

THE CANADIAN FDI FORUM

The Omni King Edward Hotel, Toronto, October 30 - November 1, 2016

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



SUNDAY, OCTOBER 30TH

- 5:00 pm** **Registration Opens**
Vanity Fair Foyer
- 6:00 pm** **Speaker & Sponsor Reception (Private)**
Belgravia Room
- Sponsored by:
- 
- 7:00 pm - 8:30 pm** **Evening Welcome Reception & Casual Dinner**
Delegates and speakers are invited to enjoy our hospitality at The Omni King Edward Hotel.
Pall Mall & Palm Court



DAY ONE — MONDAY, OCTOBER 31ST

- 7:30 am** **Networking Breakfast**
Pall Mall & Palm Court
- Sponsored by:
- 
- 8:30 am** **Opening Remarks & Sponsor Welcome**
Vanity Fair Ballroom
- Dennis Shea**, President & Publisher, Area Development Magazine and The Consultants Forum
- 8:40 am** **Current FDI Status and Trends for 2016 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: Greg Wassmansdorf**, Senior Managing Director, Global Corporate Services Newmark Grubb Knight Frank

9:20 am **Canada's Global Competitiveness for North American Investment**

Canada as a global player; upcoming FDI trends; currency impacts on FDI; success of neighboring countries; and comparisons between regions and areas within Canada: This session will examine key industries such as agro and food processing, aero, auto, electronics, etc.

Speaker: Paul Boothe, Managing Director, Trillium Network for Advanced Manufacturing

10:00 am **Networking Refreshment Break**

Vanity Fair Foyer

Sponsored by:



10:20 am **Competitive Landscape in North America: A Site Selector's View**

North America has received US\$1.7 trillion in foreign direct investment over the past five years and Canada's share was 16 percent. The market share of inward FDI for Canada (and the U.S.), however, fell in relation to Mexico when compared to the previous five years. Is the landscape shifting away from Canada? This presentation will provide one site selector's view of competitiveness factors between the three countries of North America, and how Canadian economic developers should consider the U.S. and Mexico as both collaborators and competitors.

Speaker: Bob Cook, Senior Vice President, Latin America Site Selection Group

11:00 am **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 foreign direct investment. 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, Senior Locations Strategist, Werner Global Logistics, Werner Enterprises

11:40 pm **The Auto Industry In Canada: An FDI Case History**

The auto sector is Canada's biggest contributor to manufacturing GDP and the country's largest manufacturing employer. This session examines how the auto industry is an important model for FDI inflow and how it can help lead to the attraction of other FDI sector investment.

Speakers: Dennis Cuneo, Managing Partner, Fisher & Phillips (Past Senior Vice President, Toyota Motor North America)

Ray Tanguay, Auto Industry Advisor, Federal and Ontario Governments (Past Chairman, Toyota Canada)

12:30 pm **Networking Luncheon**

Pall Mall & Palm Court

Sponsored by:



1:45 pm **What Site Consultants Want for Their Clients**

Area Development's first survey of U.S. site consultants measures the critical factors that U.S. companies take into account when considering Canadian markets. The consultant panel discusses the key factors that drive the corporate site selection process in the current economy.

Moderator: Dennis Shea, President & Publisher, *Area Development Magazine* and *The Consultants Forum*

Panel: Marc Beauchamp, Vice President & Partner, The CAI Global Group

Bob Cook, Senior Vice President, Latin America, Site Selection Group, LLC

Dennis Cuneo, Managing Partner, Fisher & Phillips (Past Senior Vice President, Toyota Motor North America)

Bill Luttrell, Senior Locations Strategist, Werner Global Logistics, Werner Enterprises

Greg Wassmansdorf, Senior Managing Director, Newmark Grubb Knight Frank

2:45 pm **Networking Refreshment Break**
Vanity Fair Foyer

Sponsored by:



3:00 pm **Canadian Executives on Selling Canada to International Investors**

This 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, Vice President and Partner, The CAI Global Group

Panel: Bruce Berry, President & CEO, Winpak
David Booth, Chairman & CEO, BackOffice Associates
Mark Henderson, Chairman, Ericsson Canada Inc.
Ray Tanguay, Auto Industry Advisor, Federal and Ontario Governments (Past Chairman, Toyota Canada)
Daniel Vielfaure, CEO, Bonduelle Americas

4:15 pm **Consultants Roundtable Breakout Group**
The breakout sessions feature tables of 8 to 10 attendees with selected consultants for a lively roundtable discussion and provide the opportunity to discuss key issues.
Vanity Fair Ballroom & Pall Mall & Palm Court

5:00 pm **Networking Reception**
Pall Mall & Palm Court

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

Sponsored by:



7:00 pm **Dinner on the Town**
A free evening to explore the dining choices of Toronto

Speaker & Sponsor Dinner (Private)

Jump Restaurant
18 Wellington Street West

Sponsored by:



DAY TWO — TUESDAY, NOVEMBER 1ST

7:45 am **Networking Breakfast**
Pall Mall & Palm Court

Sponsored by:



8:30 am **Welcome to Day Two & Sponsor Welcome**
Dennis Shea, President & Publisher, Area Development Magazine and The Consultants Forum
Vanity Fair Ballroom

8:45 am **The Government's Role and Strategy in Attracting U.S. and International Investors**
Public representatives representing different jurisdictions will give provincial or regional perspectives on their respective and shared roles in attracting FDI. Winning strategies and case studies will be discussed.

Moderator: David Moloney, Deputy Director, Trillium Network for Advanced Manufacturing

Panel: Clare Barnett, Vice President, Investment Growth Division, Ontario Ministry of Economic Development and Growth

Stephen Lund, CEO, Opportunities New Brunswick
Chantal Malo, Vice President, International Affairs, Investissement Québec

9:45 am Panel Sessions Q & A
Share issues and pose questions to site selectors.

10:00 am Networking Refreshment Break
Vanity Fair Foyer

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10:20 am Canadian Incentives and How They Compete Globally
Federal and provincial tax cuts and new investment programs have proven a strong draw for foreign investors in machinery, equipment, and facilities in Canada.

Speaker: Isabel Cyr, Senior Consultant,
The CAI Global Group

11:00 am Retaining and Increasing Canadian FDI
Maintaining a strong value proposition is essential to a jurisdiction's economic development. This session will give practical takeaways on "economic gardening" and how EDOs efforts must be channeled to move up the value chain. Issues, trends, and challenges will be addressed to understand the foreign investor's current perspective.

Speaker: Marc Beauchamp, Vice President & Partner,
The CAI Global Group

11:40 am National Perspectives on Canadian FDI Policy
The Canadian policy on FDI influences the amounts and types of investments the country obtains. This session will address how the federal entities promote an open, rules-based global investment regime as well as past and future changes in framework.

Speaker: Hon. Navdeep Singh Bains,
Minister of Innovation, Science and Economic
Development (*invited*)

12:30 pm Final Q&A and Takeaways
All consultants will be present for an end-of-conference roundup and Q&A session.

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

1:00 pm Closing Remarks & Host 2017 City Welcome
Jayne McNaughton, Executive Vice President & Partner,
The CAI Global Group

2017 Host City Sponsored by:



1:15 pm Networking Luncheon
Pall Mall & Palm Court

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2:00 pm Adjournment