# [00:00:00] Success Showcase 1 - Introduction

[00:00:00] **Speaker 6:** Now, I'm really excited for the next series of three duets to take place. And I would like to welcome Barry Penner of the Vancouver International Arbitration Center to the stage to introduce these duets, as well as thanking our session sponsors Modern Miracle Network and Skeena Resources. please join me in welcoming Barry to the stage. Thank you.

[00:00:26] **Barry Penner:** Thank you everyone, including Stuart, for putting the arm on me and, encouraging the organization I'm representing here today, the Vancouver International Arbitration Center, to again, be a sponsor. It's our third year doing so, and we're pleased, to be able to be a sponsor again, and to see that this event has grown, to include more than 400 or is it 500 attendees, over the course of the next two days. very impressive indeed. Also just wanna give a shout out to a couple of, former colleagues of mine from my distant past, shady past, at the legislature. I know Mary is here somewhere. I see her waving?

Hi, Mary. Long time, no sea. And, Roger is out, and about here somewhere from, Skeena. anyway, enough about that. I'm here partly because I'm a former minister of indigenous relations and reconciliation for British Columbia, like Mary, but also as a former minister of the environment and former attorney general. today I'm speaking to you as the managing director of the Vancouver International Arbitration Center or VanIAC as we like to call it for short. We help solve disagreements between businesses, organizations and people.

We were established in 1986 by both the provincial and federal governments at that time, and we have a unique role in provincial legislation where we're specifically identified to help, point arbitrators where party can't agree on it, but we are still independent from government. We're not at all controlled by government or funded by them. We have more than 100 topnotch mediators and arbitrators on our roster, which means they're at your disposal to help efficiently resolve disputes, whether they involve joint ventures, major projects, business partnerships, or shareholder agreements. With BC First Nations rightfully undertaking important economic development projects to improve the lives of their members, as we've heard already today, develop contracts and commercial agreements, all of those, underlying components, those agreements are essential. And unfortunately, as people enter into contracts and then start to fulfill their obligations, there will be times when conflicts come along.

We don't like to think about that when you, you're excited about a new business opportunity, or like any,relationship. We try not to contemplate what might go wrong, but all too frequently disputes do arrive, do arise despite everyone's best intentions at the outset. the question is, what do you do when you have a disagreement? How can you isolate that disagreement and resolve it quickly before you let it fester and contaminate the rest of the relationship? All too often, traditionally in business arrangements, that means the parties end up in court. And we know that courts while providing a very thorough, response here in Canada, they're very thorough with what they do, and our justice system is renowned around the world for being fair. It is expensive and time consuming. And it's that time and often the expense that can unfortunately sour the relationships between the parties permanently.

at the beginning of any, business arrangement, it's strongly suggested that you think about including an arbitration clause or an, a mediation clause as well to try and head off those disputes as quickly as possible, and prevent the parties from getting bogged down in court. We can provide you with some suggested language to incorporate in your business agreements. to accomplish that task, you can share that with your legal advisors and we'd be happy to talk to them about that. And this is a way again, that you can resolve these disputes. You can't prevent them entirely, but you can resolve them as quickly as possible, and for the least amount of cost as possible.

[00:04:03] **Barry Penner:** And again, that may help salvage the relationship so that the rest of the business agreement, whatever, joint venture you've entered into can go ahead. We have, as I said, the been playing this role in British Columbia for more than 30 years, and, we are in a position to help you. if you have a challenge, if you wanna help, get some suggested wording in advance, just give us a call. If you can look us up, on the internet vaniac.org, that's V-A-N-I-A-C.org. And, let's see what we can do together. And with that, I'd like to turn it over to our next, panel. This is them the duet, I think is a trio, of duets and, enjoy the rest of the afternoon. Thank you.