



TECHNICAL SERVICES Case Studies

BINGWI NEYAASHI ANISHINAABEK

Processing Facility

Band Testimonial

JP Gladu has been working with First Nations across Canada for nearly two decades on resource issues and holds a BSc in Forestry. He stated:

“ The NOVA program has given our community the information required to make an informed decision based on quality research and technical advice. Ultimately, the support and information provided by the NOVA team has provided us with the confidence we need to move forward with our project”.

“ Percy, Frank and their team were extremely helpful. Their professionalism and insight helped our community’s understanding of the opportunities and constraints within the context we are working in. It also helped that they were fully engaged and genuinely interested in supporting our First Nation”.



BINGWI NEYAASHI ANISHINAABEK (BNA)

Bingwi Neyaashi Anishinaabek (BNA) First Nation is looking forward to a bright future. They are re-establishing their community on their traditional land on the east shore of Lake Nipigon, a pristine lake surrounded by mineral, wind, water and forest resources. BNA has plans for a seniors residence, wind power generation, five star eco-resort and innovative homes using the greenest technology for its membership. They are also investigating a value-added processing facility and remanufacturing plant to create employment and to utilize their forest resource. The community has received a commitment from the Ministry of Natural Resources for forest resources from the Lake Nipigon Forest and hopes to obtain more through the Stage II Provincial Wood Competitive Process.

TECHNICAL SERVICE REQUIREMENT

BNA already had a business plan prepared for a wood processing facility but belatedly realized that they needed a greater emphasis on value-added products to ensure the viability of the business. BNA needed an unbiased review of their current business plan and then some solid ideas on the next steps to take in pursuing value-added products, in addition to stronger marketing research.

(NOVA) brochure mailed out through the Natural Resources Canada First Nation Forestry program caught the attention of Chief Paul Gladu. Acting on behalf of BNA Processing Facility Inc., J.P. Gladu, Senior Advisor for BNA, contacted the NOVA/FPIinnovations Industry Advisor for northwestern Ontario for assistance in broadening the scope of their project.

SERVICE PROVIDED

NOVA Industry Advisors met with BNA representatives to discuss their community plans and to determine how NOVA could best help with the project. Following this discussion, a five-day Direct **Technical Support** (DTS) project, financed by NOVA, was initiated to review their draft business plan and develop some recommendations regarding its technical aspects. Encouraged by the DTS results, BNA then requested that NOVA assist them to improve their understanding of the technical requirements which they would need to modify their business plan.

A **Product and Process Development** (P&PD) study funded 75% by NOVA was initiated to develop potential product ideas and markets, and a conceptual manufacturing plant layout. A team of **FPInnovations Industry Advisors** with specific expertise for each technical aspect of this project worked with several members of the BNA council including Chief Gladu to focus the project on viable products and on technology that matched BNA's requirements.

THE PRODUCT AND PROCESS DEVELOPMENT STUDY PROCEEDED AS FOLLOWS:

1. Identified the coordination and communication between **FPInnovations** and BNA so that BNA was always up to speed with project progress and had ample opportunity to review the developing ideas and provide their insight on how well they matched with their vision.
2. Compiled a list and description of numerous value-added wood products using the species available to BNA. These products were discussed by the project team and those of most interest to BNA were identified.
3. Enlisted the services of a marketing consultant (Rosenstein Consulting) to provide expertise in primary marketing research. Rosenstein Consulting went to work and delivered market feedback, product interest and a list of contacts that may be interested in BNA products.
4. Reviewed the species being considered, the species characteristics, and volume expectations. Processing facility equipment, equipment layout, and manpower requirements to handle the expectations were identified.
5. Investigated the drying requirements for the planned wood species, volume, product mix as well as the products to be produced. This work determined the lumber dry kiln size, type, configuration and capital requirements.
6. Developed and reviewed, with all the team members, a conceptual plan for a value-added manufacturing facility to produce the final product. Equipment requirements, layout, approximate capital cost and building size was provided to BNA.
7. In reviewing the findings and considering the challenges and hurdles faced by new businesses, NOVA recommended that BNA first develop their value-added products and markets using green lumber purchased from

other processing facilities. After they have developed an established market for their products, they could then consider purchasing the equipment for their own processing facility.

NOVA's work with BNA provided the solid technical and marketing base that BNA needed to finalize their business plan. BNA's next step is to use the business plan to approach potential investors for their value-added wood products business.



BNA project team members (from right to left) Grace, Paul, Laura and JP

THE INTEREST AND PARTICIPATION OF THE FOLLOWING TEAM MEMBERS CONTRIBUTED GREATLY TO THIS PROJECT'S SUCCESS.

BNA representatives: Chief Paul Gladu, Laura Airns, Kelly Banning, Leona Clarke, Grace Dow, J.P. Gladu, Carla Shawayhamaish, and Jessica Stewardson.

FPInnovations Industry Advisors: Andrzej Bernat (products and markets), Percy Champagne (project lead, manufacturing), Patrick Dallain (solid wood processing and manufacturing), and Frank Laytner (lumber drying and manufacturing).

WANT FURTHER
INFORMATION ABOUT OUR
PROJECTS IN ONTARIO OR
OTHER PROVINCES?

Ontario:
Percy Champagne
Phone: 807-487-9923
percy.champagne@fpinnovations.ca

Atlantic Provinces:
Barry Tupper
Phone: 506-260-6380
barry.tupper@fpinnovations.ca

Saskatchewan and Manitoba:
Peter Sigurdson
Phone: 306-764-5551
peter.sigurdson@fpinnovations.ca

Québec:
Torsten Lihra
Phone: 418-781-6729
torsten.lihra@fpinnovations.ca

Alberta:
Shayne Davis
Phone: 780-413-9031
shayne.davis@fpinnovations.ca

British Columbia:
Dave McRae
Phone: 250 713 1721
dave.mcrae@fpinnovations.ca

www.fpinnovations.ca

©FPInnovations, its marks and logo are registered trademarks of FPInnovations.

©2012 FPInnovations. All rights reserved.

