

# **BUSINESS PARTNERSHIP AND « IBA »**

**Workshop on impacts and benefits agreement « IBA »**  
**Organised by FNQLSDI**  
**February 21, 2018**

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- ✧ **Phase 3: Executing contracts**
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# THE MODEL

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- ✧ **La Romaine hydro electric project**
- ✧ **Innu First Nation of Ekuanitshit**
- ✧ **Nishipiminan Corporation**
- ✧ **Ekuanitshinnuat Management Society (SGE)**
- ✧ **Innu of Ekuanitshit Enterprises Society (SEIE)**



# PHASE 1: DURING IBA NEGOCIATION

- ✧ A business committee within the negotiation team: internal and external resources
- ✧ Survey of business opportunities

# PHASE 1: DURING IBA NEGOCIATION

- ✦ Selection of business oportunities
- ✦ Evaluate the capacity
- ✦ Identify potential business partners

# PHASE 2: PARTNERSHIP SELECTION PROCESS

- ✦ **The business partnership guide**
  - **Expectations toward eventual business partners**
  - **Band Council economic orientations**
  - **Existing Business structure**
  - **Goals related to partnership**
  - **Selection process**



# PHASE 2: PARTNERSHIP SELECTION PROCESS

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- ✦ **Important factors when choosing a business partner**
  - **The capacity to achieve successfully a choosen contract**
  - **The capacity to achieve the goals defined by the community**

# **PARTNERSHIP QUALIFICATION PROCESS**

- 1. Business profile (form)**
- 2. Commitment to business parameters (form)**
- 3. Interviews done by external resources**
- 4. Evaluation grid: mixed criterias**



# **PARTNERSHIP QUALIFICATION PROCESS**

- 5. Evaluation report and recommendations**
- 6. Decision (SGE)**
- 7. Business agreement proposal**
- 8. Negotiation and agreement**

# **PHASE 3: CONTRACT EXECUTION**

- ✧ **Another form of negotiation**
- ✧ **Role assessment between partners**
- ✧ **Evaluation of results**

# CONCLUSION: SUCCESS FACTORS

- ✧ Right from the start: create a business committee (Phase 1)
- ✧ Need of expertise regarding the business model of the other part (HQ, Mining Co., Forestry Co.)
- ✧ Need of expertise and knowledge of the community economic and social needs



# CONCLUSION: SUCCESS FACTORS

- ✧ Solid structure
- ✧ Objective and rigorous selection process of business partners: proper tools
- ✧ Maintain leadership