

HST Proves to be a Timely Topic

The Southern Golden Horseshoe Chapter of FEI Canada held its first January meeting in several years. The featured topic was the incoming Harmonized Sales Tax (HST).

As announced in the 2009 Ontario Budget, the Provincial Sales Tax (PST) will be combined with the federal Goods and Services Tax (GST) to create a Harmonized Sales Tax (HST) for Ontario, effective July 1, 2010.

Uncertain whether inclement weather, 'January blahs,' or post-Christmas catch-up, would keep attendees away, the SGH Chapter Board was pleased to see one of its biggest dinner event turnouts with close to 60 guests in attendance.

"The Chapter Board believed that there was considerable interest among our membership and the business community in the imminent HST implementation and most particularly in the opportunities and issues that this new taxation regime posed. We were fortunate in securing Jane Adams, an excellent and knowledgeable speaker." (Tom Evans – SGH Programme Chair).

Jane Adams, an Associate Tax Partner with KPMG's Indirect Tax practice, shared insights

into the effects of PST-GST harmonization and how it will affect different industries upon its implementation. Jane dazzled the audience with her in-depth and exhaustive knowledge of sales tax matters attesting to her role as a sought-after speaker on the subject. As an integral member of the KPMG commodity tax group when the GST was implemented, Jane is now assisting clients with their transition to the HST.

A copy of her presentation can be found on the SGH Chapter web page via the following link:

http://www.feicanada.org/Chapters/chapters/southerngoldenhorseshoe/hamilton_downloads.html



Presenter Jane Adams, KPMG, with SGH Chapter President Bob Rollwagen.

President's Corner -- by Bob Rollwagen



The Recession is over. At least according to the definition provided by our Government and Economists. The individual citizen working in the Canadian manufacturing or service sector may have a different viewpoint. Some sectors in Canada are still under great pressure where new norms are being established for economic survival. As the Chief Financial Officer, you are one of the people in your company that has to

deal with these realities in many forms and through many events every day. The need to network, develop support structures and learn from colleagues is becoming an even greater need for financial leaders in this economy and is the main reason for the great growth in numbers and energy at our monthly dinner meetings. If you want to get in on the ground floor of a growing dynamic group, plan to attend and participate.

Refer-a-Member Campaign -- by Victor Wells



“As a former President of the Montreal Chapter, Chairman of FEI Canada and Director of the US organization, I attended so many great conferences in Canada and the USA. I also made so many good friends, some of whom I still keep in touch with. My decision to join FEI Canada was one of the best moves I ever made ”

~ Ilay Ferrier, Life Retired Member, Quebec Chapter



Here is your chance to help the SGH Chapter grow!!

Experience has shown that our current members are the best source of new members – nothing beats a personal contact for attracting new members to the organization.

During the months of March to May we are running a Refer-a-Member Campaign. Every time you introduce a new member to the SGH Chapter, we will enter your name into a draw. At the end of the campaign, we will draw the winning name. The more members you introduce to the Chapter, the more chances you have to win. The prize will be \$200 gift certificate to the restaurant of your choice.

Membership in FEIC has many advantages. Networking with peers, the opportunity to earn CPD credits by attending professional development breakfasts/seminars and receiving technical updates are only a few of the

many benefits of membership in FEIC. The SGH Chapter is ideally located for potential members in the area from western Mississauga to Kitchener/Waterloo and the Niagara Peninsula. Our meetings, often sold out, have included very interesting speakers, and have received excellent reviews.

Please think about potential new members that you know, and invite them to join the pre-eminent organization for senior financial executives – the SGH Chapter of FEIC! But wait! There’s more!! For the month of March only, the initiation fee of \$450 will be waived. In addition, new members can attend the National Conference for free – a value of more than \$1100! So don’t wait! Speak to any potential member and get them signed up before the end of March.

For information about membership, please contact any member of the SGH Membership Committee – Vic Wells, Ernie Doyle and David Westbrook.

The Financial Implications of ‘No Shows’

The FEIC SGH Chapter is proud of both the value and calibre of its dinner meetings. In the past two years, we have seen a 300% increase in the number of attendees at our events.

With this increase in attendance, however, also comes an increase in the number of ‘No Shows.’ This has proven to be a costly expenditure for a small chapter of only 80 members from which we draw our programming funds.

As we are required to report catering numbers to our venue three days in advance, and pay for food and beverages based on these initial numbers, we are forced to absorb the

costs of attendees who register but do not attend. In many instances this is equivalent to 20% of the event cost.

At this time, we ask for your cooperation and assistance in accurately managing and reporting our attendance numbers. If you have registered for an event and can no longer attend, the sooner you notify us the better. While we understand that there will always be extenuating circumstances, we appreciate any advance notice that you can give.

We look forward to seeing you at our next event.

Upcoming Events

For more information on these events visit www.feicanada.org

2010 Calendar of Events:

March 25th – *Effective Growth Strategies for Exit -- the Do's and Don'ts in Building a Business for an Eventual Exit* with Rob Lalonde, CEO, AnyWare Group.

Location: Burlington Golf & Country Club

Rob Lalonde has over 20 years experience and success in leading companies such as Hummingbird Communications, Delano Technology and Fusepoint Managed Services through high-growth periods and creating shareholder value through strategic vision and strong execution. He will share his experience on issues such as maximizing annual income vs. long-term value, importance of EBITDA vs. market share and revenue growth, importance of sound business processes and financial systems, and which strategies work and which don't or are less effective.

With a strong track record of driving sales growth in a number of high technology companies, Mr. Lalonde is responsible for directing the strategic vision of AnyWare Group as well as establishing growth and eventual exit strategies. AnyWare Group's portfolio of powerful healthcare portal solutions includes ROAM (Role Oriented Access Management), which is now implemented in 100 hospitals throughout North America.

April 22nd – Joint Dinner Event with FEI Canada's Toronto Chapter in Collaboration with Deloitte. *Winning in the Recovery - Lessons Learned from 3 of Canada's Best Managed Companies. Three CFOs will share their companies' experience.*

Location: Old Barber House, Mississauga, ON

May 6th – FEI Canada's 2010 CFO of the Year™

Canada's CFO of the Year™ Award honours senior financial leaders who have made a significant contribution to business in Canada with quality, integrity and direction. Founded in 2003, the program is a celebration of individual achievement and collective contribution.

May 20th – Annual SGH Social at the Royal Botanical Gardens.

Always a highlight of the SGH programming series, this event promises to be an enjoyable evening of good conversation in one of Ontario's most idyllic settings! For this event, we would like to formally extend an invitation to spouses and guests.

June 8 – 10th – FEI Canada National Conference in Victoria, BC

The 2010 Conference Committee is looking forward to welcoming you to Victoria, Canada's Garden City. You will have an opportunity to discover Victoria's natural beauty, majestic mountains, sparkling ocean, and sweeping views. The Committee is working hard to deliver conference content and social programs second to none.

SAVE THE DATE – DETAILS COMING SOON!

September 23rd – AGM and Dinner Event

October 21st – 3rd Annual SME Conference

SME Day is in October this year and the planning sessions are just about beginning. The first planning meeting is on March 23rd at 7.00 pm at a downtown location. This is a call to participate on the SME day committee. Please contact Azam Foda at azam.foda@armtec.com for more information.

Upcoming Toronto Chapter Events:

March 23rd – Private Equity Symposium 2010

March 25th – Lunch Meeting Joint with Ontario FEIsters - *Higher Education: The Broken Business Model*, with Dr. David Naylor, President, University of Toronto

May 26th – AGM and Dinner Event - *Managing in Crisis* with Dr. Terry Flynn, Director of Master of Communication Management Degree Program, DeGroote School of Business, McMaster University

June 22nd – 6th Annual Toronto Chapter Golf Tournament

FEI - Southern Golden Horseshoe Chapter

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We're on the Web!

See us at:

<http://www.feicanda.org/Chapters/chapters/southerngoldenhorseshoe/index.html>

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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.

Thank you to our Chapter Sponsors

