

Maximizing Team Performance with Brian Dalzell

On November 18, FEI Canada SGH Chapter members and guests were invited to hear from Brian Dalzell, president of The Performance Advantage Inc. and past-president of the Canadian Association for Professional Speakers. Mr. Dalzell spoke about maximizing team and staff

performance through alignment, accountability and affiliation.



That evening, Bob Rollwagen, FEI SGH Chapter president 2007 to 2010, was recognized by Michael Conway of FEI Canada for his service and commitment.

Congratulations Bob!

President's Corner



Azam Foda, President,
FEI Canada SGH Chapter

This is my first note to you as president of the chapter. The year 2010 appears to have gone by at lightning speed and has almost come to an end. We are well poised to look into the next year on a positive note sans the dark clouds of the macro economy. The holiday dinners and parties have started. Some would have already prepared their Christmas shopping lists, but I am sure most of us are too busy and will submit ourselves to the perils of finding something useful on the 23rd or 24th of December. I wish all our members and their significant others a

very happy and joyous Christmas and Health and Prosperity in the New Year.

The enthusiasm within the SGH Chapter board continues unabated. As mentioned in our previous newsletter, the board determined three areas of strategic focus for the chapter: member growth, member engagement and cross functional linkages. During November, FEI Canada conducted its annual National Chapter Leadership Council Strategic Plan discussion. This was a full day, off site, professionally facilitated brainstorming and information exchange session amongst all the eleven chapter leaders, FEI National staff and the vice chair of the FEI board in the USA. During this session we were informed about the various initiatives that FEI Canada has

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President's Report, continued

undertaken through its committees and task forces.

While the national office continues its good work around advocacy and marketing the FEI Canada brand, it was indeed exciting to see how the chapter level activities synergize with the national strategy. There is a lot happening in the SGH Chapter all with the help of highly motivated and friendly volunteers. Given below are the highlights. You are invited to be part of this volunteer community.

- Our annual flagship event, the SME conference in October, experienced its third consecutive success. We are now in the process of establishing a SME committee for the chapter. We are looking for SME focused representation on the committee. Please contact me with your interest.
- SGH Chapter board member Elysia Estee was on Rogers Daytime TV promoting the FEI Canada brand and the local warmth of the SGH Chapter.

- Our recent initiative the FE Eye Opener has provided great value to attendees. It is a morning session where breakfast is served and caters to the local interest within the SGH region.
- We are working to bring you a golf tournament on May 30th of next year. Stay tuned for more details.
- Regular dinner events continue to be well attended. We are seeing more guests at these events. This demonstrates the interest created outside of the membership which provides a rich networking and contact building opportunity to our members.

We also thank the interest from our sponsors Robert Half, Veracap, KPMG and welcome aboard Hynek Financial Group.

Enjoy the new features in your newsletter and until I see you at a chapter event, wish you all the best and Happy Holidays.

Azam Foda, SGH Chapter President

The New SGH Breakfast “Eye Opener” Series

The first event for this new early morning series took place October 27 in Oakville and the following morning in Cambridge. Howard Johnson of Veracap Corporate Finance provided an overview of the current state of the market for mergers and acquisitions of mid-sized companies in Canada.

A combined total of 40 people attended, providing for some good networking and an active audience for the speaker.

The November Eye-Opener saw Jan van der Hoop from Hiring Smart speaking on financial aspects of making the right hire.

The venues for this series are very accessible to the flow of our members going to work in the morning. I hope everyone will give this new option some consideration in planning for professional development in the coming months.

Bob Rollwagen, SGH Chapter Past-President

***Look for
another
round of
Eye-Openers
in February
2011.***

Chapter Membership closing-in on 100

As of November 30th, the SGH Chapter has 92 members. During its current fiscal year the chapter has added three new members and one transfer member. Please welcome:

- **Alvin Mahesan**, Manager Financial Reporting & Tax, Nissan Canada Inc.
- **Whitney Hammond**, President & Chief Financial Officer, Sovereign Wealth Management Inc.
- **Rick Peister**, Chief Financial Officer, Trylon TSF Inc.
- **Florian Meyer**, Finance Practice Leader, Newhouse Partners Inc. (transfer)

Membership development and retention was the number one priority of FEI Canada last year and continues to be a key platform in the chapter's strategic thinking during the current

year. There are two programs currently in place to stimulate membership:

- Current members or sponsors who refer a prospective member that joins between now and June 30th will have their name put into a draw to win a \$200 gift certificate.
- All new members who join during that same period will be put into a draw to win a full refund on their new membership, a value of over \$1000!

If you know of someone you think would benefit from being a member of the leading financial association in Canada, you are encouraged to invite them to a meeting so they can see the benefits of networking and knowledge exchange with their peers first hand.

*Ernie Doyle,
SGH Chapter Director of Membership*

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Member Profile: Pam Bucher, Hershey Canada

In 2009, Pam Bucher moved to Canada to take on the role of Vice President, Finance for Hershey Canada.

Pam joined The Hershey Company in 1992. During her tenure with the company, Pam has held numerous positions, including director of financial systems & reporting, senior financial accountant and internal auditor.

Pam comments that she very much enjoys working for a company that has a great product and a long history of social responsibility. (Founder Milton Hershey left his entire fortune in trust to the Milton Hershey School. To this

day, the school provides education, housing and medical care to more than 1,800 disadvantaged students).

A CPA, Pam holds an MBA from Pennsylvania State University. While new to the SGH chapter, Pam has been a member of FEI since 2005 and previously served as the president of the Central PA chapter.

Her move to Hershey Canada has given Pam, her husband and her four children an opportunity to explore Southern Ontario and Quebec. They plan to continue learning more about Canada and its history by travelling to the Rockies this summer.



Pam Bucher is Vice President, Finance at Hershey Canada and a FEI-Canada (SGH Chapter) member.

Upcoming Events

January 20th Dinner Event

HST, Post Implementation Issues and Opportunities

—Jane Adams, FCMA, Indirect Tax Associate Partner, KPMG

6:00 pm, Oakville Conference Centre

The new harmonized sales tax (HST) has significantly increased the potential for costly errors for businesses both inside and outside of Canada. Some of the detailed rules for determining what rate of tax to charge and the extent to which tax may be recovered were late in coming and are extremely complicated. There are many issues relating to the new HST that go beyond simply changing the tax rate.

Jane Adams will address the new HST environment, the tax risk management that may affect your business environment and what steps your company could take in response. Discussion topics will include the new place of supply rules and common issues, new reporting requirements and recaptured ITCs, and new GST/HST pension plan rules.

February 17th Dinner Event

Why Smart People Write So Unsmartly... and What you can do About It

—Geoff Weinstein, Founder, Mainstream Communications Inc.

6:00 pm, Oakville Conference Centre

Business writing expert Geoff Weinstein will unravel the cause and cost of poor business writing. He'll also share some tips you can use right away to help your team write more smartly.

(NEW DATE) March 23rd Dinner Event

From Donations to Corporate Foundations: Corporate Philanthropy at Small and Medium Enterprises (SMEs)

—Mark Blumberg

6:00 pm
Burlington Golf and Country Club

Mark Blumberg is a lawyer who focuses on the charitable and non-profit sector and editor of globalphilanthropy.ca. Mr. Blumberg will discuss how SMEs can structure their corporate social responsibility and philanthropy for maximum impact and benefit.

And mark these events in your calendar...

April 14th Dinner Event

with FEI Canada's Toronto Chapter
Microsoft Canada in Mississauga, ON

Upcoming Toronto Chapter Events

January 18th Dinner Meeting

2010 Chief Financial Officer of the Year Award Co-Recipient, Richard Bird, Executive Vice-President, Chief Financial Officer and Corporate Development, Enbridge Inc.

(NEW DATE)

May 18th - Annual SGH Chapter Social

6:00 pm, Art Gallery of Hamilton
Free for members. Spouses and guests are welcome (\$65 pp).

May 30th - First Annual SGH Chapter Golf Tournament

Cutten Club, Guelph. Check the website for more details shortly.



Jane Adams asks "HST - Did you get it right?" at our January 20th Dinner Event

Register for these events at feicanada.org (under the events tab).



The 2011 FEI Annual Conference takes place in Ottawa, June 8th to 10th.

About our Organization

Welcome to the Southern Golden Horseshoe (formerly Hamilton) Chapter of Financial Executives International Canada.

Our chapter provides a great forum for peer networking by CFOs and other senior financial executives who want to meet quality people and share with others solutions to the crucial issues that confront them daily.

Our FEI dinner meetings, professional development seminars and informal outings focus on the highest quality speakers and entertainment to facilitate the flow of new ideas, perspectives as well as sound career and business decisions.



southern golden
horseshoe chapter

Financial Executives International—Canada's pre-eminent association connecting financial executives through networking, knowledge exchange, advocacy and ethical leadership.

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