



BUSINESS COUNCIL OF CANADA AND NEVADA

BCCN Newsletter

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In This Issue

From the Desk of
Richard Perkins

Member Profile:
Barrick Mining

Recap of 2016
Holiday Reception

2017 Canada Day in
the Nevada Legisla-
ture

How We Can Start
Harmonizing US-
Canada Regulations



From the Desk of Richard Perkins

Although this newsletter is going out a bit later than I'd hoped, I am so pleased to be able to share the BCCN's successes from its first full year in operation – and what a year it was! The Council officially launched its operations with an intimate 2016 holiday event in Las Vegas. In February, we partnered with the Consulate to host Parliamentary Secretary Kim Rudd for a visit with Nevada decision-makers at the Nevada State Legislature and hosted a well-attended Canada Day reception at the Governor's mansion. It is truly fulfilling to observe as interest in enhancing cross-border connections strengthens with every interaction.

In August, the Vegas Golden Knights hosted the BCCN for a tour of the team's training facility and we join the excitement in Nevada as hockey in the desert officially gets underway on October 10th! In November, the Winnipeg Jets will be the first Canadian team to play the Golden Knights and a celebration is being planned to commemorate that event. The BCCN will also be supporting the Consulate's presence in December at the Council of State Governments' annual meeting in Las Vegas. What a fitting way to close out the year-long celebration of Canada's sesquicentennial!

Exciting events aside, the BCCN has been busy all year working to expand our services and create opportunities for businesses – it really is an exciting time as we work to grow the economies in Nevada and Canada. Canadians also continue to top all international travelers in visits to Nevada – no surprise there – and the BCCN has identified more than five thousand homes in the Las Vegas valley that are actually owned by Canadians. The BCCN's membership continues to grow at a steady pace and we are in the beginning stages of planning a trade mission north of the border in 2018.

In closing, I'd like to offer my sincere thanks to all who have been so generous with their time and guidance, including but certainly not limited to: Ambassador David McNaughton, Glenn Williamson (whose Canada Arizona Business Council has set the standard for excellence), Consul General James Villeneuve and his team (Canadian Consulate General in Los Angeles), Steve Hill and his colleagues (Nevada Governor's Office on Economic Development), Robert Kelle and Stephen Armstrong (MAPLE), Scotty Greenwood (Canada America Business Council), Scott Aney and his team from City National Bank, Jerry Nadal (Cirque du Soleil), and Michael Brown and Christina Erling (Barrick Mining). The BCCN looks forward to another fruitful year in 2018!

Member Profile: Barrick Mining



Barrick in Nevada

Canadian philanthropist and businessman Peter Munk founded Barrick in 1983. Under his leadership, Barrick quickly grew into the world's largest gold mining company, and one of Canada's leading global corporations. Barrick could not have become what it is today without the partnership of the state of Nevada.

In 1987, Barrick President Bob Smith visited Nevada to evaluate a small mine along the famed Carlin Trend. He urged Peter Munk to buy the property. That property became Goldstrike, Barrick's flagship mine, and it's still running strong today.

From the beginning, Barrick worked in partnership with its host communities in Nevada to share the benefits of mining. The company has made significant investments in areas like education, health, family welfare, culture, arts and economic development.

Supporting Nevada's Economy

Barrick has a long-term history of working with Nevada-based vendors and contractors from urban and rural areas. We encourage out of state vendors to establish Nevada outlets and we use more than 500 Nevada-based suppliers of goods and services.

In 2016, we paid \$968 million to Nevada businesses, Nevada employees and community investment. Since 2010, Barrick has paid \$893 million in taxes to Nevada.

Investing in Communities in Nevada

Barrick nurtures partnerships with local Nevada communities for mutual long-term success; and engages in proactive stakeholder engagement program in rural host communities and urban centers.

Barrick has made a total community investment of \$48 million in Nevada since 2010, with \$9.7 million in community investment in 2016 alone. Sixty-one percent of community spending went to educational programs including Communities in Schools, Great Basin College, Public Education Foundation, University of Nevada Las Vegas, University of Nevada Reno, and the Boys and Girls Clubs.

Barrick is committed to being a leader in the Nevada business community with board representation on the Public Education Foundation, Communities in Schools of Nevada, Opportunity Village, Three Square Food Bank, Nevada Ballet Theater, The Nature Conservancy, Outdoor Las Vegas Foundation, Nevada Corporate Giving Council and the Business Council of Canada Nevada. We've been recognized for our philanthropic efforts by the Latin Chamber of Commerce, the Anti-Defamation League, Opportunity Village, and a Foundation for an Independent Tomorrow.

Our Employees in Nevada

Barrick strives to hire locally to ensure our host communities benefit; and we invest in local training and skills development to ensure access to Nevada talent.

Ninety one percent of Barrick's workforce in Nevada are Nevada residents. We have 4,300 employees and contractors working for Barrick in Nevada, with \$603 million in employee wages and benefits in 2016.

Environmental Excellence

In Nevada – and every state and country in which we operate – we are committed to wise environmental stewardship based on careful work planning, diligent implementation, thoughtful assessment of performance, and a desire to improve over time.

We contribute to the protection of the environment and the sustainable development of our host communities. Because of our commitment to the environment, Barrick has been named to the Dow Jones Sustainability World Index for nine consecutive years.

Barrick is working with The Nature Conservancy to prepare conservation plans for more than 500,000 acres of land in Nevada to improve habitat for Sage Grouse and other native species. We've also contributed \$3.5 million to Nevada conservation organizations over the past 10 years working to restore and enhance habitat for Nevada's wildlife.

This year, Barrick is celebrating 30 years of partnership with the state of Nevada. Today, Barrick has two core operating mines and one joint venture in northern Nevada; and a natural gas and solar power plant in Storey County. Looking to the future, Barrick is embarking on a journey to become a leading 21st century company, transforming into a digital enterprise in ways that are entirely new to the mining industry. This transformation means that we're investing in new technology and hiring for tech jobs in Nevada. We are also investing in tech education and have formed a partnership with CISCO and Great Basin College to provide technology courses to students in rural parts of the state. With the opening of our Global Business and Technology Center in Henderson in 2015, Barrick has become a truly "All Nevada" company.

How We Can Start Harmonizing US-Canada Regulations

By Maryscott (Scotty) Greenwood

We've all been reading the negative and troubling headlines about a potential trade war between the United States and Canada on softwood lumber and dairy. But despite all the rhetoric, there are countless bright spots in the bilateral relationship that can and should be capitalized upon now — to the benefit of both countries.

One of the biggest areas of goodwill and co-operation will be staring us right in the face at the moment we start to ponder renegotiating the North American Free Trade Agreement (NAFTA).

In February, President Donald Trump signed an executive order entitled the Enforcing Regulatory Reform Agenda. It didn't get a lot of media attention, but it presents a golden opportunity for Canada. The measure is aimed at streamlining federal regulations, and it directs US agencies to create task forces to identify regulations that eliminate jobs, are outdated or are too costly.

It also provides a perfect opening to accelerate and enhance a long-standing bilateral project known as the Canada/US Regulatory Cooperation Council, which is also working to streamline regulations on both sides of the border.

Bilateral regulatory co-operation may not be as enthralling as Russian spies or border walls, but it's critical to US and Canadian businesses and their integrated supply chains. It also has an impact on Canadian and American consumers, as businesses are often forced to pass on to them the substantial costs associated with regulatory disharmony and red tape.

President Trump is eager for some wins. Canada can help provide him with one, while also advancing its own interests. The Canadian government could present the United States with a proposal for aligning a particular set of regulations. This would represent a bilateral victory for what is at the moment a US-only effort to cut regulatory red tape.

There are several sectors where regulatory disharmony causes problems.

In agri-business, energy products, medical devices, and medicine and consumer products, in particular, there is an array of conflicting regulations that make it difficult to do business, on both sides of the 49th parallel. In some cases, these regulations even prevent consumers from buying the goods they want or obtaining the medications they need if they suffer from certain illnesses or conditions.

For example, some cosmetic products are available in the US but not in Canada. Some medications that are sold over the counter in the United States are still sold by prescription only in Canada, and vice versa, which causes headaches for companies trying to market their products in both countries.

Recall mechanisms for medical devices differ in the two countries, as do regulations on a drug that helps people with Parkinsonism Syndrome — and there are many more examples.

In agri-business, meat producers in both countries deal with an antiquated headache involving the requirement that a veterinarian's certificate be manually placed on a certain outward facing spot on every case of exported or imported meat, even though the information is more easily available using other methods. This is a costly and dubious regulation that prevents producers from fully embracing automation and high-tech shipping methods — and there are plenty of other redundant and expensive regulations.

Why shouldn't we leverage President Trump's interest in cutting red tape and harmonizing regulations for the benefit of the bilateral economy? This doesn't have to wait for a NAFTA renegotiation or World Trade Organization ruling; it's ready to go right now.

Canadian and American officials have been working together on this since 2011, and as Gary Doer, former Canadian ambassador to the US, would say: "It's time to put the puck in the net."

In this period of uncertainty about President Trump's NAFTA intentions, now is the time to work even harder on the Canada-US relationship, and to start focusing on the issues that aren't contentious. Regulatory harmony should be a critical part of that strategy, and success there could well ease tensions elsewhere.

Canada Day at the Nevada Capital



Las Vegas Holiday Event 2016



The Business Council of Canada and Nevada is committed to creating and enhancing networking opportunities in addition to accelerating significant investment, job creation, tourism, and bilateral trade between Canada and Nevada.

The past decade has seen unprecedented growth in the Canada-Nevada partnership and the stage is set to continue this trajectory as both jurisdictions continue to harness resources and further developments in a variety of cutting-edge fields. The council promotes and facilitates that growth by assisting, influencing, and educating at the highest levels of corporate decision-making in the private sector and with governmental entities on both sides of the border.

BCCN efforts over the next three years will focus on:

- Increase Foreign Direct Investment between Canada and Nevada
- Increase Trade between Canada and Nevada
- Increase Tourism between Canada and Nevada

Connecting Canada and Nevada

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