

April 20–21, 2010 • Marriott Bloor Yorkville, Toronto

Building Aboriginal Business Relationships

HEAR FROM
LEADING EXPERTS
FROM THESE ORGANIZATIONS:

Canadian Council for Aboriginal Business
CAPE Fund
CREECO
Five Nations Energy Inc.
Indian and Northern Affairs Canada
Law Office of Bill Gallagher
Métis Nation of Ontario
Miller Thomson LLP
Nishnawbe Aski Development Fund
Ontario Financing Authority
Ontario First Nations Economic
Development Association
Ontario Ministry of Energy and
Infrastructure
Ontario Power Authority
Ontario Power Generation Inc.
RCI Capital Group
Secretariat to the Cree Nation
Willms & Shier Environmental Lawyers LLP

KEYNOTE SPEAKER

Hon. Chris Bentley
Minister of Aboriginal Affairs
Government of Ontario

CONFERENCE CO-CHAIRS

Michael Fox
President
Fox High
Impact Consulting

Mitchell Diabo
President
Ursa Major SP

An exceptional faculty of industry and government representatives will enable you to:

- **Explore** criteria for successful partnerships
- **Analyze** options for structuring MOUs and IBAs
- **Discover** strategic advantages of Aboriginal business partnerships
- **Understand** the current landscape encouraging and motivating partnerships
- **Learn** options available to Aboriginal businesses for securing equity

PLUS! Sign up for our pre-conference interactive workshops on:

- A. Aboriginal Cultural Awareness: Key to Forming a Lasting Partnership**
- B. Successfully Implementing and Enforcing Your Negotiated Agreements**

Sponsored by:  Turning Technologies Canada

Media Partner:  Toronto Native News



Register Now • 1-877-927-7936 • CanadianInstitute.com/Relationships



Create win-win relationships and get it right from the start!

This is a must-attend event for any business in the midst of or considering a partnership with an Aboriginal business or forming a joint venture. Whether it's a power project, natural resource development, the service sector, resort or entertainment development – a mutually beneficial partnership could be the way to move your business forward.

The Canadian Institute's **Building Aboriginal Business Relationships** addresses the key challenges for building partnerships including cultural awareness, capacity building and finding equity. The conference also explores best practices to achieve successful partnerships and how to effectively partner with foreign investors to help finance the project.

Timely topics include:

- Determining options for accessing capital
- Realizing the strategic advantages of partnering with Aboriginal businesses
- Approaches and resources for capacity building and training for Aboriginal businesses
- Exploring the impact of changes to the *Mining Act* on doing business with Aboriginal communities
- Identifying the characteristics of successful partnerships; learn what has worked for others

Plus! Don't forget to enroll in our pre-conference interactive workshops on Monday, April 19th on **Aboriginal Cultural Awareness and Successfully Implementing and Enforcing Agreements**.

Register today to secure your place. Call 1-877-927-7936 or register online at www.CanadianInstitute.com/Relationships.

Who You Will Meet

Presidents and CEOs, CFOs, Band Chiefs, Directors, VPs and Managers of:
Business Development, Aboriginal Affairs/ Liaisons,
Industry Stakeholder Engagement

From:

- Power generators and transmission companies
- Pipeline companies
- Mining companies
- Energy service companies
- Oil and gas producers
- Forestry
- Government bodies
- Aboriginal businesses
- Aboriginal groups
- Resort developers

Also:

Industry consultants, negotiators, legal experts

Distinguished Faculty

CONFERENCE CO-CHAIRS

Michael Fox
President, Fox High Impact Consulting

Mitchell Diabo
President, Ursa Major SP

SPEAKERS

Jack Blacksmith
President, CREECO

Cherie Brant
Willms & Shier Environmental Lawyers LLP

Don Brazier
Director of Finance, Hydroelectric Development
Ontario Power Generation Inc.

Daniel Charbonneau
Director General, Strategic Policy Branch
Indian and Northern Affairs

Clint Davis
President
Canadian Council for Aboriginal Business

Hon. Chris Bentley
Minister of Aboriginal Affairs
Government of Ontario

Peter Forton
Managing Director, CAPE Fund

Bill Gallagher
Strategist, Law Office of Bill Gallagher

Joe Gaboury
CEO, Five Nations Energy Inc.

Sandra A. Gogal
Partner, Miller Thomson LLP

Michael Lyle
General Counsel and Vice President
Legal, Aboriginal and Regulatory Affairs
Ontario Power Authority

Pam Montour
Executive Director
Ontario First Nations Economic
Development Association

Adrian Nalasco
Director (A), Strategic Projects Finance Branch
Ontario Financing Authority

Pierre Ouellet
Secretariat to the Cree Nation

Sean Riley
Vice President, RCI Capital Group

Hillary Thatcher
Manager
First Nation and Métis Policy & Partnerships
Ontario Ministry of Energy and Infrastructure

Harvey Yesno
President/CEO
Nishnawbe Aski Development Fund

Speaker TBD
Director, Métis Nation of Ontario

WORKSHOP LEADER

Kwatsitsoir
VISTA Seminars

Register at 1-877-927-7936 or in Toronto 416-927-7936 or www.CanadianInstitute.com/Relationships

DAY 1 • APRIL 20, 2010

8:45 **Opening Remarks by the Conference Co-Chairs**

Michael Fox

President, Fox High Impact Consulting

Mitchell Diabo

President, Ursa Major SP

9:00 **Keynote Address: Encouraging Aboriginal Partnerships in Ontario**

Hon. Chris Bentley

Minister of Aboriginal Affairs

Government of Ontario

9:30 **Strategic Advantages of Aboriginal Business Partnerships**

Clint Davis

President

Canadian Council for Aboriginal Business

- Learn about the benefits of partnering with Aboriginal businesses
- Realizing the goals best accomplished through Aboriginal partnerships
- Clarifying tax advantages of Aboriginal businesses

10:00 **Networking Coffee Break**

10:15 **Finding the Right Partner: Evaluating Potential Opportunities and Whether You Have Found an Ideal Fit**

Jack Blacksmith

President

CREECO

- Determining what you are looking for in a partner, what you need from them, and if they can meet your expectations
- Essential criteria to use to evaluate potential partners
- Learn how to evaluate whether the companies compliment each other and add shareholder value
- Assess existing and proposed business ventures
- Overview of the internal business opportunity analysis process
- Critical items to consider on your 'partnership due diligence checklist

11:00 **Negotiating and Doing Business with Métis**

Speaker TBD

Métis Nation of Ontario

- Outlining the process for engaging with the Métis across Ontario
 - Examining how it differs from doing business with First Nations
- Understanding the governance structure of Métis and how this impacts partnerships
- What are the legal obligations for engagement?
- Exploring the impact of an Aboriginal procurement policy

11:45 **Networking Lunch**

1:00 **Finding Equity: Exploring Tools Available for Financing Aboriginal Businesses**

Daniel Charbonneau

Director General, Business Development Branch Indian and Northern Affairs Canada

Peter Forton

Managing Director

CAPE Fund

- Discovering the most common and accessible options available to Aboriginal businesses to secure loans, grants, and other capital to secure a partnership
- Identifying funding criteria
- What role can government play in financing partnerships?

2:00 **Effectively Partnering with Foreign Investors**

Sean Riley

Vice President

RCI Capital Group

- Examining the opportunities of partnering with foreign investors versus traditional funding sources
- Determining the criteria foreign investors are looking for
- Realizing the power and importance of negotiating
- Exploring the idea of having the developing companies finance the business
- What is the lure for foreign investors?

2:45 **Networking Break**

3:00 **Mitigating Risk for Acquiring Capital – The Aboriginal Loan Guarantee Program**

Adrian Nalasco

Director (A)

Strategic Projects Finance Branch

Ontario Financing Authority

- Update on the progress of \$250 million Aboriginal Loan Guarantee program

- Understanding key program objectives
 - facilitating Aboriginal equity participation in renewable energy generation and transmission projects
- How has the experience been with the first wave of FIT contracts?

3:45 **Exploring How Changes to Ontario's *Mining Act* Impacts Doing Business with Aboriginal Communities**

Bill Gallagher

Strategist
Law Office of Bill Gallagher

- Outlining relevant policy updates in Ontario's *Mining Act*
 - resource sharing policy
 - revision of dispute resolution provision in resource sharing agreements
- How will these changes impact the way business is currently being done?
- Are there new obligations to consider?

4:45 **Chair's Recap and Conference Adjourns**

DAY 2 • APRIL 21, 2010

9:00 **Opening Remarks by the Conference Co-Chairs**

Michael Fox

President, Fox High Impact Consulting

Mitchell Diabo

President, Ursa Major SP

9:15 **Addressing Capacity Building in Aboriginal Communities for Partnerships to Flourish**

Pam Montour

Executive Director
Ontario First Nations Economic Development Association

Hillary Thatcher

Manager, First Nation and Métis Policy & Partnerships
Ontario Ministry of Energy and Infrastructure

- Defining "capacity building"
- Training programs and resources available for building capacity
- The importance of building up a reputation and track record
- Options for accessing resources for capacity building
 - Aboriginal Energy Partnerships Program
- Creating workable business partnerships through consultation and accommodation
- Incorporating the next generation (youth) into the community's business strategy
- Exploring successes in this area

10:15 **Networking Coffee Break**

10:30 **Exploring How Ontario's Feed-In-Tariff (FIT) Program Enables Aboriginal Business Opportunities**

Michael Lyle

General Counsel and Vice President, Legal, Aboriginal and Regulatory Affairs, Ontario Power Authority

Harvey Yesno

President/CEO
Nishnawbe Aski Development Fund

- Exploring the elements of the FIT Aboriginal adder and how this encourages Aboriginal business partnerships
- Examining how FIT supports Aboriginal capacity building
- Realizing the impact on approvals and licensing process for renewable energy projects
- Attracting private equity partners and managing business relationships
- Exploring the challenges and barriers of the FIT Aboriginal adder and how it impedes participation by remote First Nations

11:30 **Land Access Issues on Reserve Lands: Using Ontario Power Authority Feed in Tariff Projects as a Case Study Example**

Cherie Brant

Willms & Shier Environmental Lawyers LLP

- Interests in land on "Reserves" under the *Indian Act* (Canada)
- Review of the case law surrounding section 28(2) permits and designated land surrenders under section 38(2) of the *Indian Act* (Canada)
- Process for obtaining designated land surrenders
- Update on the *First Nations Certainty of Land Titles Act*, an act to amend the *First Nations Commercial and Industrial Development Act* (Canada)
- Timing issues when completing an application to the FIT program

12:15 **Networking Lunch**

1:30 **Exploring Criteria for Building Successful Partnerships**

Don Brazier

Director of Finance
Hydroelectric Development
Ontario Power Generation Inc.

Joe Gaboury

CEO, Five Nations Energy Inc.

Pierre Ouellet

Secretariat to the Cree Nation

- Examining lessons learned in partnering - what's worked and what hasn't
- Understanding the role of communication in realizing successful partnerships
- What are the guiding principles for establishing mutually beneficial partnerships?
- Understanding the role of consultation in building partnerships
- Tips to keeping your relationship on track and avoiding failure

2:45 **Creating Model Partnership Agreements: MOUs and IBAs**

Sandra A. Gogal

Partner, Miller Thomson LLP

- Examining best practices to structure agreements
- How to reach an agreement that works for all
- Realizing how IBAs are evolving
- What is the role and best fit for an MOU?
- Overview of what's happening in the rest of Canada and some exemplary IBAs
- Including provisions for mediation, negotiation facilitation and arbitration if issue arises

3:45 **Chair's Recap and Conference Concludes**

SPONSORSHIP & EXHIBITION OPPORTUNITIES

Maximize your organization's visibility in front of key decision-makers in your target market. For more information, contact Senior Business Development Executive **Andrew Martinez** at **416-927-0718** ext. **241**, toll-free **1-877-927-0718** ext. **241** or by email at **a.martinez@CanadianInstitute.com**



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Pre-conference Interactive Workshops MONDAY, APRIL 19, 2010

9:00 am - 12:30 pm (registration opens at 8:30 am)

A **Aboriginal Cultural Awareness: Key to Forming a Lasting Partnership**

Workshop leader:

Kwatsitsoir

VISTA Seminars

In this workshop, you will gain a clearer understanding of Aboriginal values, traditions, history, current state and future direction. Learn about practices and protocols to help you negotiate with Aboriginals in ways that convey respect and understanding. Some specific items to be explored include:

- Understanding the people, the history of the band and their culture
- Discovering the governance structure and deciding who will be making decisions
- Considering typical business practices and expectations of each party
- Setting realistic expectations of your partner
- Sharing a leadership role in the partnership

1:30 pm – 5:00 pm (registration opens at 1:00 pm)

B **Successfully Implementing and Handling the Enforcement of Agreements**

Workshop leader: *TBD*

You've negotiated your agreement, now what? The ability to effectively implement our agreement is key to obtaining project approvals and keeping the project on time, on budget, and securing finance. This workshop will focus on the strategies for implementing provisions of your IBA (impact benefit agreement). Some of the items you will explore include:

- Establishing and maintaining trust
- Maximizing benefits of the agreement and partnerships over time
- Incorporating elements to deal with disputes before they arise
- Exploring business opportunities

The Canadian Institute's Green Initiatives: What are we doing to reduce the environmental impact of hosting conferences across Canada?

EFFORTS

- ✓ We print all brochures with The Canadian Institute's Environmentally Tri-Certified (FSC, PEFC, SFI) Print Partner
- ✓ We have reduced paper print and use by more than 25% over the past year
- ✓ We provide webcast options for individuals unable to travel to our events
- ✓ We encourage our delegates to recycle their conference badges

PARTNERS



The Canadian Institute, in partnership with Zerofootprint, is pleased to announce a program that will allow attendees to contribute to the reduction of carbon emissions associated with our events. For only \$5 you can offset your contribution and support tire recycling projects in Canada. For more information visit **www.zerofootprint.net**

- ✓ We also work very closely with all conference venues to reduce, reuse and recycle

Register at **1-877-927-7936** or in Toronto **416-927-7936** or **www.CanadianInstitute.com/Relationships**

Building Aboriginal Business Relationships

Top 5 Reasons to Attend

- 1 Hear first hand accounts from our expert panel about what makes a successful partnership
- 2 Get clarification on choosing the RIGHT partner
- 3 Learn opportunities for accessing capital and how to benefit from the Aboriginal Loan Guarantee Program
- 4 Realize the impact of the updated *Mining Act* – is it enough?
- 5 Network with your colleagues and experts in the field

REGISTRATION FORM

To expedite your registration, please mention your Priority Service Code

419B10.S

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President/Chief/CEO/Business Development/Aboriginal



5 EASY WAYS TO REGISTER

- Phone:** 1-877-927-7936 or 416-927-7936
- Fax:** 1-877-927-1563 or 416-927-1563
- Email:** CustomerService@CanadianInstitute.com
- Mail:** **The Canadian Institute**
1329 Bay Street
Toronto, Ontario M5R 2C4
- Online:** www.CanadianInstitute.com/Relationships

CONFERENCE CODE: 419B10-TOR

YES! Please register the following delegate for Building Aboriginal Business Relationships

For group discounts please call 1-877-927-7936

| FEE PER DELEGATE | Register & Pay by March 23, 2010 | Register & Pay after March 23, 2010 |
|---|----------------------------------|-------------------------------------|
| <input type="checkbox"/> Conference (on site) | \$1895 + 5% GST = \$1989.75 | \$2095 + 5% GST = \$2199.75 |
| <input type="checkbox"/> Conference + 1 Interactive Workshop <input type="checkbox"/> A or <input type="checkbox"/> B | \$2390 + 5% GST = \$2509.50 | \$2590 + 5% GST = \$2719.50 |
| <input type="checkbox"/> Conference + Both Interactive Workshops | \$2885 + 5% GST = \$3029.25 | \$3085 + 5% GST = \$3239.25 |
| <input type="checkbox"/> Live Webcast (<i>Conference Only</i>) | \$1595 + 5% GST = \$1674.75 | |
| <i>Conference participants will receive a CD-ROM of the conference materials as part of their registration fee.</i> | | |
| <input type="checkbox"/> Please add a copy of the *Conference Proceedings (BINDER) to my order for \$195 + \$21.95 (S&H) + (applicable taxes) <small>*Published and shipped within 4 weeks from conference</small> | | |
| <input type="checkbox"/> I cannot attend but would like information regarding conference materials. | | |
| <input type="checkbox"/> Yes, I would like to reduce the environmental impact of my attendance by contributing \$5.00 to support tire recycling projects in Canada. | | |

STEP 1

CONTACT DETAILS

| | | |
|-------------------|------------------|-------------|
| NAME | POSITION | |
| ORGANIZATION | | |
| ADDRESS | | |
| CITY | PROVINCE | POSTAL CODE |
| TELEPHONE | FAX | |
| EMAIL | | |
| TYPE OF BUSINESS | NO. OF EMPLOYEES | |
| APPROVING MANAGER | POSITION | |

STEP 2

PAYMENT

Please charge my VISA MasterCard AMEX

NUMBER _____ EXPIRY _____

SIGNATURE _____

I have enclosed my cheque for \$ _____ including GST made payable to **The Canadian Institute** (GST No. 84221 1153 RT0001)

STEP 3

Wire Transfer (\$CAD)

Please quote the name of the attendee(s) and the conference code 419B10 as a reference.
Beneficiary: **The Canadian Institute**
Bank Name: HSBC / Account #: 362-055319-001
Address: 150 Bloor St, Suite M100, Toronto, ON
Swift Code: HKBCCATT / Branch #: 10362

ADMINISTRATIVE DETAILS

VENUE: Marriott Bloor Yorkville
ADDRESS: 90 Bloor Street East, Toronto, ON
TEL.: 416-961-8000

Hotel Reservations

For information on hotel room availability and reservations, please contact the Marriott Bloor Yorkville hotel at 1-800-859-7180. When making your reservation, please ask for "The Canadian Institute's Corporate Rate".

Program Materials

Conference participants will receive a comprehensive set of conference materials prepared by the speakers, as an excellent reference source after the conference. If you have paid and are unable to attend, the conference materials will be shipped to you upon request only. Request must be received within 30 days upon conclusion of the conference.

Payment Policy

Payment must be received in full by the conference date to ensure admittance. All discounts will be applied to the Conference Only fee (excluding add-ons), cannot be combined with any other offer, and must be paid in full at time of order. Group discounts available to individuals employed by the same organization.

Cancellation and Refund Policy

You must notify us by email at least 48 hrs in advance if you wish to send a substitute participant. Delegates may not "share" a pass between multiple attendees without prior authorization. If you are unable to find a substitute, please notify **The Canadian Institute** in writing no later than 10 days prior to the conference date and a credit voucher will be issued to you for the full amount paid. Credit Vouchers are valid for 1 year and are redeemable against any other conference by **The Canadian Institute**. If you prefer, you may request a refund of fees paid less a 25% service charge. No credits or refunds will be given for cancellations received after 10 days prior to the conference date. **The Canadian Institute** reserves the right to cancel any conference it deems necessary and will, in such event, make a full refund of any registration fee, but will not be responsible for airfare, hotel or other costs incurred by registrants. No liability is assumed by **The Canadian Institute** for changes in program date, content, speakers or venue.

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