

ATTACHMENT D



Snuneymuxw First Nation Mt. Benson Forestry Lands LP

Business Plan

Executive Summary

The core idea for this business is to create community infrastructure in regards to supplying the elders with firewood. From there it becomes an opportunity to create jobs and develop work-related skills in community members while at the same time amassing equity and assets for the nation. The goal is to be able to afford to supply elders with firewood through the sales of pre-packaged bundles of firewood, kindling, and reject round-wood cores that Coastland Wood Industries Ltd. will be supplying to SFN. In following with our own traditional teachings, and the business ideology of Coastland we will be utilizing every piece of the wood harvested that we possibly can.

The primary product of this business shall be packaged cores but kindling and packaged regular firewood will be sold as well. The firewood is all high quality lumber logged in the Nanaimo area on Snuneymuxw land from Mt. Benson. The wood shall be sold in bundles at a standard 0.75 cubic foot size with 16" length to meet the needs of all different uses. The services offered by the business are the processing of firewood for the band and delivery of firewood to local businesses and elders.

Firewood has been a mainstay need for millennia: for cooking, supplementary

heating, recreational use, or art crafts. There are many individuals frequently looking for firewood in public and or social media as well as a steady supply of private citizens looking to cut wood in SFN lands, as such, there is a high demand within the local region.

The brand that Snuneymuxw offers is familiar, local, and speaks to a communal relationship between the people of Nanaimo and the people of the Nation. In the market there are many companies selling pre-packaged firewood through stores in the region, but they are unfamiliar names from elsewhere in the province or Canada at large. We offer something local, something that is affordable, something that is built on sustainability, on the traditions of our people, and a product that not only benefits those who buy it but it benefits the community of Snuneymuxw as a whole through supporting the elders and creating local jobs. With that in mind I think that we provide a far more lucrative product than the competition.

The operations plan is to have one or two workers, a foreman and another worker who operate the site at 301 Eaton St. during regular working hours. They will be receiving the timber two-to-three times a week, sorting, and processing the wood with the use of a skid-steer loader, saws, and axes. Once the wood is processed into the desired size of firewood, it is packaged with a bundler and then either moved into dry storage under a basic roofed structure or into the delivery truck to be brought to customers or the elders.

Attached at the end of this document is the *pro forma* we have assembled which is a basic month-by-month list of revenue and expenses and what to expect from the business annually and at the end of the 5 year lease.