



In Partnership with



AFOA SK Economic Development Workshop

March 27th & 28th, 2024

Saskatoon Inn, Canadian Room, Saskatoon, SK

March 27 (Day 1)

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| 8:00 am | Hot Breakfast / Networking |
| 8:45 am | Welcome |
| 9:00 am | What is Economic Activity?
This session will explore the concepts, similarities, and differences of economic activity, economic development, wealth creation, and job creation. To enter or expand development, organizations need to understand where they are starting from, what is available, and how to make a good decision.
Speakers – Keith Fonstad MNP and Milt Tootoosis SREDA |
| 9:45 am | Evaluating Opportunities
In order to make a good decision, using a framework for decision making helps to ensure comprehensive and consistent evaluations are completed. This session will explore concepts around due diligence, capacity evaluation, and choosing a proper structure.
Speaker – Keith Fonstad MNP |
| 10:45 am | Health Break (15 mins) |
| 11:00 am | Understanding the Economy
To assist with development and due diligence, it is important to access relevant and accurate information. This session will explore local and regional sources of data and statistics. Other micro and macro-economic concepts and considerations will be discussed including evaluating 'leakage' how that helps to identify opportunities.
Speaker – TBD |
| 12:00 pm | Lunch Break (1 hour) |
| 1:00 pm | Keys to a Successful Development Corporation
This session will explore best practices for set-up, oversight, evaluation, and operational considerations of a community owned business.
Speaker – Erin Gardiner, MNP |
| 1:50 pm | Tax considerations
Highlights of personal and corporate income, excise and employment taxes which are important to all types of economic development entities.
Speaker – Curtis Ziola MNP |
| 2:30 pm | Health Break (15 mins) |



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2:45 pm **Supporting Individuals and Start-ups**
Successful entrepreneurs are the key to any successful economy. This session will explore best practices for supporting entrepreneur development and accessing supports.
Speakers – Stephane O'Reilly, SK Startup Institute and Jennifer Lester, MNP

4:00 pm **End of Day**

March 28 (Day 2)

8:00 am **Hot Breakfast / Networking**

9:00 am **Case Studies**
Lessons learned from small business entrepreneur and senior management of a successful community owned economic development entity.
Speakers – Treena Amyotte, Director of Business Development PFN (Pasqua First Nation) Group of Companies; Derek McKay, Peter Ballantyne Group of Companies; Blaine Mirasty, Cree North Adventures

10:30 am **Health Break (15 mins)**

10:45 am **Financing an Investment**
There are many ways to finance an investment from personal savings, angel investors, bank loans, government grants, and strategic partnerships. This session will explore options to access capital while considering the impact on risk.
Speakers – TBD

12:00 pm **Lunch Break (1 hour)**

1:00 pm **Involvement with key Saskatchewan industries**
This session will explore the key industries which are providing significant opportunity within Saskatchewan, from major projects such as renewable energy, oil and gas, and nuclear, to emerging industries such as tourism, information technology, and value added forestry.
Speaker – Christian Boyle, Glyph Creative Strategy

1:45 pm **Risk Management - Contract awareness and Fraud protection**
Best practices to protect your capital will be explored.
Speaker – Keith Fonstad MNP

3:00 pm **End of Day**