



December 2018

## CALL FOR PROPOSALS

### Terms of Reference for Mississaugas of New Credit First Nation (MNCFN) Investigation of the Cannabis Business Sector

#### Statement of Purpose:

MNCFN has an immediate need to engage a Contractor to assist in conducting a business analysis of the Cannabis sector. The Contractor will work closely with the Cannabis Lead/Coordinator to investigate the Cannabis business sector both in the grow/production area and the dispensary/retail area including the online sales area. The Contractor will deliver a detailed final report (target date is February 28, 2019) as per terms, conditions and deliverables to be determined at the initial meeting between MNCFN representatives and the successful Contractor.

#### Preamble:

MNCFN is an independent First Nation and as such we always maintain our jurisdictional rights. With the recent legalization of Cannabis/marijuana in Canada, MNCFN maintains it is within our jurisdictional right to make decisions regarding both the economic/business development sector as well as the legal regulations for this industry within our MNCFN Treaty territory.

According to the United Nations Declaration on the Rights of Indigenous Peoples 2007 (UNDRIP) the following three Articles pertain to MNCFN asserting our rights and jurisdiction:

- **Article 3** *Indigenous peoples have the right to self-determination. By virtue of that right they freely determine their political status and freely pursue their economic, social and cultural development.*
- **Article 4** *Indigenous peoples, in exercising their right to self-determination, have the right to autonomy or self-government in matters relating to their internal and local affairs, as well as ways and means for financing their autonomous functions.*
- **Article 5** *Indigenous peoples have the right to maintain and strengthen their distinct political, legal, economic, social and cultural institutions, while retaining their right to participate fully, if they so choose, in the political, economic, social and cultural life of the State (i.e. Ontario).*



**Mississaugas of the New Credit First Nation**  
2789 Mississauga Road RR 6, Hagersville, Ontario N0A 1H0



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## **Background:**

Recreational use of Cannabis became legal in Canada effective October 17, 2018. The government of Canada under Health Canada has retained the authority to administer and license the grow/production of cannabis within the same parameters that have been in place for medical marijuana for a number of years. The grow facilities are highly regulated and closely monitored through Health Canada. This is expected to remain the same for grow facilities targeting the recreational cannabis market.

The authority for regulating the “dispensing/distribution” of recreational cannabis has been delegated to the Provinces and Territories as to how the sale of Cannabis takes place within their provincial or territorial jurisdictions. The government of Ontario has made the decision to privatize the dispensary/retail side of the Cannabis business in Ontario. However, Ontario as of now, does not have and will not have their provincial legislation as it pertains to dispensing/retailing Cannabis in Ontario for a number of months. This suite of legislation dealing with dispensing/retailing Cannabis in Ontario is not expected to be tabled and approved by the Ontario legislature until April of 2019.

From a purely economic development perspective the Cannabis business sector represents a potentially very lucrative business opportunity to the MNCFN which will be investigated within the framework of this terms of reference.

## **SCOPE OF WORK:**

The Contractor will assist in the full investigation of the potential of the Cannabis business as it pertains to the MNCFN Treaty territory. There will be a thorough review of the both the grow/production sector as well as the private sector in the dispensary/retail area including the online sales sector. The Contractor will deliver a full detailed report including recommendations on how MNCFN could potentially participate in both aspects of the Cannabis/marijuana industry. The Cannabis Lead/Coordinator and Wealth Creation Pillar Leader will be the key drivers of the consulting work that will be carried out as part of this project. MNCFN wants the Cannabis business sector investigated based on our direction and decisions that we feel are in the best interests of the MNCFN community and our members.

The Contractor will provide a detailed analysis of the Cannabis industry and make recommendations on how the MNCFN can potentially participate in this business sector. The Contractor will investigate the feasibility of branding and marketing a MNCFN line of cannabis products.

## **Duties of the Contractor**

The duties of the Contractor to successfully complete this project and meet the needs of the MNCFN will include:

- Submission of a detailed work plan
- Preparation of a timeline and budget for the project
- Demonstrated experience and expertise in conducting business and/or market feasibility studies
- Demonstrated knowledge and ability to conduct financial assessments and breakeven analysis

- Through their proposed methodology, demonstrate an ability to make a final recommendation on the economic potential/viability of the Cannabis industry for the MNCFN Treaty territory

### **Expected capabilities/requirements of the Contractor**

- Possess a range of previous experience on similar projects
- Possess and demonstrate knowledge and ability to survey and analyze the current and future potential of the Cannabis sector for the MNCFN Treaty territory
- Possess a demonstrated knowledge of Indigenous business and economic development
- Possess a demonstrated ability to deliver a financial analysis as part of a final report

### **Project Deliverables, Timeframes and Budgets**

The primary deliverable of this project will be a final report on how best to develop the Cannabis business sector within the MNCFN Treaty territory. The recommendation will be based on the current market assessment, future needs and the expected future growth of the Cannabis industry both locally and on a national/international scale.

The Contractor will include a proposed fee to engage their services as part of their proposal.

### **Please address proposals to (deadline is noon December 14, 2018):**

Mississaugas of the New Credit First Nation

Attention: Cannabis Lead/Coordinator

2789 Mississauga Road

Hagersville, Ontario

N0A 1H0

Proposals can be submitted electronically the following email address:

**Proposal.Writer@mncfn.ca**

### **TERM OF THE CONTRACT:**

This contract shall cover a period starting as soon as possible in December 2018 and be complete by February 28, 2019.

### **CONTRACTUAL TERMS AND CONDITIONS:**

The successful Contractor agrees to enter into and sign a standard MNCFN Purchase of Service contract to provide their services to the MNCFN.

### **CONFIDENTIALITY CAUTION:**

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