



Harvey SANDS, CPA, CA
Partner
Assurance

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Career Profile

Harvey Sands is a Partner of Richter, a nationally recognized accounting and advisory firm. He specializes in Assurance, Advisory and Aboriginal Services.

Harvey's practice includes representation of and counsel to Aboriginal and First Nations groups in Impact and Benefit Agreements (IBA) financial participation, negotiations and entitlements; business valuation, due diligence, investment, and joint venture negotiations and structuring. More specifically, he consults with Aboriginal and First Nations' clients on Collaboration Agreement /IBA and joint venture focused on financial analysis and valuation of resource development projects, financial project participation and economic benefit matters, capacity building and various capital deployment, management, governance, investment matters, as well as financial matters and valuations in Land Claim financial negotiations.

Regularly invited as a speaker at conferences, Harvey has lectured extensively on various aboriginal advisory and taxation matters, real estate and business advisory topics in Quebec, Nunavut, Ontario, Newfoundland and Labrador.

Harvey provides business advisory and assurance services, and he has extensive experience working with a diverse group of clients and investors in transaction architecture, negotiation and execution, as well as in real estate investment and Public-Private Partnership (P3) projects. He has been involved in the organization of numerous ownership and development joint ventures, as well as in domestic and cross-border mergers and acquisitions, representing purchasers, target companies and investment bankers.

At a Glance...

- 37 years of experience
- Represented a number of major US, European and Middle Eastern based investors
- Has represented and counseled Aboriginal and First Nations groups

Division

Assurance

Department

Real Estate and Aboriginal Services Groups

Professional Affiliations and Community Involvement

<i>Ordre des comptables professionnels agréés du Québec</i> – Member	Since 1975
Canadian Institute of Chartered Accountants – Member	Since 1976
Canadian Tax Foundation – Member	Since 1981
International Fiscal Association – Member	Since 1985
Aboriginal and First Nations Impact and Benefit Agreements (IBA) – Transaction Advisor	Since 1999

Academic Background

- B.Com., McGill University, 1971
- Chartered Professional Accountant (CPA), 1975

Conferences

- “Effective Strategies to Manage Operating Costs and Operation of a Rental Property”, Quebec Apartment Investment Conference, February 13, 2009.
- “Current Strategies in Negotiating Impact and Benefits Agreements in Natural Resource and Pipeline Development Projects, on behalf of Aboriginal Groups”, *Forum Autochtone sur la gestion des ressources naturelles et du territoire*, October 8, 2008.
- Engaging and Negotiating with Aboriginal Communities, September 2010.

Field/Scope

- Client and transaction advisory services
- Domestic and cross border mergers and acquisitions
- Transaction architecture
- Transaction negotiation and execution

Industry Experience

- Manufacturing
- Distribution
- Technology
- Financial Sectors
- Real Estate
- Lodging and Hospitality
- Mining Projects

Publications and Media

- “Tenant Inducements Payments,” *Espace Montréal Magazine*, January 24, 2012.
- “Strategies for Impact Benefit Agreements (IBA) Success.” *Aboriginal Entrepreneurs Conference*, November 1, 2011.
- With Karine Ann Ciura, “Current Expenses or Capital Expenditures?” *Espace Montréal Magazine*, October 25, 2011.
- “Is there a ‘Best’ Way for a Canadian Individual to Own U.S. Real Estate?” *Espace Montréal Magazine*, August 5, 2011.
- “How different players in the retail business are making it through the economic crisis.” *La Presse (Affaires)*, May 25, 2011.
- Review of Current Standards of Impact & Benefits Agreements (2012).
- “Effectively Managing Taxation Concerns When Dealing with Aboriginal Communities, Reserves and Companies,” 2012 Fundamentals of Aboriginal Law Conference, 2012.
- Real Estate Purchase and Sale Transactions, 2012.

Additional Information

Harvey is regularly invited as a speaker at conferences. He has lectured extensively on various aboriginal advisory and taxation matters, real estate and business advisory topics in Quebec, Nunavut, Ontario, Newfoundland and Labrador.

Inspiration...

Committed to privacy of client relations and service integrity.