

**ECONOMIC DEVELOPMENT GUIDELINES FOR THE CONSIDERATION OF  
ECONOMIC DEVELOPMENT INITIATIVES PURSUANT TO THE DEH CHO  
FIRST NATIONS INTERIM RESOURCE DEVELOPMENT AGREEMENT**

**Introduction**

Canada and the Deh Cho First Nations share the objective of maximizing the economic development opportunities that will arise from new resource development activity resulting from this Agreement. In order to meet this objective, the Parties also agree that the Deh Cho First Nations may access funds as outlined in this Agreement for the purpose of supporting economic development opportunities in the Deh Cho territory.

The purpose of these guidelines is to provide:

- an outline of a process for the transfer and administration of the funds;
- an outline of the considerations to be given when assessing the merits of various economic development initiatives; and,
- the Deh Cho First Nations with the flexibility to address the needs and aspirations of its member First Nations while meeting the requirements of Department of Indian Affairs and Northern Development's (DIAND's) program authorities.

**Guidelines**

The Deh Cho First Nations may enter into a contribution agreement, annually, with the DIAND. The contribution agreement will outline the specific objectives, deliverables and audit requirements necessary in the transfer and administration of funds pursuant to this Interim Resource Development Agreement.

It is the intention of the Parties that the Deh Cho First Nations will establish an economic development body which will be involved in the management and administration and delivery of economic development funds under this Agreement.

The economic development body may financially assist Deh Cho First Nation(s) communities, individuals and companies to enhance employment and business benefits from resource-based opportunities.

## **APPENDIX C**

Partnerships between Deh Cho First Nation(s) communities, individuals and companies, the private sector and government are key tools in achieving progress on a wide range of challenges including:

- improved access to capital;
- skill development and increased experience;
- increased participation in resource development;
- increased market access; and
- an improved economic infrastructure.

In order to meet these challenges, consideration may be given to proposals which are aimed at the following services (activities):

- **Planning**
  - technical assessment
  - opportunity assessment
  - feasibility studies
- **Equity Support**
  - equity contribution
  - infrastructure
- **Negotiations**
  - benefit agreement
  - joint venture

Nothing in this Agreement prevents the Deh Cho First Nations or its economic development body from securing other sources of funds nor does it prejudice Deh Cho First Nation(s) from accessing other federal programs subject to the terms and conditions of those programs.

### **Eligibility Criteria**

Applicants are required to submit proposals in writing and to fulfil a number of eligibility criteria, including, but not limited to, the following:

- a) satisfactory management capacity;
- b) the intended impact on the client group or community;
- c) compliance with the program objectives; and
- d) proposed results that are achievable within the given time frame.

## APPENDIX C

For most proposals, applicants may demonstrate these requirements as part of an overall business plan. These business plans should provide a detailed outline of the history, management, operations, marketing and financial aspects of the business. The plan should demonstrate why the applicant requires an economic development contribution and how this contribution will make it a viable, ongoing business venture that would not likely go ahead in the absence of support. The business plan should be the basis for preparing the project approval documents.

Business plans typically contain the following information:

- name of applicant (e.g., community or business);
- history/background of the applicant;
- business sector and location;
- business description, structure and personnel, including
  - business structure and ownership,
  - organization, management, key personnel and labour force, and
  - administration, financial records and systems;
- markets/marketing plan;
- competition;
- production (if applicable);
- historical and projected financial statements;
- working capital;
- training requirements;
- job creation (jobs maintained and created, and the impact on social assistance);
- project costs (source and application of funds);
- facilities and equipment;
- loan security (if applicable);
- other significant information (e.g., environmental screening and assessment, contingencies, potential impediments);
- related activities; and
- the impact of the project on the community (e.g. revenue generation, long-term jobs, role models, provision of services and effects on local economy).