

# Participant Agenda

MEETING OBJECTIVES: “The Business of Doing Business”

1. To understand why a strong business plan is the road map to success through sharing stories.
2. To build a common understanding regarding the requirements and expectations for Commercial Fishing Enterprise (CFE).
3. To learn about key business principles: governance, management, internal capacity and marketing
4. To promote partnership and collaboration among First Nations and other government departments and a wide variety of commercial organizations to support sustainable commercial fishing enterprises.

## Agenda Activities

### DAY ONE – Evening, November 28

Afternoon – 5:30 pm ..... Tradeshow set up ■ Spirit Ridge Conference Centre

6:30 – 9:00 pm ..... Reception and Dinner ■ Spirit Ridge Conference Centre

**Guest Speaker: Chief Clarence Louie, Osoyoos Indian Band**  
CEO, Osoyoos Indian Band Development Corporation

**DAY TWO – November 29**

7:30 – 8:30 am ..... CFE Networking Breakfast for Participants

■ Spirit Ridge Conference Centre

8:30 – 8:50 am ..... Conference Check-In ■ Captikwl Theatre

9:00 am ..... **Welcome by Elder Modesta Betterton, Osoyoos Indian Band**

9:15 am ..... Welcome and opening remarks

**Facilitator: Brian Payer and Matt Vickers**

9:30 – 10:15 am ..... Okanagan Nation Alliance (ONA) Presentation:  
Best Practices and Maximizing Value

**Richard Bussanich, Biologist, Okanagan Nation Alliance (ONA)**

10:15 – 10:30 am .....Health Break

10:30 – 11:15 am .....GOVERNANCE THEME Presentation: Commercial Fishing  
Enterprise Keys to Success

**Stu Nelson, Principal, Nelson Brothers Fisheries**

11:15 am – 12:00 pm ..... Speed Networking Opportunity to view the trade show  
booths and meet business representatives

■ Spirit Ridge Conference Centre

12:00 – 1:00 pm ..... CFE Networking Lunch for Participants

■ Spirit Ridge Conference Centre

1:00 – 1:30 pm .....GOVERNANCE THEME Presentation: Strong  
Governance and Management

– Why is it important?

**Matt Vickers, Vickers & Associates**

**DAY TWO – *continued***

1:30 - 1:45 pm..... Woodward & Co. Presentation: Strong Governance and Management

– Why is it important?

**Jack Woodward, Woodward & Co.**

1:45 – 2:15 pm ..... TRAINING AND MENTORING THEME

Transport Canada Presentation: Transport Canada Marine Safety National Outreach Campaign

**Diane Couture, Transport Canada, Marine Standards**

2:15 – 2:45 pm ..... Worksafe BC

**Patrick Olsen, Worksafe BC**

2:45 - 3:15 pm..... FishSAFE BC

**John Krgovich, FishSAFE**

3:15 – 3:30 pm ..... **Health Break**

3:30 – 4:15 pm ..... SKILL DEVELOPMENT THEME Presentation:

Training and Mentoring for your CFE

**Allen Tobey, PICFI Technical Advisor-Training and Mentoring**

4:15 pm ..... Dialogue Closure

6:00 pm ..... **CFE Networking Dinner for participants**

■ Spirit Ridge Conference Centre

**DAY THREE – NOVEMBER 30**

7:30 – 8:30 am ..... CFE Networking Breakfast for Participants  
■ Spirit Ridge Conference Centre

8:30 – 8:45 am ..... Conference Check-In ■ Captikwl Theatre

8:50 – 9:00 am ..... Summation of Day 3/Overview of Agenda

**Brian Payer, Lead Facilitator Matt Vickers, Facilitator**

9:00 – 9:45 am ..... FINANCE THEME All Nations Trust Company

Presentation: Programs, Services and Financing **Paul Donald, Business**

**Manager**

9:45 – 10:45 am .....Ulnooweg Development Group

Presentation: Business Development Team **Mark Duiven**

10:45 – 11:00 am .....Health Break

11:00 – 11:30 am .....Aboriginal and Northern Development Canada (AANDC)

Presentation: Economic Development Framework and National Aboriginal Fisheries Forum

**Steven Purvis, Senior Policy Analyst**

11:30 am – 12:00 pm ..... Native Fishing Association (NFA)

Presentation: NFA products and services **Vi Hill, Executive Director**

12:00 – 1:00 pm ..... CFE Networking Lunch for participants

■ Spirit Ridge Conference Centre



**DAY 4 – DECEMBER 1**

7:30 – 8:30 am ..... CFE Networking Breakfast for Participants

■ Spirit Ridge Conference Centre

8:30 – 8:45 am ..... Conference Check-In ■ Captikwl Theatre

8:50 – 9:00 am ..... Welcome Recap of previous day,  
review of Day 4 **Brian Payer, Lead Facilitator Matt Vickers,**  
**Facilitator**

9:00 – 9:45 am ..... AICFI - Abegweit First Nation Presentation:  
Successful CFE Development in PEI **Roger Sark, Natural Resource Director**

9:45 – 10:45..... Okanagan Nation Alliance (ONA) Presentation: Existing and  
Emerging Markets Richard Bussanich, Biologist, Okanagan Nation Alliance (ONA)

10:45 – 11:00 am .....Health Break

11:00 am – 11:45 am ..... Recap: Lessons Learned - Next Steps  
**Brian Payer, Lead Facilitator Matt Vickers, Facilitator**

11:45 am ..... Closing Prayer  
**Modesta Betterton, Osoyoos Indian Band**

12:00 pm ..... CFE Networking Lunch for participants  
■ Spirit Ridge Conference Centre