



Accounting Services Division
Corporate Accounts Payable

Corporate Business Expense Claim

Attendance at Conference/ Seminars/ Training, and Business Travel

Conference
 Seminar
 Training
 Business Travel

This form should be submitted within 10 business days of return from the conference/seminar.
Attach original approved "Request for Authorization Form" and all original receipts.

Foreign Currency Exchange Rate** Exchange Rate applied to convert from local currency to CAD = _____ <small>(If applicable)</small>			Invoice Number** EXP/JA29-JA31/19
Vendor Name** John Alderdice			Vendor Number** 1004579
Division** Economic Development & Culture	Work Address** 5100 Yonge St. NYCC	Postal Code** M2N 5V7	Invoice Date** (m/d/yyyy) 04/03/2019
Name and Location of Conference / Seminar / Training / Business Travel** EDCO Economic Developers Council of Ontario (EDCO) 62nd Annual Conference & Showcase Sheraton Centre Toronto Hotel			Payment Amount** Nil \$0.00
Start Date** (m/d/yyyy) Tuesday, January 29, 2019		End Date** (m/d/yyyy) Thursday, January 31, 2019	

Description	GL Account **	Cost Centre/ WBS Element/ Internal Order **	Functional Area **	Net Amount **	HST **	Total Including Taxes **
Registration Fees	4256	ED0117	1540100000	695.00	902.70 90.35	\$785.35
Travel <input type="checkbox"/> Air <input type="checkbox"/> Train <input type="checkbox"/> Bus						
Baggage Fees / Insurance						
Use of Personal Vehicle Kms X <input type="checkbox"/> \$0.52/km or <input type="checkbox"/> \$0.54/km						
Accommodation days @ \$ _____ /day						
Ground Transportation (to and from Airport) ON ie: taxis and car rental TORONTO						
Ground Transportation (to and from Airport) ie: taxis and car rental DESTINATION						
Foreign Transactions- NO TAX						
Ground Transportation (DESTINATION-LOCAL) ie: taxis, bus, subway & car rental						
Foreign Transactions- NO TAX						
Per Diem (See Bus. Expense Policy) days @ \$ _____ / day						
Other (Please specify)						
Training						
TOTAL EXPENSES						\$785.35

Less: Advances & Prepayments: *Mandatory if applicable	GL Account **	Cost Centre/ WBS Element/ Internal Order **	Functional Area **	SAP Document Number	Net Amount **	HST **	Total Including Taxes **
Registration Fees	4256	ED0117	1540100000	40094	-695.00	902.70	\$785.35
Air Travel				12-8499		-90.35	
Accommodation							
Grds Transportation (To & Fr. Airport) ON.							
Grds Transportation (To & Fr. Airport) Destination							
Grds Transportation (local-des. taxi, bus, train, etc.)							
Other (Please specify)							
TOTAL ADVANCES & PREPAYMENT AMOUNT**							\$785.35
TOTAL PAYABLE TO INDIVIDUAL / CITY							\$0.00

Employee Name: <u>John Alderdice</u>	Authorized by: <u>Mike Williams,</u>
Title: <u>Manager, Business Retention & Expansion</u>	Title: <u>General Manager, EDC (Acting Director, BGS)</u>
Date: <u>April 3, 2019</u> IA	Date: _____
Telephone: _____	Telephone: _____
Signature: _____	Signature: _____

****This form may not be altered in any manner. All mandatory fields must be completed and filled in electronically. Incomplete forms will be returned to the originator for corrections prior to being processed for payment. Hand written forms will not be accepted and will be returned to the division.**

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REPORT ON CONFERENCE

Employee Names: Ian Brown and John Alderdice

Division: ED&C

Date Submitted: Feb. 22, 2019 (resubmitted June 11)

Name of Conference: Economic Developers Council of Ontario (EDCO) Annual Conference

Location: Sheraton Centre Hotel, Toronto

Date(s) Attended: Jan. 30, 31, 2019

Describe the benefits from attending the Conference (including any benefits to you and to the City):

Personal Development:

Here's the link to EDCO conference website. The presentations will be available there shortly. I attended as many presentations as possible, (a number were overlapping), as well as attending to duties as a newly elected member of the EDCO Board.

http://edcoconference.com/wp-content/uploads/2019/01/EDCO_Program_Jan_18.pdf

I attended the following sessions which were interesting and applicable to our work:

4 Key Elements to Improving Your Economic Development Web Presence (Dave Parsell of LocalIntel)

First Nations Presentation (Chief Stacey Laforme of Mississaugas of the New Credit)

Driving Change in a Fluid Environment (Keynote presentation by Eric Canada of Blane, Canada)

Globally Standardized City Data to Drive Economic Development (Keynote by Patricia McCarney, CEO, World Council on City Data)

Highest and Best Land Use Approaches for Economic Development (Christian Perrault, CEO, Explorer Solutions)

Future Ready? An introspection on our profession (Gareth Potts, IEDC)

I also attended sessions on partnering with Parks Canada, the role of Empathy in Cannabis Industry Investments, Broadband Gaps, Brand Positioning, all networking sessions and the closing banquet. The biggest benefit is learning about best practices and trends in the industry, with opportunity for discussion as reflected below.

Networking:

The conference agenda is set up to promote networking, with breaks between sessions. I was able to have useful discussions with representatives of many federal, provincial and municipal organizations including, Ministry of Economic Development Job Creation & Trade, Ministry of Tourism, Culture & Sport, Ministry of Agriculture and Food, Oshawa, Markham, Simcoe County, Springwater Twp., Sault Ste. Marie, Southgate, Woodstock, Hamilton, Brockville, Canada Ontario Export Forum, Prime Real Estate Holdings, York University, Ryerson, and several different economic development consulting firms.

City Benefits (Including financial benefits):

This is the largest conference in Canada for economic development professionals. As one of 2 representatives of the City of Toronto at the conference proper, I was able to learn about the newest and best practices in the field, and bring these back to share with my colleagues. There was a focus on collaboration, use of data and manufacturing. While we are in the forefront, many of our colleagues in other municipalities are ramping up their BR&E activities. Various examples and mini case studies were instructive.

I was also able to network on behalf of the City with counterparts from around the province, especially the 905 area. Finally, it was beneficial for Toronto's profile to have a presence at the entire conference including the President's Awards Dinner. This growing conference has returned to Toronto on an annual basis will continue to have a significant financial impact as approximately 800 people, mostly from outside of Toronto, visit and attend for 2 1/2 days. Next year it is planned for the Marriott Eaton Centre where it was held for several years.

Employee's signatures: [Redacted]

June 11, 2019

Approved by (please print):

Mike Williams
Division Head or Designate

Signature: [Redacted]

(Michael H. Williams, GM EDC)

Date:

JUN 17 2019

June 2, 2019

TO: Mayor, Deputy Mayor & Members of Council
Giuliana Carbone, Deputy City Manager, Community and Social Services

FROM: Mike Williams, General Manager

RE: Out of Office Coverage – June 4 -17, 2019

I will be out of the office June 4-17, 2019.

During my absence Cheryl Blackman will be Acting General Manager and will have full signing authority. Listed below are Cheryl's coordinates.

Cheryl Blackman, Director, Museums & Heritage Services

Phone [REDACTED]

Email: [REDACTED]

Any requests or concerns which may arise during my absence should continue to be processed through my office and will be directed to the Acting General Manager, as required.

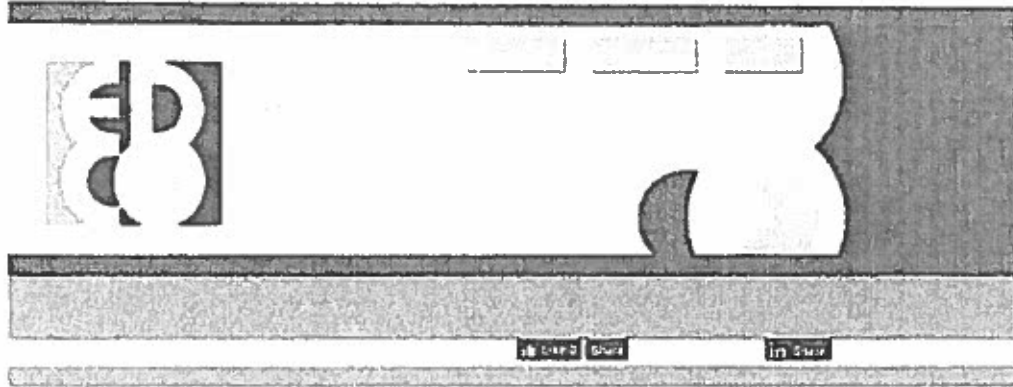
Thank you,

[REDACTED]

Mike Williams
General Manager

Copy to: EDC SMT and AAs
Chris Murray, City Manager
Tracey Cook, Deputy City Manager, Infrastructure & Development Services
Josie Scioli, Deputy City Manager, Corporate Services
Heather Taylor, CFO & Treasurer, Finance & Treasury Services





[Back](#)

Payment

Details

Available balance \$0.00
Amount \$785.35
Date 21 Jan 2019
Tender Online payment (Moneris Credit Card)
Received from Ian Brown, Toronto, City of

Payment for

Invoice #03238 \$785.35
11 Jan 2019 Event registration (EDCO 2019 Conference: Powershifting Economic Development (29 Jan 2019 - 31 Jan 2019 (EST), Sheraton Centre, 123 Queen Street West, Toronto, ON))

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Request for Authorization

Attendance at Conferences/Seminars, Training and Business Travel

This form should be completed and the necessary approvals obtained at least 10 business days in advance of undertaking any training, business travel, and/or attending any conference/seminar.

The \$3,500 limit does not apply to training. Please refer to the completion guidelines of this form and all related policies.

Conference Seminar Training Business Travel

Name:	John Alderdice, Manager Business Retention & Expansion		
Division:	ED&C-Business Growth Services (BR&E)		
Work Address:	North York Civic Centre		
Name of Conference/Seminar/Training:	EDCO Annual Conference & Showcase (Economic Developers Council)		
	Within GTA <input checked="" type="checkbox"/>	Outside GTA & within Ontario <input type="checkbox"/>	Outside Ontario/Canada <input type="checkbox"/>
Destination:	Toronto, Sheraton Centre Hotel		
Start Date:	29-Jan-19	End Date:	31-Jan-19
Are breakfast, lunch and/or dinner meals provided by the Sponsor? Please specify: (Meals will be deducted from per Diem as stated in Business Exp Policy)			
Yes. Breakfast and lunch on Day 1 and all 3 meals on Day 2.			
Purpose: Use space provided below for full description			
The annual EDCO Conference brings members together to exchange information & learn from leading edge presentations. The event includes a showcase of new services to assist operations/funding for companies & ecdev projects. EDCO is an independent, non profit association of those engaged in the economic development of Ontario and its municipalities, embracing a broad spectrum of economic development practitioners across professions & all levels of public & private sectors, each adding specialized knowledge to the expanding resources of EDCO. This event provides an excellent opportunity to meet with key ON contacts in a concentrated format, as well as hearing informative keynotes, participating in breakout sessions, and other learning opportunities providing the latest industry knowledge, trends, ways to improve productivity and competitiveness. I will provide in my report a summary of key themes, concerns, ideas, and practices discussed; session highlights, networking event contacts, intelligence, follow up plans; information about new products/services gathered from the Showcase; ideas or recommendations arising from sessions/networking.			
ESTIMATED COSTS: (The estimated costs should include HST and all other applicable taxes)			
*Use Exchange rate(s):	1 unit local currency =	\$ _____ CAD	
	1 unit local currency =	\$ _____	Foreign Currency*
	1 unit local currency =	\$ _____	Canadian\$ (incl.tax)
• Registration Fees: (Conference/Seminar/Training)			\$785.36
• Accommodation: (Standard Single Room) Number of Days: _____ X \$ _____ /day incl. taxes			n/a
• Travel Method: Air <input type="checkbox"/> Train <input type="checkbox"/> Bus <input type="checkbox"/> Personal Vehicle: km X \$0. _____ CAD/km			n/a
• Ground transportation: (including car rental, to/from airports) Specify estimates:			n/a
• Sundry Expenses: (See Business Expense Policy; Meals provided are deducted) Number of Days: _____ X \$__00 CAD or USD			n/a
Sub-Total Estimated Costs:			\$785.36
- Other Business Meeting expenses outside of Conference costs, please specify: Parking only, which will be across the road at City Hall. Note the distance from home is less than my normal commute to work, therefore no mileage will be			
TOTAL ESTIMATED COST:			\$785.36
Cost Centre/ WBS Element to be charged:	EDO117		
Functional Area to be charged:	1540100000		

I certify that all estimated costs relating to this travel have been included in this form.

Signature of Employee:

[Redacted Signature]

Jan. 7, 2019
(date)

I have confirmed that approved funds are available for this purpose:

Approval for Proposed Expense

Division Head or

Mike Williams
(print name)

[Redacted Signature]

JAN 21 2019
(date)

Deputy City Manager:

(print name)

(signature)

(date)

City Manager/Mayor:

(signature)

(date)

Committee & Report No. (if applicable)

(date)

January 9, 2018

Request to Attend EDCO Economic Developers Council of Ontario (EDCO) 62nd Annual Conference & Showcase – January 29-31, 2019 Sheraton Centre Toronto Hotel

Dear George,

Please find attached my and Ian Brown's Request for Authorization to attend the upcoming EDCO Annual Conference & Showcase January 29-31, 2019 at the Sheraton Centre Toronto Hotel.

This year's Conference theme, *Powershifting Economic Development: Gearing up for Change*, challenges economic developers to power through the status quo with new, inventive ways to take action in an ever-changing landscape.

As you know, EDCO is an independent and non-profit association of 400+ professionals engaged in the economic development of Ontario and its municipalities.

The EDCO conference and showcase is a great opportunity for learning, best practices, continuous improvement and networking within the Economic Development profession. I believe it is also important to attend and have a presence as the host City and capital City of the province to share our knowledge and support other municipalities and the profession in general.

Three key areas of the program I am particularly interested in and relevant to our office are:

1. *Driving Change in a Fluid Environment*
2. *Calibrating the success of BRE Programs*
3. *Highest and Best Land Use Approaches for Economic Development*
4. *Power-Up to New International Markets with Canada-Ontario Export Forum Partners*

Why EDCO?

- For over 60 years, the conference has been Ontario's premier event for economic development practitioners with a common purpose: to build more prosperous and economically sustainable communities.
- The Conference provides educational programming, case studies, interactive sessions and networking opportunities that will demonstrate different approaches and strategies to respond to current economic challenges and opportunities.
- EDCO provides an opportunity to connect with 400+ leading economic development practitioners who attend the conference.
- EDCO provides a Showcase of tools and service providers and opportunity to connect with vendors that provide services and resources of value to the economic development community.

I appreciate your support and hope to have positive response.


John Auerdice
Manager Business Retention & Expansion



toronto at your service

toronto at your service



**Sheraton Centre Toronto Hotel – January 29-31, 2019
PROGRAM**

Tuesday, January 29, 2019

- 12:00 p.m.-2:30 p.m. **Pre-Conference Seminar - Women in Economic Development:** Ontario Investment and Trade Centre, Galleria, 250 Yonge Street, 35th Floor, Toronto, ON
- The Pre-conference seminar will precede the EDCO Conference and Showcase (January 29-31) to help maximize the professional benefits from limited travel budgets. Please note that registration to the Pre-Conference Seminar can be included as part of the EDCO Conference registration.*
- Presented by** Economic Developers Council of Ontario
- 4:00-6:00 p.m. Registration Opens (**Base of Escalator, Lower Concourse**)
- 5:00-7:00 p.m. **Opening Reception:** Arcadian Loft, 401 Bay Street, Simpson Tower, 8th Floor, Toronto
- 6:00-8:00 p.m. Showcase set-up

Wednesday, January 30, 2019

- 7:00 a.m. Registration Opens / Breakfast Buffet (**Base of Escalator, Lower Concourse / Grand Ballroom Foyer**)
- 7:30 a.m. **Breakfast Bite:** LocalIntel (**Grand East**)
- 8:00 a.m. EDCO 2019 Annual General Meeting (**Grand East**)
- 8:45 a.m. Conference Opening and Welcome (**Grand East**)
- 8:55 a.m. Traditional Blessing and Land Acknowledgement: Chief Stacey Laforme, Mississaugas of the New Credit First Nation
- 9:15 a.m. **Opening Keynote Presentation: *Driving Change in a Fluid Environment***
The arc of the keynote will move through organizational positioning, the movement of information, the chaos of team dynamics, a seismic shift in the economic development business model and tapping the power of "True North." The speaker will provide easily executed ideas, leading edge examples, and thought provoking adjustments that will call-out leadership to make 5 changes to become masters of change in economic development
Presenter: Eric Canada, Chief Executive Officer, Blane, Canada Ltd.

10:15 a.m.

Health Break & Coffee in Showcase (*Grand Ballroom Foyer*)

11:00 a.m.

Concurrent Learning Labs

i. Emerging Opportunities in Entrepreneurship: New Roads in Community Economic Development

From workforce development to population retention to social impact, small business and entrepreneurship drives local economic development. This Learning Lab will introduce economic developers to emerging opportunities to grow their economies through entrepreneurship.

Presenters:

- Lucas Chang, Y2 Entrepreneurship Labs
- Kimberly D'Oliveira, Centre for Social Innovation
- Joanna Reynolds, Centre for Social Innovation
- Jarrod Ladouceur, Ryerson University

ii. Navigating International Relations

Accelerate your foreign direct investment activities by learning how your community can navigate international delegations. In this crash course, speakers will steer you through fundamentals such as event programming, delegation protocols and etiquette, and government resources.

Presenters:

- Corie McDougall, Director, International Missions Secretariat, Marketing & Missions Division, Ontario Ministry of Economic Development, Job Creation and Trade
- Scott Rennie, Project Manager, Northern Ontario Exports Program, City of Greater Sudbury

iii. Re-tool your Decision Making: Using Pro Forma Analysis to Support Local Economic Development

While pro forma have long been used by the private sector, municipal use of pro forma have generally been isolated to urban megaprojects. Smaller municipalities face distinct barriers to unlock economic opportunities: limited fiscal capacity; a heightened risk profile; lack of familiarity to assess risk; public skepticism on major projects; and, limited institutional capacity with pro forma. This session will provide a brief overview of pro forma analysis and a recently developed, publicly accessible pro forma template, as well as provide a case study of how pro forma has been used to support decision making in the Township of Rideau Lakes. Attendees will leave with an understanding of how to use pro forma analysis in their own economic development strategies.

Presenters:

- Mike Dwyer, Chief Administrative Officer, Township of Rideau Lakes
- Michael Seasons, Urban Planner, Dillon Consulting Limited

iv. TBC

11:45 p.m.

Lunch (*Grand Ballroom*)

1:00 p.m. **Plenary: *Globally Standardized City Data to Drive Economic Development***
Presenter: Dr. Patricia L. McCarney, President & Chief Executive Officer, World Council on City Data

2:00 p.m. **Concurrent Learning Labs**

i. **Beyond the Final Report – Calibrating the success of BRE Programs**

Come and learn how rural communities are implementing Business Retention and Expansion strategies and how they are monitoring and measuring their results.

Presenters:

- Dave Gray, Community Economic Development Officer, Burk's Falls and Area Community Economic Development

ii. **Workforce 2019, JOBS WITHOUT PEOPLE!**

In a future of rapid technological change and widespread automation, the determining factor – or crippling limit – to innovation, competitiveness and growth is less likely to be the availability of capital than the existence of a skilled work force. *"Klaus Schwab, Founder and Executive Chairman of the World Economic Forum"*

Presenters:

- Deb Mountenay, Executive Director, Local Employment Planning Council
- Trudy Button, Regional Coordinator, Ontario Centre for Workforce Innovation

iii. **In the Rearview – Looking Back at Successful Foreign Direct Investment Attraction**
Tips, tricks and stories from real FDI projects that were attracted to Ontario.

Moderator:

- Bruce Takefman, President, Research Consultants International FDI, Inc.

Presenters:

- Jennifer Patterson, Senior Business Development Consultant, City of Hamilton
- Len Magyar, Development Commissioner, City of Woodstock
- Dan Degazio, Director of Economic Development, City of Welland
- Blair Patacairk, Vice-President, Global Expansion, Invest Ottawa

Presented by Research Consultants International (RCI)

iv. **Putting Ontario's Small Businesses on the Digital Map**

The Digital Main Street Provincial Expansion funded by the Province of Ontario in partnership with the Ontario BIA Association (OBIAA) seeks to help small main street businesses across Ontario improve their adoption of technologies to better promote themselves online, sell online and even run back-office processes online. Every business that wants to participate in the grant must first take an online assessment of their current technology use. Based on the assessment, the business will then develop a Digital Transformation Plan based on a template that will be provided which will detail their goals and what technologies they need to achieve those goals. To help put the plan into action, the business can then apply for a one-time grant of \$2,500 to help with the costs of adopting the required technology.

With the launch of the Grants Program, we are making Digital Main Street very real. These grants will enable Ontario's small "main street" businesses to learn how to

become more digitally savvy, promoting and selling online; and also using new technologies to help make their operations more efficient. At this session, learn how your Municipality and Businesses can partner to put Ontario's small businesses on the 'digital map' and hear Case Studies on how this project is making Ontario's Small Businesses digitally savvy.

Presenter: Kay Matthews, Executive Director, Ontario BIA Association

2:45 p.m.

Health Break & Coffee in Showcase (*Grand Ballroom Foyer*)

3:15 p.m.

Concurrent Master Classes (75 minutes)

i. Navigating the Cannabis Sector to Harvest the Economic Opportunity

The legalization of cannabis has created economic opportunities across Ontario. In this session you'll "drive" away with an overview of the process producers/processors have to go through to become licensed. You'll hear from an EDO on his experience assisting cannabis businesses navigate the municipal processes. A producer/processor will highlight their experiences and what's in store for the cannabis sector, and lastly you'll hear first-hand from a HR professional about the workforce challenges facing the industry and what you can do to assist.

Presenters:

- Josephine DesLauriers, Vice-President, Human Resources, WeedMD
- Kale Brown, Director of Planning & Development, Town of Alymer
- Dr. Soyoung Lee, Chief Scientific Officer & Quality Assurance Person, Avana
- Joanne Garrah, Director of Licensing and Security, Cannabis Legalization and Regulation Branch, Health Canada

ii. Fueling Your Community's Future Using Data-Driven Decision Making

How communities and organizations are using data-driven decision making and GIS technology to take stock of their businesses and propel their communities forward.

Presenters:

- Dave Hudson, Deputy Director, Trillium Network for Advanced Manufacturing
- Janet Horner, Executive Director, Golden Horseshoe Food and Farming Alliance
- James Goodram, Director of Economic Development, City of Cambridge

iii. Broadband & Cell Gap – The ignition to success for Ontario

CRTC mandate is that Canada has to meet 50/10 – 90% of all Canadians should have access to a 50/10 connection by 2021 – What about the last 10%? What role do Economic Developers play in meeting the National mandate locally?

iv. Manufacturing Future Skills for Generation Next

Manufacturing is a key economic engine in Ontario and developing future skills has been recognized by industry as essential to competing in the fourth industrial revolution, while growing and sustaining manufacturing here at home.

The rapid advance of technology within industry, the need to address present skills shortages, and the emergence of new and enhanced skills requirements not yet defined, requires a strategic approach to ensure our workforce can be productive now and for years to come. Your local manufacturers are striving to adopt new

technologies and more rapid ways of production, while tackling critical issues affecting their business. Enabling growth and support of this sector requires significant investment in future skills – development, methods and subject-matter and enhanced integration of technology – with the greatest potential of generating economic returns.

Learn how industries of all sizes and sectors (along with community partners and stakeholders) are seeking to build a ‘generation next’ workforce, driven by the future skills needed to address this sector’s growth and competitiveness. Hear best practice examples of local, regional and national initiatives being tapped to establish these new capabilities, Integration with IIOT 4.0, automation, additive manufacturing, cyber security, and technical advancements which all require workforce capabilities that may go beyond the fourth industrial revolution.
Presented by Excellence in Manufacturing Consortium (EMC)

- 4:30 p.m. Program ends for the day
4:30–6:30 p.m. Feast On Reception (**Grand Ballroom Foyer**)

Thursday, January 31, 2019

- 7:45 a.m. Registration Opens / Breakfast Buffet (**Base of Escalator, Lower Concourse / Grand Foyer**)
- 8:15 a.m. **Breakfast Bite: Explorer Solutions (Grand Ballroom)**
- 8:45 a.m. Conference Opening and Welcome (**Grand Ballroom**)
- 9:15 a.m. **Plenary Presentation: Le Boat 2.0 – Making Economic Waves in Ontario**
During the 2018 EDCO conference, you witnessed the exciting announcement of the world’s largest European canal boat operator, Le Boat, investing in Ontario and establishing its North American Headquarters in Smiths Falls.
- In spring 2018, Le Boat successfully launched in Ontario and the reviews are in. The investment created jobs, Ontario’s tourism global profile has been raised, tourism visits increased, and the impact on the local economy is significant.
- In this session, you will hear about how Ontario communities addressed local buy-in, overcame zoning issues and planning challenges, and created new partnerships and authentic tourism programming.
- The lessons learned and experience provided can help support and inform other investment initiatives across Ontario.
- Developing the cruising industry is a focus of the Ontario government. Ontario’s 100,000 kilometres of rivers and streams, plus 250,000 lakes are more than just natural wonders.

When investment knocks and communities collaborate, waterways can represent passageways to economic prosperity.

Moderator: Richard McKinnell, Assistant Deputy Minister, Tourism Division, Ontario Ministry of Tourism, Culture and Sport

Panelists:

- Malcolm Morris, Chief Administrative Officer, Town of Smiths Falls
- Ann Weir, Economic Development Manager, United Counties of Leeds and Grenville
- Greg Borduas, Chief Executive Officer, Leeds and the Thousand Islands

10:15 a.m. Health Break & Coffee in Showcase (*Grand Foyer*)

11:00 a.m. Plenary: Ontario Café (*Grand Ballroom*)

12:15 p.m. Lunch (*Grand Ballroom*)

1:30-3:00 p.m. **Concurrent Sessions – MASTER CLASS AND LEARNING LABS**

MASTER CLASS (90 minutes)

i. Cultivating Agri-Food Opportunities

How economic development officers, land use planners and farm and food businesses can work together to strengthen the agri-food sector.

- Kelly Maloney, Agriculture Development Officer, City of Kawartha Lakes
- Mat Vaughan, Principal Planner, Norfolk County
- David Thompson, Research Project Coordinator, Rural Agri-Innovation Network (RAIN)

1:30-2:15 p.m. **LEARNING LABS (45 minutes)**

i. Union Station West: Toronto Pearson's Planned New Regional Transit and Passenger Centre

This learning lab will be devoted to discussing Toronto Pearson's plans for a Regional Transit and Passenger Processing Centre, a facility that could serve as a second major ground transit hub for the region. Come hear about Toronto Pearson's vision to support airport growth and regional connectivity, while providing significant economic and social benefits to the entire Greater Golden Horseshoe.

Presenters:

- Eileen Waechter – Director, Corporate Relations and Strategic Partnerships, Greater Toronto Airports Authority
- Michael Mendel – Manager, Government Affairs and Stakeholder Relations, Greater Toronto Airports Authority

Presented by Greater Toronto Airports Authority

ii. Turbocharge your Economic Development Data to Drive FDI

Effective use of economic development data to turbocharge your community's investment attraction requires a big picture perspective. How well do you understand your current value proposition? Where do you want to take it? Are you tracking cross-border greenfield investments, capital investment, job creation, and tracking investor signals? Do you have a solid handle on important investment

trends in order to best craft your economic development strategy? And what kinds of data can you offer to potential investors who come to your website to search and analyze their key criteria for site selection? This learning lab offers a practical overview of the ways data can be used internally and for outreach to develop and put into practice a powerful, multifaceted investment promotion strategy for your community.

Presenters:

- Alissa Sklar, Ph.D., Vice-President, Marketing, GIS Planning
- Chris Knight, Global Commercial Director, fDi Intelligence

Co-presented by GIS Planning Inc. and fDi Intelligence

iii. Launch your Export Action Plan (LEAP) Workshop

Please join the Canada-Ontario Export Forum (COEF) to learn about the Launch your Export Action Plan (LEAP) workshop. LEAP workshops, half day sessions run by the Ministry of Economic Development, Job Creation and Trade's (MEDJCT) Senior Export Advisors, help build SMEs' capacity to grow and sell internationally, and are held in collaboration with local economic development agencies. LEAP targets potential and new exporters, allowing companies to assess their export readiness and understand the basics of an export plan and resources available from COEF.

LEAP, along with other COEF programs and services, compliment the work of economic development agencies to scale companies and create jobs across Ontario.

Presented by Canada-Ontario Export Forum

2:15-3:00 p.m.

i. Turbocharge Your Positioning Statement

ii. Turning the corner – how communities are responding to the loss of major employers

Last year, Procter & Gamble, the largest industrial employer in Brockville announced that they would be closing, and GE announced their closure in Peterborough. Together those announcements involve 1,000 direct jobs lost in those communities. Hear how Brockville and Peterborough dealt with those announcements and learn about the resources and tools available from the Ontario government to help communities shift gears.

Presenters:

- Rhonda Keenan, President & Chief Executive Officer, Peterborough & the Kawarthas Economic Development
- Rob Nolan, Director of Economic Development, City of Brockville
- Joanne Anderson, Director, Ministry of Economic Development, Job Creation and Training
- Jennifer Barton, Director, Ministry of Training, Colleges and Universities

iii. Planning Together for a Reliable Electricity System

A reliable source of electricity is essential to supporting economic growth. Planning for the resiliency of electricity infrastructure is becoming especially crucial as we begin to understand how communities are taking energy planning into their own hands. The IESO works with municipalities and economic development offices

across the province to explore community planning initiatives and develop electricity plans that support local development. Learn how economic development officers, municipal planners, local distribution companies and the Independent Electricity System Operator (IESO) are working together to ensure there is an adequate electricity supply and infrastructure to meet the expected growth in communities.

Presented by Independent Electricity System Operator

3:00 p.m.

Health Break & Coffee (*Grand Ballroom Foyer*)

3:15 p.m.

Closing Plenary: Empathy is the #1 Job Skill: The Future of Work and Learning (*Grand East*)

What does it mean to be human in the age of intelligent machines? What are the job skills of the future? How can we train ourselves—and our employees—to be indispensable to business success? In this interactive keynote, entrepreneur and inventor of *The Empathy Toy*, Ilana Ben-Ari identifies creativity and emotional intelligence as two of the top skills workers need—now and in the future. Much of our work is becoming automated, she says. But a successful interaction between two human beings, or a creative way of thinking, can't be automated. It can, however, be taught.

Presenter: Ilana Ben-Ari, Design Thinker and Founder of Twenty One Toys

4:15 p.m.

Program ends

5:30 p.m.

President's Reception (*Grand Ballroom Foyer*)

6:30-9:30 p.m.

President's Dinner and Awards of Excellence (*Grand Ballroom*)

Host: Adam Grove, Renowned Comedian and host of Cash Cab

Presented by County of Brant