



MEETING EDE 86-19-21

**STANDING COMMITTEE ON ECONOMIC DEVELOPMENT
AND ENVIRONMENT**

~
**WEDNESDAY, NOVEMBER 17, 2021
TELECONFERENCE
10:00 A.M.**

AGENDA

1. Prayer
2. Review and Adoption of Agenda
3. Declarations of Conflict of Interest
4. Public Matters
 - a) Presentations on the Yukon First Nation Procurement Policy
 - i. Mr. Albert Drapeau, Executive Director, Yukon First Nation Chamber of Commerce
 - ii. Mr. Amos Westropp, Principal Consultant, Westropp Management Consulting
5. In-Camera Matters
 - a) Wrap-Up Discussion
 - b) Telecommunications Report
 - c) Confidential Correspondence
 - i. 2021-09-29 – Minister of ITI
 - ii. 2021-10-01 Minister of ITI
 - iii. 2021-10-04 News Release
 - iv. 2021-10-06 Minister of Lands
 - v. 2021-10-06 Minister of ITI

- vi. 2021-10-13 Minister of Lands
- vii. 2021-10-29 Minister of ENR
- viii. 2021-11-02 Buffalo Airways Ltd.
- ix. 2021-11-05 Minister of Lands

6. Date and Time of Next Meeting: At the Call of the Chair.

7. Adjournment

YUKON FIRST NATION

CHAMBER OF COMMERCE

NORTHWEST TERRITORIES LEGISLATIVE ASSEMBLY

<<INSERT DATE>>

TRADITIONAL TERRITORY

We would like to acknowledge that we are on the
traditional territory of the Kwanlin Dun and Ta'an
Kwach'an

And presenting to the Northwest Territories Legislative
Assembly on the traditional territory of

Yellowknives Dene First Nation and the homeland of
the North Slave Métis Alliance

OVERVIEW OF YFNCC

- YFNCC is a non-profit organization.
- As of August 2021, the Chamber has 213 members.
- YFNCC works to create a climate conducive to a strong private sector economy.
- YFNCC is the bridge between First Nation Development Corporations and Industry across all sectors.
- YFNCC provides a forum for First Nation Development Corporations to speak with Government and Industry.
- YFNCC is committed to supporting continued economic prosperity that contributes to a high quality of life in Yukon for all citizens.
- YFNCC is a young organization that is growing and becoming more recognized by the business sector.

YUKON FIRST NATION CORPORATIONS

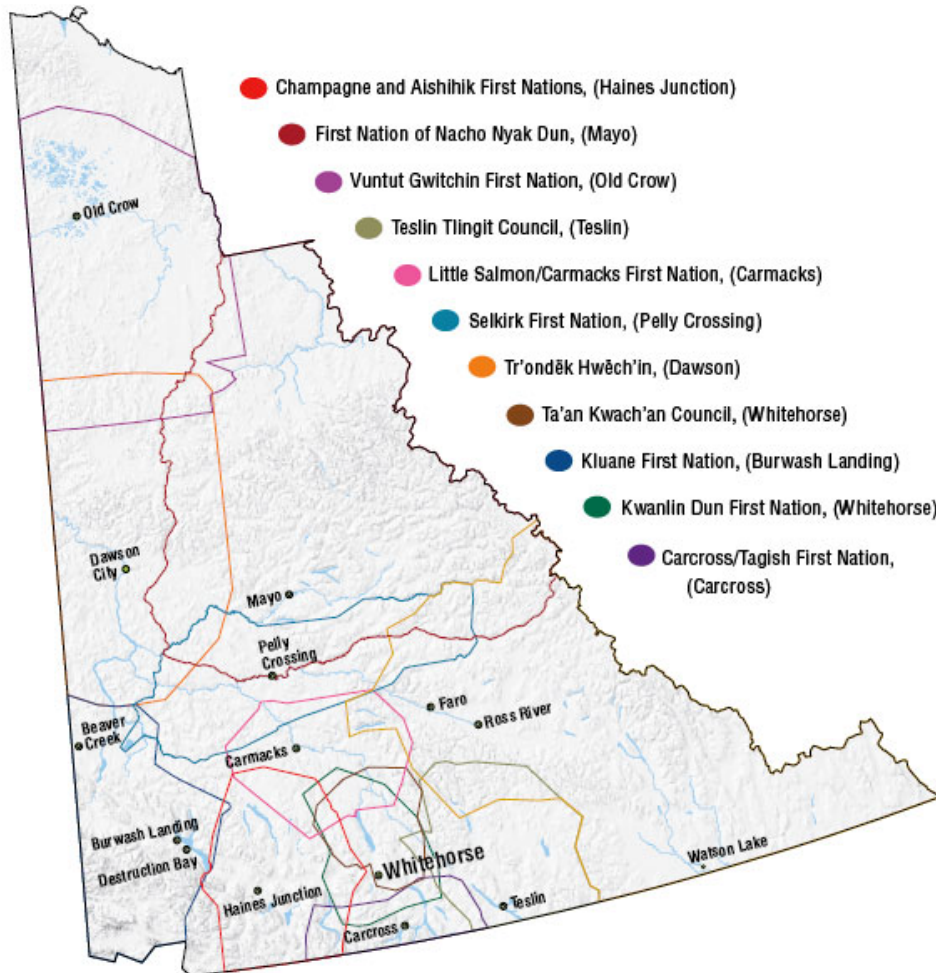
Yukon First Nations are leaders in a vibrant and diverse Yukon economy

First Nations have invested wisely, in line with traditional values, and are involved in a diverse number of industries and businesses that generate wealth and jobs.

Yukon First Nation Development Corporation:

- Act as the primary business / economic arm of a nation to develop and manage business and investment interests, provide services, and create employment. Focus is within Traditional Territory, Regional, National and International.
- Business Partnerships may include ownership, direct investment (equity), partnerships, joint ventures and contracts
- Enhance community growth by providing local economic opportunities that supports and builds community infrastructure, resources and support training, employment and entrepreneurship within the community and Traditional Territory.

YUKON – OUR TERRITORY



- Land Claim area - ~ 41,595 square kilometres
- Category A Lands - ~ 25,900 square kilometres
- Category B Lands - ~ 15,695 square kilometers
- First Nation Legislative Authority

YUKON FIRST NATIONS



- Yukon First Nation Governments and Development Corporations are dedicated to wealth & prosperity for both business & communities.
- We are investors, developers and lenders
- Significant Economic Contributors to Yukon GDP
 - Estimated Half a Billion dollars in assets
 - Approximately 7% of Yukon's Labour Force
 - Consume approximately \$100 million plus of goods and services annually contributing about 5.5% to Yukon's GDP

YFNCC WORKING FOR YUKON

- Advocate for Indigenous Opportunities, Growth & Economic Prosperity in Yukon & across the North
- Grown to over 200 members
- Working toward building a strong private sector economy
- Bridging Indigenous Development and Community Corporations and Industry from across all sectors
- Hosting forums, events, & meetings for First Nation Development Corporations, Government & Industry
- Celebrated our 7th Anniversary



WHY WE INVEST IN YUKON TODAY



- Settled First Nations, ready, willing and able to do business;
- Emerging opportunities within the resource sector
- Well positioned: port access, road system, new & under-explored deposits
- Yukon First Nations are exploring their lands for geological potential & resource development
- Investments in our people

SETTING THE STAGE

- 2017 | 2018 | 2019 | 2021 YFNCC Hosts: Arctic Indigenous Investment Conferences
Largest gathering of Indigenous Business Leaders North of 60
- 2017 | 2018 | 2019 | 2021 Pan-Arctic Indigenous Investment Leaders' Summit
Mutli-Sector gathering of Indigenous Development Corporations to support Northern Partnerships and Progress
- 2016 – 2020 Ongoing Supporting Industry at Yukon Geoscience, AME BC Mineral Exploration Roundup, Vancouver Resource Investment Conference PDAC

PARTNERSHIPS

- Arctic Inspiration Prize
- Government of Yukon
- Indigenous Development Corporations – /
- PNWER
- Single Track to Success
- Whitehorse Chamber of Commerce
- Yukon Chamber of Commerce
- Yukon Chamber of Mines
- Yukon Contractors Association
- Yukon First Nation Culture & Tourism
- Yukon Mining Alliance
- Yukon Women in Mining



YUKON FIRST NATION PROCUREMENT POLICY

- 2018 | Yukon Government and Yukon First Nation Governments start discussions of the Yukon First Nation Procurement Policy objectives and content.
- 2020 | Yukon First Nation Procurement Policy Adopted
- 2021 | Yukon First Nation Business Registry Development
- **Objective:** To increase Yukon First Nation participation in Yukon's economy, increase Yukon First Nation private sector, and increase employment of Yukon First Nation people.
- **Why?** To foster First Nation economic reconciliation; to meet the terms of the Umbrella Final Agreement – Chapter 22; and to create a positive investment environment where there is certainty, thus attracting outside investment.

YUKON FIRST NATION PROCUREMENT POLICY

- Background:
- 1993| The Yukon First Nation Umbrella Final Agreement – Chapter 22, Sections 22.3.3 and 22.5 provisions for contracting opportunities for Yukon First Nation people.
- 2016| Yukon Government Procurement Policy updated with an understanding that the Yukon First Nation Procurement piece will be incorporated into the policy
- 2018| Political Leaders from Yukon First Nations and Yukon Government commence discussions via the Yukon Forum; appointees form the Yukon First Nation Procurement caucus.
- 2018-2020| Yukon First Nation business engagement process occurs; drafting of the policy; and final draft presented to the political leaders. YFNCC facilitates the engagement process.
- 2020| Adoption of the Yukon First Nation Procurement Policy and incorporated into the Yukon Government's procurement policy.
- 2021| Implementation of the policy; formation of the Industry Working Group to discuss Verification Process, Bid Value Reduction and Monitor & Evaluation Review Committee.
- 2021| YFNCC negotiating the administration of the First Nation Business Registry.

NWT-YUKON RELATIONSHIP

- Economic Opportunities:
 - Infrastructure Projects that support northern economic development e.g. transportation routes; deep sea ports; technology
 - Human Resources – recruitment of skilled labour
 - Investments – alignment with investment guidelines
- Challenges Between NWT & Yukon:
 - Understanding the differing policies & business environment;
 - Understanding the priorities and values;
 - Keeping apprised of emerging issues
 - Developing relationships

YFNCC INITIATIVES

- Arctic Indigenous Investment Conference
- Pan Arctic Business Leaders Summit
- CEO Breakfast Before Hours
- COO Breakfast Before Hours
- CEO & Partnership Series Panels
- Members Networking Events:
 - YFNCC Roundup Reception
 - YFNCC Members' Reception
- **Why?**
 - Increases awareness of Indigenous businesses across Yukon and the north;
 - Builds relationships
 - Attracts investments
 - Yukon First Nation businesses earn a seat at the table
 - Yukon First Nation are here for our future generations

YFNCC PROJECTS

- 2019 Yukon First Nation Business Survey
- Yukon Inter-Transportation Research
- Yukon Story
- Single Track to Success
- Yukon First Nation Business Registry (under development)

<https://yfncc.ca/projects-initiatives/>



MAHSI CHO

YUKON FIRST NATION CHAMBER OF COMMERCE

UNIT 420, 2237-2ND AVENUE

WHITEHORSE, YUKON

Y1A 0K7

Phone: 867.667.7917

Email: info@yfncc.ca

Website: www.yfncc.ca

Facebook: www.facebook.com/YFNCC/

Twitter: [@YukonFNCC](https://twitter.com/YukonFNCC)



REFERENCES:

- Land Claim Area: https://www.aadnc-aandc.gc.ca/DAM/DAM-INTER-YT/STAGING/texte-text/pubs-gfs4-pdf_1316451727271_eng.pdf
- NRCAN Exploration Cost Statistics
<http://sead.nrcan.gc.ca/expl-expl/ExploTable.aspx?FileT=332017&Lang=en>

YUKON FIRST NATIONS PROCUREMENT POLICY

TECHNICAL BRIEFING TO THE STANDING COMMITTEE
ON ECONOMIC DEVELOPMENT AND ENVIRONMENT



WESTROPP
Management Consulting

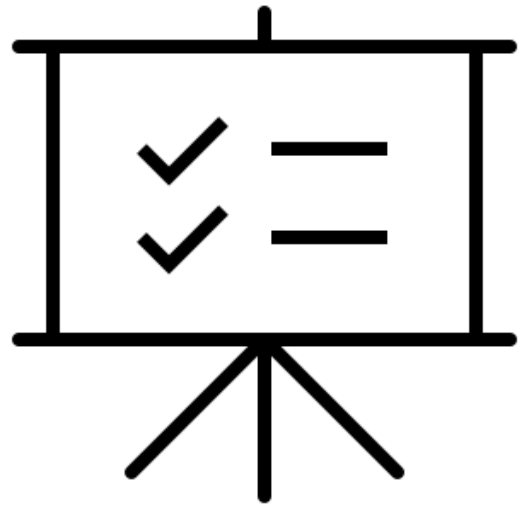
DELIVERED BY:

AMOS WESTROPP

PRINCIPAL CONSULTANT

WESTROPP MANAGEMENT CONSULTING

17 NOVEMBER 2021



Presentation Purpose

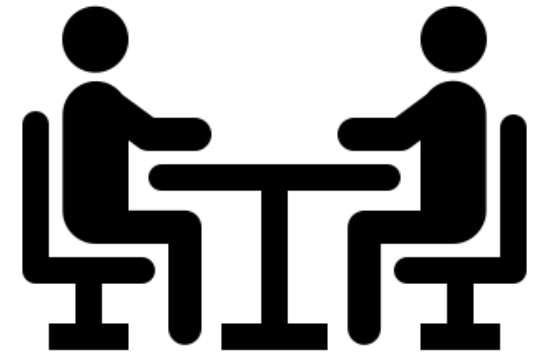
To provide an overview of the Yukon First Nations Procurement Policy and to describe the:

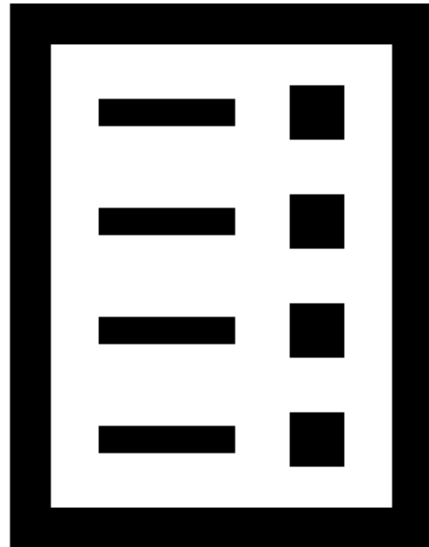
- collaborative policy development process
- major policy components
- status of policy implementation

Policy Development Process

Yukon First Nations Procurement Policy:

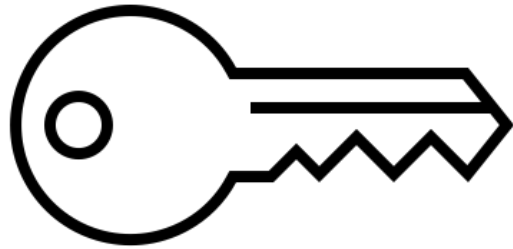
- ❖ codeveloped by Yukon First Nations & Yukon government representatives
- ❖ through collaborative process spanning 2-years (Dec. 2018 – Dec. 2020)
- ❖ Parties convened a Technical Working Group monthly while a sub-working group undertook heavy lifting in between meetings





Policy Objectives

- ❖ To provide YFN people with opportunities to participate in the Yukon economy and develop economic self-reliance as part of broader efforts to achieve equality of outcomes for YFN people
- ❖ To ensure procurement processes are undertaken in accordance with the provisions of YFN Final Agreements
- ❖ To advance reconciliation and renew the relationships with YFNs, and respect treaty and Aboriginal rights and title, based on respect, cooperation and partnerships



Key Measures

YFN Participation Measures

- Bid Value Reductions, Set Asides, Community Development Agreements, Direct Awards, Worker Development Plans, YFN Liaison Function

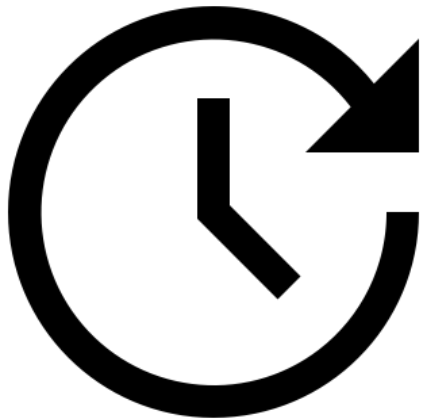
Information Exchange

- Capital Spending Plan, Community Contract Forecasts, YFN Business Registry, Employment Development Roster

Continuous Improvement

- Performance Measurement Framework, Monitor and Review Committee, Targets, Periodic Independent Evaluations

Graduated Approach to Policy Implementation



JAN. 22, 2021

POLICY EFFECTIVE DATE

Feb. 26, 2021

Additional measures come into effect

Sept. 28, 2021

Monitor and Review Committee established

Oct. 4, 2021

YFN Business Registry launched, and Bid Value Reduction measure comes into effect



More information

Yukon First Nations Procurement Policy

❖ <https://yukon.ca/en/procurement-policy>

YFNPP-related resources & how to videos

❖ <https://yukon.ca/en/doing-business/government-contracts/yukon-first-nations-procurement-policy>

Yukon First Nations Business Registry

❖ <https://yukon-first-nations-business-registry.service.yukon.ca>

SHÄW NÌTHÄ
THANK YOU

Amos Westropp, Principal Consultant

Westropp Management Consulting

867.332.6653

amos@westropp.ca



WESTROPP
Management Consulting