

BC'S PREMIER M&A CONFERENCE

# BC Middle Market Growth Conference

June 13 & 14, 2022

Fairmont Waterfront Vancouver

Event Sponsor

**BANK OF AMERICA** 

**ACG**<sup>®</sup> British Columbia



## 2022 CONFERENCE PROGRAM

### Monday, June 13

6:00pm - 9:00pm

#### President's Reception

Lions Pub & Patio - 888 W Cordova Street, Vancouver

*Event Sponsor: Blake, Cassels & Graydon LLP*

*Wine Sponsored by: TriWest Capital Partners*

### Tuesday, June 14

7:30am - 8:30am

#### Registration & Networking Breakfast (Waterfront Foyer & Ballroom)

*ACG BC Middle Market Growth Conference Event Sponsor: Bank of America*

*Lanyards Sponsored by Mogan Daniels Slager LLP*

8:30am - 9:30am

#### Conference Opening (Waterfront Ballroom)

*Sponsored by BMO*

**Title:** Canada's Response in Turbulent Times: an interactive discussion on geopolitics and Canada's response to the war in Ukraine.

**Moderator:** Elizabeth Armstrong, Senior Vice President & Head, British Columbia, BMO

**Speaker:** Honourable Peter MacKay, Strategic Advisor, Deloitte

9:30am - 10:15am

#### Marketplace & Networking (Waterfront Foyer)

*Marketplace Sponsored by Norton Rose Fulbright*

*Coffee Stations Sponsored by MNP LLP*

10:15am - 11:15am

#### Morning Plenary Panel A (Waterfront Ballroom)

**Fireside Chat:** How Carmanah found success and grew shareholder value through relentless focus

**Description:** In 2013, a new management team and private equity partners joined to lead the turnaround of Carmanah Technologies Inc., a small yet diverse TSX listed public company that, after some initial success, suffered a decade of losses and was in danger of failure. Hear the turnaround story that included the creation of a winning culture and the completion of multiple acquisitions & divestitures as seen through the eyes of Carmanah's CEO, its private equity investor, and the M&A advisor for the last transaction.

**Speakers:**

- Mike Burtch, Managing Partner, Fort Capital
- Terry Holland, Founder & Managing Partner, Krystal Growth Partners
- John Simmons, Former CEO and Chairman of Carmanah Technologies Corp. and CEO of Sedna Wind Technologies

**11:15am – 12:15pm**

**Morning Plenary Panel B (Waterfront Ballroom)**

**Title:** The Sustainability Imperative: Why businesses and investors should be focusing on the 'E', 'S', and 'G'

**Description:** How can ESG drive value in the middle market, and what pressures are companies and investors feeling with regards to ESG reporting? This session will explore how market participants are tackling operational challenges associated with ESG integration, reporting processes, and communicating ESG initiatives with various stakeholders.

**Moderator:** Josh Hasdell, ESG Strategy & Impact Services, KPMG

**Panelists:**

- Brad Liski, CEO & Co-Founder, Tru Earth
- Meredith Moll, VP Sales & Marketing, Harbour Air
- Ian Walker, President & Founder, Hippie Snacks

**12:15pm - 12:45pm**

**Marketplace & Networking (Waterfront Foyer)**

*Marketplace Sponsored by Norton Rose Fulbright*

*Coffee Stations Sponsored by MNP LLP*

**12:45pm - 2:00pm**

**Luncheon and State of the Markets Update (Waterfront Ballroom)**

*Luncheon & Tradeshow Bar Sponsored by Dentons LLP*

*Luncheon & Keynote Sponsored by Nicola Wealth*

**Title:** Navigating Macro Uncertainties

**Description:** There are a lot of uncertainties in the World today. Where are we in the business cycle? How does the new monetary policy regime impact asset values? Do we see supply chain and labour shortages getting better or worse? What factors could lead us to a recession? and if a recession does come, will it be a hard or soft landing? Jonathan Kozy, Managing Director and Macro Strategist at Bank of America, will walk us through his insights on the economy, investment markets and where we might be headed.

**Moderator:** Erica McGuinness, Partner, Sequeira Partners

**Speaker:** Jonathan Kozy, Managing Director & Macro Strategist, Bank of America

**2:00pm - 3:00pm**

**Afternoon Plenary Panel (Waterfront Ballroom)**

**Title:** The Unicorn Rodeo - A Discussion with Industry Leaders on BC's Tech Boom

**Description:** Interested in what's happening now, what's new, and what's next for BC's booming Tech

ecosystem? Hear from the panel of industry leaders after a record setting year for BC Tech as they discuss the future of the industry, how to continue fueling its growth, as well as new tools, tactics and ideas to turn start-ups in to standouts.

**Moderator:** William Johnson, Founder, Vancouver Tech Journal

**Panelists:**

- Matias Marquez, Founder & former CEO of Buyatab, Founder of Ethos Multiverse
- Steven McKoen, Partner, Blake, Cassels & Graydon LLP
- James Wells, Chief Commercial Officer, Sanctuary AI

**3:00pm - 4:30pm**

**Closing Networking Event**

ARC Lounge, Fairmont Waterfront Vancouver Lobby

*Sponsored by TD*

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