

# DAY 1: MONDAY

## October 16, 2017

9:00 - 9:20

### Grand Opening

Welcome, Prayer and Introductions

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9:20 - 9:30

### Opening Remarks from the Chair Success stories from the years

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9:30 - 10:10

### The Investment Challenge – *Turtle Island Securities Commission*

Introduction and Trade round One

Throughout the two days of the Workshop, teams will compete to manage simulated portfolios. News will occur at regular intervals, allowing teams to change their portfolio holdings. At the conclusion, prizes will be awarded to the winning teams.

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10:10 - 10:30 **Refreshment Break**

10:30

### Trading round One trades due

10:40 - 11:50

### Organizing Your Trust – *Keith Martell, First Nations Bank*

Ensuring positive outcomes from your trust takes planning and strategic thinking at the outset. Keith Martell has over 20 years of experience as a Trustee and a senior financial services executive and will share his insights and practical experience on what is needed to ensure positive outcomes for your community.se.

### Investment Basics – *Steven Smith, CFA, Beutel Goodman*

This session will cover basic investment concepts and principles.

### Sustainable Investing Toolbox – *Aaron Bennett, Partner, Jarislowsky, Fraser Limited*

Stakeholders are increasingly focused on sustainable or responsible investing strategies. This session will help demystify some of the terms and strategies used by asset owners and managers, as well as discuss various ways to incorporate ESG investing into your Trust's investment practices.

11:50 - 12:10

### Investment Challenge and Results of Round One – Issue 1

12:10 - 1:00

### Lunch and Trade Round Two

1:15

### Round 2 trades must be submitted by.

1:00 - 1:45

**Trust Development and Community Engagement – *Jeff Harris, Myers Weinberg***

For many First Nations, a claim settlement or IBA will represent one of its largest assets, aside from land and people, and may well hold the key to success. Settlements and IBAs are not short-term fixes, but long-term opportunities. Planning how these assets will assist the community is critical and this is where a trust can be an effective tool. This workshop will discuss

- developing your trust in a way that recognizes not only community needs, but community capacity as well.
- how the community can develop the knowledge about trusts so that the trust itself does not become a flash point for community conflict.
- different ways of preparing for change to ensure the trust can adapt to the changing needs of the community.

**Investment Advanced – *Wayne Wilson, Lincluden Investment Management***

For delegates with knowledge and experience in investments. This session will help them build on that knowledge and introduce more advanced concepts and theory.

**Understanding Investment Reports – *Andrew Hoffman, CFA, Leith Wheeler***

Your investment reports should provide a wealth of information that will show Trustees how their investments are doing. Unfortunately they are not always reader friendly. This session will help you understand the information you are receiving and what additional information you can request.

1:45 – 2:05

**Investment Challenge – Results – Issue 2 and trading round three**

Fiduciary Duty is the core of a Trustee's role. This session will explore the elements of this duty and provide examples of how Trustees and Leadership can demonstrate their fulfillment of this duty.

2:05 - 2:50

**Economic development and Trusts – *Tim Tisdale and Tony Italiano, KPMG***

Many communities are examining ways of using their Trusts to support Economic Development initiatives. This session will identify key structures and protections to both enable economic development and protect the long term viability of the trust.

2:50 – 3:10

**Refreshment Break**

3:10 - 3:55

**The Public Fiduciary**

In conversation with Ed Waitzer. This interactive session will explore the role and responsibilities of the Public fiduciary and some of the changes in the regulatory and business environment impacting these roles.

3:55 - 4:10

**Team meetings and Deadline for Round 3 Trades**

4:15 – 6:30

**KEYNOTE SPEAKER - Senator Murray Sinclair**

**RECEPTION**

This is an opportunity to connect with old friends and new friends and have one-on-one conversations with the experts and with other communities.

# DAY 2: TUESDAY

## October 17, 2017

9:00 - 9:15 **Opening Remarks from the Chair**

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9:15 - 10:10 **The Real Costs of Per Capita Distributions – Kelly Rodgers, Rodgers Investment Consulting, Leilani Walkush, Breakwater Investments and Jaimie Lickers, Gowling WLG**

This panel discussion will identify how to calculate the long term financial costs of Per Capita Distributions and the impact on communities of the sudden influx of cash. In addition panelists will identify the strategic consideration that can be incorporated into the design of a Per Capita Distribution plan.

10:10 - 10:50 **Issue 3 Release Team meetings and Deadline for Round 4 Trades**

10:40 – 11:00 **Refreshment Break**

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11:00 – 11:40 **The Structure of the Investment Industry – Kelly Rodgers, Rodgers Investment Consulting**

The investment industry can be confusing with many different participants all trying to win your business. This session will provide practical tools to sort through all the various players and determine which one is best for your trust.

**Real Estate Investment Trusts (REITS) and Real Estate as a Core Component of an Income Oriented Portfolio – Derek Warren, CIM, Lincluden Investment Management**

REITS are becoming an increasingly important part of the Canadian investment landscape. This session will explore the increasing importance of real estate to add income within a diversified portfolio.

**Answering the Question ‘How are we Doing?’ – Sheila Norman, CFA, CGOV Asset Management**

As a Trustee, being well-versed with communicating how the Trust’s portfolio is being managed and how well (or not well) it’s doing is part of your job description. This session will distill investing concepts down to a language you can communicate with your members. The outcome will be you developing greater confidence to have informative conversations and the members feeling equally great confidence that their money is being prudently overseen and managed.

11:40 – 12:15 **“Turtle Island Financial Times” Issue 4 Release, Announcement of results of Trade Round 3 and Team Standings & Team Meetings**

12:15 - 1:15 **Lunch and Team Meetings**

1:15 – 1:30 **Deadline for Round 4 Trades**

**1:30 – 2:15**     **Evaluating the Effectiveness of Trust Spending** – *Keith Martell, Trustee* and *Catherine Twinn, Trustee*  
In real life Keith is CEO of First Nations Bank of Canada and Catherine is a practicing lawyer and Queens Counsel. In their 'spare time' both also act as Trustee on a variety of trusts. This will be a moderated discussion of approaches, tips and tools that Trustees can use to evaluate the effectiveness of Trust spending on programs and services to Beneficiaries and spending on overhead.

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**2:15 – 3:00**     **Non Traditional Investments and How to Value Them** – *Andrew Mitchell, CFA, Ridgewood Capital Asset Management*  
Many Indigenous communities are seeing increased opportunities to invest in non traditional investments, including infrastructure, real estate and private equity. The opportunities that are being presented include Limited Partnerships and Joint Ventures with other Nations as well as dedicated funds offered by the mainstream financial services industry. This session will address some of the key opportunities and risks, valuation approaches and key questions to ask.

**Managing bonds in a rising rate environment** – *Brian Holland, Guardian Capital*

With interest rates beginning to rise this session will examine potential investment strategies for a rising interest rate environment.

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**3:00 – 3:20**     **Refreshment Break**

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**3:20 – 4:00**     **Building Your Team and Leveraging their Expertise**  
Moderator – *Andrew Mitchell, Ridgewood Capital Asset Management*  
Panel – *Kelly Rodgers, Rodgers Investment Consulting, Jaimie Lickers, Gowling WLG, Tim Tisdale, KPMG*  
This panel will explore the opportunities Trustees and Leadership have to leverage the expertise of their professional advisors. By drawing on diverse expertise the First Nation and Trust can create an environment and result where the whole is greater than the sum of the parts.

**4:00 – 4:20**     **Release of Issue 5 “Turtle Island Financial Times” and Announcement of Team Standings**

**4:20 – 4:30**     **Closing and Door Prizes**