



FIRST NATIONS OF QUEBEC  
AND LABRADOR ECONOMIC  
DEVELOPMENT COMMISSION

## AGENDA

### CONFERENCE DAY ON THE TRANSFER, PURCHASE OR SALE OF A BUSINESS SEPTEMBER 18, 2019 | HÔTEL-MUSÉE PREMIÈRES NATIONS, WENDAKE

- 8:30 am Welcoming of participants**
- 9:00 am Words of welcome and launching of the new FNQLEDC Website**
- 9:15 am The challenges of a business transfer and presentation of service offerings (FRENCH) by the CTEQ**  
Mr. Jean-Pascal Dumont  
Provincial Coordinator, Development of community-based company takeover  
*Centre de transfert d'entreprise du Québec*
- 10:15 am Health break**
- 10:30 am The challenges of a business takeover by a cooperative (ENGLISH)**  
Mr. Jean-Pascal Dumont  
Provincial Coordinator, Development of community-based company takeover  
*Centre de transfert d'entreprise du Québec*
- 11:15 am Testimonial of an entrepreneur and discussions (FRENCH)**  
  
Mr. Marc Genest  
Director, Economic Development  
*Innu First Nation Council of Essipit (Conseil de la Première Nations des Innus de Essipit)*  
  
Mr. Christian Sénéchal  
Partner, Taxation  
*Deloitte*
- 12:00 pm Lunch**
- 1:00 pm Assessing the sales price of a company (FRENCH)**  
Mr. Frédéric Lamonde, CPA, CA, EEE / CBV, CFF  
Partner, Financial Advisory, Business Valuator
- 2:00 pm Financing the purchase of a business (ENGLISH)**  
Mr. Laurent Odjick  
Account Manager  
*Native Commercial Credit Corporation*  
  
Mr. Olivier Gill-Siouï  
Account Manager  
*Native Commercial Credit Corporation*

**3:00 pm**      **Success story: Le Relais de la Cache and Les Chalets de l'Anse Sainte-Hélène (ENGLISH)**

Mr. Joshua Bradstreet  
Operations Manager  
*Relais de la Cache*

Mr. Samuel McInnis-Major  
Director of Tourism  
Gesgapegiag Tourism

Mr. Walter Jerome  
Coordonnateur du tourisme  
*Gesgapegiag Tourism*

**3:30 pm**      **Presentation of the upcoming events**

**4:00 pm**      **End of the Conference Day**