

**Ministry of
Jobs, Trade and
Technology**

**2018/19
Annual Service Plan Report**



For more information on the Ministry of Jobs, Trade and Technology, contact:

PO BOX 9846
STN PROV GOVT
VICTORIA, B.C.
V8W 9T2
250 356-2771

Or visit our website at
www.gov.bc.ca/jtt

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Minister's Message and Accountability Statement



As B.C.'s Minister of Jobs, Trade and Technology, I'm pleased to present the Ministry's Annual Service Plan Report for fiscal year 2018/19. The report outlines the Ministry's ongoing commitment to make life more affordable for people in every corner of B.C. by investing in programs that support well-paying jobs throughout the province and building a strong, sustainable and innovative economy that benefits every British Columbian.

Our Ministry is creating opportunities for British Columbians by attracting companies and investors that support good local jobs and innovation across our economy. We are leading the development and implementation of wide-ranging economic strategies, policies and programs to facilitate growth and diversification across the province. For example, government created an Emerging Economy Task Force to address the changing nature of business in B.C. over the next 10 to 25 years. We also saw Innovate BC continue to grow, giving B.C.'s tech entrepreneurs the business development support they need at all stages of company growth, from start-ups to long-established firms. Innovate BC's programs play a vital role in helping the province's tech entrepreneurs and businesses succeed, helping create jobs and grow the economy.

The B.C. technology sector remains a top provincial performer, with more than 10,500 companies employing over 114,000 people – an increase of nearly 6,000 people in one year. My mandate commitments related to technology are supported by Parliamentary Secretary for Technology, whose work helps to position B.C. to be a world leader in the new economy and a preferred location for new and emerging technologies.

A key Ministry goal is to grow B.C. tech opportunities at home and abroad. To that end, B.C. has partnered with the State of Washington to grow the Cascadia region's innovation and tech economy, fight climate change, promote trade and improve transportation connectivity. We co-hosted the 2019 #BCTECHSummit with Innovate BC to showcase the best of B.C. tech, building opportunities across sectors and borders, and exploring ideas that are transforming the global economy.

B.C.'s first Innovation Commissioner has published his progress report – a valuable addition to our understanding of how to optimize innovation in B.C. to maximize sustainable growth and create good jobs for British Columbians. The Innovation Commissioner continues to champion tech and innovation in B.C., strengthening national and international relationships while leveraging federal funding and business investment partnerships.

To address an ongoing global labour shortage, we are continuing to invest in skills development here at home, and we welcome newcomers through the BC Provincial Nominee Program, which offers international workers in high-demand occupations a path to permanent residency.

Our Ministry continues to work with the Ministry of Finance to implement tax changes to better support a growing small-business sector. For example, we have been acting on many of the recommendations from the Small Business Task Force to make life easier and more affordable for

small businesses. The Export Navigator program has continued to help small business and entrepreneurs throughout the province at all stages of the export process and is contributing to increasing trade readiness in multiple sectors.

We are also creating more opportunities through trade and investment, which is critical to building a strong and sustainable economy. Given current trade challenges, we are continuing to focus on trade diversification. Our Ministry's mission to Japan and South Korea in March 2019 resulted in meaningful engagement with government and business representatives in our third- and fourth-largest trade markets. This mission, which also included the Minister of State for Trade, was also a prime opportunity to promote investment in a variety of B.C.'s economic sectors, including clean energy and technology, while supporting exports in agrifoods and tourism.

Ministry staff worked closely with the federal government to advance and protect B.C.'s interests in ongoing trade negotiations and disputes. Our Ministry also worked with the Ministry of Forests, Lands, Natural Resource Operations and Rural Development as it advocates for a fair deal in softwood lumber negotiations with the United States.

The work we are doing is helping to build a strong, sustainable economy. B.C. has had the lowest unemployment rate in Canada for almost two years, and year-over-year to March 2019, more than 68,500 private-sector jobs were created. This means more opportunities for British Columbians.

The Ministry of Jobs, Trade and Technology *2018/19 Annual Service Plan Report* compares the Ministry's actual results to the expected results identified in the *2018/19 – 2020/21 Service Plan* created in February 2018. I am accountable for those results as reported.



Honourable Bruce Ralston
Minister of Jobs, Trade and Technology
June 28, 2019

Minister of State's Message and Accountability Statement



I am pleased to present the Annual Service Plan Report as Minister of State for Trade for the Ministry of Jobs, Trade and Technology, which outlines our Ministry's commitments and achievements from fiscal year 2018/19.

As Minister of State for Trade, my mandate is to promote increased trade—a critical part of building a strong and sustainable economy that creates opportunities for people now, while meeting the challenges of tomorrow.

The expected results for the Minister of State for Trade for fiscal 2018/19 include promoting the 2018 B.C. Export Awards; participating in the Canadian Manufacturers & Exporters B.C. trade-related events that aim to increase export opportunities for B.C. businesses; contributing to options to help resolve ongoing softwood lumber negotiations with

the United States; continuing to support Forestry Innovation Investment's efforts to actively maintain, create and diversify demand for B.C.'s manufactured wood products in key international markets; working collaboratively with the Minister of Tourism, Arts and Culture to ensure ongoing representation of B.C.'s tourism industry on international trade missions; continuing to promote B.C. food and agricultural exports, and continuing to participate in opportunities for expanding exports in the manufacturing sector.

It is estimated that approximately four direct jobs are created in B.C. for every \$1 million exported internationally, with an additional two jobs created in supplier industries. In 2018, B.C. exports reached \$46.5 billion, up 7.3 per cent from the previous year.

Our ministry has responsibility for about 65 trade and investment representatives in 17 locations worldwide. These representatives help to identify new business opportunities, support trade events and missions and connect B.C. companies with new customers, investors and other strategic partners. In 2018/19, B.C.'s trade and investment representatives facilitated and supported over 529 outbound trips involving B.C. companies and inbound visits of foreign organizations. The total number of export deals facilitated by trade and investment representatives reached 170, at a value of \$168 million. The total value of foreign direct investment influenced by ministry programs during 2018/19 was more than \$1.5 billion.

Expanded trade and investment is helping to open new markets to B.C. businesses, supporting jobs at home and building our reputation abroad. In March 2019, the Minister and I travelled to Japan and South Korea to strengthen government and business ties and expand economic opportunities for businesses in B.C. We were the first Canadian province to send a trade minister to Japan since the Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP) went into effect in December 2018. During the mission, I met with key Japanese and Korean stakeholders in the agrifoods, forestry, clean energy, technology and tourism sectors to promote B.C. products and services—and to profile B.C. to tourism influencers and leaders.

We continue to work to expand and diversify international opportunities in agrifoods, technology, mining, manufacturing and forestry. Our government is expanding opportunities in our energy sector through an LNG framework that ensures we are creating good jobs and a fair return for British Columbians, making full partners of First Nations and living up to our climate commitments. B.C. has one of the fastest-growing tech sectors in Canada—and we believe that tech companies can help improve competitiveness across all B.C. sectors, making our industries cleaner and more efficient.

The Ministry of Jobs, Trade and Technology *2018/19 Annual Service Plan Report* compares the Ministry's actual results to the expected results identified in the *2018/19 – 2020/21 Service Plan* created in February 2018. I am accountable for those results as reported.



Honourable George Chow
Minister of State for Ministry of Jobs, Trade and Technology
June 28, 2019

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Purpose of the Annual Service Plan Report

The Annual Service Plan Report (ASPR) is designed to meet the requirements of the *Budget Transparency and Accountability Act* (BTAA), which sets out the legislative framework for planning, reporting and accountability for Government organizations. Under the BTAA, the Minister is required to report on the actual results of the Ministry’s performance related to the forecasted targets documented in the previous years’ Service Plan.

Purpose of the Ministry

The [Ministry of Jobs, Trade and Technology](#) strives to make life more affordable for British Columbians by building a strong, sustainable, innovative economy that works for everyone.

The Ministry contributes to building a strong economy by delivering programs and services that encourage business start-up and growth, facilitate investment and promote innovation and adoption of new technologies throughout the province.

The Ministry also supports Indigenous peoples and communities in economic development activity, revitalization of traditional industries, fostering economic diversification, creating jobs, cultivating the workforce and facilitating immigration that aligns with industry and regional needs and opportunities. The Ministry also helps to access open markets and export opportunities while protecting the interests of British Columbia in trade negotiations and disputes.

The Ministry has an oversight role for the following Crown corporations: [Forestry Innovation Investment Ltd.](#), the [BC Immigrant Investment Fund](#), the [BC Renaissance Capital Fund](#) and [Innovate BC](#).

Strategic Direction

The strategic direction set by Government in 2017 and expanded upon in the Minister’s [Mandate Letter](#) shaped the [2018/19 Service Plan](#) and the results reported in this ASPR.

The following table highlights the key goals, objectives or strategies that support the key priorities of Government identified in the 2018/19 Ministry of Jobs, Trade and Technology Service Plan:

Government Priorities	The Ministry of Jobs, Trade and Technology Aligns with These Priorities By:
Making life more affordable	<ul style="list-style-type: none"> • Supporting current and emerging economic opportunities and investment attraction across B.C.’s diverse economy. (Objective 1.1) • Ensuring the benefits of a strong and growing economy are felt across the province. (Objective 1.3) • Enhancing investment attraction and economic opportunities within each of B.C.’s key sectors. (Objective 2.1)

<p>Delivering the services people count on</p>	<ul style="list-style-type: none"> • Helping inform investment decisions throughout B.C. by providing access to geospatial data in the BC Economic Atlas web-mapping tool and other information on the britishcolumbia.ca website. (Strategy under Objective 2.1) • Engaging stakeholders and co-developing innovative economic development tools and resources, and raising awareness of new and existing economic development programs via multi-faceted outreach including workshops, webinars and the BC Economic Portal. (Strategy under Objective 1.3)
<p>A strong, sustainable economy</p>	<ul style="list-style-type: none"> • Ensuring the B.C. economy is prosperous, sustainable and shared. (Goal 1) • Providing small businesses with the supports and services they need to grow, innovate and create jobs. (Objective 5.1) • Leveraging foreign direct investment and maximizing the investment potential in each of British Columbia’s regions and communities. (Goal 2) • Supporting venture capital investments into B.C. technology companies. (Objective 2.2) • Ensuring British Columbia has the international workforce needed to support economic growth and innovation. (Goal 3)

Operating Environment

B.C. is a small, open economy that operates in a very dynamic, competitive global environment, and as with other jurisdictions, the rapid pace of technological change is also having an impact. Our economy is influenced by factors that are largely beyond our control – such as international trade policies and disputes, commodity prices and the rise and fall of the Canadian dollar. B.C. relies on its interaction with the rest of the world to grow and prosper.

Global growth slowed in 2018/19, due to the dampening effects of tariff increases put in place over the course of the year. Trade disputes and shifting economic conditions have had an impact on the U.S. and Chinese markets, which are both significant influencers in the context of B.C.’s trade and investment climate.

During 2018/19, Canada completed negotiations for the Canada-United States-Mexico Agreement (CUSMA) and brought into effect the Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP). The CUSMA, once implemented, will preserve Canada’s preferential market access to the United States; in the meantime, this preferential access is maintained under the current North American Free Trade Agreement. Under the CPTPP, B.C. companies have preferential market access to Japan and five other countries in the Asia-Pacific; once the Agreement is fully in effect, Canada will be part of a trading bloc of 11 countries making up 13.5 per cent of global GDP. The Ministry will continue to support B.C. workers, companies, and communities to take advantage of the opportunities available under Canada’s free trade agreements.

The federal and provincial governments continue to prioritize Indigenous economic reconciliation and self-determination by committing to the principles of the United Nations Declaration on the Rights of

Indigenous People and the recommendations emanating from the Truth and Reconciliation Commission. B.C. will continue to work with Indigenous communities to explore ongoing engagement in Indigenous economic development.

The pace of technological change continues at unprecedented levels, leading to new and transformational products and services that represent emerging economic opportunities as well as challenges for the province. The Ministry will continue to seek to ensure innovation impacts are felt in regions across the province.

The continued focus by the federal government on innovation and supporting investments is a key opportunity to advance provincial priorities and ensure federal funding supports B.C. innovators and employers. Taking advantage of the Cascadia Innovation Corridor with Washington and Oregon States to increase economic growth and innovation, especially in the technology sector, will increase our competitiveness and further strengthen the region's profile as a world-class technology centre that will attract highly skilled talent and good paying jobs to B.C.

Access to venture capital is essential for technology companies to succeed in a competitive global marketplace. It remains critical for B.C. to increase the amount of capital available at all stages, which is needed to grow emerging technology companies and keep industry leaders in B.C.

Small businesses remain the cornerstone of the B.C. economy and continued to help create jobs, supporting families and strengthening the business climate. In 2017—the most recent year for which data is available— there were a total of 501,300 businesses in B.C. Of these, 493,100 were small businesses with fewer than 50 employees.

With continued global instability leading to shifting migration trends, there has been an increase in the number of asylum seekers coming to B.C. for protection and safety. Since 2018, B.C. has expanded services to refugees and asylum seekers. B.C. is monitoring the asylum seeker situation and continues to plan for how best to support all refugees arriving in B.C.

The federal government's three-year national immigration levels plan increases permanent resident admissions from 330,000 in 2019 to 350,000 in 2021. These are the highest immigration targets in modern Canadian history. The largest growth continues to be in the Provincial Nominee Program, an economic pathway allowing provinces to select in-demand workers and entrepreneurs to meet labour market needs. B.C. continues to fully leverage its allocation through the program and is well positioned to continue to respond to increases.

British Columbia's real GDP increased by 2.4 per cent in 2018 (according to preliminary GDP by industry data from Statistics Canada), the third strongest growth among provinces. Employment in B.C. grew by 1.1 per cent, a slower pace compared to previous years. Labour market conditions tightened further, while growth in wages and salaries remained strong. Domestic spending slowed somewhat, reflected by slower growth in retail sales and further moderation in housing activity, particularly home sales. Residential construction was strong with housing starts well above the historical average. Meanwhile, foreign demand overseas helped to support solid growth overall in B.C.'s merchandise exports.

Report on Performance

Goals, Objectives, Measures and Targets

Goal 1: The B.C. economy is prosperous, sustainable and shared

Objective 1.1: Support current and emerging economic opportunities and investment attraction across B.C.'s diverse economy

B.C. is staying at the forefront of emerging economic developments to maintain its strong economic position. By leveraging the benefits and mitigating the impacts of the transformative technologies and innovations that will change the nature of B.C.'s business economy and society, the province ensures the future provides opportunity in all sectors of B.C.'s diverse economy.

Key Highlights:

- Launched the Emerging Economy Task Force (EETF); provided ongoing support to the 14 appointed members of the Taskforce as they examine the changing nature of business over the course of the next 10 to 25 years and develop their recommendations to government.
- The Province joined Canada's Digital Supercluster as the final founding member. Participation in the federal supercluster initiative facilitates our ability to leverage technology to help our foundational sectors become cleaner and more competitive as well as growing the made-in-B.C. talent that will create good paying jobs for British Columbians in all parts of the province.
- Took action to support the growth of B.C.'s manufacturing sector including new funding to support the BC Supplier Development program pilot in collaboration with the Aerospace Industry Association of Canada to assist small and medium size businesses to become more productive and globally competitive.
- Worked with Global Affairs Canada to advance and protect B.C.'s interest in international trade negotiations including the Canadian-United States-Mexico Agreement (CUSMA) and Comprehensive and Progressive Trans-Pacific Partnership (CPTPP) as well as advocating for B.C. business interests in trade disputes such as the U.S. tariffs on Canadian steel and aluminium.
- Worked in collaboration with the BC Chapter of Canadian Manufacturers and Exporters (CME) on initiatives to support B.C. exporters and present the BC Export Awards.

Objective 1.2: Position B.C. as a destination for developing and growing technology companies and for technology investment

Key Highlights:

- In 2018, Innovate BC was realigned to improve support for B.C.'s tech sector and to serve as the provincial Innovation Commission. The Crown worked in collaboration with the Innovation Commissioner to support tech focussed investment and business development as well as hosting the #BCTECH Summit in March 2019 to promote and advance B.C.'s thriving tech and innovation sector.
- In 2018/2019, the Innovation Commissioner published an in-depth report on the state of the tech sector and innovation in British Columbia to guide provincial strategies for furthering the growth of the sector.
- Worked with the Ministry of Advanced Education, Skills and Training to ensure the BC Knowledge Development Fund continued to invest in B.C.'s high quality research and innovation infrastructure and invested in programming to encourage tech focussed and entrepreneurial co-op placements for students.
- Represented the Province on the Cascadia Innovation Corridor Initiative and supported engagement with the State of Washington relating to the exploration of the ultra-high speed transportation corridor between Vancouver, Seattle and Portland.
- In collaboration with the federal government and Alacrity foundation, delivered the Cleantech Scale-Up Program to help B.C. based cleantech companies scale up and fuel clean growth across the provincial economy.

Objective 1.3: Ensure the benefits of a strong and growing economy are felt across the province

Key Highlights:

- Provided economic development tools and resources to communities across B.C. through: provincial surveys, TechDev workshops, webinars, the publication of success stories and the Economic Development website.
- Increased stakeholder outreach and engagement activities, including developing new and strengthened partnerships with the Local Government Leadership Academy, the Local Government Management Association, the BC Assembly of First Nations, the BC Economic Development Association and the regional economic trusts.
- Worked with the three regional trusts, the Nechako-Kitimaat Development Fund Society, and the Forestry Investment Innovation Council in supporting technology and innovation programs and local economic development initiatives.
- As part of the BC Tech Summit, five regional houses and one Indigenous house were featured that showcased regional innovation capabilities to a global audience comprised of investors and multinational corporations.

- Developed and launched the Indigenous Business Listing (IBL), a database connecting industry with Indigenous partners and suppliers as well as implementing a social media strategy to promote the success of Indigenous enterprise.

Goal 2: Investment potential in each of British Columbia’s regions and communities is ready to be realized; and leverage foreign direct investment opportunities for maximum growth

Objective 2.1: Enhance investment attraction and economic opportunities within each of B.C.’s key sectors

Key Highlights:

- Created a new proactive and coordinated approach to “Regional Outreach on Trade and Investment” to ensure efforts to support B.C. companies and communities for trade and investment are being applied consistently across the province.
- Supported engagement between B.C. companies, communities, regions and international investors. During the BC Tech Summit alone, 75 international delegates attended for business to business meetings with B.C. start-up tech companies and investor pitch sessions.
- Enhanced investment attraction efforts through British Columbia’s network of Trade and Investment Representative (TIR) offices around the world, working to introduce B.C. investment opportunities to international investors.
- Supported BC Regional Mining Alliance’s outbound communication and investor relations delegation trips to London, U.K. and Colorado, U.S.
- Delivered the Premier’s Mission to Washington State in February 2019, including meetings with the Governor, Microsoft, Seattle Chamber and the Cleantech Roundtable.
- Supported positive investment decisions in B.C including; STEMCELL Technologies expansion to establish Canada’s first major advanced biologics manufacturing facility in Burnaby and the ongoing construction of the AltaGas \$500 million bulk liquid petroleum export terminal on Ridley Island in Prince Rupert.

Performance Measures	2016/17 Actuals	2017/18 Actuals	2018/19 Target	2018/19 Actuals	2019/20 Target	2020/21 Target
2.1a Amount of foreign direct investment supported by the Ministry ¹	\$2.0 billion	\$1.39 billion	\$1.25 billion	\$1.53 billion	N/A ³	N/A ³
2.1b Number of offices established in B.C. by foreign organizations assisted by the Ministry ²	29	28	25	17	N/A ³	N/A ³

¹ Data Source: Ministry of Jobs, Trade and Technology internal data.

² Ministry of Jobs, Trade and Technology internal data. International offices must occupy a physical space such as a storefront to be counted.

³ These performance measures are not continuing in the 2019/20 Service Plan. Going forward, a new method of measurement for Trade and Investment Deals supported by the ministry is under development.

Discussion

Foreign investment helps B.C. industries grow, create and safeguard jobs and secure a position of strength in the global economy. B.C. has fostered a highly competitive and open investment climate and has included strong investment provisions in trade agreements to show investors that B.C. is a desirable and secure place to do business.

The key objectives are to attract foreign direct investment to B.C. and increase our business competitiveness. The Ministry supports the Workforce Development Advisory Group, which aims to ensure that British Columbians benefit from the training and employment opportunities associated with LNG development in the Province.

In 2018/19, there was success in FDI in the natural resource and tech sectors as well as significant deals in the LNG sector.

During the year, effort was also focused on attracting offices outside of the lower mainland and, coupled with the closure of Headquarters Vancouver, this contributed to a slight decrease in offices opened, but an intended increase in geographical representation.

Objective 2.2: Support venture capital investments into B.C. technology companies

Key Highlights:

- The Small Business Venture Capital Tax Credit continued to facilitate investment in B.C.'s small businesses, providing access to early-stage funding that helps foster innovation and growth.
- Continued to promote and deliver the Small Business Venture Capital Tax Credit to help B.C.'s early stage businesses continue to grow.
- The BC Tech Fund continued to invest in emerging technology companies in B.C. across multiple sectors, including information and communications technology, digital media, clean tech and life sciences/healthcare.

Performance Measure	2016/17 Actuals	2017/18 Actuals	2018/19 Target	2018/19 Actuals	2019/20 Target	2020/21 Target
2.2 Total value of venture capital investments raised under B.C.'s Small Business Venture Capital Tax Credit Program ¹	\$115 M	\$116 M	\$84 M	\$106 M	\$86 M	\$87 M

¹Data Source: Ministry of Jobs, Trade and Technology internal data.

Discussion

The government recognizes that creating new small businesses and expanding existing ones contributes to a healthy and diverse economy. The Venture Capital Tax Credit program provides

small businesses with continuous access to early stage venture capital to help them develop and expand.

The Small Business Venture Capital Tax Credit provides a 30 per cent tax credit to eligible B.C. investors, who invest either directly in companies or indirectly through venture capital investment funds. The annual Small Business Venture Capital Tax Credit budget of \$38.5 million supports up to \$128.3 million annually in investments in B.C. companies.

For the 2018/19 year, the Small Business Venture Capital Tax Credit helped to raise \$106 million in early-stage funding for over 215 small businesses. This is a decrease from the previous year's actuals of \$116 million for approximately 250 small businesses.

British Columbia continues to be an attractive source of venture capital opportunities for investors, however, year to year variations in investment are to be expected as venture capital is highly dependent on deal flow – the number of companies ready to close investment financing deals – which in turn is dependent on where companies are at in their research and development or product development cycle.

Some of the decrease in investment levels from 2017/18 to 2018/19 must be attributed to investors buying into cannabis production companies instead of companies in other sectors. In 2018 there was significant investment in cannabis companies due to the federal government's legalization of recreational marijuana in October 2018. No cannabis producers are registered in the tax credit program.

Goal 3: British Columbia has the international workforce needed to support economic growth and innovation

Objective 3.1: Attract skilled workers and entrepreneurs from around the world to invest, work and develop their ideas in B.C.

Key Highlights:

- The BC Provincial Nominee Program (BC PNP) fully leveraged its allocation of skilled worker nominations in 2018, ensuring increased contribution to the BC economy by economic immigrants.
- The Provincial Nominee Program tech pilot supported tech companies recruit and retain the international talent. Successful delivery in 18/19 saw an increase in the percentage of nominations for tech jobs and has resulted in a program extension to June 2019 and a shift in eligibility requirements that enables greater program flexibility for employers.
- The Ministry launched the Entrepreneur Immigration-Regional Pilot to attract new businesses that create jobs and spread investment around the province.

Objective 3.2: Support successful integration for all newcomers and help them maximize their economic and social participation

Key Highlights:

- The Career Paths for Skilled Immigrants program was expanded in 2018, allowing the program to serve more clients and include new occupational groups.
- The BC Settlement and Integration Services Program was expanded in 2018 to enable the program to address increasing service demands including specialized services to refugees and refugee claimants.

Performance Measures	2016/17 Actuals	2017/18 Actuals	2018/19 Target	2018/19 Actuals	2019/20 Target	2020/21 Target
3.1 Provincial Nominee Program (PNP) allocations used by B.C. ¹	100%	100%	100%	100%	N/A ¹	N/A ¹
3.2 Percentage of Career Paths clients employed in their field upon program completion ²	N/A	70% estimated baseline	70%	70.28%	70%	70%

¹Data Source: Ministry of Jobs, Trade and Technology internal data. As the Province targets fully leveraging its allocation of nominations every year, the measure has been discontinued going forward.

²Data Source: Ministry of Jobs, Trade and Technology internal data. This measure includes clients in all streams of the Career Paths program and is calculated on a fiscal year basis. As the program launched in 2017, the 2017/18 forecast is a targeted baseline that will be used to establish targets for future years.

Discussion

British Columbia invests more than \$12 million per year in settlement and integration programs for newcomers so they can improve their lives and transition to life in the province. The Career Paths for Skilled Immigrants program helps skilled newcomers to find employment within their pre-arrival field through supports focused on education, training, work experience and credential assessment. The BC Settlement and Integration Services Program provides supports to naturalized citizens and temporary residents such as foreign workers, international students and refugee claimants so they can access employment resources, language training and guidance navigating the immigration process. In addition, the program provides critical trauma counselling to refugees and refugee claimants.

The BC Provincial Nominee Program (BC PNP) offers an immigration pathway for qualified skilled workers and experienced entrepreneurs who can contribute economic benefits to the province. While the BC PNP is a provincially administered program, the federal government sets the annual number of nominations available to each province and is responsible for issuing permanent resident visas. The Ministry's goal is to utilize 100 per cent of this federal allotment each year (6,250 in 2018), including the expected allocation through PNP's Express Entry British Columbia categories.

The Career Paths result is based on 424 clients who completed the program in fiscal year 2018/19. Initial data from the program for this fiscal year shows gains in employment and wage outcomes, including an increase in clients who make \$25 per hour or higher when comparing intake and closure wage. These outcomes are preliminary but show promising results and will be continued to be monitored closely as more clients complete the program.

Goal 4: International trade opportunities will contribute to B.C.'s shared prosperity throughout the province

Objective 4.1: Open and expand priority markets for B.C. goods and services

Key Highlights:

- Delivered the Ministers' Mission to Japan and Korea in March 2019, focused on expanding export opportunities for a range of B.C. goods and services, including agrifood and seafood, forestry products and tourism. The Mission also featured meetings with key corporate investors in energy, clean technology, artificial intelligence (AI), and ICT/digital media.
- Worked with British Columbia's network of international Trade and Investment Representative (TIR) offices to support and promote B.C. exports in priority markets in sectors including technology, agrifood, natural resources and education.
- Continued to support the Export Navigator Program offering support for businesses throughout the province to advance on the export continuum to export readiness.
- Worked with World Trade Centre-Vancouver to deliver and participate in nine Trade Acceleration Program Workshops and two International e-Commerce Essential Workshops around the Province.
- Worked collaboratively with the Ministry of Agriculture in the development and execution of a comprehensive Agrifood export promotion program across 13 events in the U.S., E.U., China, Japan and Korea

Performance Measure	2016/17 Actuals	2017/18 Actuals	2018/19 Target	2018/19 Actuals	2019/20 Target	2020/21 Target
4.1 Number of substantial trade deals supported by the Ministry ¹	219 agreements w/a value of \$640 M	216 agreements w/ a value of \$445 M	150 agreements w/ a value in excess of \$375 M	170 agreements w/ a value of \$168 M	N/A ²	N/A ²

¹ Data Source: Ministry of Jobs, Trade and Technology internal data.

² This performance measure is not continuing in the 2019/20 Service Plan and therefore future targets have been removed. Going forward, the ministry is assessing a new method of measurement for Trade and Investment Deals supported by the ministry.

Discussion

Expanding the sale of goods and services to new markets is critical to growing B.C. businesses and retaining good jobs. B.C. goods exports continued to show strong growth in 2018, posting a year-over-year growth rate of 7.3 per cent, which is comparable to the Canadian average of 7.5 per cent.

B.C.'s Trade and Investment Representatives (TIRs) work with a wide range of B.C. companies to help facilitate exports. While the target for number of agreements was exceeded and the number of export agreement opportunities pursued in 2018/19 were comparable to the previous fiscal year, opportunities that matured and closed were of lower dollar value than previous years.

The value of trade deals often fluctuates from year to year – as does the conversion rate by which export opportunities result in closed deals. In 2018/19, the number of large individual, non-repeat, export deals supported by the Ministry was lower than in 16/17 and 17/18. However, the Ministry has identified that government support is most impactful in assisting small to medium enterprises (SME) to achieve export readiness. With a focus on supporting SME exporters, it is reasonable to observe a smaller overall total value of trade deals supported.

Going forward, the Ministry will continue to focus its efforts on supporting small and medium enterprises across the Province to achieve export success in global markets. As many of these smaller businesses will also be new exporters or those seeking to expand their export efforts into new markets, it is reasonable to expect that they may need more time and support to achieve export success. The Ministry will continue to work with exporters throughout the province to introduce them to new and developing global export markets, working with our network of international TIR offices.

The Ministry is developing a new performance measure to more accurately reflect the efforts of the Ministry and our TIR network toward facilitating export opportunities and supporting a broad range of BC companies in achieving success. The primary focus will be on identifying and developing opportunities in global markets for B.C. exporters in support of their growth and job creation. At the same time, the Ministry will continue to monitor the number of trade deals supported and the dollar value of those deals.

Goal 5: A growing small business sector that contributes to a strong, sustainable provincial economy

Objective 5.1: Provide small businesses with the supports and services they need to grow, innovate and create jobs

Key Highlights:

- Small-business owners in British Columbia are benefiting from a cut to the small-business corporate income tax rate from 2.5 per cent to 2 per cent, retroactive to April 1, 2017. This reduction makes B.C.'s small-business corporate income tax rate the second lowest in Canada, tied with Alberta and Saskatchewan.
- Small Business BC once again delivered a successful 2018/19 Small Business BC Awards and Open for Business Awards event
- The Ministry partnered with Small Business BC to deliver free training and services during Small Business Week 2018
- The Ministry partnered with women's business and leadership organizations to increase the economic growth and impact of women business owners and inspire young leaders from

across BC. This was accomplished through sponsorship of entrepreneur education and mentoring programs and the We for She conference where 900 students in grades 10-12 joined with 500 business leaders, women's organizations, companies, experts, politicians, advocates and teachers to shift the dial on gender equality in B.C.

Performance Measure	2016/17 Actuals	2017/18 Actuals	2018/19 Target	2018/19 Actuals	2019/20 Target	2020/21 Target
5.1 Number of local governments in British Columbia participating in an inter-municipal or mobile business licence agreements ¹	83	89	90	91	N/A ²	N/A ²

¹ Data Source: Ministry of Jobs, Trade and Technology. There are currently 15 agreements in the province with 91 participating communities. Program expansion may include the establishment of additional agreements, inclusion of additional partners and/or consolidation of existing agreements, making it easier for businesses to operate across jurisdictional boundaries.

² This performance measure is not continuing in the 2019/20 Service plan and therefore future targets have been removed.

Discussion

While the Province plays a supportive role in the development of mobile business licence agreements, providing analysis, technical support and a shared database, business licencing falls under municipal jurisdiction. Significant progress was not anticipated in 2018/19 given the cycle of municipal elections.

Given the nature of the measure, no external or internal audit and controls are necessary.

As noted, participation in the program is at the discretion of each municipality and is therefore outside of the control of the Province. Although the Province will continue to support the program in collaboration with Local Governments, it will not feature as a performance measure in future Service Plans.

Objective 5.2: Ensure the views of small business are considered in policy and program decisions, continuing to strengthen the sector

Key Highlights:

- Established the Small Business Task Force in May 2018 as a special initiative of the Small Business Roundtable. The Task Force conducted ten in-person engagement sessions, an online survey and gathered feedback through an Engagement Summary Paper. The Task Force Final Report was released in December 2018 and will support future work to enhance the small business sector.
- The Small Business Roundtable continued to participate in regular board meetings, providing advice to government on key government policies and programs. As part of their work, the Roundtable also sponsored the #TradeTalks Summit.

- Engaged with the Ministry of Citizens’ Service in the development of the BC Procurement Strategy, changing the way government buys goods and services and making it easier for businesses to access opportunities. Government’s modernized approach to procurement will remove barriers for small, medium and Indigenous businesses, promote innovation, increase the focus on social, environmental and economic outcomes for people and communities and enhance procurement capacity within ministries.

Objective 5.3: Streamline access to services for all citizens

Key Highlights:

- Renewed government’s commitment to a zero-net increase to the count of regulatory requirements. The commitment was set to expire in 2019 but will now continue until 2022.
- Published the [Regulatory and Service Improvement Annual Report 2017/2018](#), which highlights the best examples of government streamlining access to services for citizens and businesses in the previous year. The 2018/2019 report will be published in June 2019.
- Developed a framework to evaluate the potential business and economic impacts of government’s policy decisions.
- In March 2019, 30 changes were made to update and improve regulations through the Better Regulations for British Columbians process to better meet the evolving needs of people across the province. For example, the Homeowner Protection Regulation was amended to streamline professional development requirements of residential builders to better meet current and future needs of building trades in B.C.

Performance Measure	2004 Baseline	2017/18 Actuals	2018/19 Target	2018/19 Actuals	2019/20 Target	2020/21 Target
5.3 Zero net increase to the count of regulatory requirements	197,242	0 net increase ¹				

¹Data Source: Ministry of Jobs, Trade and Technology internal data. Increase from the 2004 baseline. Detailed results available in June 2019.

Discussion

The Ministry of Jobs, Trade and Technology continues to partner with ministries across government to encourage regulatory and service frameworks that can advance socioeconomic objectives, protect public health, safety and the environment, while at the time improving British Columbians’ experiences of government. Through the Regulatory Impact Checklist and Count Form, which must accompany any new, or changes to existing legislation and regulation, government systematically weights the impact of any new requirements on affected stakeholders. Through service streamlining projects, which are delivered in collaboration with other ministries, barriers to accessing government services are addressed.

Financial Report

Discussion of Results

This Discussion of Results reports on the Ministry of Jobs, Trade and Technology financial results for the year ended March 31, 2019 and should be read in conjunction with the Resource Summary table below.

Operations

- In 2018/19, the Ministry managed within its Estimates budget and other authorizations with no overall variance before accounting for an adjustment for prior year accruals.
- In 2018/19, additional financial appropriation of \$5.905 million was provided through access to contingencies to support the STEMCELL Technology Biotech Manufacturing Facility.
- In 2018/19, the portion of the Ministry's appropriation related to the Integrated Data Office was transferred to the Ministry of Citizens' Services (\$8.098 million).

Resource Summary

	Estimated	Other Authorizations ¹	Total Estimated	Actual	Variance
Operating Expenses (\$000)					
International Business Development	21,857	0,000	21,857	21,883	26
Technology, Innovation and Economic Development	11,210	0,000	11,210	11,183	-27
Workforce, Immigration and Major Investments	17,640	5,905	23,545	25,355	1,810
Integrated Data Office	8,726	-8,098	628	540	-88
International Strategy and Competitiveness	8,780	0	8,780	8,739	-41
Small Business, Regulatory and Service Improvement	3,133	0	3,133	3,572	439
Transfers to Crown Corporations and Agencies	27,640	0	27,640	25,640	-2,000
Executive and Support Services	5,783	0	5,783	5,664	-119
Northern Development Fund	500	0	500	500	0
Sub-Total	105,269	-2,193	103,076	103,076	0
Adjustment of Prior Year Accrual ²	0	0	0	-588	-588
Total	105,269	-2,193	103,076	102,488	-588
Ministry Capital Expenditures (Consolidated Revenue Fund) (\$000)					
Executive and Support Services	1	0	1	0	-1
Total	1	0	1	0	-1

¹ "Other Authorizations" include Supplementary Estimates, Statutory Appropriations and Contingencies. Amounts in this column are not related to the "estimated amount" under sections 5(1) and 6(1) of the *Balanced Budget and Ministerial Accountability Act* for ministerial accountability for operating expenses under the Act.

Transfer to Citizen's Services due to re-organization (\$8.098M)

Contingencies access for STEMCELL Technology Biotech Manufacturing Facility (\$5.905M)

² The Adjustment of Prior Year Accrual of \$0.588 million is a reversal of accruals in the previous year.

Appendix A: List of Crowns, Agencies, Boards and Commissions

[BC Immigrant Investment Fund Ltd.](#)

[BC Renaissance Capital Fund Ltd.](#)

[Emerging Economy Task Force](#)

[Forestry Innovation Investment](#)

[Innovate BC](#)

[Indigenous Business and Investment Council](#)

[Nechako-Kitamaat Development Fund Society](#)

[North Island-Coast Development Initiative Trust](#)

[Northern Development Initiative Trust](#)

[Small Business BC](#)

[Small Business Roundtable](#)

[Southern Interior Development Initiative Trust](#)