



PEPTALK

Board Retreat

January 28 and 29 saw the tri-annual Board Retreat in Elkwater, Alberta. Palliser Economic Partnership's Board of Directors, 50% of whom are new to PEP, met for the weekend to discuss the important topics of Board Governance and the Palliser Futures Project, and engaged in ever-important networking.

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Site Selection Review

In December 2010 Palliser Economic Partnership, along with Economic Developers Alberta, held a Community Economic Development Training Program on The Site Selection Process. Following this training course, PEP approached Rainmaker Global Business Development, to work on a mock site selection scenario with two member communities.

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Launch of the New Palliser Economic Partnership Website

March 31, 2011 will see the launch of Palliser Economic Partnership's new and improved website, www.palliseralberta.com. The updated website will be full of helpful information about the region and what it has to offer for newcomers, current residents, businesses, and organizations.

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PALLISER
ECONOMIC PARTNERSHIP

ABOUT PEPTALK

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UPCOMING EVENTS

- Selling to Government Seminar – June 23, 2011

Palliser Economic Partnership

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Board Retreat

Elkwater Lake Lodge was a winter wonderland on the weekend of January 28 & 29, 2011 when PEP's Board of Directors gathered for their tri-annual retreat. With about 50% new Board members, the chosen topics of Board Governance and Palliser Futures were especially fitting for this year's event.

You might expect a session on Board Governance to be nothing but a major "snooze-fest" but nothing could be further from the truth. Session leader Donna Finley, Principal, Framework Partners Inc., is a proven strategist, successfully leading restructuring and transformation initiatives, and has a solid reputation for strategic leadership and creating new solutions. The Friday evening session provided Board members with an opportunity to hear about the three fiduciary duties of a Board:

The duty of care – Acting the way that a prudent individual would in similar circumstances.

The duty of loyalty – Placing the organization's interest above an individual's own.

The duty of obedience – Acting in accordance with the law and the organization's own charter, bylaws and policies.

Donna also talked about the 5 core responsibilities a Board cannot delegate:

- Vision and Policy Development
- Finance
- Executive Management Performance and Succession
- Self-Evaluation
- Quality Services and Programs

Saturday morning was met with some red eyes and talk of late-night networking in Chair Hyland's room, but David Buerle and Juliet Fox of Innovative Leadership livened things up quickly with an update on the Palliser Futures project. Moving into the implementation of the Regional Action Plan developed at the Growing in Rural Alberta Symposium in November 2010, it was important that all Board members understood the potential impact that this project could have on the region as a whole and its municipalities.

Unfortunately the day was cut short due to the volume of snow building up on area highways, but by all accounts it was a great weekend with just the right mix of learning and networking.

Palliser Economic Partnership Board of Directors



From left to right

Back:

Ed Maurer, Peter Rafa, Herb Scott, Jeannette Zahn, Bev Farnden, Phil Turnbull, Don Gibb, Jay Slem, Brent Burton, Ronald Harty, Doug Lehman.

Front:

Jerry Clark, Lionel Juss, Debbie Ross, Eric Solberg, Alan Hyland, Braden Bosch.

Missing:

Ric, Beddows, Robert Blagen, Rod Briggs, Allen Buettner, Darren Drader, Norm Gerestein, Jeanette Hycha, Ken Kultgen, Jim MacArthur, Bert McFadyen, Mark Nicota, Stratton Peake, Tom Thacker.

Site Selection Review

In December 2010, Rainmaker Global Business Development was engaged by Palliser Economic Partnership to conduct training cases on investment attraction in the communities of Bassano and Bow Island. This exercise allowed both communities to respond to a mock investment opportunity, thereby allowing evaluation and recommendations to be made.

Rainmaker researched and developed viable business cases for Bassano and Bow Island. Each community was contacted under the pretext of the 'mock' investor, and both scenarios were carried out as if they were a real investment opportunity.

Rainmaker visited each community and town representatives continued to treat the situation as a viable investment opportunity.

At the end of the visit, Rainmaker evaluated the site selection process in each community based on information packages, initial contact, preparedness and presentation, and provided recommendations for facilitating the growth of the communities' investment readiness program. These recommendations also allow this exercise to be evaluated as a future training tool for economic development and communities in other jurisdictions.

We know that our two host communities, Bow Island and Bassano, performed admirably, and were pleased to have had the opportunity to conduct such a valuable training opportunity.

New website page

New website to enhance economic growth in Southeast Alberta

A wealth of economic development information will be at your fingertips beginning March 31, 2011. Palliser Economic Partnership has launched its new website to provide economic development information to member communities, partners, entrepreneurs, potential investors and newcomers.

Eric Solberg, Councillor for the Town of Redcliff, and PEP Marketing and Communications Committee member, believes the new website is a first class source of economic development information. "The primary objective of palliseralberta.com is to enhance the long-term economic growth and sustainability of the Southeast Alberta Region and its twenty-one member communities." He says that the site provides a wealth of general information about the region's attributes that is of value to all, and through a combination of clear, compelling design and accessible content, a large amount of detail is conveyed in a lean, compact package.

Highlights for the newly launched website include

- Updated current economic development data
- Immigrant and newcomer information
- Regional and sector videos
- Refreshed Palliserworks and Easymove Toolkits
- A brand portal, Mypalliser, for communities to access information on the Palliser Alberta Southeast brand

Watch for the official launch of www.palliseralberta.com in April 2011.

Announcements

Palliser Industry Cluster Initiative

Palliser Economic Partnership has identified a need to enhance economic growth in the region by assisting existing firms to become more productive and find new markets. Through the Palliser Industry Cluster Initiative, manufacturers in the Palliser Region will organize themselves into two networks that have separate functions:

1. The Metal Manufacturers Cluster will test the viability of a cluster organization in assisting regional companies to access and win bigger projects outside the region.
2. Manufacturers will create a network that will facilitate the dissemination of information and learning to further improve their productivity. This initiative will foster an atmosphere of information sharing and provide learning opportunities to improve productivity and increase resources.

Southeast Alberta Promotional Video Series

Palliser Economic Partnership has launched its promotional video series intended to promote Palliser Alberta Southeast and showcase what we have to offer residents, potential investors, and families looking to relocate to the region.

To view the video series go to www.palliseralberta.com and click on Alberta Southeast Promotional Video Series.

Staff Moves

Palliser Economic Partnership bids farewell to Gloria Filgas, after 12 years of working with PEP. We wish Gloria well in her retirement and all future endeavours.

In the coming weeks PEP will be recruiting and hiring a Manager. Be sure to watch your email and the next iteration of PEPTalk to find out about the successful candidate.

Events

Selling to Government Seminar

June 23, 2011 >> 9:00 – 5:00 pm

Medicine Hat Lodge, Saamis AB

Want to learn how to market your goods and services to the government?

Come to this full day seminar and hear from both Provincial and Federal Government on the procurement process. Meet face to face with representatives from the Department of National Defence, Defence Construction Canada, Defence Research and Development Canada, Western Canadian Defence Industries Association, Federal Security, Public Works and Government Services Canada, and the Canadian Innovation Commercialization Program.

Learn:

- How to make bids
- How to navigate the MERX and Alberta Purchasing Connection Websites
- About Federal Security and restrictions
- How to sell to the various Defence Departments
- How to have new products tested within the Government of Canada before taking them to the marketplace.

\$15 / person – includes lunch buffet, coffee, snacks, and materials.

For more information or to register please contact:

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