



Architecture • Construction • Design
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A World of Construction

International Trade &
Business Development

Nov. 29 - Dec. 1, 2017

Metro Toronto Convention Centre

thebuildingsshow.com

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Explore New Export Opportunities and Discover New and Innovative Products at North America's Largest Building Design & Construction Show

The Buildings Show International Business Program will be held during Construct Canada, IIDEXCanada, PM Expo, HomeBuilder & Renovator Expo and the World of Concrete Pavilion November 29-December 1, 2017 at the Metro Toronto Convention Centre.

With over 1,600 exhibits, The Buildings Show features a wide range of new products, innovations, and market opportunities from domestic and international exhibitors at this unique once-a-year opportunity.

International Visitors from Around the Globe

The Buildings Show, North America's largest exposition, networking and educational event, will receive over 30,500 Canadian and international registrants.

In 2016, the international registrants visited from 54 countries: Australia, Bahamas, Belgium, Bermuda, Brazil, Cameroon, Cayman Islands, China, Czech Republic, Dominican Republic, Ecuador, Egypt, Finland, France, Georgia, Germany, Ghana, Guatemala, Hungary, India, Iraq, Ireland, Italy, Jamaica, Kazakhstan, Mexico, Mongolia, Mozambique, Nepal, Netherlands, Nigeria, North Korea, Norway, Pakistan, Peru, Poland, Portugal, Qatar, Russia, Saudi Arabia, Senegal, Singapore, Republic of South Africa, Spain, Taiwan, Tanzania, Trinidad and Tobago, Turkey, Uganda, Ukraine, United Arab Emirates, United Kingdom, USA and Vietnam.

International Business Program Informs and Connects People

The key to success in global markets is gaining access to essential sector information; discovering business and investment opportunities; meeting potential buyers; assessing business risks and barriers to enter new markets; identifying resources available to Canadian companies; and building new relationships.

The international business program will focus on networking and learning essential market information. There will be an International B2B Matchmaking Program, a Networking Luncheon and Cocktail Reception on Wednesday, November 29 and access to 8 seminars in the International Trade & Business Development stream. We will connect suppliers of building products, services and technologies to buyers, speakers, government agencies, and building professionals.



S101 • 8 AM - 10 AM • WED. NOV. 29
Metro Toronto Convention Centre, South Building

CITIES AND DENSIFICATION: WEAVING OUR NEW URBAN FABRIC

The world's population is becoming increasingly urban, with more than half of the global population living in cities. This year's International Architectural Roundtable brings together architects addressing the issues associated with the most rapidly growing of our urban environments. What role do masterplans and built form play in the complex weave of densifying urban fabrics? And how are architects rising to the challenge of creating spaces that integrate the existing landscape, while creating solid foundations for city growth and revitalization?

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Early Bird Registration Online Before November 15

Register online by November 15 for free admission to the exposition. Any online or on-site registrations processed after this date will be charged \$25 for admission to the exposition floor.

Registration Sponsored by



Register at
thebuildingsshow.com
Any Questions?
Call 416-512-0203

International Trade & Business Development

INTERNATIONAL B2B MATCHMAKING PROGRAM

S104 **\$100/\$110**

The B2B matchmaking program will include pre-arranged B2B meetings with program participants, access to seminars in the International Trade & Business Development stream, a Networking Luncheon, and Cocktail Reception on Wednesday, November 29.

The pre-arrange meeting system is automated to allow participants to request meetings from incoming international delegates and customize their own meeting schedule and location onsite Wednesday, November 29 - Thursday, November 30.

**Includes a VIP Pass to the W/T400 seminars in the International Trade & Business Development stream - a \$400 value.*

The international business program is supported by the City of Toronto; Canadian Construction Association; Global Affairs Canada, Trade Commissioner Services; Ontario Ministry of International Trade; Toronto Construction Association; Building Industry and Land Development Association; Brazil-Canada Chamber of Commerce; Canada Eurasia Russia Business Association; and other supporting industry partners.



Global Affairs Canada
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Any Questions?
Call 416-512-0203

Wednesday, November 29

9:00 am - 10:15 am

W400 - Canadian Construction Market Outlook: What Lies Ahead for 2018?

Looking at trends in the marketplace, attendees will gain insights into new and evolving opportunities. Where is the construction market heading? How is it changing? This session offers predictions for public, private investment in Canada. The attendees will get a deep dive into the domestic financial, social and demographic forces that are shaping our industry. This session will look at the global economic and construction outlook and help you understand what global forces will have an impact on the outlook for construction in Canada.

Mark Casaletto, President, ConstructConnect

10:30 am - 12:00 pm

W401 - Update on Trade Agreements: CETA, NAFTA and TPP

Where do we stand with existing trade agreements such as North American Free Trade Agreement (NAFTA), Canada-European Union (EU) Comprehensive Economic and Trade Agreement (CETA) and Trans-Pacific Partnership (TPP)? How will this effect Canadian exporters of construction materials or construction services? This session will be an update of the trade agreements that will affect exporters in the coming year.

Paul Emanuelli, General Counsel and Managing Director, The Procurement Office

Todd Evans, Principal, EDC Economics Export Development Canada

Omar Khan, Vice President, Public Affairs at Hill+Knowlton Strategies

1:00 pm - 2:15 pm

W402 - Immigration to the US and Canada: What You Need to Know

As a Immigration Attorney in the U.S. and a RCIC Immigration Consultant in Canada, the speaker will be able to provide a unique perspective on immigration options, pitfalls, issues and strategies in order to grow and maintain a cross-border business. There are unique challenges for the construction industry as it relates to immigration which will be outlined and detailed in the presentation. The speaker will address the many exceptions to the work permit requirement that would allow an employee to enter both countries without a work permit.

Jamie Fiegel, Managing Partner, Fiegel & Carr Immigration Law

For full seminar and program details and up-to-date information, visit

www.thebuildingsshow.com

2:30 pm - 4:00 pm

W403 - Sneak Peek at the Latest European Building Innovations

High energy prices, strict government policies and severe resiliency challenges make Europe a hotbed for building innovations. This session aims to explore the ingenuity in the building industry by examining the latest trends and approaches that have been implemented across Europe to reduce energy consumption and introduce greener solutions. It will also look at how these innovations relate to the challenges in the Canadian context. Some of the subjects that will be discussed are large-scale solar energy integration in urban environments, using algae as a source of energy in buildings, smart energy management systems, gradual greening strategies for existing buildings and urban food systems. These projects show in particular how their approaches balance both ecological and economic sustainability.

Stephen Popovich, CDO, Partner, Walas Concepts

Wilco van Bommel, COO, Walas Concepts

Thursday, November 30

9:00 am - 10:15 am

T400 - T0core: Planning Downtown for a Strong Future

Toronto's high quality of life and economic opportunities have made it one of the fastest growing cities in North America, and nowhere is this more evident than in the rising Downtown skyline. The City of Toronto is preparing a Downtown plan that will serve as a blueprint for future growth and infrastructure in the heart of Canada's largest city. It will be a 25-year vision that sets the direction for the city centre as the cultural, civic, retail and economic heart of Toronto and as a great place to live. This session will explore the themes of complete communities, connectivity, prosperity, resiliency and responsibility and how the City can work with its communities and the development industry to improve liveability for all.

Andrew Farncombe, Project Manager Strategic Innovative Policy and Analysis, City of Toronto

10:30 am - 12:00 pm

T401 - Project Delivery Models - P3, IPD, Design Build

This session will help owners, designers, contractors, trades, construction and project managers, procurement officials, risk managers and policy-makers understand and compare the benefits and risks of three project delivery models ... design-build, P3s and LEAN Integrated Project Delivery. What are the values and benefits to each of the delivery models? What are the lessons learned on some projects? The panel will use the

Workshops & Seminars

Oakville Trafalgar Park Revitalization Project as a case study to share the experience of the Town of Oakville on Canada's first LEAN IPD project by a municipal government.

Dean Kaardal, Vice President, Alternative Project Delivery (APD) Sector Leader, Buildings, Stantec

Shelly Switzer, Director of Facilities and Project Management, Town of Oakville

Brian Watkinson, Principal, Strategies 4 Impact!

1:00 pm - 2:15 pm

T402 - Working in Non-Traditional International Markets

In an era of globalization, what are the challenges of working in non-traditional markets? What are the risks and rewards of working in a new market? How do you evaluate opportunities? This seminar will tell you where to get reliable information on less well-known developing country markets. The speakers will address the legal provisions, cultural differences, political considerations, financing options and how to get paid for products and services.

Mark Albertine, President, OpenAire Inc.

Andris Alksnis, Expert in Engineering Industries, Senior Project Manager, Foreign Trade Development Department, Investment and Development Agency of Latvia

Irena Cirule, Commercial Officer Embassy of Canada in Latvia

Kelly Doran, Senior Director, East Africa Programs, MASS Design Group

2:30 pm - 4:00 pm

T403 - Doing Business in Latin America

With a greater emphasis on exports for Canadian manufacturers and service providers, where are the market opportunities in Latin American countries? This session will be a panel discussion about the experiences and best practices when working in these international markets. In particular, learn about the construction opportunities, logistics for market entry, and advantages Canadian companies have in Brazil and other Latin American countries.

Stephen Cohlmeier, Architect, President, Cohlmeier Architecture

Carlos Gutierrez, Project Manager, Transportation Planner, IBI Group

Adrian Mirabelli, Chief Operating Officer, Mirabelli Corporation

Paulo Barnewitz Orlandi, Trade Commissioner, The Government of Canada Trade Office in Brazil

Marcelo Sarkis, Senior Patent Agent - Canada & United States of America and Fellow of the Intellectual Property Institute of Canada, Prima IP

THE WORLD COMES TOGETHER AT IIDEXCANADA

Companies from Australia, Brazil, China, Denmark, Dominican Republic, Finland, France, Germany, Greece, Iraq, Italy, South Korea, Poland, Portugal, Spain, the Netherlands and Turkey will participate in IIDEXCanada at The Buildings Show. Select International Buyers will visit IIDEXCanada on a travel subsidy program which is part of the GOA, Global Opportunities for Associations program supported by Global Affairs Canada.



Global Affairs Canada
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Affaires mondiales Canada
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Wednesday, November 29

9:00 am - 10:00 am

W07 - Reconciliation, Place-Making and Identity

We invite you to come hear about the exciting new developments undertaken by the RAIC Architecture Canada's Indigenous Task Force and its individual members. Indigenous designers of Turtle Island are coming together across the medicine line. Canadian and American designers are building knowledge, inspiration, and experience. In a time of reconciliation, not just between peoples, but between the land and the artifacts of our diverse and changing cultures, it is essential that we share the progress we're making with all nations. You are part of this.

10:00 am - 11:00 am

SE01 - Rick Hansen: Removing Barriers and Unleashing Potential

Through the power of his own story and the inspiration he's found in others, Rick Hansen believes that it's not what happens to you, but what you do with it that counts. At IIDEXCanada 2017, Rick will challenge you to check your own attitudes and question the barriers to success within yourself and your communities. Rick's presentation will inspire you to believe that everyone has the ability to make a difference, and that anything is possible if you have the courage to try.



Thursday, November 30

12:00 pm - 1:00 pm

SE13 - Creating the Bisha: IIDEXCanada 2017 Hospitality Keynote

What are the design ingredients that go into building a luxury hotel in today's marketplace? Launched in September 2017, the Bisha is Toronto's latest and most impressive luxury boutique hotel. With sophisticated and bold interiors by Alessandro Munge of Studio Munge, this 96-room hotel offers an exceptional hospitality case study featuring members of the design, development and architecture team who have made this hotel an instant Toronto landmark.

This keynote panel will include Brian Brown of Lifetime Developments, Charles Khabouth of INK Entertainment, Jacques Lapierre of Bisha Hotel, Alessandro Munge of Studio Munge, and Grace Zeppilli of GZ International Inc. Moderated by Mary Scovlak, Executive Editor of Boutique Design magazine, this keynote panel will take us through the complexities of creating a unique luxury hotel and hospitality experience that has become an instant Toronto landmark.

1:30 pm - 2:30 pm

T18 - Our Future as Smart Cities: Planning for Healthier Environments

Smart Cities hold tremendous promise for the planning of sustainable and healthier communities. Smart cities hold tremendous sway in terms of their potential for technology and planning implications, healthcare services, healthier home environments, clinics etc. Associated planning implications relating to maintaining an active aging population more within a home environment, thereby maintaining their integration within the broader community.

Rick Huijbregts, Vice President, Cisco Canada

John Jung, Chairman and Co-Founder, Intelligent Community Forum (ICF)

Michael Moxam, Vice President, Architecture, Stantec



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