

# Washington-British Columbia Sustainability Industries Summit

7:30 AM ~ 12:00 PM April 27, 2005

Grand Hyatt Hotel, Seattle

721 Pine Street

Seattle, Washington

USA 98101

## AGENDA

7:30 – 8:00 a.m. **Registration**

8:00 – 8:10 a.m. **Welcome and Introductions:** Larry Williams, Assistant Director, and Juli Wilkerson, Director, State of Washington Department of Community Trade and Economic Development

8:10 – 8:20 a.m. **Industry Overview – Washington's Excellence in Sustainability**

This talk will highlight sustainable technologies in Washington, and indicate why Washington companies are well positioned to work internationally.

Keynote address by Paul Anseeuw, Keen Engineering

8:20 – 9:50 a.m. **Session I – Overview of Sustainability Market Opportunities in British Columbia**

This session will provide information on the directions British Columbia has recently taken with regard to sustainability and will outline business opportunities there in the fields of architecture, design, remediation, and alternative energy. Topics will include the high level of LEED certification for buildings, alternative energy, and the market for remediation and redevelopment services.

- Dr. John Wiebe – CEO, GLOBE Foundation of Canada: will answer the questions “Why British Columbia? Why GLOBE 2006?” and speak on how Washington-based, sustainable companies can tap into BC's environmental marketplace.
- Brenda Metropolit, Environment Canada: Mrs. Metropolit will discuss the Federal Government's approach to sustainability and the Government's involvement for the building sustainable 2010 Olympic Winter Games.
- Alex Zimmerman, President, Canada Green Building Council: Mr. Zimmerman will discuss B.C.'s sustainable building practices and requirements.

9:50 – 10:00 a.m. Coffee Break

10:00 – 11:00 a.m. **Session II – Case Studies in Successful Sustainability Business between Washington and British Columbia**

This session will describe instances of successful partnerships between Washington and BC firms using sustainable technologies and practices.

Moderator: Linda Thorsted, VP Leading Edge British Columbia. **Leading Edge British Columbia** is a non-profit organization dedicated to the promotion of British Columbia as a technology destination. A savvy talent pool, access to top-quality educational and research facilities, attractive business sites, world class transportation infrastructure, and a competitive business climate, it pays to do business in BC.

Panelists:

- Paul Anseeuw, VP, Keen Engineering, past chair of Cascadia Chapter of USGBC: Mr Anseeuw will present 4 cases of successful partnerships on projects in Canada: 1) Olympic Speed Skating Oval, 2) Cinergy energy performance contracts, 3) Lighting Lab design expertise, 4) Vancouver BC library square and new convention center.

- Bert Gregory AIA, Mithun: Mr. Gregory will discuss 3 cross border collaborations. One in BC for a US client, the cross border collaboration with BC firms in the creation of IslandWood, the first USGBC LEED® Gold project in Washington State, and as a collaborator with a BC firm for the Seattle Monorail Project.
- Robert W. Widmeyer, LMN Architects: Mr. Widmeyer will share LMN's experience in obtaining the design contract for the expansion of the Vancouver Convention Center. A project identified as one of the 2010 major infrastructure facilities.

10:40– 11:30 a.m.

**Session III – Resources for Reaching Out To BC and the World**

This session will focus on events and resources that will help Washington companies gain access and exposure in BC and the rest of Canada. Events include the 2010 Winter Olympics, the World Urban Forum and GLOBE 2006, one of the premier environmental trade shows in the world. Washington companies will also learn about State and Federal resources available to help them enter the BC market and other international markets.

Scheduled panelists:

- Robert Jones, U.S. Dept of Commerce, Commercial Section Vancouver B.C.: Mr. Jones will talk about how the U.S. Dept of Commerce is ready to assist U.S. companies do business in Canada. He will also talk about what companies need to consider when doing business in B.C./Canada.
- Tania Fernández de Castro, State of Washington Department of Community Trade and Economic Development: Ms. Fernández de Castro will address how the State of Washington can assist Washington State companies by identify and qualify potential business partners, reps, distributors, etc., in foreign markets. She will also talk about the State's efforts regarding the 2010 Olympic Winter Games and how CTED can help companies pursue business opportunities.
- Trish Maisonville, GLOBE 2006 Ms. Maisonville, Operations Director for GLOBE 2006, provide perspective on past GLOBE conferences and will answer questions and provide information about exhibiting at GLOBE.

11:30 – 11:55 a.m. Q & A

12:00 p.m.

Adjourn

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