

2014 INDIVIDUAL ECONOMIC DEVELOPER OF THE YEAR AWARD WINNER

Chris Hartman

Tsawwassen First Nation Economic Development Corporation, BC



Chris Hartman is the Chief Executive Officer of the Tsawwassen First Nation Economic Development Corporation (TEDC), a position he has held for the past five years, since the creation of the TEDC. As the CEO, Chris manages all aspects of TEDC's business, and reports to the corporation's independent Board of Directors.

The TEDC was initially formed as an initiative by the Tsawwassen First Nation (TFN) following the ratification of the first BC First Nations Treaty in 2009. The Treaty provided the Tsawwassen people with a land base, financial assets, and new authority, but it was up to the community to manage these. In efforts to become a successful, sustainable, self-sufficient community, the TEDC and Chris' role were created. In the five years since, Chris has launched numerous initiatives to further TFN's economic goals.

TEDC secured partnerships with two experienced real estate developers to build two complementary shopping centres on 185 acres of TFN land. Chris and the TEDC Board were able to negotiate ongoing participation rent and member benefits packages into the land lease, so that TFN would be more than simply a landlord, with the community seeing dynamic benefits in spite of their limited initial resources. In addition to this agreement, the developers also agreed to fund a considerable amount of off-site infrastructure costs, which greatly benefits the whole community. TFN is also working to lease the first 70 acres of TFN's 300 acres of industrial lands, which will generate a total of approximately \$81 million in prepaid lease revenue to TFN, in addition to future participation rent and other member benefits.

As CEO of TEDC, Chris has also been instrumental in the creation and advancement of various other business ventures for TFN. Since 2009, TEDC has entered into four joint ventures with private sector partners to provide civil construction services, security services, general contracting, and IT and business process outsourcing services.

TFN is quickly becoming an economic driver in the Greater Vancouver region, and an Economic Impact Study estimates that current projects alone will generate more than \$348 million in construction employment income, and \$235 million in permanent annual employment income. This is thanks in no small part to Chris and the TEDC, who overcame limited initial resources after the 2009 Treaty signing to gain lucrative returns from joint ventures. Chris's belief is that the key to success in economic development means looking beyond basic business principles, and focusing on the balanced delivery of social and economic opportunities, so that all TFN members are afforded an opportunity to thrive and achieve their dreams.