

## **POLICY GUIDELINES**

### **FOR DOING BUSINESS WITH KITSUMKALUM FIRST NATION**

#### **Vision for Economic Development**

The Kitsumkalum First Nation (“Kitsumkalum”) is interested in engaging in economic development projects and business that will promote employment or employment training for Kitsumkalum Members and that improve the economic viability of Kitsumkalum while operating in a manner that respects not only Kitsumkalum’s culture but that of neighbouring First Nations.

#### **Goals for Business Partnerships**

- to improve employment opportunities for Kitsumkalum members
- to provide training opportunities for employment of Kitsumkalum members
- long-term financial stability for Kitsumkalum
- protection of Kitsumkalum aboriginal rights and territory
- management and protection of land and resources that respects Kitsumkalum’s culture

#### **Application**

This policy applies to all governments, business and individuals who wish to, or are required by law to, enter into a business relationship with the Kitsumkalum. It applies to all of the surface and subsurface land, air, water and other natural resources within Kitsumkalum territory.

#### **Expectations**

Any contractor or business partner doing business for or with Kitsumkalum will be expected to agree to the following:

- to act in the best interests of Kitsumkalum and promote the project or business venture for the betterment of the business as partners of Kitsumkalum and not solely for their own personal or business gain
- to execute a Confidentiality Agreement, agreeing to not disclose information to other entities that potentially could diminish the business opportunities that are the focus of the development project or business that they have with Kitsumkalum
- will not use their position as a business partner with Kitsumkalum to secure other business opportunities for their own personal gain or that of their immediate family or business affiliates
- will not enter into another business relationship that directly competes with the business or project that they have with Kitsumkalum
- will respect the culture and aboriginal rights and title of Kitsumkalum
- as part of the conflict of interest check, to fully disclose who the proponent has done business with in the past and who they are currently doing business with

### **Business Proposals/Projects or Contracts (“Project”)**

All potential Projects proposed by a proponent must be in writing in the Form attached (the “Proposal”). This Proposal will be used as a decision document for the Chief and Council of Kitsumkalum. The Proposal must contain the following specific information:

#### ***Who are the proponents?***

- full disclosure of the history of corporate or commercial entity that is proposing to contract with Kitsumkalum and agree to background checks, if appropriate
- on agreement that the proponent will not be in conflict of interest with its other business ventures
- how Kitsumkalum’s existing businesses can be promoted or utilized
- who will be supporting the Project
- who will be the beneficiaries
- who will be the consumer
- what other entities has the proponent done business with and what entities are they currently doing business with

#### ***What is the scope of the project?***

- outline the scope of the Project
- outline the economic benefits to Kitsumkalum with a monetary or other agreed upon recognition of any Kitsumkalum contributions
- what are the goals and objectives
- what are the economic projections
- what are the identified opportunities and threats
- what are the potential markets, if applicable

#### ***When is the Project to take place?***

- proposed schedule of life of Project
- are there any time limitations as to the viability of the Project
- when do initial decisions need to be rendered regarding the entering into a partnership

#### ***Why is this a good Project for Kitsumkalum?***

- assurance that the development of land or resource use will not cause irreparable environmental, cultural or resource damage;
- a list of potential benefits and detriments to Kitsumkalum
- assurance that the Project will not jeopardize, prejudice or otherwise compromise Kitsumkalum's aboriginal rights, titles and interests;
- an assessment of the amount of potential direct participation of Kitsumkalum members for education or employment

***How is the Project proposed to be implemented?***

- the provision of financial assistance to assist Kitsumkalum's capacity to engage
- the proponent must agree to keep negotiations confidential and agree that it will enter into a confidentiality agreement
- what kind of corporate or other entity or structure is being proposed
- how is the Project going to be financed