5	-6.5	-3.6	21.3	9.7	-5.5	-0.9	14.2	12.2
Material Design	-35.7	42.0	-26.0	61.5	-26.2	20.8	76.6	5.8	4.7	12.5	7.0
Aerospace	63.5	-34.8	39.4	9.5	-22.2	26.9	-18.5	13.0	61.2	29.5	47.2
Weapons and Nuclear	-61.2	28.3	-14.5	9.2	8.9	-6.5	37.3	-9.7	-2.6	-32.3	21.6
Total	**11.4**	**-2.7**	**13.8**	**7.2**	**-14.6**	**25.0**	**0.6**	**2.9**	**0.8**	**6.8**	**15.7**

[r] Revised

[p] Preliminary

Source: BC Stats

Table 32. B.C. Balance of Trade in High Technology Goods, by Commodity Group

	Balance ($000,000)										
	2005	**2006**	**2007**	**2008**	**2009**	**2010[r]**	**2011[r]**	**2012[r]**	**2013[r]**	**2014[r]**	**2015[p]**
Biotechnology	-27.3	-36.6	-55.8	-82.1	-97.4	-135.6	-154.4	-183.5	-238.6	-277.2	-315.8
Life Sciences	-325.6	-310.8	-367.6	-467.1	-457.2	-540.1	-488.7	-573.2	-518.0	-527.5	-552.2
Opto-Electronics	-165.6	-258.5	-286.3	-277.7	-233.7	-330.0	-286.6	-236.0	-214.3	-221.3	-217.7
Computers and Telecommunications	-2,046.7	-1,905.6	-2,296.5	-2,377.2	-1,923.7	-2,483.6	-2,688.6	-2,766.3	-2,412.1	-2,430.0	-2,637.2
Electronics	116.2	91.6	-56.8	-210.4	-228.1	-367.0	-324.2	-287.4	-352.1	-291.4	-271.3
Computer Integrated Manufacturing	-67.7	-80.6	-58.9	-35.2	-51.6	-71.9	-68.9	-44.3	-67.4	-109.1	-109.7
Material Design	-13.2	-21.0	-14.4	-27.4	-19.9	-24.3	-44.6	-44.6	-46.8	-54.0	-58.5
Aerospace	-376.9	-138.4	-267.4	-354.9	-219.2	-390.7	-215.5	-214.9	-458.1	-637.8	-1,062.0
Weapons and Nuclear	-10.5	-18.5	-15.5	-17.2	-16.7	-16.5	-20.7	-20.6	-18.9	-10.4	-11.4
Total	**-2,917.3**	**-2,678.2**	**-3,419.3**	**-3,849.2**	**-3,247.4**	**-4,359.6**	**-4,292.2**	**-4,370.8**	**-4,326.2**	**-4,558.7**	**-5,235.9**

Note: The trade balance is the net of *total* exports minus total imports. Total exports include re-exports, whereas *domestic* exports are shipments of goods produced within Canada only (in the case of tables in this report, within B.C. only).

[r] Revised
[p] Preliminary

Source: BC Stats

Table 33. B.C. Domestic Exports of High Technology Goods to the United States, by Commodity Group

	Value ($000,000)										
	2005	**2006**	**2007**	**2008**	**2009**	**2010**	**2011**	**2012**	**2013[r]**	**2014[r]**	**2015[p]**
Biotechnology	3.3	2.0	1.3	0.3	1.0	0.8	0.4	0.2	0.0	0.1	0.1
Life Sciences	103.4	124.1	79.7	73.6	88.9	85.8	89.2	93.6	111.8	124.7	163.7
Opto-Electronics	19.9	18.7	21.8	25.2	14.1	14.0	18.3	13.0	16.6	19.8	20.1
Computers and Telecommunications	204.2	229.7	277.3	288.7	280.6	259.7	232.1	246.1	235.9	247.4	303.7
Electronics	4.0	3.7	2.6	4.8	31.3	1.2	2.8	7.3	6.7	6.6	10.6
Computer Integrated Manufacturing	62.4	58.3	57.9	65.5	47.4	50.0	58.3	58.6	52.1	60.8	84.8
Material Design	1.5	0.9	0.6	0.8	0.9	0.7	0.8	3.3	3.5	2.1	2.0
Aerospace	88.2	150.0	156.4	154.8	116.0	119.9	134.1	185.3	202.9	230.1	233.1
Weapons and Nuclear	0.2	0.1	0.3	0.3	0.9	1.3	2.2	1.5	2.7	2.0	3.2
Total	**487.1**	**587.5**	**597.8**	**613.9**	**581.0**	**533.5**	**538.1**	**608.9**	**632.3**	**693.5**	**821.3**
	% change from previous year										
	2005	**2006**	**2007**	**2008**	**2009**	**2010**	**2011**	**2012**	**2013[r]**	**2014[r]**	**2015[p]**
Biotechnology	82.9	-40.3	-33.3	-79.2	254.5	-21.5	-48.5	-58.9	-82.5	97.9	117.3
Life Sciences	-40.0	20.1	-35.8	-7.6	20.8	-3.5	4.0	4.9	19.4	11.5	31.3
Opto-Electronics	-10.1	-6.1	16.5	15.6	-43.9	-0.5	30.3	-28.7	27.2	19.1	1.6
Computers and Telecommunications	3.4	12.5	20.7	4.1	-2.8	-7.5	-10.6	6.0	-4.1	4.9	22.8
Electronics	25.4	-9.0	-29.9	87.5	547.9	-96.0	126.1	159.4	-8.2	-2.3	60.9
Computer Integrated Manufacturing	11.1	-6.5	-0.7	13.1	-27.6	5.5	16.4	0.6	-11.0	16.6	39.5
Material Design	14.6	-41.6	-27.8	20.5	16.0	-19.0	5.7	333.5	6.5	-38.9	-5.3
Aerospace	61.8	70.0	4.3	-1.0	-25.1	3.4	11.8	38.2	9.5	13.4	1.3
Weapons and Nuclear	-43.1	-54.3	181.1	-7.1	217.7	49.5	73.1	-33.3	81.4	-25.5	57.4
Total	**-4.3**	**20.6**	**1.8**	**2.7**	**-5.4**	**-8.2**	**0.9**	**13.1**	**3.8**	**9.7**	**18.4**

[r] Revised

[p] Preliminary

Source: BC Stats

Table 34. B.C. Imports of High Technology Goods from the United States, by Commodity Group

	Value ($000,000)										
	2005	**2006**	**2007**	**2008**	**2009**	**2010[r]**	**2011[r]**	**2012[r]**	**2013[r]**	**2014[r]**	**2015[p]**
Biotechnology	17.0	19.2	22.8	24.3	28.4	37.9	48.5	56.3	80.2	89.1	121.5
Life Sciences	237.9	246.8	252.2	251.2	288.1	312.9	306.8	352.2	324.4	340.9	356.5
Opto-Electronics	34.9	40.9	29.0	39.8	20.7	36.7	38.9	13.7	12.8	14.1	24.8
Computers and Telecommunications	828.6	705.1	719.1	686.3	525.8	537.1	558.0	621.1	525.9	538.1	529.8
Electronics	121.6	98.1	98.3	97.1	84.8	125.3	98.9	123.4	126.6	130.1	113.5
Computer Integrated Manufacturing	104.7	123.5	88.5	76.9	73.4	87.3	85.6	77.3	70.6	85.5	95.3
Material Design	11.2	16.2	10.7	20.2	15.2	14.6	21.6	24.6	25.0	26.1	28.4
Aerospace	301.4	211.8	324.6	404.3	257.5	329.4	261.4	298.4	579.7	845.9	1,205.5
Weapons and Nuclear	8.4	11.4	9.9	10.1	11.1	10.0	17.1	12.4	13.9	7.2	8.4
Total	**1,665.5**	**1,472.9**	**1,555.1**	**1,610.1**	**1,305.1**	**1,491.2**	**1,436.8**	**1,579.5**	**1,759.1**	**2,077.0**	**2,483.7**
	% change from previous year										
	2005	**2006**	**2007**	**2008**	**2009**	**2010[r]**	**2011[r]**	**2012[r]**	**2013[r]**	**2014[r]**	**2015[p]**
Biotechnology	-4.6	13.3	18.7	6.3	17.2	33.2	28.1	16.0	42.4	11.1	36.4
Life Sciences	-3.6	3.7	2.2	-0.4	14.7	8.6	-1.9	14.8	-7.9	5.1	4.6
Opto-Electronics	-2.4	17.2	-29.2	37.2	-48.0	77.4	6.0	-64.6	-7.1	10.2	76.3
Computers and Telecommunications	-4.4	-14.9	2.0	-4.6	-23.4	2.2	3.9	11.3	-15.3	2.3	-1.5
Electronics	75.2	-19.3	0.2	-1.2	-12.7	47.7	-21.0	24.8	2.6	2.8	-12.8
Computer Integrated Manufacturing	-12.1	18.0	-28.3	-13.1	-4.5	18.9	-1.9	-9.7	-8.7	21.2	11.4
Material Design	-39.0	44.6	-34.0	89.4	-24.8	-4.0	47.3	14.3	1.7	4.3	8.8
Aerospace	47.3	-29.7	53.3	24.5	-36.3	27.9	-20.6	14.2	94.3	45.9	42.5
Weapons and Nuclear	-65.9	36.3	-12.6	1.4	10.0	-9.6	70.2	-27.6	12.6	-48.0	16.0
Total	**3.9**	**-11.6**	**5.6**	**3.5**	**-18.9**	**14.3**	**-3.6**	**9.9**	**11.4**	**18.1**	**19.6**

[r] Revised

[p] Preliminary

Source: BC Stats

Table 35. B.C. Balance of Trade in High Technology Goods with the United States, by Commodity Group

	Balance ($000,000)										
	2005	**2006**	**2007**	**2008**	**2009**	**2010[r]**	**2011[r]**	**2012[r]**	**2013[r]**	**2014[r]**	**2015[p]**
Biotechnology	-13.5	-17.2	-21.5	-24.0	-27.4	-37.1	-48.1	-56.2	-80 2	-89.1	-121.4
Life Sciences	-129.4	-118.2	-171.0	-177.6	-199.2	-227.1	-217.6	-258.6	-212.6	-216.2	-192.8
Opto-Electronics	-11.9	-19.7	-6.5	-14.6	-6.6	-22.6	-20.6	-0.7	3.8	5.7	-4.7
Computers and Telecommunications	-553.8	-386.9	-408.1	-397.5	-245.1	-277.4	-325.9	-375.0	-290.0	-290.7	-226.1
Electronics	18.5	12.9	-75.2	-92.3	-53.5	-124.0	-96.1	-116.1	-119.9	-123.6	-102.9
Computer Integrated Manufacturing	-35.4	-56.5	-27.6	-11.4	-26.0	-37.3	-27.4	-18.7	-18.4	-24.7	-10.4
Material Design	-9.5	-14.7	-9.8	-19.5	-14.3	-13.9	-20.8	-21.4	-21.6	-24.0	-26.4
Aerospace	-189.8	-45.3	-160.5	-249.5	-141.6	-209.5	-124.9	-113.1	-376.8	-615.8	-972.4
Weapons and Nuclear	-7.9	-10.8	-9.4	-9.8	-10.2	-8.7	-14.8	-10.9	-11 2	-5.2	-5.2
Total	**-932.7**	**-656.4**	**-889.6**	**-996.2**	**-724.0**	**-957.7**	**-896.3**	**-970.6**	**-1,126.8**	**-1,383.5**	**-1,662.4**

Note: The trade balance is the net of *total* exports minus total imports. Total exports include re-exports, whereas *domestic* exports are shipments of goods produced within Canada only (in the case of tables in this report, within B.C. only).

[r] Revised
[p] Preliminary

Source: BC Stats

Table 36. B.C. Domestic Exports of High Technology Goods to the Pacific Rim, by Commodity Group

	Value ($000,000)										
	2005	**2006**	**2007**	**2008**	**2009**	**2010**	**2011**	**2012**	**2013[r]**	**2014[r]**	**2015[p]**
Biotechnology	0.7	0.1	0.1	0.2	0.2	0.1	0.1	0.2	0.2	0.3	0.3
Life Sciences	13.1	13.0	6.6	12.6	11.5	15.7	16.1	16.7	21.7	24.9	31.0
Opto-Electronics	8.7	5.1	4.5	6.1	5.4	8.6	7.5	6.4	9.5	10.3	12.4
Computers and Telecommunications	39.9	45.0	37.1	41.8	45.4	58.6	53.8	51.1	58.3	67.2	72.7
Electronics	10.3	9.3	3.1	5.3	1.4	1.5	0.9	11.3	2.9	3.1	1.5
Computer Integrated Manufacturing	14.7	15.9	9.0	15.9	11.9	12.3	16.9	26.6	20.5	16.1	13.9
Material Design	0.0	0.1	0.3	0.1	0.1	0.1	0.1	0.2	0.1	0.1	0.1
Aerospace	6.2	5.0	12.5	18.5	6.1	8.1	5.2	8.9	34.7	31.2	40.1
Weapons and Nuclear	3.8	0.0	0.1	0.1	1.7	0.1	0.0	0.1	0.1	0.3	0.4
Total	**97.4**	**93.7**	**73.3**	**100.5**	**83.6**	**105.2**	**100.7**	**121.4**	**148.0**	**153.5**	**172.3**
	% change from previous year										
	2005	**2006**	**2007**	**2008**	**2009**	**2010**	**2011**	**2012**	**2013[r]**	**2014[r]**	**2015[p]**
Biotechnology	44.5	-81.3	-13.7	35.3	28.0	-28.4	6.3	30.3	17.7	13.2	34.1
Life Sciences	68.9	-0.5	-49.2	89.9	-8.6	36.8	2.3	4.2	29.4	14.9	24.4
Opto-Electronics	82.0	-41.0	-11.7	34.9	-12.1	60.1	-12.9	-14.4	48.9	8.5	19.7
Computers and Telecommunications	35.8	12.8	-17.5	12.5	8.6	29.2	-8.1	-5.2	14.2	15.3	8.2
Electronics	225.9	-9.4	-66.9	72.9	-74.5	10.8	-41.1	1173.4	-74.5	7.1	-50.9
Computer Integrated Manufacturing	2.1	8.6	-43.8	77.5	-25.2	3.4	37.1	57.6	-23.0	-21.4	-13.9
Material Design	-43.4	323.2	190.3	-73.5	-6.2	29.2	-33.6	126.8	-37.0	-44.3	4.6
Aerospace	4.2	-19.9	151.3	48.4	-67.0	32.7	-35.3	69.0	290.8	-10.0	28.5
Weapons and Nuclear	1003.7	-99.2	93.5	78.9	1493.3	-92.4	-65.8	165.4	9.2	141.1	15.7
Total	**46.9**	**-3.8**	**-21.7**	**37.1**	**-16.8**	**25.8**	**-4.3**	**20.6**	**21.9**	**3.7**	**12.3**

[r] Revised

[p] Preliminary

Source: BC Stats

Table 37. B.C. Imports of High Technology Goods from the Pacific Rim, by Commodity Group

	Value ($000,000)										
	2005	**2006**	**2007**	**2008**	**2009**	**2010[r]**	**2011[r]**	**2012[r]**	**2013[r]**	**2014[r]**	**2015[p]**
Biotechnology	0.8	0.7	1.0	0.8	1.2	1.2	5.2	1.8	1.9	2.5	3.7
Life Sciences	38.5	40.4	44.6	59.1	48.9	72.3	68.7	71.0	62.8	74.3	81.8
Opto-Electronics	109.4	120.9	81.7	94.7	65.5	106.4	106.4	97.0	105.0	109.3	114.7
Computers and Telecommunications	1,178.7	1,248.6	1,582.9	1,694.1	1,449.3	1,856.2	2,016.4	2,085.3	1,857.1	1,934.4	2,238.0
Electronics	89.3	113.5	116.9	139.2	141.1	204.2	196.6	149.9	200.6	136.5	144.7
Computer Integrated Manufacturing	40.1	31.2	35.3	40.0	34.1	46.4	54.5	59.8	56.0	61.9	71.2
Material Design	1.7	2.8	2.0	3.0	2.3	3.1	5.8	4.9	4.0	4.8	7.7
Aerospace	22.4	19.9	24.8	26.4	24.7	24.5	27.8	35.3	36.3	37.6	45.6
Weapons and Nuclear	1.7	1.7	1.8	1.7	1.5	1.6	2.3	1.7	2.0	2.6	3.2
Total	**1,482.7**	**1,579.7**	**1,891.1**	**2,059.1**	**1,768.5**	**2,316.0**	**2,483.7**	**2,506.6**	**2,325.7**	**2,363.9**	**2,710.5**
	% change from previous year										
	2005	**2006**	**2007**	**2008**	**2009**	**2010[r]**	**2011[r]**	**2012[r]**	**2013[r]**	**2014[r]**	**2015[p]**
Biotechnology	-31.9	-7.1	42.6	-18.5	47.4	-1.3	329.0	-66.0	8.4	28.9	50.5
Life Sciences	10.1	4.9	10.2	32.6	-17.2	47.8	-5.0	3.4	-11.6	18.2	10.2
Opto-Electronics	56.6	10.5	-32.4	15.9	-30.8	62.4	0.0	-8.8	8.3	4.1	4.9
Computers and Telecommunications	10.9	5.9	26.8	7.0	-14.5	28.1	8.6	3.4	-10.9	4.2	15.7
Electronics	80.6	27.1	3.0	19.0	1.4	44.7	-3.7	-23.8	33.8	-31.9	6.0
Computer Integrated Manufacturing	32.9	-22.2	13.2	13.2	-14.8	36.4	17.3	9.7	-6.2	10.5	15.0
Material Design	-12.6	62.4	-26.6	44.6	-23.0	37.1	84.0	-15.3	-17.1	18.3	60.0
Aerospace	29.3	-11.4	24.9	6.5	-6.5	-0.9	13.5	27.0	2.9	3.6	21.2
Weapons and Nuclear	-27.1	-2.8	6.2	-3.4	-15.9	9.8	41.4	-25.4	15.4	34.3	21.1
Total	**16.8**	**6.5**	**19.7**	**8.9**	**-14.1**	**31.0**	**7.2**	**0.9**	**-7.2**	**1.6**	**14.7**

[r] Revised

[p] Preliminary

Source: BC Stats

Table 38. B.C. Balance of Trade in High Technology Goods with the Pacific Rim, by Commodity Group

	Balance ($000,000)										
	2005	**2006**	**2007**	**2008**	**2009**	**2010[r]**	**2011[r]**	**2012[r]**	**2013[r]**	**2014[r]**	**2015[p]**
Biotechnology	-0.1	-0.6	-0.9	-0.7	-1.0	-1.1	-5.1	-1.6	-1.7	-2.2	-3.4
Life Sciences	-24.9	-26.3	-36.4	-45.1	-36.0	-55.1	-49.6	-52.3	-38.6	-47.3	-48.1
Opto-Electronics	-100.5	-115.7	-76.6	-87.8	-59.7	-96.8	-96.4	-89.4	-93.6	-97.8	-101.2
Computers and Telecommunications	-1,132.2	-1,194.9	-1,537.9	-1,640.7	-1,396.0	-1,788.1	-1,944.1	-2,019.3	-1,787.7	-1,851.1	-2,140.8
Electronics	89.7	59.1	34.3	-87.0	-134.4	-197.6	-188.3	-133.3	-193.2	-128.1	-137.1
Computer Integrated Manufacturing	-23.9	-14.3	-23.3	-20.5	-21.3	-32.6	-37.0	-32.5	-34.8	-43.9	-55.5
Material Design	-1.4	-2.3	-1.7	-2.8	-2.1	-2.9	-5.6	-4.7	-3.9	-4.7	-7.5
Aerospace	10.5	-6.1	7.9	13.2	0.3	-4.5	12.2	0.0	24.8	44.2	51.6
Weapons and Nuclear	2.1	-1.7	-1.6	-1.6	0.4	-1.5	-2.1	-1.6	-1.8	-2.3	-2.8
Total	**-1,180.5**	**-1,302.8**	**-1,636.2**	**-1,873.0**	**-1,649.9**	**-2,180.2**	**-2,316.1**	**-2,334.8**	**-2,130.5**	**-2,133.3**	**-2,444.7**

Note: The trade balance is the net of *total* exports minus total imports. Total exports include re-exports, whereas *domestic* exports are shipments of goods produced within Canada only (in the case of tables in this report, within B.C. only).

[r] Revised
[p] Preliminary

Source: BC Stats

Table 39. B.C. Domestic Exports of High Technology Goods to Mainland China, by Commodity Group

	Value ($000,000)										
	2005	**2006**	**2007**	**2008**	**2009**	**2010**	**2011**	**2012**	**2013[r]**	**2014[r]**	**2015[p]**
Biotechnology	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Life Sciences	6.2	6.3	2.8	7.4	3.1	7.1	6.6	6.8	7.7	10.9	11.6
Opto-Electronics	0.3	0.2	1.0	0.8	2.3	1.0	0.9	1.1	0.9	3.6	4.5
Computers and Telecommunications	11.9	8.4	8.1	7.3	5.1	9.9	7.2	8.7	12.7	11.9	12.6
Electronics	1.4	0.2	0.3	2.4	0.5	0.5	0.2	0.1	0.2	0.1	0.1
Computer Integrated Manufacturing	3.3	2.4	1.6	2.1	2.0	2.2	4.0	3.3	2.8	3.7	4.0
Material Design	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Aerospace	0.2	0.2	0.5	1.6	0.8	0.5	0.5	0.6	0.9	0.2	0.3
Weapons and Nuclear	0.0	0.0	0.1	0.0	0.0	0.0	0.0	0.1	0.1	0.0	0.2
Total	**23.3**	**17.6**	**14.4**	**21.6**	**13.7**	**21.3**	**19.5**	**20.7**	**25.3**	**30.5**	**33.4**
	% change from previous year										
	2005	**2006**	**2007**	**2008**	**2009**	**2010**	**2011**	**2012**	**2013[r]**	**2014[r]**	**2015[p]**
Biotechnology	39.9	80.9	-100.0	-	-	-69.5	-100.0	-	19.0	82.0	-86.2
Life Sciences	207.3	1.3	-55.3	164.2	-57.6	125.4	-6.8	2.8	13.2	42.1	7.0
Opto-Electronics	137.0	-39.5	435.0	-17.6	185.5	-53.5	-12.9	16.4	-16.8	303.4	27.5
Computers and Telecommunications	26.6	-29.4	-3.2	-10.5	-30.2	95.2	-27.1	20.5	45.9	-6.1	5.4
Electronics	645.3	-87.3	102.2	598.9	-81.2	3.4	-51.9	-38.8	22.4	-30.7	-9.4
Computer Integrated Manufacturing	37.9	-27.7	-33.0	33.6	-5.1	9.4	83.1	-17.1	-15.0	31.3	7.8
Material Design	-100.0	-	-97.1	-100.0	-	-	-16.2	394.0	-99.7	-100.0	-
Aerospace	-30.4	-20.0	173.7	217.0	-51.2	-29.5	-2.6	12.4	56.1	-79.1	47.1
Weapons and Nuclear	-100.0	-	178.5	-100.0	-	-100.0	-	-	88.4	-66.0	313.3
Total	**60.7**	**-24.1**	**-18.6**	**50.0**	**-36.3**	**54.7**	**-8.2**	**6.2**	**22.1**	**20.5**	**9.3**

[r] Revised

[p] Preliminary

Source: BC Stats

Table 40. B.C. Imports of High Technology Goods from Mainland China, by Commodity Group

	Value ($000,000)										
	2005	**2006**	**2007**	**2008**	**2009**	**2010[r]**	**2011[r]**	**2012[r]**	**2013[r]**	**2014[r]**	**2015[p]**
Biotechnology	0.1	0.1	0.2	0.3	0.3	0.6	0.6	0.7	0.7	0.9	0.9
Life Sciences	6.6	6.4	8.4	13.1	12.5	20.9	16.1	22.3	18.2	21.9	27.8
Opto-Electronics	66.3	76.8	59.9	70.0	47.3	75.6	78.5	64.9	78.0	78.9	70.3
Computers and Telecommunications	578.5	683.6	881.3	1,001.9	954.8	1,295.6	1,446.9	1,567.0	1,346.2	1,474.6	1,684.6
Electronics	8.4	11.4	12.1	11.3	11.5	19.8	15.6	20.2	22.5	22.5	23.4
Computer Integrated Manufacturing	3.7	5.6	4.9	7.5	9.2	12.2	11.3	11.6	13.3	13.6	16.2
Material Design	0.7	1.4	0.8	1.5	1.1	1.7	3.5	3.5	3.0	3.3	4.7
Aerospace	0.9	1.2	1.2	2.4	4.2	6.0	7.0	7.1	7.1	9.3	14.4
Weapons and Nuclear	0.7	0.7	1.0	1.0	0.8	1.1	1.2	1.1	1.1	1.3	1.9
Total	**666.0**	**787.0**	**969.7**	**1,108.9**	**1,041.7**	**1,433.6**	**1,580.7**	**1,698.3**	**1,490.1**	**1,626.2**	**1,844.2**
	% change from previous year										
	2005	**2006**	**2007**	**2008**	**2009**	**2010[r]**	**2011[r]**	**2012[r]**	**2013[r]**	**2014[r]**	**2015[p]**
Biotechnology	66.7	-32.9	141.9	44.4	24.0	69.7	-0.3	16.0	13.2	19.4	2.1
Life Sciences	-29.3	-2.4	31.9	55.5	-5.0	67.4	-23.0	38.7	-18.5	20.7	27.1
Opto-Electronics	82.8	15.8	-22.0	16.8	-32.4	59.8	3.8	-17.3	20.1	1.2	-10.8
Computers and Telecommunications	33.7	18.2	28.9	13.7	-4.7	35.7	11.7	8.3	-14.1	9.5	14.2
Electronics	118.9	34.8	6.2	-6.3	1.3	72.9	-21.0	29.4	11.3	0.0	3.9
Computer Integrated Manufacturing	44.3	49.4	-12.8	52.7	23.5	33.0	-7.6	2.3	15.0	2.0	19.6
Material Design	5.3	90.1	-40.3	79.0	-24.4	51.7	104.2	-0.6	-14.4	11.7	41.4
Aerospace	4.8	34.7	2.8	96.6	77.4	43.5	16.2	0.9	-0.4	31.4	54.8
Weapons and Nuclear	-14.3	-6.6	41.7	8.5	-22.1	40.3	5.2	-10.5	7.1	12.1	45.8
Total	**36.7**	**18.2**	**23.2**	**14.4**	**-6.1**	**37.6**	**10.3**	**7.4**	**-12.3**	**9.1**	**13.4**

[r] Revised

[p] Preliminary

Source: BC Stats

Table 41. B.C. Balance of Trade in High Technology Goods with Mainland China, by Commodity Group

	Balance ($000,000)										
	2005	**2006**	**2007**	**2008**	**2009**	**2010[r]**	**2011[r]**	**2012[r]**	**2013[r]**	**2014[r]**	**2015[p]**
Biotechnology	-6.5	-6.3	-8.4	-13.1	-12.4	-20.8	-16.1	-22.2	-18.1	-21.9	-27.8
Life Sciences	-60.1	-70.3	-56.9	-62.3	-43.9	-67.7	-69.7	-56.7	-68.7	-67.1	-57.4
Opto-Electronics	-578.2	-683.4	-879.9	-1,000.6	-952.3	-1,294.4	-1,445.8	-1,565.8	-1,345.3	-1,470.5	-1,680.0
Computers and Telecommunications	5.6	0.4	-2.0	2.2	-4.1	-8.0	-5.2	-8.8	-7.5	-8.6	-7.0
Electronics	6.6	5.7	26.1	5.1	-6.8	-10.6	-7.7	-8.9	-11.4	-11.5	-13.7
Computer Integrated Manufacturing	3.2	1.2	0.9	2.9	1.2	1.5	0.6	0.1	0.0	1.4	-0.5
Material Design	-0.9	-0.8	-1.2	-2.4	-4.2	-6.0	-7.0	-7.0	-7.1	-9.3	-14.3
Aerospace	0.0	-0.3	-0.2	0.7	0.0	-0.1	-0.1	-0.4	1.8	-0.3	-1.1
Weapons and Nuclear	-0.7	-0.7	-0.9	-1.0	-0.8	-1.1	-1.1	-1.0	-1.0	-1.2	-1.7
Total	**-630.3**	**-753.9**	**-921.9**	**-1,067.6**	**-1,022.7**	**-1,406.8**	**-1,551.4**	**-1,670.3**	**-1,456.9**	**-1,588.6**	**-1,802.7**

Note: The trade balance is the net of *total* exports minus total imports. Total exports include re-exports, whereas *domestic* exports are shipments of goods produced within Canada only (in the case of tables in this report, within B.C. only).

[r] Revised
[p] Preliminary

Source: BC Stats

Table 42. B.C. Domestic Exports of High Technology Goods to Japan, by Commodity Group

	Value ($000,000)										
	2005	**2006**	**2007**	**2008**	**2009**	**2010**	**2011**	**2012**	**2013[r]**	**2014[r]**	**2015[p]**
Biotechnology	0.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Life Sciences	1.7	2.1	0.4	0.7	1.1	0.4	0.4	2.7	6.7	6.7	11.1
Opto-Electronics	5.2	1.1	1.5	0.9	0.4	0.7	1.1	1.5	1.7	1.1	1.1
Computers and Telecommunications	5.7	11.3	8.3	9.5	8.5	7.8	7.3	6.6	7.3	9.6	8.5
Electronics	0.2	1.0	0.0	0.8	0.0	0.0	0.1	10.5	1.8	2.2	0.1
Computer Integrated Manufacturing	2.4	3.9	0.6	1.3	0.9	0.6	1.1	1.0	2.7	1.0	1.0
Material Design	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Aerospace	0.6	0.2	5.3	10.1	0.1	0.2	0.5	1.5	1.7	4.2	3.8
Weapons and Nuclear	3.8	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	0.1
Total	**20.0**	**19.7**	**16.1**	**23.3**	**11.1**	**9.7**	**10.5**	**23.7**	**22.1**	**24.9**	**25.7**
	% change from previous year										
	2005	**2006**	**2007**	**2008**	**2009**	**2010**	**2011**	**2012**	**2013[r]**	**2014[r]**	**2015[p]**
Biotechnology	52.1	-97.7	-100.0	-	77.5	-100.0	-	-	-	-	-
Life Sciences	27.8	18.9	-82.7	87.4	63.9	-63.0	4.4	525.2	152.4	-0.7	65.7
Opto-Electronics	306.6	-78.6	33.7	-42.2	-54.6	78.3	63.4	33.1	16.0	-39.4	3.3
Computers and Telecommunications	36.6	97.2	-26.6	13.8	-10.4	-8.1	-6.9	-8.8	9.7	31.5	-11.1
Electronics	-3.3	541.7	-95.5	1716.4	-95.1	-45.0	267.7	12647.2	-82.4	19.1	-94.0
Computer Integrated Manufacturing	-23.8	62.1	-85.3	131.5	-29.5	-38.2	91.8	-8.8	171.5	-62.8	3.0
Material Design	-83.5	467.7	-34.0	-28.5	118.9	-14.9	-63.9	173.7	105.0	-43.3	-71.3
Aerospace	15.5	-55.1	2047.2	89.6	-99.2	149.7	122.7	206.1	18.8	145.1	-9.8
Weapons and Nuclear	2422.0	-99.8	0.0	-100.0	-	-	-	-100.0	-	492.9	-36.6
Total	**80.8**	**-1.5**	**-18.1**	**44.3**	**-52.5**	**-12.1**	**7.9**	**126.2**	**-7.0**	**12.6**	**3.4**

[r] Revised

[p] Preliminary

Source: BC Stats

Table 43. B.C. Imports of High Technology Goods from Japan, by Commodity Group

	Value ($000,000)										
	2005	**2006**	**2007**	**2008**	**2009**	**2010[r]**	**2011[r]**	**2012[r]**	**2013[r]**	**2014[r]**	**2015[p]**
Biotechnology	0.1	0.1	0.1	0.1	0.2	0.3	0.3	0.4	0.5	0.6	0.7
Life Sciences	21.7	23.8	21.7	26.4	19.6	22.6	23.2	24.5	22.6	26.4	23.1
Opto-Electronics	27.3	18.9	6.6	6.9	4.6	9.2	5.7	5.9	6.4	5.8	6.7
Computers and Telecommunications	172.7	143.1	173.8	172.0	119.7	141.2	130.8	135.2	109.1	94.6	97.3
Electronics	11.6	14.6	15.6	18.0	14.1	22.6	18.8	17.9	20.7	15.6	16.5
Computer Integrated Manufacturing	29.4	16.4	22.2	21.6	15.5	22.2	29.0	32.0	27.7	33.2	36.2
Material Design	0.5	0.9	0.8	1.0	0.7	0.7	0.6	0.7	0.4	0.5	1.9
Aerospace	18.1	16.0	20.7	19.6	16.4	13.6	15.5	20.6	21.5	19.0	19.0
Weapons and Nuclear	0.5	0.5	0.5	0.4	0.2	0.3	0.3	0.3	0.4	0.6	0.6
Total	**282.0**	**234.4**	**262.0**	**265.9**	**191.0**	**232.7**	**224.3**	**237.5**	**209.4**	**196.4**	**202.1**
	% change from previous year										
	2005	**2006**	**2007**	**2008**	**2009**	**2010[r]**	**2011[r]**	**2012[r]**	**2013[r]**	**2014[r]**	**2015[p]**
Biotechnology	-46.4	19.2	44.6	51.5	62.9	29.8	17.9	28.7	17.3	15.1	13.6
Life Sciences	28.1	9.5	-8.8	21.7	-25.7	15.0	2.9	5.6	-7.8	16.8	-12.6
Opto-Electronics	37.5	-30.6	-65.3	4.8	-32.9	98.2	-37.4	2.9	8.0	-8.2	14.7
Computers and Telecommunications	3.7	-17.2	21.4	-1.0	-30.4	17.9	-7.3	3.4	-19.3	-13.3	2.9
Electronics	17.9	26.1	6.5	15.1	-21.5	60.7	-17.2	-4.6	15.6	-24.7	6.2
Computer Integrated Manufacturing	50.3	-44.0	35.2	-2.9	-28.2	43.3	30.7	10.2	-13.3	19.8	9.1
Material Design	-35.4	87.4	-10.9	22.5	-32.8	3.1	-18.1	16.1	-37.8	15.4	299.7
Aerospace	29.0	-11.7	29.3	-5.2	-16.3	-17.0	14.0	32.4	4.7	-11.6	-0.3
Weapons and Nuclear	-48.5	-5.8	5.6	-24.7	-47.0	49.7	12.7	-4.7	15.5	67.1	0.5
Total	**13.4**	**-16.9**	**11.8**	**1.5**	**-28.2**	**21.8**	**-3.6**	**5.9**	**-11.9**	**-6.2**	**2.9**

[r] Revised

[p] Preliminary

Source: BC Stats

Table 44. B.C. Balance of Trade in High Technology Goods with Japan, by Commodity Group

	Balance ($000,000)										
	2005	**2006**	**2007**	**2008**	**2009**	**2010[r]**	**2011[r]**	**2012[r]**	**2013[r]**	**2014[r]**	**2015[p]**
Biotechnology	-21.3	-23.8	-21.7	-26.4	-19.6	-22.6	-23.2	-24.5	-22.6	-26.4	-23.1
Life Sciences	-25.3	-16.4	-5.7	-5.5	-2.9	-8.3	-5.0	-3.1	0.5	1.3	4.9
Opto-Electronics	-167.5	-142.0	-172.3	-171.1	-119.3	-140.5	-129.6	-133.1	-105.8	-93.5	-96.1
Computers and Telecommunications	-5.1	-3.0	-5.0	-8.0	-5.2	-14.6	-11.0	-11.0	-12.6	-4.6	-6.6
Electronics	-0.5	7.1	-5.1	-16.6	-14.6	-21.0	-28.0	-21.2	-25.4	-30.7	-35.9
Computer Integrated Manufacturing	2.0	3.2	-0.2	0.4	0.3	-0.1	0.5	0.4	2.4	0.7	-0.1
Material Design	-18.1	-16.0	-20.7	-19.6	-16.4	-13.6	-15.5	-20.5	-21.5	-19.0	-18.9
Aerospace	0.4	0.3	5.1	9.9	0.5	0.3	0.4	2.8	5.1	15.0	24.0
Weapons and Nuclear	3.3	-0.5	-0.5	-0.4	-0.1	-0.3	-0.3	-0.3	-0.4	-0.5	-0.6
Total	**-231.8**	**-190.6**	**-225.7**	**-237.0**	**-177.3**	**-220.8**	**-211.8**	**-210.7**	**-180.4**	**-157.9**	**-152.6**

Note: The trade balance is the net of *total* exports minus total imports. Total exports include re-exports, whereas *domestic* exports are shipments of goods produced within Canada only (in the case of tables in this report, within B.C. only).

[r] Revised
[p] Preliminary

Source: BC Stats

Table 45. B.C. Domestic Exports of High Technology Goods to the European Union, by Commodity Group

	Value ($000,000)										
	2005	**2006**	**2007**	**2008**	**2009**	**2010**	**2011**	**2012**	**2013[r]**	**2014[r]**	**2015[p]**
Biotechnology	1.4	0.8	1.1	1.4	1 7	1.9	1.5	2.1	2.2	2.4	2.9
Life Sciences	19.7	32.7	29.0	25.3	28 3	38.2	32.3	25.8	26.1	33.5	27.5
Opto-Electronics	3.6	5.4	18.1	85.6	22.4	9.4	7.8	5.1	5.1	7.5	7.0
Computers and Telecommunications	24.3	48.5	61.8	53.6	48 7	60.6	64.5	59.8	68.2	76.5	82.3
Electronics	0.3	0.6	0.6	0.6	0.6	0.3	0.6	5.1	2.4	4.2	5.2
Computer Integrated Manufacturing	11.0	11.2	8.7	12.4	12.1	17.7	21.3	24.9	19.3	8.5	9.1
Material Design	0.2	0.9	0.5	0.5	0 2	0.4	0.2	0.1	0.1	0.3	0.1
Aerospace	10.3	6.6	7.2	9.3	10 2	16.2	19.1	22.5	19.0	18.5	50.5
Weapons and Nuclear	0.0	0.0	0.0	0.1	0.1	0.2	0.5	0.1	0.1	0.8	0.5
Total	**70.7**	**106.8**	**127.1**	**188.8**	**124.3**	**144.9**	**147.8**	**145.5**	**142.6**	**152.2**	**185.0**
	% change from previous year										
	2005	**2006**	**2007**	**2008**	**2009**	**2010**	**2011**	**2012**	**2013[r]**	**2014[r]**	**2015[p]**
Biotechnology	42.7	-41.1	32.7	28.4	20.4	8.8	-16.5	35.7	6.2	8.9	18.2
Life Sciences	-27.1	66.4	-11.5	-12.6	11.8	35.0	-15.6	-20.1	1.1	28.6	-18.0
Opto-Electronics	11.3	49.6	236.3	372.7	-73.8	-58.1	-16.7	-35.0	-0.2	48.1	-7.3
Computers and Telecommunications	27.1	99.5	27.4	-13.2	-9 2	24.6	6.4	-7.3	14.1	12.1	7.6
Electronics	-87.8	154.8	-7.7	0.9	7 2	-53.5	108.0	734.4	-52.8	72.4	24.3
Computer Integrated Manufacturing	25.1	2.3	-22.0	41.7	-2 5	46.4	20.4	16.9	-22.2	-55.9	7.1
Material Design	184.4	429.6	-48.7	1.8	-60 7	102.4	-59.2	-29.4	-47.7	445.3	-82.8
Aerospace	123.1	-36.4	10.2	28.2	10 5	58.2	17.7	17.7	-15.3	-2.9	173.5
Weapons and Nuclear	-93.2	-66.0	645.1	159.8	-4 2	191.2	109.5	-75.8	-2.6	539.9	-35.1
Total	**7.1**	**51.1**	**19.0**	**48.6**	**-34.1**	**16.6**	**2.0**	**-1.6**	**-2.0**	**6.8**	**21.5**

[r] Revised

[p] Preliminary

Source: BC Stats

Table 46. B.C. Imports of High Technology Goods from the European Union, by Commodity Group

	Value ($000,000)										
	2005	**2006**	**2007**	**2008**	**2009**	**2010[r]**	**2011[r]**	**2012[r]**	**2013[r]**	**2014[r]**	**2015[p]**
Biotechnology	14.1	19.6	30.9	53.3	52.6	61.8	82.1	80.6	94.8	116.4	118.9
Life Sciences	139.2	151.2	144.7	181.1	177.4	209.5	178.2	199.1	189.4	189.2	193.5
Opto-Electronics	13.1	9.0	10.1	16.8	6.1	8.9	10.6	7.2	7.9	10.1	11.5
Computers and Telecommunications	84.7	87.9	95.9	105.1	87.3	92.1	93.4	92.8	84.5	87.4	86.6
Electronics	14.3	14.2	13.3	13.4	10.2	13.3	18.1	15.6	16.7	19.1	19.1
Computer Integrated Manufacturing	25.8	27.4	24.5	23.0	25.1	26.0	35.8	29.3	38.1	41.2	42.7
Material Design	1.9	2.0	2.8	3.5	1.4	1.5	2.1	4.0	3.0	2.8	2.9
Aerospace	78.9	82.3	79.8	100.2	138.5	165.1	144.3	162.2	192.6	173.7	315.1
Weapons and Nuclear	3.2	4.7	3.5	4.2	5.5	3.5	4.5	5.9	4.5	3.7	4.8
Total	**375.2**	**398.4**	**405.5**	**500.6**	**504.1**	**581.7**	**569.1**	**596.6**	**631.5**	**643.5**	**795.1**
	% change from previous year										
	2005	**2006**	**2007**	**2008**	**2009**	**2010[r]**	**2011[r]**	**2012[r]**	**2013[r]**	**2014[r]**	**2015[p]**
Biotechnology	-2.4	39.7	57.2	72.6	-1.2	17.3	32.9	-1.8	17.6	22.8	2.1
Life Sciences	8.8	8.7	-4.3	25.2	-2.1	18.1	-14.9	11.7	-4.9	-0.1	2.3
Opto-Electronics	49.1	-31.2	12.0	66.3	-63.6	46.6	18.3	-32.3	10.6	27.2	13.9
Computers and Telecommunications	-17.8	3.7	9.1	9.6	-17.0	5.6	1.4	-0.7	-8.9	3.4	-0.9
Electronics	31.7	-1.0	-6.6	1.0	-24.0	30.5	36.0	-13.6	7.1	14.4	0.0
Computer Integrated Manufacturing	-0.5	6.0	-10.5	-6.3	9.1	3.8	37.6	-18.1	30.0	8.2	3.6
Material Design	-29.2	10.2	35.5	25.6	-59.4	5.4	42.6	89.4	-26.7	-4.5	3.3
Aerospace	-30.5	4.3	-3.0	25.6	38.2	19.2	-12.6	12.4	18.8	-9.8	81.4
Weapons and Nuclear	-66.5	46.6	-26.2	19.1	30.7	-35.7	27.9	30.9	-23.6	-18.1	32.2
Total	**-10.0**	**6.2**	**1.8**	**23.5**	**0.7**	**15.4**	**-2.2**	**4.8**	**5.8**	**1.9**	**23.6**

[r] Revised

[p] Preliminary

Source: BC Stats

Table 47. B.C. Balance of Trade in High Technology Goods with the European Union, by Commodity Group

	Balance ($000,000)										
	2005	**2006**	**2007**	**2008**	**2009**	**2010[r]**	**2011[r]**	**2012[r]**	**2013[r]**	**2014[r]**	**2015[p]**
Biotechnology	-12.7	-18.8	-29.8	-51.9	-50.9	-59.9	-80.5	-78.5	-92.5	-113.9	-116.0
Life Sciences	-117.1	-118.1	-114.9	-154.4	-148.5	-170.3	-145.5	-172.8	-163.0	-155.2	-165.4
Opto-Electronics	-9.3	-3.1	8.1	69.3	19.0	1.0	-2.5	-1.8	-1.6	-2.2	-4.1
Computers and Telecommunications	-49.7	-32.2	-24.2	-38.7	-33.2	-25.0	-9.0	-19.0	-0.3	17.7	28.0
Electronics	22.3	40.2	3.4	-6.8	-9.3	-12.8	-17.0	-9.9	-13.8	-14.6	-12.9
Computer Integrated Manufacturing	-13.8	-11.8	-15.3	-10.4	-11.9	-7.7	-13.4	-3.9	-18.1	-31.9	-32.5
Material Design	-1.1	-0.9	-1.6	-2.9	-1.2	-1.1	-2.0	-3.9	-2.9	-2.2	-2.6
Aerospace	-56.3	-53.1	-60.5	-81.9	-119.3	-144.2	-116.8	-115.5	-140.2	-89.2	-211.8
Weapons and Nuclear	-2.7	-4.2	-2.9	-3.4	-4.9	-3.0	-3.7	-5.5	-4.3	-2.7	-4.3
Total	**-240.3**	**-201.9**	**-237.7**	**-281.2**	**-360.3**	**-423.0**	**-390.4**	**-410.8**	**-436.6**	**-394.2**	**-521.6**

Note: The trade balance is the net of *total* exports minus total imports. Total exports include re-exports, whereas *domestic* exports are shipments of goods produced within Canada only (in the case of tables in this report, within B.C. only).

[r] Revised
[p] Preliminary

Source: BC Stats

Table 48. Exports of High Technology Services

BRITISH COLUMBIA

Value ($ millions)

	2007[r]	2008[r]	2009[r]	2010[r]	2011[r]	2012[r]	2013[r]	2014[r]	2015[p]
Computer-Related	909	903	1,254	1,105	1,188	1,311	1,174	1,339	1,457
Professional, Scientific and Technical	1,041	954	1,027	1,277	1,308	1,524	1,815	1,930	1,987
Other Services	338	328	371	529	588	629	607	672	762
Total	**2,289**	**2,185**	**2,651**	**2,911**	**3,084**	**3,464**	**3,596**	**3,942**	**4,207**

% change from previous year

	2008[r]	2009[r]	2010[r]	2011[r]	2012[r]	2013[r]	2014[r]	2015[p]
Computer-Related	-0.7	38.9	-11.9	7.5	10.4	-10.4	14.1	8.8
Professional, Scientific and Technical	-8.3	7.6	24.3	2.4	16.5	19.1	6.3	2.9
Other Services	-3.1	13.1	42.7	11.2	7.0	-3.6	10.8	13.5
Total	**-4.5**	**21.4**	**9.8**	**5.9**	**12.3**	**3.8**	**9.6**	**6.7**

CANADA

Value ($ millions)

	2007[r]	2008[r]	2009[r]	2010[r]	2011[r]	2012[r]	2013[r]	2014[r]	2015[p]
Computer-Related	7,695	8,267	8,846	8,232	9,218	9,779	8,426	8,730	7,733
Professional, Scientific and Technical	8,880	9,486	9,974	9,933	9,856	11,306	12,914	12,910	10,986
Other Services	2,187	2,831	2,238	2,367	2,963	3,197	3,351	2,875	3,004
Total	**18,762**	**20,584**	**21,058**	**20,531**	**22,037**	**24,282**	**24,690**	**24,516**	**21,723**

% change from previous year

	2008[r]	2009[r]	2010[r]	2011[r]	2012[r]	2013[r]	2014[r]	2015[p]
Computer-Related	7.4	7.0	-6.9	12.0	6.1	-13.8	3.6	-11.4
Professional, Scientific and Technical	6.8	5.1	-0.4	-0.8	14.7	14.2	0.0	-14.9
Other Services	29.4	-20.9	5.8	25.2	7.9	4.8	-14.2	4.5
Total	**9.7**	**2.3**	**-2.5**	**7.3**	**10.2**	**1.7**	**-0.7**	**-11.4**

[r] Revised

[p] Preliminary

Source: BC Stats

Table 49. Domestic Exports of High Technology Goods by Province

Value ($ millions)											
	2005	**2006**	**2007**	**2008**	**2009**	**2010**	**2011**	**2012**	**2013[r]**	**2014[r]**	**2015[p]**
British Columbia	705.1	856.5	868.8	978.7	857.1	872.8	901.8	995.3	1,031.6	1,137.2	1,369.6
Alberta	1,023.6	1,224.2	992.8	885.8	645.7	695.0	684.6	705.6	858.4	886.0	974.2
Saskatchewan	31.1	38.8	20.6	28.9	21.8	20.2	31.7	38.0	28.0	42.1	52.5
Manitoba	435.5	487.5	571.0	550.8	668.8	601.4	602.1	609.9	653.2	752.3	855.8
Ontario	10,917.6	11,461.0	11,329.6	11,515.0	10,868.7	9,807.4	8,743.1	8,786.1	8,134.8	8,878.5	10,350.0
Quebec	13,605.7	12,462.0	12,946.6	13,083.9	11,916.7	10,540.0	10,710.4	10,626.5	12,047.2	15,295.1	16,902.5
Canada	**26,882.7**	**26,783.2**	**26,977.0**	**27,287.1**	**25,240.6**	**22,829.3**	**21,925.3**	**22,324.1**	**23,048.8**	**27,317.8**	**30,877.3**
% change from previous year											
	2005	**2006**	**2007**	**2008**	**2009**	**2010**	**2011**	**2012**	**2013[r]**	**2014[r]**	**2015[p]**
British Columbia	2.7	21.5	1.4	12.7	-12.4	1.8	3.3	10.4	3.7	10.2	20.4
Alberta	-9.5	19.6	-18.9	-10.8	-27.1	7.6	-1.5	3.1	21.6	3.2	9.9
Saskatchewan	30.7	24.9	-47.0	40.7	-24.7	-7.1	56.9	19.7	-26.4	50.5	24.7
Manitoba	14.1	11.9	17.1	-3.6	21.4	-10.1	0.1	1.3	7.1	15.2	13.8
Ontario	16.3	5.0	-1.1	1.6	-5.6	-9.8	-10.9	0.5	-7.4	9.1	16.6
Quebec	2.9	-8.4	3.9	1.1	-8.9	-11.6	1.6	-0.8	13.4	27.0	10.5
Canada	**7.7**	**-0.4**	**0.7**	**1.1**	**-7.5**	**-9.6**	**-4.0**	**1.8**	**3.2**	**18.5**	**13.0**
High Technology Share of Total Domestic Exports (%)											
	2005	**2006**	**2007**	**2008**	**2009**	**2010**	**2011**	**2012**	**2013[r]**	**2014[r]**	**2015[p]**
British Columbia	2.1	2.6	2.8	3.0	3.4	3.0	2.8	3.2	3.1	3.2	3.8
Alberta	1.3	1.6	1.2	0.8	0.9	0.9	0.7	0.7	0.8	0.7	1.1
Saskatchewan	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Manitoba	4.7	4.8	4.7	4.2	6.3	5.9	5.2	5.4	5.2	5.6	6.2
Ontario	6.1	6.5	6.4	7.0	8.7	6.7	5.6	5.4	5.0	5.0	5.3
Quebec	20.3	18.0	19.3	18.9	21.2	18.2	17.2	17.0	18.6	20.6	21.1
Canada	**6.6**	**6.5**	**6.4**	**6.0**	**7.5**	**6.1**	**5.2**	**5.2**	**5.2**	**5.6**	**6.4**

Note that high technology exports for Canada and the provinces are based on high tech definitions developed for British Columbia.
If these definitions were derived specifically for any of those regions, they might differ slightly.

[r] Revised

[p] Preliminary

Source: BC Stats

Table 50. Imports of High Technology Goods, Canada and B.C.

	Value ($ millions)										
	2005	**2006**	**2007**	**2008**	**2009**	**2010[r]**	**2011[r]**	**2012[r]**	**2013[r]**	**2014[r]**	**2015[p]**
British Columbia	4,191.7	4,078.2	4,639.3	4,971.9	4,248.2	5,310.2	5,342.5	5,495.0	5,540.5	5,919.2	6,849.3
Canada	**45,900.1**	**46,680.7**	**50,309.9**	**52,735.8**	**47,902.0**	**51,062.5**	**53,583.0**	**52,988.5**	**56,228.9**	**58,702.3**	**65,950.6**
	% change from previous year										
	2005	**2006**	**2007**	**2008**	**2009**	**2010[r]**	**2011[r]**	**2012[r]**	**2013[r]**	**2014[r]**	**2015[p]**
British Columbia	11.4	-2.7	13.8	7.2	-14.6	25.0	0.6	2.9	0.8	6.8	15.7
Canada	**5.2**	**1.7**	**7.8**	**4.8**	**-9.2**	**6.6**	**4.9**	**-1.1**	**6.1**	**4.4**	**12.3**

Note that high technology imports for Canada are based on high tech definitions developed for British Columbia.
If these definitions were derived specifically for Canada or another region, they might differ slightly.

[r] Revised
[p] Preliminary

Source: BC Stats

Table 51. United States High Technology Trade

	Value ($US millions)										
	2005	**2006**	**2007**	**2008**	**2009**	**2010**	**2011**	**2012**	**2013[r]**	**2014[r]**	**2015[p]**
Domestic Exports	177,599.6	209,052.1	226,818.8	223,455.2	192,902.4	207,318.3	213,039.3	225,953.7	237,035.0	250,105.4	257,796.4
Re-Exports	38,006.1	43,517.1	46,624.7	52,362.4	51,826.1	65,992.3	74,682.3	79,029.6	82,699.1	86,376.1	85,289.8
Imports	259,968.7	290,848.0	326,928.8	331,372.0	300,681.0	354,252.9	386,439.0	396,229.8	401,143.9	422,100.6	434,900.7
Balance of Trade	**-44,363.0**	**-38,278.8**	**-53,485.2**	**-55,554.4**	**-55,952.5**	**-80,942.4**	**-98,717.4**	**-91,246.5**	**-81,409.9**	**-85,619.1**	**-91,814.5**
	% change from previous year										
	2005	**2006**	**2007**	**2008**	**2009**	**2010**	**2011**	**2012**	**2013[r]**	**2014[r]**	**2015[p]**
Domestic Exports	6.7	17.7	8.5	-1.5	-13.7	7.5	2.8	6.1	4.9	5.5	3.1
Re-Exports	8.6	14.5	7.1	12.3	-1.0	27.3	13.2	5.8	4.6	4.4	-1.3
Imports	9.0	11.9	12.4	1.4	-9.3	17.8	9.1	2.5	1.2	5.2	3.0
Balance of Trade	**19.8**	**-13.7**	**39.7**	**3.9**	**0.7**	**44.7**	**22.0**	**-7.6**	**-10.8**	**5.2**	**7.2**

[r] Revised

[p] Preliminary

Source: U.S. Department of Commerce

Table 52. High Technology Trade Comparison: United States vs. Canada and B.C. (in Canadian $)

	Value ($Cdn millions)										
	2005	**2006**	**2007**	**2008**	**2009**	**2010[r]**	**2011[r]**	**2012[r]**	**2013[r]**	**2014[r]**	**2015[p]**
Domestic Exports											
United States*	215,145.1	237,137 2	243,613.8	238,446.1	220,204.9	213,561.3	210,750.8	225,810.2	244,178.5	276,303.2	329,666.4
British Columbia	705.1	856.5	868.8	978.7	857.1	872.8	901.8	995.3	1,031.6	1,137.2	1,369.6
Canada	26,882.7	26,783.2	26,977.0	27,287.1	25,240.6	22,829.3	21,925.3	22,324.1	23,048.8	27,317.8	30,877.3
Imports											
United States*	314,927.4	329,922.0	351,136.5	353,602.7	343,237.9	364,920.6	382,287.8	395,978.2	413,233.2	466,314.4	556,145.0
British Columbia	4,191.7	4,078.2	4,639.3	4,971.9	4,248.2	5,310.2	5,342.5	5,495.0	5,540.5	5,919.2	6,849.3
Canada	45,900.1	46,680.7	50,309.9	52,735.8	47,902.0	51,062.5	53,583.0	52,988.5	56,228.9	58,702.3	65,950.6
	% change from previous year										
	2005	**2006**	**2007**	**2008**	**2009**	**2010[r]**	**2011[r]**	**2012[r]**	**2013[r]**	**2014[r]**	**2015[p]**
Domestic Exports											
United States*	-0.7	10.2	2.7	-2.1	-7.7	-3.0	-1.3	7.1	8.1	13.2	19.3
British Columbia	2.7	21.5	1.4	12.7	-12.4	1.8	3.3	10.4	3.7	10.2	20.4
Canada	7.7	-0.4	0.7	1.1	-7.5	-9.6	-4.0	1.8	3.2	18.5	13.0
Imports											
United States*	1.5	4.8	6.4	0.7	-2.9	6.3	4.8	3.6	4.4	12.8	19.3
British Columbia	11.4	-2.7	13.8	7.2	-14.6	25.0	0.6	2.9	0.8	6.8	15.7
Canada	5.2	1.7	7.8	4.8	-9.2	6.6	4.9	-1.1	6.1	4.4	12.3

* Converted from U.S. dollars using an average annual exchange rate

[r] Revised
[p] Preliminary

Source: BC Stats and U.S. Department of Commerce

Table 53. United States Domestic Exports of High Technology Goods, by Commodity Group

	Value ($US millions)										
	2005	**2006**	**2007**	**2008**	**2009**	**2010**	**2011**	**2012**	**2013[r]**	**2014[r]**	**2015[p]**
Biotechnology	4,553.5	5,120.2	7,467.2	9,364.6	12,149.8	11,335.9	9,174.3	9,835.2	10,833.5	13,675.8	16,570.9
Life Sciences	15,042.4	17,121.3	19,547.5	22,353.0	22,468.1	24,298.8	25,611.6	27,454.6	27,762.7	26,266.8	24,946.9
Opto-Electronics	3,838.2	4,303.3	4,768.3	4,175.9	3,403.8	5,145.0	4,911.3	4,072.7	3,836.6	3,669.4	3,545.6
Computers and Telecommunications	44,076.6	46,606.7	49,161.2	48,042.8	37,502.3	39,746.4	42,034.9	42,781.0	42,767.2	43,256.1	42,671.5
Electronics	34,912.0	38,648.8	36,279.0	36,491.9	25,026.8	30,532.5	28,805.6	26,639.9	26,595.2	28,304.0	28,577.4
Computer Integrated Manufacturing	11,092.3	13,810.3	13,623.6	10,293.8	7,314.0	14,034.1	12,503.6	12,392.1	12,908.4	13,704.1	14,338.6
Material Design	1,056.9	1,274.8	1,531.5	1,703.9	1,479.1	1,857.3	1,832.0	1,864.5	1,694.5	1,705.2	1,819.2
Aerospace	60,528.1	78,597.9	90,011.6	86,973.4	78,940.9	75,730.6	83,716.0	96,646.5	105,683.8	115,340.3	120,741.2
Weapons and Nuclear	2,499.8	3,568.9	4,428.8	4,055.8	4,617.5	4,637.7	4,449.9	4,267.2	4,952.9	4,183.6	4,585.1
Total	**177,599.6**	**209,052.1**	**226,818.8**	**223,455.2**	**192,902.4**	**207,318.3**	**213,039.3**	**225,953.7**	**237,035.0**	**250,105.4**	**257,796.4**
	% change from previous year										
	2005	**2006**	**2007**	**2008**	**2009**	**2010**	**2011**	**2012**	**2013[r]**	**2014[r]**	**2015[p]**
Biotechnology	22.6	12.4	45.8	25.4	29.7	-6.7	-19.1	7.2	10.2	26.2	21.2
Life Sciences	13.8	13.8	14.2	14.4	0.5	8.1	5.4	7.2	1.1	-5.4	-5.0
Opto-Electronics	25.6	12.1	10.8	-12.4	-18.5	51.2	-4.5	-17.1	-5.8	-4.4	-3.4
Computers and Telecommunications	4.6	5.7	5.5	-2.3	-21.9	6.0	5.8	1.8	0.0	1.1	-1.4
Electronics	-2.9	10.7	-6.1	0.6	-31.4	22.0	-5.7	-7.5	-0.2	6.4	1.0
Computer Integrated Manufacturing	-9.8	24.5	-1.4	-24.4	-28.9	91.9	-10.9	-0.9	4.2	6.2	4.6
Material Design	0.1	20.6	20.1	11.3	-13.2	25.6	-1.4	1.8	-9.1	0.6	6.7
Aerospace	16.7	29.9	14.5	-3.4	-9.2	-4.1	10.5	15.4	9.4	9.1	4.7
Weapons and Nuclear	-20.4	42.8	24.1	-8.4	13.8	0.4	-4.0	-4.1	16.1	-15.5	9.6
Total	**6.7**	**17.7**	**8.5**	**-1.5**	**-13.7**	**7.5**	**2.8**	**6.1**	**4.9**	**5.5**	**3.1**

[r] Revised

[p] Preliminary

Source: U.S. Department of Commerce

Table 54. United States Imports of High Technology Goods, by Commodity Group

	Value ($US millions)										
	2005	**2006**	**2007**	**2008**	**2009**	**2010**	**2011**	**2012**	**2013[r]**	**2014[r]**	**2015[p]**
Biotechnology	4,218.8	4,872.6	6,441.6	5,758.3	5,635.0	7,609.7	11,718.1	11,458.0	11,137.6	13,608.4	17,211.8
Life Sciences	30,390.3	33,736.6	36,236.0	39,934.4	38,083.0	41,835.5	45,832.4	44,287.4	43,476.9	44,748.5	48,535.3
Opto-Electronics	12,173.5	19,575.0	24,973.7	25,568.6	23,290.9	25,933.7	26,108.8	26,392.6	22,916.6	24,884.2	26,825.2
Computers and Telecommunications	147,188.5	160,836.8	179,710.6	181,801.8	169,862.5	205,037.7	212,127.4	219,501.5	223,887.8	230,380.4	236,164.7
Electronics	26,594.4	28,009.1	27,033.2	25,644.7	20,900.1	27,706.1	34,038.6	33,874.5	35,950.4	36,611.6	35,693.5
Computer Integrated Manufacturing	8,897.2	10,289.6	10,766.1	10,084.2	6,689.1	9,301.4	14,393.4	13,939.1	12,147.2	14,426.6	12,242.6
Material Design	1,803.8	2,170.8	2,383.7	2,254.5	1,505.2	1,995.5	2,232.0	2,120.7	2,185.3	2,201.8	2,531.6
Aerospace	25,531.4	27,584.3	33,851.3	35,022.4	29,646.3	29,129.3	34,850.1	39,360.1	45,077.1	51,407.4	52,565.4
Weapons and Nuclear	3,170.8	3,773.1	5,532.6	5,303.0	5,068.9	5,704.0	5,138.2	5,295.9	4,365.1	3,831.6	3,130.7
Total	**259,968.7**	**290,848.0**	**326,928.8**	**331,372.0**	**300,681.0**	**354,252.9**	**386,439.0**	**396,229.8**	**401,143.9**	**422,100.6**	**434,900.7**
	% change from previous year										
	2005	**2006**	**2007**	**2008**	**2009**	**2010**	**2011**	**2012**	**2013[r]**	**2014[r]**	**2015[p]**
Biotechnology	114.4	15.5	32.2	-10.6	-2.1	35.0	54.0	-2.2	-2.8	22.2	26.5
Life Sciences	-7.3	11.0	7.4	10.2	-4.6	9.9	9.6	-3.4	-1.8	2.9	8.5
Opto-Electronics	56.2	60.8	27.6	2.4	-8.9	11.3	0.7	1.1	-13.2	8.6	7.8
Computers and Telecommunications	11.1	9.3	11.7	1.2	-6.6	20.7	3.5	3.5	2.0	2.9	2.5
Electronics	-3.1	5.3	-3.5	-5.1	-18.5	32.6	22.9	-0.5	6.1	1.8	-2.5
Computer Integrated Manufacturing	17.3	15.6	4.6	-6.3	-33.7	39.1	54.7	-3.2	-12.9	18.8	-15.1
Material Design	0.5	20.3	9.8	-5.4	-33.2	32.6	11.8	-5.0	3.0	0.8	15.0
Aerospace	7.1	8.0	22.7	3.5	-15.4	-1.7	19.6	12.9	14.5	14.0	2.3
Weapons and Nuclear	17.0	19.0	46.6	-4.1	-4.4	12.5	-9.9	3.1	-17.6	-12.2	-18.3
Total	**9.0**	**11.9**	**12.4**	**1.4**	**-9.3**	**17.8**	**9.1**	**2.5**	**1.2**	**5.2**	**3.0**

[r] Revised

[p] Preliminary

Source: U.S. Department of Commerce

Table 55. United States Balance of Trade in High Technology Goods, by Commodity Group

	Balance ($US millions)										
	2005	**2006**	**2007**	**2008**	**2009**	**2010**	**2011**	**2012**	**2013[r]**	**2014[r]**	**2015[p]**
Biotechnology	373.7	290.5	1,101.9	3,672.8	6,645.5	4,099.6	-2,456.7	-1,510.0	80.6	668.3	-58.7
Life Sciences	-13,896.4	-14,980.5	-14,652.8	-14,757.6	-12,815.8	-13,998.0	-16,532.1	-12,717.2	-11,267.9	-13,832.4	-18,588.0
Opto-Electronics	-7,536.7	-14,511.4	-19,506.4	-20,533.2	-18,799.1	-19,731.0	-20,073.0	-21,190.9	-17,799.3	-19,926.5	-22,101.7
Computers and Telecommunications	-83,180.2	-91,595.9	-104,913.2	-104,252.8	-103,184.5	-127,297.5	-122,545.6	-128,062.5	-131,341.9	-134,947.9	-141,337.7
Electronics	20,949.4	25,406.2	23,510.0	25,154.4	16,366.4	18,355.7	9,328.6	7,340.9	5,848.2	6,417.2	6,316.8
Computer Integrated Manufacturing	2,956.9	4,375.2	3,886.4	1,450.1	1,670.4	6,522.0	-141.7	-1.8	2,354.5	1,129.8	3,812.8
Material Design	-648.8	-769.7	-718.0	-360.4	213.9	174.1	-55.7	83.3	-109.3	-51.0	-251.2
Aerospace	37,206.3	53,632.3	58,823.2	55,221.2	54,316.4	51,934.6	54,349.4	65,682.8	70,133.3	74,480.5	78,733.8
Weapons and Nuclear	-587.0	-125.3	-1,016.3	-1,148.8	-365.6	-1,001.8	-590.7	-871.0	692.0	442.8	1,659.4
Total	**-44,363.0**	**-38,278.8**	**-53,485.2**	**-55,554.4**	**-55,952.5**	**-80,942.4**	**-98,717.4**	**-91,246.5**	**-81,409.9**	**-85,619.1**	**-91,814.5**

Note: The trade balance is the net of *total* exports minus total imports. Total exports include re-exports, whereas *domestic* exports are shipments of goods produced within the United States only.

[r] Revised

[p] Preliminary

Source: U.S. Department of Commerce

Table 56. United States Domestic Exports of High Technology Goods, by Destination

	Value ($US millions)										
	2005	**2006**	**2007**	**2008**	**2009**	**2010**	**2011**	**2012**	**2013[r]**	**2014[r]**	**2015[p]**
Canada	15,020.3	14,509.7	16,168.3	17,040.0	14,381.6	15,412.8	16,568.5	16,044.6	16,184.2	17,133.6	16,667.3
Mexico	7,949.1	9,783.9	9,932.1	10,671.4	8,944.1	10,127.0	10,479.8	12,326.5	14,289.9	14,287.6	16,798.5
European Union	51,201.6	56,798.1	66,724.9	66,496.8	62,265.4	57,016.6	57,309.3	55,722.5	57,564.3	60,876.0	64,932.0
United Kingdom	10,145.3	11,128.4	11,918.1	12,153.2	11,561.8	10,310.5	11,886.0	11,198.3	11,309.8	12,334.3	13,441.6
Germany	9,377.4	11,486.8	14,390.1	15,103.3	15,394.4	14,889.4	11,752.8	11,314.3	10,959.2	11,811.2	11,866.3
France	8,431.3	9,177.5	10,830.9	9,674.5	10,397.7	9,308.0	9,178.0	9,376.1	9,441.9	9,258.7	10,304.9
Ireland	3,715.7	3,489.4	3,902.4	3,589.6	3,110.4	2,470.3	2,209.9	2,059.4	1,333.0	2,143.5	2,676.2
Pacific Rim	76,571.4	90,841.0	91,094.3	83,842.8	66,230.4	83,501.5	82,077.2	86,221.3	92,058.0	96,145.6	102,452.5
Mainland China	10,749.4	15,427.3	17,548.6	15,936.9	14,180.0	17,745.3	16,574.4	17,862.6	23,978.7	25,651.8	28,522.1
Japan	16,103.2	17,792.0	18,057.0	16,227.5	12,456.9	13,482.2	13,742.8	17,019.6	15,442.6	15,154.5	14,756.9
South Korea	10,658.6	13,266.5	11,487.1	9,358.4	7,342.4	10,278.7	10,525.5	11,724.5	10,334.8	10,751.7	12,281.0
Taiwan	9,021.0	9,222.7	10,798.9	8,918.4	5,736.8	8,933.5	7,305.7	6,716.2	7,906.5	8,871.9	10,706.2
Malaysia	6,301.1	7,426.3	5,822.6	6,718.7	4,927.3	6,795.0	6,478.5	5,426.0	5,608.6	5,754.1	5,470.2
All Other Countries	26,857.3	37,119.4	42,899.2	45,404.2	41,081.0	41,260.4	46,604.4	55,638.8	56,938.5	61,662.6	56,946.1
Total Value	**177,599.6**	**209,052.1**	**226,818.8**	**223,455.2**	**192,902.4**	**207,318.3**	**213,039.3**	**225,953.7**	**237,035.0**	**250,105.4**	**257,796.4**
	% change from previous year										
	2005	**2006**	**2007**	**2008**	**2009**	**2010**	**2011**	**2012**	**2013[r]**	**2014[r]**	**2015[p]**
Canada	11.7	-3.4	11.4	5.4	-15.6	7.2	7.5	-3.2	0.9	5.9	-2.7
Mexico	-4.5	23.1	1.5	7.4	-16.2	13.2	3.5	17.6	15.9	0.0	17.6
European Union	3.0	10.9	17.5	-0.3	-6.4	-8.4	0.5	-2.8	3.3	5.8	6.7
United Kingdom	1.3	9.7	7.1	2.0	-4.9	-10.8	15.3	-5.8	1.0	9.1	9.0
Germany	15.1	22.5	25.3	5.0	1.9	-3.3	-21.1	-3.7	-3.1	7.8	0.5
France	1.2	8.9	18.0	-10.7	7.5	-10.5	-1.4	2.2	0.7	-1.9	11.3
Ireland	11.9	-6.1	11.8	-8.0	-13.3	-20.6	-10.5	-6.8	-35.3	60.8	24.8
Pacific Rim	3.4	18.6	0.3	-8.0	-21.0	26.1	-1.7	5.0	6.8	4.4	6.6
Mainland China	30.5	43.5	13.7	-9.2	-11.0	25.1	-6.6	7.8	34.2	7.0	11.2
Japan	-1.7	10.5	1.5	-10.1	-23.2	8.2	1.9	23.8	-9.3	-1.9	-2.6
South Korea	10.5	24.5	-13.4	-18.5	-21.5	40.0	2.4	11.4	-11.9	4.0	14.2
Taiwan	0.6	2.2	17.1	-17.4	-35.7	55.7	-18.2	-8.1	17.7	12.2	20.7
Malaysia	-7.8	17.9	-21.6	15.4	-26.7	37.9	-4.7	-16.2	3.4	2.6	-4.9
All Other Countries	28.4	38.2	15.6	5.8	-9.5	0.4	13.0	19.4	2.3	8.3	-7.6
Total Growth	**6.7**	**17.7**	**8.5**	**-1.5**	**-13.7**	**7.5**	**2.8**	**6.1**	**4.9**	**5.5**	**3.1**

[r] Revised

[p] Preliminary

Source: U.S. Department of Commerce

Table 57. United States Imports of High Technology Goods, by Country of Origin

	Value ($US millions)										
	2005	**2006**	**2007**	**2008**	**2009**	**2010**	**2011**	**2012**	**2013[r]**	**2014[r]**	**2015[p]**
Canada	15,806.1	14,949.1	17,801.2	16,628.0	14,262.9	12,863.7	13,531.7	14,091.5	14,319.7	16,016.9	15,782.4
Mexico	23,990.5	30,887.2	38,643.3	40,319.9	39,722.0	48,733.0	47,788.3	49,626.3	47,840.8	45,652.7	52,560.3
European Union	53,714.6	58,701.6	65,574.7	68,951.1	60,220.0	65,603.6	75,526.7	74,113.2	74,403.8	79,783.6	82,750.0
United Kingdom	7,271.4	9,398.9	9,969.7	10,785.9	9,272.6	9,531.6	10,113.3	10,936.8	8,785.5	9,299.5	12,039.9
Germany	11,035.3	11,404.2	11,885.8	11,628.2	10,400.7	10,099.7	12,688.5	13,568.9	14,921.9	17,399.6	17,885.7
France	8,486.6	9,834.5	12,259.4	12,025.6	10,176.7	10,434.5	11,205.8	11,475.7	12,772.7	12,908.2	13,135.7
Ireland	14,046.8	14,225.3	16,043.1	17,698.8	14,451.2	17,505.9	21,701.1	18,912.7	18,460.0	17,803.3	18,891.0
Pacific Rim	154,955.1	174,729.5	192,441.6	191,471.5	171,163.0	209,322.3	228,695.3	235,429.8	241,162.3	256,937.2	262,564.4
Mainland China	59,253.2	72,708.8	88,006.4	91,392.9	89,698.6	115,631.0	129,498.2	141,212.8	145,939.1	154,870.1	155,193.7
Japan	24,590.7	25,839.3	28,117.0	26,720.1	19,869.3	23,314.0	25,617.5	25,081.5	23,382.5	23,569.6	21,971.2
South Korea	13,977.5	13,699.9	14,861.2	16,393.4	15,234.0	17,433.5	17,543.8	13,955.9	15,969.8	16,775.1	15,635.5
Taiwan	12,274.9	14,070.5	14,767.2	13,782.3	12,130.7	15,380.9	18,704.0	15,140.7	14,473.0	15,332.4	14,170.7
Malaysia	22,658.9	25,104.8	22,455.6	20,102.4	14,900.4	15,248.2	14,103.7	14,542.0	16,002.6	18,637.7	21,939.8
All Other Countries	11,502.4	11,580.7	12,467.9	14,001.6	15,313.1	17,730.4	20,897.0	22,968.9	23,417.3	23,710.1	21,243.5
Total Value	**259,968.7**	**290,848.0**	**326,928.8**	**331,372.0**	**300,681.0**	**354,252.9**	**386,439.0**	**396,229.8**	**401,143.9**	**422,100.6**	**434,900.7**
	% change from previous year										
	2005	**2006**	**2007**	**2008**	**2009**	**2010**	**2011**	**2012**	**2013[r]**	**2014[r]**	**2015[p]**
Canada	14.2	-5.4	19.1	-6.6	-14.2	-9.8	5.2	4.1	1.6	11.9	-1.5
Mexico	8.3	28.7	25.1	4.3	-1.5	22.7	-1.9	3.8	-3.6	-4.6	15.1
European Union	4.5	9.3	11.7	5.1	-12.7	8.9	15.1	-1.9	0.4	7.2	3.7
United Kingdom	-1.9	29.3	6.1	8.2	-14.0	2.8	6.1	8.1	-19.7	5.8	29.5
Germany	15.0	3.3	4.2	-2.2	-10.6	-2.9	25.6	6.9	10.0	16.6	2.8
France	-4.0	15.9	24.7	-1.9	-15.4	2.5	7.4	2.4	11.3	1.1	1.8
Ireland	4.6	1.3	12.8	10.3	-18.3	21.1	24.0	-12.8	-2.4	-3.6	6.1
Pacific Rim	10.2	12.8	10.1	-0.5	-10.6	22.3	9.3	2.9	2.4	6.5	2.2
Mainland China	29.7	22.7	21.0	3.8	-1.9	28.9	12.0	9.0	3.3	6.1	0.2
Japan	3.0	5.1	8.8	-5.0	-25.6	17.3	9.9	-2.1	-6.8	0.8	-6.8
South Korea	-22.3	-2.0	8.5	10.3	-7.1	14.4	0.6	-20.5	14.4	5.0	-6.8
Taiwan	-4.2	14.6	5.0	-6.7	-12.0	26.8	21.6	-19.1	-4.4	5.9	-7.6
Malaysia	24.5	10.8	-10.6	-10.5	-25.9	2.3	-7.5	3.1	10.0	16.5	17.7
All Other Countries	9.3	0.7	7.7	12.3	9.4	15.8	17.9	9.9	2.0	1.3	-10.4
Total Growth	**9.0**	**11.9**	**12.4**	**1.4**	**-9.3**	**17.8**	**9.1**	**2.5**	**1.2**	**5.2**	**3.0**

[r] Revised

[p] Preliminary

Source: U.S. Department of Commerce

Table 58. United States Balance of Trade in High Technology Goods, by Country

	Balance ($US millions)										
	2005	**2006**	**2007**	**2008**	**2009**	**2010**	**2011**	**2012**	**2013[r]**	**2014[r]**	**2015[p]**
Canada	7,229.4	8,654.3	8,430.9	10,857.1	9,569.2	15,184.8	17,119.7	15,232.7	15,576.6	15,057.2	14,080.0
Mexico	-7,428.2	-12,225.3	-21,407.1	-20,709.5	-19,093.2	-21,489.2	-15,833.6	-16,379.1	-12,243.8	-9,211.0	-12,256.7
European Union	4,094.6	5,485.4	9,413.9	6,791.4	9,921.9	565.0	-8,241.2	-7,170.4	-5,001.8	-5,365.8	-4,794.3
United Kingdom	4,368.5	3,281.3	3,583.5	3,005.7	3,709.0	2,534.6	3,890.5	2,645.6	4,839.4	5,773.7	4,166.2
Germany	-356.1	1,561.8	4,568.0	5,519.9	6,467.1	6,490.6	868.7	-382.4	-2,023.7	-3,287.7	-3,654.6
France	756.3	215.4	-467.6	-1,163.1	1,369.9	179.7	-743.4	-217.3	-1,314.7	-1,776.2	-808.3
Ireland	-9,846.9	-10,200.0	-11,677.2	-13,675.2	-10,935.1	-14,708.0	-19,216.0	-16,497.2	-16,779.6	-15,000.1	-15,643.7
Pacific Rim	-67,897.1	-71,096.7	-86,693.1	-92,056.2	-90,659.7	-109,335.5	-129,519.3	-129,960.9	-128,287.9	-138,531.1	-137,475.9
Mainland China	-46,932.7	-55,081.6	-67,657.5	-72,660.2	-72,493.3	-94,202.3	-109,312.0	-119,079.5	-116,889.1	-124,004.4	-121,058.6
Japan	-6,814.0	-6,300.2	-8,133.5	-7,979.0	-5,657.7	-7,761.7	-9,859.4	-5,628.0	-5,713.8	-6,155.6	-5,120.5
South Korea	-2,574.1	408.2	-2,446.3	-6,144.7	-7,132.8	-6,398.5	-6,218.0	-1,095.0	-4,410.5	-4,983.7	-2,453.5
Taiwan	-2,270.4	-3,737.4	-2,627.0	-3,685.8	-5,106.0	-4,889.7	-9,875.6	-6,528.3	-4,820.6	-4,612.8	-1,842.6
Malaysia	-15,605.1	-16,584.0	-15,420.4	-12,133.7	-8,694.9	-6,790.6	-6,053.3	-7,477.3	-8,817.0	-11,134.9	-14,712.4
All Other Countries	19,638.4	30,903.5	36,770.2	39,562.8	34,309.2	34,132.5	37,757.1	47,031.2	48,547.1	52,431.6	48,632.4
Total	**-44,363.0**	**-38,278.8**	**-53,485.2**	**-55,554.4**	**-55,952.5**	**-80,942.4**	**-98,717.4**	**-91,246.5**	**-81,409.9**	**-85,619.1**	**-91,814.5**

Note: The trade balance is the net of *total* exports minus total imports. Total exports include re-exports, whereas *domestic* exports are shipments of goods produced within the United States only.

[r] Revised

[p] Preliminary

Source: U.S. Department of Commerce

From: "Diamandiev, Slavi \(CA - British Columbia\)" <sdiamandiev@deloitte.ca>
To: "Robertson, Chris" <chris.robertson@vancouver.ca>
"Kelley, Gil" <Gil.Kelley@vancouver.ca>
"Jones, Donna" <DLJones@surrey.ca>
CC: "James Raymond" <JRaymond@vancouvereconomic.com>
"Corner, Tom \(CA - British Columbia\)" <tcorner@deloitte.ca>
Date: 10/16/2017 1:40:14 PM
Subject: URGENT: Permitting timelines and process

Hi Gill, Chris and Donna,

As discussed at the last steering committee Amazon is asking us to indicate the "timetable for the commencement of construction", including zoning, permitting and access for utilities. There was an action from the meeting to provide clearer language on those from the cities but we haven't received it yet. Below are our estimates based on our own knowledge – please confirm you are comfortable with them or correct them ASAP as we need to lock down the content now.

We are also looking to include an outline of the permitting process – are you able to send this quickly?

Thank you kindly,

Slavi

Downtown Vancouver
s.21(1)

Surrey City Centre
s.21(1)

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services
Deloitte
2800-1055 Dunsmuir St., Vancouver, BC, V7X1P4
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | LinkedIn Profile | deloitte.ca

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From: "Ian McKay"
To: "Bryan Buggey" <BBuggey@vancouvereconomic.com>
"Tania Parisella" <TParisella@vancouvereconomic.com>
Date: 10/2/2017 3:10:43 PM
Subject: Various

>Bryan/ Tania
I will not be on the Amazon call. s.13(1) [redacted]

s.13(1), s.16, s.17(1) [redacted]

s.13(1), s.16, s.17(1) [redacted]

>Joan came to the meeting and was very helpful. s.22(1) [redacted]
s.22(1) [redacted]

>The Province will have a menu of Amazon support pieces by 9pm tonight. I will inform Deloitte. Likely some promising pieces, but we are definitely not going to win the incentives war.

s.13(1), s.16, s.17(1) [redacted]

A demain.

From:	"James Raymond"
To:	"Ian McKay" <IMcKay@vancouvereconomic.com> "Bryan Buggey" <BBuggey@vancouvereconomic.com> "Tania Parisella" <TParisella@vancouvereconomic.com> "Sean Elbe" <SElbe@vancouvereconomic.com>
CC:	"Courtney Crichton" <CCrichton@vancouvereconomic.com> "Jamie Warren" <JWarren@vancouvereconomic.com>
Date:	10/12/2017 9:07:57 AM
Subject:	VEC Review of Amazon package

Further to the details below, if you would like to review the Amazon package (will be in word format, not full design) please book some time off for late today /early tomorrow.

By later today we will have incorporated all the comments back from the Steering Committee.

Courtney will be giving the final design a thorough read through Monday (Tania you may also want to review this version)

From: Corner, Tom (CA - British Columbia) [mailto:tcorner@deloitte.ca]
Sent: Wednesday, October 11, 2017 12:57 PM
To: Claire Campbell <ccampbell@vancouvereconomic.com>; Khan, Farah (CA - British Columbia) <farakhan@deloitte.ca>
Cc: James Raymond <JRaymond@vancouvereconomic.com>; Shutsa, Christopher (CA - British Columbia) <cshutsa@deloitte.ca>; Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>
Subject: RE: Check in

Hi Team,

Following discussions with Slavi, James and Claire here is the revised timeline we would propose. Rather than asking the steering committee to review on Sunday, we will send them the proposal on Sunday afternoon/evening and ask for comments by Monday at 11 a.m.

Slavi, I know we had previously discussed noon as the cutoff, but VEC feels strongly that Monday needs to be protected for final edits, as the printer is only open in the morning. If we only get the documents to the printer on Tuesday, they may not be able to start working on them until Wednesday. I hope this works from your perspective.

First End-to-End Design Complete Version: 5 PM, Saturday October 14 (though you should see "chapter by chapter" before this)
Internal Review: Sunday October 15

Send to Steering Committee as an FYI/Showstoppers Only Sunday, October 15 by end of day
Deadline to for Steering Committee to Provide Showstoppers: Monday October 16 by 11 a.m.
Final Edits/Address Comments: Monday Afternoon
Incorporate any Changes: Monday Evening

Final Touches/Polish/Prep for Print: Monday Evening/Night
Send to Print: Monday Night (best case) or 9 AM Tuesday Morning (worst case)

Printed Copies in Hand: 2 PM, Wednesday October 18
Printed Copies handed over to UPS: 3 PM, Wednesday October 18 (4:30 is cut off, so let's aim for 3 or earlier)
Printed Copies Received by Amazon: 10:30 AM October 19

Let me know if you have any questions regarding the above.

Best,

--
Tom Corner
Manager | Economics and Policy Advisory
Deloitte
2800 – 1055 Dunsmuir Street, 4 Bentall Centre, Vancouver, British Columbia, V7X 1P4, Canada
D: +1 (604) 640 3100 | M: +1 (778) 706 2836
tcorner@deloitte.ca | deloitte.ca

JAMES RAYMOND
Manager, Research & Analysis
P: 604 336 8021 | C: 778 788 7721

Be part of the FASTEST growing economy in Canada.

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From: "Bryan Buggey"
To: "Ian McKay" <IMcKay@vancouvereconomic.com>
CC: "Tania Parisella" <TParisella@vancouvereconomic.com>
"Sean Elbe" <SElbe@vancouvereconomic.com>
"Ingrid Valou" <IValou@vancouvereconomic.com>
Date: 9/7/2017 8:07:32 AM
Subject: Re: Amazon

Pardon my French, but holy shit!

Get Outlook for iOS

From: Ian McKay
Sent: Thursday, September 7, 2017 7:59:40 AM
To: Bryan Buggey
Cc: Tania Parisella; Sean Elbe; Ingrid Valou
Subject: Amazon

http://www.amazon.com/amazonHQ2

From: "James Raymond"
To: "Sean Elbe" <SElbe@vancouvereconomic.com>
"Ingrid Valou" <IValou@vancouvereconomic.com>
Date: 9/7/2017 9:10:25 AM
Subject: RE: Amazon

Cool

Sure you can handle it but would suggest:

s.13(1)

[redacted]

JAMES RAYMOND
Manager, Research & Analysis
Vancouver Economic Commission
P: 604 336 8021 | C: 778 788 7721

From: Sean Elbe
Sent: September 7, 2017 9:06 AM
To: Tania Parisella <TParisella@vancouvereconomic.com>; Ian McKay <IMcKay@vancouvereconomic.com>; Bryan Buggey <BBuggey@vancouvereconomic.com>; Ingrid Valou <IValou@vancouvereconomic.com>
Cc: James Raymond <JRaymond@vancouvereconomic.com>
Subject: Fwd: Amazon

I asked mike to call me. See below.

My meeting with Amazon ex dev is booked for next thurs at their HQ at 11am. James heads up.

s.17(1)

[redacted]

Sent from my iPhone

Begin forwarded message:

From: MIchael Tippett <michael@thetruenorth.me>
Date: September 7, 2017 at 8:59:14 AM PDT
To: Sean Elbe <SElbe@vancouvereconomic.com>
Subject: Amazon

Hi Sean,

I hope you are good. Today I am getting calls about the Amazon announcement. You have any talking points I should use to talk about Van?

Best,

m.

--

TRUE NORTH

Michael Tippett, Co-Founder
michael@thetruenorth.me
604-657-6717
LinkedIn

From: "Ian McKay"
To: "Tania Parisella" <TParisella@vancouvereconomic.com>
"Bryan Buggey" <BBuggey@vancouvereconomic.com>
"Ingrid Valou" <IValou@vancouvereconomic.com>
"Sean Elbe" <SElbe@vancouvereconomic.com>
CC: "James Raymond" <JRaymond@vancouvereconomic.com>
Date: 9/7/2017 9:55:55 AM
Subject: Re: Fwd: Amazon

VEC is establishing a project team to work in coordination with the CoV and the Province on this and other large scale projects.

From: Sean Elbe
Sent: Thursday, September 7, 2017 9:05:43 AM
To: Tania Parisella; Ian McKay; Bryan Buggey; Ingrid Valou
Cc: James Raymond
Subject: Fwd: Amazon

I asked mike to call me. See below.

My meeting with Amazon ex dev is booked for next thurs at their HQ at 11am. James heads up.

s.17(1)

Sent from my iPhone

Begin forwarded message:

> **From:** MIchael Tippett <michael@thetruenorth.me>
> **Date:** September 7, 2017 at 8:59:14 AM PDT
> **To:** Sean Elbe <SElbe@vancouvereconomic.com>
> **Subject: Amazon**

> Hi Sean,
>
> I hope you are good. Today I am getting calls about the Amazon announcement. You have any talking points I should use to talk about Van?
>
> Best,
>
> m.
>
> --
>
> TRUE NORTH
>
> Michael Tippett, Co-Founder
> michael@thetruenorth.me
> 604-657-6717
> LinkedIn