



# Canadian Association of Business Incubation

Advancing Business Incubation Coast To Coast

## PRE-CONFERENCE PROGRAM

CABI's 15<sup>TH</sup> Annual Conference "From Stem to Stern" Halifax Nova Scotia Canada

**SUNDAY SEPTEMBER 24**

**Halifax Marriott Harbourfront Hotel**

8:00am - 9:00am  
3:45pm - 7:00pm

Pre-Conference Workshop and Conference Registration and Information

9:00am - 4:15pm

### **INCUBATION BOOT CAMP - PRE-CONFERENCE WORKSHOP**

This is a one-stop approach for organizations thinking about business incubation as a way to strengthen their economies and grow companies. Today you'll hear from more than 10 industry professionals who have developed and managed business incubation facilities and programs. Share in their expertise.

#### *Topics*

- Definition of incubation and industry standards
- Business incubation in Canada, US, Europe and Asia
- Feasibility studies and market analysis
- Renovating an existing facility with fit-up opportunities or building a new one
- Client recruitment and marketing
- Services offered to entrepreneurs
- Indigenous industry clusters
- Leasing arrangements and strategies
- Operation manuals
- Occupational health and safety
- Partnership development
- And more key topics!

Business incubation is a proven model for helping entrepreneurs to succeed. It works!  
Today you'll learn how to make it work for you and your community.

#### *Moderator:*

*Michael Donahue, Incubation Programs Manager, Toronto Business Development Centre*

#### *Panelists:*

*David McNamara, VP Incubation, InNOVAcorp*

*Peter Milley, Partner, Halifax Global*

*Peter Mugridge, Facilities Manager, InNOVAcorp*

*Dan Brennan, Entrepreneurial Program Manager, Toronto Business Development Centre*

*Dave Jessop, Principal and Senior Project Manager, CBCL Limited*

*Ed Hobbs, General Manager, Toronto Business Development Centre*

*Marie Lussier, Manager, CRC Innovation Centre*



12:30pm - 1:45pm

## LUNCH WITH GUEST SPEAKERS

The County of Kings, the Town of Wolfville, and Acadia University have formed a unique partnership to establish a state-of-the-art business incubator on the Acadia campus in Nova Scotia's Annapolis Valley. Managed by two municipalities, The LINK will offer an innovative way to commercialize indigenous technologies, particularly those with an environmental focus.

The new world-class structure will be located at the edge of Acadia's vibrant university campus, adjacent to the K.C. Irving Environmental Science Centre, with one façade pointed to the community and the other to the campus. The facility will house businesses, non-governmental organizations, governmental agencies, and community groups, combining their experience and expertise with the intellectual capacity of Acadia faculty, staff and students. Environmental, social and economic challenges will be researched in a collaborative, interdisciplinary atmosphere, environmental solutions will be developed, and resulting technologies that can be exported worldwide will be commercialized on site.

Funding partners of The LINK include the Atlantic Canada Opportunities Agency and the Nova Scotia Office of Economic Development.

Listen to representatives from the community partners as they share their dreams and plans for The LINK.

### Presenters:

*Claude O'Hara, Senior Advisor to the President on Government and Community Relations, Acadia University*

*Erin Beaudin, Executive Director, Kings Community Economic Development Agency*

*Roy Brideau, Chief Administration Officer, Town of Wolfville*

## CABI 2006 Partners



National Research  
Council Canada

Conseil national  
de recherches Canada



Atlantic Canada  
Opportunities  
Agency

Agence de  
promotion économique  
du Canada atlantique

Canada



CBCL LIMITED

Consulting Engineers

