



Canadian Association of Business Incubation
Advancing Incubation Coast to Coast

*15th Annual Conference
From Stem to Stern*



*Halifax
Nova Scotia, Canada
September 24-26, 2006*

CONFERENCE
PROGRAM



Canadian Association of Business Incubation

Advancing Business Incubation Coast To Coast

CONFERENCE PROGRAM

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

SUNDAY SEPTEMBER 24

The Brewery Market

8:00am - 9:00am Conference Registration and Information (Halifax Marriott Harbourfront Hotel)
3:45pm - 7:00pm

5:00pm - 6:00pm **KEITH'S BREWERY TOUR**

The Brewery Market, 1496 Lower Water Street

(This tour is available to delegates who pre-booked it when registering for CABI 2006.

The tour is approximately 1 hour. You'll finish just in time to join us next door at the CABI 2006 opening reception.)

Visit the oldest working brewery in North America, in the heart of beautiful and historic downtown Halifax. Still brewed only in Halifax, Alexander Keith's India Pale Ale remains a favourite of beer drinkers across Canada. For more than 185 years, Alexander Keith's has been the toast of Nova Scotia. It's a time-honoured recipe, steeped in authentic Nova Scotia tradition. Even as times change, Alexander Keith's proudly remains the same: a beer brewed without compromise since 1820. For this we have the great brewmaster, Alexander Keith, to thank.

Actors in period costume will lead you back in time as you learn about the beer, the brewery and life in Halifax in 1863. You'll also visit the Stag's Head Tavern where you can listen to toe tapping music and, of course, sample Keith's fine ale.

6:00pm - 8:00pm **CABI 2006 OPENING RECEPTION AT THE ATLANTIC BEER INSTITUTE**

The Brewery Market, 1496 Lower Water Street

Kick-off the 2006 conference with your fellow delegates. Renew old friendships, network with other professionals, and enjoy some light refreshments and a swally (or two) of Alexander Keith's India Pale Ale.

The Atlantic Beer Institute is, in essence, our local "Beer School." The state-of-the-art educational facility is located in the historic brewery complex, home to Alexander Keith's Nova Scotia. This is where beer enthusiasts from all walks of life come to learn about the industry, the history of beer, the brewing process, menu suggestions for food pairing with beer, and professional pouring techniques. Enjoy a short beer school lesson on pouring, handling and tasting as we launch CABI 2006!

Plus, enjoy the entertainment provided by Dave McIsaac and Louis Benoit. Internationally recognized as a master of stringed instruments, Dave is a musician's musician and is widely admired as such. He plays traditional fiddle tunes with fiery passion, and his stunning guitar playing, whether solo or as accompaniment, is industry legend. Louis is a talented Acadian musician, who comes from a large musical family headed by famous Nova Scotia fiddler, Jarvis Benoit. Louis specializes in mandolin and guitar and is among the region's most in demand fiddle accompanist. He and Dave often play together at the local Old Triangle Pub.





7:00am - 4:30pm Conference Registration and Information

7:45am - 9:00am
Plated Breakfast
(8:00am start)

WELCOME AND BREAKFAST SPEAKER

Welcome / Opening Remarks

Breakfast Speaker: Dr. Ivar Mendez

Professor & Head, Division of Neurosurgery; Professor, Department of Anatomy & Neurobiology; Chair, Brain Repair Centre

Dr. Mendez is the internationally recognized surgeon, researcher, humanitarian and teacher behind a major innovation in neurological research and practice in Halifax. He will speak about breakthroughs in the use of stem cells to treat and repair brain disorders and spinal cord injuries, and how robotics is revolutionizing surgical management by becoming an extension of the eyes and hands of the surgeon. Dr. Mendez is improving the lives of people facing severe injuries and debilitating diseases, and he's making Halifax a global centre for innovation and neuroscience. You won't want to miss his story.

9:15am - 10:15am

OPPORTUNITIES FOR SUSTAINABLE PROSPERITY

Nova Scotia has a bold vision for becoming one of the economic leaders of the 21st Century. The province has recorded solid economic progress over the last five years, but the challenge of achieving sustainable growth and competitiveness is a big one.

Learn about where Nova Scotia sits today in the global marketplace and how "Opportunities for Sustainable Prosperity 2006" – Nova Scotia's recently updated and refined economic growth strategy – is taking shape. Plus, gain insights from how this region is coordinating efforts by government, business, labour, community groups, and individual Nova Scotians to encourage innovation and entrepreneurship and build a prosperous future.

Presenter: Paul Taylor, CEO, Office of Economic Development for the Province of Nova Scotia

10:15am - 10:30am

NETWORKING BREAK

10:30am - 11:45am

HIGH PERFORMANCE INCUBATION IN NOVA SCOTIA

Early stage Nova Scotia based entrepreneurs are benefiting from InNOVAcorp's High Performance Incubation (HPI)TM business model. HPI incorporates the powerful combination of incubation, mentoring, and seed/venture capital investment.

Learn how InNOVAcorp's HPI business model is fostering innovation, commercialization and entrepreneurial success.

Presenter: Dan MacDonald, President & CEO, InNOVAcorp



12:00pm - 2:00pm

CABI AWARDS LUNCHEON

Keynote Speaker: Dinah Adkins

President & CEO, National Business Incubation Association (NBIA)

Introduced by: Dave Bourque, Manager, Small Business Metro Halifax, Royal Bank

The Royal Bank is a renowned supporter of business incubation programs and their clients across Canada. CABI is delighted to have this company participate in this year's conference.

Since her appointment as president and CEO of NBIA in 1988, Ms. Adkins has overseen the organization's growth, quintupling membership to more than 1,500 member organizations representing 48 nations around the world - by far the world's largest organization of business incubation professionals.

With Adkins in the lead, NBIA has managed consulting efforts for major Japanese, Bulgarian, Kuwaiti and American contractors, both government and private. The Association maintains a website with more than 9,000 pages of information on business incubation and NBIA, and individuals who have questions about business incubation and entrepreneurship development contact NBIA more than any other organization.

Ms. Adkins is an accomplished speaker on topics related to entrepreneurship and business incubation at conferences throughout the world.

2:00pm - 3:30pm

MAKING ENTREPRENEURS INVESTOR READY

What are the characteristics of today's most promising entrepreneurial ventures and how can you help them access capital and be globally competitive? Discover what it takes to be successful and how you can help entrepreneurs effectively prepare for growth opportunities.

Hear from three successful entrepreneurs on how they made the leap from idea and lab bench to commercial reality. They will talk about the obstacles they faced and how they overcame them. Get great tips and suggestions from the people who have been there!

Moderator: Stephen Hartlen, VP Mentoring, InNOVAcorp

Panelists: Dr. Kenneth Rockwood, President & CEO, DementiaGuide Inc.;

Chad Munro, CEO, Halifax Biomedical Inc.; Dave Alward, Vice President, EastMed Inc.

3:30pm - 4:30pm

CABI ANNUAL GENERAL MEETING

All delegates are welcome to attend CABI's annual general meeting. (Non-CABI members will be invited to contribute to discussions, but only members in good standing will be allowed to vote on tabled motions. Paid members must register at the door to indicate their presence and receive ballots for voting.)

4:45pm - 7:00pm
(Boat leaves dock
at 5:00pm)

HALIFAX HARBOUR TOUR

This tour is approximately 2 hours. You'll finish in time for The Ultimate Maritime Feast.

Meet at 4:45pm in the lobby at the side entrance of the Marriott to proceed to this event as a group. The boat leaves Murphy's on the Water at Queen's Landing at 5:00pm.

Don't miss the boat! March onto the boat accompanied by the unique sound of traditional Nova Scotia bagpipes. A harbour tour is a "must see" while you're in our fair city. From the water, explore the rich and dramatic history of a North Atlantic port that played a pivotal role in the great wars of the 18th, 19th and 20th centuries. Check out major landmarks, a variety of harbour vessels, and local traditional folklore.



7:45pm - 10:00pm

THE ULTIMATE MARITIME FEAST

Halifax Marriott Harbourfront Hotel

You've had an intense day of learning and networking at CABI 2006, and now it's time to relax and tantalize your taste buds at a real maritime scoff. Indulge in mouth-watering ocean-fresh seafood and enjoy our world-famous East Coast hospitality. It promises to be a feast for your body and soul! Please note casual dress is suitable for this event.

Entertainment for the evening will be provided by none other than quick-witted Tony Quinn and his daughter Shannon. You'll love Tony's fast-paced comedy, music, and hilarious impersonations. Playing fiddle and step dancing since a very young age, Shannon has learned the crafts well and has blossomed into a fine young artist. This is a duo you won't soon forget!



7:00am - 12:00pm Conference Information

7:45am - 9:00am
Plated Breakfast
(8:00am start)

BREAKFAST SPEAKER

Breakfast Speaker: Robert Orr

President & CEO, Ocean Nutrition Canada Ltd.

Introduced by: Debbie Windsor, Acting Vice President (Nova Scotia), Atlantic Canada Opportunities Agency

Ocean Nutrition Canada Ltd. (ONC) is an innovator and supplier of marine-based, natural ingredients for the global dietary supplements and healthy food markets. The company was the first client at InNOVAcorp's BioScience Enterprise Centre when the life sciences business incubator opened its doors on the Halifax waterfront in 1999. At the time, ONC was focusing on R&D and had fewer than 10 employees.

Today ONC has about 340 employees and is a world leader in the innovative use of marine bioactives. The company has expanded to a new site in Dartmouth and is now building a 40,000 square foot production facility to microencapsulate its Omega-3 fish-oil as a healthy food ingredient to complement its line of dietary supplements. The nutritional ingredient is used in a wide variety of healthy foods around the globe, and has already been incorporated into more than 15 major brands, including Danone, Farmers Choice, and Muller. Robert Orr has been with ONC since the beginning, and has expertly managed the start-up, financing and growth of this esteemed company.

9:15am - 10:30am

THE CURRENT STATE OF VENTURE CAPITAL IN CANADA

Get informed about the current state of the venture capital market in Canada. Hear about which companies and industries are catching the attention of investors and what makes them attractive.

In this session you will also get answers to your questions about who is doing the investing, the size of their deals, and what criteria they use to identify prospective investments.

Also hear example cases about companies that successfully secured funding, and learn from cases about those that were unsuccessful. You'll gain valuable insights to help you assist your clients in navigating the complex investment landscape.

Moderator: Ben Forcier, VP Investment, InNOVAcorp

Panelists: Gregory Phipps, Director, Technology Seed Investments, BDC Venture Capital; Ross Finlay, Co-founder, First Angel Network Association

10:30am - 10:45am

NETWORKING BREAK

10:45am - 12:00pm

CONCURRENT SESSION: THE ART OF DEVELOPING AND OPERATING A SCIENCE PARK – PART I

Three seasoned Canadian science park professionals offer their perspectives on the challenges of planning, developing, and managing a new science park through to the process of continuously improving an existing park. The session will include 'best' and 'next' practices, including the topics of strategies, tactics, marketing, and infrastructure delivery, as well as day-to-day operational challenges. (cont.)



Moderator: Marie Lussier, Manager, CRC Innovation Centre
Panelists: Austin Beggs, Director of Corporate Relations, Innovation Place;
Dale Gann, Vice President of Technology Parks, Vancouver Island
Technology Park; Claude Normandeau, President & CEO, Technoparc

OR

CONCURRENT SESSION: EVALUATING THE SUCCESS OF YOUR PROGRAM AND CLIENTS

You're reasonably confident you're doing good work and having a positive impact on your clients and the economy, but what are the real metrics you should be measuring to evaluate your performance? Learn how you can track the success of your program and clients to improve your operations and demonstrate your value to your funding sources, partners, stakeholders, as well as potential future clients.

Moderator: Michael Donahue, Incubation Programs Manager, Toronto Business Development Centre
Panelists: Tracy Kitts, Vice President & COO, National Business Incubation Association;
Dawn House, Marketing & Communications Manager, InNOVAcorp; Jim Robbins,
Principal, Business Cluster Development

12:00pm - 1:45pm

LUNCH WITH KEYNOTE SPEAKER

Keynote Speaker: Michael R. Duck
CEO & Founder, A.C. Dispensing Equipment Inc.

A.C. Dispensing Equipment Inc. began in the basement of Michael Duck's home in the 1980s after he grew tired of the inconsistency in the amount of cream and sugar in his coffee from local coffee shops.

Today, the company is a thriving 150-person operation, serving clients – including Tim Hortons, Starbucks, and McDonald's – across North America from its 65,000 square foot manufacturing facility in Nova Scotia. Its products include a variety of portion-controlled liquid, flavor and granular dispensers under the SureShot Dispensing Systems® brand. Hear about Mr. Duck's life as an entrepreneur, and how he works to establish a culture of entrepreneurship at his award-winning company.

1:45pm - 3:00pm

CONCURRENT SESSION: CREATIVE MARKETING ON A SHOESTRING BUDGET

Looking for creative ways to market your program or products on a shoestring budget? Learn from a panel of pros who have promoted everything from consulting services and high-tech products to special events and rock bands using traditional marketing methods and new online approaches.

Moderator: Saeed El-Darahali, Venture Analyst, InNOVAcorp
Panelists: Mike Willoughby, President & CEO, WINSTORM presents inc.; Lynn Buckley,
President, Agenda Managers Inc.; Karen Blotnick, President & Consulting Coordinator,
The Marketing Clinic

OR



CONCURRENT SESSION: THE ART OF DEVELOPING AND OPERATING A SCIENCE PARK – PART II

More from the experts on the important role research parks play in promoting technology transfer and economic development for a region.

3:00pm - 3:15pm

NETWORKING BREAK

3:15pm - 4:30pm

THE PAST, PRESENT AND FUTURE OF INCUBATION IN CANADA AND ABROAD

To know where we are going we must first understand where we have been. Get a snapshot of the evolution of incubation over the last three decades.

Also learn about where incubation is today on a global scale, and hear some notable facts and figures from a recent Canadian study on incubation. Most importantly, you'll hear about the future direction of incubation and how we must continue to develop this tool to add value to entrepreneurs and their innovations, and to contribute to a thriving Canadian economy.

Presenters: Dinah Adkins, President & CEO, National Business Incubation Association; Dan MacDonald, President & CEO, InNOVAcop; Denys Cooper, Guest Worker, Technology & International, IRAP, National Research Council Canada

5:00pm - 6:00pm

CABI 16TH ANNUAL CONFERENCE KICKOFF

As the conference comes to a close, join us for a cocktail and hear from next year's hosts about what's in store for the CABI 2007 conference. You'll want to be there so you can start planning ahead!



Event Co-hosts:



National Research
Council Canada

Conseil national
de recherches Canada

Event Partners:



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