

# Sq<sup>w</sup>əlq<sup>w</sup>əl

## TEDC NEWS

TFN Economic Development Corporation (TEDC) is pleased to launch our newsletter with a new name and new look. The name Sq<sup>w</sup>əlq<sup>w</sup>əl (Skwalqwal) means story or news in Həñqəminəm and reflects TFN language and culture into our storytelling. The Sq<sup>w</sup>əlq<sup>w</sup>əl will be sent to you quarterly to update you on TEDC's activities.

### TEDC COMPANY UPDATE

#### WHO'S NEW?



##### David Suzuki

Board Director

TEDC welcomed a new member to our Board of Directors. David Suzuki is President of Dayhu Ventures, a private equity firm investing in profitable, well-managed, mid-market businesses. The company is based in Vancouver with a focus on making investments in Western Canada and the Western United States. David graduated from the UBC Sauder School of Business and is a Chartered Accountant.

He has worked in a variety of industries including auction and liquidation, telecommunications, financial services, agriculture, real estate, and sports and entertainment. David has spent most of his

career working with businesses in the private sector and has extensive experience in the finance, accounting, and operations divisions.



##### Taylor Baker

Manager, Community Outreach

Taylor Baker joined TEDC staff as an intern in July 2011 and became Manager, Community Outreach in February 2015. In this role, she is responsible for communicating TEDC's business activities and related opportunities to TFN Members and the larger community. Additionally, she provides a variety of services to support the growth of TFN small businesses and all activities that assist TEDC deliver its mandate to TFN Members.

Taylor is a TFN Member of the community living on TFN Lands and is a graduate of Delta Secondary School.

#### BUDGET UPDATE

TEDC's Annual Plan and Budget reflect priorities that have been identified and supported by Executive Council, Legislature, TFN's Annual General Meeting and Members Gathering, Executive Council's 2nd Letter of Expectations and TEDC's 5-Year Strategic Plan.

Our appropriations budget of \$770,000 was approved to cover annual operating costs. We are pleased to report that total appropriations for the year were approximately \$85,000 under budget.

Our budget also projected that \$500,000 in revenues would flow to TFN from our joint venture companies. We are pleased to report that we generated over \$1.6 million in revenues for TFN - more than triple our forecasted revenue.

### YEAR IN REVIEW APRIL 2014 TO MARCH 2015

TEDC was established to develop TFN Lands in an economically, socially and environmentally sustainable manner, and to facilitate strong and viable business relationships. This year we have made significant progress on our development projects, offered some very exciting opportunities for our Members, and delivered better than anticipated financial results. This Year in Review provides an overview of what we have achieved on behalf of TFN Members – highlighting our People, Performance, and Partnerships.



REVENUES  
**\$1.6 MILLION**  
**3X** PROJECTIONS



APPROPRIATIONS  
**\$85,000**  
UNDER BUDGET

## SECOND STRATEGIC PLAN – 2014-2019

TEDC obtained Executive Council approval of our second Strategic Plan (2014 – 2019) which was prepared with input from the Board, Legislative Assembly and Members through a presentation at the TFN Members Gathering. It also reflects the priorities set out in Executive Council's 3rd Letter of Expectations.

## CANDO'S 2014 ECONOMIC DEVELOPER OF THE YEAR AWARDS



Chris Hartman, TEDC's CEO, received the prestigious Individual Economic Developer of the Year Award for 2014 from the Council for the Advancement of Native Development Officers (CANDO).

As well, an Award of Recognition in the Community Category was presented to Tony Jacobs on behalf of Tsawwassen First Nation. According to Tony, a member of Executive Council, "Economic development has allowed us to achieve independence for our children and grandchildren so we may carry on the advice and wisdom given to us by our elders to fulfill the wishes and dreams for our people." The individual award and community award recognition are the result of the TFN and TEDC working collectively in support of all TFN Members and their community.

## LAND DEVELOPMENT

### COMPLETED DEALS

TEDC secured Board and Executive Council approval and executed the Agreement to Lease, Member Benefit agreements, and other related documents for three major projects.



#### Container Examination Facility

- 60-year lease of 11.4 acres with Port Metro Vancouver to develop a Canada Border Services Agency inspection facility to service Deltaport



#### Cardlock Facility

- 25-year lease with Chevron Canada for 25-year term to develop a diesel cardlock facility on a 1.5 acre site



#### Logistics Facility

- 60-year lease with Great West Life Realty / Healthcare of Ontario Pension Plan for 57 acres to develop approximately 1.2M sf warehouse

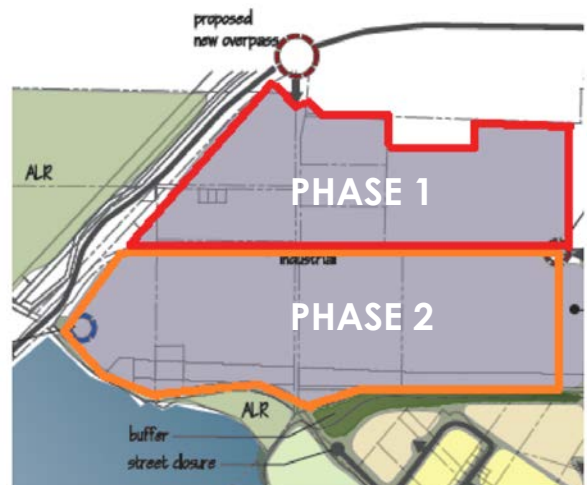
These three projects will generate:

- almost \$27 million in prepaid leases
- legacy revenue
- over \$8 million in off-site levies and other TFN improvement charges which will help to pay for much needed infrastructure on Tsawwassen Lands
- almost \$510,000 in training and education funds paid to TFN
- Deloitte estimates the projects will also generate:
  - \$223 million in construction spending of which \$65 million is construction employment income
  - 1,530 permanent warehouse jobs with \$75 million in annual employment income
  - \$2.9 million in annual property taxes paid to TFN

### PHASE 2 TFN INDUSTRIAL LANDS

TEDC adopted an Industrial Lands Strategy that sets out recommendations how to lease the remaining 180 acres of TFN industrial lands. The Strategy identified the land supply in Metro Vancouver that could compete with TFN's lands for major logistics developments and recommended marketing and pricing strategies that will help TEDC lease these lands at competitive market values.

Executive Council agreed to initiate a process to provide Members an opportunity to vote on TEDC's proposal to negotiate development agreements (that form the basis of the lease agreements between TFN and the tenant, and includes the associated Member Benefits package) for the remaining 180 acres of TFN's industrial land.



## JOINT VENTURES

TEDC's mandate is to actively seek strategic partners to create developments that will;

1. generate short and long-term lease and partnership revenues
2. provide skills, training and employment opportunities for our Members and their businesses.

### TFN CONSTRUCTION/MATCON CIVIL (TMJV)



In 2008, TFN and Matcon Civil Constructors Inc. formed a joint venture known as TFN Construction/Matcon Civil Joint Venture (TMJV). This strategic partnership allows TEDC to access Matcon's capacity and expertise as a leading civil construction firm that specializes in large scale excavations, land remediation, road construction, and underground utility installations. Our projects also provide employment opportunities to qualified TFN Members in several roles including labour, heavy equipment operation, gradework, and pipe laying.

This year, TMJV generated over \$1.6 million that flowed to TFN - triple our projections. TMJV also provided direct employment to 13 TFN Members who completed almost 14,000 hours of work and received more than \$335,000 in wages. In addition, TFN Member businesses were contracted to complete more than \$970,000 of work that, in turn, generated additional Member employment as these businesses filled their own staffing requirements.



We maintained our contracts with TFN for landscaping, invasive species control, and the freshwater mosquito control and community engagement program and continue to negotiate with Fortis and BC Hydro for their project work.

This year saw several improvements in TMJV's training and retention program. We developed a variety of initiatives to expand the type of employment and career opportunities available to TFN Members. Our Memorandum of Understanding (MOU) with Pottinger Gaherty, an environmental services company, provides opportunities and experience within the environmental sciences. Similarly, our MOU with Valley Traffic provides employment and training for individuals interested in traffic control and traffic management planning careers.

Our work with Ducks Unlimited on the BC Spartina eradication program, combined with our small project contracts with TFN, enabled us to launch a unique youth summer employment

initiative which we are expanding for the 2015-2016 season.

We also established an internal employment and advancement program intended to support TFN Member employees with career planning sessions, training programs, one-on-one mentorship, and bi-annual meetings with senior management from TMJV, TEDC, and TFN. All TFN Member staff are enrolled in this new program, and by the end of the year, six TFN Members had completed their skills training.



### TFN CONSTRUCTION/GARDAWORLD

Our new joint venture company with GardaWorld will provide security services for the commercial, residential and industrial development that will take place on TFN Lands and elsewhere.

As with all our partners, the TFN/GardaWorld joint venture will be seeking opportunities to train and hire TFN Members and their businesses.

Our TFN/GardaWorld joint venture secured a \$400,000 contract with Bechtel Construction to provide security services at Fortis' Tilbury LNG plant expansion. GardaWorld also contributed \$75,000 to TFN for a community carving shed.



Tsawwassen First Nation  
a joint venture with

**GARDAWORLD**

"The success of this partnership has far exceeded our expectations."

Adam Whitworth,  
VP Operations, Matcon Civil

## TFN CONSTRUCTION/WALES MCLELLAND

Our joint venture with Wales McLelland Construction is focused on delivering the benefits of working in the Industrial/ Commercial/ Institutional construction sector. This collaboration provides a broad set of benefits including business revenues, enhanced TFN Member capacity, and pride of ownership and craftsmanship in a TFN-owned company.

Great West Life Realty is negotiating a contract with our TFN/Wales McLelland joint venture to build their Phase One 400,000 sf warehouse. Construction is expected to start next fall.



## INDIGENA SOLUTIONS

Based on a careful review and analysis, TEDC elected not to continue its participation in Indigena Solutions and advised our partner (Capital for Aboriginal Prosperity and Entrepreneurship Fund – CAPE) that it will work with them to sell TEDC’s interest in the company. In the meantime, Indigena hired two TFN Members to work on a local computer deployment project.

## SMALL BUSINESS PROGRAM UPDATE

TEDC managed the pilot Small Business Grant Program that provides business training and coaching, and makes grants available to TFN Members to start or expand their businesses. We currently have five clients in the implementation phase of the Program and four of these clients (Christina Shellard, Deanna Jacobs, Kim Baird, and Loretta Williams) have signed the Contribution Agreement. We delivered business coaching workshops with Tale’awtxw Aboriginal Corporation (TAAC), and lessons in small business accounting to assist clients in establishing a successful business.

Based on an assessment of the first year of the pilot project, we received Executive Council approval to revise the program to increase the amount of the maximum grant from \$4,000 to \$7,500, and to include courses in the Aboriginal Business Entrepreneurship Skills Training and media, marketing, and website training.

We are looking forward to working with our Members as they grow their business and start new ventures.



Kim Baird -  
Kim Baird Strategic Consulting



Loretta Williams -  
My Weaving Hut



Deanna Jacobs - Dean’s Baskets



Christina Shellard -  
Fusion Fitness and Nutrition

**CONTACT US**  
We Welcome Your Feedback.

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