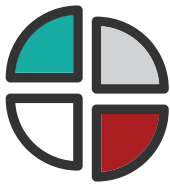




BCT PROJECTS

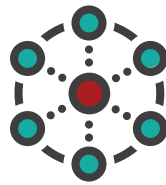
2016 - 2018 REPORT ON BUSINESS

BUILDING MEANINGFUL, ACCOUNTABLE INDUSTRY-INDIGENOUS PARTNERSHIPS



\$31 M

in shared revenues for
Industry partners & communities



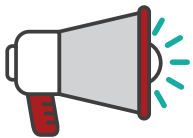
28

Indigenous communities in
the BCT Projects network



12

partnership agreements



“Making sure the values and ideals of the companies and communities at the table are clearly articulated and aligned—prior to establishing any kind of business arrangement—illustrates BCT Projects’ true commitment to helping clients and communities build long-term, mutually successful relationships.”

TIM BELL, VICE PRESIDENT/GM, ARROW TRANSPORTATION TRUCKING OPERATIONS & KAMLOOPS CORPORATE OPERATIONS, ARROW TRANSPORTATION SYSTEMS INC.

BUILDING CAPACITY THROUGH PROJECTS

CONNECT

Industry
and Indigenous
communities

ALIGN

Indigenous community
wants and abilities
and Industry needs

MAXIMIZE

opportunities for
Indigenous communities
to benefit from
current and future
projects in their area

UNDERSTAND

community capacity
and support Industry
to develop projects
that are wins for all

TWO YEARS AGO, I POSTED ON LINKEDIN ABOUT WHAT I PERCEIVED TO BE THE BIGGEST BARRIER TO PROGRESS, DEVELOPMENT, AND PARTNERSHIP BETWEEN INDUSTRY AND INDIGENOUS COMMUNITIES: SPEAKING A DIFFERENT LANGUAGE WHEN IT COMES TO BUSINESS.

I created BCT Projects in response to seeing, year after year, companies and Aboriginal communities struggle to get on the same page and find opportunities to work together. Meaningful engagement is difficult when these groups come to the table with different priorities and realities and are unable to communicate effectively in order to identify shared values. While some might argue little has changed in the past two years, for BCT Projects and the companies and communities we work with, everything has changed!

EVERY DAY I WITNESS AMAZING THINGS COMPANIES AND INDIGENOUS COMMUNITIES ARE ACHIEVING IN PARTNERSHIP,

because they have found a way to hear the world from the other's perspective and are working together to foster and nurture relationships that benefit all.

I didn't imagine that in just two years of operation I'd be working with 10 great companies that walk the talk when it comes to true engagement and inclusion.



LEONARD JACKSON

Or that BCT Projects would have created \$31M in shared revenues for our Industry partners and 28 Indigenous communities in BC and Saskatchewan. Or that these 28 communities (and counting) are also reaping countless other practical benefits from industrial projects now underway.

In this report, we can only highlight a few of the success stories we've been privileged to be part of over the last two years. I will happily sit down with anyone interested to share more! So many potential projects exist for those willing to look for them, and it's this determination to seek opportunities—along with a true commitment from both company and community to build lasting relationships—that makes our work so rewarding.

WHAT WE DO AT BCT PROJECTS ISN'T SOMETHING WE WANT TO KEEP A SECRET; our model and approaches to Industry-Indigenous community engagement are replicable by others. Call us and we'll tell you all about it.



"BCT Projects has helped us build relationships of respect and mutual understanding... and has alleviated some of the fears associated with the engagement process."

BRAD BENNET - WOODLANDS MANAGER, ADAMS LAKE DIVISION, INTERFOR

BCT PROJECTS HIGHLIGHTS: 2016 - 2018



LSLIB / INTERFOR RESOURCE-DEVELOPMENT PARTNERSHIP BCT Projects facilitated and continues to support a relationship between Little Shuswap Lake Indian Band and Interfor that has resulted in countless benefits to both, including a revenue-sharing agreement on the Band's forest license and woodlot; a log-hauling agreement in partnership with Arrow Transportation; a partnership with Horizon North Logistics at the Adams Lake camp; a gravel-crushing contract; the opportunity for forestry-road building; and the construction of a playground in the community.

MFN LAND DEVELOPMENT BCT Projects and Arrow Transportation (with subsidiaries, Arrowhead and NutriGrow) are working with Matsqui First Nation to prepare land for development in a business model that delivers significant benefits to all involved.



MEADOW LAKE 1MW SOLAR PROJECT BCT Projects is working with industry partners, EECOL Electric and Houle, and the Meadow Lake Tribal Council in Saskatchewan to build a 1 MW solar project. This is the first of nine intended projects¹.

HOULE / LSLIB PARTNERSHIP AT MICA DAM BCT Projects is working with Houle and the LSLIB on a project for BC Hydro to replace the roof of the Tourist Information and Switchgear building.

INTERFOR / PIB MEMORANDUM OF UNDERSTANDING In May, the Penticton Indian Band and Interfor signed an MOU focusing on collaboration and co-operation regarding the stewardship of the land and resources in PIB territory. Chief Chad Eneas described the deal as paving a new path for reconciliation.

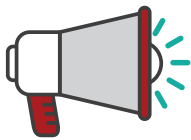
image © Summerland Review



FNCFS BCT Projects is a founding member of the First Nations Capacity Fund, a non-profit society that exists to create training and employment opportunities for Indigenous people in any vocation of their choosing. Learn more at <http://www.bctprojects.com/our-services/first-nations-capacity-fund/>

¹. In partnership with the Saskatchewan First Nations Natural Resource Centre of Excellence

OUR PARTNERS



“BCT Projects has facilitated introductions with six different companies with whom Upper Nicola Indian Band is now engaged.... These relationships have placed UNIB in a strong position to react immediately to project opportunities within our Territory and to participate when those projects are awarded.”

PETER HILTON, EXECUTIVE DIRECTOR, UNIB

Many companies don't have the time to learn a different way of doing business with potential Aboriginal partners and often, Indigenous communities don't have the capacity to meet the ever-expanding requests and expectations of companies wanting to do business.

AT BCT PROJECTS, WE ARE FLUENT IN THE LANGUAGES OF FIRST NATIONS AND INDUSTRY

We work with those who have a genuine interest in learning how to speak one another's language, to build relationships, partnerships, and projects.

LET'S START A CONVERSATION

If your organization is looking for support and guidance in its Aboriginal engagement and inclusion efforts, or you are a Indigenous community looking to develop Industry partnerships to benefit your nation, we want to hear from you.



BCT PROJECTS



info@bctprojects.com



250.571.4339

WORK WITH US

www.bctprojects.com