

## SUMMARY

**2<sup>nd</sup> Annual Forest Industry Conference and Workshop: Non Timber  
Forest Products - Creating Community Based Business Opportunities  
October 2 - 6, 2006**



**Prepared by Beatrice Lepine  
Forest Resources, Hay River, NWT**

## INTRODUCTION

Following the delivery of a Forest Industry Conference and Workshop on Timber in Fort Providence, NWT in 2005 the Forest Management Division delivered a second workshop on Non Timber Forest Products (NTFP), an increasingly important sector of the northern economy. This report describes the activities that took place to meet the goals and objectives of the conference and workshop. The report also provides an evaluation by participants, makes recommendations on future education and training efforts in this sector of forest industry and lays out a five-step plan for implementing some of the recommendations from the discussions.

## BACKGROUND

A widely accepted definition of NTFP is; *'all goods derived from forests of both plant and animal origin other than timber and firewood'*. In different parts of the world the list of these products varies considerably. Generally though, a list of NTFPS would include: mushrooms, berries, birch sap syrup, floral greens, medicinal herbs, forest crafts, and landscaping products among others. Animals, animal parts, wild game and tourism products focused on forests are included in the definition. First Nations and Metis people of the NWT have a long history of traditional use and trade in NTFPS.

In recent years the NTFP industry has grown considerably. As the demand for NTFPs grows in Canada and internationally, northerners have the potential to participate in a viable economic opportunity, that supports their interests in sustainable community based economic initiatives. In order to realize the potential many issues regarding a northern NTFP industry must be addressed. These include: resource management concerns, land claims, land ownership and tenure issues. Research is needed in the area around harvesting and traditional uses, and product and market development. The social questions concerning traditional (non-commercial) NTFP uses and the cultural and spiritual values of

NTFPS and aboriginal people must also be considered. This second annual conference was intended to start the process of addressing some of these questions.

The conference was funded by the Forest Management Division; with in-kind support provided by Industry, Tourism and Investment, and financial support from conference partners DIAND, and Natural Resources Canada through the First Nations Forestry program. Our thanks are extended to Pat Crozier of DIAND and Lorne West, FNFP for their assistance in obtaining this necessary support and to the staff members from ITI and ENR who participated as presenters.

## **PURPOSE AND GOALS**

The purpose of the conference was to explore the potential for the development of northern community based business opportunities in the NTFP industry. This conference was linked to the 5 goals of the Strategic Plan of the Department of ENR:

- a strong northern voice and identity
- Healthy educated people living in safe communities
- Well-governed, sustainable communities and regions able to fulfill their potential
- A diversified economy that provides northerners with opportunities and choices
- Care and protection of the natural environment

The conference was also linked to a key goal of the Forest Management Division: the appropriate and sustainable development of NWT forests.

## **SUMMARY OF CONFERENCE AND WORKSHOP SESSIONS**

Building upon the success of the 1<sup>st</sup> Forest Industry workshop and conference held in Fort Providence, NT in October 2005, the 2006 event promised an in-depth look at non-timber forest products and the potential for increasing community based business opportunities.

Experts in the field of NTFP research, marketing and production were contracted to deliver the key NTFP information sessions. Most of them came from southern Canada as the expertise in the marketing and selling of NTFPs in the mainstream marketplace is not available in the NWT.

Employees with ITI and ENR delivered some of the information sessions related to government programming and services. Peter Redvers, Cross Current Consulting facilitated the sessions and worked with participants on the final day to discuss the next steps for NTFP development in the NWT. See APPENDIX ONE for speaker/presenter biographies.

Short workshops in developing business skills, forecasting, budgeting and marketing were provided along with presentations on business case studies. The objectives were to provide participants with some ideas, knowledge and skills to assist them in expanding or starting businesses in the non-timber forest industry.

Supplementing the conference sessions were two activities designed to enrich the participants' knowledge and experience; these included a half-day medicinal plant tour of Twin Gorges Park led by a Dene elder and a day long craft session where the participants were taught how to make a basket; birch bark, willow and spruce root. The artisans chosen to deliver the sessions were brought from other parts of the NWT to deliver the skills training which was not available locally. Efforts were made to acquire a local artisan without much success.

Hay River was chosen as the locale to deliver the workshop and over 20 participants registered and attended the conference. See APPENDIX TWO for participant evaluations and APPENDIX THREE FOR a list of participant names.



Cody Punch, Isidore Simon, Roger Fraser at Twin Gorges Park.

#### **DESCRIPTION OF CONFERENCE SESSIONS**

Most of the conference sessions were delivered lecture style to the main group in the conference meeting room. The following provides some information about the main points covered in each session. The sessions described below follow the general format laid out in the agenda. See APPENDIX FOUR for the agenda.

**Session: Overview of NTFPS/Canada NTFP Network – Tim Brigham – Royal Roads University, Victoria, BC – 45 min.**

Mr. Tim Brigham spoke about the work of the Center for Non Timber Forest Resources and the comprehensive services they have provided on NTFP development in BC and in Canada. The session also included definitions and descriptions of the multitude of NTFP products in the marketplace, the reasons for valuing the sector and ease of entry for community members, youth, women and elders. The session covered the challenges of making it in the industry, marketing, and the growing national interest in establishing a Canadian NTFP Network to advocate for the sector.

**Session: NTFP – The BC Experience – Non Timber Forest Products in British Columbia Tim Brigham – Royal Roads University, Victoria, BC – 45 min.**

This session by Mr. Brigham focused on the NTFP industry in British Columbia. The industry contributes over 100 million dollars at the local harvester level to the BC economy. There was discussion about some of the challenges of working in the industry including lack of capacity, conflicts between the timber harvest and the NTFP sector, and some solutions.

**Session: NTFP - The Manitoba Experience – Dave Buck – Buck Enterprises Brandon, Manitoba – 60 min.**

Mr. Dave Buck has considerable experience in the NTFP sector, recently retiring as the Director of the Northern Forest Diversification Centre (NFDC), a Community Economic Development initiative in Manitoba. This presentation related the state of NTFP development in Manitoba and how the NFDC has assisted communities to generate income through training, industry support, marketing and business development.

**Session: NTFP – Markets: Current, New and Emerging – Dave Buck – Buck Enterprises – Brandon, Manitoba - 60 min.**

This session focused on Dave Buck's personal perspective on taking NTF products from the backyard to international markets. Dave gave some ideas for taking products to the marketplace, locally and internationally. How value added processing increases market opportunities. How products like the herbal teas and salves, lingon berry fruit bars, herbal teas and salves have found a niche in the marketplace through some savvy marketing.

**Session: Lone Wolfe Resources – Native Plant and Herb Farm – Wanda Wolfe, Phippen, Saskatchewan – 60 min.**

A description of the establishment of Wanda Wolfe's Native Plant and Herb Farm, an NTFP business in Saskatchewan. How Ms. Wolfe carried out research and planned the type of herbs to grow on her farm, how she marketed and developed new markets for her herbal and medicinal products and reviewed and refined her products to achieve good sales results.

**Session: Herbals/Botanicals/Herbals – (What Can Canada Offer?) – Wanda Wolfe, Lone Wolfe Resources – 60 min**

A very detailed description of the kinds of wild and natural products Canada can offer to the international marketplace. The systems and processes that can certify and protect Canada's reputation and interests in the marketplace, including product certification, traceability standards, HACCP, and what is needed to improve participation and benefits in the NTFP sector.

**Session: Capacity Development and Training – Tim Brigham – Royal Roads University, CNTR, Victoria, BC – 45 min.**

Information was provided on the results of a study that had been carried by the Centre For Non-Timber Resources and the George Manuel Institute, and the

Neskonlith Indian Band, on Education and Training Needs for First Nations; to enhance their ability to participate in the NTFP sector. A review of existing education and training programs, types and reasons for NTFP harvesting, business development concerns, and resource management concerns were also dealt with through this study process. Recommendations for how to help First Nations enhance their participation rates in the NTFP sector were also developed and many of those have direct application to northern conditions.

**Session: Commercial Opportunities From Wild and Cultivated Specialty Mushrooms in the Northwest Territories – Marcus Thormann – Canadian Forest Service – Natural Resources Canada, Edmonton, AB – 1 hour**

This presentation explored the presence and economic values of various species of commercial fungi (mushrooms) in the northern boreal forest. It included a description of the markets, mushroom cultivation and nutritional and health facts. There is a strong demand for wild mushrooms for both the gourmet and the medicinal markets. The NWT has several species of mushrooms that are of commercial interest.

**Session: Sustainable Harvesting - (Sustainability, Ethics and Certification for the Non-Timber Forest Products Sector) – Dave Buck and Tim Brigham – 45 min.**

The presentation addressed sustainability issues in the NTFP industry in the south and the need for a code of ethics for wild harvesting. The code would provide clear guidelines for harvesting behaviors and practices and establish a body to address industry problems related to non-compliance.

**Session: NTFP Industry Regulations – Tom Lakusta, Forest Resources and Darren Campbell, Fort Providence Resource Management Board – 30 min.**

This session examined the extent of regulation, management, and protection initiatives, and measures that exists, for the management of NTFPs in the NWT. The presenters also covered processes involved in enacting new regulations including making the case for regulation, deciding what species or sector of the industry requires regulation and ensuring that community is adequately consulted.

**Session: Field Work – Medicinal Plant Tour at Twin Gorges Park – Margaret Leishman, Elder – KA' A'GEE TU First Nation, NWT – 3 hours**

The purpose of the field tour was to engage participants in an appreciation for their forests, and how for thousands of years Dene harvested plants and animals to meet their social, cultural and spiritual needs. Margaret's style of teaching and respectful manner made this a very enriching experience. The participants saw examples of common forest plants and learned which were used to treat common ailments like colds, flu, stomach complaints and headaches and more serious diseases.

**Session: Purpose/Elements of a Marketing Plan & Producing a Marketing Plan (Group Exercise) Gwen Robak – Golden Management – Hay River, NWT – 3 hours**

This session provided an overview of the business of marketing and engaged the participants in developing a marketing plan for one of the non-timber forest products samples provided to them. The AV presentation covered such elements as; market demographics, market needs, trends, growth, SWOT, competition, marketing strategy, marketing mix and pricing choices.

**Session: The Arts Industry in the Northwest Territories – Carla Wallis Industry, Tourism and Investment (ITI) , GNWT, Yellowknife, NWT - 30 min.**

An overview of the NWT Arts Strategy, vision and goals and the role of ITI in supporting the arts industry was delivered. There was some discussion about the artists' database and efforts by the Department of ITI to improve marketing for Arts and Fine Crafts. E-commerce solutions, a recent initiative is helping artists to market more broadly using the Internet.

**Session: NTFPs and the Northern Economy – Gene Hachey – ITI – Hay River, NWT – 30 min.**

This presentation examined the state of NTFPs industry development in the NWT; basically, the level of NTFP harvesting cannot be quantified but it is thought that the arts and craft sector is where most of the harvest is going. The GNWT is currently involved through ITI support for the A&C sector and ENR in forestry development. Steps to further development will require baseline data surveys and inventory and community consultation. Good potential exists for the future expansion of this sector.

**Session: Financial Planning: Budgeting and Costing – Kevin Todd, ITI, Yellowknife - 2 hours**

Information was presented on how to carry out budgeting and pricing for a small business. The presentation included information on fair pricing, variable and fixed costs, cost categories, and developing a cash budget. Kevin used costs provided by a basket maker to make the reality of budgeting and pricing more realistic for the producers in the room. The presentation also included ideas for leveraging and selling your products. Exercises on pricing were included.

**Session: Contribution Programs: Funding Sources for Business Start-up and Expansion – Mike Mageean – ITI, South Slave Region, Hay River, NT – 30 minutes**

Mr. Mageean provided information on ITI's various programs available to assist the small entrepreneur for startup and expansion. Aboriginal Business Canada was not able to provide someone to deliver a presentation, however copies of slides were provided to the participants.



A mushroom find at Twin Gorges

## WORKSHOPS

The workshops were held at the Don Stewart Arena from 8:30 to 5 PM.



**Session: Willow Basketry Workshop – Instructor Cathie Harper of Northern Willow Studio – Yellowknife, NT**



**Session: Spruce Root Baskets – Instructor Sophie Punch – Trout Lake, NT**

**Session: Birch Bark Baskets – Instructor Cody Punch – Trout Lake, NT**

Participants at the conference chose one of the basketry workshops to be involved in for the day. Many of the participants were able to finish a small project or be close to finishing by days end.

The purpose of the sessions was to help participants develop an appreciation for the skill and knowledge required to practice some of these traditional fine arts and crafts.



**WENDY CAYEN AND MARIE THOMAS – birch bark basketry**

As there were spaces available in the workshops the community was canvassed and a few people showed up and participated in the offerings.



**Marie Thomas - birch bark basketry**

Representatives from the cultural program at Diamond Jenness indicated their interest in seeing the Division hold accompanying workshops in the schools wherever the NTFP program is delivered next time.



**LOUIS CONSTANT – willow basket**

There is a certain joy and satisfaction that comes from making something with your hands and this was evident among all of the participants in the sessions.



Marcus Thormann - spruce root basket



**Chief Karen Felker - Birch bark basketry**

The Chief of West Point took time from her busy schedule to participate in the birch bark basket workshop.

## NEXT STEPS FOR NTFPS IN THE NWT

A facilitated discussion was held with conference participants on the last day of the conference, October 6, 2006 on the next steps for NTFPS in the NWT. A framework to guide discussion was developed by Peter Redvers and used as the model to deal with some key points.

### KEY POINTS

- Community Awareness/Consultation
- Development of Regulations/Policies
- Research and Inventory
- Business Planning
- Training/Mentoring

#### Community Awareness

- Understanding of NTFP
- Fine Crafts
- Food Products
- Medicinal / Health Products

#### Community Consultation

- Interest? No Interest?
- Concerns / Issues / Focus
- Community recommended protocols / guidelines

**KEY QUESTION:** How can information best be provided to communities to allow them to decide whether and how they are interested in establishing a local NTFP cottage industry?

## **RESPONSES:**

### **From participants:**

“Build community awareness – shouldn’t be sending raw product south. Sell secondary products. Get own people producing the products. Like the fur program – could guarantee prices for products. GNWT could act as broker”.

“In Fort Resolution, focus is on timber, never heard of NTFPS before. Elders would disagree and would not approve of using it commercially. Education is key. This has to be discussed at the community level”.

“Have same kind of workshops but include more community people. Would be better to have more local involvement. Regs need to be built upon traditional knowledge – traditional laws. In NTFPS woman are not allowed to do certain things. Gender barriers, lots of traditional barriers that are adhered to. There are traditional laws. Need to look at water too”.

“Healing is the first step for all people; aboriginal and non-aboriginal. This way we would be able to do the right things for ourselves and have respect and honor for all things man, animals, winged and medicine. After the healing, aboriginal will go (work) towards learning, understanding and accepting change. Education, training to develop personally, academically and corporately. People need to work on issues such as trust, racism, discrimination, respect, truth, honor, courage, etc. Partnership means equal partnership, learn and participate in natural law, territorial law, municipal law, federal law and Aboriginal law. There are such things as cooperation, support helping that we need to understand. Participate in aboriginal ceremonies. Be aware of long-term goals and agreements examples, self gov’t, land claims, tax issues. Talk openly about real issues and concerns. Do not come to the table with a hidden agenda such topics

as what is going on or what happened are; elders making agreements not to sell medicine plants that is needed for ceremonies for healing for sick people; pharmaceutical companies turning around picking all the medicine and manufacturing them and making big money. The elders need protection of the traditional knowledge and property. Sort out what you can sell or manufacture. Find out what is sacred. Protect tracts of land that holds sacred plants. Help and support declaration of sacred land and protection of plants. Self gov't and land claims means land, air, water, fire etc. Self gov't and land claims means health".

"Thought info was good. Involved with tourism and market garden. Lots of red tape. NTFP always been around. Communities need to promote it. Many communities have active involvement. People are afraid of unknown, but if people will learn about regs/business, etc it will help rather than hinder. No incentive to claim cash income because it will negatively affect income support and pensions".

"Awareness needs to be community driven".

"Next steps is a subject for next year - why I wanted to talk about conferences from previous years. Funding available from DFN. Royalty Funding to promote business. DC was only group to look at pipeline corridor. NTFP - no policy in place. Has to be a community driven process, Need to know how much timber, how much bugs, how much fire? Community needs to be a driver – need leader support".

## QUESTION 2:

### Development of Regulations / Policies

- Based on community consultation
- Driven by community interests / needs / protocols
- Established by GNWT and/or NTFP industry body (ex. Producers Co-op)

### Regulation Issues (see Tom's notes)

- Access
- Sustainability
- Licensing
- Monitoring
- Quality control
- Other?

**KEY QUESTION:** What types of territorial regulations / policies can be put into place to support community-based NTFP development and protect communities from unwanted NTFP activities?

## RESPONSES:

### From Participants:

“Regulations are important, for example, in Buffalo River, other people from Alberta are coming and fishing out the area. It is very important to have regulations in place to protect fish from over-harvesting. Decision-making needs to come from community groups and umbrella governments. Education is vital, start with the youth”.

“Honor, respect and celebrate. Sometimes, there is too much emphasis on policy and regulation. Exploitation is going on down south”.

“Nothing in place to prevent exploitation. Want to have some control over people coming in to take NTFPS. Need to put something in place to ensure respectful use”.

“There is no regulation. It’s a problem. People from south request fire maps so they can come and pick mushrooms. Don’t need a land use permit to pick mushrooms. Perhaps resource boards should be addressing it”.

“Need to understand lack of regulations. For moose, need guide, export permit, non-residents license. Outfitters worth \$15M. No permits needed for NTFP – someone could recruit 200 berry pickers and take all berries and leave nothing for community”

“Lots of talk about production and harvesting of NTFPs. Missing component is cultural part. Easier to talk about business aspect but these are secondary to most communities. The respect and cultural value in many cases is more important. Have to give thanks. Not supposed to sell things that come from the land. Easy to look at dollar signs. When first started just wanted to make money. Have to hang onto cultural beliefs. Want to make sure that doesn’t get lost. Will do workshops for the school but not for money. Don’t want to lose our forest. Make sure cultural component is included in regulations”.

“Regs protection is critical”.

### **QUESTION 3:**

#### Research and Inventory

- What's out there of value?
- What is a sustainable harvest level for this / these item(s)?
- What secondary processing options are possible?
- How can quality control be assured?

**KEY QUESTION:** How can GNWT and other stakeholders work with communities to ensure that the research / inventory work is in place to make reasonable decisions regarding the potential and sustainability of specific NTFP activities?

#### **RESPONSES:**

##### **From participants:**

“inventory support is available from Forest Management”.

“Have we looked at NTFP inventory? Vegetation inventories are a base for this. No NTFP as part of Protected Areas Strategy”.

“West Point First Nation has used Great Slave Lake a lot. Already knew where good logs were. Hired Dalabar Houdek(FERIC). There are areas where they can harvest logs. Hoping in future to do something with JMR since they have the sawmill”.

“If CFS is here – assist communities to hire Dave Buck to inventory specific things. Not enough resources in ENR”.

“Spruce in South Slave just about cleared out. Is there a market for jackpine?  
Do selective logging”

“Research and Inventory – need more detailed and focused assessments to  
determine opportunities and sustainability”.

#### **QUESTION 4:**

##### **Business Planning**

- Product development
- Development of a marketing plan
  - Product
  - Placement / Positioning
  - Price
  - Promotion
- Development of a business plan
- Sources of financing

**KEY QUESTION:** What support and/or guidance is available for communities /  
individuals to move forward on specific NTFP business ventures?

#### **RESPONSES:**

##### **From participants:**

“Would like to see more follow up, especially with helping people on business  
end of things. Assistance with marketing, promotion, paper work, is needed”.

Business guides for hiring. In Yukon, full service, have day rate for boat, set up  
camp, etc. In Fort Providence, different organizations were undercutting what  
they had set up for rates. Should have an association to encourage collaboration  
and marketing skills, Help prevent people from being undercut.

Business need: greater development of business skills. One of the more difficult areas or barriers.

Vision of Wanbdi Wakita as read by one of the participants:

“On the main highway coming into NWT, have a big camp with teepees and tents and good shelter a good food, country foods – fish, bannock, mushrooms, dandelions caribou, moose, big sign/signs. Would you like to experience sleeping in a teepee or tent? Would you like to eat fresh healthy natural food? Market your place. Go on a hike to show them natural plants and medicines. Have some ready for sale like honey, mushrooms, birch syrup and lots of other things. Have moccasins, drums, and teepees, mitts, gloves, jackets for sale. Give information on aboriginal history – the different nations/languages, have books for sale, videos, CDs. Sing songs at night, have healing ceremonies, general prayer ceremonies. Play hand games every month, get youth involved, make crafts every week, make jams and give weekly or monthly sessions on regular things like respect, relationships, parenting, breastfeeding, tracking. Involve families, communities, sell good meals, healthy ones, give lectures on present day happening. There is lots of other potential off shoots. Provide wedding ceremonies, give names. Get good crafters – moccasins etc, mitts, caps, jackets, shirt, socks, pants. Get good cooks specialty-bannock, ducks, pies, muskrat, jams, caribou, moose geese-gourmet food-Labrador teas, muskeg teas – best coffee, videos, CDs”.

- Arts and crafts – paintings
- Leather
- Wood carving
- Teepee making
- Drum making
- Hide scraping and tanning
- Natural –trapping and hunting, fishing information

- Skinning furs and preparing food, fish and meat
- Butchering and cutting
- Cutting wood, making fire survival way
- Leach language/songs
- Teach picking medicines and purpose-not to be a dumping place

**QUESTION 5:**

Training / Mentoring

Sources of training funding

Certification processes (if required)

Delivery of training to harvesters

Ongoing mentoring / support services

- Process mentoring specific to product
- Business mentoring

**KEY QUESTION:** What types of training and/or certification is required for local harvesters to meet industry expectations and standards? How will this be provided?

**RESPONSES:**

“Training – there is training support available”. We need a champion.

## WHAT WAS GLEANED FROM THE DISCUSSIONS

As a result of the discussions, a clear picture emerged that suggested that talking about business opportunities in the NTFP industry, without considering the cultural and spiritual values of NTFPS and the constraints placed on commercial exploitation, may be a little premature. Many of the participants talked about the need for further research, study, and simple acknowledgement of traditional uses of NTFP and honor of the place they hold in First Nations lives. To some of the participants selling NTFPS without this would be very difficult.

The standard business model presented at the conference, one that focused on profitability and the generation of material wealth for an individual seemed to be in conflict with the people's values of only using what is needed to make a living and leaving the rest. This cultural conflict was voiced often at the conference.

There was a heavy emphasis on the need for community to be intimately involved in discussions with the government prior to enacting regulations and holding workshops supporting individual entrepreneurial ventures in NTFPs. The role of elders in that work was emphasized. They would need to be involved in any decisions to harvest, produce and sell NTFPs in the NWT. One of the speakers talked about ensuring Traditional Knowledge and traditional laws were considered when making laws and regulations.

Two of the speakers focused on entrepreneurship – how one just has to get out there and do it. Perhaps that message is not a good a fit with the views of the people at the conference who saw NTFPs as being another way to supplement and support their current lifestyle, but had to be done with mindfulness. They clearly did not see the harmony in the “just do it” attitude that may have been promoted.

It was fairly obvious that most people at the conference saw the NTFP industry as another way in which to generate dollars to supplement their current income,

not as a stand-alone business. They clearly spoke out about the need to ensure sustainability and respect for the land as major cornerstones of any business venture in this area and that communities must be very intimately involved in the process of regulating and managing harvesting.

Overall the discussions were of tremendous value to the staff in the Forest Resources section of FMD, who designed the curriculum for the conference and workshops. It gave some insight into how to structure future training, education and information presentation efforts, and how to best approach future legislative change.

## FURTHER DEVELOPMENT OF THE NTFP INDUSTRY IN THE NWT

A five-step plan outlining what the Forest Management Division will commit to do to advance the development of the NTFP industry follows.

### WHAT THE FOREST MANAGEMENT DIVISION COMMITS TO:

1. **Community Awareness:** look into a brokerage structure: how do artisans in Nunavut market carvings? What role could a co-operative play to assist producers of NTFPs?
2. **Develop Regulations and Policies;** draft a policy paper to lead the process for developing appropriate regulations and policy for NTFPS.
3. **Research and Inventory:** support a project involving Gene Hachey and Dave Buck to work with community to develop an assessment inventory of NTFPS in summer 2007. Build NTFP elements in Community Forest Resource Assessments (CFRAs) where possible.
4. **Training Mentoring:** Link up artisans/crafters and schools; make the training available to schools and hold a competition or fair to promote development of these skills.
5. **Business Planning:** Hold an NTFP conference in the Sahtu region during the fall of 2007 to continue transfer of business development skills.

## RECOMMENDATIONS FOR FUTURE TRAINING EFFORTS

1. The next conference/workshop needs to be in a more northerly venue like the Sahtu or Inuvik regions to encourage more participation from communities in the north and to defray travel costs.
2. The Forest Management should continue to provide suitable accommodation and meals at the conference as incentives to attract people to participate.
3. The Forest Management Division needs to encourage greater participation by other partners such as ITI to share the financial responsibility for education efforts to promote economic and business development in the forest industry.
4. The Division should schedule the next conference for a later time in the fall so as not to conflict with fall harvesting activities like berry picking and hunting and to ensure maximum participation from interested participants.
5. The Division needs to ensure when arts/crafts skills contractors are hired that local schools are notified and efforts are made to ensure students are involved in the crafting workshops.
6. The Division needs to restructure the format of the conferences to allow more time to discuss the social and cultural issues around NTFP harvesting and uses.
7. The Division needs to include more discussion about various business models that can be applied to the type of environment NTFP harvesters work in, here in the North.
8. The Division should develop brochures, posters and promotional materials for marketing the next NTFP conference and ensure that the marketing begins early in the new fiscal year to create interest in the conference.
9. The budget for this conference must be established early in the new fiscal year to permit adequate planning time.

## APPENDICES

## APPENDIX ONE

### SPEAKER/PRESENTER BIOGRAPHIES

**Markus Thormann** is a research scientist in mycology/forest pathology with the Canadian Forest Service at the Northern Forestry Centre in Edmonton, AB. His research interests include microfungus biodiversity and ecology in forests and wetlands, the role of fungi in carbon and nutrient dynamics, impacts of climate change on fungal community structure, mountain pine beetle associated pathogenic fungi, and edible and medicinal fungi. Markus is the curator of the Northern Forestry Centre Culture Collection and Mycological Herbarium. Markus holds a B.Sc.(H.) in Biology from Queen's University, Kingston, ON, and a M.Sc. in Botany and a Ph.D. in Environmental Sciences and Ecology from the University of Alberta, Edmonton, AB. He is the President of the Edmonton Mycological Society and a member of the Alberta Native Plant Council, the Society of Wetland Scientists, and the American Bryological and Lichenological Society. In his spare time, Markus is training for his first marathon in Kelowna, B.C., brews his own beer and wine at home, and enjoys sports and hiking in the mountains.

**Tim Brigham** is the Coordinator for Education and Capacity-Building at the Centre for Non-Timber Resources at Royal Roads University in Victoria. Tim has been involved in numerous projects focused on economic development in rural areas, both in Canada and internationally, mainly with Aboriginal communities. His primary interest is in consulting and training on business development in the area of non-timber forest products. A sampling of the projects he has worked on include: NTFP economic opportunities assessment for the KITASOO/XAIXAIS First Nation; NTFP strategic plan development for Cowichan Tribes; NTFP educational strategy and training delivery for the Neskonlith Indian Band; and development of the NTFP educational program for the Northern Forest Diversification Centre in The Pas, Manitoba. In Russia, Tim worked on a World

Conservation Union project focused on the ecologically, socially, and economically sustainable development of NTFPs in Aboriginal communities in the Russian Far East. Tim has a BA in Geography and Anthropology from the University of Victoria, and an MA in Geography from Carleton University in Ottawa.

**Tom Lakusta** has been a forester for over 25 years, primarily focusing on the boreal forest, with additional experience in tropical and Mediterranean forest climates. He has a Bachelors Degree in General Forestry from the University of Alberta, Edmonton and a Master's Degree in Wildland Resource Science from the University of California, Berkeley. Areas of specialization include, forest hydrology, climate, renewal, vegetation inventory, and forest growth and yield. Tom has been the Manager of Forest Resources for the Government of the Northwest Territories since 2003 and resides in Hay River with his wife of 18 years and 3 growing kids.

**Gwen Robak** is the owner of a consulting business located in Hay River, NWT. She has lived in the Northwest Territories off and on for about 30 years now. 15 years in Yellowknife, and 15 years in Hay River. She has run her own consulting business for the past 10 years working with many small businesses, micro businesses as well as aboriginal organizations in their economic development activities. She has a Diploma in business administration and a Degree in Commerce, specializing in Entrepreneurial Management. She has a dog that is half basset hound/half rottweiler.

**Kevin Todd** works as a Natural Resource Economist with the Department of Industry, Tourism and Investment in Yellowknife. He has been in his current position since February 2005. His previous experience includes working for the Noranda group in Toronto as Manager, Economic and Business Analysis in the forest products group and Manager, Investor Relations and Director, Pension Investments in the head office. He has also worked as a pension investment

consultant, an economist for the B.C. government and taught finance at a community college. Kevin holds a Bachelor of Forestry and a Masters in Economics from the University of British Columbia, a Masters of Forestry from the University of Canterbury in Christchurch, New Zealand and a MBA from the University of Toronto. He is also a Chartered Financial Analyst. Kevin enjoys skiing, biking and canoeing in the Yellowknife area. This past summer he paddled down the Coppermine River to Kugluktuk on the Arctic Ocean.

**Wanda Wolfe** is the owner of Lone Wolfe Resources – Native Plant and Herb Farm, based in Phippen, Saskatchewan.

**Dave Buck** was born and raised in northern Manitoba and has spent his working career there, some 40 years in the north. Dave graduated with honors from the Ontario Forest Technical College in 1967. He worked for 15 years as a Northern Conservation Officer and 8 years as a Manager with Freshwater Fish Marketing Corporation. Dave was one of the leaders in the development of the northern Manitoba Wild Rice industry. He started as a harvester in the early 1980's and worked as a processor and marketer and eventually became Manager for the Wild Rice Harvesters Co-op in Manitoba. Dave has operated his own home-based NTFP business for over ten years. He processes and markets wild-crafts, mixes and packages wild rice and dried soup mixes, buys and exports Senega root and other botanicals. Dave recently retired as the founding Manager of the Northern Forest Diversification Centre in Manitoba and works as a part-time consultant for the Centre For Non-Timber resources, at Royal Roads University in Victoria, BC.

**Gene Hachey** has lived in the NWT for over 20 years and works as the Agriculture, Agrifoods and Commercial Wildlife Development Consultant for the Department of Industry and Tourism (ITI), and is based in Hay River. He is actively involved in the provision of technical, production and policy advice and also as a federal/provincial/territorial liaison with Agriculture and Agri-foods

Canada involving food and resource development. Gene has had the opportunity to work with all communities in Nunavut and Northwest Territories. With a love for the outdoors it is only natural that Gene has an interest in the NTFP industry. Now, as time permits he continues to spend time with his wife Sheila and two sons, Mason 14 and Lucas 13 in this environment with the hope of passing on an appreciation for what it can provide. Gene has also been very involved in the community through years on the Hay River Fire Department, Marine Rescue, Ground Search and Rescue. He continues to spend as much time as possible teaching in these fields as well as providing for some excitement to middle school students through rappelling and wilderness exercises. He also has coached a number of sports.

**Cathie Harper** is an artist who lives in Yellowknife, NWT. After working in the forest industry for ten years it is not surprising that Cathie's chosen art form is created from natural materials. When she moved to Yellowknife in 1996 she began to focus on using wild northern willow to create functional baskets and non-traditional art forms. The discovery of new materials including dyed reed, beads, bark, cattails, clay, antler and wire and the use of new techniques such as plaiting and twining has allowed her to continue to work "outside the box". Cathie has participated in many exhibitions of her work, and has given many workshops teaching others on this unique art form. In 2005 Cathie opened her own studio Northern Willow Studio where she teaches various basketry classes.

**Carla Wallis** is currently the Arts and Fine Crafts Sector Specialist and NWT Film Commission Coordinator for the Department of ITI with the division of Investment and Economic Analysis. Carla provides support to the NWT Arts industry through business development and ecommerce solutions for Artists and the Arts Industry organizations. Born & raised in Yellowknife, NT, Carla's ancestry is of the Dene from Tulita, NT. For the past 15 years, Carla has also practiced traditional Art through beading, moosehide tanning and tufting. In addition, she also manufactures her own Herbal and Essential Oil health and beauty products

using natural plants and herbs obtained from the forests of the NWT. She has used the traditional knowledge handed down to her from her Grandmother to ensure culture is a part of her everyday lifestyle and the traditional raising of her children.

**Mike Mitchell** is a teacher who has been in the Northwest Territories since July 2004. He has worked actively in the community and in the schools on promoting and teaching environmental education. His latest project k'i tu (meaning birchwater in the Dene language of the South Slave) teaches birch sap syrup production and Mike uses the experience to teach math, science and social concepts to youth. Mike has also worked in a number of areas in the south promoting and teaching a love of the outdoors. Michael has been involved for over a year now, teaching in the K'atlodeeche Bush school, at the Chief Sunrise Education Centre (CSEC). The bush school is designed to meet the needs of Dene children on the only reserve in the Northwest Territories. The intent of the school is to integrate traditional knowledge with mainstream education subjects. The birch sap syrup project will encourage an understanding of business and economic development among school students. This year, the students at CSEC are building a business plan, as part of the birch sap syrup project and have promoted and marketed their product in the NWT. Their next venture involves herbal teas and looking at how they can market the raw sap.

**Margaret Leishman** is an elder from Kakisa, NWT and has worked for many years in the addictions field as a counselor and now devotes her time to teaching others about her love for the land and her culture.

**Peter Redvers** is the owner of Cross Current Consulting, Hay River, NWT.

**Phoebe Punch** is a traditional craftsperson and entrepreneur who lives in Trout Lake, NWT. Along with her husband Clinton Bethelle and daughter Cody, Phoebe not only produces some of the finest birch bark basketry in the area but she has also learned the traditional art of spruce root basket making and is

continually working to bring her product to the marketplace. Phoebe is also a teacher of basketry and conducts workshops in many of the traditional crafts she has learned and practices.

**Don Morin** is the owner of Aurora Village, in Yellowknife, NWT.

**Danny Beaulieu** is a Wildlife Officer with the Department of Environment and Natural Resources, North Slave Region, in Yellowknife, NWT.

## **APPENDIX TWO**

2006 Non-Timber Forest Products Conference and Workshop

PARTICIPANT EVALUATIONS (Eleven Respondents)

### **QUESTION 1:**

Did the Conference meet your personal expectation? Yes or No

If no was chosen, what expectations were not met?

### **RESPONSES:**

Eight indicated yes, 2 indicated no, 1 was unsure.

### **COMMENTS:**

Personally yes it did meet expectations, but no because more community members should be at these workshops.

Lots of artisans in your own backyard but not used.

More community involvement needed.

Just attended the last two days.

---

### **QUESTION 2:**

How did you feel about the length of the conference?

Too short About Right Too Long

**RESPONSES:**

10 – About Right

1 – No response

**COMMENTS:**

More group discussions needed – it gets everyone involved.

It was well organized in terms of discussion, presentations and demonstrations.

More breaks, long hours/better chairs, had bad back pains from sitting in hard chairs all day long.

Need more time for craft making.

More interactive with the issues in their appropriate settings

Only participated Wed. to Fri.

---

**QUESTION 3:**

Were there any topics you strongly believe were allocated too much or too little time? Please comment on each.

**RESPONSES:**

Three people responded yes, 6 people responded no, and 2 gave no response.

**COMMENTS:**

More EDO community workshops as to what funding is available.

It was good.

Medicinal plants more should have been identified by Margaret Leishman, not little info here and there, disappointed.

Topic too much focused on the business aspect and making money. The cultural perspective is talked about at a low level.

Too much time on the revenue aspect and not enough time covering the many varieties of NTFPs.

---

**QUESTION 4:**

Did the faculty provide sufficient assistance to you throughout the course?  
Please suggest areas of improvement.

**RESPONSES:**

Seven people responded yes, 1 said no, three people did not respond.

**COMMENTS:**

Kindness, strong voice, friendliness and enthusiastic.

Yes.

Not enough representation on topics (hands on experience).

---

**QUESTION 5:**

Were the facilities adequate? Did they facilitate the learning process? If not, please identify deficient areas.

**RESPONSES:**

Nine people indicated yes, one indicated no and one did not respond.

**COMMENTS:**

Maybe a more central location.

It was a learning experience, learned lots.

Too hot in the building.

Too stuffy, no ventilation, or light.

Too much spicy foods at the lounge, was sick and tired of eating the same foods everyday at breakfast.

---

**QUESTION 6:**

Were the course objectives met? If not, please list those objectives not met.

**RESPONSES:**

Eight people indicated yes, 1 person indicated no, 2 made no response.

**COMMENTS:**

I wasn't here long enough to find out what the workshop objectives were.

There seem to be more gov't representation than actual people with experience that represent these issues.

---

**QUESTION 7:**

Considering all aspects, please provide your overall course rating by circling the appropriate number.

Poor							Excellent
1	2	3	4	5	6	7	

**RESPONSES:**

Ratings ranged from 4 to 7.

**COMMENTS:**

One person responded by saying, " can't really give a score but what I heard and learned was very clear and worth my time."

---

**ADDITIONAL WRITTEN COMMENTS**

Although our community is more into the harvesting of timber, I found this workshop to be very beneficial in terms of understanding this aspect of the industry. I thank you for inviting me and look forward to attending future workshops. Beatrice and Peter, great job!

Because of the topic not enough participants due to promotion, but also maybe due to limited knowledge of the topic. Limited participants from Yellowknife, Deh

Cho, Sahtu and Inuvik. The course was good and excellent information. Field trip was excellent.

Great hotel room (satellite television, beds, great hotel service/maids), all friendly people from everywhere. I absolutely appreciate Margaret Leishman and Dorothy Minoza, kind hearted and deep wisdom. I gained so much. I have much to learn. Thank you everyone.

More gov't/community workshops as to what is involve in trying to start their own business without forgetting who they are, where they're from and that includes traditional knowledge of beliefs/values. Mahsi Cho.

Excellent experiences, thanks for the invitation. Comments wanted to make at wrap-up; 1) no- one stop shop for NTFP info. – ITI/ENR/ECE and CFS/HC, etc. 2) no umbrella Arts/Crafts (plus other NTFP) association. 3) Need to spend 1% of dollars spent on diamonds. 4) Opportunity to blend Tourism, NTFP, Arts and Crafts to promote NWT such as Wanbdi suggested.

Enjoyed this conference, was glad to participate in conversations and workshops. I would like to see the community more involved, more incentive to include the community not just government employees, more media coverage of these important issues and that a greater representation for current outlets and info that will encourage these issues to prosper beyond the closing.

## APPENDIX THREE

### LIST OF PARTICIPANTS

<u>Name</u>	<u>Community</u>	<u>Representing</u>
Chris Robson	Hay River	Self
Roger Fraser	Yellowknife	ENR, North Slave Region
Darren Campbell	Ft. Providence	Ft. Prov. Resource Mgt. Bd.
Dorothy Minoza	Ft. Providence	Digaa School
David Hehn	Ft. Smith	ENR, South Slave Region
Helen Green	Hay River	Self
Bruce Green	Hay River	Self
Sharon Pekok	Hay River	Paradise Valley Gardens
Cathie Harper	Yellowknife	Northern Willow Studio
April Glaicar	Hay River	Self
Mike Mitchell	Hay River	Chief Sunrise Education CT.
Melissa Fraser	Fort Smith	Northwest Territory Metis Nation
Phoebe Punch	Trout Lake	Self
Cody Punch	Trout Lake	Self
Chief Stan Sanguiez	Jean Marie River	JMR First Nations
Isadore Simon	Jean Marie River	JMR First Nations
Jim Thomas	Hay River	West Point First Nations
Marie Thomas	Hay River	West Point First Nations
Chief Karen Felker	Hay River	West Point First Nations

Wanbdi Wakita	Yellowknife	Self
Gloria Balsillie	Fort Resolution	DNK Dev Corp.
Louis Constant	Fort Providence	FT.Prov.Ren.Res. Board
Amy Thompson	Inuvik	Gwichin RR Board

## APPENDIX FOUR

### Agenda – 2<sup>nd</sup> NON-TIMBER FOREST PRODUCTS Conference and Workshop- Creating Community Based Business Opportunities in the NWT

Homesteaders Inn - Hay River, NWT

October 2 – 6, 2006

#### DAY ONE – Monday October 2, 2006

7:00 AM	Breakfast – Homesteader Lounge	
7:30 AM	Registration – Downstairs Conference Room	Lillian Crook
8:30 AM	Opening Drum Song	Katlodeeche Drummers
9:00 AM	Opening Remarks/Housekeeping/Introductions	Bea Lepine
9:05 AM	Introduce Facilitator/Review Schedule	Peter Redvers
9:15 AM	Overview of NTFPS/Canada NTFP Network	
	Development	Tim Brigham
10:00 AM	Break	
10:15 AM	NTFP– The Manitoba Experience	Dave Buck
11:15 AM	NTFP – The BC Experience	Tim Brigham
12:00 PM	Lunch – Homesteader Lounge	
12:15 PM	Lunch Time Feature Thumper Creek Birch Sap Syrup	
	Project Video - Frederick Beaulieu, Elder	
1:00 PM	NTFP – Markets – Current, New and Emerging	Dave Buck
2:00 PM	Lone Wolfe Resources	Wanda Wolfe
3:00 PM	Break	
3:15 PM	Herbals/Botanicals/Floral Trade	Wanda Wolfe
4:15 PM	NTFP - Capacity Development and Training	Tim Brigham
5:00 PM	Summary of Day One	Gene Hachey
5:10 PM	Closing Prayer	Elder
6:00 PM	Supper – Homesteader Lounge	

DAY TWO – Tuesday October 3, 2006

07:00 AM	Breakfast – Homesteader Lounge	
8:30 AM	Opening Prayer	Elder
8:35 AM	National Aboriginal Forestry Assoc	Lorraine Rekmans
9:00 AM	Mushrooms- Commercial Opportunities	Marcus Thormann
10:00 AM	Break	
10:15 AM	Sustainable Harvesting of NTFPS	Dave Buck
11:00 AM	Medicinal/Culinary products	Wanda Wolfe
12:00 PM	Lunch – Homesteader Lounge	
	Lunchtime Speaker – Mike Mitchell, Teacher K'itu Project, Katlodeeche Reserve	
1:00 PM	NTFP Industry regulations - NWT	Tom Lakusta
1:30 PM	Depart on Buses for Field Trip to Twin Gorges Park	
2:15 PM	Fieldwork – Medicinal Plants	Margaret Leishman
3:00 PM	Field Break: Outside Tea and Refreshments	
3:15 PM	Field Work – Medicinal Plants	Margaret Leishman
4:15 PM	Buses back to Homesteader	
5:00 PM	Summary of Day Two	Gene Hachey
5:10 PM	Closing Prayer	
6:00 PM	Supper – Homesteader Lounge	

DAY THREE – Wednesday October 4, 2006

07:00 AM	Breakfast – Homesteader Lounge	
08:30 AM	Opening Prayer	Elder
08:35 AM	Purpose/Elements of a Marketing Plan	Gwen Robak
10:00 AM	Break	
10:15 AM	Exercise – Producing a Marketing Plan	Gwen Robak

12:00 PM	Lunch – Homesteader Lounge Lunchtime Speaker – Danny Beaulieu Trapper Training Project, ENR, North Slave	
1:00 PM	The Arts Industry in the NWT	Carla Wallis
1:30 PM	NTFPS and The Northern Economy	Gene Hachey
2:00 PM	Financial Planning: Budgeting/Costing	Kevin Todd
3:00 PM	Break	
3:15 PM	Financial Planning continued:	
4:00 PM	Contribution Programs, Funding Sources for Business Startup and Expansion Various Speakers	
5:00 PM	Summary Day Three	Gene Hachey
5:10 PM	Closing Prayer	Elder
6:00 PM	Supper – Homesteader Lounge	

DAY FOUR – Thursday October 5, 2006

07:00 AM	Breakfast – Homesteader Lounge	
08:30 AM	Opening Prayer	Elder
Concurrent Craft Sessions – Participants choose one		
08:40 AM	Willow Basketry	Cathie Harper
	Spruce Root Baskets	Phoebe Punch
	Birch Bark Baskets	Cody Punch
10:00 AM	Break	
10:15 AM	Workshops continue.....	
12:00 AM	Lunch Lunch Time Speaker – Don Morin Aboriginal/Cultural Tourism	
1:00 AM	Workshops continue.....	
3:00 PM	Break	
3:15 PM	Workshops Continue	
6:00 PM	Supper	

7:00 – 9 PM            Participants may choose to continue work

DAY FIVE – Friday October 6, 2006

8:30 AM	Opening Prayer	Elder
8:35 AM	Show And Tell of Crafts	Craft groups
09:00 AM	Next Steps	Peter Redvers
10:00 AM	Break	
10:15 AM	Next Steps For NTFPs	Peter Redvers
11:00 AM	Workshop Summary	Peter Redvers
11:30 AM	Course Evaluation	Peter Redvers
11:50 AM	Closing Drum Prayer	
12:00 PM	Lunch	