

Fred Morley  
Opening Remarks  
Building Our Future Luncheon: Stephen Poloz  
May 31<sup>st</sup>, 2007

Good afternoon.

My name is Fred Morley

And I am the Senior Vice-President and Chief Economist

At the Greater Halifax Partnership.

First off,

I would like to welcome everyone

To the second installment of this year's

Building Our Future luncheon series.

As the economic growth organization

For Greater Halifax,

We work with existing business

To help them grow

We work with new investors

To help them understand  
That Halifax is the best place  
In the world to put down roots

And we work to create positive attitudes  
In and about Halifax  
The Partnership is also committed  
To stimulating discussion  
And raising awareness  
On issues that impact  
Our future and our growth.  
And that's why we're here today

I'm so pleased to have my friend  
Stephen Poloz, Senior Vice-President, Corporate Affairs  
And Chief Economist,  
For Export Development Canada here today.

Stephen is a rare economist  
He actually has a long-term memory  
He actually remembers what he said  
In last year's forecast  
And he's able to defend it  
We may take away his membership  
In the economist's club  
In all seriousness, though...  
Stephen brings unique perspectives  
And ideas we all can action

Let me let everyone in on a secret  
Here in Halifax,  
We compete with the world  
Every one of us  
Every day.

We compete for business

We compete for labour

And we compete for attention

And yes,

Things are changing

And yes

Competition is tough

Yesterday at a gateway conference in Halifax

Michael Gallis asked Halifax a few simple questions

**Do we understand the forces of change?**

**Are we organized to respond?**

**Do we have the capacity to respond?**

These are great questions

Questions we all should be asking ourselves

We have been heard a lot in the past few weeks

About the strong dollar

A dollar at a 30 year high

A squeezed manufacturing sector.

We heard of recent closures

Some have hit close to home.

Times are changing

And the competition is tough

But just a few weeks ago

Several Nova Scotia companies received awards

For export success.

These understand the forces of change

The have built plans

They built the capacity.

And they are prospering

And they are models for all of us

As is always the case,

Some economic factors

like the dollar

are out of our control.

But there are things we can do

To drive success in the future

Information is power

We need to have the most up-to-date information on the

global economy

We need to know its implications for trade and investment

We have make plans

Then we have to take action

But it begins with good information

That is why we have brought Stephen here today.

Before I move things along,

I would like to thank today's partners.

This luncheon was presented by

The Chronicle Herald and other partners:  
the Halifax International Airport Authority,  
Mount Saint Vincent University,  
Office Interiors Group,  
And RBC Financial Group.

As well, I encourage everyone to look in today's edition of  
the Chronicle Herald for a two-page newsheet on topics  
discussed today here today.

I will now call on Mr. Jim Meek, Assistant Director,  
News Projects at the Chronicle Herald  
To bring greetings from our presenting partner.

Fred Morley  
Closing Remarks  
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I would like to thank Mr. Poloz for that excellent presentation. I enjoyed it greatly and I know I speak for everyone in the room when I say it was a pleasure to have him here today.

*Present gift.*

Once again, I would like to thank today's partners. The Chronicle Herald, for presenting today's event,  
And the Halifax International Airport Authority,  
Mount Saint Vincent University,  
Office Interiors,  
And RBC Financial Group  
For their continued support of this series.