



Getting It Together

“Project & Implementation Management”



CFE NETWORKING

November 30, 2011

Financing

NFA

**Fishing Best Practices
Training & Mentoring
Marketing & Branding
Governance**

Fish

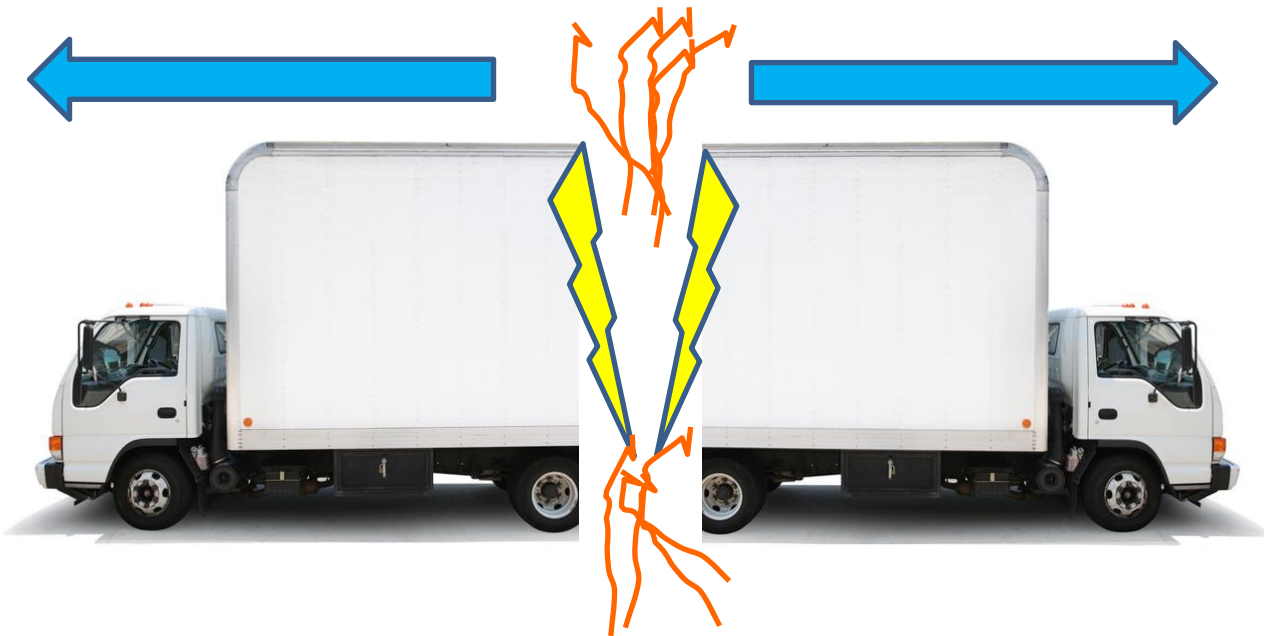
Markets

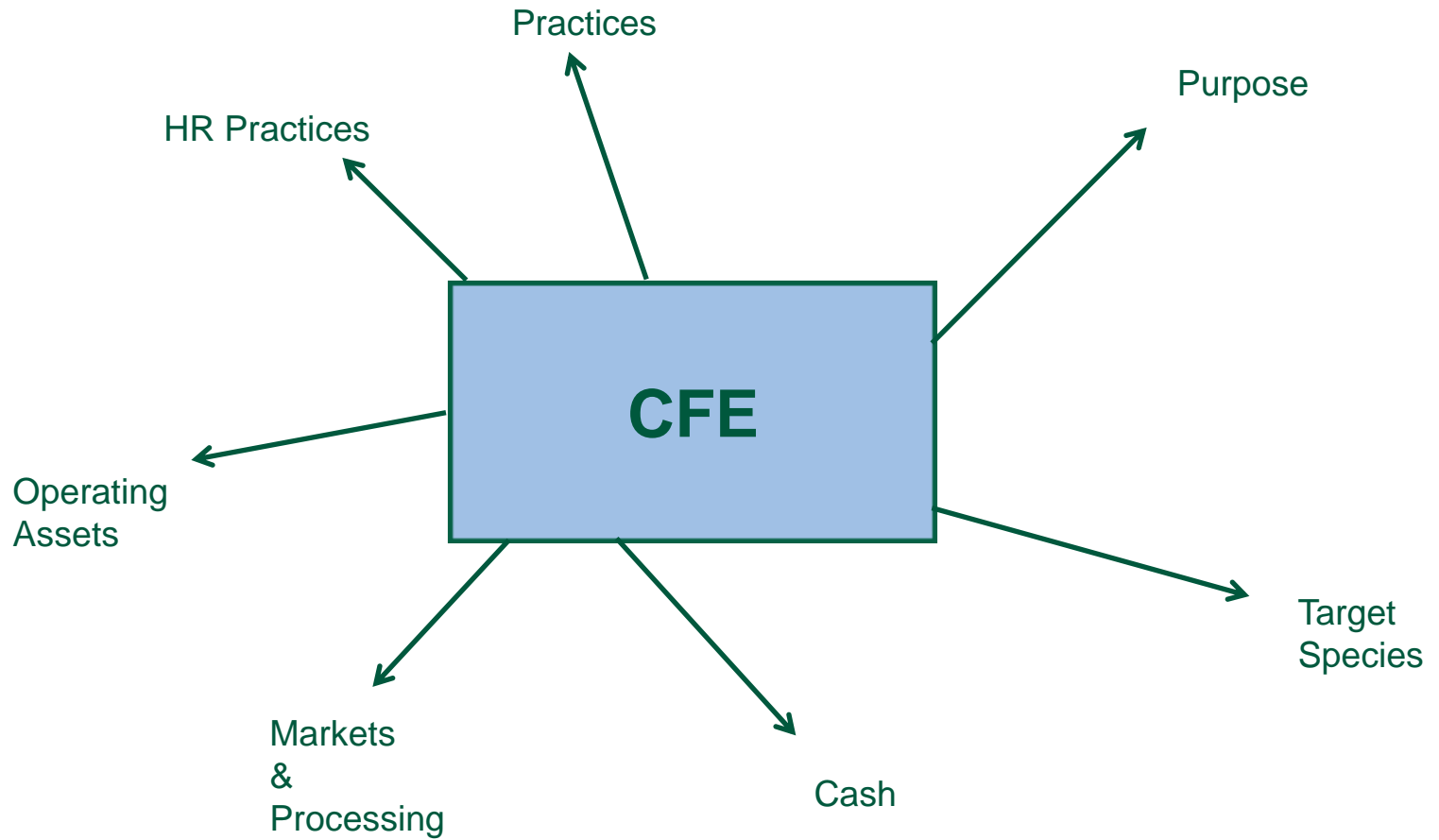
Legal

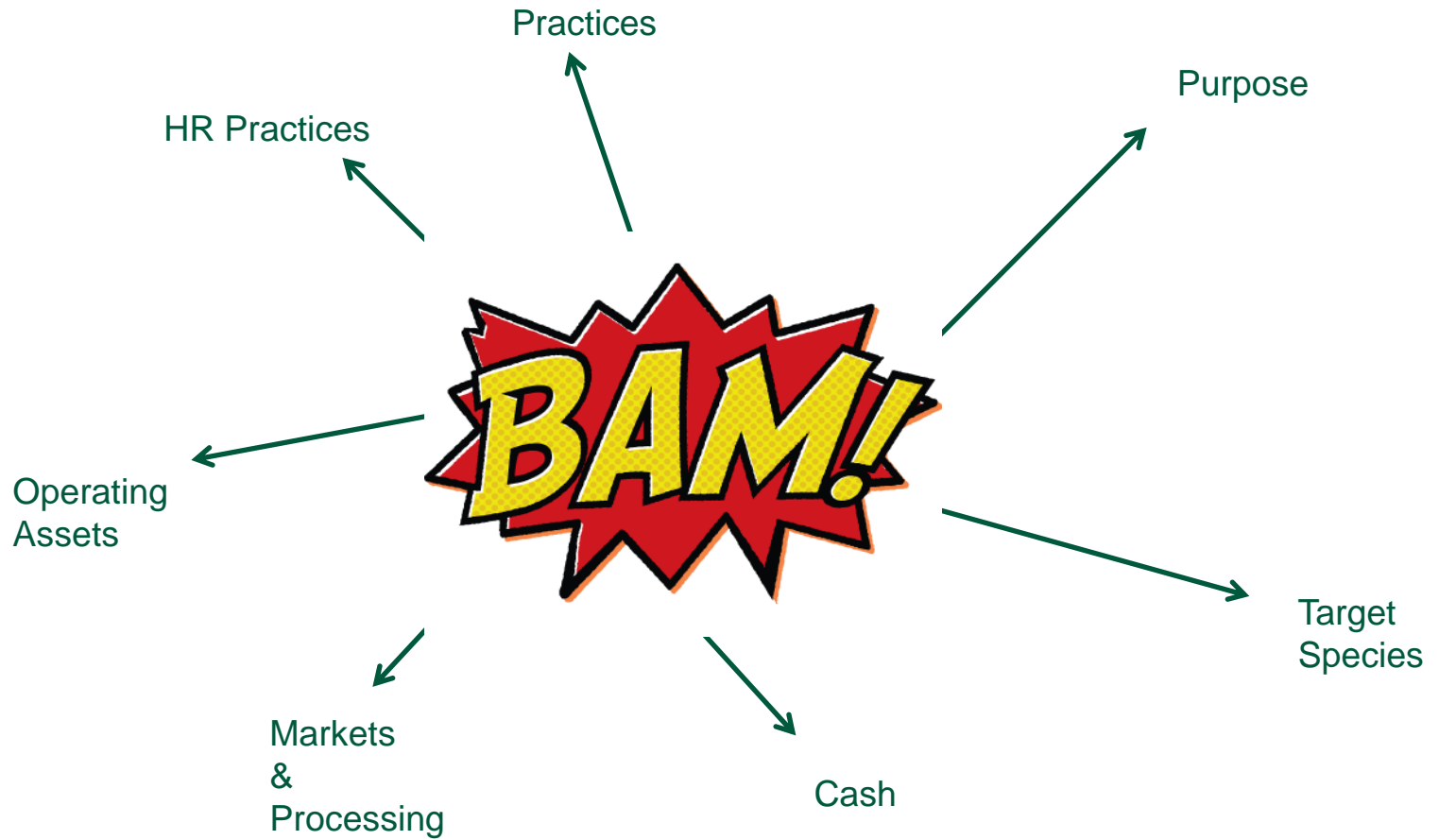
Regulation

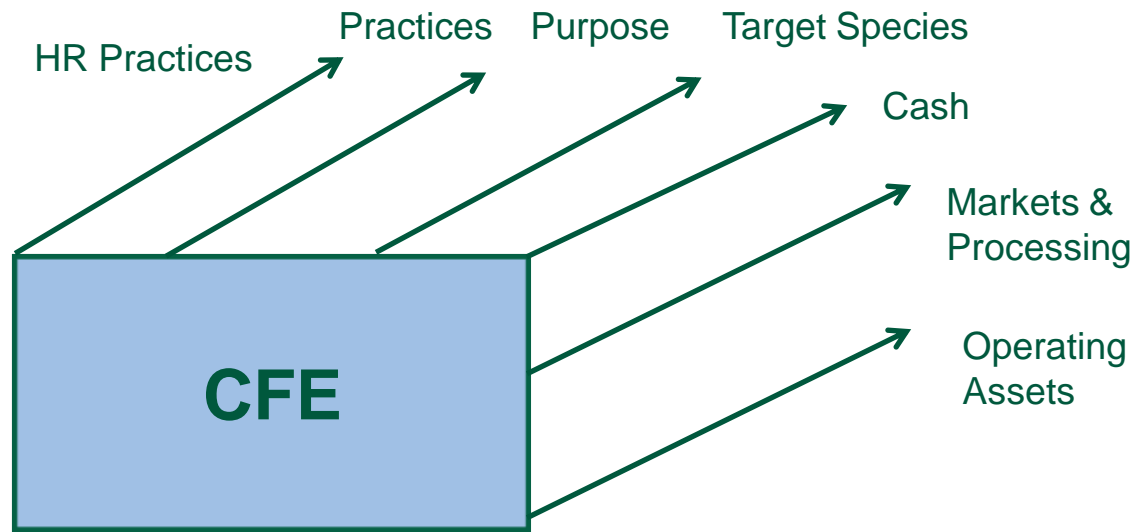
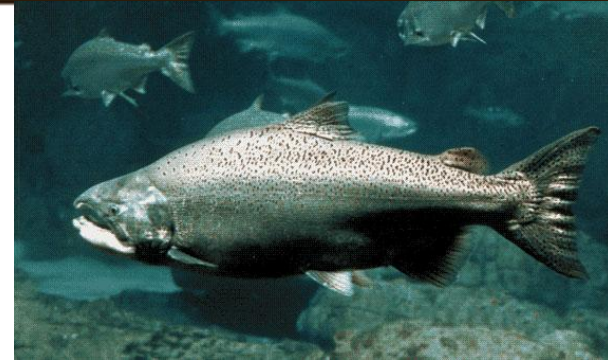














Getting It Together

Community
Needs

Legal & Tax

Management

Processes

Roles &
Responsibilities

Documentation

People

- History
- Tradition
- Potential
- Capacity

- Liability & tax minimization
- Ownership
- Beneficiaries

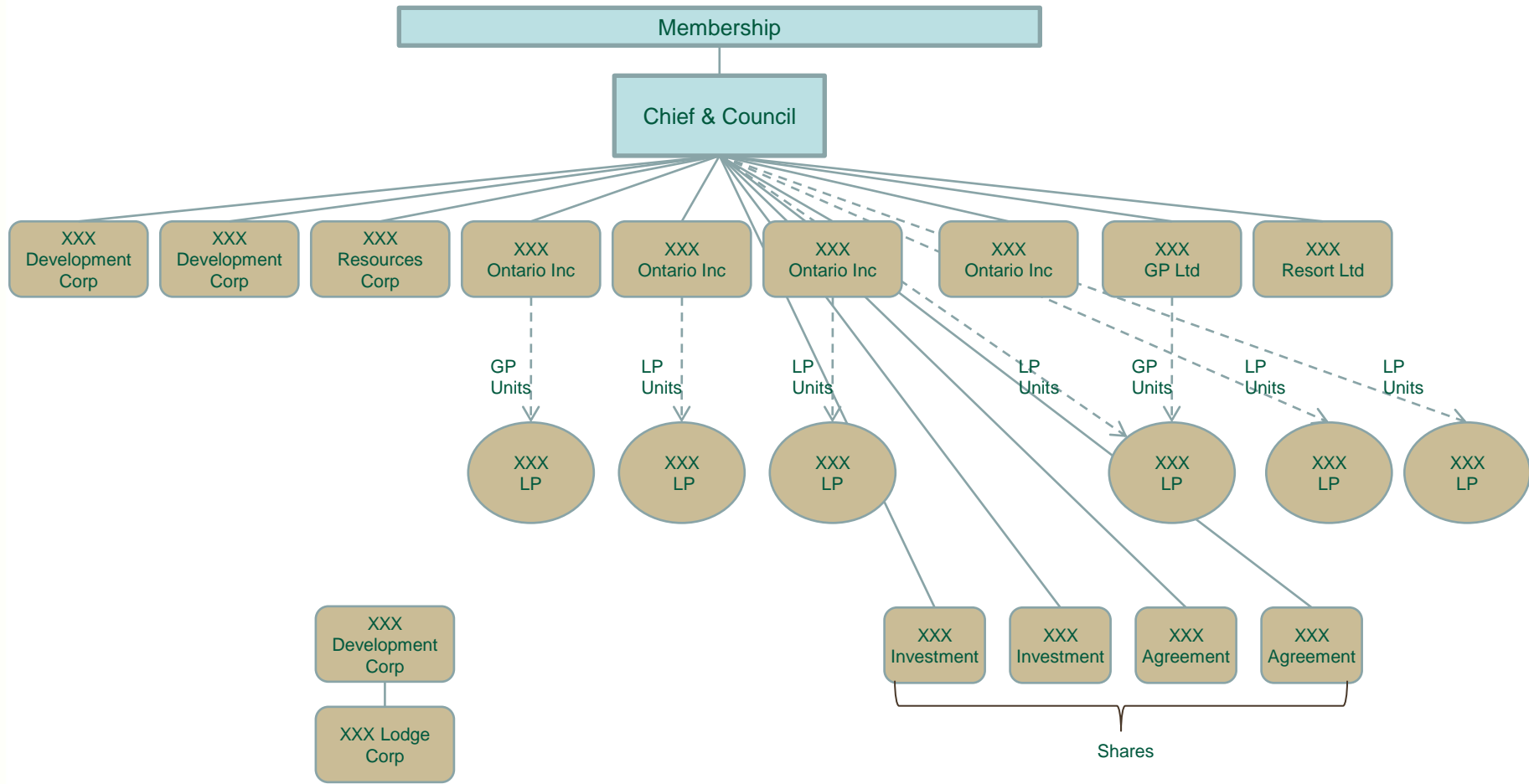
- Who
- How
- What

- Guidebook

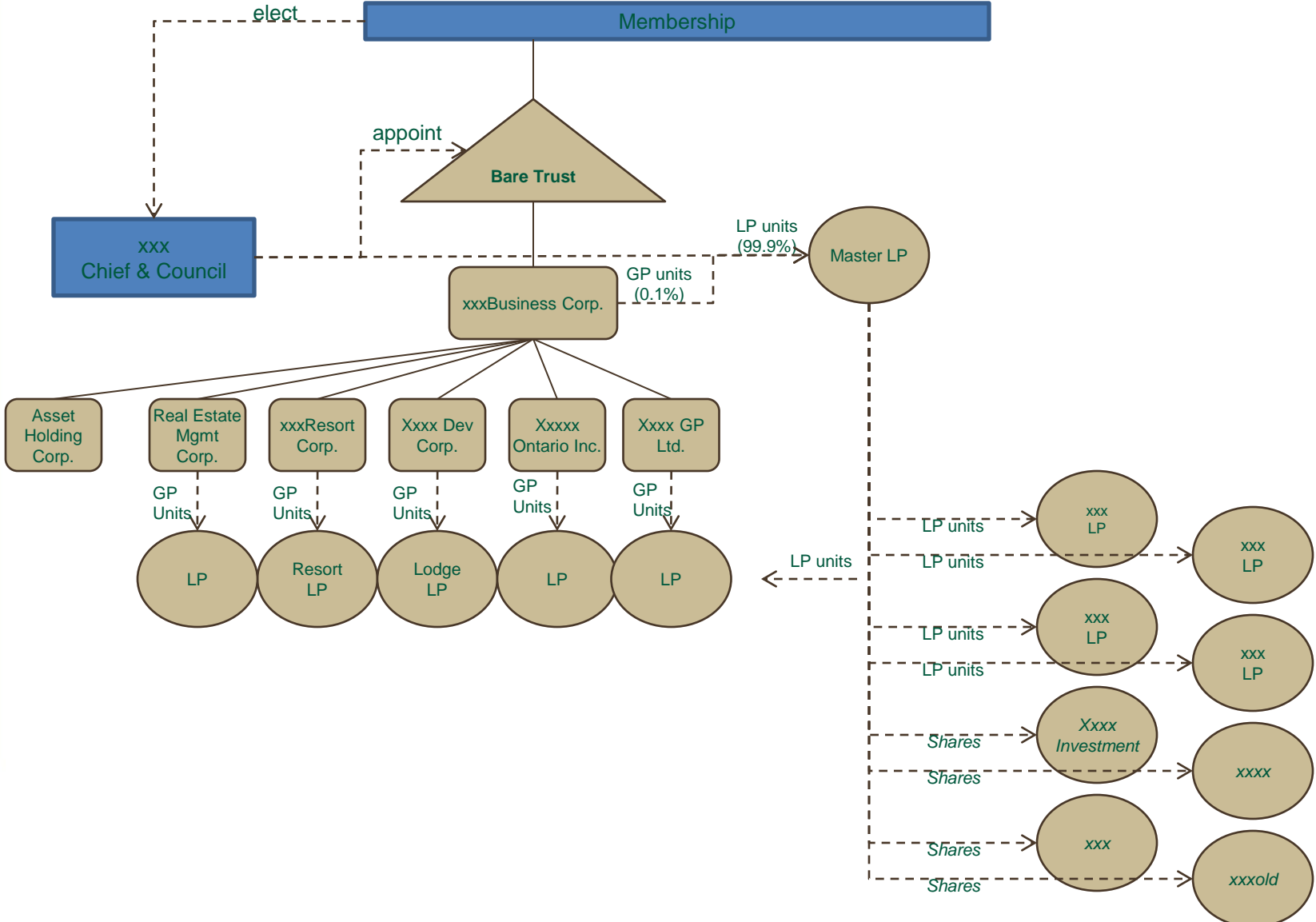
- Select
- Train
- Coach

Simplify management to match needs

Example: Current Structure

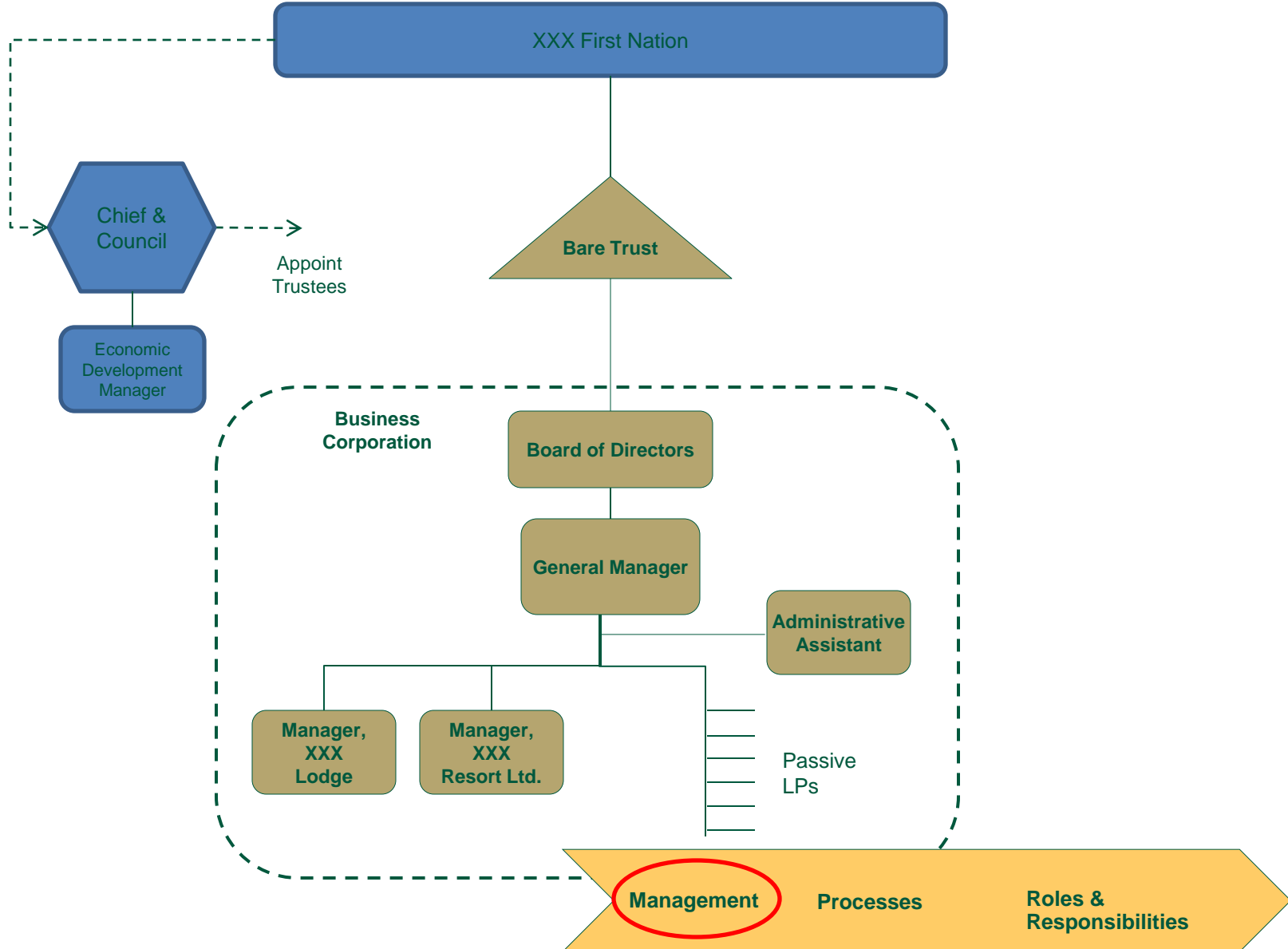


New Structure



Simplify management to match needs

Revised Management Structure





Key Management Processes

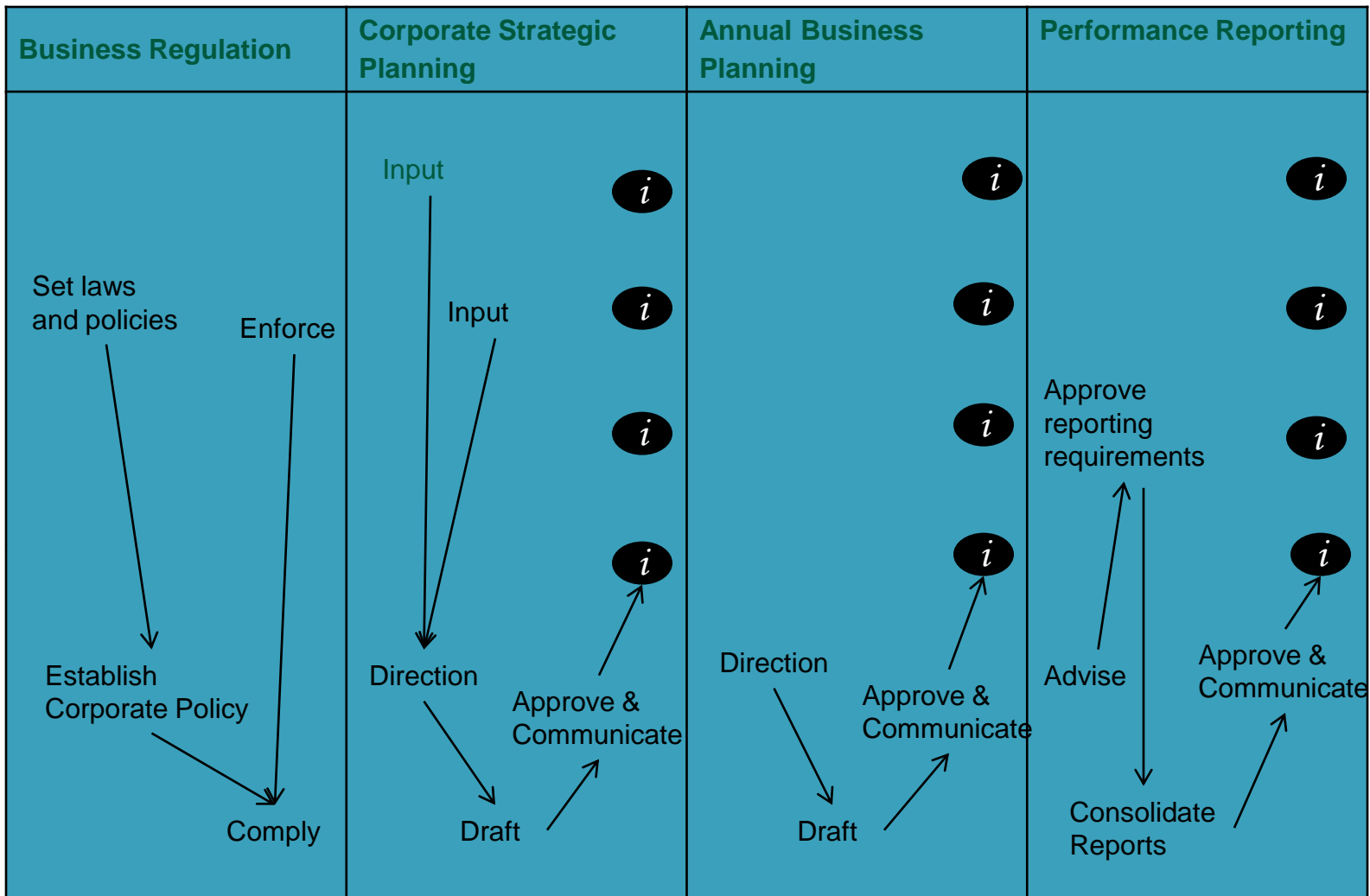
1. Appointment of Trustees
2. Appointment of the Board
3. Strategic Planning Process
4. Annual Business Planning Process
5. Cash Flow Management
6. Hiring
7. Establishing New Business Units
8. Performance Reporting Process
9. Business Regulatory Process
10. External Negotiations

Management

Processes

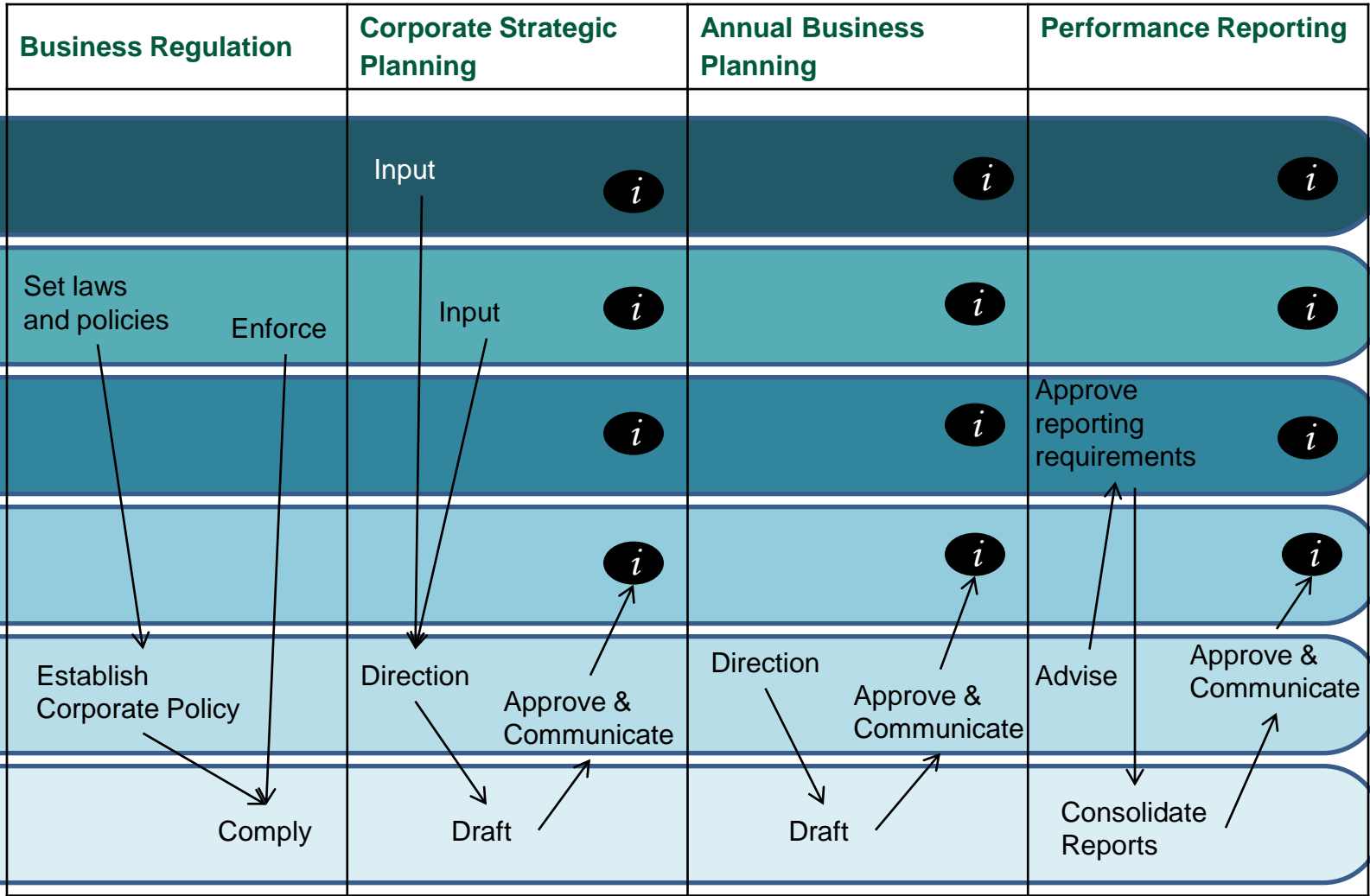
Roles &
Responsibilities

Process-based roles and responsibilities must be documented



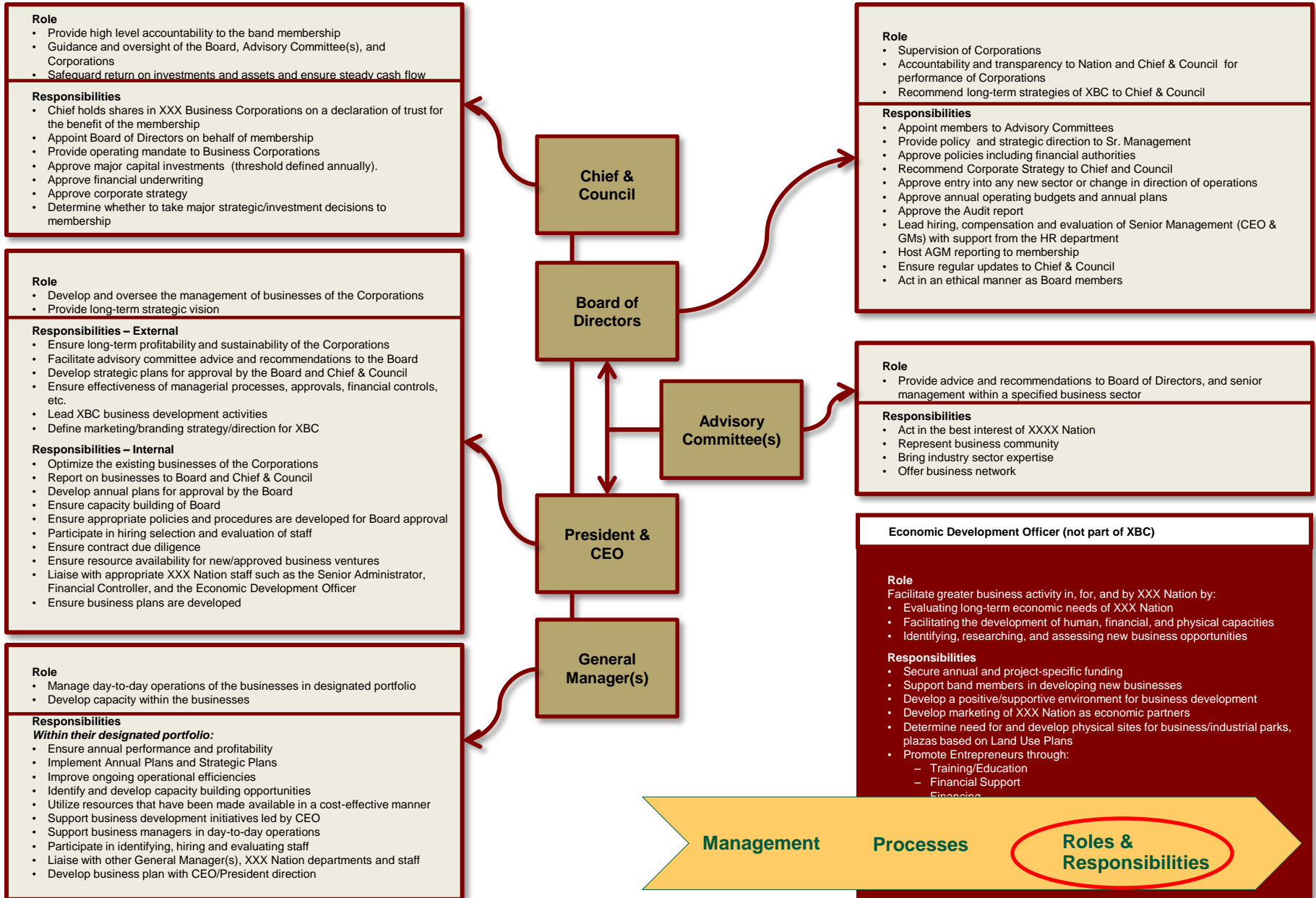
e.g. for this Nation, who should approve strategic plan?

Process-based roles and responsibilities must be documented



One example result

Roles & Responsibilities for XXX Business Corporations (XBC)





First Nation Governance Guidebook

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Holding it Together

1. Agreed Purpose

Make Money?

Create jobs?

Assert inherent rights?

Or ?

Holding it Together

1. Agreed Purpose

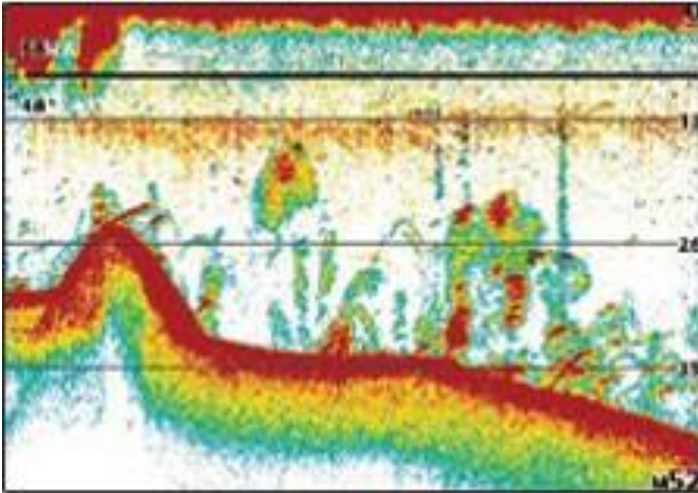
2. Real Business Plan

- Products
 - Markets
 - Operations
 - Assets
 - People
 - Financial
- (including financial model)

Coordinated
steps over
time

Financial Management

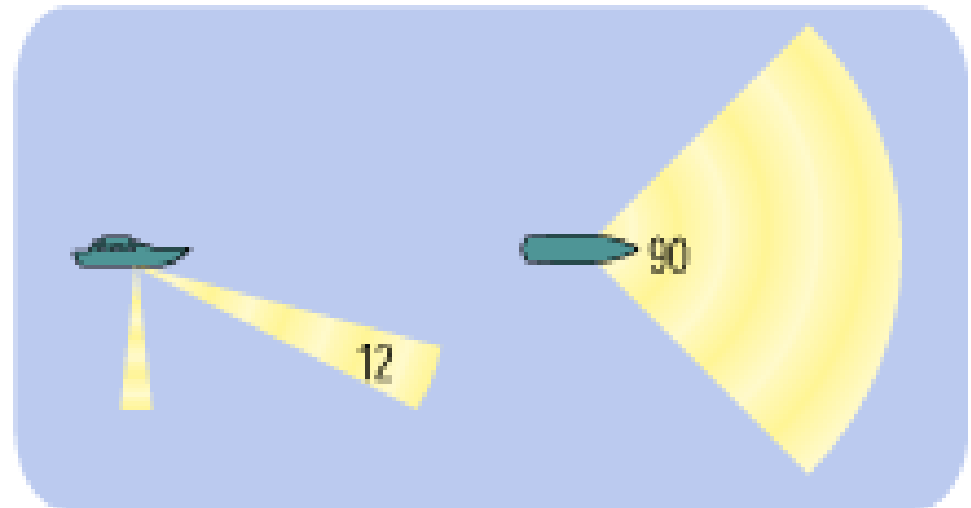
Financial Reports



Where you've been

- sales trend
- costs
- taxes owed
- cost trends

Financial Forecast



Where you are going

- revenues
- costs
- cash flow

Holding it Together

1. Agreed Purpose
2. Real Business Plan
3. Leadership – is anyone listening to VHF?
 - Coordinated plan action & adaptation
 - Financial control & measurement
 - Operating processes & procedures

Holding it Together

1. Agreed Purpose
2. Real Business Plan
3. Leadership – is anyone listening to VHF?

MNP

- 15 offices in BC
- Business advisors to BC First Nations
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