



the

Canadian Chamber of Commerce in Latvia  
(CanCham)

**Canada and the Canadian Embassy**

May 13<sup>th</sup>, 2019

# Can Cham FOCUS ON

## Canada and the Canadian Embassy

with H.E. Kevin Rex  
Canadian Government Ambassador to Latvia



## Senior Corporate Members



Indian Restaurant and Bar  
[www.singhs.lv](http://www.singhs.lv)



Mobile telephone operator. Internet provider.  
<https://www.bite.lv/lv>

# Can Cham FOCUS ON

## Canada and the Canadian Embassy

*with* H.E. Kevin Rex  
Canadian Government Ambassador to Latvia



## New Members

### Baltic Medical Destinations

Health With Benefits

### **Baltic Medical Destinations**

Anete Brūna, +371 28 314 369, [anete@balticmedicaldestinations.com](mailto:anete@balticmedicaldestinations.com)

Medical Destination Management Coordinator in Latvia for medical examinations, diagnostics and treatment. Full service provider, including logistics, lodging and recreation.

<https://balticmedicaldestinations.com/>



Bite  
Business



## Medical Insurance for CanCham Members

- **The main issue:**
  - Individuals and/or small companies are not eligible
- **CanCham:**
  - Provides critical mass (minimum number) = group insurance
- **Implementation date:**
  - June 1<sup>st</sup>
  - Cannot join later.
- **Information**
  - Check CanCham news for information



## Changes in Group Responsibilities

- **Una Brūna:** added responsibility for
  - Hotels & Dining
  - Travel & Recreation
    - to the Healthcare and Medical Tourism Group
- **Oskars Stankēvičs:** added responsibility for
  - Logistics
    - to the Construction Related Services Group
- **Julie O'Donohue** takes on responsibility for the Knowledge Services Group which includes:
  - educational institutions
  - consulting services



## Strategic Partnerships Building Relationships and Trust







**We need to position the CanCham**

**to provide advantages**

**not provided by others**



Bite  
Business



## What Latvia offers Canadians

- Facilitation for international business
- CETA
- Gateway to
  - EU and Northern Europe
  - Canada and North America
  - Central Asia, Ukraine, Belarus
  - India, Taiwan and the Far East
- A safe business environment
  - NATO and the EU
  - Canadian Armed Forces





Bite  
Business



## The CanCham's main "Clients"

- Canadian Businesses
- International businesses that want to do business with Canada through Latvia = development of strategic partnerships
- Embassies
- Large corporations

## Destination Management Coordination (DMC)

see web site

Policy and Procedure – see <http://cancham.lv/dmc/dmc-policy-and-procedure>.

How CanCham's DMC System Works - see <http://cancham.lv/dmc/how-dmc-works>

Case Study #1 – The Technical Partners experience - see <http://cancham.lv/dmc/case-study-1>



## DMC's in Canada

### Samuel Davidovich

Transcontinental Consulting Company

[davidovich.samuel@gmail.com](mailto:davidovich.samuel@gmail.com)

[http://cancham.lv/services/transcontinental-consulting-](http://cancham.lv/services/transcontinental-consulting-company-)  
[company-](http://cancham.lv/services/transcontinental-consulting-company-)

Market entry  
Trade facilitation  
Construction related services  
Translation

Located in Toronto, Canada  
Region(s) of specialization:  
Latvia, Central Asia, South America

### Aira Darzins-Chapman

ARD Trading Consulting Agency

[airadarzins@gmail.com](mailto:airadarzins@gmail.com)

<https://www.linkedin.com/in/aira-darzins-chapman-b3048113/>

Market entry  
Trade facilitation

Located in Huntsville, Ontario, Canada  
Region(s) of specialization:  
Canada, Latvia

### Jelena Razdorova

Business Development Manager

[Jelena.razdorova@gmail.com](mailto:Jelena.razdorova@gmail.com)

<https://www.linkedin.com/in/jelena-razdorova-a731b1b/>

Market entry / Trade facilitation  
Investment consulting  
Real estate consultations

Located in Montreal, Quebec, Canada  
Region(s) of specialization:  
Canada, Latvia, Taiwan, Japan



## The role of DMC's in Canada

- **Connect to:**
  - **business partners for CanCham members**
  - **friends, business associates and personal network**
  - **local (Canadian) chambers of commerce seeking opportunities in our region**



## DMC's in Latvia

### Ed Kalvins

Technical Partners

[ed.kalvins@technicalpartners.ca](mailto:ed.kalvins@technicalpartners.ca)

<http://cancham.lv/services/technical-partners-services>

Market entry / Trade facilitation  
Construction related services  
Monitoring Consultancy  
Investment consulting

Located in Riga, Latvia  
Region(s) of specialization:  
Northern Europe, Canada

### Una Brūna

Latvian American Eye Center

[una@laac.lv](mailto:una@laac.lv)

<http://cancham.lv/services/latvian-american-eye-center->

Medical Tourism  
Healthcare  
Medical Services

Located in Riga, Latvia  
Region(s) of specialization:  
Baltic States (Latvia, Lithuania, Estonia)

### Richard Hunter

Ozols America

[richard@ozolsamerica.com](mailto:richard@ozolsamerica.com)

Market entry  
Trade facilitation  
Construction related services

Located in Riga, Latvia  
Region(s) of specialization:  
Latvia, United States (Atlanta, Georgia)



# Can Cham FOCUS ON



## Canada and the Canadian Embassy

*with* H.E. Kevin Rex  
Canadian Government Ambassador to Latvia

### Save the Date

**Wednesday, May 15 at 15.00** - CanCham Knowledge Services Group meeting at the Exupery International School

**Monday, June 3 at 18.30** – CanCham “Speed Dating” Networking event at Singh’s Restaurant on Ģertrūdas iela

**Friday, May 31<sup>st</sup> at 18.00** – Ladies’ Night at the Spa at the Baltic Beach Hotel

**Sunday, June 30 at 14.00** - Canada Day Celebration at the Baltic Beach Hotel





**Introducing**

**H.E. Kevin Rex**

**the Canadian Ambassador to Latvia**

# Can Cham FOCUS ON



## Canada and the Canadian Embassy

*with* H.E. Kevin Rex  
Canadian Government Ambassador to Latvia

**Thank you**