



W'áném't'a

HEILTSUK ECONOMIC DEVELOPMENT CORPORATION

Volume 3, Issue 2

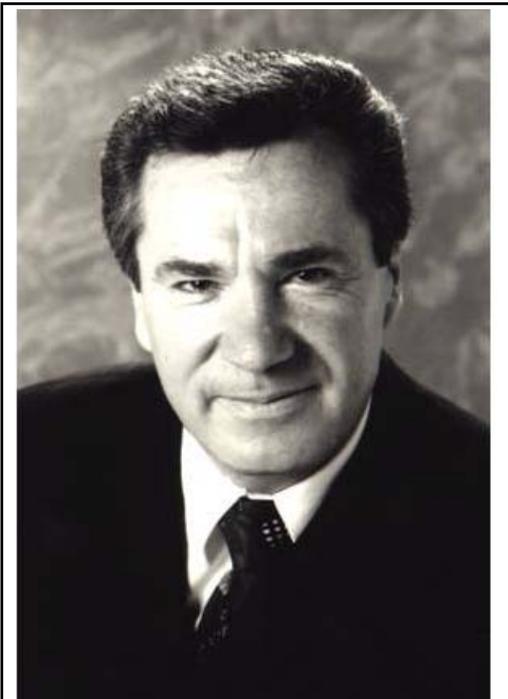
May 2009

Jim Richardson hired as HEDC CEO

After an extensive process that attracted more than 50 applicants, and interviews of many qualified candidates, HEDC has hired a Chief Executive Officer to lead the new company and Heiltsuk business interests.

James Richardson, a Mi'kmaq First Nation from Pabineau, New Brunswick with broad leadership and business experience, will join HEDC in early June. Jim is currently volunteering in Peru, where he lives with his Peruvian wife Rossana and son Lucas. He will be moving with them to Bella Bella over the next few months. Jim is looking forward to his new posting: "I feel like a thoroughbred waiting to get out of the starting gate! I am really excited about the new job and the challenges and opportunities that lie ahead for the Heiltsuk," he said.

Jim was National Director of Aboriginal Banking with the Business Development Bank of Canada for ten years. In that capacity he was instrumental in the establishment of many new aboriginal businesses in Canada, including a program to encourage aboriginal youth to participate in business planning. Prior to that, he spent three years as Vice President of Aboriginal Services with the Canadian Executive Service Organisation (CESO), which provides business advice and planning to many bands across Canada and in foreign countries. Jim provided leadership and direction to CESO in their aboriginal services division. Jim also spent five years with INAC, where he served as Director of Finance and Administration in Manitoba.



Jim Richardson

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W'áném't'a

(pronounced *Wa nem da*) means to trade or exchange, reflecting historical Heiltsuk leadership in trading of furs, seaweed and other products which underlie the important business relationships with outsiders to sustain our community.

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PwC completes report on business entity transitions

In January 2009, Price-WaterhouseCoopers (PwC), a major consulting firm, was engaged by Turning Point Initiatives and HTC to complete an assessment of business transition from HTC to HEDC.

Of particular importance to both Turning Point and the Heiltsuk was the assurance that the new structure ensures that economic development opportunities and Heiltsuk businesses are handled effectively and without adverse political influence.

After 18 meetings with most of the stakeholders involved, PwC produced a report in March with 12 recommendations to address roadblocks. The report's recommendations are being reviewed by both HTC and HEDC and are summarised as follows:

- Clarify the applicability of the Heiltsuk 15 Year Economic

Development Plan.

- Prepare an Economic Development Strategy focussed on access to new capital, the HTC deficit, the HEDC CEO, and HEDC strategies.
- Develop an operational plan to carry out the community vision.
- Test the current structure for addressing conflict of interest and readiness.
- Develop an accountability framework to engage business managers.
- Define links and develop protocols on the roles of each stakeholder.
- Provide training for HTC and HEDC leadership on their role and the roles of all Heiltsuk in the new structure.
- Develop key performance criteria to determine future success.

- Increase collaboration between HTC and HEDC during transition.
- Build a transition plan with timelines and responsibilities.
- Develop a process to communicate progress on the workplan.
- Establish a communication protocol and a dispute resolution process.

A joint workshop involving HTC, HEDC, and the Trustees will be held in early June to address the recommendations of the report. ❖

HEDC's new CEO

Continued from front page

Jim developed his strong leadership skills starting as a Private and rising to a Major in the Canadian Armed Forces, running a procurement agency in Germany. He has a certificate in Business Administration from UNB, a Bachelor of Commerce degree from University of Calgary, and an MBA from Queen's University. Jim was honoured with the Canadian Forces Decoration for commendable service to Canada.

The HEDC hiring committee was headed by Lois-Anne Hanson Arnold. "We have hired an excellent leader to bring HEDC into operational reality and provide new direction for the Heiltsuk business interests," she remarked. "We are very pleased to have Jim and his family join the community and work on sustainable development here." ❖



A beautiful April sunrise in Waglisla

HEDC board approves 2009/2010 budget and programs

The financial year of HEDC is from April 1 to March 31 each year. At its March 2009 board meeting, HEDC directors approved a preliminary budget for the corporation. Highlights include:

REVENUE / Funding Sources

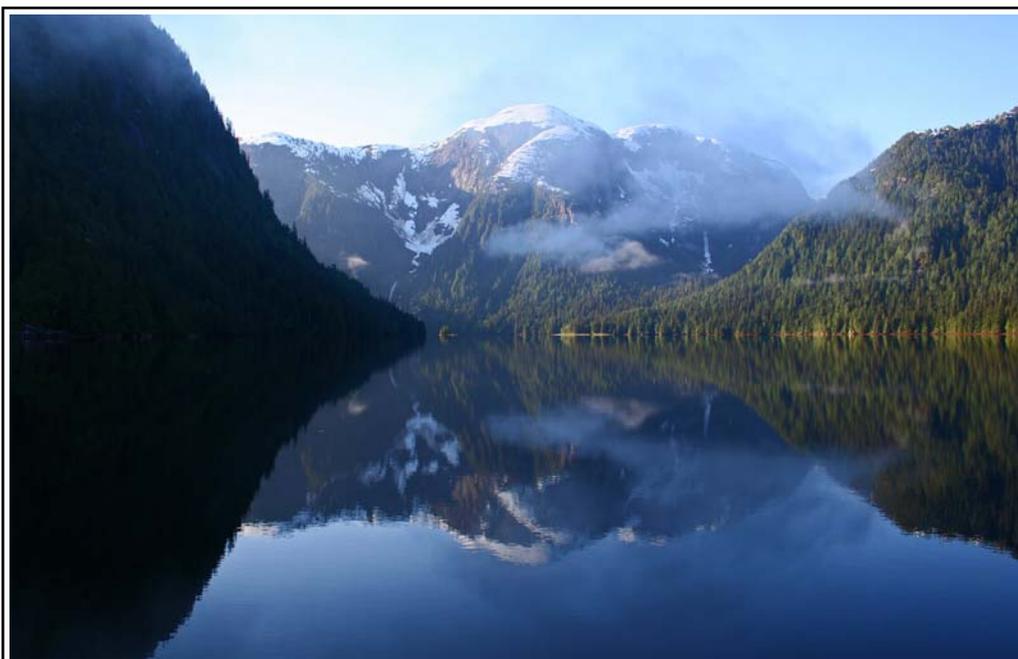
INAC	153,247
Coast Opportunity Fund	97,140
Coast Sustainability Trust	80,000
2008/2009 Surplus	245,000
Other Income	18,300
TOTAL	593,687

EXPENDITURES

Wages, Benefits, Staff Travel	208,132
Business Development/Projects	92,955
Directors Honoraria and Travel	57,750
Workshop/Training	70,000
Office Expenses	45,050
Legal	45,000
Communications	28,400
CEO Search/Engagement	23,000
Accounting/Audits	23,400
TOTAL	593,687

HEDC priorities for 2009 / 2010

- CEO Hiring
- Transition of Businesses from HTC to HEDC
- Rejuvenation of Heiltsuk Businesses
- Implementation of Sound Business Practices and Policies
- Effective Collaboration with HTC on Business Planning and Development
- Completion of HEDC Governance Policies and Procedures
- Acquisition of Sustainable Forest Tenures
- Communications with Heiltsuk Community
- Assess and Implement new Business opportunities
- Create new employment in community
- Completion of Business Plans
- Completion of strategic planning and board training



*A
winter
morning
at
Ellerslie
Lake*

Forestry opportunity report released

FP Innovations, a government agency, was tasked by HEDC to identify new opportunities in the forest sector that Heiltsuk Coastal Forest Products could look at for development. The report was completed this month and delivered to HEDC.

The report is focussed on a series of opportunities beyond the production and sale of logs through our partner, A+A Trading. The 40-page report contains a series of suggestions and ideas for the future, including:

- Acquisition of new forest tenure through purchase or government;
- Assess the viability of a dryland log sort at Bella Bella;
- Look at new ideas for using the Doc Creek camp: sawmill, university eco-forestry research

site, ecotourism, training;

- Local lumber production for community needs;
- Developing business plans for various value-added opportunities;
- Developing Chinese markets for Heiltsuk wood products;
- Heiltsuk branding and certification of forest products;
- New value-added products;
- Energy products from wood waste.

The report contains no economic analyses of any of the proposals from a business perspective. The report's ideas will be considered for inclusion in the Heiltsuk Coastal Forest Products business plan, which is currently underway. ❖

Log market update

Like the rest of the BC forest sector, the Heiltsuk forestry business is facing poor log prices and a lack of demand for its logs. As a result, we are now going into our fifth month with no logging operations scheduled. A+A's senior manager, John Mohammed, recently reported on the current market situation to HEDC Directors:

The cedar market is finally showing some slight

improvement and demand is improving for logs, but prices are not strong enough to start logging again . . . yet. The Japanese market for hemlock and balsam logs has picked up slightly as so little logging is underway in coastal BC and elsewhere. However, log prices are still well below cost for hemlock standard grades. The pulp market is very weak, and many mills are down or severely curtailed to preserve

cash. U.S. housing starts increased slightly and there are signals it may have bottomed out, but consensus is still that it will take until the end of this year before we see commodity prices making gains and housing starts up significantly.

As a result, HEDC and A+A are minimizing any spending by HCFP and waiting for the market to return before logging is started up again. ❖

Contact Us!

Heiltsuk Economic Development Corporation

Box 950

Bella Bella, B.C.

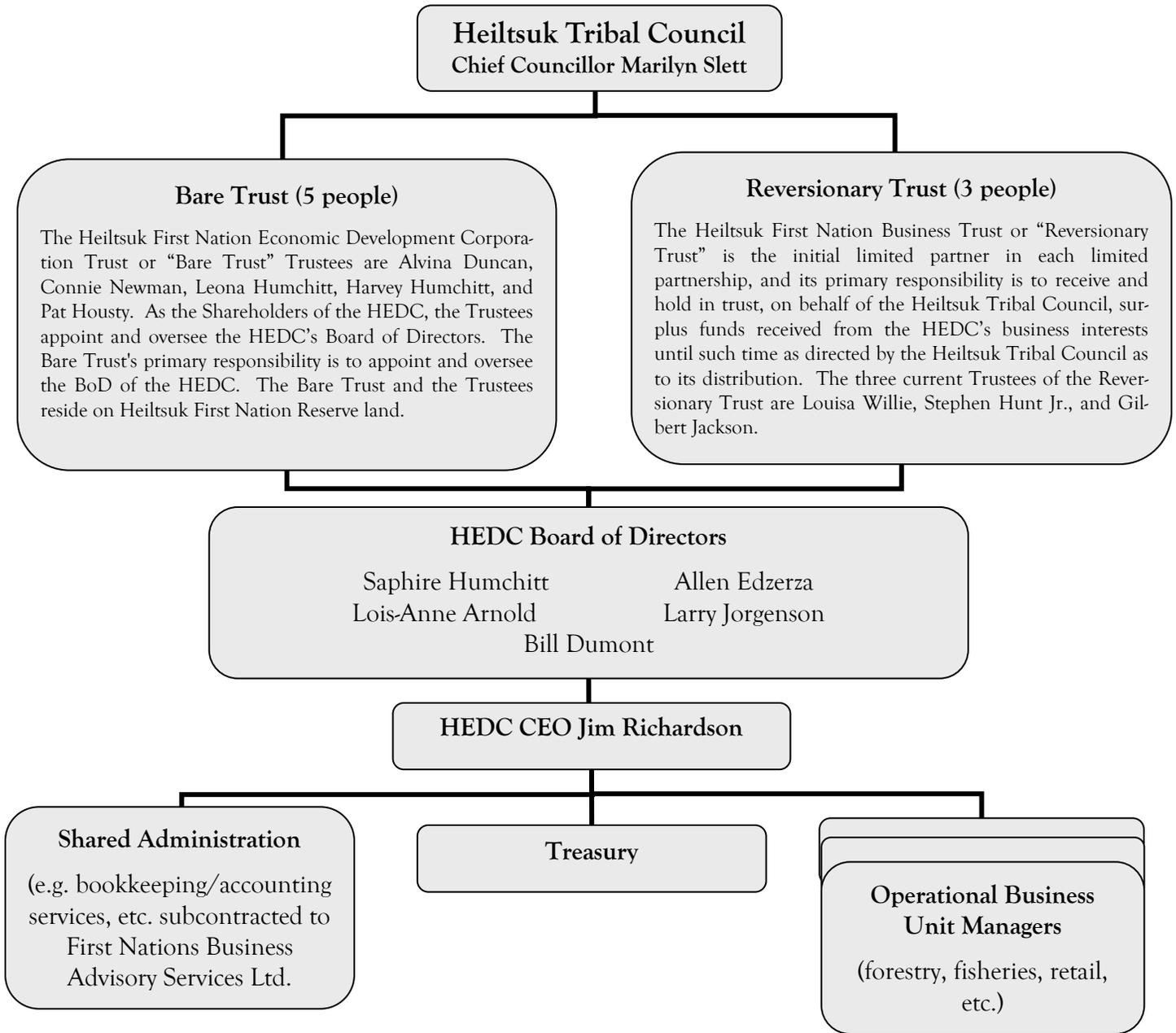
V0T 1Z0

HEDC_info@shaw.ca

Tel. 250-957-2217

Fax 250-957-2247

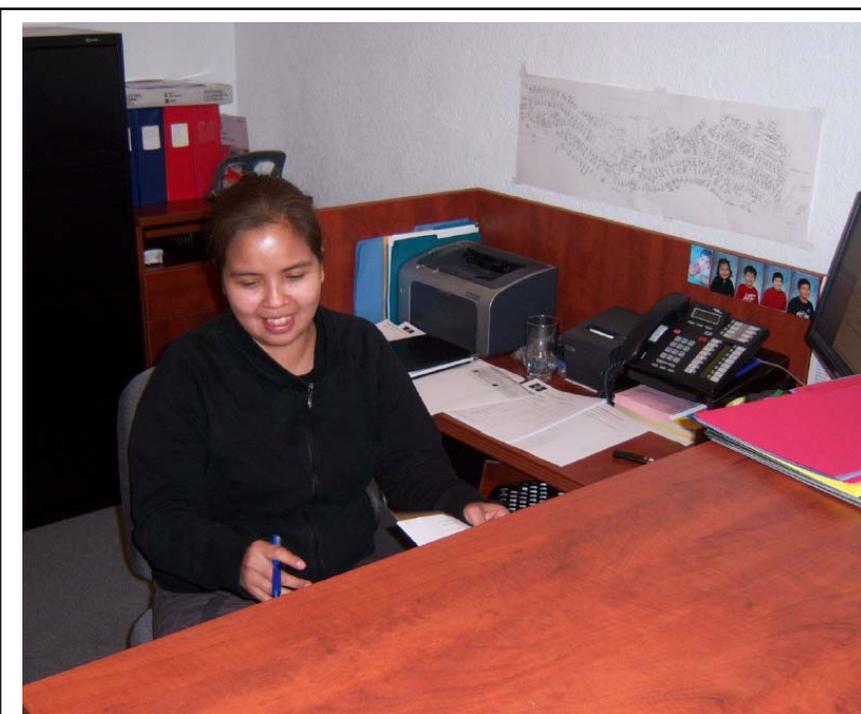
HEDC structure critical to future viability of Heiltsuk business interests



After some upgrades, the Heiltsuk Business Centre is now open at 83 Wabalisa Road (formerly the United Church Manse).

HEDC Directors (l to r):

Lois-Anne Hanson Arnold, Larry Jorgenson, Bill Dumont, and Sapphire Humchitt



Inside the Heiltsuk Business Centre, Administrative Assistant Angeline Gladstone is happy to direct your inquiries.

Comments?
Suggestions?

Want to receive the newsletter digitally?

Your feedback is welcome!

Send your email address to:

HEDC_info@shaw.ca

Walas Giaxixa!