Conference on

BUSINESS PARTNERSHIPS with ABOGINAL COMMUNITIES

Join industry, Aboriginal and government stakeholders and obtain the latest information to develop business partnerships in a post-Tsilhqot’in environment

February 10 & 11, 2015 • Hyatt Regency • Montreal

Get the practical tools, strategies and latest updates on:

- The consultation process in light of Tsilhqot’in
- Negotiating and drafting agreements which succeed in the long term
- What promoters, communities and companies need to know to facilitate the process
- Petroleum development: The types of partnerships that can be envisioned by Aboriginal communities
- Impact of Tsilhqot’in on project financing
- Maximizing the benefits of your partnerships
- Establishing efficient communication and follow-up models
- And much more!

Benefit from a pre-conference interactive workshop on:

Structuring Aboriginal / Non-Aboriginal Partnership Agreements in the Present Legal, Political and Social Context

The Canadian Institute will seek recognition from the Barreau du Québec for this conference.

Members of OIQ:

Our conferences are eligible for continuing education credits under the Regulation on mandatory continuing education for engineers when they relate to your field of work. For more information: http://www.oiq.qc.ca/en/Iam/member/Pages/continuingeducation.aspx

Supported by:

REGISTER NOW | 1-877-246-4832
www.InstitutCanadien.com/PartenariatsAutochtones
Business partnerships with Aboriginal communities in a post-Tsilhqot’in environment

Obtain the critical legal, business, financial and social updates following the Supreme Court of Canada's decision Tsilhqot’in Nation v. British Columbia on Aboriginal business partnerships in Quebec.

Does Tsilhqot’in Nation v. British Columbia impose a stricter duty of consultation or accommodation?

Will the decision slow down project development in Quebec?

In what situations is the consent of an Aboriginal community required?

Once title is established, what will the status of ongoing projects be?

Will obtaining approval become more complicated?

What are the expectations of ALL parties?

How will the decision affect future negotiations?

What are the different approaches that the parties will have to adopt?

To answer these questions and to help you navigate through the complexities created by this decision, The Canadian Institute is proud to present its conference on Business Partnerships with Aboriginal Communities, scheduled to take place on February 10 and 11, 2015, in Montreal.

Join our faculty of partnership experts from Borden Ladner Gervais • Grand Council of the Crees (Eeyou Istchee) • Mouvement Desjardins • SNC-Lavalin • Tata Steel Canada • Lavery de Billy • Hydro-Québec • Affaires autochtones et Développement du Nord Canada • Norton Rose Fulbright Canada • Conseil des Montagnais du Lac-Saint-Jean • Dionne Schulze • Focus Graphite • Gowing Lafleur Henderson • Scétratariat aux affaires autochtones • Canadian Council for Aboriginal Business • McCarthy Tétrault • Cain Lamarre Casgrain Wells who will examine key issues, including:

• Enter into business partnerships with Aboriginal communities and businesses and ensure they are successful in the long term
• Understand what Tsilhqot’in means for business relationships between industry, Aboriginal communities and Government
• Will the judgment change the way negotiations and agreements are conducted?
• Ensure that your consultation is compliant
• Role and impact of governance on the negotiation of partnerships
• Petroleum development: Types of partnerships that may be considered with Aboriginal communities
• And more!

Register today by calling 1-877-246-4832 or by registering online at www.InstitutCanadien.com/PartenariatsAutochtones

Sponsorship & Exhibition Opportunities

Maximize your organization's visibility in front of key decision-makers in your target market. For more information, contact Director of Business Development Daniel Gellman at 416-927-0718 ext. 7389, toll-free 1-877-927-0718 ext. 7389 or by email at d.gellman@CanadianInstitute.com

Register at 1-877-246-4832 or online www.InstitutCanadien.com/PartenariatsAutochtones
Monday • February 9, 2015
INTERACTIVE WORKSHOP
1:30 – 5:00 p.m. (Registration at 1:00 p.m.)

Structuring Aboriginal/Non-Aboriginal Partnership Agreements in the Present Legal, Political and Social Context

Elisabeth Patterson
Avocate et associée
Dionne Schulze s.e.n.c.

Economic development in Quebec often takes place in Quebec on or nearby Aboriginal territories. More and more companies wish to enter into business partnerships with Aboriginal communities and corporations. How should you prepare to enter into such partnerships, and how can you ensure they succeed in the long term? This interactive workshop includes discussion and concrete exercises that will give you the tools to negotiate and draft partnership agreements between Aboriginal communities and non-Aboriginal businesses. Content includes:

- Consider the legal and financial realities of both parties
- Types of partnerships
- Identify and clarify the expectations of the parties according to the project
- Rights and obligations of both parties
- Define the responsibilities of each in the daily management
- Content of agreements and clauses that should be included
- Overcoming practical challenges

Tuesday • February 10, 2015

7:30 Registration Opens and Refreshments Served

8:30 Opening Remarks from Co-Chair

Nadir André
Associé
Borden Ladner Gervais S.E.N.C.R.L., S.R.L.

8:45 Legal, Social & Economic Context of Partnerships With Aboriginal Communities

Moderator
Nadir André
Associé
Borden Ladner Gervais S.E.N.C.R.L., S.R.L.

Panelists
Christian Rock
Directeur principal, comptes majeurs, marché Plan Nord et Inuits
Mouvement Desjardins

Ken Rock, LL.B. MBA
Directeur des Affaires Juridiques
Focus Graphite

10:15 Networking Refreshment Break

10:30 Impact of Recent Decisions on Partnerships

Jean-Sébastien Clément
Associé
Gowling Lafleur Henderson S.E.N.C.R.L., s.r.l.

12:00 Networking Luncheon for Speakers and Delegates

1:00 What Industry Needs to Know About Consent

Rosalie Vendette, B.A.A.
Conseillère principale, Investissement socialement responsable
Mouvement Desjardins

More and more investors integrate environmental, social and governance in the evaluation of companies included in their investment universe. This new approach in finance, called socially responsible investment, is interested in best practices on relations with Aboriginal communities and promotes Free, prior and informed consent of First Nations (FPIC).

2:00 Conducting Business in a Post-Tsilhqot’in Environment

Gilbert Dominique
Chef des Pekuakamiulnuatsh

Following the judgment of the Supreme Court of Canada in Tsilhqot’in, many wonder what its impact will be on project development. The question of taking into account Aboriginal ancestral rights, including aboriginal title, has been an issue for many First Nations communities. Chief Gilbert Dominique will discuss his concrete experiences in the context of business relationships and partnerships with governments and developers and perspectives that are emerging.

Armand Mackenzie
Senior Director, Government and Stakeholders Relations
Tata Steel Minerals Canada Limited

Edith Garneau
Directrice principale, Responsabilité sociale et Peuples autochtones
SNC-Lavalin

- How will the parties position themselves?
- What companies need to know to facilitate agreements with Aboriginal communities (cultural, traditional, economic and financial), but also their commitment throughout the entire project
- Strategies to develop
- An insider’s view on implementing agreements between Indigenous Peoples and extractive industries

* Armand Mackenzie’s presentation will be in English

3:30 Networking Refreshment Break

3:45 Agreements Post-Tsilhqot’in

Nadir André
Associé
Borden Ladner Gervais S.E.N.C.R.L., S.R.L.

- The content of agreements and IBAs following Tsilhqot’in
- Impact on current agreements: will they/should they be modified? If so, how?
- What is at stake following Tsilhqot’in
- Upcoming challenges and approaches to overcome them
- Impact on current and emerging litigation
- Plan Nord 2.0 and agreements post-Tsilhqot’in
- Make sure that what is negotiated can be implemented

5:00 Closing Remarks from Co-Chair
Conference Adjourns
8:00 Refreshments Served

8:30 Opening Remarks from Co-Chair
Pierre-Christian Labeau
Associé
Norton Rose Fulbright Canada, S.E.N.C.R.L., s.r.l.

8:45 Update on Consultation Post-Tsilhqot’in
Jules Brière
Associé
LAVERY, DE BILLY, S.E.N.C.R.L. • AVOCATS
René Bourassa
Avocat, Affaires juridiques
Hydro-Québec
• Case law trends that impact the consultation process: Will the process change in light of the decision?
• Meeting the requirements of consultation: Roles and Responsibilities of companies, Government and Aboriginal communities
• Overcoming actual challenges
  - Liberalization of rules of evidence and procedure

10:15 Networking Refreshment Break

10:30 Distinct but Complimentary Role of Government and Promoters From Aboriginal Communities in the Development of Natural Resource Projects
Patrick Brunelle
Directeur, Direction des négociations et de la consultation, Secrétariat aux affaires autochtones
Ministère du Conseil exécutif
Recent developments in case law with respect to Aboriginal ancestral rights greatly influenced the approval process for project development in the natural resource industry. Both governments and developers had to adapt their practices to reflect this context that continues to evolve rapidly. Significant efforts are being made to meet the expectations of the various parties involved. However, enormous challenges are met, but interesting paths are worth exploring in partnership.

Sheilagh Murphy
Sous-ministre adjointe,
Secteur des terres et du développement économique
Affaires autochtones et Développement du Nord Canada
Accelerating Change Through Business Partnerships
Ms. Murphy will provide an overview of the numerous actions the Federal Government is taking to support, directly or indirectly, the participation of Aboriginal businesses in areas of high resource development such as: building trust through constructive dialogue, fostering business inclusion, advancing reconciliation through engagement and consultation, streamlining regulatory processes, and, facilitating access to capital.

11:30 Grand Council of the Crees and Governance: Impact on Partnerships Between Aboriginal Communities, Industry and Government
Dr. Matthew Coon Come
Grand Chief
Grand Council of the Crees (Eeyou Istchee)
* Dr. Matthew Coon Come’s presentation will be in English.

12:30 Networking Luncheon for Speakers and Delegates

1:15 SPECIAL ADDRESS
Success of An Interregional Partnership with the Cree Nation, the SAENCAT: Its Importance and Its Repercussions
Drs. Ted Moses O.Q.
Président
Secrétariat aux alliances économiques Nation Crie Abitibi-Témiscamingue

1:30 Networking Refreshment Break

1:45 Petroleum Development: What Types Of Partnerships are Being Considered
JP Gladu MBA, B.Sc.F.
President & CEO
Canadian Council for Aboriginal Business
Marc-Alexandre Hudon
Associé
McCarthy Tétrault S.E.N.C.R.L., s.r.l.
• What is the social acceptability necessary for the development of this new resource?
• Issues related to oil development and challenges resulting in the establishment of partnerships with Aboriginal communities
• Partnership and joint venture models with Aboriginal communities in the petroleum sector
* JP Gladu’s presentation will be in English.

3:00 Networking Refreshment Break

3:15 Impact of Case Law on Project Financing
Vassilis Fasfalis
Associé
Cain Lamarre Casgrain Wells S.E.N.C.R.L./AVOCATS
• The role of financing following Tsilhqot’in: title vs occupation
• Main challenges and issues in project financing
• Impact of Tsilhqot’in on the guarantees granted to lenders and other financial players
• Consultation post-Tsilhqot’in and the impact of pre-investment due diligence for lenders and other financial stakeholders
• Financial structure to facilitate financial investment of Aboriginal communities

3:30 Closing Remarks from Co-Chair
Conference Concludes

Reasons to attend!
1. Mouvement Desjardins • Focus Graphite • Chef des Pekuakamiulnuatsh • Tata Steel Minerals Canada • SNC-Lavalin • Grand Council of the Crees (Eeyou Istchee) • Hydro-Québec • Affaires autochtones et Développement du Nord Canada • Secrétariat aux affaires autochtones • Canadian Council for Aboriginal Business • And more!
2. Be on the lookout for current developing sectors and emerging business opportunities
3. Communication practices for Aboriginal communities and developers
4. Pre-conference interactive workshop: Structuring Aboriginal/Non-Aboriginal Partnership Agreements in the Present Legal, Political and Social Context
SAVE when you register (yourself or yourself and a colleague) for these two conferences:

Conference on

BUSINESS PARTNERSHIPS with ABOREGINAL COMMUNITIES

February 10 & 11, 2015 • Hyatt Regency • Montreal

and

Development of

INFRASTRUCTURE PROJECTS

Within the Framework of the New Plan Nord

March 24 and 25, 2015 | InterContinental Montreal

*Both conferences will be held in French and simultaneous translation will be available.

5 Easy Ways to Register

| PHONE: 1-877-927-7936 or 416-927-7936 |
| EMAIL: CustomerService@Canadianinstitute.com |
| FAX: 1-877-927-1563 or 416-927-1563 |

CALL, EMAIL, VISIT OUR WEBSITE, OR REGISTER BY MAILING/FAXING FORM BELOW:

1. YES! Register the following delegate for the Conference on Business Partnerships with Aboriginal Communities

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Program (on site)</td>
<td>$2005</td>
<td>$2205</td>
<td></td>
</tr>
<tr>
<td>Program + Workshop</td>
<td>$2510</td>
<td>$2710</td>
<td></td>
</tr>
<tr>
<td>Live Webcast (Program Only)</td>
<td>$1495</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**SPECIAL PRICING FOR ABORIGINAL COMMUNITIES**: $1495

I would like simultaneous translation (French to English/English au français)

All program participants will receive an online link to access the program materials as part of their registration fee.

Please quote the name of the attendee(s) and the program code 272L15 as a reference.

*This promotion only applies when you register yourself or yourself and a colleague for both conferences at the time of registration and cannot be combined with any other offer.

2. Contact Details

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

3. Payment Details

- Please charge my [ ] Visa  [ ] MasterCard  [ ] American Express  [ ] Discover Card
- NUMBER
- EXP. DATE

- Wire Transfer ($CAD)
  - Please quote the name of the attendee(s) and the program code 272L15 as a reference.

- Occupation: [ ] APPROVING MANAGER
- CARDHOLDER
- I have enclosed my cheque for $____________ including applicable taxes made payable to The Canadian Institute (GST No. 84221 1153 RTO001)

Pay only $1405 per conference when you register for both at the same time! (combined savings of up to $1400)

**PROGRAM CODE: 272L15-MTL**

SPECIAL OFFER!

Pay only $1405 per conference when you register for both at the same time! (combined savings of up to $1400)

**PROGRAM CODE: 272L15-MTL**

SPECIAL OFFER!

Pay only $1405 per conference when you register for both at the same time! (combined savings of up to $1400)

**PROGRAM CODE: 272L15-MTL**

SPECIAL OFFER!

Pay only $1405 per conference when you register for both at the same time! (combined savings of up to $1400)

**PROGRAM CODE: 272L15-MTL**

SPECIAL OFFER!

Pay only $1405 per conference when you register for both at the same time! (combined savings of up to $1400)

**PROGRAM CODE: 272L15-MTL**

SPECIAL OFFER!

Pay only $1405 per conference when you register for both at the same time! (combined savings of up to $1400)

**PROGRAM CODE: 272L15-MTL**

SPECIAL OFFER!

Pay only $1405 per conference when you register for both at the same time! (combined savings of up to $1400)

**PROGRAM CODE: 272L15-MTL**

SPECIAL OFFER!

Pay only $1405 per conference when you register for both at the same time! (combined savings of up to $1400)

**PROGRAM CODE: 272L15-MTL**

SPECIAL OFFER!

Pay only $1405 per conference when you register for both at the same time! (combined savings of up to $1400)

**PROGRAM CODE: 272L15-MTL**

SPECIAL OFFER!