

# Considerations for Commercial & Residential Leasing (A-to-A Leasing) under Land Codes

March 9-10, 2022

## PORRELLI LAW



**Barry Porrelli** – Lawyer

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Barry Porrelli is the principal of Porrelli Law, located on the Westbank First Nation reserve – one of the most active urban bands in Canada. Barry practiced in Calgary from 1985 – 1993 before moving to Westbank where he specializes in First Nation land development and represents developers, band members and lenders throughout British Columbia. He was spotlighted in National Lawyer magazine for his expertise. He is a frequent presenter on First Nation Land development and past Chairman of the Westbank First Nation Economic Development Commission. He has been involved in dozens of major reserve land developments. Projects he has worked on include big box store, retail, commercial, resort and many major residential subdivisions on reserve.

## CANADA MORTGAGE & HOUSING CORPORATION (CMHC)



**Laura Kershaw** – Account Manager, Client Solutions, Financial Institutions, CMHC

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Laura Kershaw is an Account Manager with CMHC in the British Columbia Okanagan Region. In this role, Laura is responsible to provide training to all mortgage professionals. In addition, Laura provides training and outreach to our lending partners to increase awareness and grow opportunities for On-Reserve lending. Laura has over 20 years' experience as a housing industry expert, including time with a national lender where she specialized in lending on-reserve. During her 10 years with CMHC and prior to being in her current role, Laura worked as an advisor in CMHC's Indigenous and Northern Housing Solutions department.



**Kyla Jacobs** – Senior Specialist, National Key Accounts, Financial Institutions, CMHC

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Kyla Jacobs is a Senior Specialist, National Key Accounts, Financial Institutions, at CMHC. Kyla has over 20 years' experience in the housing finance and real estate industry, including homeowner underwriting, business development and strategy, sales, training and operations. Kyla joined CMHC in 2007 and brings both National and Regional perspectives working both in the regions and as part of a national team in her current position. Kyla holds a Bachelor of Commerce in Marketing Management and Law and a recipient of several post-secondary achievement awards. Kyla is also First Nation Mohawk.

### CMHC's Call Centre:

For homeowner mortgage insurance questions (up to 4-unit properties): **1-888-463-6454**

For questions about Multi-Unit (5+ unit) properties: **1-877-685-8446**

## FIRST NATIONS FINANCE AUTHORITY (FNFA)



**Jody Anderson** – Director of Business Development

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Born and raised in Sioux Lookout, Ontario, Jody is Anishinaabe kwe from Treaty 3 and a proud member of Couchiching First Nation. As the Director of Business Development, Jody is responsible for building and advancing relationships with First Nations who are pursuing development and prosperity for their communities. Her role is to educate and advocate the mandate and services offered by the FNFA and to act as the liaison for First Nations clients throughout Canada. She has attended Harvard Business School's Executive Education program and is a Business Administration graduate (Human Resources Management) from Fleming College. She has also received her Certified Aboriginal Professional Administrator (CAPA) designation from AFOA Canada.

## FIRST NATIONS FINANCIAL MANAGEMENT BOARD (FMB)



**Shayla Point** – Director, Market Development, Laws, and Stakeholder Relations

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Shayla is a member of the Musqueam Indian Band. As a Director, Shayla leads the Market Development, Laws & Stakeholder Relations team. She joined the FMB in 2011 and is honoured to support First Nations across Canada.

Shayla brings extensive experience working with First Nations from her practice as an associate lawyer at an aboriginal law firm in Vancouver. Her practice area included economic development initiatives, aboriginal rights and title claims, duty to consult & accommodate, and government negotiations.

She leads her team to engage with First Nations to promote the First Nations Fiscal Management Act and to support First Nations in developing their own financial administration laws. Her team also supports First Nations along their journey through the FMB Certifications.

Shayla holds a BA (Psychology) and a LLB from the University of British Columbia. She is currently enrolled in the Executive MBA program at Simon Fraser University studying Indigenous Business and Leadership. Her passion is to support First Nations in their pursuits of social and economic development.



**Frank Brazeau** – Senior Relationship Manager

[Frank\\_Brazeau@fnfmb.com](mailto:Frank_Brazeau@fnfmb.com)

Frank is a member of the Kitigan Zibi Anishinabeg Band, located in Quebec and currently holds the position of Senior Relationship Manager (Eastern Canada). Frank possesses a Master of Business Administration (MBA), a BSc. (Computer science) and a BSc. (Mathematics) Frank has over 25 years' experience in both the private and public sectors. He has experience as an Executive in the Public Sector, Management Consultant and as a Business Development Executive.

## BMO BANK OF MONTREAL



**Jeff Mucha** – Mortgage Specialist  
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## TD BANK



**Keetah McBeath** – Senior Regional Manager Indigenous Banking  
[keetah.mcbeath@td.com](mailto:keetah.mcbeath@td.com)

Keetah is a member of Onondaga, Turtle Clan of the Haudenosaunee (Six Nations of the Grand River) and a seasoned professional with 25 years' experience in retail and commercial banking, which includes relationship sales, Indigenous banking, employee training, compliance management, audit, commercial lending and working with nonprofit organizations.

She is responsible for supporting Indigenous Banking and delivering One TD to Indigenous communities, businesses, and individuals. Keetah is dedicated towards mentoring Indigenous young people at risk aging out from government care and strengthening her community locally.

## PEACE HILLS TRUST



**Sharon Winch** – Vice President, Credit for Peace Hills Trust Company  
[Sharon.winch@peacehills.com](mailto:Sharon.winch@peacehills.com)

Sharon is the Vice President, Credit for Peace Hills Trust Company working from their Corporate office in Edmonton. In her 24 years with Peace Hills Trust she has gained expertise in creating unique financing solutions for Indigenous Communities and provides strategic leadership for PHT's lending team across Canada. Adding to her past experience in real estate and corporate law Sharon is a current member and active participant in the Risk Management Association.



**Chris Lockerby** – Regional Manager  
[chris.lockerby@peacehills.com](mailto:chris.lockerby@peacehills.com)

Chris graduated from UNBC in 2008 with a BComm and has a total of 12 years banking experience. For 8 of those years, Chris focused on commercial lending, and 4 years in the capacity of financial advisor. Chris has been with Peace Hills Trust for nearly 3 years as a manager of the Westbank Office. Chris has been living in West Kelowna for the past 3 years with his wife, son (soon to have a 2nd), and their dog.



**Chris Hunt** – Senior Commercial Account Manager, Indigenous Markets, Lower Mainland & Greater Victors B.C.

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Chris Hunt began his banking career in 2003 and has been in his current position as Senior Commercial Account Manager, Indigenous Markets since 2017. He provides financing to Indigenous communities and their related entities, connects clients to internal partners and provides proactive advice and solutions. Chris is committed to taking action towards reconciliation, which he is able to do in his current position.

Chris brings his experience in the branch network, including 6 years in branch management, along with his skills in relationship building and technology to all of his partnerships. Chris was a mentor for the 2020 Pow Wow Pitch competition which brings together Indigenous entrepreneurs. This year, he volunteered for Junior Achievement B.C. which is dedicated to teaching youth about business. He is also the co-chair of the B.C. Royal Eagles, RBC's Indigenous employee resource group. Chris received Vancouver Island's Top 20 Under 40 award in 2017 which recognizes those who have made notable contributions to the community through business or charitable endeavors.

Chris graduated with a Master of Business Administration in Entrepreneurship from the University of Victoria. He is from the Kwakiutl Nation located on Northern Vancouver Island. Chris currently resides in Victoria, B.C. and enjoys the outdoors and hiking.

## FIRST NATION LAND MANAGEMENT RESOURCE CENTRE



**Andrew Beynon** – Director, Land Code Governance

Andrew Beynon has over thirty years experience working on First Nation lands and self-government. Andrew has worked on land development, environmental protection, environmental assessments, additions to reserve and treaty land entitlement, economic development, specific claims, federal-provincial agreements, optional self-government legislation, taxation, infrastructure projects, reform of federal funding agreements, work with First Nations drafting laws and many other areas.

Andrew was Canada's lead lawyer on the Nisga'a treaty and has considerable experience with negotiations as well as drafting and has appeared on numerous occasions before Parliamentary Committees. Andrew is one of the authors of "Modern First Nations Legislation Annotated", a legal publication which includes a chapter dealing with the Framework Agreement and the federal legislation which ratifies the Framework Agreement.



**Michelle Bouvier** – Environment & Enforcement Advisor – SK

Michelle Delorme is a member of Muskeg Lake Cree Nation within Treaty 6 Territory in Saskatchewan. Michelle attained her J.D. from the University of Saskatchewan where she concentrated her studies on First Nations legal issues and corporate law.

After being called to the Bar of The Law Society of Saskatchewan in 2010, she worked in private practice and represented hundreds of residential school survivors within the Independent Assessment Process. She has also spent time as an instructor within the College of Agriculture and Bioresources and the College of Law at the University of Saskatchewan.

Michelle’s practice has focused primarily on Aboriginal, environmental and corporate law. She has experience in areas that are based exclusively on the legal issues of First Nations people across Canada, including Specific Claims, land and economic development, trust drafting and taxation law matters. Michelle has appeared in all levels of court in Saskatchewan. She is an advisor on the environmental and enforcement team for the Lands Advisory Board and Resource Centre.



**Patti Wight** – Manager First Nation Support Services - BC

Patti Wight is from the Squamish Nation and currently resides in the heart of Lheidli T’enneh traditional territory (Prince George, BC) where she has been working with the Resource Centre since 2012. Patti holds a Bachelor of Science in Geography with an environmental science focus from the University of Northern BC and also has a certificate in Indigenous Peoples Resource Management from the University of Saskatchewan. Prior to joining the Resource Centre, Patti was the Lheidli T’enneh Director of Lands & Natural Resources. Patti enjoys spending her free time in nature exploring and camping. She loves to travel and is always trying out new ways to prepare foods, teas and medicines.



**Denise Unger** – Manager First Nation Support Services - Fraser Valley

Denise Unger is a member of Chi’yaqtel (Tzeachten) First Nation, located in Chilliwack, BC. Before establishing her 20-year career working with the Stó:ló and other Indigenous people, Denise’s background included commerce and banking. In 2000, Denise joined the Stó:ló Development Corporation and Stó:ló Community Futures, before becoming the General Manager of the Ts’elxwéyeqw Tribe. Denise has worked for the Resource Centre as a field technician, both on Vancouver Island and in her home territory since 2009 and has established long lasting friendships in every community she has had the pleasure of working with.



**Adam Wright** – Planner, Land Code Governance

Adam Wright is a registered professional planner (RPP, MCIP) and works as a Land Code Governance Planner with the First Nations Land Management Resource Centre. Over the past 10 + years Adam’s work has spanned various sectors including private, non-profit, government and academia with a specific focus on the planning processes that regulate and guide land development on First Nations land. In his role with the Resource Centre, Adam provides land-use planning support to signatory Communities which includes offering any relevant expertise, resources, information, advice and guidance.