

**Wednesday, June 6, 2007 - Building Your Economic Foundation Capacity Umbria 2:00-3:30 p.m.**

**MODERATOR: Dion McGrath, Saskatchewan Regional Economic and Co-operative Development**

**James Gollub, Senior Vice President, Global Economic Development, ICF International**

**TOPIC: “Collaborative Strategies to Build High Performing Regions”**



Mr. Gollub is an “economic therapist” who, with his team, assists nations, states, regions and institutions worldwide to develop and implement bottom-up, market-driven, collaborative economic competitiveness strategies. Mr. Gollub is a co-founder of the field of cluster-based economic development and has been senior vice president and head of the ICF International Global Economic Development Practice (GEDP) since 2000. Mr. Gollub came to ICF from Information Design Associates (IDeA) which he led from 1995 to 2000. He had been a principal with the DRI/McGraw-Hill, Economic Competitiveness Group from 1992 to 1995 and previously co-directed the Center for Economic Competitiveness at SRI International from 1976 to 1992. Mr. Gollub has played a hands-on role in more than 250 competitiveness and innovation strategies over the years. His team uses an approach to competitiveness that emphasizes mobilizing stakeholders; completing rigorous analysis; engaging each industry cluster with key economic input institutions to produce realistic collaborative actions; and building the implementation partnerships needed to sustain ongoing action. Contact: 394 Pacific Ave., 2<sup>nd</sup> Floor, SAN FRANCISCO CA, 94111, 415-677-7184, [jgollub@icfi.com](mailto:jgollub@icfi.com).

**Nelson R. Jatel, B.Sc., Executive Director, Okanagan Partnership Society**

**TOPIC: “Okanagan Competitiveness Strategy”**



Prior to joining the Okanagan Partnership Society, an industry-led organization focused on developing the first rural cluster strategy in Canada, Mr. Jatel was involved in industry innovation and post-secondary management. He was responsible for managing Okanagan University College’s Innovation Centre and the British Columbia Freshwater Institute. As President of Limnology Research Corporation (LRC), Mr. Jatel is involved with the manufacture of specialized water research equipment and the commercialization of intellectual property. Past President of the Kelowna Capri Rotary Club, Mr. Jatel is a member of the Canadian Club, and the founding president of the Okanagan University College Alumni Association. Contact: 3333 University Way, KELOWNA BC V1V 1V7, 250-807-9851, [nelson.jatel@ubc.ca](mailto:nelson.jatel@ubc.ca).

**Wednesday, June 6, 2007 - Competitiveness in Manufacturing Lombardy 2-3:30 p.m.**

**MODERATOR: Monique Lischynski, Saskatchewan Industry and Resources**

**Jayson Myers, Senior Vice President and Chief Economist,  
Canadian Manufacturers and Exporters (CME)**

**TOPIC: "The Future of Industry in a Global Market"**



Dr. Myers is a well-known economic commentator and president of his own economics consulting firm. He is widely published in the fields of Canadian and international economics, technological and industrial change, and has been recognized by consulting firm Watson Wyatt as the most accurate economic forecaster in Canada. He sits on several advisory committees to several Ministers of the Crown and the Bank of Canada. Contact: #1500 – 1 Nicholas Street, OTTAWA ON K1N 7B7, 613-238-8888 ext. 231, jayson.myers@cme-mec.ca.

**Monique Lischynski, BSA, MSc., Business Development Manager, Manufacturing, Saskatchewan Industry and Resources**

**TOPIC: "Lean Consortiums: An Example of Building Competitiveness Through Collaboration"**



Ms. Lischynski holds a Bachelor of Science Agriculture and a Master of Science from the University of Saskatchewan. She has worked in the private sector in operations management in both the agriculture and manufacturing sectors. She has also worked in the area of equity investment and business support services. In her current position with the Government of Saskatchewan, Ms. Lischynski works with the manufacturing sector in the province. Contact: #206 – 15 Innovation Boulevard, SASKATOON SK S7N 2X8, 306-933-7484, mlischynski@ir.gov.sk.ca.

**Stewart Bellamy, Brandt Engineered Products Ltd., Regina**

**TOPIC: "Implementing Lean and Lean Consortiums: Our Experience"**



Involved in the fabrication/manufacturing industry for four decades, Mr. Bellamy joined Brandt Engineered Products Ltd. (BEPL) in Regina 10 years ago. His responsibilities include quality assurance and the use of lean enterprise initiatives to help drive process improvements. In 2000/2001, he led the implementation of the company's Quality Management System (QMS) being registered in compliance with ISO 9001:2000. He has also led the company's charge to become a leaner organization. Mr. Bellamy has completed the RAB accredited, ISO 9001:2000, Lead Auditor Course. He is a director with the South Saskatchewan Manufacturers Consortium, and a senior member, past chair and executive member of the Saskatchewan Section of ASQ (American Society for Quality). Contact: P. O. Box 1876, 302 Mill Street, REGINA SK S4P 3E2, 306-791-7557, sbellamy@brandt.ca.

**Wednesday, June 6, 2007 - Using Technology to Build Collaboration Tuscany 2:00-3:30 p.m.**

**MODERATOR: Cherylynn Walters, Marieval Enterprise Centre Inc.**

**Dr. Don Lenihan, Chief Executive Officer, Crossing Boundaries National Council**

**TOPIC: "Economic Development in a Wired World"**



Dr. Lenihan has more than 20 years of experience as a researcher and analyst in areas ranging from electronic government to citizenship and diversity. Currently, he is responsible for the Crossing Boundaries National Council, a non-profit national forum whose purpose is to help Canadian governments understand and prepare for the Information Age. Previously, Dr. Lenihan worked with the KTA Centre for Collaborative Government, the Institute of Public Administration of Canada (IPAC), and The Network on the Constitution. A prolific writer on public policy and administration, he has co-authored a book on Canadian federalism with Gordon Robertson and Roger Tassé: *Canada: Reclaiming the Middle Ground*, published by the Institute for Research on Public Policy. Contact: 122 Keefer Street, OTTAWA ON K1M 1T5, 613-594-4795 ext. 401, [dlenihan@crossingboundaries.ca](mailto:dlenihan@crossingboundaries.ca).

**Cherylynn Walters, General Manager, Marieval Enterprise Centre Inc., and President and lead trainer, CHS Enterprises Inc.:**

**TOPIC: "Building Community Economic Development through Technology"**



At the Marieval Enterprise Centre Inc., a Cross-Cultural Business Resource Centre located at Cowessess First Nation and in Grayson, Sask., Ms. Walters is involved in community economic development, development of information technology, e-Learning and e-commerce, labour force development, project management and program material development. Ms. Walters holds degrees in education and an MBA from the University of Saskatchewan. She was Vice President, Marketing, for a Saskatchewan biotechnology company; and Manager, Business Training, Business Development Bank of Canada (BDC). She is involved with the development of the Aboriginal Business Services Network (ABSN) partnership. Contact: P.O. Box 2824, MELVILLE SK S0A 2P0, 306-794-2051, [cherylynn@marieval.com](mailto:cherylynn@marieval.com).

**Marie Bandet-Prebushewski, Executive Director, Thickwood Hills Business and Learning Network**

**TOPIC: "Using Technology to Integrate Cultural Perspectives into Communities"**



An educator and business owner, Ms. Bandet-Prebushewski has a strong background in education, agriculture, and Canadian and international community development. She is President, lead trainer and curriculum writer for P.R.E.B. Consulting. Currently, Ms. Bandet-Prebushewski is involved in projects for economic development in First Nation communities, focussing on the development of artisan co-operatives, entrepreneurship, and information and communication technologies, as well as e-Learning and e-commerce. She also provides community-based opportunities for labour force development, with a concentration on the development of essential skills, and manages the Aboriginal Business Services Network (ABSN) project on the west side of Saskatchewan. Contact: 17 Main Street, HAFFORD SK S0J 1A0, 306-549-4726, [mpreb@sasktel.net](mailto:mpreb@sasktel.net).

**Colleen Stinson, Manager, Special Projects, CAP Society, Cape Breton County, Sydney, N.S.**

**TOPIC: "Online Collaborative Tools for Community Economic Development"**



Ms. Stinson manages technology development in 28 sites/partnerships and oversees the development and management of projects aimed at increasing Information and Communications Technology (ITC) innovation and community economic development in the region. Previously, Ms. Stinson provided project management for community based projects, corporate training, and university exchange programs. She has lived and worked with people of various cultures in a variety of community development projects in Canada, Europe, Southeast Asia, Australia, Mexico and South America. She has travelled extensively and speaks three languages. A graduate of Trent University in Comparative Development Studies, she is currently in an MBA program. Contact: 315 Jamieson Street, SYDNEY NS B1N 2P7, 902-539-9063, [cstinson@capcbco.ca](mailto:cstinson@capcbco.ca).

**Wednesday, June 6, 2007 - Regional Economic Data Intelligence Lombardy 4:00-5:30 p.m.**

**MODERATOR: Rochelle Smith, Saskatchewan Regional Economic and Co-operative Development**

**Eric P. Canada, Blane, Canada Ltd., Chicago**

**TOPIC: "Business Dynamics: A Context for Decision-Making"**



An authority on business retention and economic development marketing, Mr. Canada developed the award winning Synchronist Business Information System<sup>®</sup> retention and expansion software, used by economic development organizations throughout the U.S. and Canada. He is also recognized for his innovations in business retention, including: applying competitive intelligence techniques; the predictive retention system; Matrix Analysis<sup>™</sup>; and the Synchronist Business Information System<sup>®</sup>. Since 1995, thousands of development professionals have participated in Mr. Canada's advanced courses and workshops on business retention and marketing. He has written marketing books and he publishes a monthly e-mail newsletter distributed internationally. Contact: 1506 Cadet, Suite 100, WHEATON IL 60187, 630-462-9222, ecanada@blanecanada.com.

**Stephen Morris, Community Economic Analysis Specialist**

**Ontario Ministry of Agriculture, Food and Rural Affairs**

**TOPIC: "Using Economic Analysis for Strategic Decision Making"**



Mr. Morris' work includes assisting communities in strategic planning processes by providing economic analysis information to improve local decision-making. Prior to joining the Ministry, he worked in economic development at the municipal level for the City of Brantford and Town of Oakville. Stephen is a certified Economic Development Officer with the Economic Development Association of Canada, and is a graduate from the University of Waterloo, Local Economic Development Masters Program. Contact: 1 Stone Road West, 4NW, GUELPH ON N1G 4Y2, 519-826-3954, stephen.morris@ontario.ca.

**Kate Humpage, Manager, Rural Research and Analysis,**

**Rural Secretariat, Agriculture and Agri-Food Canada**

**TOPIC: "Community Information Database"**

Prior to rejoining the federal government in 2003, Ms. Humpage spent several years working with the voluntary sector helping to develop the Accord between the sector and the federal government. Much of her work, both in the federal government and elsewhere, has focused on community and social development, from both national and international perspectives. Contact: 1341 Baseline Road, Tower 7 - 6<sup>th</sup> Floor, OTTAWA ON K1A 0C5, 613-759-7106, humpagek@agr.gc.ca.

**Wednesday, June 6, 2007 - Going Global Umbria 4-5:30 p.m.**

**MODERATOR: Guy Hughes, Saskatchewan Trade and Export Partnership**

**David M. Archer, BBA, ATM Export Management Inc.**

**TOPIC: "Global Expansion: Helping Companies Succeed"**



After an extensive career in export related positions, Mr. Archer established his own export management company in 1998 to assist Canadian companies in exporting their products worldwide. He was directly responsible for annual Canadian client in-market sales to Mexico of over \$2 million in 2005. He received the Ontario Global Traders Award for Partnership in 2005. An instructor for the national Forum for International Trade Training (FITT) Program, Mr. Archer is a member of the Importers and Exporters of Canada/ Canadian Council for the Americas and the Association of Independent Consultants. David is on the roster of Consultants of the Business Development Bank as an International Business Consultant. Contact: 5 – 190 Minet's Point Road, Suite 377, BARRIE ON L4N 8J8, 705-735-3397, [canada@atmexport.com](mailto:canada@atmexport.com).

**Murad Al Katib, President, CEO and Director, Saskcan Pulse Trading Inc.**

**"Topic: "A Going Global Perspective from Saskcan Pulse Trading"**



Born and raised in Davidson, Sask., Mr. Al Katib holds a business degree from the University of Saskatchewan, and an MBA from the American Graduate School of International Management in Arizona. An entrepreneur who believes in agriculture and Saskatchewan, Mr. Al Katib uses his trade knowledge and contacts around the world to open new export opportunities. He serves as President of the Canadian Special Crops Association, Vice-Chair of Pulse Canada, and is a member of the Canadian Government's Small and Medium Enterprise (SME) Advisory Board for the Department of Foreign Affairs, International Trade Canada. Contact: P.O. Box 30029, REGINA SK S4N 7K9, 306-525-4490, [murad@saskcan.com](mailto:murad@saskcan.com) OR [omer@saskcan.com](mailto:omer@saskcan.com).

Wednesday, June 6, 2007 - Building the Ultimate Experience Economy Tuscany AB 4:00-5:30 p.m.

**MODERATOR: Candace Phelps, Tourism Saskatchewan**

**Tom Tresser, Passionate Strategies, Chicago**

**TOPIC: "Fundamentals of the Experience Economy"**



Mr. Tresser is a cultural planner and community development consultant. He designs and produces experiential marketing programs that leverage his experience in show business, consulting, and e-commerce. For more than 25 years, Mr. Tresser has been developing creative ways of linking the arts, economic development, and civic engagement. He has been involved with numerous organizations and clients. He was the managing director with Pegasus Players, and won 20 Jefferson Citations for Performance Excellence; the organizer of Greater Chicago Citizens for the Arts; and lead organizer for the Creative America project, a national non-partisan effort to inspire and train creative professionals to lead in the public sector. Contact: Suite I, 1643 N. Larrabee St., CHICAGO IL 60614, 312-804-3230, tom@tresser.com.

**Peter Kenyon, Bank of I.D.E.A.S. (Initiatives for the Development of Enterprising Action and Strategies), Australia**

**TOPIC: "Good Enough Never Is: Lessons from Inspirational Businesses in Australia and New Zealand"**



Mr. Kenyon has worked with over 800 communities throughout the world seeking to facilitate fresh and creative ways to stimulate community and economic renewal. He believes that communities must build from the inside out, and that residents must invest themselves, and their ideas, assets and resources in the process. In 1990, he created the Bank of I.D.E.A.S. in 1990 to promote this paradigm shift. In 2003, he received the Centenary of Federation medal for services to Community Development in Rural Australia. Contact: 14 Bird Road, KALAMUNDA WEST AUSTRALIA 6076, (08) 6293-1848, pk@bankofideas.com.au. See Keynote Speakers' biographies. Contact: 14 Bird Road, KALAMUNDA WEST AUSTRALIA 6076, (08) 6293-1848, pk@bankofideas.com.au.

**Wednesday, June 6 - Governance of Rural/Urban Interaction Trentino 4-5:30 p.m.**

**MODERATOR: Ray Bollman, Statistics Canada, “Factors Driving Canada’s Rural Economy”**

**Mark Partridge, Professor, Swank Chair of Rural-Urban Policy, Ohio State University.**

**TOPIC: “Building Strong Regional Foundations for Rural-Urban Growth”**



Prior to assuming his position with Ohio State University, Professor Partridge was the Canada Research Chair in the New Rural Economy at the University of Saskatchewan, and earned his Ph.D. in economics from the University of Illinois. He has published more than 60 scholarly papers, and recently co-authored a book entitled *The Geography of American Poverty: Is There a Role for Place-Based Policy?* His current research includes investigating the rural-urban interface, community growth and vitality, and regional policy and governance. He served as President of the Southern Regional Science Association, and is on the editorial boards of two scientific journals. He has also testified to the U.S. Congress on immigration policy. Contact: 4150 Chadbourne Drive, COLUMBUS OH 43220, 614-688-4907, partridge.27@osu.edu.

**Dr. Robert Greenwood, Director, The Leslie Harris Centre of Regional Policy and Development, Memorial University of Newfoundland**

**TOPIC: “New Opportunities for Rural-Urban Co-operation”**



The founding director of The Leslie Harris Centre, which co-ordinates and facilitates Memorial University’s educational, research and outreach activities in the areas of regional policy and development, Dr. Greenwood is cross-appointed with Memorial’s Faculty of Business Administration. He has taught, consulted, published and presented extensively on community economic and regional development, strategic economic planning, sectoral and cluster development. He is President of the Canadian Rural Revitalization Foundation and is Chair of the National Rural Research Network. He previously served in senior management positions with the governments of Newfoundland and Labrador, and Saskatchewan. Contact: c/o 4<sup>th</sup> Floor, Spencer Hall, ST. JOHN’S NF A1C 5S7, 709-737-6170, robg@mun.ca.

Thursday, June 7, 2007 - The ABC's of Economic Development Umbria 10:30 a.m.-12 p.m.

**MODERATOR: Marian Beattie, Rural Development Institute**

**Dr. Robert C. Annis, Director, Rural Development Institute, Brandon University, Manitoba**

**TOPIC: "Regional Collaboration: Why do communities come together?"**



Dr. Annis has been actively engaged in community development initiatives across Canada for more than 25 years. He has conducted research projects, and has served as a consultant to Canadian governments and non-profit agencies in the fields of applied research, program review, strategic planning and human resource development. He believes that communities have, and can further develop, the capabilities and resources necessary to encourage economic and social development. Dr. Annis serves and has served on several boards and committees. He founded Brandon University's Community Outreach Service and continues to serve on its advisory committee. Contact: 270 – 18<sup>th</sup> Street, BRANDON MB R7A 6A9, 204-571-8552, annis@brandonu.ca.

**Russ McPherson B.Sc., WaterWolf Regional Initiative, MidSask Regional Economic Development Association (REDA) and the Community Futures Development Corporation (CFDC)**

**TOPIC: "WaterWolf Regional Round Table: Illustration of Multi-Community Collaboration"**



A graduate of the University of Saskatchewan, Mr. McPherson and his wife live on the family homestead near Outlook. He has a long history of working in governance in Saskatchewan, serving on many provincial and regional level organizations. He is presently the manager of the WaterWolf regional initiative, working to achieve increased capacity on a regional basis for the many small municipalities that are dealing with change in rural communities. He continues to sit as a rural councilor in his community. Contact: P.O. Box 176, 420 Saskatchewan Avenue West, OUTLOOK SK S0L 2N0, 306-867-9566, russmcpherson@midsask.ca.

**Denise Guillet, B.Sc., MidSask Regional Economic Development Association (REDA) and Community Futures Development Corporation (CFDA)**

**TOPIC: "Application of GIS for Multi-Community Planning"**



Raised on a farm near Beechy, Sask., Ms. Guillet holds a degree in physical geography from the University of Saskatchewan. She has been with the MidSask Regional Economic Development Association (REDA) and the Community Futures Development Corporation (CFDC) for five years. Denise is currently involved with the WaterWolf regional initiative. She is the Geographic Information System technician and also manages the emerging GPS tracking equipment, working with rural municipal road equipment. Denise lives in Outlook and has a livestock operation with her husband Trevor. Contact: P.O. Box 176, 420 Saskatchewan Avenue West, OUTLOOK SK S0L 2N0, 306-867-9566, denise@midsask.ca.



Thursday, June 7, 2007 - Cultivating the Entrepreneurial Garden (roundtables) Trentino  
10:30 a.m.-12 p.m.

**MODERATOR: Lanis Anthony, Saskatchewan Angel Investors Network (SAINT)**

**Table Number and Name:**

**1. Entrepreneur Best-Practices**

**Russell Scott Allred, MBA, High Performance Entrepreneurs (HPE), HPE Hot 100**

**TOPIC: “Building High-Performance Entrepreneurs Using the HPE Hot 100 Business Expansion Program”**



Mr. Allred is co-creator of the Local Hot 100, a community effort designed to increase a local economy by \$100 million U.S. He and his partners developed the High Performance Entrepreneurs (HPE) system by drawing on their experience working with some of the world’s largest companies, and on their passion for emerging enterprises. The HPE system benchmarks and prioritizes 300 best practices that accelerate growth and profitability. Mr. Allred is adjunct faculty at California State University, Bakersfield, and University of Lavern. He has published three books and numerous articles in professional journals. Contact: 8302 Espresso Drive, Suite 100, BAKERSFIELD CA 93312, 661-864-1000, rallred@naicapital.com.

**2. Teaching Entrepreneurship**

**Brent Kreuger, Vice President, Global Infobrokers Inc.**

**TOPIC: “Creating the World’s Future Leaders Through Innovation and Creativity - The Praxis Model”**



Passionate about the development and support of diverse learning methods, and the importance of problem solving and critical thinking, Mr. Kreuger has applied these concepts to Global Infobrokers Inc. This private training company’s flagship program is an entrepreneurship program that has facilitated the start-up of over 600 new ventures in Western Canada during the past 17 years. Mr. Kreuger’s enthusiasm for education led he and his wife, Monica, to establish a private international high school, Praxis International Institute, which focuses on developing an entrepreneurial mindset. Their school challenges students to ask questions, find solutions, and implement their ideas. Contact: 2160 Easthill SASKATOON SK S7N 3C9, 306-664-0500, brent@globalinfobrokers.ca.

**3. Business Mentorship**

**Barb Cox-Lloyd, Executive Director, Business Mentorship Institute of Saskatchewan Inc. (BMI)**

**TITLE: “The Value of Mentorship to Building Business Leaders”**



Ms. Cox-Lloyd has worked in private industry, government, and not-for-profit organizations as a partner, advisor or volunteer for more than 20 years. She has provided management, marketing and human resource assistance, and has developed and delivered training programs for individuals and organizations. She launched BMI in January 2006 following two years of research and planning by a steering committee composed of representatives of the Government of Saskatchewan, the Saskatchewan Trade and Export Partnership(STEP), and the Saskatchewan Chamber of Commerce. Contact: #105 – 116 Research Drive, SASKATOON SK S7N 3R3, 306-964-2012, barb@saskmentor.com.

#### 4. Business Networking

**Steve Bell, Executive Director, Business Network International (BNI) Saskatchewan**

**TOPIC: “Relationships for Revenue”**



A contributing author to the soon to be released book entitled Masters of Sales, the third in the “Masters” series, Mr. Bell is also co-founder of “The Networking Masters TeleSummit,” an international business event. The purpose of BNI’s marketing and referral system is to facilitate the exchange of qualified business referrals between members. Mr. Bell and his wife Gina co-founded the BNI program in Saskatchewan. The organization has more than 200 chapters in Canada, and more than 3,000 chapters worldwide. In 2006, members passed more than three-million referrals, which generated more than \$4 billion in new business. Contact: 2124 B Robinson Street, REGINA SK S4T 2P7, 306-352-6397, [steve@bnicanada.ca](mailto:steve@bnicanada.ca).

#### 5. Business Counseling

**Rena Posteraro, Business Development Officer, Niagara College, Niagara on the Lake Campus, Ontario**

**TOPIC: “Effective Business Counseling: A Model for Entrepreneurial Success”**



Ms. Posteraro co-ordinates the self employment programs and training, which assists clients in the region in their business start up and operation. She has taught business courses, as well as co-ordinated call centre programs. Involved in family businesses for the past 25 years, Ms. Posteraro recently sold her women’s fitness studio, which she operated for six years. Ms. Posteraro holds degrees from Brock University, and is a certified adult educator and business counselor. She serves on numerous boards. Most recently, she delivered entrepreneurship and mentoring workshops with global university and college partners in South Africa and the Dominican Republic. Contact: 135 Taylor Road, R.R. #4, W115, NIAGARA ON THE LAKE ON L0S 1J0, 905-641-2252 ext. 4405, [rposteraro@niagarac.on.ca](mailto:rposteraro@niagarac.on.ca).

#### 6. Enterprise Centers

**Bill Spring, Regional Development Manager, Regina and Swift Current, Regina Business Development Centre, Saskatchewan Regional Economic and Co-operative Development**

**TOPIC: “Assisting the Entrepreneur from Idea to Operation to Profit”**



Mr. Spring has served the Saskatchewan business development field for 22 years. At present, he is located in the Centre for Business Development Inc. in Regina, a partnership of like-minded members who are co-operating in the delivery of development services to Regina and region. He has a strong interest in entrepreneurial development and business mentorship support. Prior to joining the Government of Saskatchewan, Mr. Spring worked for 10 years in the sales management and sales supporting areas of a major retailer in Regina and Winnipeg. Contact: 1925 Rose Street, REGINA SK S4P 3P1, 306-788-2225 [bill.spring@gov.sk.ca](mailto:bill.spring@gov.sk.ca).

#### 7. Business Financing

**Ben Voss, Chief Executive Officer, Entrepreneurial Foundation of Saskatchewan**

**TOPIC: “Working with Entrepreneurs – Helping Visionaries Build a Stronger Economy”**



Mr. Voss is an engineer who uses his experience in the creation and operation of businesses to help other entrepreneurs build successful companies. Ben serves on the boards of SaskTel, the Growth Committee, the Agriculture Development Fund (ADF), the Business Mentorship Institute board, and Big Brothers/Big Sisters of Saskatoon. He is a member of the Action Committee on the Rural Economy (ACRE), and the Consulting Practice Committee of the Association of Professional Engineers and Geoscientists of Saskatchewan. Contact: #207 – 116 Research Drive, SASKATOON SK S7N 3R3, 306-964-2020, [bvoss@efsk.ca](mailto:bvoss@efsk.ca).

## 8. Celebrating Entrepreneurship

**Larry Hiles, PAg, President and CEO, Regina Regional Economic Development Authority (RREDA)**  
**TOPIC: “Business Planning Competitions”**



Dedicated to the development and success of Saskatchewan businesses and communities, Mr. Hiles was appointed as Chair, Information Services Corporation of Saskatchewan (ISC), in May 2002. In 2003, he was appointed President and CEO, RREDA. He previously served as Chief Financial Officer, Doepker Industries Ltd., and with the CIBC in positions of increasingly senior management responsibility. Mr. Hiles is a member of many boards of both business and charitable organizations. He has been a member of Team Saskatchewan (international trade); the Mayor’s Task Force for Regina’s Future; and the Action Committee on the Rural Economy (ACRE). Contact: Suite 255, 1919 Rose Street REGINA SK S4P 3P1, 306-791-4694, lhiles@rreda.com.

## 9. Entrepreneurial Trends

**Dr. Jean-Marie Nkongolo-Bakenda, Associate Professor, University of Regina**  
**TOPIC: “The Globalization of Entrepreneurship”**



Dr. Nkongolo-Bakenda holds a doctorate in administrative sciences and an MBA in management, and is an associate professor of strategic management and international business courses. His interests focus on community entrepreneurship and Canadian globally oriented small- and medium-sized enterprises. Topics examined include: ethnic and indigenous entrepreneurship, environmental scanning, networks and alliances, organizational learning, innovation, and strategic vision. Mr. Nkongolo was co-founder and manager of ACETCO, a small service firm in Quebec City from 1997-1999. He is President of the Canadian Council for Small Business and Entrepreneurship and a member of the International Council for Small Business. Contact: University of Regina, REGINA SK S4S 0A2, 306-585-4721, jean-marie.nkongolo-bakenda@uregina.ca.

## 10. Intellectual Property

**Cory J. Furman, Partner, Furman & Kallio, Regina**  
**TOPIC: “Leveraging Intellectual Property to Enhance Business Opportunities”**



Mr. Furman is a partner in the intellectual property law firm of Furman & Kallio, which provides intellectual property legal services, and patent and trademark agency services to clients of varying sizes, from individuals through to multi-national corporations, for jurisdictions within and outside of Canada. Mr. Furman is a Trademark Agent, Canadian Intellectual Property Office; and a Patent Agent, Canadian Intellectual Property Office. His concentration includes patent and trademark prosecution; patent drafting (mechanical, Internet and software related); trademark opposition proceedings; licensing; and software/ E-commerce copyright intellectual property issues. Mr. Furman has numerous professional and business affiliations, including the Canadian Information Technology Law Association and the American Intellectual Property Law Association. Contact: #1400 – 2002 Victoria Avenue, REGINA SK S4P 0R7, 306-347-0007, cfurman@furman-kallio.com.

**Thursday, June 7 - Growth Planning in Manufacturing Lombardy 10:30 a.m.-12 p.m.**

**MODERATOR: Monique Lischynski, Saskatchewan Industry and Resources**

**Michael P. Collins, President, MPC Management**

**TOPIC: “Growth Planning for Small- and Mid-Sized Manufacturers”**



Mr. Collins is a management consultant, writer, and trainer. His company focuses exclusively on the problems and challenges of small and midsize manufacturers of industrial products and services. He has more than 35 years of experience in senior level positions, and has published three books. He is a consultant to the National Institute of Standards in its Manufacturing Extension Partnership program, and he has developed industrial marketing training and training programs for a wide variety of manufacturers. Contact: 2237 North East – 203<sup>rd</sup> Avenue, FAIRVIEW OR 97024, 503-669-4968, [mpcmgt@att.net](mailto:mpcmgt@att.net).

**Pieter Cruson, General Manager, Dutch Industries, Pilot Butte, Sask.**

**TOPIC: “Dutch Industries – Company’s Perspective”**



Dutch Industries is a diverse manufacturing company located 10 minutes east of Regina. The company manufactures agricultural equipment; is a steel fabricator for commercial construction projects; and also subcontracts to other manufacturers for laser cutting, welding and packaging. Dutch Industries employs about 100 people. Mr. Cruson has been with Dutch Industries for 14 years. He holds an industrial engineering degree from the University of Manitoba. Contact: 300 Portico Drive, P.O. Box 568, PILOT BUTTE SK S0G 3Z0, 306-781-4820, [pcruson@dutchind.com](mailto:pcruson@dutchind.com).

**Thursday, June 7, 2007 - Business Retention and Expansion: Best Practices Tuscany  
10:30 a.m.-12:00 p.m.**

**MODERATOR: Fred Morley, Greater Halifax Partnership**

**Michael Darger, Area Program Leader, Extension, University of Minnesota**

**TOPIC: "After the BR&E Visitation: What will make a community priority project succeed or fail?"**



Mr. Darger acts as supervisor, coach and convener of the regional Extension educator team. He is also the liaison to campus specialists, supporting the educators' expertise in programs in the community business and industry climate, public finance and tourism areas. He also has managed Extension's Business Retention and Expansion Strategies Program (BR&E) since 1999. Mr. Darger has assisted many award winning BR&E programs in Minnesota; Swift Current, Sask.; and, this year, in Alberta. He is a BR&E Certified Master Consultant from BREI. His prior experience includes local economic development positions with both inner city non-profits and county government; and commercial banking, corporate finance and marketing. Contact: 1420 Eckles Avenue, 460 Coffee Hall, ST. PAUL MN 55108-6068, 612-625-6246, darger@umn.edu.

**Del Birch, Vice President, ExecutivePulse, Inc., Erie, Pennsylvania**

**TOPIC: "Building Positive Relationships with Your Business Community"**



Mr. Birch has developed techniques to build and sustain strong local business retention teams, and his company assists clients to develop, implement and sustain systematic business retention programs. Mr. Birch holds degrees in business management and advertising, and has worked in marketing for Westinghouse Electric Corporation and Black and Decker, among others. He is the editor of the monthly electronic newsletter, The Retention Monthly, which provides news, trends and a global perspective of economic development, and he serves on the editorial advisory board for Business Facilities magazine. Contact: 11 East 4<sup>th</sup> Street, ERIE PA 16507, 866-397-8573 ext. 3, dbirch@e-pulse.net.

**Karen Fischer, Business Retention and Expansion Specialist,**

**Economic Development Division, Ontario Ministry of Agriculture, Food and Rural Affairs**

**TOPIC: "Using Governments as Effective Partners in BR&E Programs"**



Ms. Fischer has worked with more than 100 rural communities, focussing on outreach, certified BR&E training, marketing, evaluation, product development, and monitoring of the various BR&E tools and resources offered by the Province of Ontario. A graduate of the University of Guelph with a major in Environmental Biology and a minor in Environmental Studies, Ms. Fisher completed a Certificate in Municipal Administration at St. Lawrence College. She is working towards the Economic Developer (Ec. D.) designation from University of Waterloo, as well as the Certified Business Retention Expansion Professional designation through BREI. She completed the BREI certified BR&E Consultant course in 2001, and is an active member of BREI, serving as a board member. Contact: 1 Stone Road West, 4NW, GUELPH ON N1G 4Y2, 519-826-6640, karen.fischer@omafra.gov.on.ca.

Thursday, June 7, 2007 - Cool Communities – Cool Companies Umbria 1:30-3:00 p.m.

**MODERATOR: Victoria Morris, Saskatchewan Co-operative Association**

**Rebecca Ryan, Founder and CEO, Next Generation Consulting (NGC), Wisconsin**

**TOPIC: “Brain Drain: How to Attract and Retain the Next Generation of Talent”**



Named as the 2004 Entrepreneur of the Year by the U.S. Association for Small Business and Entrepreneurship, Ms. Ryan helps her clients to engage the next generation. NGC has conducted interviews, focus groups, and surveys with more than 8,500 young professionals since 1998. Various organizations use NGC’s research to attract and develop the next generation of citizens, patrons, employees and customers. Ms. Ryan studied in the U.S.A., Hungary and Germany, and held posts with the Iowa departments of Economic Development and Education, the Iowa Association of Business and Industry, and Keep Iowa Beautiful, before launching her company. She is a trustee of Alverno College and is on the boards of the Greater Madison Chamber of Commerce and the Women’s Fund of Greater Milwaukee. Contact: 1935 Winnebago Street, MADISON WI 53704, 888-922-9595, info@nextgenerationconsulting.com.

**Claudia Sammer, Cool Companies Magazine**

**TOPIC: “Characteristics of Cool Companies”**



Ms. Sammer is an entrepreneur. In her journey, she realized that most entrepreneurial resources and support services in Canada are for start-ups; there is little available on growing a business, which is the hardest part of entrepreneurship. She also became aware that successful entrepreneurs have learned to think differently about business and learn from each others’ experiences. As a result, Ms. Sammer launched Cool Companies magazine in 2004 to focus on strategy, innovation, and collaboration in Canada from the entrepreneurs’ perspective. This company also provides strategic consulting in this area. Ms. Sammer holds a B.Sc. and M.Sc. in physics, and a M.B.A. in innovation and marketing. Contact: P.O. Box 82038, EDMONTON AB T6J 7E6, 780-989-1320, claudia@coolcompanies.ca.

**Victoria Morris, Program Officer, Saskatchewan Co-operatives Association (SCA)**

**TOPIC: “Piercings, Tattoos, and Green Hair, Oh My! Engaging Youth in Business”**



Ms. Morris is an advocate for youth involvement and leadership. At the SCA, she coordinates co-operative education seminars for teens, as well as for the boards and staff of various types of Saskatchewan co-operatives. Before joining SCA, Ms. Morris was the Programming Co-ordinator of Youth Action Now, a multicultural youth project in Saskatchewan. While working in rural British Columbia, Ms. Morris ran a community economic development organization, and managed a small business. Involved with many community initiatives, including performing arts and children’s festivals, women’s centres, and tourism committees, Ms. Morris is an active volunteer and sits on several boards including the Canadian Community Economic Development Network (CCEDNet). Contact: #301 – 201 – 21<sup>st</sup> Street East, SASKATOON SK S7K 0B8, 306-244-3702, victoria.morris@sask.coop.

**Jeff Stusek, Chief Operating Officer, Information Services Corporation (ISC), Regina**

**TOPIC: “Becoming a Cool Company: The ISC Experience”**



ISC is the provincial Crown corporation responsible for administration of land titles, surveys, geographic information services and the Personal Property Registry. Mr. Stusek is responsible for the operational development and management of the corporation. Prior to joining ISC, he spent 13 years in leadership positions at the City of Regina as the Director of Transit, and in the management of information technology. An active member of his community, Mr. Stusek is the President of the Regina Thunder Junior Football Club, and former Cabinet Director for the United Way. Contact: #200 – 10 Research Drive, REGINA SK S4P 3V7, 866-275-4721, jeff.stusek@isc.ca.

Thursday, June 7, 2007 - Succession Planning Lombardy 1:30-3:00 p.m.

**MODERATOR: Marilyn Braun-Pollon, Director, Provincial Affairs,  
Canadian Federation of Independent Business (CFIB) in Saskatchewan**

**Marilyn Braun-Pollon, Director, Provincial Affairs,  
Canadian Federation of Independent Business (CFIB) in Saskatchewan**

**TOPIC: "Research on Small and Medium Enterprise (SME) Succession in Canada"**



Ms. Braun-Pollon serves as the government lobbyist and media spokesperson for CFIB's 5,250 members in Saskatchewan. Working on behalf of small- and medium-sized business, Marilyn examines government spending and taxes, workers' compensation, unfair competition, bank and financing matters and labour laws. Ms. Braun-Pollon previously worked in economic development with the provincial and federal governments. In 2001, she was nominated for Regina's Women of Distinction Awards in the Business, Labour and Professional category, and in 2004, she was named as one of Saskatchewan's 10 most influential women by *SaskBusiness*, Saskatchewan's business magazine. Contact: Suite 101 – 2400 College Avenue, REGINA SK S4P 1C8, 306-757-0000, marbra@cfibmail.com.

**Don Holbrook, Certified Economic Developer, Lake Havasu City, Arizona**

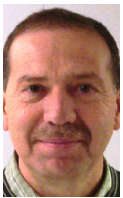
**TOPIC: "Setting the Stage to Becoming a World Class Community"**



Mr. Holbrook is a private practitioner involved in the elements of site selection for private sector investment projects and economic development. He specializes in publicly backed inducements and incentives that reduce the risk of new business investment in key markets prior to final location. He has worked on over 100 projects, representing over \$1 billion in public capital investment and generating more than 50,000 jobs in his 16 years in the profession. He is recognized as a pioneer of site location and community profiling technology based infrastructure. His book, *Who Moved My Smoke Stack*, is soon to be released. He serves on the board of the International Economic Development Council (IEDC), Washington, D.C. Contact: 2230 North Palo Verde Boulevard, LAKE HAVASU CITY AZ 86404, 928-706-4440, don.holbrook@economicdeveloper.com.

**Vern Bachiu, Triall Consulting, and General Manager, Meadow Lake Tribal Council (MLTC)**

**TOPIC: "Succession Planning: A View from the Trenches"**



MLTC is the political, program/service, and corporate organization of the nine Meadow Lake First Nations (MLFNs) in northwest Saskatchewan. Mr. Bachiu has held senior management positions with MLTC since 1988, and he has been involved in many negotiation processes with both government and industry. In recent years, he has been involved in the management of MLTC's various corporate interests, including the purchase by MLTC of NorSask Forest Products, a 110-million board-foot stud mill. He has also led MLTC's efforts in an international development project between MLTC and the Miskito and Sumo Indians of Nicaragua. Mr. Bachiu holds a master's degree in education. Contact: 2 Dunfield Crescent MEADOW LAKE SK S9X 1E3, 306-236-6238, vern.bachiu@triallconsulting.com.

Thursday, June 7, 2007 - Finding Leadership Tuscany AB 1:30-3:00 p.m.

**MODERATOR: Bert Roach, Estevan Chamber of Commerce, “How the community of Kipling rallied around a red paper clip to spark growth”**

**Vince Marsh, Executive Leadership Coach, Deloitte & Touche LLP, Halifax**

**TOPIC: “Finding Leadership Everyday”**



Mr. Marsh coaches individuals and groups in making changes in their lives and their organizations. He designs and delivers leadership development initiatives within Deloitte, the world's largest professional services firm, and for Deloitte clients. Mr. Marsh speaks regularly and passionately on the subject of leadership, and the successful development of individuals and teams. As a past finalist in Toastmasters International's World Championship of Public Speaking, he is an accomplished speaker. Active in his community, he is a past Chair of the Halifax Chamber of Commerce. Contact: 1969 Upper Water Street, Suite 1500, Purdy's Wharf Tower II, HALIFAX NS B3J 3R7, 902-496-1835, [vmash@deloitte.ca](mailto:vmash@deloitte.ca).

**Peter Kenyon, The Bank of I.D.E.A.S.**

**TOPIC: “The value of local community volunteer involvement: Why the BR&E process is MORE important than the product”**



Mr. Kenyon has worked with over 800 communities throughout the world seeking to facilitate fresh and creative ways to stimulate community and economic renewal. He believes that communities must build from the inside out, and that residents must invest themselves, and their ideas, assets and resources in the process. In 1990, he created the Bank of I.D.E.A.S. in 1990 to promote this paradigm shift. In 2003, he received the Centenary of Federation medal for services to Community Development in Rural Australia. Contact: 14 Bird Road, KALAMUNDA WEST AUSTRALIA 6076, (08) 6293-1848, [pk@bankofideas.com.au](mailto:pk@bankofideas.com.au). See Keynote Speakers' biographies. Contact: 14 Bird Road, KALAMUNDA WEST AUSTRALIA 6076, (08) 6293-1848, [pk@bankofideas.com.au](mailto:pk@bankofideas.com.au).



Thursday, June 7, 2007 - Workforce Development Umbria 3:30-5 p.m.

**MODERATOR: Holly Heatherington, Executive Source**

**Dr. Robin R. Chisolm, Ph.D., Executive Director, Rural Crossroads Institute (RCI), South Carolina Department of Commerce**

**TOPIC: "The REWARD Program: An effective community collaboration for rural workforce development"**



The Rural Crossroads Institute is a non-profit organization whose mission is to empower rural South Carolina communities to implement best practices and share solutions by promoting economic development and growth. Dr. Chisolm has nearly 20 years of experience in the fields of business and education. She serves on numerous boards in the state of South Carolina and has received several awards and commendations for her outstanding work in community and economic development. She believes that communities around the world are being faced with an ever changing economy and must be prepared for quality community and economic development. Contact: 1201 Main Street, Suite 1600, COLUMBIA SC 29201, 803-737-2124, rchisolm@sccommerce.com.

**Monica Knight (formerly Coneys), Shosholoza Productions, Saskatoon**

**TOPIC: "Attracting and Retaining a Creative Workforce: Dance to the Beat of Your Own Drum"**



Ms. Knight isn't afraid to do things differently. Singing and dancing her way across the Canadian Prairies as a speaker with a purpose, she has motivated and inspired many over the past few years. As a former teacher in India, human resources manager in South Africa and economic development officer in Saskatchewan, she shares her world experiences in a vibrant and memorable way. INTRAPRENEURSHIP is simply defined as entrepreneurship practised from within the supportive structure of an established business or organization. In other words, your workforce gets the opportunity to be creative AND "keep the day job." Ms. Knight will explain her "Shared Visions" intrapreneurship ventures. This may be a way forward to attract and retain a workforce and increase the bottom line through their creative input! Contact: #102 – 222 Saskatchewan Crescent East, SASKATOON SK S7N 0K6, 306-242-9109, monica@shosholoza.ca.

**Wayne McKenzie, Consultant, Aboriginal Employment Development Program (AEDP), Saskatchewan First Nations and Métis Relations, Government of Saskatchewan**

**TOPIC: "Aboriginal Representative Workforce Strategy"**



Since the 1970s, Mr. McKenzie has held executive positions in Aboriginal politics, administration, and private business. He has worked to advance the causes of Aboriginal people in Canada. Mr. McKenzie is recognized for developing the Aboriginal Representative Workforce Strategy, which works in partnership with a multitude of organizations to identify and remove barriers to Aboriginal employment and business development. This strategy is the focus of programs with both the provincial and federal governments. There have been 75 partnership agreements to date. AEDP received the Saskatchewan Premier's Award of Excellence in Public Service (2004) for Innovation. Contact: c/o #710 – 1855 Victoria Avenue, REGINA SK S4P 3T2, 306-787-5176, wmckenzie@fnmr.gov.sk.ca.

**Thursday, June 7, 2007 - Forming Business Networks and Strategic Alliances Lombardy  
3:30-5 p.m.**

**MODERATOR: Lori Schmidt, City of Edmonton**

**Robert Porter Lynch, CEO, The Warren Company, Florida**

**TOPIC: "Strategic Alliances: Engines of Innovation"**



Mr. Lynch has been recognized for his groundbreaking work in creating "the architecture of cooperation" which underpins strategic alliances. He pioneered the initial research in Alliance Architectures with Best Practices research beginning in 1988, followed by a series of bench-marking studies in Alliance Formation and Management in 1993, Strategic Sourcing in 1997, and e-Commerce in 1999. He is involved in economic development, consulting, and executive coaching, and he has written several books. He holds degrees from Harvard and Brown universities, and is involved with numerous business and community organizations. He served as a Lieutenant in the US Navy, with combat duty in Vietnam. Contact: One Richmond Square, Suite 150B  
PROVIDENCE RI 02906, 401-640-1166, robertlynch@warrenco.com.

**Lori Schmidt, Director, Cluster and Industry Development**

**Edmonton Economic Development Corporation**

**TOPIC: "Networks as a Tool for Cluster Development: The City of Edmonton Experience"**



Ms. Schmidt has provided business management and economic development expertise to a broad base of clients in a variety of business sectors. She is an avid supporter and facilitator of collaborative approaches and alliance building in tackling regional and global manufacturing and transportation and logistics issues. She has been recognized for her creative planning and process skills and her contributions to private industry through innovative program development and initiatives. She has been honored for her achievements in government, including a prestigious Site Selection Magazine award as one of "North America's Top Economic Development Professionals." Contact: World Trade Centre, Edmonton, 9990 Jasper Avenue, EDMONTON AB T5J 1P7, 780-917-7644, lschmidt@edmonton.com.

**Thursday, June 7, 2007 - Branding to Position a City/Region Internationally**  
**Tuscany AB 3:30-5:00 p.m.**

**Dean Gagne, President and CEO, Checkmate Strategic Planning, Regina**  
**TOPIC: "Branding a Geography"**



Established in 1999, Checkmate Strategic Planning assists organizations in solving strategic planning, marketing, and branding problems through better strategic intelligence, decision-making and execution. Mr. Gagne's clients are in the private and public sector. From 1995 to 1998, Mr. Gagne was the Managing Director of VisionQuest (Asia-Pacific) Enterprises Limited, VisionQuest (Hong Kong) Limited and VisionQuest Training (Hong Kong/China) Limited, which are management consulting, research, and training companies in Asia. Mr. Gagne continues to lecture on business topics in Asia. He served on the "Cluster Steering Committee" of the Regina Regional Economic Development Authority and on the Board of Governors for Junior Achievement, Saskatchewan. Contact: 2275 Albert Street, REGINA SK S4P 2V5, 306-751-5341, dean.gagne@checkmatestrategic.com.

**Pat Fiacco, Mayor of Regina**  
**TOPIC: "Benefits of Branding: The City of Regina's Experience"**



Mayor Fiacco was elected to his third term as Mayor of Regina in 2006. Initiatives undertaken during his terms include opening the doors to City Hall with activities such as the Mayor's Open Door visits, the Mayor's Speak-Out Line, the Mayor-for-a-Day program, and school visits. Prior to his election, Mayor Fiacco was Director, Strategic Business Development, Direct West. In his role as Mayor, he is a member of many boards and organizations, including Regina Regional Economic Development Authority (RREDA); Mayor's Task Force on Regina's Future; Regina Board of Police Commissioners; Regina Crime Prevention Commission; Wascana Centre Authority; Big City Mayors' Caucus, Federation of Canadian Municipalities (FCM); Canadian Capital Cities Organization; and Saskatchewan City Mayor's Caucus. Contact: City of Regina, P.O. Box 1790, 2476 Victoria Avenue, 15<sup>th</sup> Floor, City Hall, REGINA SK S4P 3C8, 306-777-7339, pfiacco@regina.ca.

Friday, June 8, 2007 - Investing in Infrastructure Umbria 10:45 a.m.-12:15 p.m.

**MODERATOR: Charene Kozak, Industry and Resources**

**Susanne Bell, Acting CEO/Film Commissioner, SaskFilm**

**TOPIC: "Saskatchewan's Film and Television Industry: Fueling a New Economy for the Province"**



Ms. Bell is responsible for the administration of SaskFilm's funding programs and financial incentives, and for promoting Saskatchewan as a premier location for film production. Her mission is to build a strong and competitive film and television industry in the province. Previously, as SaskFilm's Director of Programs and Services, Ms. Bell was responsible for the implementation and management of a wide range of programs and services at the corporation, including: market development; soundstage operations; identification and analysis of industry issues; developing improvements to program and administrative guidelines, policies and procedures; and developing and managing SaskFilm's annual budget. Contact: 1831 College Avenue, REGINA SK S4P 4V5, 306-798-3457, bell@saskfilm.com.

**Mark Reid, Vérité Productions, Producer/line producer/production manager, Corner Gas**

**TOPIC: "The Economic Impact of the Saskatchewan Film Industry"**



Mr. Reid has more than 20 feature film, movie-of-the-week, and television credits to his name. As the line producer on Canada's comedy series, *Corner Gas*, Mr. Reid manages the finances and administration of the project. Originally from Orillia, Ont., he belonged to a youth theatre troupe. He enrolled in Ryerson's Radio and Television Arts program in 1984. Following his future wife and fellow RTA grad to Regina, Mr. Reid began a career in local television and commercial work, and graduated to feature films when he became the assistant production manager on the film *True Confessions*. His career in film and television has grown alongside the industry in Saskatchewan. Contact: Vérité Films, 1831 College Avenue, REGINA SK S4P 4V5, 306-585-1737 ext. 6, becki@veritefilms.ca.

**Kerri Charlton, Proprietor, The Stoop Coffee House, Rouleau, Sask.**

**TOPIC: "Economic Impact on a Rural Community"**



Ms. Charlton purchased a building on Rouleau's main street in 2004, and this building was subsequently used as the Dog River Police Department in the CTV production of the comedy *Corner Gas*. She successfully negotiated with CTV for the rights to sell Dog River and *Corner Gas* souvenirs. Her Stoop Coffee House opened for business in June 2005, and the creation of this business was the subject of a television documentary broadcast on the program *W5* in September 2005. The Stoop Coffee House is a success, with many tourists stopping for coffee or ice cream, and to experience the local culture of small town Saskatchewan. Contact: Box 187, ROULEAU SK S0G 4H0, 306-535-5820, thestoop@sasktel.net.

**Friday, June 8, 2007 - Industry Cluster Development Workshop (Part 1) Lombardy 10:45 a.m. - 12:15 p.m.,**

**MODERATOR: Brendan Reding, Regional Economic and Co-operative Development**

**Ifor Ffowcs-Williams, CEO, Cluster Navigators Ltd., Wellington, New Zealand**

**TOPIC: Industry Cluster Development: Red Lights and Green Lights**



Since establishing Cluster Navigators in 1997, Mr. Ffowcs-Williams has been active across Europe, North America, Africa, the Caribbean and Australia in introducing the relevance of clustering as a cornerstone for economic development. His international clients include the World Bank, the United Nations Industrial Development Organization, and the Commonwealth Secretariat. He is also President of The Competitiveness Institute, an organization headquartered in Barcelona, Spain, that focuses on local economic development through a clustering approach. Contact: 9 Beerehaven Steps, WELLINGTON NEW ZEALAND 6022, +64 4 388 1449, E4@clusternavigators.com.

**Friday, June 8, 2007 - A Fascinating Look at the Future of Public Policy Trentino/Tuscany C**  
**10:45 a.m.-12:15 p.m.,**

**MODERATOR: Greg Marchildon, Graduate School of Public Policy**

**Dr. Roger Gibbins, President and CEO, Canada West Foundation**

**TOPIC: "Canada West Foundation: The Next West Project"**



The Canada West Foundation is a public policy research group based in Calgary. Prior to joining the foundation in 1998, Dr. Gibbins was a professor of political science at the University of Calgary, and he continues his association with the university through an ongoing appointment. He has authored, co-authored and edited 21 books, and published more than 100 articles and book chapters, most dealing with Western Canadian themes and issues. In 1998, he was elected as a Fellow of the Royal Society of Canada and, in 1999-2000, he served as President of the Canadian Political Science Association. Contact: #900 – 1202 Centre Street S.E., CALGARY AB T2G 5A5, 403-264-9535, rgibbins@cwf.ca.

**Peter Holle, MBA, President, Frontier Centre for Public Policy**

**TOPIC: "A Global Perspective of Public Policy Initiatives"**



A management consultant with a background in the area of performance-based government, Mr. Holle has worked with various governments in Canada and the United States, and has published widely. He held senior policy advisory positions with the Government of Saskatchewan during the 1980s. The Frontier Centre for Public Policy is an independent, Winnipeg-based regional think tank that profiles cutting-edge public policy ideas from around the world. Research and education activities focus on areas such as social policy renewal, the future of the rural economy, and creative public policy responses to opportunities and challenges in the open world economy. Contact: #25 Lombard Concourse, One Lombard Place, WINNIPEG MB R3B 0X3, 204-957-1567, cog1@mts.net.

**Jim Marshall, Chief Economist, Saskatchewan Institute of Public Policy**

**TOPIC: "Trends in Development Policy"**



After completing a Master of Arts degree in economics at the University of Calgary, Mr. Marshall briefly taught at Brandon University, Manitoba, and conducted research for the Library of Parliament in Ottawa. Then he joined the Saskatchewan public service and over the next 25 years, held various positions with the government of Saskatchewan, including: Assistant Deputy Minister, Economic and Resource Policy, Saskatchewan Industry and Resources; Senior Project Manager, Crown Investments Corporation of Saskatchewan; Executive Director, Economic and Fiscal Policy Branch, Department of Finance; and, Senior Economist, Taxation and Economic Policy Branch, Department of Finance. Contact: College Avenue Campus, Gallery Building, 2<sup>nd</sup> Floor, REGINA SK S4S 0A2, 306-585-5797, jim.marshall@uregina.ca.

**Friday, June 8, 2007 - Community Decision Making Tools Umbria 10:45 a.m.-12:15 p.m.**

**MODERATOR: Brenda Cameron-Couch, Rural Secretariat**

**Mike Stolte, Executive Director, Centre for Innovative and Entrepreneurial Leadership (CIEL), Nelson, B.C.**

**TOPIC: "Is Your Community Business Friendly?"**



Mr. Stolte is the co-creator of many useful assessment tools and processes, including the Business Vitality Initiative (BVI), Community Vitality Initiative (CVI), and the Communities Matrix. In recent years, he has addressed national and international audiences about ways in which communities can stimulate entrepreneurs and act more entrepreneurially themselves. His work has been featured in *Canadian Living* magazine, and in videos and courses on community and economic development. He is a member of various boards and committees, including the national Co-operative Development Initiative, the National Rural Research Network of Canada, and the Canadian Rural Revitalization Foundation. Contact: #201 – 514 Vernon Street, NELSON BC V1L 4E7, 250-352-1933 ext. 106, [mstolte@theciel.com](mailto:mstolte@theciel.com).

**Nancy Ross, Economic Development Consultant, Ontario Ministry of Agriculture, Food and Rural Affairs**

**TOPIC: "First Impressions Community Exchange Program"**



Ms. Ross has years of experience in building the capacity of community organizations and facilitating community economic development. She was integral to the development of the First Impressions Community Exchange program in Ontario, and is working with a number of communities on business retention and expansion projects, and downtown revitalization initiatives. The First Impressions Community Exchange tool helps participating communities to discover the impression they convey to outsiders, such as tourists, potential investors, or people looking to relocate their home or business. The Exchange tool provides valuable insights for community revitalization and builds relationships with other communities. Contact: 401 Lakeview Drive, Unit B, WOODSTOCK ON N4T 1W2, 519-537-2656, [nancy.ross@ontario.ca](mailto:nancy.ross@ontario.ca).

**Susan Nadon, Senior Officer, Spectrum, Information Technologies and Telecommunications, Industry Canada, Regina**

**TITLE: "Community Progression Scorecard: Providing Strategic Intelligence on Specific Community Information Communications Technology Capacity"**

Ms. Nadon has worked in the private, academic, and public sectors as a project co-ordinator and software specialist. She works with communities and various partners to help build capacity, thereby assisting communities to become more competitive and capable of economic growth. Her efforts focus on using information and communications technologies as an enabling tool for furthering education, health, learning and economic development opportunities that ultimately enhance Canada's prosperity. Fluently bilingual, Ms. Nadon is now pursuing Spanish. She has also been a member of non-profit organizations geared to capacity building for disadvantaged citizens. Contact: #600 – 1945 Hamilton Street, REGINA SK S4P 2C7, 306-780-5610, [nadon.susan@ic.gc.ca](mailto:nadon.susan@ic.gc.ca).

**Brenda Cameron Couch, Senior Advisor, Rural Communities, Rural Secretariat, Agriculture and Agri-Food Canada**

**TOPIC: "Community Decision Making Toolkit"**

Ms. Cameron Couch comes to the Rural Secretariat from the voluntary sector where she worked in international, national and local organizations. She was also with the Government of Ontario in rural community development. A strong focus of her work has been community capacity building. Contact: 1341 Baseline Road, Tower 7 - 6<sup>th</sup> Floor, OTTAWA ON K1A 0C5, 613-759-7216, [cameroncouchb@agr.gc.ca](mailto:cameroncouchb@agr.gc.ca).

**Friday, June 8, 2007 - Steps to Growth Capital Umbria 1:30-3:00 p.m.**

**MODERATOR: Clare Kirkland, Regina Regional Economic Development Authority**

**Clare Kirkland, Regina Regional Economic Development Authority**

**TOPIC: "The Challenges and Opportunities in Accessing Financing for Start-up and Growth Companies"**



Mr. Kirkland has diverse leadership experience in both economic development and business ownership. Educated in Saskatchewan with a Bachelor in Engineering and an interdisciplinary Masters in Economics and Systems Analysis, he has worked in economic policy, economic regulation, and the Treasury Board. He co-owned a computer services business and has provided executive services to high tech start-ups in Saskatchewan. He served in the Saskatchewan government as Deputy Minister of Highways and Transportation, as Deputy Minister of the former department of Economic Development, and as President of SaskWater, before returning to private sector economic development and information technology projects. Contact: 1919 Rose Street, Suite 255, REGINA SK S4P 3P1, 306-791-4701, ckirkland@rreda.com.

**Denis Côté, PAg, Certified Agricultural Consultant (CAC)**

**TOPIC: "Becoming Investor Ready"**



An agricultural economist, Mr. Côté has more than 25 years of experience in the finance industry. He believes that entrepreneurs who understand the business and financial planning process are better equipped to weather the financial difficulties that often face new and expanding businesses. Mr. Côté worked with several large financial institutions and subsequently owned a specialty corporate finance firm, which helped small to mid-size enterprises plan their business start-ups and expansions, and find equity and debt capital. He continues to be a shareholder in a number of enterprises. Contact: 227 Hawktree Circle N.W., CALGARY AB T3G 2Y6, 403-297-7934, denis.cote@afsc.ca.

**Deb Thorn, Chief Operating Officer and General Manager, Temple Gardens Mineral Spa**

**TOPIC: "The Temple Gardens Mineral Spa: Success Story"**



Founding President of Temple Gardens Mineral Spa Inc. (1992), Ms. Thorn led the community of Moose Jaw in building a destination attraction and geo-thermal spa. Between 2001-2003, she helped to spearhead Project Moose Jaw, a downtown revitalization plan that involved over \$28M of construction, including a hotel expansion, parkade, casino, performing arts theatre, and tourist information centre. She is now working on Project Moose Jaw 2007. Ms. Thorn has served on many boards: Saskatchewan Chamber of Commerce, Tourism Moose Jaw, Moose Jaw Prairie Arts Festival, Saskatchewan Air Show, Saskatchewan Women Entrepreneurs and the Great Trails Get-away Region, and Moose Jaw Asphalt. Contact: 24 Fairford Street East, MOOSE JAW SK S6H 0C7, 306-694-5055, dthorn@templegardens.sk.ca.



**Friday, June 8, 2007 - Industry Cluster Development Workshop (Part 2) Lombardy 1:30-4:30 p.m.**

**MODERATOR: Brendan Reding, Regional Economic and Co-operative Development**

**Ifor Ffowcs-Williams, CEO, Cluster Navigators Ltd., Wellington, New Zealand**

**TOPIC: Industry Cluster Development: Red Lights and Green Lights**



Since establishing Cluster Navigators in 1997, Mr. Ffowcs-Williams has been active across Europe, North America, Africa, the Caribbean and Australia in introducing the relevance of clustering as a cornerstone for economic development. His international clients include the World Bank, the United Nations Industrial Development Organization, and the Commonwealth Secretariat. He is also President of The Competitiveness Institute, an organization headquartered in Barcelona, Spain, that focuses on local economic development through a clustering approach. Contact: 9 Beerehaven Steps, WELLINGTON NEW ZEALAND 6022, +64 4 388 1449, E4@clusternavigators.com.

**Friday, June 8, 2007 - Tips from BR&E Practitioners: Rising to the Challenge Tuscany  
1:30-3 p.m.**

**MODERATOR: Henry Cothran, University of Florida – Extension**

**Marty Salberg, Director of Business Development, The City of Swift Current**

**TOPIC: “Cutting Loose: Swift Current uses BR&E to Turn the Corner”**



Mr. Salberg began his career in economic development more than 10 years ago, and has worked as the Director of Business Development for the City of Swift Current for the past six years. Through the time spent at this position, the City of Swift Current has seen tremendous growth and is positioned well for the future. Mr. Salberg attributes all successes to working as a team with other city departments, agencies and businesses, with a focus on business retention and expansion, while encouraging the concept of change. Contact: P.O. Box 340, SWIFT CURRENT SK S9H 3W1, 306-778-2700, [m.salberg@swiftcurrent.ca](mailto:m.salberg@swiftcurrent.ca).

**Steve Sparks, Director, Business Retention and Expansion (BR&E),  
Baton Rouge Area Chamber of Commerce, Louisiana**

**TOPIC: “BR&E Continuous Model: Assistance, Tracking, and Follow-up”**



Mr. Sparks leads the BR&E program within the regional economic development initiative of the Baton Rouge Chamber of Commerce. Mr. Sparks previously managed the regional BR&E program for the Nashville Area Chamber of Commerce, and served as an Operations Manager and Industrial Engineering Section Manager, United Parcel Service, Inc.; as Executive Director of the Mt. Juliet, Tenn., Chamber of Commerce; and as Director of Employer Relations for the Government of Tennessee Department of Human Services. He holds degrees from the University of Tennessee; the IOM designation from the American Chamber of Commerce Executives Institute for Organizational Management, University of Georgia; and the Business Retention and Expansion Professional designation from BREI. Contact: 564 Laurel Street, BATON ROUGE LA 70801, 225-381-7144, [steve.sparks@brchamber.org](mailto:steve.sparks@brchamber.org).