

PROVISIONAL AGENDA - A National Conference Aboriginal Real Estate and Resort Development

"Profiting from Land, Recreation, and Tourism"

May 16 & 17, 2002 - Crowne Plaza Hotel Georgia - Vancouver, BC

DAY I -- FOCUS ON REAL ESTATE DEVELOPMENT

8:30 Opening Prayer - Elder TBA

8:45 Welcome & Opening remarks from Conference Co- Chair
CRAIG NIXON, Craig Nixon Law Corporation, Kamloops, B.C.

9:00 Opening Address
Creating the Climate for Development
CHIEF BONNIE LEONARD, Kamloops Indian Band

SESSION I - LAND ISSUES

9:20 Overview of Legal Regime on Reserve Lands
BILL FERGUSON, MacKenzie Fujisawa Brewer, Vancouver, BC
* Jurisdictional Issues -Application of Federal and Provincial Laws - Overview of Land tenure options

9:40 Navigating the Approval Process for Commercial Development of First Nation Lands
SUZANNE WILLIAMS, Vancouver, BC
*Designated Land
*Locatee Land
*Permits Required
*Environmental Assessments: Perils and Pitfalls
*Heritage Assessment: Its role in the development process

10:00 Networking Break

10:15 Structuring the 99-Year Prepaid Lease For Residential Developments: Security and Marketing Issues
CRAIG NIXON, Craig Nixon Law Corporation, Kamloops, B.C.
*Relationship between the head lease and development agreement
*Replacement leases and servicing leases
*Subleases and mortgages
*Default under the head lease
*Bylaw making authority of the First Nation

11:15 Supreme Court of Canada Decision in Musqueam Park Leases Case (Musqueam Indian Band v. Glass): Impact on Reserve Land Developments
BRENDA E. GAERTNER, Mandell Pinder, Vancouver

11:25 Concerns of Project Bankers For Reserve-Based Leasehold Projects
KELLY BITTERNOSE, Regional Manager, Peace Hills Trust Company, Kelowna Branch

12:00 KEYNOTE LUNCHEON SPEAKER
The Sunrivers Golf Resort Community: Building an Eco-Friendly Lifestyles Community on First Nations Lands
GEORG SCHURIAN, President, Sunrivers Development Corp., Kelowna, BC

*Sun Rivers Resort Community is situated on a 186-hectare (460 acre) leased from the Kamloops Indian

Band close to the downtown core of Kamloops. Ultimately it will consist of 2,000 residential units, a school, park facilities, hotel and a Village Centre, all within a spectacular Championship Golf Course. Among a host of awards received, the project is recent winner of the coveted Gold Georgie for "Outstanding Consideration to Environment Awareness".

1:00 Impact of New First Nations Lands Management Act
KERRY KIPPING, Major Projects, FNMLA, INAC, Ottawa

1:20 Creating a Competitive Property Assessment and Taxation Regime on First Nations Lands
BILL MACLAGAN, Blake Cassels & Graydon LLP Vancouver, B.C.
* First Nation Property Taxation Overview
*Why being competitive is crucial

SESSION II - FINANCING AND STRUCTURING DEALS

1:40 Taxation Considerations in Structuring Real Estate Deals on First Nations Lands
PETER J. RANSON, Partner, Tax and Aboriginal Services, KPMG

2:10 Structuring the Lease and Documentation for Marketing and Financing Concerns
THERESA ARSENAULT, Legal Counsel, Sun Development Corp.

2:40 Networking break

SESSION III - MARKETING, APPRAISING & INSURING LEASEHOLDS

2:55 The Art of Marketing Leasehold Developments
HARRY ROMBON, VP, Orca Real Estate Ventures Inc.
*Mr. Rombon is one of the foremost experts in Western Canada in marketing leasehold properties such as those at the University of BC

3:15 Using the Internet to Market your Real Estate or Resort Development
JUDY KARWICKI, KPMG, Vancouver, BC

3:45 Appraising Leased Lands
GORDON FRAMPTON, A.A.C.I., P.App.
Frampton Appraisals Ltd., North Vancouver
* An appraiser who has had considerable experience in valuation and lease negotiations.

4:15 Latest Trends in Insurance for Real Estate & Resort Development
MIKE FORBES, Senior Account Manager, AON Reed Stenhouse Inc., Insurance brokers

SESSION III - CASE STUDIES

Panel Discussion

4:45 Pros and Cons of High Density Development on First Nations Lands: Creative Development on Tsleil-Waututh (Burrard Band) Lands

CHIEF LEONARD GEORGE, Takaya Developments Ltd

*Raven Woods, Seasons, Windsong and Deerfield by the Sea complexes: 600 condos built and 400 under Construction

Mount Paul Industrial Park

FREDA JULES, Kamloops Indian Band

*Over 166 businesses are presently located on the reserve in a serviced area covering 400 acres.

5:25 CONFERENCE ADJOURNS

DAY II - FOCUS ON TOURISM, RECREATION & RESORT DEVELOPMENT

8:30 Opening Prayer - Elder TBA

8:45 Welcome & Opening remarks from Conference Co-Chair

MICK MATHEUSIK- Principal, TREC International Inc., Management and Development Consultants, West Vancouver, BC

9:00 Opening Address

Capturing Market Share in the Growing Eco, Cultural, Adventure Tourism and Recreation Market

RICHARD KRENTZ, President, Aboriginal Tourism Association of BC

9:20 Effective Visioning to Ensure Success of Your Project: The Foundation for Planning, Design Marketing, and Operation

MICK MATHEUSIK- Principal, TREC International Inc., Management and Development Consultants, West Vancouver, BC

SESSION IV - DOING YOUR HOMEWORK IN A DYNAMIC MARKET

9:40 Balancing Environment and Tourism

DR. PETER WILLIAMS, Simon Fraser University

10:00 National Tourism Strategies: Demographics and Trends: Where is the Tourism and Resort Development Market is Headed?

TBA

10:20 Qualifying Resort Development Opportunities: Analyzing market, feasibility and Other Factors

BETH WALTERS, Pannell Kerr Forester, Vancouver

10:40 Networking Break

10:45 Resort Designs for the 21st Century: Getting it Right Through Planning and Design

HARRY MEASURE, Principal, Harry Measure & Associates, Development Planning & Consulting, Whistler, BC.

11:05 New Directions in Tourism and Resort Projects

JOSEPH HRUDA, President, Civitas, Urban Designing and Planning, Vancouver

12:00 KEYNOTE LUNCHEON SPEAKER

Tourism, Recreation, and Resort Development of the Osoyoos Indian Band

CHIEF CLARENCE LOUIE, Osoyoos Indian Band, BC

*The wonderful success of the Inkameep Cellars Winery and Vineyard, the Inkameep Desert Canyon Golf Course, the Desert and Heritage Interpretive Centre, and other accomplishments of this forward thinking and looking First Nation

SESSION V – KEEPING AN EYE ON THE BASICS

1:00 Service training and Quality for the Aboriginal Tourism Industry: All About First Host

RON RICE, Interim Office Manager, BCAAFC

1:25 Marketing in the Resort and Tourism Business: Marketing Your Business with Integrity

KATHY TURCIC & MICHELLE PANTE, KT Communications, Vancouver

2:05 Financing Tourism Recreation and Resort Projects

MEL WOOLLEY, Westerra Consultants, Calgary

2:45 Networking Break

SESSION VI – DEVELOPING ALLIANCES WITH RESORT DEVELOPERS

3:00 Alliances in the Making – Panel Discussion

STEWART PHILLIP, Chief of Penticton Band

GARY JOHN, Chief, Seton Lake First Nation,
AL RAINE, Sunpeaks Resorts

TBA

Squamish Nation and the Olympic Bid

4:15 CONFERENCE ADJOURNS

* (I) Indicates speakers invited, not confirmed to date

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