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15 October, 2018

To All Calgary Delegates and PRAC Primary Contacts

Dear Friends and Colleagues:

It is just days since PRAC's 64<sup>th</sup> International Conference in Calgary. I hope that your onward travels were pleasant. I thought now was the time to send you a short report to remind you of all that we achieved and to provide an update on our policy and membership initiatives.

Bennett Jones welcomed delegates and guests to their Calgary office at Saturday evening's opening reception, which was followed by dine arounds at local restaurants. Sunday's Delegation Luncheon and Tour to Banff showcased the great splendor of the Canadian Rocky Mountains.

The business program began Monday morning with a Country briefing presentation by Bennett Jones Partners Bryan Haynes (Calgary) and Ian Michael I (Toronto) and continued with a highly interesting topic "*Why a Playing to Win Mindset is Mandatory in the Energy Arena*" with Guest Speaker, Peter Tertzakian, Executive Director of the Arc Energy Research Institute. This session was followed by PRACTice Development's panel discussion and presentation "*Increasing Challenges Facing the Energy Industry in Alberta & Globally Part 1: Energy Infrastructure, Project Development*" with Moderator: Vivek Warriar, Bennett Jones LLP (Calgary) and Panelists: Xiaoming Li, Han Kun Law Offices (Beijing) and Shardul Thacker, Mulla & Mulla (Mumbai).

Following the break, sessions continued with PRACTice Management's "*Risky Business – Managing CyberSecurity as a Threat and a Practice*" with Moderator: Ruth Promislow, Bennett Jones, LLP (Toronto) with Guest Panelist Robert Beggs, DigitalDefence, and PRAC panelists: Jaap Stoop, NautaDutilh (Amsterdam); Bruce Johnson, Davis Wright Tremaine (Seattle) and Ross Perrett, Clayton Utz (Brisbane).

Monday afternoon's sessions continued with an informative session of PRACTice Management's "*Taking Care of Business: The Evolving Role of Law Firm General Counsel and the Increasing Demands of Outside Counsel*" with Moderator: Steve Sibold, Bennett Jones, LLP (Calgary) and Panelists: Sivi Sivanesan, Dentons Rodyk (Singapore) and Ross Perrett, Clayton Utz (Sydney).

The final session on Monday was PRACTice Management's Transformation in the Practice of Law in the Context of Technological Disruption with Moderator: Gina Scapillati, Bennett Jones, LLP (Toronto) and Panelists: Marcio Baptista, Tozzini Freire (Sao Paulo); Vicente Lines, Arias (San Jose, Costa Rica); Vinayaga Raj Rajaratnam, Skrine (Kuala Lumpur) and Vicente Grau, Santamarina & Steta (Mexico City).

Monday's in home Partner Dinners hosted by Bennett Jones Partners were especially well received and very much appreciated by attending Delegates and Accompanying Guests.

Tuesday morning sessions started with "*Lessons Learned from Both Sides of the Bench*" up close and personal with one of Canada's former Supreme Court Justices, Bennett Jones partner, the Honorable John C. (Jack) Major C.C., Q.C., and followed with "*Recent Developments in International Trade*" with Moderator: John M. Weekes, Senior Business Advisor, Bennett Jones LLP (Ottawa) and Panelists: Juan Martin Allende, Allende & Brea (Buenos Aires); Heriberto Garza, Santamarina y Steta (Mexico City); Francisco Ugarte, Carey (Santiago); and Lisa A. Bail, Goodsill (Honolulu).

Part II of "Increasing Challenges Facing the Energy Industry in Alberta & Globally" followed, this time with a focus on Power and Renewable Energy – The Changing Landscape.

Tuesday business sessions followed with Business Development Member Firm Spotlight by new member firm Han Kun (Beijing, Shanghai, Shenzhen) with a presentation by Partner Xiaoming Li and closed with PRAC Group Roundtable Discussions - "Bring a Message". All Delegates were asked to bring a message about their firm or practice area to share with pre-assigned table groups. Suggested messaging included recent firm initiatives such as new or expanded practice areas; use and/or implementation of new technologies and/or outsourcing; recent court rulings or case law impacting a member's jurisdiction; examples of recent referrals or joint projects between/among PRAC member firms.

Once again all of the session discussions and forum exchanges proved interactive, informative and provided valuable takeaway.

You can find Calgary Conference materials including presentations made over the course of the conference at PRAC website here:

[http://www.prac.org/materials/ConferenceMaterials/2018\\_CALGARY/Materials.html](http://www.prac.org/materials/ConferenceMaterials/2018_CALGARY/Materials.html)

The Board Meeting followed and the meeting adjourned at 4:00 pm (see notes below), followed by the Conference Committee meeting. PRAC Membership and Policy & Planning Committees met during Monday and Tuesday lunch hours.

Tuesday's Closing Dinner at Studio Bell was highlighted with a wonderfully presented cultural dance and music backdrop for a fun-filled and warm hearted evening.

The Board of Directors met Tuesday afternoon and the following are the salient points from that meeting:

**1. Financial** Reporting is in line with the approved 2018 4<sup>th</sup> Quarter and Proposed 2019 budget, with the exception of outstanding but expected annual membership fees. 2019 Membership Invoices will be sent January 1.

1a. Move to Independent Banking. At the request of Bennett Jones, independent bank

accounts have been established for PRAC Services, Inc. Funds are how held in USD and CAD accounts established at the Royal Bank of Canada.

## **2. Membership Committee.**

2a. We formally welcomed new member firm HAN KUN to membership effective July, 2018 for the Beijing, Shanghai and Shenzhen jurisdictions.

2b. We welcomed the observer participation of delegates from Japan firm CITY-YUWA at Calgary and will be encouraging their full membership. Member firms are also encouraged to reach out to CITY-YUWA.

In addition, the Chair and Membership Committee are progressing initiatives with potential new member Firms in Vietnam, Germany and California.

65th International Conference – Costa Rica – Spring 2019 Hosted by ARIAS. Please take a moment to register your interest at the PRAC web site [www.prac.org](http://www.prac.org) .

66<sup>th</sup> International Conference – Seattle – Fall, 2019 Hosted by Davis Wright Tremaine.

Future dates are under review.

**PRAC Business Development.** Delegates are encouraged to follow up with your mutual areas of interest/referral matters which were brought to light during the conference.

PRAC web site [www.prac.org](http://www.prac.org) - Mention / direct link the PRAC web site within your firm's internal network.

Events - In addition to our conferences, we are always looking to interact with PRACites at other events – including INTA, IPBA, ABA, IBA and PDAC which are just a few of many other industry related events where PRAC members attend in numbers. In jurisdictions where there are host member firms, we encourage extending reception invites to PRAC delegates. Let us know which events your firm plans to be represented at and where we can, we will assist you with PRAC attendee lists and also publish your event details at our web site. Members can view upcoming event details and register online at [www.prac.org/events](http://www.prac.org/events).

PRAC e-Bulletin - monthly publication includes member news, member deals and country update on topical legal issues and reforms. Our e-Bulletin continues to gain recognition both among our members and externally via the PRAC website and our social media platforms (LinkedIn). Delivered monthly by email to PRAC Primary, PRACTice Group and Marketing Contacts and also available on line to the public at [www.prac.org](http://www.prac.org) or via LinkedIn. Member Firms are encouraged to distribute the e-Bulletin throughout your firm and to contribute articles for inclusion (deadline is 10th of each month) – send to [susan.iannetta@prac.org](mailto:susan.iannetta@prac.org) .

Primary Contacts Matrix listing of PRAC Primary Contacts (including email addresses) - available at PRAC web site Private Libraries. Updated monthly – send revisions to

[susan.iannetta@prac.org](mailto:susan.iannetta@prac.org)

PRACTice Group Contacts Matrix (listing of member firm contacts for various PRACTice Groups) - available at PRAC web site Private Libraries.

Member Directory – A current pdf version is available at PRAC web site. Updated monthly, revisions/changes are welcome at any time – send to [susan.iannetta@prac.org](mailto:susan.iannetta@prac.org)

Public Library has been established at the PRAC web site to host larger for public viewing.

Referral Database – online at our Private Libraries. Member firms are asked to continue providing referral and secondment details for inclusion in our ongoing database. Updated monthly, please send details to [susan.iannetta@prac.org](mailto:susan.iannetta@prac.org) . You can find the latest Referral Report here: [http://www.prac.org/PRACprivate/reports/PRAC\\_REFERRAL.pdf](http://www.prac.org/PRACprivate/reports/PRAC_REFERRAL.pdf)

For further information on ways to enhance your firm's membership in PRAC, please see the Calgary Business Development Package previously distributed to delegates and available online at the PRAC website.

I would like to thank our host firm Bennett Jones for putting together a wonderful program and the warmth and hospitality of our host team. I would also like to thank all the delegates who attended the conference and all the speakers who shared their knowledge and insight on topics discussed during the business sessions. Your participation contributed to a very successful and productive conference in Calgary.

Best regards,



Joyce C. Fan  
Partner, Deputy Executive Officer  
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