

**8. Canada has made progress in its level of preparedness and competence in the last five years, and some of this progress is due to Pacific 2000 and the APFC. Progress has included the following:**

- greater numbers of Canadians are being exposed to Asian cultures, business practices, and languages through the educational system, and through business seminars, exchanges, etc.
- there have been increased exchange visits of Canadians and Asians in the fields of business, potential leaders in Asia, and the media.
- innovative approaches to opening up new markets, and strengthening market position, in Asia, have been experimented with, and there has been significant tangible success in terms of increased exports;
- Canada's science and technology relations with Japan have benefitted from JSTF funding. Canadian scientists and engineers from business, academia, and government have visited Japan, and engaged in collaborative research projects. As a result new contacts and networks have been established, and there is increased mutual trust and knowledge;
- the hidden advantage of Asian-Canadians to Canada has been brought to the attention of the Canadian private sector, and to the Canadian public by the APFC;
- the difficulties, opportunities, and challenges facing Asian immigrants to Canada have been brought to the attention of the Canadian public by the APFC;
- the Canadian educational system has been shown to be a significant resource to be marketed in Asia, and pilot approaches to sales coordination in Asia have been experimented with under the International Education Program of Pacific 2000. Attracting Asian students to study in Canada has significant short-term economic advantages, and even more significant long-term political and economic benefits based on alumni loyalty;
- the APFC has acted as catalyst in bringing public and private agencies together for joint action vis-a-vis Asia Pacific. For instance, through the Canada/Asia Trade and Transport Forum (TRANSPO), the APFC has been instrumental in bringing together Canada's transportation community to develop a Pacific gateway;
- partners have been motivated to share in the work. Pacific 2000 matching contribution targets have been achieved, and the APFC has been able to leverage assistance from partners, and pay for some of its activities by means of user charges or cost recovery.

**9. Improvements can be made in the following areas:**

- Pacific 2000 has been under-resourced for delivery of the program. Now that there are single operating budgets this problem can be addressed. In particular there is a need for a group of permanent non-rotational staff to plan, implement, monitor, and evaluate the program;
- in the trade development area there is a perception that there are too many actors, operating in an uncoordinated way, Trade development initiatives are more likely