



Economic Development Support Team

Asserting First Nations Rights for Economic Benefit

December 12, 2017



EDST Description

- The Economic Development Support Team (EDST) is jointly funded by New Relationship Trust (NRT) and Western Economic Diversification Canada (WD).
- EDST is based on community-based research that supports the delivery of the 3-year EDST pilot program.



Western Economic
Diversification Canada

Diversification de l'économie
de l'Ouest Canada



EDST Overview

- EDST was established to bridge the gap between theory and practice in asserting Aboriginal rights for economic benefit.
- Provide framework for asserting Aboriginal rights that recognized First Nations are at different stages of implementing economic opportunities.
- Assisting communities with Advisors who guide them through the framework.



Rationale for EDST - Background

- First Nations in BC are inundated with “referrals” from BC government regarding proposed economic projects in their territory.
 - Communities have capacity issues to address the high number of referrals
 - Seeking a simple way to maximize economic opportunities identified in the consultation and accommodation processes.



Rationale for EDST - Background

- First Nations have constitutionally protected rights that are unique.
- Investors hesitant to proceed with projects in First Nations territory until consultation and accommodation processes are addressed.
- Some companies are inviting First Nations into business discussions; however, First Nations may lack the capacity or business acumen to participate.



Research - Overall Findings

- Nations are in very different stages in the assertion of their Aboriginal rights and title.
- Many First Nations recognize a dire need for basic assertion competencies in key areas
- They want to take their rightful place, with the same socio-economic standing as those using the resources in their territories.
- Competencies required are similar across Nations.



Research - Overall Findings

- The topic of asserting Aboriginal rights to maximize economic development is very large.
- There is a strong need to break it down into manageable pieces.
- The EDST framework has been developed to achieve this. It is not the only framework.
- We find it is simplifying the means of sharing the information in stages.

EDST Overview – Stage One

- EDST is made up of Aboriginal business consultants (EDST Advisors) who are hired on a case by case basis, depending on the needs of First Nations applicants.
- Applicants opt in by completing an application form, which is essentially a governance and economic development self-assessment tool.
- www.newrelationshiptrust.ca/downloads/nrt-edst-application-april-29-2015-pdf.pdf

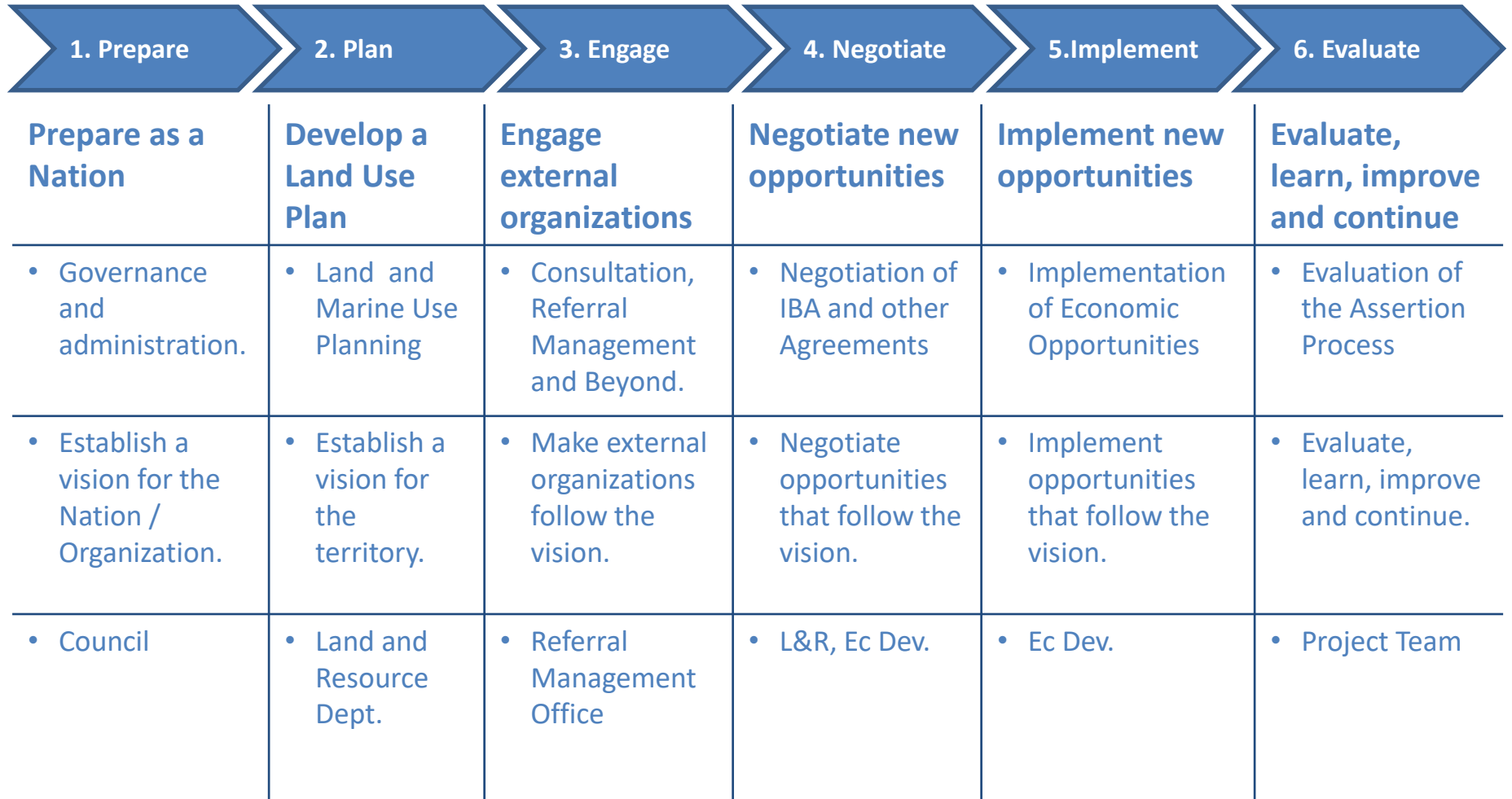


EDST Overview – Stage Two / Three

- Second stage interview is conducted by EDST Advisor to design work plan for communities.
- EDST Advisors provide unbiased industry awareness and corporate knowledge tailored to the specific needs of each Nation to help them take the “next steps”, including:
 - Project (proponent) evaluation and/or analysis
 - Negotiations/development of projects
 - Implementation of economic projects



Framework for EDST



Framework for EDST - Prepare

- Aware of Aboriginal Rights and Title decisions.
- Operating effectively as a government and administration to allow business to develop
- Establish a Vision for your community.
- Ensure ec dev policies match your Vision.
- Engage community throughout the process so they remain engaged in the Vision.
- Engage neighboring First Nations and communities.
- Develop a funding plan to meet Vision.



Framework for EDST - Plan

- Land and Marine Use Plan, Economic Plan:
 - Pre-Planning
 - Team Development
 - Work planning
 - Communications Planning (internal and external)
 - Gather existing information (industry and proponent)
 - Plan for the Territory (plan matches Vision)
 - Vision, Values, Guiding Principles
 - Technical Assessment
 - Define Designations (delineating land use zones)
 - Implementation
 - Communicate the Plan (internally, externally)
 - Begin enforcement / engagement



Framework for EDST - Engage

- Consultation and Accommodation
 - Many different internal departments involved
 - Does your Nation charge fee-based system to government and proponent to review referrals?
 - Are the fees consistently charged and the review process consistently followed?
- Proactively doing business outside of consultation process to find opportunities
 - Engagement is broader than just consultation and accommodation



Framework for EDST - Negotiate

- Analyze
 - Project, Political & Legal Environment (Env. Assess)
- Prepare
 - Develop team (business & culture members)
 - Create a workplan and budget
 - Gather information on project
 - Develop communications strategy
 - Develop negotiating position
- Negotiate (IBA, Revenue Sharing, Equity)
 - Lead the negotiations (\$, non-monetary)
 - Leverage agreement / walk away



Framework for EDST - Implement

- Implementing the negotiated Agreement
 - Develop Implementation Committee
 - Monitor
 - Enforce
 - Review/Amend Agreement
- Participating in the Business
 - Develop legal and management structure for new business
 - Develop and implement effective organizational processes



Framework for EDST - Evaluate

- An opportunity to get up to the mountaintop and look down at the whole system.
- Involves a continuous process of looking back at the previous steps in the assertion process in order to evaluate how things went in order to learn and improve from past experience.
 - Opportunity to reflect.
 - Opportunity to improve.



EDST – Three-Year Action Plan

1. Self-assessment (stage one application)
2. EDST Advisor confirms the needs of communities (second stage interview)
 - Priorities formalized and action plan drafted by Advisor to assist community on case by case basis
3. Appoint the appropriate EDST Advisor to implement action plan (different skill sets)
4. Create online modules of lessons learned



[Nolan – link to modules

- Link to New Relationship Trust modules for Economic Development Support Team:

Link: https://rise.articulate.com/share/eJJOF30HsOmx6DPeTWnDy664qHml2xbB#/?_k=l1k8a2

