

10:10 am Networking Refreshment Break
Foyer Des Plaines

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10:30 am Retaining and Increasing Canadian FDI: Do American Investors have Confidence in Canada?

The American Chamber of Commerce in Canada (AmCham) conducted a Confidence Survey in 2017 targeting American companies with Canadian operations, intended on highlighting the key question: Do U.S. investors have confidence in Canada?

Speaker: Richard Tachuk,
National Chairman,
AmCham Canada

11:10 am Selling Canada to International Investors

This executive panel is designed for senior managers of multinational organizations to share their experiences, challenges, and strategies in promoting their Canadian subsidiaries to their parent companies.

Moderator: Marc Beauchamp
President & CEO
The CAI Global Group

Panel: Sébastien Caisse, Co-Studio Head,
Gearbox Software Québec

Raymond Leduc, Vice President,
Product & Business Development,
VOLVO Group

Andrew Sheldon, CEO,
Medicago

12:10 pm Networking Luncheon
Abraham-Martin, 1st Floor

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1:20 pm What the U.S. Election and Brexit Mean for FDI and International Site Selection Decisions

International companies are just as (if not more) interested in stability, predictability, and resilience as they are about cost of doing business. Events in the U.S. and UK have resulted in a complex and dynamic playing field for FDI. Wise EDOs can take advantage, if they do their homework.

Speaker: Chris Steele,
COO & President North America,
Investment Consulting Associates

2:00 pm Networking Refreshment Break

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2:20 pm Preparing Your Community as a Data Center Ready Environment

The session will review basic data center site selection requirements, data center markets, trends, and the economic impacts of a data center project. The session will then focus on the utility's role in the site selection process and provide examples of how utilities can impact "the deal." The discussion will include tariffs, policies, marketing, and utility programs being deployed to attract and retain the industry.

Speaker: Will Steffens,
Director,
Sugarloaf Associates

3:00 pm What Site Consultants Want for Their Clients

Area Development's annual survey of site consultants measures the critical factors that companies take into account when considering expansion, relocation, etc. The session will cover the key factors that drive the corporate site selection process in the current economy.

Speaker: Dennis Shea, President & Publisher,
Area Development | The Consultants Forum

