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Dec. 4 - 6, 2019

Metro Toronto Convention Centre

A World of Construction

International Trade & Business Development

thebuildingsshow.com

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

The Buildings Show International Business Program will be held during Construct Canada, PM Expo, HomeBuilder & Renovator Expo, and the World of Concrete Toronto Pavilion December 4-5 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.

New in 2019, Buildings Connect, presented by Colliers Proptech Accelerator powered by Techstars, will be showcased across all market sectors of The Buildings Show. Explore technology innovations and connect with transformation influencers at The Buildings Show.

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, December 4 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.

Early Bird Registration Online Before Nov. 8

Register online by Nov. 8 for free admission to the exposition. Online and onsite registrations processed after this date will be charged \$25 for admission to the exposition floor.

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

International Visitors from Around the Globe

The Buildings Show, North America's largest exposition, networking and educational event, will receive over 30,000 Canadian and international registrants.

In 2018, The International Visitors attendees included interior designers, architects, property managers, exhibitors, manufacturers, distributors, developers, builders, buyers, and project managers from 42 countries: Albania, Australia, Barbados, Belgium, Brazil, Bulgaria, Chile, China, Czech Republic, Ethiopia, France, Germany, Ghana, Honduras, Hong Kong, India, Israel, Italy, Japan, Kazakhstan, Kyrgyzstan, Malaysia, Mexico, Mongolia, Nepal, Netherlands, Nigeria, Poland, Portugal, Russia, Rwanda, Saudi Arabia, South Korea, Spain, Turkey, Uganda, Ukraine, United Arab Emirates, United Kingdom, USA, and Vietnam.



SS101 • Wed. Dec. 4 • 8 am - 10 am
Metro Toronto Convention Centre South Building

There is a resurgence in the use of wood with the advent of new mass timber building products. How are architects around the world working with the inherent material properties of mass timber in their designs? How is the global design community responding to the challenge to create tall wood buildings? Are the sustainable attributes of wood influencing its use in place of other structural materials? How can different materials be integrated to create innovative buildings? Join us at the International Architectural Roundtable to learn how mass timber is transforming architectural design and creating beautiful, versatile spaces.



International Trade & Business Development

International B2B Matchmaking Program

SS104 • \$105/\$115

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, December 4.

The pre-arrange meeting system has been automated to allow participants to request meetings from incoming international delegates and customize their own meeting schedule and location onsite Wednesday, December 4-Thursdays, December 5.

*Includes a VIP Pass to the WS/TS400 seminars in the International Trade & Business Development stream - an over a \$300 value.

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

Wednesday, December 4

9 am - 10 am

WS400 - Canadian, U.S. and World Economic Outlooks: Identifying the Critical Disruptors

Inflation nearly everywhere remains puzzlingly sedate. Central bankers, who were flirting with monetary easing, are shifting to tightening instead. International trade, which has been limping along since the recession, is being hampered by an escalating U.S.-China tariff war. America's economy, long bolstered by exceptional jobs creation, now has shortages of skilled labor. Many countries are dealing with aging populations; others are struggling with changing immigration policies. The impacts on construction are widespread as a host of high-tech advances is also limiting new square footage demands. This presentation will identify key 'disruptors'; assess where they will have their greatest impacts; and lay out the business process changes that will be necessary for your business to continue to thrive in the turmoil.

Alex Carrick, Chief Economist, ConstructConnect

10:30 am - 12 pm

WS401 - Update on Incentive Programs and Potential Cost Saving for Exporters



Business expansion, exporting and expanding into new markets is a costly endeavor. How can companies offset their expenses when growing domestically, investigating new markets and growing their exports? Where can Canadian companies access funding to help with costs? This session will review incentives programs available and cost saving options for both domestic expansion and when entering new markets. The session will assist you in navigating through the funding process and more to achieve your business development goals.

Bill Kocjancic, Senior Account Rep, Akhurst Machinery Ltd.

Bill Macheras, Trade Commissioner and InfoCentre Manager, Global Affairs Canada

David Reynolds, President, INAC Services Limited

Mark Vandeheyden, Vice-President, Americas, RWDI

1 pm - 2 pm

WS402 - Boost Your Exports: How to Succeed in International Markets

The session will cover the pros and cons of international business, the new global market from west to east, how to expand your market, and who can export and what does it take to succeed? The speakers will address the most common errors; the differences between domestic and international marketing; cultures and international business; the future of trade, future markets, and future technology; overcoming and preparing for technical hurdles.

Leif Holmvall, President, Export Pro

Rita Patlan, Area Director: Infrastructure (EUROPE), Ministry of Economic Development, Job Creation, and Trade

2:30 pm - 4 pm

WS403 - Latin America and Caribbean: Market Potential and Analysis for 2020 and Beyond

Learn about the economies of key overseas markets and countries where construction and building product opportunities exist for Canadian companies. In particular, discover new opportunities, best practices and logistics for market entry, development in the Caribbean and Latin American countries and successful case studies.

Sarah Cox, Commercial Director - Mexico, Mirabelli Corporation

Miryam Lazarte, CEO, LatAm Startups

Paola Saad, President, Brazil-Canada Chamber of Commerce

Doreen Weekes, Trade Commissioner, Government of Canada - High Commission of Canada, Barbados

Thursday, December 5

9 am - 10 am

TS400 - City of Toronto: Parks and Public Space in a Rapidly Growing Metropolis

As Toronto evolves into a global powerhouse, attracting tens of thousands of new residents each year to its intensifying neighborhoods, the city's parks and public spaces are working overtime. How are the city's green and open areas, and its associated recreational facilities, responding to this ongoing surge in growth? At this session, the City of Toronto Parks, Forestry & Recreation Division will present its new City-wide Park Land Strategy and share examples and lessons learned about how we are expanding, improving, connecting, and forming partnerships to enhance our parks and public spaces.

Kim Statham, Manager, Forestry Policy and Planning, Parks, Forestry and Recreation, City of Toronto

10:30 am - 12 pm

TS401 - Blockchain: What You Need to Know

Blockchain is a decentralized, open-source ledger that provides transparency and security for any form of transaction. How will blockchain affect the way we do business internationally or domestically? What should you know if you are requested to operate or provide documentation within a blockchain ecosystem? This session will provide you with information to help you feel comfortable for future transactions.

Nabil Irfan, Consultant & Product Manager, Blockchain Guru

Jon Trask, CEO, Blockchain Guru

1 pm - 2 pm

TS402 - Toronto the Global City: How Did We Get Here and How Do We Compare?

The speaker has charted the remarkable rise of Toronto from a provincial town to a top ten city. How did this happen? And how do we keep our global position? From a recent book, Toronto is rated in relation to our big city competitors in terms of economic power, education, transportation, immigrant settlement and quality of life. The speaker will share his views on the City's successes and on the powerful challenges global Toronto faces in the coming years.

Joe Berridge, Partner, Urban Strategies

2:30 pm - 4 pm

TS403 - Demystifying Global Green Building Rating Systems

Sustainable construction and energy efficient buildings continue to be the focus for building products and services around the globe. Manufacturers need to be prepared to meet building ratings, and to provide certifications and test results. A product testing strategy for domestic and international markets will help leverage existing reports, and save time and money. This session will explore sustainable building certification systems and practices across a wide variety of geographic markets to identify best practices.

Brandy Burdeniuk, Chief Customer Officer, Green Business Certification Inc. Canada



Buildings Connect Showcase

Presented by Colliers Proptech Accelerator powered by Techstars, Buildings Connect focuses on technology solutions for Smart design and construction, Smart buildings, Smart cities and Smart Real Estate operations and transactions.



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Transform. Build. Innovate.

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CROSS + POLLINATION

Thurs. Dec. 5
SN108 • 8 am - 10 am

Interior Design Roundtable

Embracing Inspiration from Alternative Disciplines



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