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The President's Corner

Revitalization of FEI Toronto gathers speed

by Michael Conway, President

As we head past the mid-point of our 2003-2004 season, I am thrilled by the increased participation of FEI Toronto members.

We have had record attendance of over 500 members and guests at the five sold-out events of our season thus far and FEI Toronto's Committees are moving full speed ahead.

FEI Toronto Director Judy Munro really outdid herself with the unforgettable 9th Annual Social Evening, held on November 24th at Chiado where Huyshe Bower, the Executive Vice-Chairman of Taylor Fladgate, took us for a wonderful journey through the cuisine and spirits of Portugal.

For those of you who could not attend one of our four technical events (or for those attendees who wish a copy of the presentation), make sure that you check out FEI Toronto's website. <http://www.fei.org/chapter/Toronto/files.cfm> now includes the Audio-Visual presentations of our December and January speakers Sherry Cooper and Dennis Kavelman, as well as the September and October presentations of Peter Currie and Ed Kilroy.

1. YOUR OPINION COUNTS

This year, FEI Toronto has tried to improve its value proposition to you, its members. To help us know how we are doing in our quest to provide better programs and communication, we would greatly appreciate if you would take a few minutes to complete the attached survey.

<http://www.teleglobal.ca/fei/survey2.cfm>

2. NOW IS THE TIME TO GET INVOLVED

To fully accomplish our "Revitalizing FEI Toronto" strategy, we need even more active participation of FEI Toronto's membership. Thus, I would like to invite you to serve on FEI Toronto's 2004-2005 Board of Directors or one of its following committees:

- **Membership Committee:** Responsible for maintaining our vitality and relevance by ensuring member satisfaction and by encouraging a constant influx of new members into FEI Toronto.

TORONTO CHAPTER 2003/2004 BOARD OF DIRECTORS

President

Michael Conway

Vice President & Chair, Membership Committee

Brian McAskill

Secretary and Chair, Communications Committee

Florian Meyer

Chair, Programs

John Poptsis

Past President & Chair Issues, Policies & Advocacy Committee

Laurie Tugman

Chair, Career Services Committee

Jim Wilson

DIRECTORS

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Wendy Brodtkin

Gerry Haller

Naresh Khosla

Judy Munro

Madhav Murti

Rose Papastamos

William Ross

Fred Silk

Cliff Truax

- **Program Committee:** Responsible for sourcing and staging events which capture FEI Toronto members' interest.
- **Career Services Committee:** This group provides content and activities to FEI Toronto members interested in personal career development, including those members contemplating career moves.
- **Technical Committee:** Serves as FEI Toronto members' link to FEI Canada's new Issues, Policies and Advocacy Committee (or "IPAC"), its Committee on Corporate Reporting (or "CCR") and the Financial Executives' Research Foundation (or "FERF", an advisory service available to all supporting members).

If you wish to become more involved in FEI Toronto or if you would just like to provide us with your suggestions, please contact either me or any member of the FEI Toronto Chapter Board (the Contact List at the end of this Newsletter contains our Email addresses).

Best regards,
Michael Conway

President - Toronto Chapter 2003-04
Financial Executives International



Program 2003 -2004

by Lynn Belo, Program Committee

PAST EVENTS: Please see our website <http://www.fei.org/chapter/Toronto/files.cfm> for copies of the following presentations:"

Thursday, September 18, 2003

Peter Currie, Vice-Chairman & CFO,

RBC Financial Group and Canada's CFO of the Year 2003-2004

"Keeping Investors' interests at the heart of Corporate Governance practices"

Tuesday, October 22, 2003

Ed Kilroy, *President, IBM Canada*

“Optimizing your investment in Information Technology to drive Business Value”

Wednesday, December 3, 2003

Dr. Sherry Cooper, *Executive Vice-President & Global Economic Strategist, BMO Financial Group*

2004 Economic Outlook

Wednesday, January 28, 2004

Dennis Kavelman, *Chief Financial Officer, Research in Motion*

“Company in Motion”

Tuesday, February 17, 2004

David A. Lazzarato, *Executive Vice President & Chief Financial Officer, Allstream Inc. (formerly AT&T Canada Inc.)*

“The Anatomy of a Restructuring and the After Life”

UPCOMING EVENTS

Wednesday March 10, 2004: 6:00 to 7:30PM

Beth Oakes, *Partner, Miller Dallas*

Financial Executives International - Toronto Chapter

Career Services Workshop: “The Power of the Network: Your Key to Success”

This workshop is free of charge (to FEI members only), and will be held in a downtown Toronto location (to be advised).



Wednesday, March 24, 2004

Mitchell H. Max, *Managing Partner, The Performax Group*

“Leading Your Organization Beyond Budgeting: Enabling the Lean, Adaptive and Ethical Enterprise”

National Club - Main Dining Room



Wednesday, April 21, 2004

“TBA”

National Club - Main Dining Room

Thursday, May 6, 2006

**CFO of the Year Award Dinner
at the CARLU (College Park)**

Program 2003 -2004 (continued from page 3)



Wednesday, May 19, 2004

Security of your Organization (hosted by Microsoft Canada)

IT Seminars, discussing different aspects of Info security (4-6pm):

Scott Vanstone, EVP, Certicom

Robert Williams, VP & GM – Mobile Systems, Psion Teklogix

Colin Soutar, CTO, BioScript

TBA, Marsh Canada

Cocktail/Dinner (6-9pm):

Scott Charney, Chief Trustworthy Computing Strategist, Microsoft Corporation

Microsoft Canada Head Office & Presentation Centre

1950 Meadowvale Blvd, Mississauga

Thursday, June 17, 2004 (tentative)

Fifth Annual Golf Tournament

Location: TBA (still a surprise!)

Annual Meeting of Toronto Chapter

Membership News

by Brian McAskill, Vice President & Chair, Membership Committee

CURRENT MEMBERSHIP

As of January 31, 2004, Toronto Chapter had 470 members, of whom 367 are Active and 103 are enjoying retirement.

For the current year commencing July 1, 2003, Toronto Chapter membership has increased by a net 7 new members.

WELCOME TO OUR NEW MEMBERS

We are pleased to welcome the following new members that have joined this membership year:

- John E. Barker, Chief Financial Officer, Zenon Environmental Inc.
- Richard Benn, Vice President, Market Development, CMA Canada
- Bryan M. Brooks, Vice President Finance & CFO, Speedy Transport
- David Drinkwater, Executive Vice President, Chief Financial Officer, Ontario Power Generation Inc.
- Daniel A. Gagnon, Director of Financial Operations, Husky Injection Molding
- Nicole Graham, Controller, Lexmark Canada Inc.
- Christopher Jeans, IOL Reporting Manager, Imperial Oil Limited
- Refat A. Jiwani, Vice President & Corporate Controller, Industrial Alliance Insurance and Financial Services
- Maureen D. Kennedy, Vice President Finance, Toronto Hydro Corporation
- Mary Pasut, Chief Financial Officer, Yolles Partnership Inc.
- Gordon Winston, Executive Vice President, Finance, Drug Royalty Corporation Inc.

Membership News (continued from page 4)

WELCOME BACK TO THE FOLLOWING MEMBER

- Gary R. Wade

MEMBERSHIP TRANSFERS IN: 2003

- George R. Hannah, Controller, Dawn Food Products (Canada), Ltd. from Regina Chapter
- Steve Vieweg, Executive Director, CMA Canada from Winnipeg Chapter
- M. François Vimard, Executive Vice President, Sobeys Inc. from Montreal Chapter
- John W. Weatherall, Vice President Finance & Operations, Western Inventory Service Ltd. from Calgary Chapter

RETIREES

- Gary W. Goertz
- Naresh Khosla

NEW MEMBERS REQUIRED

FEI is a member driven organization. A constant influx of new members is key to our vitality and relevance. The easiest way for us to recruit new members is for each member to share the benefits of FEI membership with fellow business partners and friends. We have information packages that include a brochure called “10 Key Reasons to Join FEI” and an application form. Another great way to recruit new members is to invite qualified prospective members to a complimentary Toronto Chapter Dinner.

Prospective Member Offer

Members are encouraged to bring out prospective FEIC Toronto members to a future Toronto Chapter meeting.

This complimentary offer, which is applicable to all dinners except our annual social evening and our (always sold-out) December night with Dr. Sherry Cooper, is available by completing a Prospective Member Referral Form and sending it to Liz Bowell when you reserve your attendance for that dinner. To receive a Prospective Member Referral Form, please contact Liz by e-mail, lb@passport.ca by voice mail, 416-352-5268 or download it here:

<http://www.fei.org/canada/Downloads/FEICMembershipReferralform.pdf>.

As always, members can bring guests other than prospective members to our Toronto Chapter meetings, but members will be billed for these guests (and themselves) at regular rates.

We would be happy to send “10 Key Reasons ...” to anyone you like. Please contact Paulette Kirkey, FEIC’s Manager, Member & Chapter Relations at (416) 366-3007 x5103 or email her at pkirkey@feicanada.org or contact myself, Brian McAskill, FEIC Toronto’s Vice-President and Membership Committee Chair at (416) 868-2806 or e-mail at Brian.j.mcaskill@marsh.com.

If all you need is an application form, you can pick one up here:

Prospective Member Offer (continued from page 5)

<http://www.fei.org/canada/Downloads/FEIApplication2004.pdf>.

Most important of all, we need you to call the person you referred and get them to fill out the form and send it in!

Don't forget, new members who join now qualify to attend the North American Rendezvous Conference in Québec, June 2 – 4 free; saving about \$1,000! This is FEI Canada's major annual networking and professional development event.

We need new Membership committee members!

We welcome Steve Rosen, VP Finance and CFO, Canadian Securities Institute as a new member of the Membership Committee.

Our goal for this year is to increase our committee membership to 15 members. If you are interested in joining Toronto Chapter's Membership Committee, please contact Brian McAskill at the above address.

Membership Roster

Please keep information current

FEI Canada takes great pains to keep accurate information on members and to protect your privacy. Given the new federal privacy legislation, it is no longer feasible to print and distribute chapter rosters. Instead, we rely heavily on our

feature-rich website to keep members both informed of our activities and in touch with each other.

You can update your business and personal information by accessing the FEI online member roster <https://www.fei.org/account/member/>. This area is secure and password protected. The members only pages of www.fei.org contain some of our most powerful networking tools, however, you can control how much of your information is available to other members.

Please take the time to view and, if necessary, update your information. Make sure you customize your subscriptions and that you sign up for chapter e-blast to be notified of all chapter events so that you have every opportunity to meet peers in your own community. Of course, you can sign up here for any other communications you would like too.

You can also search for any member in all of FEI at <http://www.fei.org/membersOnly/default.cfm>. Various search parameters include: first name, last name, title, company name, company type, industry, revenues and chapter. More great tools to come.

Membership Committee 2003 - 2004

Toronto Chapter completed a strategic review of our operations in 2002-03 and the initiative will be continue in 2003-04. The Membership Committee was expanded to 8 members last year and we plan to expand to 15 this year. 2003-04 Membership Objectives. These are segregated into four focus areas:

- 1. Develop Effective Proactive Committee** - *develop duties, responsibilities and allocate objectives to each committee member*
- 2. Welcoming New Members** - *identify, greet and welcome new members at all chapter functions*
- 3. Member Retention** - *interact with program committee to evaluate effectiveness of our chapter meetings and poll members to determine which value added activities are beneficial*
- 4. Attracting Prospective Members** - *review successful recruiting techniques with other Canadian and US chapters and use an expanded committee to develop and follow up leads*

Recruitment Packages are available

How many new members have you recruited this year?

FEIC has put together an excellent recruitment package, including a brochure "10 Key Reasons to Join FEI".

Should you need any information concerning FEIC membership or are interested in either receiving one of these packages or having one sent to a prospective member, please contact Paulette Kirkey at (416) 366-3007 ext. 5103 or send her an Email at pkirkey@feicanada.org. If you are interested in joining Toronto Chapter's Membership Committee, please contact Brian McAskill, FEIC Toronto's Vice-President and Membership Committee Chair at (416) 868-2806 or e-mail at Brian.j.mcaskill@marsh.com.

Career Services News

by Judy Munro, Career Services Committee

This committee was restarted during the mid part of last year to ensure that the Toronto Chapter services the needs of all its members, including the needs of those members presently in transition. The committee is working on several fronts and are very excited about some of the new services and programs that will be offered.

Following the success of last October's workshop, "Rejuvenate Your Resume- Reap the Rewards" presented by Master Resume Writer, Martin Buckland, the Career Services Committee of the FEI Toronto Chapter is pleased to invite members to "The Power of the Network: Your Key to Success" ON March 10th, 2004 from 6PM to 7:30PM. We are honoured

Career Services News *(continued from page 7)*

to have as our leader for this workshop Beth Oakes, Partner, Miller Dallas, the pre-eminent career transition consulting company for executives and senior professionals. Beth has earned a national lifetime certification in North America as a Senior Professional in Human Resource Management, is a member of the Society for Human Resource Management and has over 20 years experience in advising individuals, groups and companies on career management and organizational design issues.

Space is limited to 25 participants on a first come first serve basis and must be reserved in advance no later than Friday, March 5, 2004 by emailing Liz Bowell at lb@passport.ca

The workshop is free of charge (to FEI members only), and will be held in a downtown Toronto location, to be advised. Participants are asked to bring business cards as this is a “live” networking event !

Technology

by Bill Ross, Technology Committee

In my last newsletter article I highlighted FEI Toronto Chapter’s initiative to facilitate discussion forums on technology. A number of members have expressed interest in participating in these discussions and have highlighted particular topics of interest. Among these topics are: internet security; voice over internet protocol (VOIP); decision support systems; systems readiness for SOX 404.

In the coming weeks, FEI Toronto’s Technology Committee plans to schedule a number of discussion forums on topical information technology issues as they affect finance executives.

If you have any suggestions or interest in particular issues, please contact Bill Ross at bill.ross@enbridge.com.

FERF (Financial Research Executive Foundation)

by Rose Papastamos, FERF Committee

What’s New in Research

MD&A Disclosures for 2003

Effective December 29, 2003, the SEC published interpretive guidance regarding MD&A disclosure. The guidance is intended to elicit more meaningful disclosure in MD&A in a number of areas, including the overall presentation and focus of MD&A, with general emphasis on the discussion and analysis of known trends, demands, commitments, events and uncertainties, and specific guidance on disclosures about liquidity, capital resources and critical accounting estimates.

FERF will be following up this study in “A Review of 2003 MD&A Disclosures”.

FERF (continued from page 8)

FELIX Global

FELIX Global is a FERF moderated, e-mail based discussion forum that allows FEI members to communicate with and learn from their peers on international business and accounting issues. Participation in FELIX Global is free to FEI members and can begin by sending e-mail to felixglobal@fei.org.

About FERF

FERF, an educational foundation that provides research and technical content useful to FEI members, does not receive any portion of your FEI membership dues. Thus, as it must rely on individual and corporate subscriptions, sponsorships and donations, we encourage your support!

Academic Relations

by Madhav Murti, Academic Relations Committee

The key objective of this committee is to enhance the FEI membership experience by fostering a relationship with Academic Institutions. This will leverage our membership strengths with that of Academia in the following areas of interest:

- Enabling members access to academic thought leadership
- Enabling Academia access to members thought leadership
- Professional Development Programs specifically developed for our members
- Members involvement in lectures, workshops and discussion panels
- Sponsorship of focused seminars/conferences
- Go to Market opportunities on professional issues
- Other areas as identified to support our Toronto Chapter strategy

Steps taken so far

- Established contact with Boston Chapter and agreed to share ideas and experiences
- Established contact with University of Toronto- Rotman School of Management (currently evaluating joint program opportunities for 2004)
- Established contact with York University – Schulich School of Business
- Established contact with Ryerson Polytechnic University

Anyone interested in getting involved in this activity is encouraged to contact Paulette Kirkey at (416) 366-3007 ext. 5103 or send her an Email at pkirkey@feicanada.org.

Canada's CFO of the Year Award

by Fred Silk, CFOY Committee

Following on the success of the inaugural event in Banff last June, FEI Canada, in partnership with PriceWaterhouseCoopers, will again present the CFO of the Year award to a Canadian CFO in May of this year. A full-page advertisement appeared in the Globe and Mail on December 8th, 2003. Freedman and Associates are now processing nominations.

For those who missed the advertisement or who would like to see details of how to nominate a candidate, please access the website maintained by our partner: www.pwc.com/ca/cfoaward. The website gives complete information on the criteria used for selection, and will be updated with news as time progresses.

Peter Dey will, once again, chair the Selection Committee, many of whose members served in that capacity last year. The award will be presented at a Gala dinner to be held at the CARLU (College Park) on Thursday May 6th, 2004. We expect about 500-600 people in attendance. To ensure the success of the event, ALL Toronto GTA members are urged to not only buy a seat, but bring along some important corporate guest/guests. Since this award is all about Corporate Governance, members are further urged to circulate news of this event to members of their Audit Committee.

Tickets will cost \$250 each, or \$2500 for a table of ten. The form for buying tickets appears below.

[Click Here to download](#)

Contact Information 2003/2004

Michael Conway	President - michael.conway@teklogix.com
Brian McAskill	Vice President & Chair, Membership brian.j.mcaskill@marsh.com
Florian Meyer	Secretary & Chair, Communications Committee florian@thefbdc.com
John Poptsis	Chair, Programs jpoptsis@rogers.com
Laurie Tugman	Past President & Chair, Issues, Policies & Advocacy Committee ltugman@marsulex.com
Jim Wilson	Chair, Career Services Committee jim.wilson4@sympatico.ca
Lynn Belo	Program & Communications Committees belol@ca.ibm.com
Wendy Brodtkin	Membership & Communications Committees wbrodtkin@dynamic.ca
Gerry Haller	Sponsorship & Membership Committees ghaller@reach.net
Naresh Khosla	Treasurer khoslan@rogers.com
Judy Munro	Career Services Committee, Social Events coordinator judy.munro@breakwall.com
Madhav Murti	Academic Relations, Membership Committee madhav.murti@cgey.com
Rose Papastamos	FERF representative, Membership Committees rose@spectraldiagnostics.com
William Ross	Technology bill.ross@enbridge.com
Fred Silk	FEISTERS, CFO Award Committee fczsilk@sympatico.ca
Cliff Truax	FEIC Board Liaison, CFO Award Committee cliff.truax@hydroone.com
Peter Williams	Advocacy Committee pwilliams@datek.com



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