










PRE CONFERENCE SPECIAL SESSION
Monday, September 12, 2016 – 1:00 p.m. to 4:00 p.m.

	<p>As a response to positive feedback we received, we are adding a Board Training Session prior to our regular conference workshop sessions. There is a cost of \$75 to attend this session which covers the cost of the book as well as subsidizing the presenter costs.</p> <p><i>There is also a 2nd Board CFLI Training Module being offered during the regular workshop sessions which is included with your conference registration fees.</i></p> <p>CFLI Workshop– Module 13: Strategic Loan Fund (*NEW* First time offered in Ontario) <u>Limit 25 people.</u> <i>Jason Denbow, Executive Director, Community Futures Manitoba</i></p> <p>As a Board member, it is important that you:</p> <ul style="list-style-type: none"> Understand the Community Futures' lending vision Understand your role in the lending process <ul style="list-style-type: none"> • Recognize the key considerations in loan portfolio management. • Understand how to monitor the health of the loan portfolio • Recognize the key considerations in loan portfolio management • Understand how to monitor the health of the loan portfolio
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Workshop Information- SESSION 1
Tuesday, September 13, 2016 – 10:30am- 12:00 pm

	<p>Peer to Peer Managers' Workshop- (maximum 30 participants- <u>Managers only</u>) <i>Roy Prevost Oakray Marketing Services</i></p> <p>A session focused on issues that Managers of CFDCs face. All registered managers will received a pre-conference questionnaire asking the "tough questions" - threats, trends, what is working, what isn't, challenges etc. These will be discussed during the session. This will be an opportunity for managers to work together to come up or share solutions to common problems. After the session, all participants will receive a PDF of the results of the conversation.</p>
	<p>Securing the Loan and Enforcing the Security <i>Bernd M. Richardt, B.Sc., LL.B., Partner at Shewchuk, MacDonell, Ormiston, and Richardt</i></p> <p>Lending is the cornerstone of your business. This workshop will feature the various types of assets that can be used as security for a loan, the security documents needed to take security against those assets, the advantages and disadvantages of the various types of security and how one enforces payment against the security.</p>
	<p>CFLI Module 7 –(Part 1) Management Recruitment, Performance, and Evaluation (maximum 25 participants) <i>Jason Denbow, Executive Director, Community Futures Manitoba</i></p> <p>This module focuses on the recruitment, compensation, and evaluation of the General Manager of Community Futures organizations. Participants will:</p> <ul style="list-style-type: none"> • Review management selection procedures • Examine compensation packages and levels • Discuss performance planning and evaluation • Learn how to deal with performance concerns
	<p>French Workshop: Enterprise Olympics <i>Cindy Reasbeck, Program Manager Head Start in Business & Bonnie Martineau, Communications and Event Planner Head Start in Business</i></p> <p>Workshop participants will be introduced to Enterprise Olympics/Les Olympiques de L'entreprise. All aspects of planning the pitch competition from recruitment to delivery inclusive of results and best practices. Learn about the two day event, how students meet, and are advised by mentors, who themselves are young inspiring entrepreneurs. How they work with other secondary students from across Northern Ontario to develop a business idea, prepare a rudimentary business plan and execute a professional elevator pitch, and how they can work in any sector.</p>
	<p>Mobile Workshop: Weyerhaeuser Forest Products Company Limit: 40 participants- Bus will leave at 10:15</p> <p>Built in 2001 at a cost of \$250 million the Weyerhaeuser Timberstrand® Laminated Strand Lumber facility in Kenora represents the largest investment in the forest products industry in the last 15 years. This facility employs over 200 associates at the manufacturing plant and many contractors harvesting and hauling wood. The unique product is sold throughout North America and into Japan for both residential construction and various industrial applications. Please dress casually for this tour- no open toe shoes, high heels or baggy clothing</p>

Workshop Information – SESSION 2
Tuesday, September 13, 2016 1:00pm-2:30pm

	<p>Digital Marketing at BDC <i>Mario Toussaint, Director of e-Business, BDC</i></p> <p>BDC's Director, Digital Experience, Mario Toussaint provides an insider's look at how BDC uses digital channels to connect with entrepreneurs and help them take on their problems and opportunities. Learn how digital tools, solutions, products and information can help you approach entrepreneurs and remain relevant throughout their journey to solve their challenges.</p>
	<p>Thinking Outside the Box: a Case Study in CFDCs as Rural Tourism Promoters <i>Gord Knowles & Katie Hannon, Community Development Advisors, Atikokan Economic Development Corporation, John Cameron, Tourism Development Officer at the City of Thunder Bay, and Gerry Cariou, Executive Director at the Northwest Ontario Sunset Country Travel Association.</i></p> <p>Does your CFDC champion the community through tourism promotion? When push comes to shove and your rural community needs to leverage every dollar, CFDCs have the opportunity to play the leader; join us and learn how one rural CFDC shifted it thinking - and the municipality's - to tourism development.</p> <p>This fulsome panel discussion will bring together regional tourism experts and a participating CFDC to discuss methods and programs that brought them renewed success and forged creative partnerships, and allow for plenty of questions and answers following the presentations.</p>
	<p>CFLI Module 7 –(Part 2) Management Recruitment, Performance, and Evaluation <i>Must have taken Part 1 before lunch</i> <i>Jason Denbow, Executive Director, Community Futures Manitoba</i></p> <p>This module focuses on the recruitment, compensation, and evaluation of the General Manager of Community Futures organizations. Participants will:</p> <ul style="list-style-type: none"> • Review management selection procedures • Examine compensation packages and levels • Discuss performance planning and evaluation • Learn how to deal with performance concerns
	<p>French Workshop: Ontario Tourism Marketing Partnership Corp- Economic Driver in your communities <i>Claude Aumont, Société du Partenariat ontarien de marketing touristique</i></p> <p>This workshop will demonstrate partnerships initiatives between the Ontario Tourism Marketing Partnership Corporation (OTMPC) and FedNor as well as an overview of common projects with recipes for funding will be shared with participants.</p> <p>An overview of programs and services the OTMPC will be presented, including the Motorsport Park, the Circuit Champlain, the Lake Temiskaming Tour, etc.</p>

Workshop Information – SESSION 3
Wednesday, September 14, 2016 10:00 am to 11:30 am

	<p>Business Success Stories <i>Marcus Ledsham, Cloverbelt Local Food Co-Op, Taras Manzie, Lake of the Woods Brewing Company</i></p> <p>Come hear about the success stories of two local companies and CFDC clients: The Cloverbelt Local Food Co-Operative aims to strengthen food security by encouraging diverse local food production, thereby enhancing overall rural sustainability. One way they achieve this is through their innovative online farmers' market.</p> <p>The original Lake of the Woods Brewing Company was founded in 1898 and brewed beer until 1954. Now the new saga has begun...since 2013, the LOW Brewing Company produces 100% all natural, fresh, handcrafted beer on the shores of Lake of the Woods.</p>
	<p>Entrepreneurs First: BDC/CFDC Collaboration <i>Derrick Morgan, Manager, Major Accounts, BDC; Catherine Vanderzwan, Regional Manager Corporate Relations and Partnerships, BDC; Amber Darling, Business & Investment Advisor, Trenval Business Development Corporation; Lesley Lang, Executive Director, Cornwall & Counties Community Futures Development Corporation</i></p> <p>UPDATED DESCRIPTION (07/21) Entrepreneurs First is intended for audiences who are looking to increase their portfolio and improve overall KPIs. Explore examples and case studies on what BDC offers in partnership with CFDCs. Discover how to integrate BDC offerings into your CFDC and the value to your loan clients.</p>
	<p>First Nations' Participation in the Local Economy <i>Tony Marinaro, Director of Operations with Naicatchewenin Development Corporation</i></p> <p>This workshop will give you an insight into the very forward thinking NDC and how they came to have 42 active partnerships with various levels of government, public and private sector companies, plus direct investments in on and off reserve businesses.</p>
	<p>FULL!!!! Mobile-Workshop: Tall Pines Marina Development and the Lake of the Woods Discovery Centre Limit: 40 participants</p> <p>This tour will take a look at the multi-million dollar private sector investment from Winnipeg Sport & Leisure on a previously vacant bay on Lake of the Woods. The investment includes a new marina with boat docking and storage, convenience store as well as a WSL Power Sports sales office - off-road vehicles, boats etc...</p> <p>Participants will then cross the street to the Discovery Centre which provides tourist with information about the Kenora area and a history of Lake of the Woods.</p>
	<p>French Workshop: Be a Business Bee <i>Cindy Reasbeck, Program Manager Head Start in Business, Bonnie Martineau, Communications and Event Planner Head Start in Business</i></p> <p>Become familiar with the Be A Business Bee resource -from recruitment to delivery. The Be a Business Bee entrepreneurship workshop introduces Primary students to the world of entrepreneurship (Kindergarten and Grade 1)</p>