

A National Business Opportunities Forum

Hear from key
Aboriginal financing
executives!

Aboriginal Joint Venturing How to Do It Right!

FEATURED SPEAKERS INCLUDE:



Conference Chair
MATT VICKERS
President
VICKERS & ASSOCIATES



WILSON NEAPEW
National Director, Aboriginal Banking
BUSINESS DEVELOPMENT
BANK OF CANADA



PETER FORTON
Managing Director
CAPE FUND



MARLENE FINN
VP of Business Development
CANADIAN COUNCIL FOR
ABORIGINAL BUSINESS (CCAB)



O.D. HANSEN
Manager, Communications,
Regulatory and Technical Services
MACKENZIE VALLEY
ABORIGINAL PIPELINE LP

November 3 and 4, 2009

Optional Workshops: November 5, 2009
VANCOUVER, BRITISH COLUMBIA

Get Key Strategies for Facilitating Successful Ventures between Aboriginal Communities and Industry from Experts

- CAPE Fund
- Canada's Venture Capital & Private Equity Association (CVCA)
- Peace Hills Trust
- Five Nations Energy
- Ecotrust Canada
- Judith Sayers, Former Chief of Hupacasath First Nations
- Tk'emlups (Kamloops) Indian Band
- One Earth Farms Resources
- First Peoples Economic Growth Fund
- Canadian Council for Aboriginal Business
- Indian and Northern Affairs Canada (INAC)
- Business Development Bank of Canada
- Tricorp
- Aboriginal Markets, CIBC
- Aboriginal Banking, BMO
- Vickers and Associates
- Tsleil-Waututh Nation
- McDonald & Company
- Metis Development Corporation
- Mackenzie Valley Aboriginal Pipeline LP

Understand the Changing Face of Partnerships between Aboriginal Communities and Industry

- ✓ Understand what Aboriginal financial vehicles are *actually* looking to fund
- ✓ Hear lessons learned in the joint venturing process
- ✓ Gain insight on how to evaluate whether a joint partnership is the right fit for your community
- ✓ Understand the legal considerations in joint venture partnerships
- ✓ Maximize your business relationships with Aboriginal communities
- ✓ Learn best practices from case studies of existing joint partnerships across Canada
- ✓ Reap the networking benefits of attending a national forum with Aboriginal business leaders and potential investors

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ABORIGINAL JOINT VENTURING – *How to Do It Right!*

NOVEMBER 3 AND 4, 2009 • WORKSHOPS: NOVEMBER 5, 2009 • VANCOUVER

YOUR INVITATION TO ATTEND

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Profit from Knowledge

67 Richmond Street West, 7th Floor, Toronto, Ontario M5H 1Z5
Telephone: 1.800.474.4829 Fax: 1.800.558.6520 www.infonex.ca

Dear Colleague,

I'm delighted to introduce to you: *Aboriginal Joint Venturing – How to Do It Right: A National Business Opportunities Forum*. This innovative event, the first of its kind, will act as a catalyst for national Aboriginal business development. It brings together Aboriginal leaders and venture and private equity investors, as well as key players in corporate Canada and international stakeholders.

This forum will show you how to get partnerships right. You'll learn from case studies of existing successful joint venture partnerships, and hear lessons learned from those that have failed to deliver on anticipated outcomes. Both potential investors and Aboriginal business leaders will be there, giving you the opportunity to network and connect with people from across the country. This is your chance to develop the knowledge and network you need to successfully generate partnerships focused on wealth creation and the economic development of Aboriginal communities.

You'll hear from many representatives of key Aboriginal financing vehicles, including

- Peter Forton, Managing Director of the CAPE Fund
- Richard Rémillard, Executive Director of Canada's Venture Capital & Private Equity Association
- Wilson Neapew, National Director, Aboriginal Banking, Business Development Bank of Canada

You'll also have the opportunity to hear operational details on a range of case studies from across the country, such as the Labrador Metis Wind Energy Project, One Earth Farms Corporation and the Mackenzie Valley Pipeline Project.

You don't want to miss this one-of-a-kind networking opportunity and chance to learn about projects pursued jointly by Aboriginal communities and industry. Learn tools and best practices to undertake your own successful partnership initiatives, and take away practical knowledge that you can begin applying in your community or in your organization today!

Sincerely,



Chris Graham
Vice-President, Conferences
INFONEX Inc.

P.S. Don't miss our keynote addresses by Marlene Finn, VP of Business Development at the CCAB!

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ABORIGINAL JOINT VENTURING – *How to Do It Right!*

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Day 1

PROGRAM AGENDA: TUESDAY, NOVEMBER 3, 2009

8:00 – 9:00 Registration and Continental Breakfast

9:00 – 9:10

Welcome and Opening Remarks from the Chair
Matt Vickers, President, Vickers and Associate

9:10 – 9:30

Perspective from Government: INAC and Aboriginal Business

Michael Mills, Director of Access to Capital, Aboriginal Business Development Branch, Indian and Northern Affairs Canada (INAC)

- Aboriginal business financing
- Overview of Aboriginal business development
- New government direction on Aboriginal economic development

9:30 – 10:30

Finance Vehicles for Aboriginal Business: What Makes a Successful Project

MODERATOR: Matt Vickers, President, Vickers and Associates

Peter Forton, Managing Director, CAPE Fund

Richard Rémillard, Executive Director, Canada's Venture Capital & Private Equity Association

Tony Shirt, Vice-President, Business Development, Peace Hills Trust

- Background overview of each organization
- What we finance, and why we invest
- Funding criteria
- Open discussion and Q&A session

10:30 – 10:50

Networking Break



10:50 – 11:35

Joint Venturing: Making a Successful Foray into the Unknown

Judith Sayers, Former Chief of Hupacasath First Nations

- How do you find the right joint venture?
- An unlikely alliance: The Island Corridor Foundation – five regional districts and six First Nations
- Hupacasath and The Run of the River Project
- Involving First Nations as owners

11:35 – 12:20

Lessons Learned in Successful and Unsuccessful Joint Venturing

Joe Gaboury, CEO, Five Nations Energy; Former CEO of Attawpiskat Resources Inc.

- Overview of lessons learned
- Understanding how investing time is mandatory
- The simpler the agreement, the easier to administer: get the success you want
- How communication among all stakeholders is key

12:20 – 1:30

Luncheon

1:30 – 2:30

Finding the Right Fit: Evaluating On-Reserve and Off-Reserve Business Opportunities

Neil Leonard, Business Development Manager, Tk'emlups (Kamloops) Indian Band

Tk'emlups Indian Band won last year's prestigious CANDU Economic Developer of the Year award and is well positioned for an even brighter economic future. The challenge for the Band's decision-makers has long been to pick the next winner from the multitude of business opportunities presented.

- Community needs and wants
- Existing and proposed business ventures
- Overview of the internal business opportunity analysis process
- Joint venture/partnership due diligence checklist

2:30 – 3:15

One Earth Farms Corporation and Sprott Resources

Blaine Favel, President and CEO, One Earth Farms Resources; Former Saskatchewan Grand Chief; Company Director

- Overview of the idea: Bay street investors and a group of chiefs from Saskatchewan
- Opportunity in partnering with Aboriginal communities
- How it works
- Benefits of the project
- Future outlook

3:15 – 4:00

Aboriginal Funding Organizations for Aboriginal Business

MODERATOR: Matt Vickers, President, Vickers and Associates

Ian Cramer, CEO, First Peoples Economic Growth Fund

Frank Parnell, CEO, Tricorp

Ian Gill, President, Ecotrust Canada

- Background overview of each organization
- What do we fund, and why
- Criteria for successful funding
- Open discussion and Q&A session

4:00 – 5:00

Networking Power Hour

An opportunity to meet privately with other delegates and speakers and get feedback on your situation. Follow up on issues raised during the day's sessions, or raise new ones! This is your chance to ensure you get the specific answers you are looking for.

5:00

End of Day One

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Day 2

PROGRAM AGENDA: WEDNESDAY, NOVEMBER 4, 2009

8:00 – 9:00

Continental Breakfast

9:00 – 9:10

Opening Remarks from the Chair

Matt Vickers, President, Vickers and Associates

9:10 – 9:30

KEYNOTE ADDRESS

Aboriginal Relations: What Communities Need to Look for in a Joint Venture Partner

Marlene Finn, Vice-President of Business Development, Canadian Council for Aboriginal Business (CCAB)

- Understanding the needs of both sides of the agreement
- Overview of lessons learned from projects across the country
- Key steps you should take to ensure success

9:30 – 10:45

PANEL DISCUSSION

Additional Financing Options: When Do Banks and Others Make the Most Sense?

MODERATOR: Matt Vickers, President, Vickers and Associates

Wilson Neapew, National Director, Aboriginal Banking, Business Development Bank of Canada (BDC)

Edward Kidd, Regional Manager for Western Canada-Aboriginal Markets, CIBC; Former Executive Director, Aboriginal Chamber of Commerce

Stephen Fay, Director, Aboriginal Banking, BMO

- Background overview of each organization
- What do we invest in, and why?
- Investment criteria for successful funding
- Open discussion and Q&A session

10:45 – 11:05

Networking Break



11:05 – 12:05

Working with Communities: How Aboriginal Awareness Is Key to Business Dealings

Matt Vickers, President, Vickers and Associates

- Overview of Aboriginal awareness training
- Importance of understanding the history of the band
- Possibility of competing land claims
- The question of governance and who will be making the decisions
- Issue of taxation

12:05 – 1:15

Luncheon

1:15 – 2:00

CASE STUDY

A Story of Optimism with International Partners: Tsleil-Waututh Nation and Takaya Developments, Ltd.

Leonard George, Director of Economic Development and President of Takaya Developments, Tsleil-Waututh Nation

- Before 1992: TWN's lack of economic development
- Development of a formal economic development strategy
- Obstacles in finding joint venture partners
- Before the trend: partnering with Asian investors

- Power of negotiating
- How to be economically successful
- Innovative business: charging the developing companies
- The future: wealth of opportunities

2:00 – 2:20

Networking Break



2:20 – 3:05

CASE STUDY

Overcoming Obstacles Faced by the Labrador Metis Wind Energy Project

Chris Montague, Board of Director, Metis Development Corporation

- 2006 and onwards: overview of Metis Energy Corporation's incorporation to pursue energy-related opportunities in Labrador
- The relationship: limited partnership agreement with Ventus Energy
- The project: a large-scale wind park development called the Labrador Ventus Limited Partnership
- Obstacles along the way
- State of the venture today
- Future of the venture

3:05 – 3:25

Networking Break



3:25 – 4:10

CASE STUDY

Mackenzie Valley Pipeline Project: Maximizing Economic Benefits through Ownership

O.D. Hansen, Manager, Communications, Regulatory and Technical Services, Mackenzie Valley Aboriginal Pipeline LP

- History of the Aboriginal Pipeline Group
- Structure of the partnership: how it works
- Regulatory process
- Looking forward: the project timeline

4:10 – 5:00

Key Legal Considerations in Joint Venture Partnerships

Amyr Laliji, Associate, McDonald & Company, Barristers and Solicitors

- Overview of various corporate structures: their advantages and disadvantages
- Liability and tax consequences for various structures
- Corporate governance and conflict issues
- Examples of effective joint ventures that involve Aboriginal communities and industry

5:00

End of Day Two

SPONSORSHIP AND EXHIBITION OPPORTUNITIES

If you would like to increase your visibility with Aboriginal enterprises and financing executives from across the country, you need to be at *Aboriginal Joint Venturing*.

A limited number of sponsorship options are available. For more information, contact our sponsorship department at 416.971.4177, ext. 244, or email sponsorship@infonex.ca.

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OPTIONAL WORKSHOPS: THURSDAY, NOVEMBER 5, 2009

WORKSHOP ONE: 9:00 – 12:00

An In-depth Look at Legal Structures for Joint Venture Partnerships

Amyr Laliji, Associate, McDonald & Company, Barristers and Solicitors

Industry is increasingly entering into partnerships with Aboriginal communities to develop projects and traditional lands. This means a shift from the conventional impact and benefit agreements to joint ventures and partnerships – which demands an understanding of the importance of selecting the proper corporate structures to minimize liability and maximize benefits. Attend this workshop to gain an in-depth understanding of the legal considerations that you need to know about when entering or considering entering a joint venture agreement.

- Income taxation
- Administration and cost
- Limitations on liability
- Examples of effective joint ventures that involve Aboriginal communities and industry
- Discussion and Q&A

WORKSHOP TWO: 1:00 – 4:00

Before Applying for Funding: What You Need to Do

Matt Vickers, President, Vickers and Associates

There are a number of factors you must consider before applying for funding for a venture or project. This workshop will equip you with the information that you need before you start a project, and give you the tools to best ensure its success.

- Creating thorough plans for each project
- Developing relationships with agents at funding associations early on
- Carefully noting the mandate and philosophy of the funding organization
- Understanding what the funding organization expects from you
- Key sources of information
- Discussion and Q&A

NETWORKING OPPORTUNITIES

Attend *Aboriginal Joint Venturing* and take advantage of our networking breaks and luncheons to meet financing executives and representatives of Aboriginal enterprises from across the country.

BUILDING ON A TRADITION OF SUCCESS!

Delegates at our conferences rave about their experiences.

Here's what they have to say:

“ *Superior quality of speakers, large number of Aboriginal speakers and experts.* ”
— John McEwen, Climate Change Coordinator, INAC

“ *Presenters were excellent and provided lots of information to bring back to our leadership.* ”
— Consultation Manager, BIGSTONE CREE NATION

“ *Very informative and thought provoking...speakers were insightful and improved my understanding of Aboriginal rights and concerns.* ”
— Aboriginal Relations Canada, IMPERIAL OIL

“ *Very well organized...very good environment...learned some useful information to bring home and use.* ”
— Chief, LIIDLII KUE FIRST NATION

WHO SHOULD ATTEND THIS EVENT

- Band Chief, Managers and Councillors; Band Administrators, Directors, and Presidents
- Bands' Chief Operations Officers, Business Development Officers, Economic Development Officers, and Chief Financial Officers
- Aboriginal Regional Officers, Aboriginal Liaisons, and Aboriginal Business Development Officers
- Industry Partners, Investors, International Stakeholders, and Venture Capital Funders
- Aboriginal Relations Representatives, Managers of Aboriginal Relations, and Public Consultations Coordinators
- Stakeholder Engagement Coordinators; Regional Business Development Coordinators

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THREE KEY BENEFITS OF ATTENDING THIS EVENT

- 1) Learn about the new government direction on Aboriginal economic development from INAC
- 2) Understand what your community should be looking for in a joint venture partner
- 3) Take advantage of interactive panel discussions and networking opportunities to get answers to all your questions

LOCATION: *Aboriginal Joint Venturing* will be held at a convenient location in Vancouver, BC. Detailed venue information will be provided with your registration confirmation.

YOUR REGISTRATION INCLUDES:

Registration fees include all course materials, continental breakfast, lunch, and refreshments. **Parking and accommodation are not included.**

MAILING LIST UPDATE/REMOVAL:

To add, update or remove your information from the Infonex mailing list, please call 1-800-474-4829, and select Option 3, or complete the online form at www.infonex.ca. Please note: Infonex prepares mailings several weeks in advance; it may take such time for the updates to come into effect.



REGISTER BY PHONE, ON-LINE, OR IN THESE 3 EASY STEPS!

DISCOUNT CODE: 893-W

1 PRINT YOUR NAME AND CONTACT INFORMATION

Yes! Register me for *Aboriginal Joint Venturing*

Mr./Ms./Mrs. _____ Title _____

Organization _____

Name of Approving Manager _____ Title _____

Address _____

City _____ Province _____ Postal Code _____

Telephone () _____ Ext _____ Fax () _____

E-mail address _____

Company's main line of business _____ Number of Employees: _____

2 SELECT YOUR OPTION(S) AND PAYMENT METHOD

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All prices subject to GST	Register by SEPTEMBER 11	Register by OCTOBER 9	FULL PRICE
Forum: Groups of 3 or More	\$1,399 each	\$1,599 each	\$1,799 each
Forum: Groups of 2	\$1,499 each	\$1,699 each	\$1,999 each
Forum: One Registrant	\$1,699	\$1,899	\$2,199
Optional Workshops	\$450 each	\$500 each	\$550 each

SELECT YOUR OPTION(S): Summit Workshop One Workshop Two

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Please sign to finalize this registration and to confirm acknowledgment of our cancellation policy

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3 SEND US YOUR REGISTRATION

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67 Richmond St. W., 7th Floor
Toronto, Ontario M5H 1Z5

CANCELLATION POLICY:

Substitutions may be made at any time. If you are unable to attend, please make cancellations in writing and fax to 1-800-558-6520 **no later than October 20, 2009**. A credit voucher will be issued to you for the full amount, redeemable against any other INFONEX course and which is valid for twelve months (one year) from the date of issue. If you prefer, you may request a refund of fees paid, less a 15% administration fee. Registrants who after **October 20, 2009**, will not be eligible to receive any credits or refunds and are liable for the entire registration fee. Confirmed registrants who do not cancel **by October 20, 2009**, and fail to attend will be liable for the entire registration fee.

INFONEX reserves the right to cancel any conference it deems necessary. In the unlikely event that a conference is cancelled, INFONEX's liability is limited to paid registration fees; INFONEX will not assume any further liability for incidental costs including (but not limited to) hotel and air fare. INFONEX also reserves the right to change the date, location, and content for event(s) offered herein without further notice and assumes no liability for such changes. Visit www.infonex.ca for current conference information. INFONEX is a registered business name of INFONEX INC.