

Firman Latimer, MBA

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WORK EXPERIENCE

Nenookaasi Consulting

(Feb 2021 – Present)

Strategic Business Advisor – Alexander Business Centre

- Advisor to senior management and board
- Project manager for launching new business operations Alexander HDD

Business Development Project Lead – Paul First Nation

- Lead on new business acquisition and renewable power project negotiations

Okanagan Indian Band (OKIB) Group of Companies

(January 2019-Feb 2021)

Chief Executive Officer – OKIB Management Services LP

- Established new business division owned by Okanagan Indian Band
- Created three new own source revenue streams
- Develop and implemented strategic plans for four newly established business entities (OKIB Operations LP, OKIB Assets LP and OKIB Forestry LP)
- Established administration and management structure for umbrella structured organization
- Led complex Indian Act Land designation for on reserve commercial development
- Re-established on Reserve gravel pit operation and permit application
- Negotiated joint venture operations and agreements for UXO contract
- Develop master plan for 52 acre commercial development in Central Okanagan
- Organized Capital Funding for business park development through federal business capital grant and debt

O'Chiese (FN) Business & Investment Centre (OBC)

(2011-2018)

Interim Executive Director (CEO) (February 2018- Dec 2019)

- Report directly to the Board of Directors
- Ensure effective and efficient management of 5 different Business Divisions
- In collaboration with the board of directors, develop strategic plans for each division
- Maintain and develop partnerships with surrounding stakeholders

Chief Operating Officer (January 2016-January 2018)

- Senior manager for three of OBC's divisions
 - Oil Field Services: O'Chiese Contracting Limited Partnership (LP.) Heavy Equipment and Production Fluid Hauling, (Approximately \$8.5 million in Revenue 2017), O'Chiese Safety Servicing LP. Industrial Medic Services and Industrial Security Services (Approximately \$3 Million in Revenue 2017)
 - Retail: O'Chiese Market Place Grocery Store, Gas bar and Truck Stop (approximately \$6 million in Revenue 2017)
 - Others: ENT 203 LP. property management, RedWind LP. Rural Internet and Communication Services
- Oversee operating managers and supervisors
- Business Startup (Development, constructed and launched several business including O'Chiese Market Place and O'Chiese Town Centre Development)
- Works with senior managers to implement business strategies and financial performance

Director of Business Development (2011-2016)

- Oversee business development initiatives and start up projects (O'Chiese Eagle Service Rig, O'Chiese Safety Services, O'Chiese Fluid Hauling Division)
- Develop marketing and business strategies plans for business entities
- Conduct research and formulate market analysis to increase company's involvement with surrounding industry
- Promote O'Chiese First Nation businesses, products and services
- Develop partnerships and Joint Ventures with industry services providers

Indian Northern Affairs Canada (INAC)

2009-2011

Field Services Officer (Program Manager Level 4)

- First Nations (FN) Relation and Liaison for Treaty 6 Western Alberta
- General involvement with First Nation/Organization and INAC programs in overseeing Comprehensive Funding Agreement
- Review and analysis of FN recipients annual audited financial statements
- Assisted FN with developing financial management system and administration policies
- Oversee and development of Remedial Management Program
- Received Regional Award of Excellent for organizing and team leadership (2010)

EDUCATION AND PROFESSIONAL DEVELOPMENT

Executive - Master Of Business Administration (MBA)

Ivey Business School, Western University, 2020

Bachelor of Commerce, Major in Marketing Management, Minor in Entrepreneurship

Ryerson University (Toronto), 2006

SKILLS

- Business strat up and project management
- Strong understanding of First Nation Business Environment
- Strong interpersonal, communication, marketing and networking skills
- Strong analytical, strategizing and problem solving skills
- Leadership and management
- Ability to identifying, pursue, and create business opportunity
- General understanding of inter ISC Federal department organization and Indian Act
- Marketing, sales, communication, and networking abilities
- Strong understanding of financial management and accounting

First Nation Member through Serpent River First Nation, Ontario