



BCCC

Brazil-Canada Chamber of Commerce
Chambre de Commerce Brésil-Canada

Brazil-Canada Chamber of Commerce

Annual Report | 2017



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Message from the Co-Chairs

Dear BCCC Member:

We are proud to present to you our 2017 annual report – and on behalf of the Brazil Canada Chamber of Commerce (BCCC) Board of Directors, we would like to thank every one of our members, executives and volunteers for your sustained support and dedication to the BCCC. Thanks to you, we continue to solidify our position as a leading association linking Canadian and Brazilian businesses and governments.

Looking back at the past 12 months, our main priority has been to better define and deliver on the three key elements of our member value proposition (see below) while continuing to adhere to the highest standards of fiduciary care set out in our 2014 governance package.

Advocacy & government access	<ul style="list-style-type: none"> ▪ Access to Brazilian/Canadian dignitaries and trade-missions organized by public (e.g., Ministries) and private (e.g., Industry groups) stakeholders ▪ Strong and reputable channel to help shape government views of specific sectors to further objectives of the business community (e.g., through policy design)
Qualified information & insight	<ul style="list-style-type: none"> ▪ Exclusive sectoral events and reports focused on the identification and promotion of investment opportunities between Brazil and Canada (e.g., government priorities/projects, funding programs) ▪ Insight into key trade barriers and how to facilitate business between Brazil and Canada
Connectivity	<ul style="list-style-type: none"> ▪ Access to an unrivalled network of institutions (e.g., universities, not-for-profits), executives/entrepreneurs conducting business between Brazil/Canada ▪ Support for targeted promotion of members and their activities across the BCCC network of contacts (e.g., targeted introductions, sponsorship opportunities in BCCC events, brand visibility)

We truly believe we have made substantial progress across all fronts, including but not limited to: speaking in front of the House of Commons' Standing Committee on International Trade about the Canada-Mercosur Free Trade Agreement; delivering an outstanding PDAC event that included a total of 200+ guests; and hosting multiple social events for our members.

From an operational perspective, we have also achieved some high-quality membership growth and managed to build on our strong financial position. Our ending cash balance currently represents 12+ months of operations even in the absence of membership inflows.

Given that, we strongly believe the time has come to shift gears and invest in sustainable membership growth (e.g., new members, new committees, new regional chapters). Enhanced funding will enable us to deliver an even better value proposition to our members, thereby starting a virtuous cycle.

Finally, we wanted to thank our departing President, Marcelo Sarkis, for all his hard work and dedication to the BCCC over the past year. Marcelo was instrumental to everything we have accomplished this year, and he leaves big shoes for our next president to fill.

Sincerely,

Paulo Salomao
Co-Chair of the Board of Directors

Cory McPhee
Co-Chair of the Board of Directors



Message from the President and Vice President

Dear BCCC Member:

For the past 45 years, the BCCC has been committed to fostering and strengthening relations between Brazil and Canada, always with the goal of being the primary source for decision makers with interest in and doing business between both countries. This year has been a tremendous one for the BCCC. We have solidified our value proposition for our members, extended our reach to new sectors, and actively engaged with public and private stakeholders.

All BCCC activities, including our events, have the objective of identifying and presenting the most updated information on specific sectors, as well as promoting networking and B2B opportunities. We have continued to organize high quality events that are reflected by the caliber of speakers and content, bringing in a mix of public and private sector. At our annual PDAC, the top mining show, event, we were honoured with the participation of the Minister of Planning, Development, and Management of Brazil. Our events also serve to provide our members with the opportunity to discuss, learn, and share experiences in doing business between both countries. With this in mind, we recently launched our new Breakfast Series with a successful session on “Demystifying Taxation in Brazil”.

We carried out not only our traditional pillar events such as the IST forum, Healthcare Forum, and Doing Business in Brazil, but also new ones. In February 2018 we held an inaugural Education Forum with participants from Brazilian and Canadian educational institutions as well as government representatives from Brazil. We have also established ourselves within the startup ecosystem; we welcomed several startup trade missions from Brazil to Canada and participated in startup events in both countries highlighting the advantages of bringing a startup to Canada as well as opportunities for startups in Brazil. The Chamber played an integral role in the agreement between two major startup players in Brazil and Canada.

On the policy side, there have also been many developments. The BCCC has continued to support the Canada-Brazil Joint Committee on Science Technology and Innovation, to discuss common areas of interest, including developments in clean technology, nanotech, marine technology, artificial intelligence, aerospace and health, among others. It is the only chamber of commerce with a seat at the joint committee meetings. The recent meeting in Brazil saw more opportunities, including the possibility of engaging with the newest technological park in Brasilia. We have also been actively involved in the discussions regarding the potential free-trade agreement between Canada and Mercosul. We have had the honour of participating in two roundtable discussions with Minister Champagne, Minister of International Trade of Canada, and being the first expert witness at the House of Commons’ Standing Committee on International Trade. We are committed to using this channel of communication to convey what the main current trade challenges are and what this agreement means for your business.

As we celebrate the achievements from the past year, we continue to look forward to new projects, activities, and partnerships, always with the intent of bringing value to our members. Our members’ interests come first, and we are committed to your success.

Sincerely,

Marcelo König Sarkis
President

Paola Saad
Vice-President



BCCC Value Proposition

ABOUT THE BCCC

Established in 1973, the Brazil-Canada Chamber of Commerce (BCCC) is a not-for-profit and independent business association held by the private sector with a primary objective of fostering stronger commercial relations between Brazil and Canada.

Led by a volunteer Board of Directors comprised of renowned industry leaders and experts in conducting business between Brazil and Canada, the BCCC plays a vital role in linking players from Brazilian and Canadian private and government sectors facilitating dialogue between both parties and assisting members in identifying key opportunities to expand their activities and further their business interests.

WHAT WE OFFER TO OUR MEMBERS

1. Advocacy & government access

- Access to Brazilian/Canadian dignitaries and trade-missions organized by public (e.g., Ministries) and private (e.g., Industry groups) stakeholders
- Strong and reputable channel to help shape government views of specific sectors to further objectives of the business community (e.g., through policy design)

2. Qualified information and insight

- Exclusive sectoral events and reports focused on the identification and promotion of investment opportunities between Brazil and Canada (e.g., government priorities/projects, funding programs)
- Insight into key trade barriers and how to facilitate business connections between Brazil and Canada

3. Connectivity

- Access to an unrivalled network of institutions (e.g., universities, not-for-profits), executives/entrepreneurs conducting business between Brazil/Canada
- Support for targeted promotion of members and their activities across the BCCC network of contacts (e.g., targeted introductions, sponsorship opportunities in BCCC events, brand visibility)

KEY SECTORS OF FOCUS

- | | | |
|--------------------------|---------------------------------|------------------------------------|
| - Mining | - Infrastructure & Real Estate | - Oil & Gas |
| - Agriculture & Forestry | - Education | - Science, Technology & Innovation |
| - Life Sciences | - Human Capital & Foreign Trade | |



BCCC Value Proposition Delivered in 2017/2018

1. Advocacy & government access

- Met with government officials throughout the year to discuss relevant topics and provided members with access to these stakeholders (e.g. organized a members-exclusive lunch with Brazilian Ambassador to Canada; met with Governor of Piauí, Secretary of Tourism of Brazil, Undersecretary for Social Security from the Ministry of Finance of Brazil, etc).
- Joined the free trade agreement talks between Canada and Mercosul. The BCCC participated in two roundtable discussions with Minister Champagne, Minister of International Trade of Canada regarding the free trade agreement talks between Canada and Mercosul, and was invited to appear before the House of Commons' Standing Committee on International Trade as a witness to discuss the benefits and challenges of the free trade agreement.
- Participated in a stakeholder engagement session on Canada's future Development Finance Institution (DFI);
- Participated in the 3rd Brazil-Canada Joint Committee on Innovation, Science, and Technology (IST) meeting in Brasilia, in June 2018;
- Continued to work closely with our government partners (i.e. Consulate General of Brazil in Toronto, Embassy of Brazil in Ottawa, Trade Commissioner Services in Canada and Brazil, EDC, etc) to provide institutional support (e.g. promoted the Brazil Investment Forum 2018; facilitated a meeting between the Consulate General of Brazil and the Ontario Ministry of Research, Science, and Innovation).

2. Qualified information and insight

- Organized a total of 15 events throughout the year, including 5 pillar events, 3 breakfast events and 4 social networking events, among others.
 - o Invited high-level speakers to participate in all events (e.g. Minister of Planning, Development, and Management of Brazil during PDAC; Ambassador of Canada to Brazil and Ambassador of Brazil in Canada during Doing Business in Brazil 2017; Ontario Minister of Research, Science, and Innovation at IST Forum, etc).
 - o Promoted B2B and networking opportunities at all events;
- Hosted incoming Brazilian delegations in (e.g. fintech trade mission during IST Forum 2017; hosted 7 Brazilian startups doing "Doing Business in Canada for Startups" event; etc).



BCCC Value Proposition Delivered in 2017/2018

2. Qualified information and insight (continued)

- Launched a Breakfast Series for members and partners: small and focused event on specific topics of interest (e.g. taxation and regulation, investments in real estate, etc).
- Established partnerships with events in Toronto with a Latin America/Brazil focus (e.g. Latam Startups Conference, Canada Latin America Real Estate Meeting, etc.)
- Engaged in active communication and social media strategy to disseminate Chamber activities, relevant event and opportunities in trade and investment between Brazil and Canada, as well as promoted members' and partners' activities.
- Provided insights on key barriers and opportunities on relevant sectors (e.g. participated in events in Brazil to discuss startup ecosystem in Canada; provided interview on opportunities for startups in Canada; produced sectoral reports to be launched, etc).

3. Connectivity

- Organized 4 networking events throughout the year and several targeted B2B opportunities that have led to both upcoming and concrete partnerships;
- Facilitated an MOU between a Canadian and a Brazilian incubator, respectively the Greater Peterborough Innovation Cluster and Feevale Techpark;
- Increased online engagement and visibility for members (engagement increased 10X on Twitter; 50+ new followers in 2018);
- Supported events that promote the Brazilian business community in Canada (e.g. Partnered with Brazilian Citizenship Council, City of Toronto, represented by Ana Bailao, and the Consulate General of Toronto with a networking event at City Hall to support small and medium Brazilian businesses in Toronto; supported a plaque ceremony to celebrate 30 years of Brazilian immigration in Canada with representatives of Pier 21).
- Revamped the BCCC website to provide a more user-friendly interface and include more relevant information for our members.



Events 2017 - 2018

During the second semester of 2017 and the first half of 2018, the BCCC has developed and coordinated a number of seminars, forums and networking events targeting the interests expressed by our members and showcasing business opportunities between Brazil and Canada.

The BCCC continues to review and assess its events to better cater to the needs of our members and to establish strategic partnerships. Our main goal is to provide a high level forum for discussion on the current opportunities in Brazil for Canadian investors, as well as participate in trade missions and trade shows organized by our partners to showcase the opportunities Canada offers to Brazilian companies and vice-versa.

2017

EVENTS ORGANIZED BY THE BCCC:

Brazil-Canada at PDAC 2017 11th edition – March 6th & 7th , 2017
Toronto, ON - Attendees: 149 (Mining Breakfast), 60 (Mining Luncheon) and 83 (Afternoon Session)

BCCC Healthcare Networking Luncheon – April 7th, 2017
Toronto, ON - Attendees: 66

Brazil-Canada IST Networking Social Hour – May 17th, 2017
Toronto, ON - Attendees: 40

BCCC Exclusive Luncheon with Ambassador Denis Fontes - June 8th, 2017
Toronto, ON - Attendees: 23

BCCC Startups Luncheon - June 16th, 2017
Toronto, ON - Attendees: 20

2017 AGM followed by Summer Networking Social Hour - June 22nd, 2017
Toronto, ON - Attendees: 27

August Networking Social Hour - August 24th, 2017
Toronto, ON - Attendees: 28

BCCC Doing Business in Canada for Startups - September 12th, 2017
Toronto, ON - Attendees: 11

BCCC Academic and Entrepreneurial Seminar with ESPM – September 21st, 2017
Toronto, ON – Attendees: 33



Events 2017 - 2018

EVENTS ORGANIZED BY THE BCCC (CONTINUING)

11th Doing Business in Brazil - September 28th, 2017
Toronto, ON - Attendees: 63

2nd BCCC Innovation, Science and Technology Forum - October 17th, 2017
Toronto, ON - Attendees: 60

4rd BCCC Healthcare Forum - December 7th, 2017
Toronto, ON - Attendees: 42

End of the Year Social 2018 - December 13th, 2017
Toronto, ON - Attendees: 28

EVENTS SUPPORTED BY THE BCCC:

TO Health Innovation Week - April 3rd & 4th, 2017
Organized by MaRs, TO Health and City of Toronto
Toronto, ON

Latam Startups Conference - June 9th, 2017
Organized by Latam Startups
Toronto, ON

IDEX/The Buildings Show – November 29th-30th, 2017
Organized by Construct Canada
Toronto, ON



Events 2017 - 2018

2018

EVENTS ORGANIZED BY THE BCCC:

BCCC Winter Networking Social Hour - February 8th, 2018
Toronto, ON - Attendees: 20

1st BCCC Education Forum – February 23rd, 2018
Toronto, ON - Attendees: 57

12th edition of Brazil-Canada at PDAC 2018 - March 6th & 7th, 2018
Toronto, ON - Attendees: 137 (Mining Breakfast), 50 (Mining Luncheon) and 42 (Afternoon Session)

Breakfast Series: Brazil Economic and Investment Overview- April 10th, 2018
Toronto, ON - Attendees: 14

Breakfast Series: Demystifying Taxation and Regulation in Brazil – May 31st, 2018
Toronto, ON - Attendees: 23

Breakfast Series: Brazil Investment Opportunities in Real Estate and Infrastructure – June 7th, 2018
Toronto, ON - Attendees: 23

BCCC Volunteers' Happy Hour – June 6th, 2018
Toronto, ON - Attendees: 10

EVENTS SUPPORTED BY BCCC:

Celebrating Brazilian Immigration to Canada – May 8th, 2018
Organized by Brasil Remittance
Toronto, ON

Business Networking Event - May 17th, 2018
Organized by The Brazilian Citizenship Council in Toronto (CONCID) and City Hall
Toronto, ON



Events 2017 - 2018

2018

Latam Startup Conference 5.0 – May 29th, 2018
Organized by Latam Startups
Toronto, ON

Canada Latin America Real Estate – June 8th, 2018
Organized by Carmo Companies
Toronto, ON

UPCOMING EVENTS ORGANIZED BY THE BCCC:

AGM 2018 and Summer Networking Social Hour - June 21st, 2018
Toronto, ON

12th Edition of Doing Business in Brazil - September 11th, 2018
Toronto, ON

3rd Brazil-Canada IST Forum – October 17th, 2018 (date TBC)
Toronto, ON

BCCC Infrastructure Forum – November 7th, 2018 (date TBC)
Toronto, ON

5th BCCC Healthcare Forum – November 29th, 2018 (date TBC)
Toronto, ON

BCCC Networking Social Hour - End of the Year – December 6th, 2018
Toronto, ON

UPCOMING EVENTS SUPPORTED BY BCCC:

IDEX/The Buildings Show – November 28th-30th, 2018
Toronto, ON

CCPPP Annual Conference - November 5th and 6th, 2018
Toronto, ON



Operational Committees Report

The BCCC Operational Committees help develop projects, evaluate current and future opportunities, and provide advice on facts and issues concerning their area of expertise. The work developed by the BCCC Operational Committees allow us to extend our reach into these sectors and transform good opportunities into businesses for our members.

Our goal is for the members of each Committee to meet regularly to discuss new developments, review BCCC projects, and identify future opportunities in their respective industries: In order for the Committees to be successful, we need the engagement of our members. Please contact us at info@brazcanchamber.org if you are interested in joining any of the BCCC Operational Committees.

As part of our Governance Package, each committee shall be responsible for the following key deliverables:

- Organize one flagship event AND 1-2 webinars per year;
- Provide 3-5 warm introductions to new potential BCCC members in the Committee's sector;
- Supervise the development of sectoral reports (to be produced by BCCC volunteers and staff);
- Create a short report (2-3 pages) that outlines (i) the key barriers to trade in the Committee's sector, and (ii) what governments on both sides should do to address such barriers;

Education

Chair: Marcus Santos

Healthcare

Chair: Ricardo Meirelles

Infrastructure & Real Estate

Chair: Thiago Silva

Innovation Science and Technology

Chair: Marcelo Sarkis

Marketing & Events

Interim Chair: Paola Saad

Mining

Chair: Frederico Marques

Startups

Chair: TBC

Trade & Investment

Chair: Paola Saad



Education Committee

COMMITTEE MEMBERS:

Chair: Marcus Santos (Ryerson University)

Members: Marcelo Sarkis (Prima IP), Adriana Hannickel (Consulate General of Brazil in Toronto); Fabio Seabra, Richard Heck (U of Guelph), Paulo Silva, Jose Cabral (Ryerson University)

COMMITTEE OVERVIEW

The Education Committee (EC) was created in 2015 as the operational committee responsible for advising the Board on matters related to all levels of education, including students exchange and languages, in Canada and Brazil. A key objective is to facilitate information sharing among BCCC members related to opportunities in education, university partnerships and government programs in areas such as basic and advanced language learning, college diplomas, undergrad, graduate, and post-graduation programs, as well as scholarships, research partnerships and incentive program opportunities between Brazil & Canada.

MAIN ACHIEVEMENTS IN 2017 / 2018

Brazil and Canada share strong academic ties. Beyond the Sciences Without Borders (SWB) program, the past few years have seen several agreements signed between secondary and post-secondary institutions across both countries. The Education Committee has helped facilitate and coordinate many activities related to already established or prospective educational partnerships/collaborations between Brazil and Canada.

BCCC 1st EDUCATION FORUM - FEBRUARY 23RD, 2018

The BCCC organized its inaugural Education Forum in February 2018, focusing on internationalization programs, funding opportunities, and language programs. The event hosted 57 attendees and 18 speakers, include 6 from Brazil. The event attracted Brazilian and Canadian speaker representatives from universities, colleges, language institutions and government, who provided to the attendees invaluable information on the following key areas:

- Partnerships in Secondary and Post-secondary Education;
- Academic Collaborations and Funding Sources;
- Language Education as a Foundation for Canada-Brazil Partnerships for Internationalization and Mobility;
- Language without Borders, others language programs and their results.

The BCCC Education Forum was made possible through a collaboration with Languages Canada, and was sponsored by Ryerson University's REAL Institute, and Smrt English. The discussion brought to the event was meant to not just present projects, but also show their results, outcomes, and what needs to be improved, bringing a wide perspective on language education nowadays and what could be developed.



Education Committee

PROGRAM PLAN & MAIN OBJECTIVES IN 2018 / 2019

- Assist Canadian universities to create partnerships with Brazilian high schools to increase the number of international students in undergrad programs;
- Organize the 2nd Education Forum on February 2019;
- Continue to develop more partnerships between Canadian and Brazilian institutions on Language Education and Academic Research;
- Review proposal for an interdisciplinary research exchange program between Brazil and Canada;
- Facilitate the development of industry-focused challenges (aka hackathons) co-hosted by Canadian and Brazilian institutions;
- Include a Brazilian student in the membership of the BCCC Education committee.

KEY COMMITTEE DELIVERABLES 2018/2019:

- Organize one flagship event AND 1-2 webinars per year;
- Provide 3-5 warm introductions to new potential BCCC members in the Committee's sector
- Supervise the development of sectoral reports (to be produced by BCCC volunteers and staff)
- Create a short report (2-3 pages) that outlines (i) the key barriers to trade in the Committee's sector, and (ii) what governments on both sides should do to address such barriers



Healthcare Committee

COMMITTEE MEMBERS:

Chair: Ricardo Meirelles

Members: Marcela Saad, Lynda Bernst (EDC), Barbara Vink (Ontario Government), Izabela Duarte (Global Affairs Canada)

COMMITTEE OVERVIEW

Promote trade and innovative business partnerships between healthcare organizations in both countries, contribute to advancements in the quality of healthcare services and facilitate communication and exchange of best practices between Brazil and Canada's Healthcare markets.

MAIN ACHIEVEMENT IN 2016 / 2017

4TH BCCC HEALTHCARE FORUM | DECEMBER 7TH, 2017

The BCCC hosted 37 attendees, 8 speakers, including 4 via video conference. This event attracted Brazilian and Canadian representatives from hospitals, regulatory bodies and industry professionals, who provided the attendees with invaluable information on the following key areas:

- Business opportunities in Brazil for Life Science products and Medical Devices
- Digital Health in Brazil: Partnerships and Opportunities
- Regulatory overview of Medical Products in Brazil
- International Certification Program for Medical Devices
- Opportunities in Brazil's Private Healthcare Market
- Success Cases: Canadian Companies Entering the Brazilian Market

The 4th Healthcare event focused on the topic of Digital Health and Medical Devices with experts in this sector, including the following:

- Luiz Felipe Costamilan (Director of Institutional Relations, National Association of Private Hospitals - ANAPH);
- Nancy Shadeed (Special Advisor, International Programs Division, Health Canada);
- Augusto Bencke Geyer (Advisor of the General Management of Product Technology for Health, National Health Surveillance Agency of Brazil - ANVISA)
- Camilla Horta Gomes (Assistant of the International Affairs Office, National Health Surveillance Agency of Brazil - ANVISA)
- Carlos Ballarati and Ingrid Paola Stoekicht (Co-Founders of I2H, Innovation to Health)
- Marcela Saad (Founder, President and Senior Consultant, MarcM Consulting Canada)

Attendees reflected a diverse population from across the healthcare spectrum. The event received sponsorship from McCarthy Tetrault, Vale, and EDC, and support from Global Affairs Canada, the Consulate General of Brazil in Toronto and the Embassy of Brazil in Ottawa resulting in a profitable event for the BCCC.



Healthcare Committee

PROGRAM PLAN & MAIN OBJECTIVES IN 2018 / 2019

Moving forward, for 2018/2019 the main areas of focus for the Healthcare committee will be to enhance its relationship with main sponsors; help Canadian Healthcare SMEs to expand their businesses into the Brazilian market through the aforementioned partnerships/relationships and continue identifying strategic partners. In addition, the Healthcare committee will continue its support to research partnerships and training programs between both countries.

For the **2018 – 5th Brazil-Canada Healthcare Forum**, which is being planned to take place in November of this year, the Healthcare committee is currently in discussions about the scope of the event with trade commissionaires, Healthcare Committee members and partners from Brazil and Canada to develop an informative and compelling content, and repeat the success of last year's event.

In addition, the Healthcare Committee will be acting on the following initiatives:

- Enhance the relationship with the new president of the Brazilian Association of Private Hospitals (ANAHP), in order to give more opportunities for Canadian healthcare companies to target Brazilian private hospitals with innovative products
- Initiate conversations with the research center of the Heart Institute, University of São Paulo (Instituto do Coração) about potential research initiatives between Brazil and Canada
- Open connections with more digital health companies in Brazil leveraging the relationship that the BCCC Healthcare Committee has with the MaRS Discovery District – Healthcare Innovation Center in Toronto
- Identify, potential distributors of Healthcare products in Brazil, that could assist Canadian companies interested to expand their business into the Brazilian Healthcare Market

KEY COMMITTEE DELIVERABLES 2018/2019:

- Organize one flagship event AND 1-2 webinars per year;
- Provide 3-5 warm introductions to new potential BCCC members in the Committee's sector
- Supervise the development of sectoral reports (to be produced by BCCC volunteers and staff)
- Create a short report (2-3 pages) that outlines (i) the key barriers to trade in the Committee's sector, and (ii) what governments on both sides should do to address such barriers



Infrastructure & Real Estate Committee

COMMITTEE MEMBERS:

Chair: Thiago Silva

Members (TBC): Juli Morrow (Goodmans), Frederico Marques (McCarthy Tetrault), Marcus Rhomberg (KPMG), Jana Pauk

COMMITTEE OVERVIEW

To work closely with the Brazilian government to help market the right opportunities to the right investors. The infrastructure & real estate sectors are a key priority sector for Brazil, and the Committee will work to match Brazilian opportunities with Canadian interests and expertise, including private, public, and PPP opportunities. Areas of focus include transportation infrastructure (land, water, and air), mining infrastructure, energy infrastructure, real estate, and logistics.

MAIN ACHIEVEMENTS IN 2017 / 2018

BREAKFAST SERIES: BRAZIL INVESTMENT OPPORTUNITIES IN INFRASTRUCTURE AND REAL ESTATE

On June 7th, 2018, the BCCC organized a breakfast event at Dentons, which hosted 21 attendees and 3 speakers. Speakers included representatives from the Consulate General of Brazil in Toronto, Dentons LLP from both the Toronto and Sao Paulo office, and Brookfield who provided information on the following key areas:

- Current opportunities presented at the Brazil Investment Forum 2018;
- Experiences from Brookfield on investing in Brazil;
- Informal roundtable conversation with investors and Canadian companies in Brazil about the challenges and opportunities in investing in real estate.

PROGRAM PLAN IN 2018 / 2019

- Plan the 3rd BCCC Infrastructure Forum that will take place on November 2018, adjacent to the CCPPP Annual Conference with the participation of a Brazilian Trade Mission organized by the Canadian Consulate in SP/ Global Affairs Canada (TBC);
- Support the creation of sectoral reports on infrastructure & real estate

KEY COMMITTEE DELIVERABLES 2018/2019:

- Organize one flagship event AND 1-2 webinars per year;
- Provide 3-5 warm introductions to new potential BCCC members in the Committee's sector
- Supervise the development of sectoral reports (to be produced by BCCC volunteers and staff)
- Create a short report (2-3 pages) that outlines (i) the key barriers to trade in the Committee's sector, and (ii) what governments on both sides should do to address such barriers



Innovation, Science and Technology Committee

COMMITTEE MEMBERS:

Chair: Marcelo Sarkis (Prima IP)

Members: Ted Hewitt (SSHRC)

COMMITTEE OVERVIEW

To further collaborate with academic institutions, commercial entities, and innovation hubs in promoting opportunities for Canadian and Brazilian interests to meet and discuss collaborations and partnerships. Collaborate with the Canada-Brazil Joint Committee on Science, Technology and Innovation in the promotion and organization of bilateral events. The IST Committee is not focused on one specific technology, but aims to highlight opportunities in different areas, including fintech, AI, sustainable technologies, nanotechnology, among others. The IST Committee will work with the Startup Committee to focus on Start-Ups and SMEs and continue to engage with clusters.

MAIN ACHIEVEMENTS IN 2017 / 2018

2ND INNOVATION, SCIENCE, AND TECHNOLOGY (IST) FORUM | OCTOBER 17TH, 2017

The BCCC revived the Innovation, Science, and Technology (IST) Forum and organizing its second edition on October 17th, 2017. The aim of the Forum was to highlight the ongoing collaborations and future opportunities in IST between Brazil and Canada, focusing on the thriving startup culture and academic partnerships.

- The 2nd IST Forum had the participation of Minister Reza Moridi, Ontario Minister of Research, Innovation, and Science of Ontario, representatives of Brazilian and Canadian incubators, as well as a fintech delegation from Brazil;
- During the Forum, the BCCC facilitated an MOU between a Canadian and Brazilian incubator: the Greater Peterborough Innovation Cluster and Feevale Techpark;
- The BCCC also initiated talks with the Ontario Ministry of Research, Innovation, and Science, and brokered a meeting between the Ministry and the Consulate General of Brazil in Toronto;
- In total the Forum had 25 speakers and 60 attendees, with opportunities for networking and B2B;
- The BCCC also organized a pre-event cocktail reception for all speakers and dignitaries, hosted by Ambassador Ana Lélia Beltrame, Consul General of Brazil in Toronto.

The BCCC also participated in the **Brazil-Canada Joint Committee on Innovation, Science, and Technology Meeting** on May 14th, 2018 in Brasilia – The BCCC was represented by Marcelo König Sarkis, President of the BCCC, at this closed-doors meeting where the Brazilian delegation and their Canadian counterparts were present. The meeting included the participation of Ted Hewitt (Canadian Co-Chair of the Joint Committee).



Innovation, Science and Technology Committee

PROGRAM PLAN & MAIN ACTIVITIES IN 2018 / 2019

The IST Committee is working to collaborate with Brazilian partners and work more closely with the Canada Brazil Joint Committee in establishing an annual bilateral IST event in which participants will be able to participate remotely. The IST is looking for committee members who are eager to contribute to the committee and the BCCC in general.

- Organize the 3rd IST Forum focused on partnerships and Start-up funding and collaboration opportunities in October 2018 (date TBC);
- Work closely with the Brazil-Canada Joint Committee IST working groups;
- Help to establish a partnership with and between Brazilian and Canadian accelerators/ incubators (e.g. DMZ, MaRS, Velocity, Spark Center, etc).
- Assist researchers to develop and maintain stronger partnerships between universities (e.g. create an informative database of funding programs in both countries);
- Bring a Brazilian delegation to attend the OEC Discovery Conference (April 2019);

KEY COMMITTEE DELIVERABLES 2018/2019:

- Organize one flagship event AND 1-2 webinars per year;
- Provide 3-5 warm introductions to new potential BCCC members in the Committee's sector
- Supervise the development of sectoral reports (to be produced by BCCC volunteers and staff)
- Create a short report (2-3 pages) that outlines (i) the key barriers to trade in the Committee's sector, and (ii) what governments on both sides should do to address such barriers



Marketing & Events

COMMITTEE MEMBERS:

Interim Chair: Paola Saad

Interim Co-Chair: Marcus Rhomberg

COMMITTEE OVERVIEW

To support the BCCC staff with all its events, including defining event themes, content, participants, and logistic coordination. To provide advice on how to improve the BCCC's marketing strategies through the use of its website, app, and social media accounts. . To coordinate in partnership with the other Operational Committees the development of sectoral market reports, webinars, and bilateral trade tools (e.g. import-export database) that will be available for BCCC members. The Committee is also in charge of taking the lead in the annual Doing Business in Brazil event, and organize trade/investment related roundtables/ networking events.

MAIN ACHIEVEMENTS IN 2017 / 2018

Provided support for all events hosted by the BCCC in 2017/2018

11TH EDITION - DOING BUSINESS IN BRAZIL FORUM | THURSDAY, SEPTEMBER 28TH, 2017

The BCCC offered a half-day series of seminars to provide an overview of the current economic and business landscape as well as the main current trends for investors and business executives who were interested in bilateral business opportunities. The seminar focused on the key areas below:

- Economic & Political Outlook of 2017 Onwards: Challenges and Opportunities
- Global Expansion and Trade Diversification
- Diversity and Inclusion in Business: Shared Values
- Shared trade perspectives
- Brazilian Investment Partnerships Program ("Projeto Crescer")

With 5 panels, the event had 14 speakers, including 6 through video conference, and in total 55 attendees. The event was a great success and had the presence of four ambassadors: Ambassador Ana Lelia Beltrame, Consul General of Brazil in Toronto, Ambassador Rick Savone, Canadian Ambassador to Brazil, Ambassador Denis Fontes de Souza Pinto, Ambassador of Brazil to Canada, and former Ambassador Afonso Cardoso, former Consul General of Brazil in Toronto. The event was able not only to achieve a significant attendee bill rate but also to be sponsored by Vale, Goodmans, KPMG, EDC and receive support from Consulate General of Brazil in Toronto, Embassy of Brazil in Ottawa and Global Affairs Canada.



Marketing & Events

PROGRAM PLAN & MAIN ACTIVITIES IN 2018 / 2019

- Support the BCCC with its event creation and marketing efforts, especially related to the BCCC's four annual pillar events.
- Work with the Trade & Investment Committee to define the focus for 12th edition of Doing Business in Brazil event
- Bring back the successful webinars programs;
- Organize roundtable events with keynote speakers to talk about investment opportunities in Brazil
- Rethink the BCCC Referral Program for Business Development
- Coordinate the "Direito Comparado" booklets in partnership with CCBC

KEY COMMITTEE DELIVERABLES 2018/2019:

- Organize one flagship event AND 1-2 webinars per year;
- Provide 3-5 warm introductions to new potential BCCC members in the Committee's sector
- Supervise the development of sectoral reports (to be produced by BCCC volunteers and staff)
- Create a short report (2-3 pages) that outlines (i) the key barriers to trade in the Committee's sector, and (ii) what governments on both sides should do to address such barriers



Mining Committee

COMMITTEE MEMBERS:

Chair: Frederico Marques (McCarthy Tetrault)

Members: Daniel Ricica (KPMG), Cory McPhee (Vale), Greg McNab (Baker McKenzie), Joaquim Muniz (Baker McKenzie)

COMMITTEE OVERVIEW

The Committee will continue to focus its efforts to tailor the PDAC events with the view to solidify the BCCC at PDAC as a premier forum for discussions and networking among the Brazilian and international mining communities. The quality of our programs, relevance of our speakers, companies and attendees are the best tools to continue to attract the maximum number of sponsors and attendees. We will continue to hold our panels in high standards to reap the benefits when the mining market is most attractive.

MAIN ACHIEVEMENTS IN 2017 / 2018

12TH EDITION OF THE BRAZIL-CANADA CHAMBER OF COMMERCE AT PDAC EVENTS (MARCH 4TH TO 6TH, 2018)

The 12th Edition of the Brazil-Canada Chamber of Commerce at PDAC was divided in five main events: (1) Exclusive dinner offered by BCCC, in partnership with ADIMB, to introduce the Honourable Minister Dyogo Henrique de Oliveira, Brazilian Minister of Planning, Development, and Management, to leading mining executives and investors; (2) TSX Brazil-Focused Market Opening Ceremony; (3) the traditional Brazil-Canada Chamber of Commerce Mining Breakfast; (4) the BCCC Exclusive Mining Luncheon and (5) The Brazilian Mineral Exploration and Mining Industry: Projects and Opportunities.

The Exclusive dinner took place at the Ritz Carlton Hotel in Toronto with 100 guests, mostly CEOs of Brazilian and Canadian mining companies, banks, investment companies, pension funds, and government representatives from both countries. The Brazilian Minister of Planning, Dyogo Henrique de Oliveira, made an opening speech about mining opportunities in Brazil to set the tone for an exciting conference. Member of Parliament Pamela Goldsmith-Jones, Parliamentary Secretary to the Minister of International Trade of Canada also made opening remarks.

Monday, March 5th started with a Brazil-focused market opening at TSX organized by the BCCC with the presence of the Minister Dyogo Henrique de Oliveira, as speaker, together with several other government representatives and business community from both countries, followed by the traditional Brazil-Canada Chamber of Commerce Mining Breakfast. The breakfast session was hosted by our member McCarthy Tetrault and speakers included Brazilian government representatives, José Luiz Amarante, Secretariat of Geology, Mining and Mineral Processing of the Ministry of Mines and Energy and Minister Dyogo Henrique de Oliveira, Vale, ADIMB. The event had a special panel with CEOs of Brazilian mining companies that recently entered the Canadian market, including Ero Copper, Nexa Resources, Sigma Lithium, and Aura Minerals.

On March 6th, the BCCC hosted its Mining Luncheon in partnership with Baker McKenzie. The event provided an overview of the 2017 Toronto Stock Exchange & Mining Industry and a panel on the perspective of mining financing opportunities for 2018.

In the afternoon, seven companies presented their prospect projects and their companies' activities. The event ended with a panel focused on the changes to the Brazilian mining legislation.



Mining Committee

PDAC 2018 was a great success with 12 sponsors and partners, including Vale, Baker McKenzie, McCarthy Tetrault, Copa Airlines, EDC, Equinox Gold, National Bank Canada, TMX Group, and ADIMB. With over 270 attendees in total, the Brazil-Canada at PDAC 2018 events confirmed that the Brazilian mineral sector continues to be attract governments and companies and is moving in the right direction to leverage and enhance the sector.

PROGRAM PLAN & MAIN ACTIVITIES FOR 2018 / 2019

- PDAC 2019 – define focus and program by September 2018
- Organize mining-focused seminar in fall 2018 to highlight new changes to the Brazilian mining legislation

KEY COMMITTEE DELIVERABLES 2018/2019:

- Organize one flagship event AND 1-2 webinars per year;
- Provide 3-5 warm introductions to new potential BCCC members in the Committee's sector
- Supervise the development of sectoral reports (to be produced by BCCC volunteers and staff)
- Create a short report (2-3 pages) that outlines (i) the key barriers to trade in the Committee's sector, and (ii) what governments on both sides should do to address such barriers



Startups Committee

COMMITTEE MEMBERS:

Chair: TBC

COMMITTEE OVERVIEW

To collaborate with incubators, accelerators, innovation hubs, and startups to assist in identifying opportunities for collaborations between Brazil and Canada. To assist Brazilian startups looking to set up or expand in Canada, and vice-versa, by providing informational resources and institutional support. To Collaborate with the BCCC IST Committee in identifying sectors of focus and opportunities, including in fintech, AI, sustainable technologies, nanotechnology, among others.

MAIN ACHIEVEMENTS IN 2017 / 2018

- The BCCC created the Startup Committee in June 2017, following a “Startup Brainstorming” luncheon organized by the BCCC with 10 Brazilian startups in Toronto;
- Organized a “Doing Business in Canada for Startups” event with 7 Brazilian startups in September 2017;
- During the 2nd IST Forum in October 2017, the BCCC facilitated an MOU between a Canadian and Brazilian incubator: the Greater Peterborough Innovation Cluster and Feevale Techpark.
- The event also featured entrepreneurs and startups from the fintech sector;
- Partnered with other stakeholders involved in the startup ecosystem, including Latam Startups, Next Level Hub, and others, in both Canada and Brazil:
 - Participated as partners during the 2018 Latam Conference at MaRSDD in May 2018;
 - Participated as speakers during Next Level Hub’s Toronto Mission launch in Sao Paulo, represented by Nina Garcia, Interim Director of Business Development;
 - Gave a presentation on accelerators in Canada and the Canadian innovation ecosystem during the Brazil-Canada Joint Committee on Innovation, Science, and Technology Meeting on May 14th, 2018 in Brasilia, represented by Marcelo König Sarkis, President;
 - Invited to provide a lecture on “the ecosystem of startups in Canada” in Sao Paulo at the Mooca Workspace, represented by Marcelo König Sarkis, President;
 - Provided an interview on “how to take your startup to Canada” for Pequenas Empresas e Grandes Negocios, provided by Paola Saad, Vice-President.



Startups Committee

PROGRAM PLAN & MAIN ACTIVITIES FOR 2018 / 2019

- Official launch event of the Startup Committee in July 2018;
- Organize visits to Canadian incubators and innovation hubs for startups;
- Work closely with the ST&I Joint Committee working groups;
- Help to establish a partnership with and between Brazilian and Canadian accelerators/ incubators for startup partnerships, (e.g. DMZ, MaRS, Velocity, Spark Center, etc).

KEY COMMITTEE DELIVERABLES 2018/2019:

- Organize one flagship event AND 1-2 webinars per year;
- Provide 3-5 warm introductions to new potential BCCC members in the Committee's sector
- Supervise the development of sectoral reports (to be produced by BCCC volunteers and staff)
- Create a short report (2-3 pages) that outlines (i) the key barriers to trade in the Committee's sector, and (ii) what governments on both sides should do to address such barriers



Trade & Investment Committee

COMMITTEE MEMBERS:

Chair: Paola Saad (Mandala Group)

Vice-Chair: Marcus Rhomberg (KPMG)

COMMITTEE OVERVIEW

To support the BCCC in identifying key sectors with investment opportunities in both Brazil and Canada, with the aim to provide members and partners with the information, knowledge, and introductions to enhance trade and investment. To coordinate with incoming trade missions to Canada and coordinate with other Operational Committees on investments in specific sectors. The Committee is also in charge of taking the lead in the annual Doing Business in Brazil event, and organize trade/investment related round-tables/ networking events.

MAIN ACHIEVEMENTS IN 2017 / 2018

11TH EDITION - DOING BUSINESS IN BRAZIL FORUM | THURSDAY, SEPTEMBER 28TH, 2017

The BCCC offered a half-day series of seminars to provide an overview of the current economic and business landscape as well as the main current trends for investors and business executives who were interested in bilateral business opportunities. The seminar focused on the key areas below:

- o Economic & Political Outlook of 2017 Onwards: Challenges and Opportunities
- o Global Expansion and Trade Diversification
- o Diversity and Inclusion in Business: Shared Values
- o Shared trade perspectives
- o Brazilian Investment Partnerships Program (“Projeto Crescer”)

With 5 panels, the event had 14 speakers, including 6 through video conference, and in total 55 attendees. The event was a great success and had the presence of four ambassadors: Ambassador Ana Lelia Beltrame, Consul General of Brazil in Toronto, Ambassador Rick Savone, Canadian Ambassador to Brazil, Ambassador Denis Fontes de Souza Pinto, Ambassador of Brazil to Canada, and former Ambassador Afonso Cardoso, former Consul General of Brazil in Toronto. The event was able not only to achieve a significant attendee bill rate but also to be sponsored by Vale, Goodmans, KPMG, EDC and receive support from Consulate General of Brazil in Toronto, Embassy of Brazil in Ottawa and Global Affairs Canada.

BREAKFAST SERIES: BRAZIL INVESTMENT OPPORTUNITIES IN INFRASTRUCTURE AND REAL ESTATE | THURSDAY, JUNE 7TH, 2018

On June 7th, 2018, the BCCC organized a breakfast event at Dentons, which hosted 21 attendees and 3 speakers from Brazil and Canada, including one participating through videoconference. Take the lead on developing trade and investment tools for members, (e.g. sectoral market reports, bilateral trade databases



Trade & Investment Committee

BRAZIL INVESTMENT FORUM 2018 MEETING AT THE BRAZILIAN CONSULATE IN TORONTO

On May 10th, 2018, the Brazil-Canada Chamber of Commerce participated in a meeting at the Brazilian Consulate in Toronto. The breakfast event hosted 8 attendees, including one speaker via video conference, and provided an overview for Canadian investors on investment opportunities and the Brazil Investment Forum that would take place in Sao Paulo.

PROGRAM PLAN & MAIN ACTIVITIES FOR 2018 / 2019

- Define focus for 12th edition of Doing Business in Brazil event;
- Take the lead on developing trade and investment tools for members, (e.g. sectoral market reports, bilateral trade databases, etc)
- Provide support for trade missions from Brazil to Canada, and vice-versa
- Bring back the successful webinars programs;
- Keep the interaction with CCBC in Brazil to support trade missions and Brazilian companies interested in Doing Business in Canada;
- Organize roundtable events with keynote speakers to talk about investment opportunities in Brazil

KEY COMMITTEE DELIVERABLES 2018/2019:

- Organize one flagship event AND 1-2 webinars per year;
- Provide 3-5 warm introductions to new potential BCCC members in the Committee's sector
- Supervise the development of sectoral reports (to be produced by BCCC volunteers and staff)
- Create a short report (2-3 pages) that outlines (i) the key barriers to trade in the Committee's sector, and (ii) what governments on both sides should do to address such barriers



BCCC Unaudited Financials

End of Year 2017

Year to Date - May 2018

Unaudited Financials 2017

Dec. 31, 2017



BCCC Financial Statements - December 2017

BALANCE SHEET

As at	Dec. 31, 2017	Dec. 31, 2016
ASSETS		
Cash	81,459	59,341
TD Savings - Misc Deposits	11,005	11,005
Accounts Receivable	5,070	12,413
Prepaid Expenses & Deposits	-	837
Property, Plant & Equipment	619	1,111
TOTAL CURRENT ASSETS	98,073	84,707
TOTAL ASSETS	98,073	84,707
LIABILITIES & NET ASSETS		
Accounts Payable	941	11,750
Credit Card	58	-
Service/fees Payables	-	10,277
Payroll Liabilities	5,118	-
HST Payable	14,251	850
Prepaid Membership	-	15,400
Refunds to Customers	1,873	-
TOTAL CURRENT LIABILITIES	20,041	37,677
Retained Earnings	77,010	79,010
Net Earnings	51,014	(2,000)
TOTAL EQUITY	128,024	120,010
TOTAL LIABILITIES & NET ASSETS	128,024	120,010

Unaudited Financials 2017



BCCC Financial Statements - December 2017

STATEMENT OF REVENUE & EXPENDITURES

NOTE	USD-\$-2017	€10 USD-\$-2017	€10 Budget USD-\$-2017	Variance from Budget	€10 USD-\$-2016	€10 USD-\$-2016
REVENUES						
membership fees	200	87,500	87,100	400	88,247	88,217
EVENTS	4,140	20,800	20,000	(800)	20,000	21,000
Annual Sponsorships	-	-	-	-	-	-
Miscellaneous Income	1	50	-	50	-	-
TOTAL REVENUE	4,341	108,350	107,100	(1,250)	108,247	109,217
EXPENDITURES						
Office Costs	2,114	24,470	26,000	(1,530)	27,701	27,401
Legal & Professional Fees	800	20,000	8,100	11,900	28,742	20,474
Website Development	100	1,000	1,000	-	1,000	1,000
Insurance	-	870	2,100	(1,230)	2,427	1,427
Rent	270	8,500	8,700	(200)	8,500	8,500
Telephone	-	70	70	-	70	70
Bank Charge	64	2,119	1,000	1,119	2,147	2,147
Office and General Expenses	27	2,877	1,000	1,877	1,100	1,100
Travel & Subscriptions	70	3,000	-	3,000	10	10
Meetings & Travel	50	175	-	175	143	170
Salaries & Wages	4,100	27,825	16,000	11,825	20,000	21,000
Payroll Taxes	207	1,100	1,000	(100)	-	-
IT	-	-	10,000	(10,000)	-	-
Amortization	40	400	-	400	170	170
Real Estate Expenses	-	-	-	-	219	219
DEPRECIATION	-	-	22,217	(22,217)	-	-
TOTAL EXPENDITURES	7,640	87,276	120,716	(33,440)	114,170	114,270
DEFICIT	(3,299)	(81,926)	13,616	(95,542)	(5,923)	(7,053)



Unaudited Financials 2017



BCCC Financial Statements - December 2017

STATEMENT OF EVENTS - REVENUE & EXPENDITURES

Account	Dec-31-2017	YTD Dec-31-2017	F10 Budget Dec-31-2017	Variance from Budget	F10 Dec-31-2016	F10 Dec-31-2015
EVENTS REVENUES						
PDAC	3,000	35,830	35,000	21,830	6,204	6,204
Infrastructure Seminar			10,000	(10,000)	13,041	13,041
IST Forum		4,345	10,000	(7,114)		
Healthcare Forum	604	444	10,000	(4,956)		
Group Meetings in Brazil		1,244	4,000	1,244	4,980	4,980
BCCC Annual Re-Electing Committee		317	300	(84)		
Gifts received	301	4,244	10,000	(6,114)	18,001	18,000
TOTAL EVENT REVENUE	3,905	50,658	58,600	(8,342)	51,625	51,625
EXPENDITURES						
PDAC	-	1,538	5,000	(3,472)	4,504	4,504
Infrastructure Seminar			3,000	(3,000)	330	330
IST Forum	1,235	3,345	3,000	1,345	-	-
Healthcare Forum	147	1,627	3,000	(1,373)		
Group Meetings in Brazil		4,940	1,500	3,180	1,500	1,500
BCCC Annual Re-Electing Committee		2,400	1,000	(1,144)		
Gifts received	604	674		674	11,044	11,044
TOTAL EVENT EXPENDITURES	1,711	12,375	16,300	(3,325)	17,604	17,604
NET EVENT EARNINGS	1,714	38,383	42,300	(1,217)	33,541	33,541



Unaudited Financials - YTD May 2018



BCCC Financial Statements - May 2018

BALANCE SHEET

Account	May-31-2018	May-31-2017
ASSETS		
Cash	156,546	97,208
TD Savings	11,008	11,008
Accounts Receivable	14,277	28,251
Prepaid Expenses		
Property, Plant & Equipment	111	500
TOTAL CURRENT ASSETS	182,299	137,251
TOTAL ASSETS	\$ 182,299	\$ 137,251
LIABILITIES & NET ASSETS		
Accounts Payable	-	1,999
Credit Card	402	229
Securities Payable		5,277
Payroll Liabilities	1,059	2,404
HST Payable	14,962	15,729
TOTAL CURRENT LIABILITIES	15,893	25,739
Residual Earnings	77,530	77,610
Net Earnings	88,977	88,531
TOTAL EQUITY	166,467	111,541
TOTAL LIABILITIES & NET ASSETS	\$ 182,299	\$ 137,251



Unaudited Financials - YTD May 2018



BCCC Financial Statements - May 2018

STATEMENT OF REVENUE & EXPENDITURES

Account	YTD May 31, 2018	YTD Budget May 31, 2018	Variance Budget	YTD May 31, 2017	YTD May 31, 2017
REVENUE					
Membership Fees	4,700	49,500	(44,800)	22,900	47,900
Events	1,712	27,000	(25,288)	12,200	28,000
Service Sponsorships	-	-	-	-	-
Other Income	-	2	2	-	92
TOTAL REVENUE	6,412	76,502	(70,090)	35,100	76,000
EXPENDITURES					
Business Costs	400	4,000	(3,600)	1,972	12,178
Legal & Professional Fees	-	2,700	(2,700)	1,200	10,000
Member Development	400	2,000	(1,600)	2,000	4,000
Insurance	-	500	(500)	921	521
Rent	278	2,200	(1,922)	1,200	2,278
Telephone	-	-	-	88	70
Bank Charge	27	200	(173)	1,207	2,000
Office and General Expenses	150	1,100	(950)	1,500	2,400
Office & Development	90	100	(10)	211	2,000
Marketing & Travel	-	-	-	170	170
Salaries & Wages	5,710	10,700	(5,000)	20,000	18,200
Payroll Taxes	220	2,200	(2,000)	1,000	2,100
CCA - RPT	-	-	-	5,000	(5,000)
Capital Expend. Expenses	10	200	(190)	200	100
Other	-	-	-	900	(100)
Misc. Travel Expenses	-	-	-	-	100
Provision (year-end) income	-	(1,871)	1,871	-	-
TOTAL EXPENDITURES	7,127	28,000	(20,873)	35,321	50,100
NET EARNING	(715)	(11,498)	(10,783)	(2,221)	(24,100)



Unaudited Financials - YTD May 2018



BCCC Financial Statements - May 2018

STATEMENT OF EVENTS - REVENUE & EXPENDITURES

Event	YTD May 31 2018	YTD May 31 2017	YTD Budget May 31 2018	Variance from Budget	YTD May 31 2017	YTD May 31 2017
EVENTS REVENUES						
MEMO	-	18,000	18,000	0,000	20,879	18,000
Members Annual		18,000	18,000	0,000	-	-
Individuals from Seminar		-	2,000	(2,000)	-	-
Cell Events	-	-	-	-	-	4,289
Individuals Event	-	-	-	-	-	4,289
Group Reservations Board		-	-	-	-	4,289
BCCC Fee with Membership Card		100	200	(100)	-	210
Education Forum 2018	-	4,000	4,000	(4,000)	-	-
Startup Fair Funding		-	4,000	(4,000)	-	-
Other events	4,734	4,200	200	4,534	2,100	4,200
TOTAL EVENT REVENUES	4,734	18,200	18,200	0,000	18,200	18,200
EXPENDITURES						
MEMO	75	2,200	2,000	(1,714)	1,901	1,901
Individuals from Seminar		-	1,500	(1,500)	-	-
Cell Events	-	-	-	-	-	4,289
Individuals Event	-	-	-	-	-	4,289
Group Reservations Board		-	-	-	-	4,289
BCCC Fee with Membership Card		100	1,200	(100)	-	2,100
Education Forum 2018	-	4,000	4,000	0,000	-	-
Startup Fair Funding	-	-	4,000	(4,000)	-	-
Other events	100	100	100	0,00	75	100
TOTAL EVENT EXPENDITURES	100	6,300	12,200	(5,900)	6,300	6,300
NET EVENT REVENUES	4,634	11,900	6,000	2,094	11,900	11,900



Other Business

Appointment of Member's Representatives

BCCC VIP Program- Volunteer & Internship

BCCC Social Media Strategy

BCCC Website



Appointment of Members' Representatives

The Brazil-Canada Chamber of Commerce is always looking to improve its relationship with our members. We are truly honoured to say that many of you have been supporting us since the beginning, and aiming to assure continuity and extend our network, we would like you to appoint at least 2 other representatives from your company to join us at the BCCC.

Please let us know of any colleagues that might be interested in being a part of our network. We would be pleased to welcome them!



BCCC VIP Program - Volunteer & Internship

The Brazil Canada Chamber of Commerce (BCCC) Volunteer Immersion Program (VIP) is catered to Brazil and Canada enthusiasts seeking an opportunity to experience the dynamic business community in both countries. The purpose of the program is to work together with our staff to improve our marketing plan and daily operations and procedures, and participate in a broader range of hands-on projects.

In the past year, the BCCC restructured its VIP into three main streams:

1) Marketing:

- SOCIAL MEDIA

Key Responsibilities:

- Assist with Social media Accounts (LinkedIn, Twitter and Facebook)
- Perform research on current benchmark trends and audience preferences
- Research topics, news and relevant activities to be circulated to BCCC contacts and member
- Social networking experience and social analytics tools knowledge preferable.
- Follow up and monitor Member and partners social media
- Meet our members (Social media)
- Member profile booklet (to be available for members only)

- CONTENT CREATION

Key Responsibilities:

- Research topics, news and relevant activities to be circulated to BCCC contacts and members
- Ability to deliver creative content (text, image and video)
- Assist with content creating and distribution on all platforms
- Content marketing – deliver content to your target marketing
- Improve user communication
- Support Staff and Committees in the creation of Webinars

2) Operations:

- SECTORAL REPORTS

Key Responsibilities:

- Assist with developing, writing and producing sector reports (based on template).

- DATABASE UPDATE

Key Responsibilities:

- Work with the staff to maintain and improve current database. This position includes updating contacts information, adding potential members/ partners to our database, sorting and finding opportunities within our contact base, brainstorming new ideas to improve the use of the current database
- Work with staff and committees to create sectoral databases, including but not restricted to trade balance; companies, institutions and associations doing business between Brazil & Canada, etc..

BCCC VIP Program - Volunteer & Internship

2) Operations (Cont.)

- WEBINARS

Key Responsibilities:

- Work with staff and Operational Committees to create content through Webinars
- Research on relevant topics and find members, partners and speakers available to present
- Can be based on sectors (linked to the sector reports)

3) Event

Key Responsibilities:

- Understand requirements for each event
- Oversee event happenings and act quickly to resolve problems
- Working with clients to identify their needs and ensure customer satisfaction
- Manage event operations such as but not restricted to preparing venue, invitations, registration table, catering support

The BCCC also developed several new procedures and projects to enhance our volunteers' experience. These include:

- Volunteer Guidelines:: development of an introductory material for each area of volunteering, outlining which activities are developed and how they are carried out in the daily routine of the Chamber;

- Events Guidelines: guide of all procedures regarding the organization and execution of an event;

- Recognition of Volunteers: we now have a dedicated "Meet our Volunteers" page in our website, where you can find current and past volunteers giving their testimonials about their experience within BCCC. We have also organized a Volunteers' Social Hour, bringing together current and past volunteers for an evening of networking;

- Timesheet for volunteers: monitoring hours and activities developed weekly/monthly depending on the volunteer/intern frequency. As a result, we can better evaluate the range and quality of the volunteers' work during their time with us.

In the first semester of 2018, we hosted two Brazilian full-time co-op volunteers who have been important to the development of new procedures and projects within the VIP Program itself, establishing what volunteers can contribute in the next months in Operations, Marketing and Events.

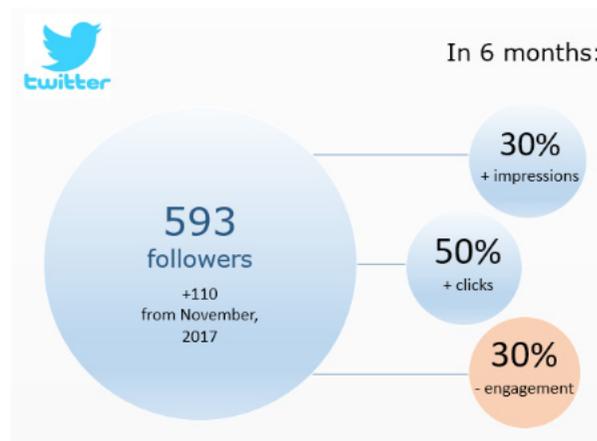
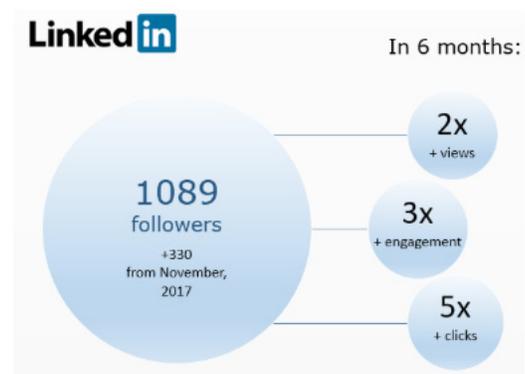
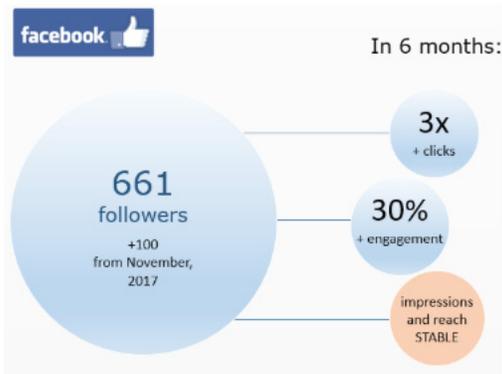


BCCC Social Media Strategy

How SOCIAL MEDIA CAN SUPPORT OUR MISSION, GOALS AND VALUE PROPOSITION

The BCCC has been pursuing an active social media strategy, with the objective of engage our members, peers, and followers, as well as promote our activities, our members' activities, and any relevant information surrounding trade and investment between Brazil-Canada. Through its strategy, the Chamber has focused on monitoring members, prospect partners, influential individuals, among others. It has also been engaged in content creation, promoting the image of the Chamber and its members, as well as publishing event information.

Within the past year, our follower base has grown as well as the engagement and impressions our posts have generated. This in turn has allowed us to reach a broader audience and translated into greater visibility for the Chamber and its members.



BCCC Website

WORKING WITH PROFESSIONAL APPS / INTERATIVA DIGITAL TO REDESIGN THE BCCC WEBSITE TO SUPPORT OUR NEW VALUE PROPOSITION

- New website with a “One Page” concept to facilitate navigation and access to information and improve usability (faster / lighter & more user friendly);
- Members only access platform for reports, webinars and event content, to be delivered in July 2018;
- “Meet our Members” and “Meet our Volunteers” pages;
- New section focused on “News” to promote the Chambers’ and its members’ activities and “Press-release” session;

Brazil-Canada Chamber of Commerce

Established in 1973, the Brazil-Canada Chamber of Commerce (BCCC) is a business association with the primary objective of fostering stronger commercial relations between Brazil and Canada.

[ABOUT US](#)

[VIEW UPCOMING EVENTS](#)

Schedule

BCCC 2018 Membership & Sponsorship Package

The BCCC Membership & Sponsorship Package 2018 has an updated Mission and Goals that were approved by the Board of Directors in April 2017.

If you have not renewed your 2018 membership yet or would like to become a member, please use the attached form. For additional information, please contact us at info@brazcanchamber.org or at **(416) 646 - 6770**.



About Us

Established in 1973, the Brazil-Canada Chamber of Commerce (BCCC) is a not-for-profit and independent business association held by the private sector with a primary objective of fostering stronger commercial relations between Brazil and Canada.

Led by a volunteer Board of Directors comprised of renowned industry leaders and experts in conducting business between Brazil and Canada, the BCCC plays a vital role in linking players from Brazilian and Canadian private and government sectors facilitating dialogue between both parties and assisting members in identifying key opportunities to expand their activities and further their business interests.

Why become a Member

1. Advocacy & Government Access

- Access to Brazilian and Canadian dignitaries and trade missions organized by public and private stakeholders
- Strong and reputable channel to help shape government views on specific sectors to further objectives of the business community

2. Qualified Information & Insight

- Exclusive sectoral events and reports focused on the identification and promotion of investment opportunities between Brazil & Canada
- Insight into key trade barriers and how to facilitate business connections between Brazil and Canada

3. Connectivity

- Access to an unrivaled network of institutions, executives, industry leaders and entrepreneurs conducting business between Brazil & Canada
- Support for targeted promotion of members and their activities across the BCCC network of contacts

Key Sectors

- Mining
- Innovation, Science & Technology (IST)
- Life Sciences
- Infrastructure & Real Estate
- Agriculture & Forestry
- Education
- Oil & Gas
- Human Capital
- Foreign Trade
- Startup

2018 Membership And Sponsorship Package

Mission

To strengthen and grow the link between Brazil and Canada.

Goals

To become the trusted voice, primary point of contact, and preferred networking forum for senior executives doing business between Brazil & Canada

Brazil-Canada Chamber of Commerce

401 Bay Street, Suite 1600
Toronto Ontario - M5H 2Y4

Phone: +1 416 646 6770
Fax: +1 416 363 0406
info@brazcanchamber.org

www.brazcanchamber.org

Membership & Main Benefits

BCCC Partner Member

Investment: Leading or Corporate Member+ \$2,500 + Event Cost per year

- Logo displayed on the BCCC website as Partner Member (Member Webpage)
- Logo displayed on the BCCC mobile app as Partner Member
- Right to host 1 of the BCCC Pillar Events during the next 3 years
- Right to recommend the key note speaker, appoint 2 speakers and be the moderator
- Right to participate on each BCCC Committee
- 10 Free Tickets to the hosting event
- 3 free tickets to all BCCC events
- Commitment: 3 years

BCCC Leading Member

Investment: \$7,500 per year (plus applicable taxes)

- Logo displayed on the BCCC website as Leading Member (Opening Page + Member Webpage)
- Logo displayed on the BCCC mobile app as Leading Member
- First call to sponsor events
- Right to create 2 webinars or to upload 2 institutional videos on BCCC website
- Right to participate on each BCCC Committee
- Access to the BCCC Member Exclusive Database and Webpage
- 2 Free tickets to all Satellite Events
- Commitment: 3 years

BCCC Corporate Member

Investment: \$5,000 per year (plus applicable taxes)

- Logo displayed on the BCCC website as Corporate Member (Member Webpage)
- Logo displayed on the BCCC mobile app as Corporate Member
- Second call to sponsor events
- Right to create 1 webinar or to upload 1 institutional video on BCCC website
- Right to participate in up to 2 BCCC Committees
- Access to the BCCC Member Exclusive Database and Webpage
- 1 Free ticket to all Satellite Events

BCCC Education Institution Member

Investment: \$1,500 per year (plus applicable taxes)

- Logo displayed on the BCCC Member Webpage as BCCC Education Member
- Logo displayed on the BCCC Mobile app as Education Member
- Right to Participate in the BCCC Education Committee
- Access to the BCCC Member Exclusive Database and Webpage

BCCC Small Business Member *companies with max 3 employees

Investment: \$1,200 per year (plus applicable taxes)

- Logo displayed on the BCCC Member Webpage as BCCC Small Business Member
- Logo displayed on the BCCC Mobile App as Small Business Member
- Right to Participate in one BCCC Committee
- Access to the BCCC Member Exclusive Database and Webpage

BCCC Individual Member

Investment: \$500 per year (plus applicable taxes)

- Name displayed on the BCCC Member Webpage as BCCC Individual Member
- Eligible to Participate in one BCCC Committee
- Access to the BCCC Member Exclusive Database and Webpage

BCCC Membership will always be valid from January to December

Experience the power of a network that your business needs in order to thrive

Become a Member Today

Join the BCCC today and connect with successful and influential people and business.

Choose the right type of membership for your company and enjoy the benefits of being a member of the BCCC.

We appreciate your business and are looking forward to working together with you and your company.

Board of Directors

Paulo Salomao, Co-Chair, Accenture • Cory McPhee, Co-Chair, Vale • Marcelo Sarkis, President, Prima IP • Paola Saad, Vice-President, Mandala Group • Frederico Marques, McCarthy Tétrault • Daniel Ricica, KPMG • Fabio Seabra • Gustavo Zenter, Interpoc • Jeff Rosenthal, Brookfield • John Welch • Juli Morrow, Goodmans • Lynda Bernst, EDC • Ricardo Meirelles • Roger Paiva, Gerdau • Ted Hewitt, SSHRC • Thiago Silva, OTPP

Committees

Education • Event & Marketing • Healthcare • Infrastructure • Innovation Science & Technology • Mining • Trade & Investment • Startup

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Sponsorship & Main Benefits

BCCC Platinum Sponsor

Available only for Corporate, Leading or Partner Members

Investment: \$10,000 per year (plus applicable taxes)

- Logo displayed on the BCCC website as Platinum Sponsor (Sponsor & Event Pages)
- Logo displayed on all BCCC events printed materials as a BCCC Platinum Sponsor
- Right to distribute marketing materials at all BCCC events
- PDAC and all other Pillar Event Platinum Sponsorship Benefits
- Satellite Events Platinum Sponsorship Benefits

BCCC Gold Sponsor

Available only for BCCC Members

Investment: \$7,500 per year (plus applicable taxes)

- Logo displayed on the BCCC website as Gold Sponsor (Sponsor & Event Pages)
- Logo displayed on all BCCC events printed materials as a BCCC Gold Sponsor
- Right to distribute marketing materials at all BCCC events
- PDAC and all other Pillar Event Gold Sponsorship Benefits
- Satellite Events Gold Sponsorship Benefit

BCCC Silver Sponsor

Available only for BCCC Members

Investment: \$5,000 per year (plus applicable taxes)

- Logo displayed on the BCCC webpage as Silver Sponsor (Sponsor & Event Pages)
- Logo displayed on all BCCC events printed materials as a BCCC Silver Sponsor
- PDAC and all other Pillar Event Silver Sponsorship Benefits
- Satellite Events Silver Sponsorship Benefit

Members Only Sponsorship Packages:

- Members only sponsorship packages will give a great visibility to your company in 2016
- Access to all Pillar & Satellite Events Sponsorship Benefits during 2016
- Premium Sponsorship Cost Benefit
- Sold only until April 31st, 2016
- 10% discount for a 3 year commitment

Our Main Sponsors and Partners in the Past 3 Years

Platinum: Baker & McKenzie • Cancana Resources Corp. • Ferrometals • McCarthy Tétrault • Promon • Search Minerals • Vale

Gold: Atlantica Mining • Copa Airlines • EDC • FTI Consulting • Lobo & DeRizzo Advogados • Luna Gold • Machado Meyer • MBAC Fertilizer Corp. • Prima IP • Scotiabank • Tozzini Freire Advogados

Silver: Biolab Pharma • BMO Capital Markets • Edgecrest Capital • KPMG • Mellohawk Logistics • Pinheiro Neto Advogados • The Princess Margaret Cancer Foundation, UHN

Partners: CCA • CCBC • City of Toronto • Consulate General of Brazil in Toronto • Embassy of Brazil in Ottawa • Global Affairs Canada • London Chamber of Commerce • Ontario Media Development Corporation • Province of Ontario • Rebrafic • Rio Filme • Rio Film Commission • Parana State Development Agency • State of Goias

Showcase your company to a targeted audience

Become a Sponsor Today

Sponsor the BCCC activities and give visibility to your company to influential people and business doing business between Brazil and Canada.

Choose the right type of sponsorship for your company and enjoy the benefits of being a Platinum, Gold or Silver Annual Sponsor of the BCCC.

We appreciate your business and are looking forward to working together with you and your company.

Pillar Events

Pillar events Includes the BCCC at PDAC 2018 • Infrastructure Forum • Healthcare Forum • Doing Business in Brazil • Innovation, Science & Technology Forum

Satellite Events

Diplomatic Round Tables
• Seminars for Startups & Entrepreneurs • Video Conferences and Conference Calls with Brazilian & Canadian Experts • Networking Social Hour • Trade Missions

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BCCC

Brazil-Canada Chamber of Commerce
Chambre de Commerce Brésil-Canada

Membership Application Form (Membership Valid from January to December)

Become a new member Renew my membership

Member Information

Member Name

Address

Postal Code

Country

City

Province/State

Sector

Industry

Website

Company Services and Products

Representative Information

First Name

Last Name

Job Title

E-mail

Phone

Mobile

Address

Postal Code

Country

City

Province/State

Communication Opt-in

BCCC Communications are e-mail, invitations, surveys and a e-newsletter.

Yes! I want to receive BCCC communications

No. I am not interested.

I authorize the BCCC to include my company's name and contact information in the BCCC's website

Membership & Sponsorship Application Form

Membership Category

1 Year Membership

2 Year Membership

BCCC Partner Member (Investment: Leading or Corporate + \$2,500 + Event Cost per year)¹

BCCC Leading Member (Investment: \$7,500 per year)¹

BCCC Corporate Member (Investment: \$5,000 per year)¹

BCCC Small Business Member (Investment: \$1,200 per year)¹

BCCC Education Institution Member (Investment: \$1,500 per year)¹

BCCC Individual Member (Investment: \$500 per year)¹

BCCC Student Member (Investment: \$250 per year)¹

Sponsorship Category

1 Year Sponsorship

3 Year Sponsorship (10% Discount)

BCCC Platinum Sponsor (Investment: \$10,000 per year)¹

BCCC Gold Sponsor (Investment: \$7,500 per year)¹

BCCC Silver Sponsor (Investment: \$5,000 per year)¹

⁽¹⁾ Plus Applicable Taxes HST/GST | BCCC HST/GST #895651743

Payment Methods

Cheque

Please mail your cheque attached to this application form. See mailing procedure below.

Credit Card

Select your card type

Visa

Mastercard

Card Number

Expiry Date

Name on card

CSC

AUTHORIZATION

By checking this box, I acknowledge the charges described hereon. Payment in full to be made when billed or in extended payment in accordance with standard policy of Company issuing card.

Signature: _____

How to send your Application

Via Fax: Send to BCCC Fax: +1 (416) 363-0406

Electronic: e-mail to: info@brazcanchamber.org

Mail: Brazil-Canada Chamber of Commerce - 401 Bay Street, Suite 1600 | Toronto, Ontario - M5H 2Y4

BCCC Board of Directors 2017

Paulo Salomao – Co-Chair
Accenture

Cory McPhee – Co Chair
Vale Canada

Daniel Ricica
KPMG

Fabio Seabra
Individual Member

Frederico Marques
McCarthy Tetrault

Gustavo Zentner
Interpoc Inc.

Lynda Bernst
EDC

John Welch
Individual Member

Jeff Rosenthal
Brookfield

Juli Morrow
Goodmans LLP

Marcelo Sarkis
Prima IP

Paola Saad
Mandala Group

Ricardo Meirelles
Individual Member

Roger Paiva
Gerdau

Ted Hewitt
Social Science and Human Research Council

Tim Formuziewich
CPPIB

Thiago Silva
OTPP



BCCC Executive Committee

Paulo Salomao
Co-Chair

Cory McPhee
Co-Chair

Frederico Marques

Marcelo König Sarkis
(ex-officio member)

Paola Saad
(ex-officio member)

Ted Hewitt

Daniel Ricica

BCCC Management 2017/ 2018

Marcelo König Sarkis
President

Paola Saad
Vice-President

Carolina Mangabeira Albernaz
Director of Business Development
& Operations

Nina Garcia
Interim Director of Business Development
& Operations



Download now the BCCC App!

An easy way to keep updated on all BCCC events and relevant information on commercial relations between Brazil & Canada!



www.brazcanchamber.org



info@brazcanchamber.org



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Like us on facebook.com/brazcanchamber



Join us at Brazil Canada Chamber of Commerce – BCCC (Official)

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