



FNBDA

**FIRST NATIONS BUSINESS
DEVELOPMENT ASSOCIATION**

OUR GATHERING

May 2023



FNBDA

OVERVIEW

- FNBDA Background and Purpose
- Ongoing Initiatives
- Capacity Project
- Procurement Project
- Regional Partnerships

BACKGROUND

- Created June 2020
- BC First Nations owned Development Corporations(owned by one or more First Nations)
- To date 40 Development Corporations and over 80 First Nations directly/indirectly involved.

ADAMS LAKE DEVELOPMENT CORPORATION
ADAMS LAKE INDIAN BAND
ADAMSLAKEBAND.ORG



Adams Lake Indian Band

GITANMAAX DEVELOPMENT CORPORATION
GITANMAAX FIRST NATION
GITXSANBUSINESS.COM



K'AWT'SI DEVELOPMENT CORPORATION
GWA'SALA-NAKWADAWA FIRST NATION
KEDC.CA



Kawatsi Economic Development General Partner Corporation (KEDGPC)

KTUNAXA ENTERPRISES LTD
KTUNAXA FIRST NATIONS
KTUNAXAENTERPRISES.CA

COAST FUNDS
COASTAL FIRST NATIONS
COASTFUNDS.CA



COAST FUNDS

HAICO (HAIDA ENTERPRISE CORPORATION)
HAIDA FIRST NATIONS
HAICO.CA



HaiCo

K'UL GROUP
PENTICTON FIRST NATION
KULGROUP.CA



MANAGEMENT GROUP

KYAH DEVELOPMENT CORPORATION
WITSET FIRST NATION
KYAHDEV.CORP.CA

NTITYIX DEVELOPMENT CORPORATION
WESTBANK FIRST NATION
NTITYIX.COM



OKIB GROUP
OKANAGAN FIRST NATION
OKIB.CA



SASUCHAN DEVELOPMENT CORPORATION
TAKLA LAKE FIRST NATION
SASUCHAN.CA



STUWIX RESOURCES
8 INTERIOR FIRST NATIONS
STUWIX.COM



NUU-CHAH-NULTH ECONOMIC DEVELOPMENT CORPORATION
NUU-CHAH-NULTH TRIBAL COUNCIL
NUU-CHAH-NULTH.CA



SAA'MEN ECONOMIC DEVELOPMENT LP
QUALICUM FIRST NATION
SAA'MEN.CA



Saa'men
Economic Development LP

SEYEM ECONOMIC DEVELOPMENT
KWANTLEN FIRST NATION
SEYEM.CA



TLA'AMIN MANAGEMENT SERVICES LP
TLA'AMIN FIRST NATION
TLA'AMIN.BUSINESS.COM

KTUNAXA ENTERPRISES LTD
KTUNAXA FIRST NATIONS
KTUNAXAENTERPRISES.CA



LAX KW'ALAAMS BUSINESS DEVELOPMENT LP
LAX KW'ALAAMS FIRST NATION
LAWB.CA



MALAHAT INVESTMENT CORPORATION
MALAHAT FIRST NATION
MALAHATNATION.COM



Malahat

KYAH DEVELOPMENT CORPORATION
WITSET FIRST NATION
KYAHDEV.CORP.CA



LIL'WAT BUSINESS CORPORATION
LIL'WAT FIRST NATION
LWAT.CA



Business Group

Supporting Nation Building Through Business

NUNUMUS MANAGEMENT LTD
NUKALH FIRST NATION
NUNUMUS.CA





PURPOSE

MISSION

To support, advocate and create opportunities that benefit the economic well-being of BC First Nations and their Development Corporations

VISION

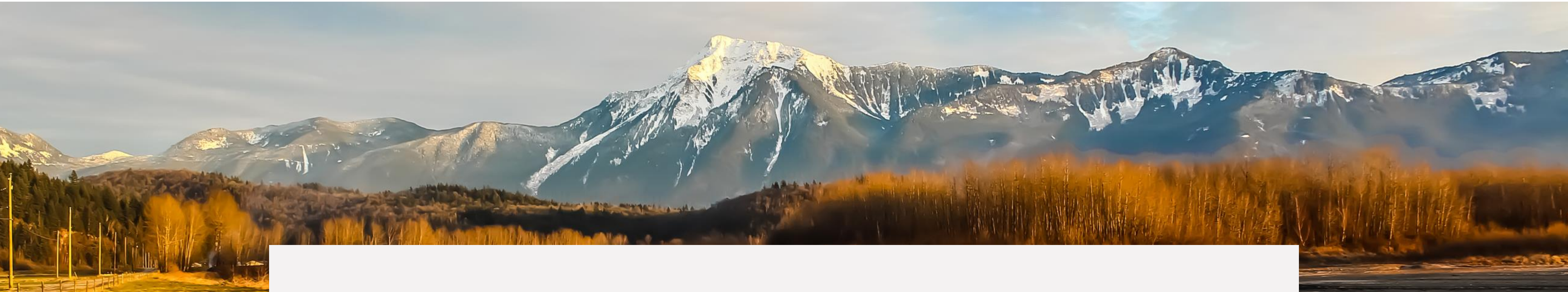
The BC FNBD A is a strong, respected advocate for First Nations Development Corporations in BC. Where FN Development Corporations are driving sustainable economic wealth within their traditional territories and the Province of BC as a whole



FNBDA OBJECTIVES

- Support the increase in number of fully functioning Development Corporations
- Increase First Nation participation in economy of BC
- Provide space for mutual learning and benefit
- Provide link to investment opportunities
- Enable First Nation Development Corporation economic diversification into all sectors of BC

FNBDA **INITIATIVES**



**CAPACITY INITIATIVES
PROCUREMENT
INVESTMENT**



FNBDA

Learning Circle Initiatives- Ongoing Workshops Series

- First Nation owned Development Corporations creating a shared learning environment
- Formal and informal gatherings to share best practices, successes and learning situations
- Link to industry expertise
- Strategic Path to new investment opportunities



CAPACITY WORKSHOPS

OBJECTIVES

- Provide best in practice governance and decision-making tools
- Create a productive, supportive learning environment
- Create space for First Nations to share experiences
- Enable more First Nations to start and build their Development Corporation
- Enable First Nations to progress their Development Corporations

WORKSHOP APPROACH

- Individualized learning tools
- Group learning via case studies
- Business Governance Assessment
- First Nation business presenters
- Industry Insights and Presentations

FNBD A INFORMATION RESOURCES

Over 120 First Nation business focused documents from a variety of sources:

- Strategic Plans
- Business Plans
- Comms/Marketing Plans
- Community Planning
- Economic Development Plans
- Risk Management Plans
- Information Management



MANUALS, GUIDES, AND OTHER AVAILABLE TOOLS

Here you will find resources and documents from businesses, groups, and government sources.

Document Category	Source	Reset	Search:	
Title	Categories	Source	Description	Link
Aboriginal Business Communications Planning Template	Communications/Marketing	Nvision Insight Group	This template explains why a communications plan is needed, the key components of a communications plan, a fillable template to brainstorm ideas for a plan and then a sample table to create an implementation plan.	
Aboriginal Business Development Toolkit	Business Planning	Government of Ontario	Toolkit designed to help you explore the many things you need to think about, research and undertake when starting or expanding a business.	
Aboriginal Cultural Tourism Business Planning Guide: A Checklist for Success	Business Planning	Indigenous Tourism BC	A handbook based on the goals of the entrepreneur (personal, financial, spiritual and emotional goals) that encompasses a number of checklists for success that can be chosen based on the user's individual goals.	

FNBD INFORMATION RESOURCES

Over 120 First Nation business focused documents from a variety of sources:

- Strategic Plans
- Business Plans
- Comms/Marketing Plans
- Community Planning
- Economic Development
- Risk Management Plans
- Information Management

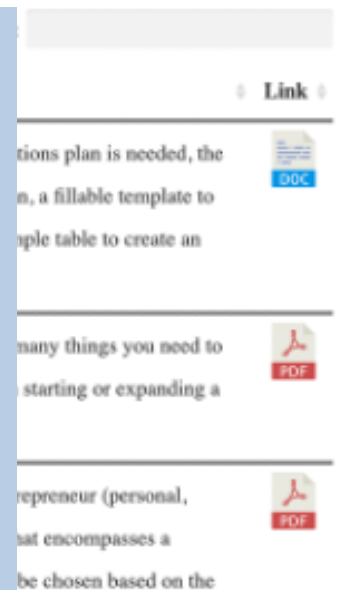
FNBD currently working on new initiative to develop an online Business Governance Platform;

- Objective is to provide a governance and management tool
- Link community members, leadership, Board of Directors and Dev Corp leadership and staff



MANUALS, GUIDES, AND OTHER AVAILABLE TOOLS

Here you will find resources and documents from businesses, groups, and government sources.



FNBD A

BC First Nations asked to visit :
To complete survey

<https://bit.ly/fnbdabenchmark>



FNBD A currently undertaking BC First Nation Assessment/Survey

Objectives:

- Gain a baseline understanding of the current state of BC First Nation Development Corporations
- Determine how many of BC's 204 First Nations have a fully functioning Development Corporation
 - Separate Business Structure
 - Active Board of Directors
 - Senior Staff in Place
- Survey of current business activities
 - Industry sectors

KEY PROJECT ELEMENTS

**TWO YEAR
INITIATIVE**

**CAPACITY AND
CAPABILITY
ASSESSMENT**

**GOVERNMENT
OPPORTUNITY
ASSESSMENT**

**SUPPORT
CULTURAL
COMPETENCY**

**PROCUREMENT
CONCIERGE
OFFICE**

**LINK IN BC
PROCUREMENT**

FNBDA

PROCUREMENT UPDATES

Background

- Government of Canada targeting procuring 5% of its Annual Spend of \$22Billion from Indigenous Suppliers.
- BC also developing an Indigenous Procurement Strategy.
- FNBD A approached by Procurement Assistance Canada to partner to develop a BC approach to supporting BC First Nations to increase Procurement Business.



CANADIAN PROCUREMENT DEVELOPMENT



Minister of Public Services and Procurement Mandate Letter

From Dec 2019: Work with the Minister of Indigenous Services and the President of the Treasury Board to create more opportunities for Indigenous businesses to succeed and grow by creating a new target to have at least 5 per cent of federal contracts awarded to businesses managed and led by Indigenous Peoples.

- Currently under 1%
- Estimated average annual Canada spend approx. \$25 Billion
- At 5% equates to \$1.25 Billion

PROCUREMENT ROLE FOR FNBDA



- Gathering information on Procurement experience of BC First Nations via province wide survey
- Set up 'Concierge' office; link between Federal Procurement Officers and BC FN Dev Corps
- Review of legislation and policy Report
- Build on this information
- Relationship development with Federal Procurement officers
- Establish link to BC First Nation Development Corporations

FNBD A

In partnership with Regional Trusts FNBD A establishing regional network of capacity support staff.

Initial position established in Northern BC funded by Northern Development Initiative Trust

Focus of Work:

- Support capacity of Northern Development Corporations
- Work with BC and regional economic bodies to develop and implement regional economic strategies
- Foster collaboration amongst Dev Corps

In discussion with other regions to develop similar projects



SUMMARY THOUGHTS



- Objective of the FNBDA is to support First Nations to (re) develop their business structures.
- Increased recognition of First Nation title and rights is creating new community and economic opportunities
- Critical to have fully functioning Development Corporation to:
 - Enable business opportunities
 - Create new revenues to support growing community priorities
 - Generate employment and training opportunities
 - Increase participation in BC/Canada economy

The background of the slide is a photograph of three orcas swimming in a dark blue-green bay. The orcas are positioned horizontally across the lower half of the frame, with their dorsal fins visible above the water. Each orca is creating a splash of white water. The background behind the orcas is a dense forest of tall, thin trees, likely a temperate rainforest, with sunlight filtering through the canopy. The overall scene is serene and natural.

FNBDA

GILA'KASLA | THANK YOU FOR YOUR TIME

**CONTACT:
MICHAEL BONSHOR, MANAGING DIRECTOR
BC FNBDA**

**TEL: 604.671.6102
EMAIL: MIKE@FNBDACOM**