

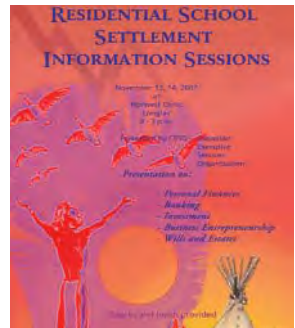


CESO | SACO

# CESO

Canadian Executive Service Organization (CESO | SACO)

**FOCUS**  
**SPRING**  
**2008**



Paul van der Wel, CESO President & CEO, second from the left, shakes the hand of Manuel V. Pangilinan, Philippine Business for Social Progress (PBSP) chairman, at a ceremony where CESO handed over the Business Advisory Program (BAP) to PBSP. On the left is Roberto E. Aboitiz, PBSP board member and on the right is H.E. Robert Desjardins, Canadian Ambassador. (See page 6.)

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### Annual General Meeting

September 12-13, 2008  
Hilton Hotel, Quebec City  
Register on-line at  
[www.ceso-saco.com](http://www.ceso-saco.com)  
2008 is Quebec City's 400  
Birthday. Join the celebra-  
tion at CESO's AGM.

## Legendary Huron Chief is CESO AGM 2008 speaker

**M**ax Gros-Louis is one of the great names of the French Canadian community. The 76 year-old Mr. Gros-Louis is Grand Chief of the tiny Wendake Huron reserve which has managed to survive for 350 years on the edge of Quebec City.

He attended the Native school in his village up to grade 4 and then transferred to the Académie de Loretteville for Grades 5-9. He took English by correspondence and concentrated on Aboriginal law and its elements, such as the Indian Act, the British North America Act, the Quebec Act and the related treaties.

From his youth, he has been a respected hunter, fisherman and trapper. He has worked at a number

of occupations related to Native crafts and retail sales. For 10 years, he was vice-president of the Association professionnelle des artisans du Québec. From 1964 to 1984, he was Grand Chief of the Huron-Wendat Nation. In 1984, he retired from political life, but only very briefly: by 1987 he was back, and in 1994 he was again elected Grand Chief. In 2004, a new election returned him to the helm of the Nation for another four-year mandate.

Mr. Gros-Louis is well-known for his commitments as both the Founder and Manager-Leader of a number of organizations devoted to Native culture and rights. He was the Founding Member, Vice-President and Secretary-Treasurer of the Association of Natives in Québec, from 1965 to 1976; Secretary of the Native Advisory Council for five years; and Director of the International Indian Council (World Assembly of First Nations) for three years.

He was the representative of the Natives of Québec at the Constitutional Conferences in Canada on Native Rights from 1983 to 1987; Administrator of the Economic Development Program for Natives; a Member of the Multiculturalism Council; and a Director and Vice-Chief of the Assembly of First Nations of Canada for 10 years. As a current Grand Chief, he is active on a number of committees and chairs several political, cultural, and sporting events.

Over the course of his fruitful career, Mr. Gros-Louis has received several awards and merits. In 1986, he was named Diplomatic Academician for Peace by the World Organization of the Diplomatic Press for his activities and dedication. In 1989, he received the French Gold Medal for Merit and Dedication for exceptional services rendered to the Human Community. Two years later, he was named a Knight of the French National Order for Merit, and in 1992, he was the guest of honour at the celebration in Lafèche, France, of the 350th Anniversary of the departure of the Founders of Montréal to the New World.

At CESO's Annual General Meeting, Mr. Gros-Louis will share his insights on First Nations development. ■



**Max Gros-Louis is CESO's guest speaker at the 2008 Annual General Meeting (AGM) to be held on September 13 at the Hilton Hotel in Quebec City. Register on-line at [www.ceso-saco.com](http://www.ceso-saco.com).**

# FAREWELL PAUL

# THANK YOU

Paul van der Wel leaves CESO with a legacy of increased revenue, staff morale and efficiency



**P**aul van der Wel, CESO President and CEO, tendered his resignation to Board Chair France Poulin in February. It will be effective June 1, 2008.

Paul had already retired from the business world when CESO came seeking his services. Fortunately for us, he agreed to return to work and take on the challenges that CESO presented.

Since his arrival in the spring of 2006, Paul has concentrated on building a solid Senior Management Team and re-energizing CESO. The Board believes those objectives have been met and that CESO is well positioned for the future. He must be thanked for his leadership and relentless dedication to his responsibilities.

His decision to resign was based on personal reasons. His family life has been on hold while he diligently worked on CESO's revival, bringing it back into the forefront of sustainable development and improved governance work.

Paul's contribution to the CESO Board and staff includes the securing of increased funding, and the finalizing of a strategic plan and vision that is credible and deliverable. Furthermore, Paul's leadership skills helped bring about greater organizational cohesion and operating effectiveness. His efforts to engage both staff and volunteers have successfully improved morale while gaining the respect and trust of both. His initiatives representing our organization both across Canada and internationally, have enhanced CESO's image with our numerous partners. Paul has full confidence that his senior management team—strong, knowledgeable, committed and guided by our new vision—will effectively take CESO into the future.

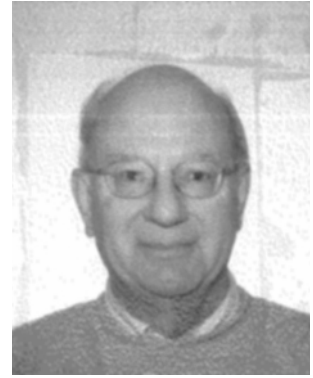
Until his retirement, Paul will continue to actively lead the daily operations of CESO and will be part of the special Board Succession Committee that has been formed to search for his replacement. He has indicated that he will be pleased to function as interim CEO until his successor is found and takes office. Paul is also committed to remaining involved as a member of the Board to help ensure

CESO's continuing success. ■

By VA Michael B. Prior

The values of equity, justice and fairness have been cultivated and nurtured within me over the years. As a secondary school history student, when I read about such people as Louis Riel, Gabriel Dumont and Lord Selkirk, and such places as the Red River Settlement, and Rupert's Land, I was unaware of the authors' biases. As I learned more about the impact on the Métis of the influx of new settlers from the East, my interest grew.

After retiring from a successful career in the crude petrol and natural gas industry, I decided to join CESO and have been on the roster since 2002. Early on, I completed overseas assignments in Bolivia, Moldova, and Sri Lanka. I've since become more active at home with Aboriginal assignments. In 2007, I was asked to work with the Wood Buffalo Metis Corporation.



Micheal B. Prior

The initial scope of my assignment with the Wood Buffalo Metis Corporation was to undertake a Socio-Economic Impact Assessment. After conversations with Marvin McDonald, the Wood Buffalo Metis Corporation's Chief Executive Officer, the scope changed dramatically to become one of not only supporting the needs assessment but also advising on all aspects of CESO's governance capacity building services. As the Corporation developed and grew from a fledgling legal entity into a fully functioning organization, it became apparent that a team of Volunteer Advisers (VAs) would be required.

The socio-economic impact assessment became a "socio economic community needs assessment" for four Metis Locals in the Ft. McMurray area. Our plan was to gather information from the members of the communities, using a grass roots process.

The findings included needs which ranged from ensuring land to providing affordable modern housing for seniors, as well as many other social and economic needs too numerous to list. The report and accompanying documents have served as input to aid in identifying the priority service functions to be developed in Wood Buffalo Metis Corporation. They also help with developing proposals to include consultations to take place with local, provincial and federal governments, and with the industries and individual companies at work harvesting oil sands in the Wood Buffalo Region.

A second purpose of the report has been to use it as a guide in pursuing social and economic development in the region's Metis communities. In addition to being the core document to be used for strategic planning, it has served as a means for engaging the affected peoples in the action planning and implementation processes necessary to transform the agreed needs into satisfactory resolutions.

Ongoing governance and organizational development interventions include, but are not limited to the following:

1. Securing and reading the documents of incorporation.
2. Reviewing them together to ensure agreed understanding and intent of the Articles.
3. Agreeing upon and assigning Corporate Executive Roles (President, Vice President, Treasurer, and Secretary.)

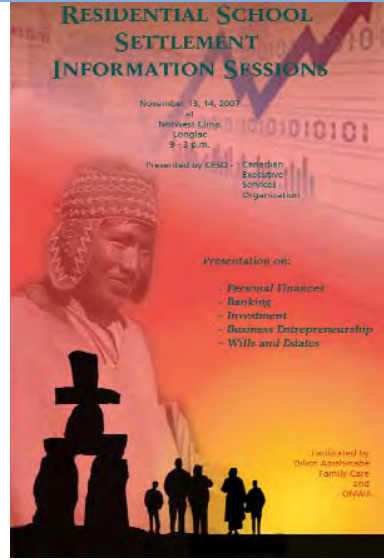
# Students' posters boost CESO's IRSP sessions

The Ontario Region initiated delivery of information sessions for the Indian Residential School Program (IRSP) in the fall of 2007. One such session CESO was asked to deliver was in Longlac, Ontario, five hours by road from Thunder Bay, and midway between Sault Ste. Marie and Thunder Bay.

In preparation for these sessions, the students of Nimikii Migizi Secondary School created two remarkable posters as a class assignment. The posters were used to promote the sessions within the community. (See posters at right and on page 1.)

CESO Volunteer Advisers Heather Johnson and Salim Sadiq presented the two-day information sessions at the Longlac and Ginoogaming First Nations Community in November 2007. Both caregivers and survivors were in attendance for the sessions on financial management, fraud avoidance and investment options.

Like many of the northern Ontario communities, the Longlac and Ginoogaming First Nations were very receptive to the information that CESO provided. Thanks to the efforts of Susan Cyr and Andrea O'Nabgion, two local organizations pooled their resources and leaving nothing to chance, marketed the seminars, set up car pools and planned and stocked the menus for the event well in advance. ■



continued from page 4

4. Developing a statement of "Operating Philosophy & Principles."
5. Meeting to discuss and reach agreement on the WBMC's shared Vision of the future Wood Buffalo Region, and on the Corporation's Mission Statement.
6. Reading and discussing the report of Socio-Economic Community Assessments.
7. Developing a strategic plan, including priorities, goals, objectives and responsibilities for addressing the identified Wood Buffalo socio-economic needs.
8. Re-examining the draft organization components and structure and amending as necessary.
9. Developing a recruitment plan to staff the WBMC organization: a) Decide which functions to begin developing; b) Draft position descriptions for the functions leaders; c) Develop competency requirements for leadership positions; d) Evaluate the positions for salary administration purposes; e) Conduct salary surveys to establish meaningful salary ranges and starting salaries based upon qualifications; and f) Fill the positions and assign starting salaries.
10. Developing Governance Systems for the organization as part of a participative work and organization design process.

In closing, our vision is the creation of a competent and successful Consortium of Metis Locals in the Wood Buffalo Region capable of satisfying its members as well as government agencies and industrial enterprises seeking one voice with which to engage in trust-building as a means of effectively and cooperatively expediting their affairs. ■

Strange as it may sound, CESO actually embarked on an exciting five-year initiative to make part of its services in the Philippines obsolete for a special group of clients, Filipino entrepreneurs. While CESO continues to work in the Philippines in other capacities explained below, the Business Advisory Project (CESO-BAP), a bilateral project funded to the tune of \$4.5 million over five years, ended this year. The intent of the CESO-BAP program was to train a local organization to take over CESO's work and have Filipino expert counterparts replace CESO VAs.

The passing of the gauntlet occurred when Gale Lee and I visited the Philippines January 18 to 26, 2008, to transfer the responsibility of CESO-BAP to the Philippine Business For Social Progress (PBSP). The program is now called PBSP-BAP. PBSP, a private and non-profit foundation, is comprised of a group of companies that promote economic prosperity in poor regions in the Philippines and their motto is "Business Empowering the Poor."

The official transfer took place on January 22, 2008, at the PBSP Annual Meeting attended by 300 people, including PBSP members, business leaders and government officials. At this meeting, speeches were given by Manuel V. Pangilinan, Chairman of PBSP; Robert Desjardins, the Canadian Ambassador and me. It was my pleasure to thank the Canadian Embassy, CIDA, CESO and PBSP staff for making this project successful.

During the last 12 months, CESO staff conducted an intensive program of formal and practical training for PBSP-BAP staff and prepared operational and training manuals. PBSP now has a roster of 500 people and is expanding. CESO is helping PBSP-BAP to enhance its information system and roster database to improve its efficiency. CIDA and the Canadian Embassy representatives lauded CESO's work.

Prior to the Annual Meeting, Ambassador Desjardins and I were interviewed by a TV station and a special news clip about PBSP and CESO was aired that evening on national TV. It can be viewed on the CESO Web site at [www.ceso-saco.com](http://www.ceso-saco.com).

Ms Lee and I then met with the complete BAP staff to discuss the shut-down procedures. The Cebu office was scheduled to close March 31, 2008. The Davao office was closed and staff were terminated on December 31, 2007, with the exception of Tim Moiket, Country Project Manager, who will remain until June 30, 2008 to close the books and finalize all reports.

It was sad to say farewell to the dedicated staff but almost all of them found other employment because of their experience with CESO, which is highly regarded by Philippine employers. On behalf of CESO's Board and management, I expressed gratitude to all CESO-BAP employees for their dedication to CESO and congratulated them on the successful culmination of the project. CESO hosted a farewell dinner for all CESO-BAP and PBSP-BAP staff, which was greatly appreciated.

CESO is proud of its successful capacity building results in the Philippines, with the assistance provided to its many clients, and with the development of a Filipino volunteer organization to continue the process.

During the trip, Ms Lee and I had discussions with Ambassador Desjardins; Tom Carroll, the Head of Aid; Joe Goodings, CESO's bilateral projects officer; and Frances Tanner, who is responsible for bilateral e-Governance projects. The discussions were constructive and they expressed appreciation for the work CESO did

through CESO-BAP, and continues to do with the newly instituted e-Governance program and the long-standing economic development work funded by CIDA's Partnership Branch.

This summer, the Head of Aid and the two project officers will all be replaced and the Philippines part of the Partnership Renewal agreement (CPB6) will be reviewed before their departure. As a gesture of appreciation, Mr. Carroll hosted a farewell dinner for all of the CESO-BAP staff in Cebu prior to closing the office.



**Paul van der Wel, CESO President & CEO, and Gale Lee, CESO Program Manager, Asia, receive a warm welcome in the Philippines.**

The e-Governance project is a one-off CIDA project to implement a computer system with new software to standardize tax collection for municipalities. The project is being undertaken by CESO in partnership with the League of Municipalities in the Philippines (LMP) and its research arm, the Mayor's Development Center (MDC).

There are two support partners, the Commission on Information and Communications Technology's National Computer Center (ICT-NCC), the agency that is providing software to the project, and the Department of Trade and Industry (DTI).

Ms Lee and I met with senior executives from all of the project partners along with Matt Navalta, CESO Country Representative, and Robert Sagun, CESO e-Governance Project Officer. Overall, the LMP-MDC is satisfied with CESO's work because CESO has been able to get many municipalities engaged, an activity that had failed in the past.

After the meeting, we travelled to four major municipalities with Mr. Sagun, an LMP representative and a Director of NCC. The group was received with great hospitality and it was clear that CESO's VAs had made an enormous impression, thanks to their knowledge and personalities. CESO has sent 18 IT experts, 14 of whom were on their first assignment. A tip of the hat to Toronto in-house Recruiter John Haberer for doing such an excellent job of finding the right VAs for the job.

CESO is working with 33 municipalities. At the time of my visit, some were still encoding their database and one had yet to purchase a new computer system. On March 31, 2008, the one-off project was to be completed but CESO will continue Phase 2 under Partnership Branch funding so that the project is sustainable.

Meetings took place in Carmona, Dinalupihan, San Antonio and San Fernando. Each meeting had representatives from two to six municipalities. Various IT experts within the municipalities have formed a committee which will assist the weaker municipalities. CESO will ask them to come to Canada on a reverse assignment to receive e-governance training in various Canadian cities.

This project effectively demonstrates sustainable capacity building that will lead to increased tax revenues for municipalities. Furthermore, social services and infrastructures will be enhanced which will improve the living environment for all, including the poor. ■

# Understanding and trust at core of work with Seabird Island First Nation

Dean Struble honoured for his work

**V**olunteer Adviser (VA) Dean Struble has been honoured for his dedicated and selfless work with the Seabird Island First Nation in British Columbia.

“It’s been a privilege to carry out this work on CESO’s behalf,” said Mr. Struble, who was presented with a First Nation silver spoon by Vicki Scully, CESO Regional Manager for BC and Yukon, at the January 13, 2008, luncheon of the Surrey/White Rock CESO Club.



**Mr. Struble, bottom left, at the Surrey/White Rock CESO Club meeting where he was honoured.**

Seabird Island First Nation has more than 700 members on a 2,141 hectare reserve on Seabird Island, three kilometres east of Agassiz on the Fraser River. Mr. Struble was a VA there between 1998 and 2006, at a time when CESO was pioneering the concept of Lead VA, a volunteer who plays a more active role in several senior activities within CESO and supports other VAs.

“I worked at Seabird on a long-term experimental mentoring assignment,” said Mr. Struble. “I did what had to be done and if I couldn’t do it, I arranged for some other VAs with additional expertise to work on projects.”

Mr. Struble assisted in getting other VAs with specific expertise to participate on major issues for the Band, such as in-depth reviews of the sheep farm, restaurants, forestry development, information technology, communication systems, and marketing of hazelnuts, wool products and gravel. He worked on a variety of issues and provided assistance with a gas bar, convenience store, restaurant, farming operations (sheep, hazelnuts, cattle and hay), and several management issues including job descriptions, classifications and staffing actions.

“Between 1999 and 2006, I was on-site at Seabird Island for a total of 486 days, so I was almost regarded as a community member,” says Mr. Struble. “Many times a brief conversation with a staff member, a high school student or other members of the community would result in a change in their outlook on issues, an interest in improving their education, or just being happy to know that someone was interested in them. It is difficult to put a value on such relationships, but to me it was an exciting and rewarding experience. I was able to assist the community with many issues throughout this mentoring assignment, which was largely due to the mutual understanding and trust that had developed with community members.”

The prime objective of all the CESO assignments has been to provide the Band with the most cost-effective, efficient and profitable solutions available to meet their needs for the foreseeable future.

Even as he was doing and coordinating CESO work on Seabird Island, Mr. Struble found the time to carry out 14 other assignments in BC and also completed 15 international assignments, including 11 in China and one each in Ukraine, Guatemala, Nicaragua and Serbia.

A chemist and research scientist, Mr. Struble joined the CESO volunteer roster in 1998, two years after retiring as Director, Pacific Agriculture Research Centre, Research Branch, Agriculture and Agri-Food Canada, Vancouver. ■

# CESO has lost two of its most effective VAs

## ***Morley Globerman was proud of CESO***

**F**urniture expert Morley Globerman completed a remarkable 70 CESO assignments between 1987 and 2005. He was 79 when he carried out his last overseas assignment and after that he completed two assignments with Aboriginal clients in Canada. Mr. Globerman passed away in Winnipeg on February 28, 2008, after a lengthy battle with heart disease. He was 85.

In a message to CESO, the Globerman family stated: "The opportunities CESO afforded him gave new meaning to the word retirement. Our father developed fantastic, meaningful, relationships with many people whose families he embraced as they did him and our mother. He was enormously proud of his clients and brought many friends to CESO's door. We thank you for enriching his life and ours."

Polish-born Mr. Globerman served four years during the second world war with the RCAF, attaining the rank of Flight Lieutenant. On his return from overseas, Mr. Globerman married his high school sweetheart, Dintzie Heifetz, and joined the family furniture business, Globerman Bros., Ltd., retiring in 1986 as Vice-President and general manager of GIII Ltd. Mr. Globerman, who was predeceased by Dintzie in 1993, is survived by three children and four grandchildren.

His selfless work as a CESO volunteer was the subject of a video documentary produced by Lank/Beach Productions in 1999 as a project for the International Year of the Older Person. It was produced with the support of the Canadian International Development Agency (CIDA) and the Government of Manitoba in association with Global, a Canwest company.



**Morley Globerman**

## ***Caspar Beuk couldn't stay out of the kitchen***

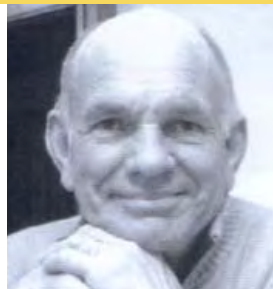
**P**eople all over the world are dining better thanks to the expertise of Casparus Beuk. As a CESO VA, Mr. Beuk introduced European and North American cuisines to hotels and cafés and trained cooks in new kitchen techniques, menu planning and service skills.

It is with great sadness that we record the passing of Mr. Beuk, peacefully at his home in Nanaimo on February 28, 2008. He is survived by his wife of 44 years, Fopkje, two children and one grandchild.

Mr. Beuk was born in 1938 in Leiden, The Netherlands. He had a successful career as an executive chef and after immigrating to Canada became Instructor at Malaspina College's cook training program for 18 years.

Once retired, he joined CESO in 1991 and completed more than 40 successful assignments in Canada and around the world. In fact, if you visit the Russian city of Dzerzhinsk, you might want to check out the fare at Casparus, a restaurant named in his honour by grateful CESO clients.

While Mr. Beuk may be gone, the name Beuk lives on at CESO. Mr. Beuk's son, Marcus Beuk, is following in his father's footsteps having joined the volunteer roster in 2004. ■



**Caspar Beuk**

### National Services update

**Vicki Hill** has been promoted to Director of Operations for the National Services team. Her new title better reflects the increase and scope of her responsibilities. Conscientious and dedicated, her work has been exemplary.

**Natasha McKenna** transferred from the role of National Programs Co-ordinator to the new position of Recruitment & Stewardship Coordinator, National Services, effective February 4, 2008. Natasha is working on the key tasks of increasing the number of Aboriginal Volunteer Advisers (VAs) on the CESO Roster, outreach activities to attract new VAs with the skill sets needed by National Services, and VA development initiatives, such as cultural awareness sessions.

**Charlene Grandmaison** joined CESO to provide administrative and secretarial support to the National Services team and the Ontario Regional Office in Toronto.

### Arrivals

**Pandora Ballard** joined CESO, effective December 10, 2007, as the Administrative Assistant in the Ottawa office, reporting to Kathy Hughes, Nunavut Program Manager.

**Rhonda Murphy** joined CESO as a Part-Time Administrative Assistant in our Dartmouth Office in Nova Scotia, effective December 17, 2007. She will assist Robin Vernest, Regional Manager, in the day-to-day operations of the Atlantic Office.

**Susan Knox** joined CESO on January 11, 2008 as Monitoring and Evaluation Officer for International Services. Susan has extensive research, project design and proposal writing experience in both the public and private sec-

tors and possesses an understanding of key issues and trends in international development.

**Carol Kim** became CESO's new National Program Coordinator for the National Services Team effective Monday, February 4, 2008. Prior to joining CESO, Carol worked as a Program Assistant for the Kim Dae-Jung Presidential Peace Centre in Seoul, South Korea, where she was responsible for their international cooperation program.

**Sutha Sivarajah** joined CESO on March 3, 2008, as Senior Accountant. Prior to joining CESO, Sutha worked for the Riverdale Immigrant Women's Centre, a multilingual not-for-profit organization helping new immigrants find jobs. Sutha was responsible for all aspects of accounting and administrative functions.

With a Bachelor's Degree in Business Administration and a recently obtained CGA designation, Sutha also has several years of senior accounting experience in manufacturing and service organizations with multiple locations.

**Thomas David Peter** became the Bilingual Evaluator for the International Services Team on March 10, 2008. Thomas has a Masters degree in Natural Resources Management from Simon Fraser University and international work experience with Oxfam-Québec in the Democratic Republic of Congo. He also worked on an Oxfam initiative in South Vietnam. Currently residing in Montreal, Thomas also volunteers as a communication intern.

### Departures

- Deborah Samdup, Bilingual Evaluator  
- Gregoire Balandra, Financial Analyst  
We wish them well. ■

### VAs feedback

CESO volunteers, we want to hear from you. Please submit any comments, questions, or complaints to [volunteers.toronto@ceso-saco.com](mailto:volunteers.toronto@ceso-saco.com).

### Update your volunteer file information

Do you have a new e-mail address or a change in your personal information? Do you want to add to your skills classifications? Roster Services staff keep your personal information up-to-date. Please e-mail any changes to [volunteers.toronto@ceso-saco.com](mailto:volunteers.toronto@ceso-saco.com).

### VAs in the Media

If you've been interviewed by the media, invited to speak about your CESO experiences, or are the recipient of an award, we would like to know about it. Mail your

news clippings to Josie Marchese (700 Bay Street, Suite 700, Box 328, Toronto, ON, M5G 1Z6 or by e-mail at [jmarchese@ceso-saco.com](mailto:jmarchese@ceso-saco.com)) and contact her with the details of your award or speaking engagement. Tell us the name of the award and why you received it. Also tell us where you spoke and to how many people.

### In Memoriam

Our condolences go to the families of the following CESO volunteers who recently passed away:

**Casparus Beuk** of Nanaimo, BC  
**Morley Globerman** of Winnipeg, MB  
**Joseph Pokluda** of Georgetown, ON  
**Jan Thorsen** of Victoria, BC

Their friends and associates will miss them. ■

# New Amendment – New Approach

## ERP5 contract is extended

In October 2007, CESO International Services re-submitted the proposal to CIDA to both extend and expand the current ERP5 Contract covering the countries of Armenia, Georgia, Russia, Serbia and Ukraine, running from 2004 to 2009.

The premise of CESO's proposal was as follows:

- Extension of the program by an extra year to 2010 that would allow CESO to build on the results already achieved in the selected countries, thus contributing towards greater sustainability in each country.
- Expansion of the country sub-program in Ukraine, geographically focused in two regions - one in the East, and one in the West - that would concentrate on the SME sectors, and where CESO's programming would bring value added with a greater likelihood of achieving results.
- Increase in assignment activity from 825 assignments to 1,110 assignments.

After two years of on-going discussions with CIDA, intensive research, an external evaluation to confirm the organization's effectiveness and efficiency vis-à-vis the generation of results, CESO and CIDA finally signed the Amendment to the ERP5 Contract on March 25, 2008. The monetary value of this Amendment totals \$3.4 million, bringing the total value of the contract to \$8.7 million.

On April 14, 2008, the Country Representatives (CR) of the five selected countries, along with the Vice President of International Services, the Contract Director, the Program Manager, and the Evaluations Manager all met in Kiev, Ukraine for a four day work shop to plan the implementation of this important Amendment. The objective of the workshop was to operationalize the partnership approach—a new program delivery concept—that will see CESO working with a select number of Partners in each country in a programmatic manner. The objective of the partnership approach is to ensure the sustainability of CESO's assistance beyond the contract termination date, by strengthening the institutional capacity of key players in each country's economy that will enable them to effectively and efficiently service the SME community after 2010.

A Partner from each country joined CESO staff in Kiev, representing consulting companies, business centres, and government agencies. Working with these Partners, CESO staff has laid the groundwork for an exciting new chapter of assignment delivery that should have a significant impact on SME development in each country. Attending Partners included:

- Mr. Gagik Makaryan – Executive Director of Hai Consult (Armenia)
- Mr. Ioseb Mikeladze – Director of Kakhetie Small and Medium Business Support Organization (Georgia)
- Mr. Alexander YakovlevicMatveenko – Director of the Russian Academy of Entrepreneurship (Russia)
- Ms. Irina Soboleva – Deputy Minister of the Ministry of Economic Development, Chelyabinsk (Russia)
- Mr. Bojan Jankovic – Deputy Director of Serbia Investment & Export Promotion Agency (Serbia)
- Mr. Marko Zelenovic – Export Promotion Adviser of Serbia Investment & Export Promotion Agency (Serbia)
- Mr. Olexandr Pasichnyk – Director of SBEDIF Business Centre (Ukraine)
- Mr. Anatoly Furda – Project Manager of SBEDIG Business Centre (Ukraine) ■



Clockwise from the left: Dorothy Nyambi, Vice-President, CESO International Services; Milos Pavlovic, Country Representative (CR), Serbia; Artur Ghazaryan, CR, Armenia; Gabriele Timpl, CESO Evaluation Manager; Jeffrey Edelson, CESO Contract Director, Eastern Europe; Natalia Plotinskaya, CR Russia (Sverdlovsk oblast/Chelyabinsk); Alexander Sergeev, CR, Russia; Olga Vergeles, CR, Ukraine; Asmat Abesadze, CR, Georgia; and Irina Edilova, CESO Program Manager.

# CESO Clubs

## Vancouver Island

Tom Robertson, Co-chair  
tom.robertson@shaw.ca  
Previous Co-chairs: Bill Feyrer and Adrienne Kemble

## Surrey/White Rock

Michael Podolsky, Chair  
mikepodolsky@shaw.ca  
Michael Podolsky replaced Dean Struble as the Club Chairperson as of January 14, 2008.  
The club continues to hold meetings the third Tuesday of February to June and September to November, at the White Rock Library. There are presently 35 members in the club and 26 are interested in doing assignments. Visitors and new CESO members are always welcome.

## Vancouver/North Shore

Priidu Juurand, Co-Chair  
604-872-6001

priiduj@shaw.ca

The Club meets on the second Tuesday of the month at the West Vancouver Library.

## Southern Alberta

Jack Heynen, President  
403-243-1269  
Fax: 403-243-3437  
heynenj@telusplanet.net  
Our luncheon-meetings will be held the first Monday of October, December, February, April and June. For additional information e-mail Jack Heynen.

The executive for 2007-08 is as follows: Jack Heynen, President; John Skelton, Vice-President; Tony Strickland, Secretary; and Bertha Davis, Treasurer. Directors are Francine Beland and Henry Murzyn. Past President is Eldon Loucks.

## Northern Alberta

Rick Boyd, President  
780-487-0762

rboyd@compusmart.ab.ca

## Saskatoon

Jim Orosz  
saskatchewan@ceso-saco.com

## Winnipeg

Bill Barbaza  
204-489-7585  
barbaza@mts.net

## Ottawa

Art Cauty  
613-731-8648  
tcauty@rogers.com  
Ottawa Office: 323 Chapel St. 2nd floor Ottawa, Ontario, K1N7Z2  
613-236-7763, Fax: 613-236-3582

ottawa@ceso-saco.com  
The Ottawa Club normally meets monthly for a luncheon. Seats should be reserved at least one week ahead by calling the CESO Office - 613-236-7763, voice-mail extension 306.

## Mid-Ontario

Soren Sondergaard, Chair  
519-821-9296  
odin@golden.net  
There will be a spring 2008 lunch meeting, speaker to be announced.

## Niagara

Helen Johnson, President, Secretary and Treasurer  
905-892-2937  
helenj@vaxxine.com  
The club meets for lunch at a St. Catharines restaurant.

## Montreal

CESO Quebec Region office  
quebec@ceso-saco.com  
1-800-561-0687

## SACO Est du Québec

Jean Morand, President  
418-660-9640, ext. 286  
jeanmorand@videotron.ca  
Office: 3100, avenue du Bourg Royal, 2ième étage, Beauport, QC, G1C 5S7

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