



ABORIGINAL
MARKETPLACE
EVENTS

**2019 NABOC
OSOYOOS**

NK'MIP RESORT, OSOYOOS BC

**CONFERENCE
AGENDA**

JUNE 25TH – 27TH 2019

NATIONAL ABORIGINAL BUSINESS
OPPORTUNITIES CONFERENCE

PARTNERING FOR SUCCESS

WELCOME TO THE
11TH ANNIVERSARY OF NABOC OSOYOOS

ABORIGINALMARKETPLACE.COM



TACTICAL ADVICE FOR INDIGENOUS BUSINESS.



Our Indigenous and Business Law team members have been ranked among the best in Canada by Chambers, Best Lawyer, Lexpert and Canadian Lawyer.

Visit us at www.MillerTiterle.com

MillerTiterle
+Company

SPONSORS

Major Sponsors



MillerTiterle
+Company



SPONSORS

Hospitality Event Sponsor



Colliers
Project Leaders

Banquet Dinner Sponsor



Welcome Reception Sponsors



Communications Partner



Lunch Sponsor



Conference Equipment Sponsor



Golf Hole Sponsor





Xpera is Canada's premier provider of Risk Mitigation & Investigation services since 1975.

We provide innovative solutions that reduce risk, minimize loss, and increase human safety, enabling our clients to function at their fullest potential.

Comprised of over 1200 licensed professionals in 24 offices across Canada, we support corporate institutions, Government, Legal, and Insurance. We specialize in solutions for the extractive industry, pipelines, and critical infrastructure projects.

- Investigations
- Risk Solutions
- Labour Risk Management
- HRservices
- Emergency Security Management (ESM)

Visit us at our booth to discuss our solutions.

Risk Mitigation: 1 888 842 8106

Investigation: 1 888 842 8112

ESM: 1 888 842 8109

xpera.ca



EXHIBITORS

BDC

DOMCOR

ICLD- COM-TECH LEARNING SOLUTIONS INC.

INDROROBOTICS

LEGACY BUILDING SOLUTIONS

NATIONAL INDIGENOUS CANNABIS HEMP CONFERENCE

NATS NURSERY LTD.

PARKLAND FUEL CORPORATION

SPATIAL TECHNOLOGIES

SUPERIOR PROPANE

TIPI-IMI PARTNERS

TLC SOLUTIONS

TOTAL SUPPORT SOLUTIONS

UNDERHILL GEOMATICS

WORKBC.CA

WSP CANADA

XPERA RISK MITIGATION AND INVESTIGATION

JUNE 25TH

WELCOME RECEPTION AND EALY BIRD REGISTRATION

6:00 - 9:00PM

Delegate Registration and Welcome Reception hosted by
Aboriginal Capacity Builders and Allteck Line Contractors
at the NK'MIP Cellars Winery



JUNE 26TH CONFERENCE DAY 1

7:30 - 8:30AM

Breakfast, Delegate Registration and Tradeshow Opens
(at the NK'MIP Conference Centre)



8:30 - 8:50AM

Opening Prayer, Welcome Address from Chief Clarence Louie



**CHIEF
CLARENCE LOUIE**
CEO, Osoyoos Indian Band

8:50 - 10:45AM

Business Pitches 1-4

Across the day we will have 10 business pitches from private sector and First Nations business groups offering partnership, joint venture and supplier opportunities to delegates in the audience.

Business Pitch #1

Ecora Engineering & Resource Group

Partnering with communities to create professional in-house capacity

Ecora's success story originates from the ambitious and dedicated work of five senior Natural Resource professionals who formed Ecora in 2010. They strived to create a proven and respected reputation of providing outstanding client services and developing enduring relationships with our clients, employees, and network. Ecora's competitive edge is defined by their focus on client satisfaction through their use of exceptional communication skills, technical innovation, superior product quality, and efficiency in their delivery.

Today Ecora's friendly and passionate team offers a full spectrum of consulting services in natural resource, and engineering to their diverse clients in forestry, oil and gas, municipal developments, environmental, alternative energy, and other industries.

In addition to these clients, Ecora has a big focus on partnering with First Nations communities to help them provide for-profit, professional and technical services in their territories.



KELLY SHERMAN

President, Ecora Engineering & Resource Group

Kelly Sherman is a Registered Professional Forester with over fifteen years of forestry and strategic planning related experience in British Columbia. Kelly is one of BC's best equipped foresters for advising clients on strategic forest management decisions due to his expertise in the key elements affecting resource management decisions. His expertise includes 10 years experience in spatial modelling, 5 years experience in carbon budget modelling, and he has been certified to carry out vegetation resource inventories (VRI) since 1999.

Kelly has also been trained in the fields of ecology, biometrics, growth, and yield. Kelly applies his

experience through projects in carbon optimization, resource analysis, VRI, feasibility studies and ecology. Kelly is proud to have strong professional relationships with clients and colleagues including licensees, first nations and government organizations. His strength is in providing unbiased technical advice and decision support on natural resource matters to a diverse client base. Kelly has had the opportunity to share his ideas and innovative solutions by presenting at many conferences throughout North America over the past several years.

Business Pitch #2

NationFUEL

Helping communities develop wholesale and retail fuel businesses

NationFUEL is an Initiative of Ironclad Logistics Group aimed at Helping First Nations Develop wholesale Fuel Delivery and Retail Businesses. NationFUEL started in British Columbia in 2015, but has since grown across Canada, partnering with over 50 First Nations to help them capitalize on opportunities to supply fuel to projects in their territories as well as open or improve retail fuel businesses.



DALE TSURUDA Founder and CEO, NationFuel

Dale is the CEO and owner of Ironclad Logistics Group, a fuel delivery and management company that he and his directors have grown from a 12-person operation to one with over 120 employees. Headquartered in West Vancouver on the Squamish Nation, Ironclad has served a variety of gas companies, including Suncor / Petro Canada, Husky, Shell, Chevron, Parkland, Esso and many more in a geographic area that includes the Lower

Mainland to Kamloops, Vancouver Island and now in Ontario and Alberta. In 2016 Dale launched an initiative called NationFUEL, which is aimed at promoting that all First Nation communities develop their own commercial fuelling operations and gas stations in their ancestral territories. Dale is a member of the Spuzzum First Nation, and has a Bachelor of Environmental Studies from the University of Manitoba's Faculty of Architecture.

Business Pitch #3

Ntityx Development Corp

Opportunities to work with Westbank First Nation's Ntityx Development Corp.

Westbank First Nation has a long standing internationally recognized reputation for successful partnerships and collaboration. Our incorporation and ventures in land development and construction activities began in the mid-1970s and since that time has evolved to a diversified group of businesses involved in real estate, forestry, construction and professional services.

With ownership and principle guidance from Westbank First Nation we have an extraordinarily strong foundation for continued profitable growth. Our plan is to continue to grow the portfolio in areas of core competence and other areas of strategic importance such as residential, commercial, and institutional development.

We look forward to an exciting and productive future building on our momentum and hard work of our management teams. We thank all of our employees for their dedication and our Directors for their guidance and stewardship. And importantly, we wish to thank the Westbank First Nation Community for their ongoing support and commitment.

Our logo represents the passion we have to excel in all we do. In the same way the two Salmon in the logomark swim against the current, we also push boundaries, overcome barriers, and strive to do the impossible. The two salmon also represent partnerships moving together in the vibrant waters of success and prosperity.

Such successful partnerships can be seen today in our shopping centre portfolio that we have with companies such as Anthem Properties and Churchill Properties in our shopping mall assets Snyatan and Okanagan Lake Shopping Centre respectively.

We are always actively looking seeking partners that share the same vision and core values as Ntityix and Westbank First Nation. Ntityix is currently seeking partners and investors for significant development opportunities on both IR9 and IR10, however, time is quickly running out simply due to the scarcity of developable lands. Due to this scarcity the near future is clear that Ntityix will need to grow and expand outside of the boundaries of WFN. We will need to rely on critical partnerships and collaborations for this vision to seek such opportunities whether it is in development, land acquisition, joint-business ventures, clean energy systems or forestry related value-add opportunities.

Ntityix has the vision to be an international leader for indigenous economic development and we seek partners that share that vision. As Ntityix grows and expands we are looking for those partners to share their local knowledge and cultural history and we can bring our expertise, transparency, honesty and reliability to the partnership to collaborate on projects that will not only be profitable but will leave behind legacies for the benefit of all future generations.



RYAN P. MALCOLM
RI(BC), BA, CUS, DipIT
Chief Executive Officer,
Ntityix Development Corp.

Business Pitch #4

Indigenous Bloom

Partnership opportunities in retailing and manufacturing Cannabis on-reserve

Indigenous Bloom is partnering with Bands all across Canada to manufacture and retail cannabis on-reserve. The company has 26 partnerships with First Nations already and its goal is to have a network of manufacturing plants and retail stores on reserves in every province and territory. The profit margins in the cannabis industry are very high and Robert will explain how First Nations communities can partner with Indigenous Bloom and share in their success.



ROBERT LOUIE Chairman, Indigenous Bloom Corporation

Robert Louie is a former practicing lawyer who specialized in native law.

Previously, he was a First Nations Summit Task Group member and involved in BC treaty negotiations representing the Chiefs in B.C. for a period of 4 years.

Robert Louie has served on numerous other boards and advisory bodies, including the National Aboriginal Economic Development Board, First Nations Finance Authority Inc., All Nations Trust Company, Kelowna Chamber of Commerce, United Native Friendship Society, and the Premiere's Advisory Council of Aboriginal Affairs.

Robert Louie has been the recipient of many awards and recognitions over the years. By far the most prestigious, was his appointment as an Officer to the Order of Canada. More recently, he was the recipient of the Distinguished Alumni Award from Okanagan College, the Queen's 2nd Diamond Jubilee Medal and an Excellence in Aboriginal Leadership Award from Xerox Canada/Aboriginal Financial Officers Association. In February 2014, Robert Louie was presented with an honorary Doctor of Laws degree from the Justice Institute of British Columbia.

He is also the owner of several successful businesses in the Kelowna area.



DARWIN DOUGLAS Business Development, Indigenous Bloom Corporation

Darwin is the owner of Sto:lo Seafood company as well as a regional business development representative for Indigenous Bloom. He is a Councillor for the Cheam First Nation and is also very active with youth in his community, running a mixed martial arts training school

with his wife Francine. Darwin has been instrumental in the rapid growth of Indigenous Bloom in British Columbia and is actively seeking more Bands to become partners with them in the Cannabis industry.

10:45 - 11:20AM

Nutrition, Networking Break and Tradeshow Visit

11:20 - NOON

Legal Session - Miller Titerle + Company

Build Better Partnerships – practical advice, best practices and lessons learned on building successful partnerships between industry and Indigenous groups.



ROB MILLER
Co-Founder, Principal and CEO,
Miller Titerle + Company

Rob is CEO and Co-Founder of Miller Titerle + Company, a purpose-based, values-driven and employee-owned law firm. MT+Co. provides a full suite of legal services to First Nations and their businesses.

Rob's practice includes providing advice on development of and investment in large resource and infrastructure projects; industry and government-to-government negotiations; structuring and governance of economic development groups; and consultation and accommodation.

Rob is recognized by: the Canadian Legal Lexpert Directory in the areas of Indigenous

law (2014, 2016, 2017, 2018, 2019) and corporate/commercial law (2016); Chambers Canada in the area of Aboriginal law (2019 and 2019); The Best Lawyers in Canada in the areas of Aboriginal law (2015, 2016, 2017, 2018, 2019), natural resources law (2015, 2016, 2017, 2018, 2019) and energy law (2013); Canadian Bar Association as a New Law Pioneer (2016); Lexpert Special Edition: Canada's Leading Energy Lawyers (2014, 2015, 2018, 2019); Lexpert Guide to the Leading US/Canada Cross-Border Corporate Lawyers in Canada as "Corporate Lawyer to Watch" (2014 and 2016) and the Lexpert Global Mining Special Edition (2018).

NOON - 12:45PM

Buffet Lunch and Networking Break – Enjoy the sumptuous fare of the Okanagan Valley - Sponsored by Aboriginal Capacity Builders



AboriginalCapacityBuilders Ltd.



12:45 - 1:30PM

Keynote Luncheon Speaker - Chief Clarence Louie



**CHIEF
CLARENCE LOUIE**
CEO,
Osoyoos Indian Band

Chief Louie's efforts have been widely recognized in Canada and the United States. In 1999, he received the Aboriginal Business Leader Award from All Nations Trust and Development Corporation. In 2000, the Advancement of Native Development Officers (CANDO) named Chief Louie the "*Economic Developer of the Year*". In the same year, Clarence was chosen to join the Governor General of Canada in the 2000 leadership tour. In 2001, Chief Louie was appointed to the Aboriginal Business Canada Board and most recently was appointed Chairperson of this Board. In 2002, Aboriginal Tourism B.C. awarded Chief Louie the "Inspirational Leadership Award". MacLean's Magazine listed Chief Clarence Louie as one of the

"*Top 50 Canadians to Watch*" in their January 2003 issue. More recognition came in 2003 as the U.S. Department of State selected Clarence as 1 of 6 First Nation representatives to participate in a 2-week tour of successful American Indian tribes. In April 2004, the National Aboriginal Achievement Foundation presented Clarence with the award for "Business and Community Development".

The National Aboriginal Achievement Awards represent the highest honor the Aboriginal Community bestows upon its own achievers. In June 2006, Chief Louie was presented with the Order of British Columbia, which is the province's highest honor for outstanding achievement.

1:30 - 2:45PM

Business Pitches 5-7

Business Pitch #5

Ecora Engineering & Resource Group

How to Effectively Integrate Drones into your Business and Community Needs

Mr. Myers will be presenting on Ecora's work helping FN build capacity and improve efficiency in FN resource management through technology: examples include using iPads to locate and record TUS information on digital forms and using Drones for Environmental Monitoring and referral mapping. He will also showcase how Ecora has set up training programs that help FN communities document cultural activities and collaborate with industry. David will also discuss using technology to engage with and inspire local youth.



DAVID MYERS CTO & Founder Partner, Ecora Engineering & Resource Group

As CTO of Ecora Engineering & Resource Group, David Myers is responsible for implementing and executing on all technical aspects of Ecora's vision. Ecora has grown to a team of over 90 professionals in 3 distinct lines of business in western Canada and across the globe. David plays a key role in driving new technological initiatives that allow Ecora to keep providing innovative and efficient solutions to it's clients.

Integration of Drone, LiDAR and other remotely sensed information in recent years has changed the way all Ecora's lines of business operate. Mr. Myers has been integral in propagating these technologies throughout Ecora and advising on how they can provide a positive return on project workflows.

David and the Ecora team work with over 34 First Nations, and have 5 FN Joint Ventures, offering the full suite of Ecora's services. Through these forums, David has become a trusted technical advisor to First Nations for training, guidance and on-the-ground delivery of Ecora's technical services.

David also maintains an active consulting role at Ecora. As a recognized expert in spatial information systems David has worked in the field of GIS and mapping for over 20 years. Spanning the disciplines of data acquisition, quality assurance, mapping, modelling, analysis and data management, Dave has a comprehensive understanding of spatial information and its ability to communicate powerful messages.

Business Pitch #6

K'uL Group (Penticton Indian Band Development Corporation)

Building a sustainable economy from scratch. Tips and tactics for accelerated economic development and in the midst of catastrophic climate change.

K'uL Management Group is the Development Corporation for the Penticton Indian Band. The mission and mandate for the Group is to "Build a sustainable economy that respects the lands and its people." The key words here are "sustainable" and "respect" and K'uL is already implementing these values across all its businesses including the mega million Skaha Hills development project. K'uL is already seeing the significant growth in revenues from taking a leadership role in the development of a "green economy".



JONATHAN BAYNES CEO, K'uL Group

Jonathan is the CEO of the Development Corporation for the Penticton Indian Band, called K'uL Management Group. A strategic leader with specific expertise in business transformation and translating big ideas into reality. Jonathan has a reputation as an innovator and implementor across multiple sectors in South Africa, the UK and now Canada. He formed multiple national and international partnerships for the shaping and launching of new products. He became a partner with a number of his clients and stepped in as Chief Marketing Officer and CEO in industries such as telecoms, technology and education. Jonathan occasionally advises governments and organizations like UBC, IBM, Alberta Health Services, MET Police London, Ministry of

Justice and Transport for London, and First Nation Economic Development Corporations restructuring and significant business transformation. Fascinated by new ideas and the connectedness of everything he loves creating clarity from complexity. He is passionate about bringing products to market that make the world a better place. In an unusually varied career, he has been senior partner of two technology companies, a chief marketing officer to a telecoms company, a CEO of a charity, as well as advising and mentoring various start-up companies in the UK and North America. He formed multiple national and international partnerships for the shaping and launching of new products.



MIKE CAMPOL Director of Projects & Partnerships, K'uL Group

Mike Campol brings with him a long history of high-level operations management within the hospitality, tourism and municipal government setting. Mike assists not only First Nations groups but a wide variety of business start-ups. His approach to operations starts with implementing

strong training in support of the "Standard Operating Procedures" for all employees is key to ensuring the success of the business. Mike has worked diligently to "better" the community's to which he represents, through building bridges and establishing charitable undertakings.

Business Pitch #7

Sunspear Microgrid Inc

Opportunities in the Renewable Energy Sector

Sunspear Microgrid Inc. develops Indigenous-owned social enterprise that works with Indigenous communities to advance renewable projects and planning. Sunspear brings domestic and international experience in engineering, project management, construction and construction management, environmental services and financial engineering. With a combined industry experience of over 72 years, the Sunspear team provides these services in a broad range of renewable energy sectors including solar, wind, hydro-electric, bioenergy, and energy efficiency projects. Sunspear prioritizes capacity building and employment creation in its work, and is committed to empowering communities through socially minded, environmentally friendly project development.



CORY BIGHAM, M.Sc. President & CEO, Sunspear Microgrid

Cory has over a decade of experience in the clean energy sector. He is passionate about helping communities advance clean energy projects that provide employment, income, and ownership. Cory has strong technical and financial background across various clean

energy technologies. He has provided technical consulting for major Utilities in Western Canada, several clean-tech startups, and several project developers active in Western Canada.

2:45 - 3:15PM

Nutrition, Networking Break and Tradeshow Visit



3:20 - 4:30AM

Business Pitches 8-10

Business Pitch #8

Sodexo Canada Ltd.

Partnership Opportunities in the Camp Catering and Food Service Industry



YANNICK BEDARD

Director of Business Development, Sodexo Canada Ltd.

Yannick Bedard has worked in every province in Canada, cultivating partnerships with Indigenous communities. As Director of Business Development, Yannick looks for opportunities for mutual prosperity. He has cultivated over 20 partnerships with communities across the country.

During his 12 years with the company, he has held multiple roles in culinary and event management. He is especially proud of his work at the 2010 Olympic Games in British

Columbia. "My role as Food and Catering Director at the Athletes Village in Whistler gave me the opportunity to work alongside many talented Indigenous people who gave me a deeper understanding of their unique cultures and history," says Yannick.

Yannick has also worked in New Caledonia, South America and Bermuda. At home in Calgary, he takes part in running and cycling for the Humane Society and MS.



JONATHAN KRUGER

Director of Indigenous Relations Canada, Sodexo Canada Ltd.

Jonathan is a proud member of the Penticton Indian Band (PIB) of the Okanagan nation. He served in leadership for 17 years, of which he spent eight years as the Chief of PIB.

Under the success of Jonathan's leadership, the PIB community won numerous business and economic development awards including: the CCAB Award, the CANDO Award, BC Aboriginal Achievement Award and a two consecutive Tommie Awards for Sustainable Development.

Today Jonathan is proud to work for Sodexo as the Director of Indigenous Relations

Canada. He very passionate to forge partnerships with indigenous communities that lead to mutual prosperity and growth. Jonathan believes in the reconciliation movement and knows it going to take time and commitment from everyone. He is very impressed with Sodexo for taking the initiative in moving forward with the reconciliation process.

Jonathan also enjoys volunteering his time to teach young people the traditions of the Okanagan culture, governance and recreational activities on the land like cross country skiing and hiking & mountain biking.

Business Pitch #9

Green Future Industries

Opportunities in the Hemp Industry

Green Future Industries (GFI) is a First Nations owned Organic Hemp company that is growing in the Interior of BC and working with multiple bands and communities. This presentation will go over the legal landscape of the industry in Canada and what it takes to get into the Hemp business. Steven will talk about the plant and break it down into its different parts and what can be manufactured from the seeds, fiber, hurd, flower and roots as a full use plant. He will also talk about the environmental impact of growing Hemp and how it can help clean the planet of the CO2 problem and agricultural issues that affect our watersheds. GFI is developing Hemp construction material that is being used to build homes in First Nations communities. Steven will cover the process and the benefits of building with Hemp materials and talk about business opportunities for Bands who are interested in working with GFI or growing Hemp in general. The GFI team is passionate about saving the environment and has found Hemp to be a great product to use towards that goal.



STEVEN TEED

CEO, Green Future Industries

Steven Teed, owner of Green Future Industries, is an Organic Hemp farmer from the Secwepemc Nation, he has been working with Hemp for several years learning large scale agriculture. He has a strong passion for respecting and caring for the land and recognizes the importance of food and community. He is an elected Councillor for the Adams Lake Indian Band where he pushes for the protection of our natural resources and promotes culture, language and unity.

Before starting his hemp farm, Steven volunteered on farms across Canada to learn

the art of Hemp farming. He has attended hemp workshops and classes where he learned to work with hemp building materials, he continues to study and work with industry experts around the world learning new ways to work with Hemp.

Now going into his third year of Organic Hemp farming, Green Future Industries is expanding and teaching others about the opportunity that Hemp can bring to Indigenous communities across turtle island and the impact it can have on the environment.

Business Pitch #10

Aboriginal Capacity Builders IT

Developing IT Capacity in Aboriginal Communities

Technology is now a part of our everyday lives and we all depend on technicians to keep our computer systems, laptops, tablets and smartphones all working and communicating with each other. Some communities are big enough to have their own in-house IT departments but most aren't. Aboriginal Capacity Builders IT (ACBIT) has developed a series of industry approved training programs that we are delivering onsite in First Nations communities.

This gives smaller communities and community owned businesses the opportunity to have some of their young people trained to be certified network technicians, giving them the ability to stay in their own community and earn very good wages.

This presentation will overview the various training programs ACBIT offers and allow delegates to ask questions about how the training could be delivered in their communities.



CHRIS GILLEN President, Total Support Solutions

Chris Gillen is the CEO and founder of Dial-A-Geek and Total Support Solutions, both companies service the IT support needs of over 500 clients across Canada. Chris recently partnered with Geoff Greenwell and Kelly Sherman in creating of Aboriginal Capacity Builders IT, a company dedicated to improving access to high quality IT support and network

technician training for Aboriginal communities. Chris has a diverse background having served in the Canadian navy before starting Dial-A-Geek in Victoria in 2005. He is a problem solver by nature and enjoys taking unique business ideas and making them into successful business ventures.

5:00 - 8:00PM

Hospitality Event with Live Entertainment

(at the NK'MIP Desert Cultural Centre)

Sponsored by Colliers Project Leaders



Colliers
Project Leaders

ALEX WELLS

Alex Wells is a three time world hoop dance champion. He was brought up through cultural ceremonies to appreciate and respect First Nations dance and cultural traditions. Alex has been travelling across North America since he was a young child competing in First Nations dance competitions. He now works full-time teaching the cultural dances step by step to all ages as well as continuing to compete on the world circuit. Alex is excited to share his dances with our delegates.



TERRI-ANNE STRONGARM

From Regina, Saskatchewan First Nations artist Terri-Anne recently burst onto the Aboriginal music scene to rave reviews. Enjoy her unique voice and individual take on some classic songs.

JUNE 27TH

CONFERENCE DAY 2

8:00 - 9:00AM

Continental Breakfast and Tradeshow Opens

9:00 - NOON

One-on-one Delegate Meetings and Tradeshow Visit

Delegates are encouraged to arrange meetings with each other at the NK'MIP Conference Centre to discuss business opportunities!

9:00 - 1:00PM

Charity Golf Tournament at Sonora Dunes Golf Course
(Golfers meet at the Pro-shop at 8:30am)



**All Workshops are being held in the Spirit Lodge Room
which is next to the Hotel Reception Desk.**

9:00 - 10:00AM

Workshop #1 - Indigenous Bloom

Partnership Opportunities in the Cannabis Industry

Indigenous Bloom has created a business model that is proving very appealing to First Nations wishing to enter the Cannabis Industry. The company already has over 20 facilities in operation with another 45 in the planning and development stages. The company has both retail dispensary and cultivation/processing operations on-reserve across Canada. Robert will explain to participants the legal structure, land and capital requirements for First Nations interested in partnering with Indigenous Bloom in the lucrative Cannabis industry.



ROBERT LOUIE
Chairman,
Indigenous Bloom Corporation



DARWIN DOUGLAS
Business Development,
Indigenous Bloom Corporation

10:00 - 11:00AM

Workshop #2 - Miller Titerle + Co

Legal Issues in Business Partnerships and Project Development

The opportunities in front of Indigenous groups are at an unprecedented scale. Changes in law and policy, the movement toward reconciliation, changing international expectations including UNDRIP, and the revitalization of the Indigenous economy are all major contributors. Opportunities on the ground span many industries – from pipeline ownership to Cannabis to project development to IT and beyond.

A panel of legal experts will talk about what you need to be aware of to help you make the most of these opportunities, including:

- How to maximize business opportunities arising from reconciliation – including pipeline ownership
- Financing Aboriginal business
- Hot employment law issues
- Issues and opportunities in the cannabis industry
- How to plan for Plan B (dispute resolution)

Panel members include Peter Eirikson, Ryley Mennie, Yvan Larocque and Joelle Walker.



PETER EIRIKSON
Lawyer, Business Advisory
Miller Titerle + Company

Peter practices in the areas of corporate finance, secured lending, mergers and acquisitions, and general corporate and commercial law. Prior to joining MT+Co. he practiced in the Vancouver and Halifax offices of two large Canadian law firms.

He has acted for leading Canadian, U.S. and international financial institutions and both publicly traded and privately companies in the natural resource, financial services, tech, energy, agriculture, real estate, restaurant, clothing, manufacturing and pharmaceutical sectors



RYLEY MENNIE
Lawyer, Labour and Employment Law
Miller Titerle + Company

Ryley is a Labour and Employment lawyer and practiced at a leading national law in its Labour and Employment group for five years before joining Miller Titerle in 2018. Ryley has significant depth in providing timely and strategic advice to manage all manner of workplace issues in unionized and non-unionized workplaces and in litigating a wide variety of workplace-related disputes.

Ryley's practice thrives on helping clients anticipate and negotiate evolving obligations and rights that exist and arise in Canadian workplaces, build stable and productive employment relationships and effectively manage workplace disputes and conflict. Ryley also regularly provides key employment and labour-related advice on complex transactions and in the context of new business ventures.



YVAN GUY LAROCQUE
Lawyer, Business Advisory and
First Nations Economic Development
Miller Titerle + Company

Yvan's practice focuses on Indigenous, corporate, commercial, and not-for-profit law, servicing Indigenous-owned businesses and Indigenous governments. Yvan regularly advises on strategic direction; corporate organization and restructuring; policy development; and corporate and commercial transactions, for Indigenous governments, Indigenous economic development groups, and Indigenous-controlled businesses. Yvan also advises not-for-profit corporations, societies,

charities and associations, which operate in Indigenous housing, education and health.

Yvan is a member of the Manitoba Métis Federation from Southeast Manitoba. He has a degree in Economics, and received a Business Law degree with a Specialization in Aboriginal Law from UBC's Indigenous Legal Studies Program. Yvan is also currently pursuing a Masters in Law (LLM) at Osgoode Hall Law School.

**JOELLE WALKER**

**Principal, Business Advisory, Resources + Major Projects and First Nations Economic Development
Miller Titerle + Company**

Joelle is an experienced litigator specializing in complex civil litigation who leads MT+Co's litigation team. Joelle practices primarily in the areas of contractual and transactional disputes, corporate governance, business torts, regulatory matters and matters concerning Aboriginal rights and title. Joelle has appeared as counsel in the BC Supreme Court (including success in two recent trials involving alleged breaches of commercial contracts and breach of confidence), the BC Court of Appeal and the Federal Court of Appeal. Joelle also has significant experience before administrative

bodies including acting as counsel for the Law Society of British Columbia and the Investment Industry Regulatory Organization of Canada, and appearing as counsel before the BC Securities Commission and the National Energy Board. In her Indigenous law practice, Joelle assists clients in the areas of Aboriginal rights and title, governance, Indian reserve issues, impact-benefit agreement interpretation and implementation, regulatory matters and the development of strategic approaches to the participation of First Nations in consultation and negotiation with the Crown and industry.

11:00 - NOON

Workshop #3 - Ecora Engineering & Resource Group**Drones 101 – Understanding the many types and variety of uses for Drones**

Dave will demonstrate how to fly a drone and the various types of software being developed for business and lands management applications.

**DAVID MYERS**

**Co-Founder,
Ecora Engineering & Resource Group**

NOON - 1:00PM

Buffet Lunch and Networking Break – Enjoy more of the Okanagan Valley's sumptuous fare - Sponsored by Aboriginal Capacity Builders



1:00 - 4:30PM

One-on-one Delegate Meetings and Tradeshow Visit

Delegates are encouraged to arrange meetings with each other at the NK'MIP Conference Centre to discuss business opportunities!

1:00 - 4:00PM

Wine Tour of South Okanagan wineries - Join our tour guides as they take you to visit 4 of the Okanagan's best wineries where you can sample and purchase wine to take home. Delegates who are signed up for the wine tour meet at hotel reception at 12:45pm.



2:30 - 4:00PM

Visit to the [Area 27](http://www.area27.ca) (www.area27.ca)

See some of Canada's fastest and most expensive street legal cars in action! Area 27 is the name of the new racetrack recently completed on Osoyoos Indian Band lands. Join us for a free tour of the new facility and watch some really fast cars! Delegates who are signed up to visit the racetrack meet at hotel reception at 2pm.



4:00 - 6:00PM

Tour of Osoyoos Indian Band Lands and Businesses - Join our Osoyoos Band member tour guide and visit the numerous Band owned businesses and community buildings. Delegates who are signed up meet at hotel reception at 3:45pm.



6:30 - MIDNIGHT

ALL DELEGATE BANQUET DINNER at the NK'MIP Conference Centre

Sponsored by Fortis BC



JOEL WEST BAND



Joel West Band: Back by popular demand after rocking the house in Osoyoos last year. Joel performs some classic rock & roll cover tunes that are guaranteed to get the crowd dancing!



KASEY NICHOLSON

Kasey Nicholson is a very dedicated and educated young man with a passion for sharing, teaching, and creating positive change for Native youth everywhere. Kasey offers not only motivational speaking engagements but also is one of Indian Country's funniest comedians. Blazing a trail of laughs all across the country performing at community events, casinos, and workshops from coast to coast.

Check out Kasey at this link:
<https://youtu.be/-cTtZGhgah4>

FIRST NATIONS AND CANNABIS JURISDICTION:

The Calm Before the Storm?



YVAN GUY LAROCQUE
Lawyer, Business Advisory
and First Nations Economic
Development,
Miller Titerle + Company

The legalization of cannabis for non-medicinal (“recreational”) purposes last year was greatly anticipated by many Canadians throughout the country.

Despite concerns raised by the Senate's Indigenous caucus around the lack of consultation and accommodation in the drafting of cannabis laws, and their recommendation to delay legalization by a year in order to adequately address these issues, the train has left the station. It's not surprising however that given the federal government's “shoot first and ask questions later” attitude towards consultation and accommodation, Indigenous concerns were not adequately addressed. Among these concerns, are issues around jurisdiction over cannabis-related activities on reserve, sharing of excise tax revenues, and priority for Indigenous businesses in licensing regimes.

Because of the lack of consultation and accommodation of Indigenous interests before the federal and provincial laws were passed, there is uncertainty around how Indigenous communities fit into these regimes. At the same time, Indigenous businesses (both Nation-owned and member-owned) have rushed to stake their claim in the potential lucrative cannabis industry, both as producers and as retailers of cannabis products. The lack of consideration for the jurisdictional issues and the race to market in the cannabis industry generally have created what I consider to be a “perfect storm” (cue thunder and lightning).

Many First Nation businesses throughout Canada have forged ahead with unlicensed cannabis operations, relying in some cases on bylaws/laws passed pursuant to *Indian Act* and/or inherent jurisdiction. Others have applied for licenses within the current statutory

framework and are lobbying the federal/provincial government for changes to the status quo that would recognize Indigenous jurisdiction and provide accommodations to Indigenous-owned businesses. A few are operating outside of the law completely (whether federal, provincial or Indigenous)! Here are some thoughts on the current state of First Nations and cannabis jurisdiction.

Provincial laws of general application (such as cannabis licensing laws) apply on reserve unless they conflict with federal laws or First Nation bylaws. Under the *Indian Act*, councils can pass bylaws for matters on reserve lands and could potentially pass a bylaw to usurp the provincial cannabis laws (for sales but not production of cannabis). The issue is that production is regulated federally, and case law has unfortunately held that *Indian Act* bylaws that conflict with other federal laws (such as the Cannabis Act) aren't effective. Because the sale of cannabis requires federally-licensed production, there may not be a way to sell cannabis on reserve pursuant to an *Indian Act* bylaw.

Aboriginal peoples in Canada also have inherent rights to self-government, and some First Nations have relied on these rights to pass laws to produce or sell cannabis on reserve outside of the federal/provincial licensing regime. A right to self-government does not necessarily provide a corresponding right to pass laws that contradict federal or provincial laws. Although a First Nation has a right to determine its own governance laws, they may not have a right that flows from this to regulate any matter on reserve (such as criminal law for example). Other Aboriginal rights that would enable the production and sale of cannabis may be extremely difficult to prove and may be easily infringed by federal/provincial legislation.

What we're left with is a lot of uncertainty around jurisdiction and current practices. The politics involved play an important part in the discussion as well. Possibly because of the bungled consultation and accommodation by federal and provincial governments, there doesn't seem to be any willingness from law enforcement organizations to actively enforce the federal and provincial cannabis laws on reserve...yet. But as the cannabis grey market turns to gold and more licensed producers and sellers begin operations (First Nations and non-First Nations alike), we may see more enforcement of current laws and regulations. However, we may also see court cases and challenges from First Nations on these issues, or potential negotiations and changes that will allow non-licensed First Nations operators to transition into a new regime that respects Indigenous jurisdiction and autonomy. Time will tell on which side of the coin these issues land, but given the rocky position of the current federal government and upcoming election, the next six months may be the calm before the storm.



Energy at work



FORTIS BC™



Respect, responsibility and relationships

We work closely with Indigenous Peoples in 150 traditional territories and 56 communities in B.C., strengthening relationships and creating energy solutions for all of our customers.

That's energy at work

fortisbc.com

Connect with us



RESPECT INCLUSION SUSTAINABILITY



**RIGHT
TOPLAY**

A proud member of
Canadian Council for
**ABORIGINAL
BUSINESS**



**BRONZE
LEVEL**



-  > TRANSMISSION
-  > UNDERGROUND CABLE
-  > DISTRIBUTION
-  > SUBSTATIONS
-  > ENERGIZED SERVICES
-  > EMERGENCY RESTORATION
-  > RENEWABLES

As a leader in the Electric Transmission and Distribution sector for over 37 years, Allteck Line Contractors Inc. aspires to also become the industry leader for Indigenous inclusion by developing strong partnerships that provide economic prosperity, social well-being, and respect for the people and land where we work.

We believe that responsible business activity involves meaningful inclusion and a deep respect for Indigenous cultures and values.

Initiatives that focus on Indigenous youth programming, education and skill development, through partnerships with Right to Play, Live Different and the Nicola Valley Institute of Technology are among some of the ways we demonstrate our commitment to the communities where we work.

The Allteck Indigenous Advancement department is honoured to be collaborating and partnering with First Nations on their traditional territories across Western Canada.

HEAD OFFICE

Allteck Line Contractors, Inc. #300 - 4333 Still Creek Drive Burnaby, BC, V5C 6S6

OFFICE 604-857-6600 | FAX 604-857-6611 | EMAIL info@allteck.ca



ecora

Engineering - Environment - Forestry



Ayelstexw

[SUSTAINABILITY] CONSULTING



We help you **leave** it as you **found** it

www.ayelstexw.ca



AboriginalCapacityBuilders Ltd.

Aboriginal Capacity Builders help bridge the gap between the Aboriginal and non-Aboriginal Business Sectors. We facilitate engagement that results in the creation of successful joint ventures benefiting all parties in a fair and equitable manner.



Capacity Development - Strategic Planning - Communications - Corporate Visioning - Marketing - Business Planning
Negotiation & Mediation - Facilitation - Financial Management Accounting - Human Resources

www.aboriginalcapacitybuilders.com

UPCOMING:

TRANSPORTATION

CANNABIS

PIPELINE EQUITY



**2019 NATIONAL ABORIGINAL
STRATEGIC ADVANTAGE CONFERENCE**
USING TITLE AND RIGHTS TO LEVERAGE ECONOMIC PROSPERITY

OCTOBER **28th - 30th** 2019
RIVER ROCK CASINO, RICHMOND, BC
a NABOC Series Event

ABORIGINALMARKETPLACE.COM

For more information contact us: events@aboriginalmarketplace.com | TF: 1-866-284-8322