



CFE Business Development Forum

PICFI Enterprise Development

November 15, 2016

[2016-17]

- Organization/Management Update
- Shift / Focus Government
- Opportunities & Things to Watch for
- Program Renewal
- PICFI Enterprise Development
 - Operational Support
 - BDS and PCFDI
 - External Business Services
 - Challenges
 - Way Forward

Organization Changes – Sept 2016

■ **Aboriginal Programs Directorate**

(Previously known as Treaty & Aboriginal Policy Directorate)

- **PICFI (Enterprise Development, Collaborative Management, Enhanced Accountability)**
- **AFS, AAROM, AFSAR**
- **Aboriginal Negotiations Unit (Treaties and Reconciliation)**

- **Focused management - Aboriginal Programs / relationships**
- **Effectiveness, aligning with units in NHQ**
- **Coordination with other DFO units, gov't depts.**

[Shift & Focus in Government]

- Aggressive, busy year
 - Indigenous focus
 - Implementation of Mandate Letter
 - Several Minister visits
 - Increased efforts on relationship building, Engagement and Consultation
 - Launching of initiatives that include Indigenous participation, involvement

[Other Gov't Initiatives]

- TC Oceans Protection Plan
 - \$1.5B ... \$300M / year over 5 year
 - Coastal Marine Response
 - First Nation Engagement, Involvement
 - Search & Rescue, Marine response, waterways management
- Science Partnership Fund
- Engagement & Consultations
 - MPAs, WSP, PST Renewal, Fisheries Act, etc
- ESDC – more later
- INAC – Business & Economic Development

[PICFI Program]

- Expiring Mar. 2017, 10 years of programming
- Efforts underway for extension options
- External – advocating for the program
- Internal/external analysis/views - **Not done yet**
 - Sustainable CFEs
 - Obtaining more access, % of higher valued access
 - Employment, revenues
 - Aboriginal participation
 - Partnerships – industry, finance, business sectors

[PICFI 2016-17]

- Projecting - Fully utilized PICFI budgets
 - BDS: **\$9.375M**
 - PCFDI: **\$2.5M**
 - Operational support: **\$3.25M**
 - Business services & development: **\$1.5M**
 - Total: **\$16.63M** (last year = **\$15.6M**)
- Trends
 - Process improvements, streamlining
 - Funds utilized, distributed earlier
 - Equity investments, leverage (achieving at least 10%)

[Challenges]

- **Intense-aggressive** 2nd yr. BDS and PCFDI
 - Tighter timelines
 - Lack of professional network within specialty areas
 - Several “testing the waters” type of projects
 - Higher volume of proposals of varying strengths
- Second year of strengthened external services
 - BDT & TPE
- Communications - guidance and advisory
- **Financing, equity, leverage (less this fiscal)**
- **Unknown PICFI future**

Opportunities and the Way Forward

- Program Renewal
- Lessons learned from BDS / PCFDI
- Continuing partnerships - financial, business sector
- Maximizing and applying flexibilities on communal commercial access / agreements
- Developing more incentives
- Ongoing client services (internal and external)
- **Contingency planning** – internal / external
- **Develop/carry forward** Program tools & methods



Thanks!

Q&A?