



Mineral Exploration Roundup 2012

Increasing Project Certainty through Respectful, Honest and Trusting Relations

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What Will We Talk About Today?

- Why Are “Positive Relations” Important?
- Aboriginal and Business Cultures
- Legal Cases That Set the Stage
- C3’s Suggested Principles
- How Do You Foster “Positive Relations?”
- Consultation and Accommodation



Why Are Positive Relations Important?



- Aboriginal People are the most powerful ally
- Aboriginal People can be the most powerful “deterrent”
- Cost/benefit analysis of positive relations
- Negative relations – what do they deliver ?

First Impressions

- Contact Options
- Maps, Binders and Forms
- Who's Backyard ?
- Your Timeline vs "Their" timeline
- Negative Relations vs Positive Relations
- Size of Project vs Consultation Efforts
- Listening vs Telling



Business Approach

- Trust and Respect
- Certainty
- Benefits
- Positive Company Reputation
- Protection of the Environment
- Sustainability



Aboriginal Approach

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Calder Decision

Aboriginal Title is rooted in:

“Long time occupation, possession and use”
of Traditional Territories

- Right to exclusive use and occupation of the land
- Right to choose use of land
- Inescapable economic component

Delguumx and Haida Taku River Tlingit Decisions

- Consultation clarity
- Duty to accommodate
- Key role of governments
- No “veto right”



Litigation

- Should be avoided
- No certainty
- Painfully slow
- Won't deliver “absolute clarity”
- Win or lose, future more challenging

C3 Ten Principles of Aboriginal Relations





C3's Ten Principles

- 1) Recognizing traditional territories and areas of cultural or heritage interest.
- 2) Accepting that Indigenous Peoples can have overlapping or shared territories.
- 3) Supporting the conclusion of fair, affordable and reasonable treaties.
- 4) Respecting the diversity of interests and cultures among Indigenous Peoples.
- 5) Respecting the internal affairs of indigenous governments.
- 6) Sharing a common commitment to sustainability and respect for the land and its resources.
- 7) Recognizing that Indigenous Peoples have varying interests and objectives in relationships and cooperative ventures.
- 8) Acknowledging there is a shortage of capital to involve Indigenous Peoples in cooperative ventures.
- 9) Encouraging the enhancement of Indigenous Peoples' capacity to develop training, employment and business opportunities in the resource sector.
- 10) Supporting Indigenous Peoples' aspirations in securing economic development.

1. Recognition of Traditional Territories

- Duty to consult
- Need to know who to meet
- Operate in their “backyard”
- “Meet” downstream Bands?



2. Recognition of Overlapping / Shared Territories

- Can be created by intermarriage
- Business would like “one” relationship
- Misunderstanding if say 110% of BC claimed



3. Supporting the Conclusion of Treaties

- In many areas of the world treaties have not been settled.
- Supporting the conclusion of fair, affordable and reasonable treaties.
- In some cases treaties are not fair.

4. Respect for Cultural Differences

- 605 Distinct Aboriginal Bands in Canada
- Preparation to explore for resources in other countries

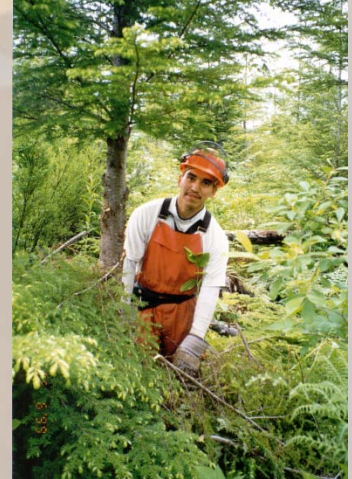
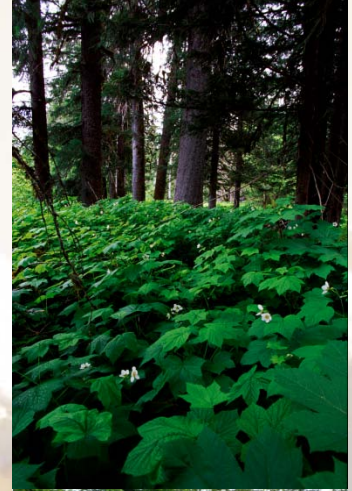


5. Respect the Internal Affairs of Aboriginal Governments

“Do NOT get involved in internal Band conflicts, play favourites or seek to isolate supporters or critics of your project”

6. Sustainability and Respect for the Land

“Most Bands do not believe companies are committed to sustainability and respect for the land”



7. Varying Interests and Objectives

- No one standard template
- Huge differences
- Success will take time, commitment, trust and respect

8. Shortage of Capital

‘Most Aboriginal Communities will not have the capital to “invest”’



9. Enhance Capacity for Training and Employment

- Opportunities for companies and bands to work together to secure funding



10. Support Aboriginal Economic Development

- Support aspirations to secure economic development
- Training, employment and business opportunities are often one of the areas of most interest in local communities.

Value in Building Positive Relations?

- Boosts Aboriginal, government, NGO, regulator and public support
- Supports market interest
- Provides investor and market confidence and value



How Do You Foster “Positive Relations”?

- Common courtesy
- Honesty and integrity in all dealings
- Open, honest and consistent communications
- Good business practices



“Credibility and trust are built over the long term and can be lost in a day”

Learn About The Community

- Research history of recent projects
- Explore local culture and heritage issues and concerns
- Learn about local labour force and businesses



Before Contact

- Learn about Band Governance structure
- Learn about asserted traditional territories
- Explore sensitive environmental and cultural issues
- Community priorities



Making Contact

- In person
- Senior personnel at first meeting
- Commit to meet early and often
- Your timeline vs their timeline
- Requesting access to “their backyard”
- Do not rush
 - further delays and possible unrest



What To Say

- Sincere gratitude to be within Traditional Band Territories
- Communicate with respect and integrity
- Outline company “hopes”
- Explain company vision
- Discuss possible timelines
- Minimize use of technical maps and presentations
- Is there opportunity for change?
- Listen carefully to questions and provide “clear” answers
- Promise less, deliver more

Communicate Regularly

- Company plans and status
- Possible risks and opportunities
- Explain clearly! And simply
- Listen carefully
- Apprise Bands of all activities and changes of plans
- Prepare to share opportunities and benefits



Communication Provides

- A better project!
- Community trust and goodwill
- Manages expectations and “rumors”
- Balances social, economic and environmental needs
- Fosters support and cooperation
- Incorporates ideas and solutions to local concerns early in planning
- Increases understanding of local culture and heritage

Launching a Successful Outreach

- Orally based intuitive culture
- Plan series of “longer” visits and meetings
- Leave maps, plans, etc. behind



Meeting Delays



- There can be delays
- Hunting, fishing, family functions always take precedence over business meetings
- Key contacts are often extremely busy and dealing with more pressing issues

Company Should

- Be consistent in approach
- Live up to commitments
- Meet with Elders and other community members
- Consider community walk about
- Reflect Aboriginal input in their plans
- Include Traditional Knowledge
- Financial support?



Summary

“Resource development projects will face challenges if local Aboriginal Peoples do not support the project. Aboriginal communities and developers that work together can develop projects with mutual benefits and certainty.”

Time + Trust + Respect = Increases Certainty



THE END

Thank you!

C3 Alliance Corp

www.c3alliancecorp.ca

“C3 Alliance Corp. is focused on creating mutually beneficial relationships between Indigenous Peoples, businesses and governments based on trust, respect, and a commitment to create benefits and certainty.”