



**FNL**

First Nations Limited Partnership

# Partners Not Impediments

Lessons from the First Nations Limited Partnership

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Robert Metcs

*Havlik Metcs Ltd.*

# FN (PTP) Group Limited Partnership

- The First Nations Limited Partnership (FNLP) is a commercial entity comprising all the 16 First Nations whose territories are traversed by the Proposed Pacific Trail Pipeline (PTP), the pipeline component of the proposed Kitimat LNG project



# FNLP Agreement with PTPLP and British Columbia

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- Over \$1 Billion in financial and other economic benefits could flow to the First Nations limited partners from agreements executed by FNLP with the PTP proponents and the Government of British Columbia in February 2013
- These agreements also ensure direct accountability by PTP proponents to the FNLP First Nations on matters related to environmental protection and construction safety
- PTP was the first, and remains the only, LNG-related natural gas pipeline project in British Columbia with 100% First Nations support

# Key Lessons from the FNLN Experience

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1. **First Nations should be viewed as potential commercial partners rather than as potential legal impediments**



- A business rather than a legal perspective
- Engagement rather than management

2. **Early engagement with First Nations on a commercial basis can reduce project risks and create value for all parties**



Value is determined by three factors:

- The size of the anticipated returns
- The date these returns will be received
- The risk that is taken to obtain these returns

3. **The engagement process should be structured to provide First Nations with a meaningful cost-benefit analysis**



- A commercial structure and approach were adopted to negotiate potential economic benefits as a collective
- Each FNLN Nation acted independently regarding other matters related to the project (i.e. environmental and rights and title issues)

4. **First Nations and industry can benefit from engaging directly with each other**



- Industry and First Nations do not have to structure their engagement to fit within government-mandated consultation processes
- All elements of the project value chain should be involved in the engagement process

# Final Thoughts

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**“Nature can say no, and it can say maybe.  
It never says yes.”**

- Albert Einstein

## **Key Takeaways:**

- Partners Not Impediments
- Engagement rather than Management
- Engage Early, Engage Directly, Involve Everybody
- Don't Look to Governments for Certainty