



TSAWWASSEN FIRST NATION  
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# 3<sup>rd</sup> Annual General Meeting

## Saturday, October 24, 2009

# Building On Our Success

## Introducing TFN's Economic Development Corporation

### ***Who we are?***

We have staff

- ▶ Chris Hartman, Chief Executive Officer
- ▶ Terry Baird, VP Construction

We have a Board of Directors:

- ▶ Appointed by Executive Council
- ▶ Comprised of 5 Directors:
  - Chief Kim Baird - representative from Executive Council
  - A Community Representative (to be determined)
  - Norman Stark, Pat Hibbitts & Carolyn Rogers - 3 Non-Tsawwassen Members that have significant business experience

The Board of Directors

- ▶ Oversees management of the Corporation
- ▶ Approves our annual business plan and budget
- ▶ Approves new business ventures, contracts and major financial transactions, subject to Executive Council approval
- ▶ Reports to, and communicates regularly with, Executive Council

TFN Executive Council is very involved as it

- ▶ Appoints the Board of Directors & supervises them
- ▶ Has direct representation on the Board
- ▶ Issues the Letter of Expectations that guide our priorities
- ▶ Approves our multi-year Strategic Plan
- ▶ Makes decisions regarding TFN assets such as the land leases or major joint ventures, and
- ▶ Reports on the Board's activities to the TFN Membership

### ***Why we are here?***

- ▶ To play a leadership role in the creation of a sustainable economy for TFN
- ▶ To focus on developing TFN's land assets to generate revenues for TFN & create jobs and business opportunities for TFN members.
- ▶ To help TFN realize economic self sufficiency



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### **What we do?**

Realize economic development opportunities that serve long-term economic and social interests of TFN through:

- ▶ Wholly owned subsidiaries
- ▶ Partnerships
- ▶ Joint ventures

### **How we do it.**

- ▶ By focusing on opportunities where TFN has a competitive advantage
- ▶ By establishing creating new ventures that create sustainable business & employment opportunities for TFN members
- ▶ By balancing TFN's economic, environmental and cultural considerations in our decisions
- ▶ By operating only for the benefit of TFN and its Members
- ▶ By establishing a sound business operation with
  - Qualified leadership,
  - Multi-year strategic and business plans, and
  - Strong financial management

That communicates regularly to Executive Council and TFN members.

### **When did we start?**

Already started! In our first 6 months of operation we have:

- ▶ Created new projects and jobs through contracts with Deltaport and with Ministry of Highways that
  - Generated almost \$5M in construction-related activity for TFN entities
  - Created over 20 new jobs for TFN members
- ▶ Completed the Master Plan for the TFN Industrial Lands
  - Sets out how the Industrial Lands can be developed to accommodate port related, and traditional warehouse activities
  - At build out (+/- 15 years) this development projected to generate annual land lease revenues in the range \$7.5M
  - Expected to create 1500 permanent jobs & an additional 1000 'construction related' jobs through site servicing and construction of related buildings
- ▶ Secured \$9M in federal and provincial stimulus funding
  - Funds will be used to install services to the initial phase of the Industrial Lands (100 acres).
  - All work must be completed by Spring 2011
  - Preliminary site work will soon be underway
  - New jobs and revenues for TFN and TFN Entities



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- ▶ Other projects we are working on
  - MOU with TSI for purchase of Members crafts (for gifts) and other services
  - Seniors care community
  - Truck Plaza & container servicing facility in the Industrial Area
  - Exploring opportunity to develop the Hwy 17 commercial lands
  - We will be meeting with the community to get your thoughts on these projects in the near future

### **Where are we?**

- ▶ We finished renovating the old preschool space in the Rec Centre as our new 'storefront office'
- ▶ Office is designed to encourage the community to visit and learn about the Economic Development Corporation, its plans, and how Members can benefit from our activities.
- ▶ Please come and see us, and let's talk about new opportunities!

### **Contact Information:**

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