

THE CANADIAN FDI FORUM

JW Marriott Ice District, Edmonton, Alberta, October 22-24, 2019

Area Development and CAI Global Group wish to thank our Host Sponsors



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OPENING — TUESDAY, OCTOBER 22ND

5:30pm Registration Opens
Wayne Gretzky Ballroom Salon Foyer (3rd Floor)

6:00 – 7:00pm Welcome Networking Reception
Wayne Gretzky Ballroom Salon A

Delegates and speakers are invited to enjoy our hospitality for drinks and hors d'oeuvres at the hotel.

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7:00 – 8:30pm Sponsor and Speaker Private Dinner
Mark Messier Room (2nd Floor)

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DAY ONE — WEDNESDAY, OCTOBER 23RD

7:30 – 8:25am Opening Networking Breakfast
Wayne Gretzky Ballroom Salon A (3rd Floor)

8:30am Opening Remarks
Wayne Gretzky Ballroom Salon B

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

Marc Beauchamp, President & CEO,
CAI Global Group

Darren Rawson, Vice-Chair, Board of Directors
Edmonton Global

8:55 – 9:30am Current FDI Status and Trends for 2019 in North America and Beyond

We look at the present situation, examine world trends, and consider the implications for future FDI investment in Canada.

Speaker: Gregg Wassmansdorf,
Senior Managing Director, Global Corporate Services
Newmark Knight Frank

9:35 – 10:10am **The Policy and Trade Effect on Supply Chain Management and Site Selection Decisions**
A close look at how cross border supply chains and today's environment of tariffs and politics are impacting foreign direct investment, corporate location decisions and economic development strategy.

Speaker: **Marc Beauchamp**, President & CEO, CAI Global Group

10:15 – 10:30am **Networking Break**
Wayne Gretzky Ballroom Salon Foyer

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10:35 – 11:10am **A Macro Level Perspective of Canadian Competitiveness**
Competitiveness is an important dimension of economic prosperity, as it speaks to the climate for domestic and foreign investment, and how productive and innovative an economy is. This session will explore the current state of Canada's competitiveness relative to peer countries, highlighting the drivers of the country's strengths and challenges, and insights on the unique characteristics of doing business in Canada. Domestic case studies will be explored to illustrate Canada's competitiveness and the evolving nature of Canada's commercial landscape.

Speaker: **Anita Shinde**,
Senior Manager & Co-Founder, Economic Advisory
Deloitte

11:15 – 11:50am **Change Attitudes Over Northern Latitudes by Promoting Canada's Trade Cloud**
This session will provide practical ways for area developers to use Canada's trading relationships around the globe to attract investment. Key topics will include an overview of potential areas of trade uncertainty that provide prospects for investment and best practices for explaining this to prospects.

Speaker: **Daniel D. Ujcz**, Practice Group Chair,
International & Regional Practices
Dickinson Wright PLLC

11:55am – 12:30pm **Politics, Trade and What it All Means**
Following the Canadian election on October 21st, the session will offer insights into how the results will impact economic policy, influence investment decisions and affect Canada's trade agenda.

Speaker: **Andrea van Vugt**, Senior Associate,
Harper & Associates

12:35 – 1:35pm **Networking Lunch**
Wayne Gretzky Ballroom Salon A

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1:40 – 2:15pm **Warum Kanada?**
When you consider how much German industry contributes to the Canadian economy, you see that the benefits really add up. But there's more to this story than the numbers. Partnering with German business opens the door to world-leading expertise in manufacturing, foreign direct investment and new job creation. Sectors like transportation, pharmaceuticals, and many others are looking to Canada for their north American entry point. In addition, advanced manufacturing, renewable energies and technologies like artificial intelligence (AI), augmented reality (AR) and smart cities hold the promise of good things to come. With Canada looking to diversify its trading relationships, it is an ideal time for German-Canadian business collaboration.

Speaker: **Angela Grace**, Principal
Blackshaw Partners LLC

2:20 – 2:55pm **US Tech Looks North of the Border**
Due to the increasing scarcity and cost of talent and real estate in the traditional American tech hubs, US-based tech companies are seeking to establish footprints in new locations where they can establish a competitive hiring advantage. This session will highlight the factors that tech companies evaluate in their search for new markets and how Canadian locations are performing.

Speaker: **Chris Volney**, Senior Director, Client Strategy
CBRE Labor Analytics Group

3:00 – 3:15pm **Networking Break**
Wayne Gretzky Ballroom Salon Foyer

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3:20 – 4:25pm **Roundtables 1 & 2**
Wayne Gretzky Ballroom Salon B

4:30pm **Close of Day One**

6:00 – 7:00pm **Platinum Sponsor and Speaker Private Reception**
(Limited to Platinum Sponsors & Speakers Only)
Studio 99 | Rogers Place

Entrance to Rogers Centre is via the Ford Hall Pedestrian Overpass, connected to the JW Marriott.

7:00 – 8:30pm **FDI Forum Networking Dinner**
Studio 99 | Rogers Place

Sponsored by:



DAY TWO — THURSDAY, OCTOBER 24TH

7:45 – 8:40am **Networking Breakfast**
Wayne Gretzky Ballroom Salon A (3rd Floor)

8:45am **Opening Remarks**
Wayne Gretzky Ballroom Salon B

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

8:55 – 9:30am **The Future of Labor Analytics, and How You Can Use This Data to Gain an Edge**
The use of labor analytics has exploded in the last decade. More companies are using workforce data to make talent and location decisions, and more site consultants are using the same data to evaluate your communities. How can you stand apart? This session will cover the future of labor analytics and provide data and visualization best practices to give your community an edge.

Speaker: Josh Wright, Executive Vice President,
Economic & Workforce Development
Emsi

9:35 – 10:10am **Funding Innovation & Growth**
An exploration of the grants and incentives landscape in Canada. Who qualifies? How does it all work? And, most importantly, how much money is out there? Whether you're an advisor or an entrepreneur, this session will help you better understand government funding and incentive opportunities for expansion, job creation, technology adoption/innovation, and competing on the global market.

Speaker: Navid Hemmati, P.Eng.
Senior Manager, SR&ED and Business Incentives
EY

10:15 – 10:40am **Networking Break and Time to Checkout**
Wayne Gretzky Ballroom Salon Foyer

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10:45 – 11:25am **Food & Beverage Processing in Canada – Impact of Export Markets and Industry 4.0 on Investment**

As Canadian food & beverage processors seek to compete globally, their decision-making factors for investment are shifting. How do EDOs evaluate these needs and identify the right way to support investors in their region and beyond?

Speaker: Alexander Monteil, Senior Consultant,
CAI Global Group

11:25am **Final Remarks**

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

Marc Beauchamp, President & CEO,
CAI Global Group

11:45am – 1:00pm **Closing Lunch**
Wayne Gretzky Ballroom Salon A

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