



Batchewana First Nation of Ojibways

Renewable Energy Department

September 30, 2014

Northern Ontario First Nation Environment Conference

Batchewana First Nation

- Batchewana First Nation (BFN) has reserve lands dispersed over a wide area along the Trans-Canada Highway, from Sault Ste. Marie at the head of the St. Mary's River to Batchewana Bay 80km north on Lake Superior.
- Batchewana is a signatory of the Robinson Huron Superior Treaty of 1850 and the 1859 Pennefather Treaty
- Total BFN membership is approximately 2,500 with approximately 600 living on reserve
- BFN is a member of the Association of Iroquois and Allied Indians (AIAI) and Mama-we-wen, North Shore Tribal Council (NSTC)
- The Band Office employs approximately 100 band members and there are more than 15 companies owned and operated by individual band members ranging from 1 to as many as 50 employees in many industries
- In total, BFN has four reserves including Rankin, Goulais Bay, Obadjiwan and Whitefish Island. Goulais Bay and Obadjiwan are rural communities located north of Sault Ste. Marie along the shore of Lake Superior. Whitefish Island is an important ceremonial site, but is not populated



BFN Renewable Energy Department

- Newly created position in July 2013 in response to the on-going work load of 2 wind farm projects and 2 solar projects
- Several different BFN departments are involved including Batchewana Natural Resources (BNR), CEO, CAO and Ec Dev now with one point of contact in the Renewable Energy Director (RED)
- In July 2014, Dept moved to its own office building and now has staff compliment of 3 – RED, admin assistant and financial controller
- There is enough work to bring on a business development officer in the near future
- Currently the department's budget is utilizing government grant funding – CEOP and AREF – however, distributions from projects will flow in late 2015/early 2016 and which time it not only become self sustaining, but contribute to the overall FN income stream.



Wind Projects

Bow Lake Wind Project *Nodin Kitigan*

BluEarth Renewables Inc.

- Located on Crown Land within the traditional territory of BFN and Townships of Smilsky & Peever, in the District of Algoma, Ontario (80 km north of SSM)
- OPA - 20 year FiT PPA
- 50/50 Partnership
- Approximately 80 FTE during construction and 5-6 FTE for operations
- The proposed Project will include:
 - 36 wind turbines - 60 MW
 - A 34.5 kV above and below ground electrical collector line system
 - Two permanent meteorological towers
 - Access roads, O & M building and a transformer station

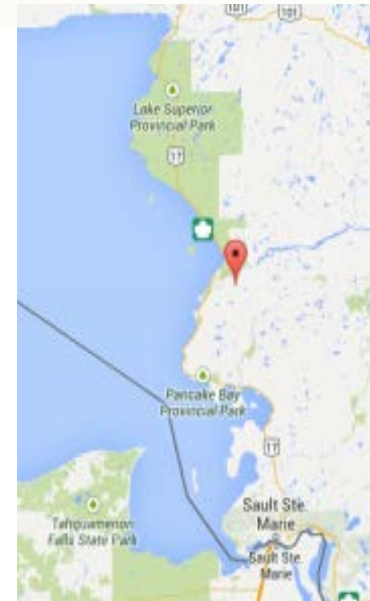
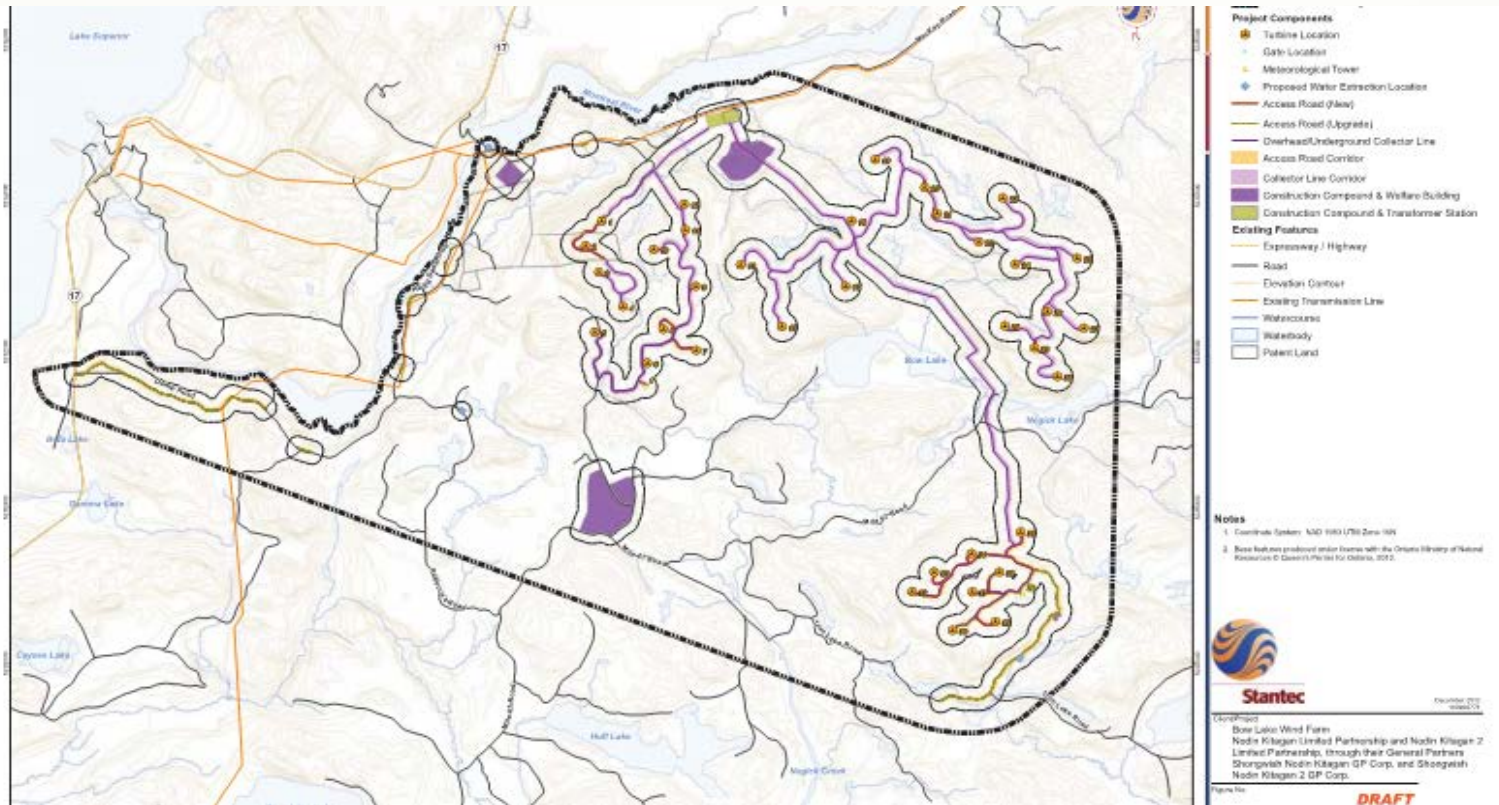
Goulais Wind Project *Chi-Wiikwedong*

Capstone Power Corp.

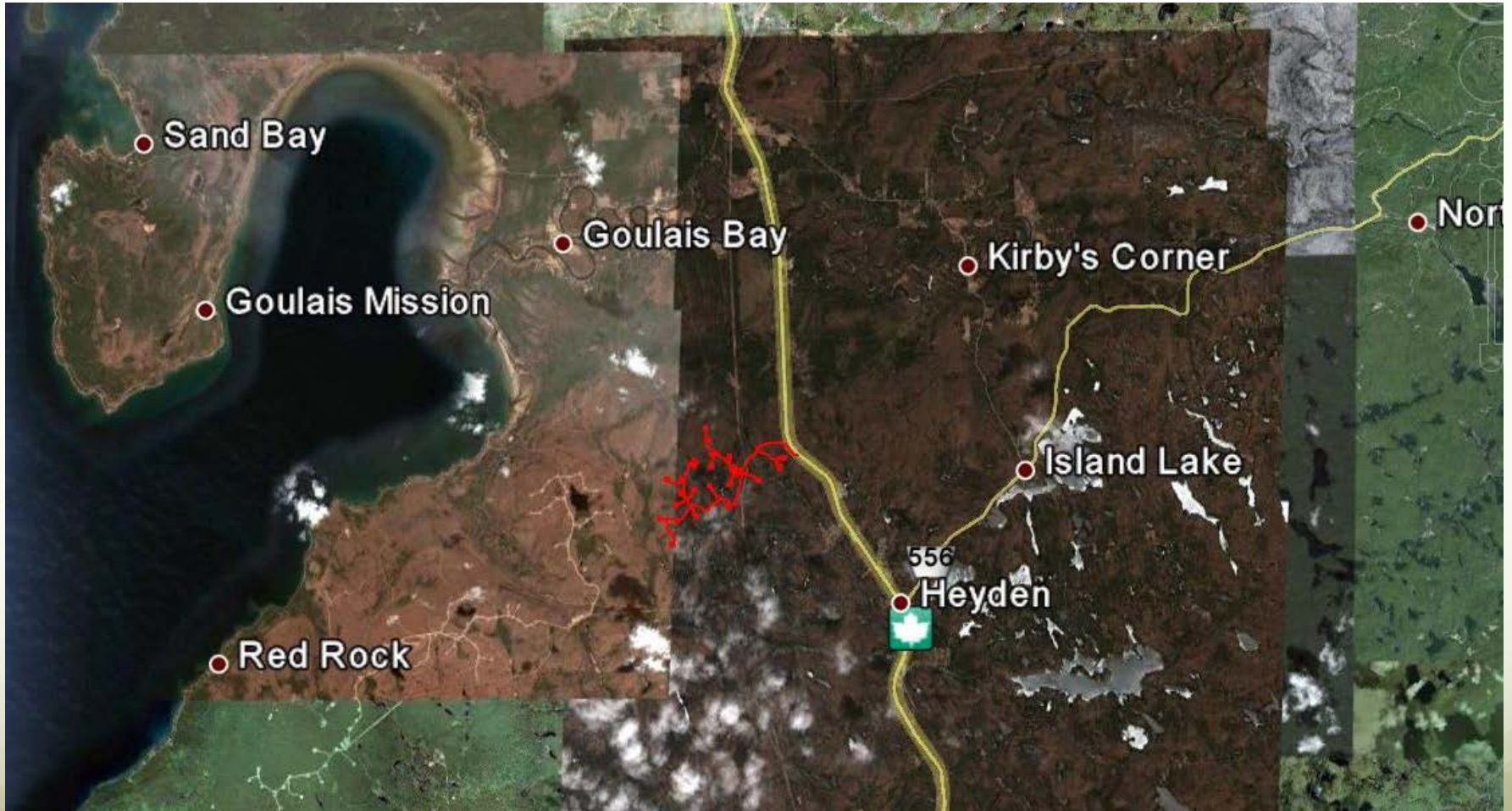
- Located on Private Land within the traditional territory of BFN and 1 km east of the existing Prince 2 Wind Farm, in the District of Algoma, Ontario
- OPA - 20 year FiT PPA
- 51/49 Partnership
- Approximately 40 FTE during construction and 5-6 FTE for operations
- The proposed Project will include:
 - 11 wind turbines - 25 MW
 - Access roads, O & M building on BFN



Bow Lake Wind Project



Goulais Wind Project



Solar Projects

FiT 3.0

Rooftop – Markam, ON
2 Locations

- 700 kW project
- 20 Year OPA PPA
- 50/50 Partnership
- Construction in Spring 2015

FiT 3.1

Rooftop & Ground Mount – BFN
2 Locations

- 550 kW project
- 20 Year OPA PPA
- 51/49 Partnership
- Construction in Spring 2015



Partnering with a First Nation

- **Geography**

Is this particular First Nation the natural “partner” for this project?

- **Benefits**

Are we able to offer tangible benefits to the First Nation?

Is there a “win-win” scenario for both parties?



- **Governance**

Is there a stable and effective leadership and governance in place?

- **Vision**

Does the First Nation’s long term vision and goals align with the project?

- **Skills**

Is there a history of First Nation-led economic development?

Does the First Nation have the sophistication to assess, manage & execute?

- **Values**

Do the two groups share similar values?

Partnering with a Developer

- **Land and Resource Management**

Does this developer understand how we value, manage and protect our territory in the name of generations to come?

- **Opportunity and Prosperity**

Will this developer ensure fair and comprehensive opportunities prevail?

- **Governance**

Does this developer respect our ability to enforce inherent self-governance?

- **Vision**

Will the vision of our community be personified in the results of this project?

- **Skills**

Is there a long term transfer of knowledge and skill to our members?



- **Values**

Will this developer work to change current business models to incorporate the traditional values, teachings and foundations on which our community is built?

Issues and Challenges

Partner

- ▶ Long term relationship building
- ▶ Corporate ownership changes
- ▶ Nuances in negotiating with a Nation / Government for a business partnership

- ▶ **Managing expectations**
- ▶ **Different objectives and risk tolerance**
- ▶ **Recognizing cultural differences mean different business interpretations**

FN

- ▶ Technology learning curve
- ▶ Determining project is aligned with FN's long-term goals & values
- ▶ Ensuring community support/buy-in
- ▶ Availability of funding (ALGP-OFA, CEOP, AREF)
- ▶ Addressing FN environmental concerns
- ▶ Translating cultural traditions to business concepts

Learnings

Partner

- ▶ External advisors helped guide 1st steps
- ▶ Followed BFN protocols for consultation and assessment (environmental, cultural, community)
- ▶ Didn't try to rush it – had to move at same speed as partner

- ▶ **Frank, open and honest discussions**
- ▶ **Timely execution of milestones**
- ▶ **Remaining flexible to deal with unforeseen issues**

FN

- ▶ Respect for partner/developer roles
- ▶ Capacity building to execute and ensure a fair deal (in-house and external advisors)
- ▶ Creation of Chief and Council communication protocol
- ▶ Relationship building with government/funding, agencies and partners

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Question & Answer

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