

2016 ACPM
**NATIONAL
CONFERENCE**



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1976 - 2016



BRIDGING Promise TO Reality

FINDING A BEACON IN TURBULENT TIMES

SEPTEMBER 20-22, 2016

Delta Prince Edward Hotel | Charlottetown, P.E.I.

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Life Financial

DIAMOND SPONSOR

2016 ACPM NATIONAL CONFERENCE

TUESDAY SEPTEMBER 20

BRIDGING PROMISE TO REALITY FINDING A BEACON OF SAFETY IN TURBULENT TIMES

There have been few times when the economic outlook and retirement scenarios for Canadians have been so uncertain. Despite these challenges, the commitment to bridge retirement promises to reality has never been greater. The 2016 ACPM National Conference will identify these challenges and provide solutions during one of the most turbulent times in recent Canadian history.



Green Gables House



Island Scenic Drive



Crowbush Cove

DEPARTING AT 6:30

GOLF AT CROWBUSH COVE

Undulating fairways, water holes with a wisp of wind, pot bunkers and challenging greens all come together to provide you with an experience not to be forgotten. Truly an unbelievable combination of nature and imagination. Rated four and a half stars by Golf Digest's "Places to Play".

(Note: this is not a sponsored tournament; registration includes green fees, foursome pairings and transportation only).

8:30 – 4:30

ISLAND SCENIC DRIVE

& GREEN GABLES TOUR

Starting with a beautiful drive and stunning seascapes, you'll arrive at the North Rustico Harbour and then continue along the St. Lawrence River and through the P.E.I. National Park. We'll stop at the Green Gables House, the inspiration for the 1908 novel, "*Anne of Green Gables*" novel and complete with authentic raspberry cordials! Next is a delicious lunch at the P.E.I. Preserve Company and then the Dunes Gallery to see the Island's best selection of arts and crafts. Finally, there is Dalvay-by-the-Sea, a national historic site featured as the White Sands Hotel in the "*Road to Avonlea*" TV series. On the way back to Charlottetown, relax and enjoy Atlantic scenery at its finest.

Delta Prince Edward

12:00 – 8:00 **REGISTRATION**

6:30 – 8:00 **WELCOME RECEPTION**

The conference starts off with the official Welcome Reception at the Delta Prince Edward Hotel with a beautiful view of the scenic, seaside inlet next to the hotel. Networking and refreshments will set the stage for relationship building that can carry through the conference and beyond. A great way to welcome friends and make new acquaintances.

WEDNESDAY SEPTEMBER 21

Delta Prince Edward

7:00 – 5:00 REGISTRATION

7:15 – 8:15 BREAKFAST

7:15 – 8:15 EARLY BIRD BREAKFAST

(BY INVITATION)

This special breakfast is for new ACPM Members and first-time Conference attendees. Attendees receive a brief orientation to ACPM and a welcome package and are encouraged to ask questions and meet their conference colleagues. Welcome to ACPM!

8:15 – 8:45 OPENING CEREMONIES

The opening of the 2016 ACPM National Conference features a special "40th Anniversary" presentation and officially sets the stage for the conference agenda. Let's Get Started!



8:45 – 10:15 OPENING PLENARY

Pension Promise and Pension Reality —
How do we Turn One Into the Other?

Speakers

Allan Shapira, Aon Hewitt

Paul Moist, former National President, CUPE

Matt Miles, Manulife

Moderator Ken Burns, Lawson Lundell LLP

The Opening Plenary features three well-known presenters who will offer three very different perspectives as to where we need to focus our pension priorities in today's environment. How crucial is a government administered pension base in ensuring secure retirement incomes for Canadians? How about employment based pension plans; don't we just need more of them? Should our priority be based on individual choice and control over retirement savings? Our three panelists will investigate these options and debate the merits of each.



10:00 – 10:30

REFRESHMENT BREAK/SPONSOR SHOWCASE

10:45 – 11:45 CONCURRENT SESSIONS

WORKSHOP 1

Socializing Pension Communications for the Multi-Generational Workforce

Speakers

Karen Gordon, Gordon Strategy

Charley Butler, Ontario Teachers' Pension Plan

Moderator Darryl Mabini, Healthcare of Ontario Pension Plan

Demographics and client profiling can often dictate the optimal communication channels used to deliver information to plan members. As pension plan demographics change so too does member channel preference. This session will discuss some of the real life implications of using social media as a communication medium, its possible role in solving the challenges of communicating to a multi-generational workforce, and administrative considerations such as governance and resource requirements.

WORKSHOP 2

Getting Control back on the Vessel —
Some Offloading Required

Speakers

Heather Wolfe, Sun Life Financial

Manuel Monteiro, Mercer

Moderator & Speaker Eleanor Marshall, Bell Canada

Many sponsors have a hard time dealing with pension risk. Despite reaching all-time high, risk transfers are not that prevalent compared to the potential market. Why have some sponsors decided to act while others are still looking at options? How can we expect the risk transfer market to evolve in the future? What new players will enter the market?

New ideas are already being developed. Some regulators change the rules to facilitate final risk transfers. Things seem to align even more now than only two years ago. Ready, set, offload.

11:45 – 12:15

ACPM ANNUAL GENERAL MEETING

Note: This meeting is exclusive for ACPM members

Hugh Wright, Chair of Board of Directors

Eleanor Marshall, Chair, Audit & Finance, ACPM

Bryan Hocking, CEO, ACPM

WEDNESDAY SEPTEMBER 21

12:15 – 1:45

WEDNESDAY LUNCHEON AND SPEAKER



A Bridge of Sighs: The 'Fixed Link' and Prince Edward Island

By Dr. Edward MacDonald, Chair, Department of History at the University of P.E.I.

Any island faces unmistakable challenges when it comes to physical access to the outside world. This has certainly been the case for Prince Edward Island

which has had issues since joining Confederation. For over a century, relations with Ottawa festered until the opening of the Confederation Bridge in 1997. "A Bridge of Sighs" will offer an illustrated tour of Islanders' generations-long quest for a reliable, convenient way to get back and forth across the Northumberland Strait.



2:00 – 3:30 **PLENARY II**

Reality vs. Perception: What Should Drive Good Pension Policy?

Speakers

David Herle, The Gandalf Group

Malcolm Hamilton, Senior Fellow, C.D. Howe Institute

Moderator Dan Morrison, Willis Towers Watson

A sluggish global economy and geopolitical issues combined with low individual savings rates are some of the factors that challenge pension plans and individuals from building adequate retirement savings. Should Canadians be worried about their promised benefits? Recent papers, such as Malcolm Hamilton's C.D. Howe Institute commentary of last year, says that most Canadians are reasonably well prepared for retirement. However, others have strong beliefs that there is still a retirement crisis. A recent poll conducted by The Gandalf Group seems to support this thinking. Is the gap between perception and reality a problem or an opportunity? This session will discuss the challenges that governments and policy makers face separating situational reality from public perception.

10:00 – 10:30

REFRESHMENT BREAK/SPONSOR SHOWCASE

3:30 – 4:00

REFRESHMENT BREAK/SPONSOR SHOWCASE

4:00 – 5:00 **CENTRE STAGE**

Do you want answers to the most pressing retirement income issues of the day? Have answers that we've all been seeking? If your answer to either of these questions is "Yes", then this is the session you can't miss. It's time to come to Centre Stage, a place at the intersection of issues and policies where everyone has an equal vote and no stone remains unturned.

5:45 – 6:30

TRANSPORTATION TO FISHERMAN'S WHARF

Meet at Delta Prince Edward Hotel Lobby

6:30 – 10:30 **WEDNESDAY EVENING – CASUAL RECEPTION AND LOBSTER FEAST**

This is as casual as it gets! A scenic trip across the Island to Fisherman's Wharf in the fishing town of North Rustico. After a relaxing networking opportunity with other conference delegates, your only obligation on this night is to savour fresh P.E.I. lobster, steamed P.E.I. blue mussels, delicious seafood chowder and home style biscuits. Fisherman's Wharf has been serving lobster suppers since 1976 and has lobster facilities capable of holding 20,000 pounds of live lobster. A great way to wrap up Wednesday's conference agenda.





THURSDAY SEPTEMBER 22

10:30 – 11:30 CONCURRENT SESSIONS

WORKSHOP 3

Shining a Light on Lost Members

Speakers

Stephanie Kalinowski, Hicks Morley LLP

Michael Wolpert, Lawson Lundell LLP

Moderator Danelle Parkinson, Ontario Pension Board

Plan administrators frequently struggle with the payment of benefits to members and beneficiaries they cannot find. This workshop will focus on the steps taken by administrators in meeting their fiduciary duties to those members. The speakers will also explore the option to pay into various provincial funds or into court and the limitations of those processes. Workshop participants will be encouraged to share their experiences and solutions.

WORKSHOP 4

Charting a New Course for DC Plan Members

Speakers

John Hallett, Public Employees Benefits Agency (PEBA)

Marc Williams, Leith Wheeler Investment Counsel Ltd

Moderator Jim Power, Sun Life Financial

Income replacement is not a typical measure of a DC plan's success and instead the focus is on investment performance, fees and some measure of plan member engagement. However, if employees cannot afford to retire, this presents additional challenges as older workers stay longer than projected and this can translate to higher employment costs. This session will examine innovations in the DC market designed to specifically address these challenges. Participants will learn the value of shifting the conversation towards an outcome-focused approach that recognizes the importance of decumulation as opposed to the traditional contribution, investment and time conversation.

7:30 – 4:00 REGISTRATION/INFORMATION

7:30 – 8:30 BREAKFAST



8:30 – 10:00 **PLENARY III**

Stumbling From One Crisis to the Next

Speakers

David Long, Healthcare of Ontario Pension Plan

Derek Burleton, TD Bank

Jennifer Grabmann, Nova Scotia Power

Moderator Naoum Tabet, TD Asset Management

As markets demonstrated at the start of 2016, the low volatility era of the last few years is coming to an end, so it is more important than ever for sponsors of DB plans to take steps to manage the volatility. How does a plan sponsor balance its plan goals with the current market conditions? This session will explore the current state of the economy and allow us to hear from two plan sponsors regarding the course they've set to find an even keel for their investments.



10:00 – 10:30

REFRESHMENT BREAK/SPONSOR SHOWCASE

11:45 – 1:15 THURSDAY LUNCHEON AND SPEAKER



THE HONOURABLE H. WADE MacLAUCHLAN, Premier, Prince Edward Island

Featuring the Honourable H. Wade MacLauchlan, Premier of Prince Edward Island, the conference serves as the venue for his thoughts and insights on the challenges facing his constituents as well as the common issues we face across the country. Premier MacLauchlan was named to the Order of Canada in 2008 and to the Order of Prince Edward Island in 2014.

1:30 – 2:30 CONCURRENT SESSIONS

WORKSHOP 5

Navigating the Pension Journey — Outcome Oriented Governance

Speakers

Michael Peters, British Columbia
Financial Institutions Commission

Mary Lee, Nova Scotia Health Employees'
Pension Plan (NSHEPP)

Moderator Todd Saulnier, Mercer

Pension committees can spend too much time 'steering by the wake' through a focus on investment returns. Their effectiveness may be increased by focusing governance activities on achieving desired outcomes. For example: setting targets for member contributions and investment allocations; and measuring service providers against defined performance standards. Our two speakers will address this view of plan governance from a plan sponsor's and a regulator's perspective.

WORKSHOP 6

The evolving DB Funding Framework

Speakers

Yves-Thomas Dorval, Conseil du Patronat du Québec
Ian Edelist, Eckler Ltd.

Moderator Michel St-Germain, Mercer

After many years discussing it, many jurisdictions are now addressing the use of solvency for funding of pension plans. Some are making changes, some allow alternative methods, some are removing solvency... and some are thinking about it. Québec has used some features of target benefit plans in new legislation, like variable commuted values and conditional indexation. Target plans are still awaited at the Federal level. Annuity buy-outs are now possible under varying conditions.

During this pot-pourri workshop, panelists will discuss recent initiatives and how various regulators have dealt with these evolving concepts.

2:30 – 3:00

REFRESHMENT BREAK/SPONSOR SHOWCASE

3:00 – 4:15 SPOTLIGHT ON CHANTAL HÉBERT



Chantal Hébert is a journalist and author with her finger firmly on the pulse of national politics. She is a national affairs writer with the *Toronto Star*; a guest columnist for *L'Actualité*, and regular on political television and radio shows. She is also the co-author of *The Morning After*, a book on the 1995 Québec referendum and what may have been – if the vote had gone the other way. Her keynote will examine the country's shifting political landscape.

4:15 – 4:30 CLOSING

6:00 – 7:00 GALA RECEPTION

After an informative and jam-packed conference begins to wind down, it's time to join your colleagues and develop new friendships with other retirement income industry professionals. Overlooking a quiet Atlantic inlet, the Gala Reception provides you with a networking atmosphere to discuss the issues of the day in a relaxed social setting with plan sponsors, administrators and service providers.

7:00 – 9:30

GALA DINNER AND ENTERTAINMENT

The final event of the 2016 ACPM National Conference is the Gala Dinner and Entertainment, sponsored by Sun Life Financial. You can look forward to a delicious "Land & Sea Duet" dinner in company with other conference delegates and colleagues. After dinner, be prepared to revel in the music of the unique **Ashley MacIsaac** - the three-time Juno Award winner and double-platinum Canadian fiddler, singer and songwriter from Cape Breton Island who will provide an entertaining and memorable performance you will never forget.



Ashley MacIsaac

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September 20-22 | REGISTER AT acpm-acarr.com

2016 ACPM NATIONAL CONFERENCE

COMPANION PROGRAM

A complete Companion Program is available as a complement to the conference. Companion program activities depart from the host hotel, the Delta Prince Edward Hotel in Charlottetown.

THE COMPANION PROGRAM INCLUDES:

- * Conference Welcome Reception at the Prince Edward Hotel
- * Two Hot buffet breakfasts
- * Visits to the Acadian Musical Village, Cape Egmont lighthouse and the Bottle Houses
- * Wednesday Evening Reception, Dinner and Entertainment
- * Oyster Lovers' Experience
- * Gala Reception, Dinner and Entertainment

SEPTEMBER 21, 2016 8:30 – 4:30

THE ACADIAN EXPERIENCE

Get ready for an authentic Acadian experience beginning with "Frolic, Fricot and Fiddles" at the Acadian Musical Village. You'll be welcomed and shown how to prepare "La poutine à trou." (It's really good!). After learning how to cook fricot, a staple of the Acadian diet, enjoy a unique lunch which can include râpure, meat pie, Hominy corn or fricot plus your "La poutine à trou". After lunch, enjoy traditional fiddle playing and step dancing...and join in if you want. The next stops are the Cape Egmont lighthouse and the Bottle Houses...a truly unique Island attraction. Returning to Charlottetown, check out the longest bridge in Canada - The Confederation Bridge.

SEPTEMBER 22, 2016 1:00 – 4:30

THE OYSTER LOVERS' EXPERIENCE

The Oyster Lovers' Experience is the ultimate dream. These oysters are taken out of the water just before you eat them.....as many as you like! John Gillis has been harvesting oysters since he was a kid and he loves sharing his passion with visitors. From his home on the banks of the beautiful Pinette River, he'll show you how oysters have been harvested and how to shuck an oyster quickly and safely. The reward is a tray brimming with ready-to-eat Pinette River oysters - the best you've ever tasted! As a bonus, there are special grilled clams and oysters in addition to complimentary wine, beer and soft drinks.

THERE'S SOMETHING SPECIAL ABOUT AN ISLAND.

Prince Edward Island, Canada's smallest province, is nourished by its rich land, clean air, warm sunshine, and surrounding waters. Naturally separated and self-contained, it's disconnected from the rest of the world in all the right ways.

A trip to the "Island" goes beyond the jagged red cliffs, peaceful sandy beaches and rolling green hills. It's a food lover's paradise - sweet lobster, succulent mussels and oysters, earthy potatoes, quality beef, warm bread and irresistible desserts. Eleven hundred kilometres of shoreline wraps around Prince Edward Island's many wonders - scenic beauty, cultural richness, diverse history, and a welcoming spirit. There's something special about Prince Edward Island.

ADDITIONAL CONFERENCE INFORMATION

CONFERENCE HOTEL

The 2016 ACPM National Conference host hotel is the Delta Prince Edward Hotel, Charlottetown, PEI. All conference sessions and registration will take place at the hotel. Room blocks are also being held at other properties. Please visit the ACPM Conference website (www.acpm-acarr.com) for complete hotel details and information on guestroom reservations.

ATTIRE

The dress code for the conference is business casual. The Wednesday night events are casual. Business/dinner attire is optional but recommended for the Thursday Gala events.

CONFERENCE ID

Conference ID Badges must be worn to all Conference-related activities. ID Badges will be required for entry to all business and social activities for Delegates and Companions. Please do not lend your ID Badge to anyone. If your ID Badge is misplaced, please proceed to Registration as soon as possible.

DELEGATE LUNCHEONS

Delegate luncheons are part of the general conference program and are available only to registered Delegates.

PLENARY SESSIONS AND WORKSHOPS

We have an informative and valuable program planned for you. To stay on time, and in respect for speakers and presenters, we request that you arrive at Plenary and Workshop sessions and that you take your seat several minutes in advance of the opening remarks. You may attend the Workshop of your choice; no pre-registration is necessary.

MOBILE PHONES

As a courtesy to other conference attendees and speakers, we request that you turn off (or switch to silent mode) all personal communication devices during the conference sessions. Mobile phone calls should be taken outside of the conference session rooms and dining rooms.

CANCELLATION POLICY

A full refund on the conference portion of the fee, excluding golf and other activity fees is available for cancellations that are received in writing no later than **Friday, July 22, 2016**. Cancellations received in writing between July 23rd and August 19th will result in a 50% refund of the conference registration fee, excluding golf and other activity fees. **No refund for any component of the conference is possible after Friday, August 19th.** Delegate substitution is permitted; however, such arrangements must be initiated by the originally registered Delegate. ACPM assumes no liability for changes in program, social activities, event dates or venue.

A SPECIAL THANK YOU TO OUR VALUED SPONSORS

We wish to express our sincere appreciation to all of our Sponsors. It is with their valuable support that ACPM has consistently been able to offer exceptional programming for conference delegates year after year. Please take the time to meet our Sponsor representatives throughout the conference and feel free to join us in saying,

Thank you for making it happen!



SPECIAL THANK YOU
TO OUR DIAMOND SPONSOR

