

THE CANADIAN FDI FORUM

Brookstreet Hotel, Ottawa, October 22-24, 2018

Area Development and CAI Global wish to thank our Host Sponsors

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CANADA


ONTARIO EAST
ECONOMIC DEVELOPMENT

MONDAY, OCTOBER 22ND

- 5:30 pm Registration
- 6:00 pm Speaker & Platinum Sponsor Reception (Private)
- 7:00 pm Welcome Reception & Dinner

DAY ONE — TUESDAY, OCTOBER 23RD

- 7:30 am Opening Networking Breakfast
- 8:30 am Opening Remarks

Dennis Shea, President & Publisher,
Area Development | The Consultants Forum
- 8:40 am **Current FDI Status:
A Snapshot of Where We Are Today**
A look at the present site selection and economic
development landscape in Canada.

Speaker: Marc Beauchamp, President & CEO,
The CAI Global Group
- 9:15 am **Invest in Canada: Do Business With the World**
What programs and services are being offered
to assist provincial and local economic development
organizations in attracting investment?

Speaker: Issie Berish, Chief Information Officer,
Invest in Canada

9:50 am Networking Refreshment Break

- 10:10 am **Current Activity for International Site Selection**
How are active project opportunities reacting to
existing and potential tariffs and trade agreements?
Which cultural differences can be important during
site selection? What factors are attracting international
OEMs or other large industrial projects?

Speaker: Alexandra Segers,
General Manager South-East & Principal,
SSOE Group

- 10:45 am **Cluster Development and FDI**
Clusters are an indispensable tool for economic
development in Canada. How should they be
designed to positively impact the attraction of FDI?
Our speaker provides examples of clusters actually
being used as sustainable lead pipelines for Europe.

Speaker: Stefan Peikert, Managing Director & Partner,
AHP International

- 11:20 am **3D Printing Will Rock the World**
Manufacturing jobs have been declining since
1975, but manufacturing has steadily increased. This
means manufacturers are efficient, making more
things with fewer people. So where will tomorrow's jobs
come from? In this session, hear what this new
manufacturing paradigm will look like, and how you can
be prepared.

Speaker: John Hornick, Founder, 3D Printing Group
Finnegan

12:00 pm Networking Luncheon

1:15 pm Food Industry Projects: Is Your Region on the Shopping List?

Having one or several key requirements does not guarantee success. Every project has unique and critical needs which can change constantly. Success is not always driven by property options, utility costs and labor availability. Communities now must offer a more complex mix of ingredients.

Speaker: Scott Kupperman, Founder, Kupperman Location Solutions

1:50 pm Do You Have a Building? If the Answer Is No, Then You Are Not Alone

This session will talk about the current trends in industrial real estate. What markets are hot? What is driving the run-up on industrial real estate? What to do to be prepared?

Speaker: Brad Migdal, Senior Managing Director, Business Incentives Practice, Cushman & Wakefield

2:25 pm Networking Refreshment Break

2:40 pm North American Supply Chain: What's in It for Canada?

As manufacturers are increasingly re-valuing offshoring and considering reshoring, the global supply chain is impacted by FDI. In this session, the effects of the FDI dynamic in Canada will be explored by focusing on the logistics and supply networks.

Speaker: Larry Kahn, Director, Rail Advisory Group, Cushman & Wakefield

Speaker: Bill Luttrell, Director, Corporate Real Estate, Werner Enterprises

Speaker: Mathieu Charbonneau, Executive Director, CargoM

4:30 pm Roundtable Breakout Group

The breakout sessions feature tables of 7-8 attendees with selected speakers.

5:00 pm Networking Reception

Delegates and speakers are invited to enjoy the end-of-day hospitality.

6:00 pm Dinner on the Town

7:00 pm Speaker and Sponsor Dinner (Private)

DAY TWO — WEDNESDAY, OCTOBER 24TH

7:45 am Networking Breakfast

8:45 am Welcome to Day Two

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

8:50 am How Innovation Ecosystems Work

An innovation ecosystem is the universe of entities, businesses, resources, and assets in an area economy that enable technological development and innovation. This session will begin to explain the dynamic and help you to uncover the active parts of your own innovation ecosystem.

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

9:25 am Canada-US as a Safe Harbor for Trade and Investment in the Troubled Sea of Tariffs

This session will examine the US-Mexico-Canada Agreement (USMCA) and related trade developments and implications for trade and investment in Canada. The speaker will discuss investment attraction and expansion strategies using Canada-US as a platform to and from the world.

Speaker: Daniel Ujcz, Practice Group Chair, International and Regional Practices, Dickinson Wright

10:00 am Networking Refreshment Break

10:20 am Base Your FDI Prospecting on High Impact Firms

How do EDOs evaluate a successful FDI strategy? How do new jobs fit in the talent pool? How do firms create an unknown available market locally? What are the consequences?

Speaker: Maxime St-Denis, Senior Consultant, The CAI Global Group



10:55 am Panel: What Site Consultants Want for Their Clients

The site consultant panel will comment on and discuss the key issues facing corporate prospects and consultants along with talking points from previous sessions. This interactive session will take questions from the floor as they arise.

11:50 am Closing Remarks

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

Marc Beauchamp, President & CEO,
The CAI Global Group

12:00 pm 2019 Canadian FDI Forum Welcome

Lee Malleau, Vice President, Investment & Trade
Edmonton Global

12:20 pm Closing Luncheon