

Changing Tides

2010 ACEC Summit and
National Convention



Fairmont Algonquin
St. Andrews by-the-Sea, NB
June 24 – 26, 2010



ASSOCIATION OF CONSULTING
ENGINEERING COMPANIES | CANADA

ASSOCIATION DES FIRMES
D'INGÉNIEURS-CONSEILS | CANADA

Summit Schedule

Colour Coded Designation

 Joint Sessions (Primary Delegates & YPs)

 Primary Delegates  Young Professionals

Wednesday, June 23

9:00am – 4:00pm

MO Executive Directors' Meeting

Fundy Room

2:00pm – 5:00pm

New Board Orientation

Algonquin Room

6:30pm – 10:30pm

ACEC Board Dinner

(with ACEC-NB and MOs) Harbour Front Restaurant
Meet in the lobby 15 mins prior to departure.

Thursday, June 24

7:00am – 8:00am

MO Chairs Breakfast Meeting

Fundy Room

7:30am – 8:00am

ACEC Board Breakfast

Shaughnessy Room

8:00am – 9:00am

YP Breakfast with ENCON

St. Andrews Room

8:00am – 12:00pm

ACEC Board Meeting

New Brunswick Room

9:00am – 12:00pm

YP National Forum

St. Andrews Room

10:00am – 12:00pm

ACEC - NB Annual General Meeting

(Open to ACEC – NB members only)

Algonquin Room

Young Professional Showcase – Joint lunch with the Board

(Open to YPs and Board meeting participants only)

Shaughnessy Room

1:00pm – 2:00pm

Kick-Off Plenary Session: A Map of the Markets – Are we on course?

Keynote presentation by Bruce Sellery – Journalist and Business Analyst

New Brunswick Room

2:00pm – 3:30pm

Market Trends Panel: The Future As We Know It

New Brunswick Room

3:30pm – 4:00pm - **Refreshment Break**

Passamaquoddy Room

4:00pm – 5:00pm

Current Climate: How Demands Are Changing

New Brunswick Room

6:30pm – 8:30pm

Welcome Reception

Roof Top Garden (included with registration)

8:30pm – 10:30pm

Young Professionals Off-Site Networking Event

The Red Herring Pub

Meet in the lobby 15 mins prior to departure.

8:30pm – 10:30pm

Past Chair's Dinner

The Rossmount Restaurant

Friday, June 25

8:00am – 8:30am

Delegate Breakfast

Shaughnessy Room

8:30am – 10:00am

Business Session: Trends in Law, Liability and Insurance – A Potpourri

New Brunswick Room

8:30am – 10:00am

Building a Successful Firm: Making Money and Winning Jobs

Fundy Room

10:00am – 10:30am - **Refreshment Break**

Passamaquoddy Room

10:30am – 12:00pm

Meeting the Challenge: Building High-Performance Organizations

New Brunswick Room

12:30pm – 2:30pm

The Client's Perspective: Business Luncheon

Shaughnessy Room

2:30pm – 3:00pm - **Refreshment Break**

Passamaquoddy Room

3:00pm – 5:00pm

YP Off-Site Tour: Minister's Island

Meet in the lobby 15 minutes prior to departure.

3:00pm – 5:00pm

CEOs & Principals' Roundtable

** (Open to CEOs and Principals only)

6:30pm – 11:00pm

Local Flavour Night at Katy's Cove Dinner and Dance

(Included with Registration)

Meet in the lobby 15 minutes prior to departure.

Saturday, June 26

7:30am – 8:00am

Delegate Breakfast

Shaughnessy Room

8:00am – 10:00am

ACEC Annual General Meeting

Shaughnessy Room

11:00am – 6:00pm

ACEC Golf Classic

Meet in the lobby 15 minutes prior to departure.

6:30pm – 11:00pm

Chairman's Gala Dinner

(Included with Registration)

Cocktails: Front Garden

Dinner: Shaughnessy Room

- ** Group A 1-55 Employees Algonquin Room
Group B 56-200 Employees St. Andrews Room
Group C 201-850 Employees Fundy Room
Group D 851+ Employees St. Croix Room

Business Program

Thursday, June 24

YP Breakfast with ENCON

8:00am – 9:00am

Young Professionals National Forum

9:00am – 12:00pm

Moderated by: Selena Wilson, EIT, McElhanney Consulting Services Ltd

Meet your peers from across the country as YP groups discuss progress and experience from the past year. Cross-Canada reports from each province will be presented at this session as groups with varying levels of engagement learn and share best practices. A YP movement is afoot across the nation – get on board!

Kick-Off Plenary: A Map of the Markets - Are We On Course?

1:00pm – 2:00pm

Bruce Sellery – Journalist and Business Analyst



Bruce Sellery

This up-to-the-minute presentation discusses the ups and downs of the economy and the markets and brings together divergent views on the future of business. Hot topics include the stability of the global economy, the massive debt overhang in the U.S. and what that means for Canada, technology's transformative effect on traditional business models, and the increasing focus on environment issues.

Market Trends Panel: The Future As We Know It

2:00pm – 3:30pm



Ken Tichack

Moderated by: Marie-Claude Erian, Senior Advisor, Infrastructure & Environment for Export Development Canada

1. *Mark Casaletto, V.P. and General Manager, Reed Construction Data*
2. *Ken Tichack, Associate AIA, PSMJ Resources*

cont'd ...



Peter MacArthur

3. *Peter MacArthur, Director General, Global Business Opportunities, DFAIT*

Trend experts from Reed Construction Data, PSMJ Resources and the Department of Foreign Affairs and International Trade will bring Canadian, U.S. and international perspectives on the changing tides. The most up-to-date data on growing markets and opportunities will be featured, together with an interactive discussion on our current economic challenges.

Current Climate: How Demands Are Changing

4:00pm – 5:00pm

Moderated by: Kim Hilsenbeck, Director of Market Management, Deltek



Vic Perry

1. *Warren Long, Principal, Milkish Oaks Inc.*
2. *Vic Perry, Lafarge Canada, Chair of Canadian Society for Civil Engineering*
3. *Brian Watkinson, Principal, Strategies 4 Impact*

Leaders and experts from other sectors come clean on the changing needs of our clients and their expectations of our industry. How is project delivery evolving? What skills and expertise will be in demand? Gain unique perspectives as our panel of experts engage participants in a discussion of the role of the engineer as both an implementer and as a trusted advisor. Can the changing challenges for both consulting engineers and their clients become a mutual opportunity for success?

Friday, June 25

Delegate Breakfast

8:00am – 8:30am

Business Session: Trends in Law, Liability and Insurance – A Potpourri

8:30am – 10:00am

Moderated by: Jeff Patterson, Senior Account Manager, RBC



Derek Holloway

1. *Derek Holloway, Senior Vice-President, ENCON Insurance Group*
2. *Owen Pawson, Partner, Miller Thomson LLP*



Owen Pawson

Join top insurance and legal experts as they provide the ins and outs on a potpourri of topics affecting the consulting engineering industry. Subjects include recent and emerging developments in tender law, green buildings and contract terms, the use of standard agreements, P3s, and risk.

Building a Successful Firm: Making Money and Winning Jobs

8:30am – 10:00am

Andrew Steeves, Corporate Strategic Advisor, ADI Limited, a Trow Global Company



Andrew Steeves

This session for YPs will touch on the most integral aspect of business: finding business and making money. Learn about procurement trends, future work and where you fit into the mix.

Meeting the Challenge: Building High Performance Organizations

10:30am – 12:00pm

DeWayne J. Fliss, President, Concord Consulting



DeWayne J. Fliss

What are the best metrics to define “high performance” for your business? What gets in your way of achieving that kind of performance? Our presenter will offer his expertise and provide practical experience that can be shaped to fit your firm.

Find out what high performance means for you – from entry level to executive.

The Client's Perspective: Business Luncheon

12:30pm – 2:30pm

Moderated by: Dr. John Boyd, P.Eng., Past-President of FIDIC, Golder Associates Ltd.



Ron deVries

1. *Ron deVries, Senior Vice-President, Defence Construction Canada*
2. *Louise Lemon, Deputy Minister, Supply and Services, Government of N.B.*
3. *Diane Freeman, City Councillor, City of Waterloo, President, PEO*



Louise Lemon

This panel discussion is designed to be interactive and colourful! The changing tides of our economic climate are not unique to engineers, so what can we expect from public owners as budgets are scrutinized

and expectations remain high? The more we understand each other, the better.

YP Off-Site Tour: Minister's Island

3:00pm – 5:00pm

A private tour has been arranged for YPs attending the ACEC conference. This will bring YPs to Minister's Island where Sir William Van Horne, one of the first presidents of the Canadian Pacific Railway, built his estate exactly 120 years ago. The tour will touch on the historical significance Van Horne played in building Canada's railway system and his innovative ideas on sustainability which were well ahead of his time.

CEOs and Principals' Roundtable

3:00pm – 5:00pm

***(Open to CEOs and Principals Only)*

Back by popular demand, the CEOs and Principals' Roundtables will allow industry leaders of comparably sized firms to share challenges, trends, and business practices as they face the changing economic climate together.

Saturday, June 26

Delegate Breakfast

7:30am – 8:00am

Closing remarks from the New Brunswick Government by the **Honourable Rick Doucet, Minister of Fisheries.**



The Honourable Rick Doucet,
New Brunswick Minister of Fisheries

ACEC AGM and Cross-Country Reports

8:00am – 10:00am

Following the Annual General Meeting of the association, leaders of ACEC's provincial and territorial Member Organizations will provide updates on the latest developments, challenges and opportunities arising in their jurisdictions. A truly informative take on what is happening in every corner of Canada.

Platinum Partner



Corporate Partners



RBC Royal Bank®



Coming Events



2010 Canadian Consulting Engineering Awards

Ottawa, Ontario
October 26, 2010

Come and celebrate excellence in consulting engineering at the Fairmont Château Laurier in Canada's capital city. An evening of awards, fine dining and entertainment awaits.

The Canadian Consulting Engineering Awards showcase outstanding achievement in the consulting engineering field to an audience of top industry leaders, their clients, government officials and suppliers from across Canada.



2011 ACEC Summit and National Convention

Montebello, Québec
June 22 - 25, 2011

Join us next year at the stunning Château Montebello for the 2011 ACEC Summit and Annual Convention! Enjoy the pristine wilderness and beautiful scenery that Montebello has to offer while connecting with fellow colleagues and business leaders in our industry.