



# **Request for Expressions of Interest**

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# **Indigenous Forest Management Strategy**

**Deadline for Submission: October 30, 2019**



### **Strategy Objective:**

The Qalipu Development Corporation (QDC) invites qualified individuals or consultants to submit a proposal for the development of an indigenous forest management strategy. **This may be either an external consultant or internal, term-based position.** This strategy process will research, provide relevant commentary and recommendations on how the QDC can increase its long-term commercial interests in the forest sector. Working with senior QDC staff and its Board of Directors to provide ongoing expertise and technical capacity enhancement during the project will be a key deliverable.

### **Background:**

The Qalipu First Nation (QFN) has approximately 23,000 members, making it the single largest band in Canada. It encompasses 67 communities spanning 465km in western and central Newfoundland. The Qalipu Development Corporation (QDC) was established by the QFN as an independent corporate entity to pursue commercial revenue sources for the QFN. The QDC is currently pursuing a range of business activities across multiple sectors including the fishery, commercial real estate, aerospace/defense and forestry.

In 2018 the QDC participated in the Newfoundland government's cabinet committee appointed process to develop key strategies for long-term forest sector development and employment creation. The QDC is signified as either a lead or co-lead partner in 8 of 32 action items. This EOI process is intended to develop a comprehensive QDC road map strategy to identify capacity gaps, resources needed and commercial forestry opportunities specific to the QDC and QFN.

### **Project Overview:**

The QDC has identified several key pillars of activity which are considered to be essential for greater First Nation integration into the forest sector. Briefly, they are as follows:

- (1) Recognition of First Nation access to the forest resource.
- (2) Provide First Nation access through ownership, license, tenure or joint-venture arrangements.
- (3) Recognition of formalized charters as formal mechanisms to establish indigenous 3P partnerships.
- (4) Institution of provincial indigenous training and industry funding programs.

These pillar components are based on best-practice activities existent between government, industry and First Nations across the country. Accordingly, the completion of an indigenous forest industry development strategy would largely function as a critical path for increasing the QDC's commercial holdings and revenue streams based on future forest industry involvement.

### **Deliverables/ Scope of Work:**

The successful proponent shall/will be responsible for;

- Completing a jurisdiction scan of successful First Nation forest business models.
- Undertaking directed consultations with senior industry, federal and provincial government officials and indigenous organizations.
- Assessment of current Qalipu commercial opportunities and resources required.
- Identifying potential First Nation long-term tenure arrangements and royalty regimes or ways to incentivize 3P joint-venture partnerships.

- Overlooking and making recommendations on existing complex business and commercial arrangements; providing capacity building support to existing QDC staff for duration of the project.
- Provide analysis and recommendations on strategic post-secondary institution partnerships, training and applied research supports.
- Identifying human resource and capacity requirements for the QDC to implement forestry strategies over a 3-5year period.
- Developing a comprehensive QDC forest strategy with recommendations and costs.
- Prepare formal application for the federal Indigenous Forestry Initiative (IFI).
- Hard deliverables to include final strategy report (both electronic and hard copy); completed IFI documentation and PowerPoint overview.

### **Terms of Submission**

Interested parties must submit a proposed statement of work including timelines and costs no later than **4:00 October 30<sup>th</sup>, 2019** to the following address:

Qalipu Development Corporation  
1 Church Street, Corner Brook NL  
A2H 2Z4  
Attn: Mabel MacDonald, Business Co-ordinator  
[mmacdonald@qalipudevelopemnt.com](mailto:mmacdonald@qalipudevelopemnt.com)

Questions regarding this EOI may be forwarded to:  
John Davis, QDC General: [john.davis@qalipu.ca](mailto:john.davis@qalipu.ca)

***The Qalipu Development Corporation is not bound to accept the lowest priced or any of the submissions presented. It also reserves the right to consider any combination of external consultant, internal term position or other expertise as deemed appropriate.***