

THE CANADIAN FDI FORUM

Brookstreet Hotel, Ottawa October 22-24, 2018

Area Development and CAI Global wish to thank our Host Sponsors

EDMONTON GLOBAL 



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IN
CANADA



ONTARIO EAST
ECONOMIC DEVELOPMENT

MONDAY, OCTOBER 22ND

- 5:30 pm Registration Opens**
- 6:00 pm Speaker & Platinum Sponsor Reception (Private)**
- 7:00 pm Welcome Reception & Dinner**
Delegates and speakers are invited to enjoy our hospitality for drinks and dinner at the hotel.

- 9:50 am Current Trends and 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, Principal, SSOE Group

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: Mr. Issie Berish, Chief Information Officer, Invest in Canada

- 10:25 am Networking Reception Break**
- 10:45 am Selling Canada to International Investors**
Executives share their experiences in promoting their Canadian subsidiaries to their parent companies.
Moderator: Marc Beauchamp, President & CEO The CAI Global Group
Panel: John Luszczek, Leader, Product Line Management Business Transformation Ericsson Canada
Additional Participants to be Announced
- 11:30 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 Partner, AHP International

12:05 pm Networking Luncheon

Sponsored by:



1:20 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

1:55 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 and how U.S. and Canadian projects compare on requirements.

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

2:30 pm Networking Refreshment Break

2:45 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: Bill Luttrell, Director, Corporate Real Estate, Werner Enterprises

Speaker: Mathieu Charbonneau, Executive Director CargoM

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

3:40 pm Roundtable Breakout Group 1

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

4:10 pm Roundtable Breakout Group 2

4:40 pm Networking Reception

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

7:00 pm Speaker and Sponsor Reception & Dinner

Sponsored by:



Dinner on the Town

An evening for attendees to explore Ottawa.

DAY TWO — WEDNESDAY, OCTOBER 24TH

7:45 am Networking Breakfast

8:45 am Welcome to Day Two

8:50 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. John explains how 3D printing has the potential to transform the world by democratizing production; simplifying, regionalizing, and distributing manufacturing; relocating and shortening supply chains; and creating jobs where labor costs are high.

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

9:30 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

10:05 am Networking Refreshment Break

10:25 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

11:00am 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.

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

Panel: Marc Beauchamp, President & CEO,
The CAI Global Group

Scott Kupperman, Founder,

Kupperman Location Solutions

Bill Luttrell, Director, Corporate Real Estate,
Werner Enterprises

Brad Migdal, Senior Managing Director,
Business Incentives Practice,

Cushman & Wakefield

Alexandra Segers, Principal,
SSOE Group

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

11:45am 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

12:20pm Closing Remarks

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

Marc Beauchamp, President & CEO,
The CAI Global Group

12:30 pm Closing Networking Luncheon