

2012

Canadian Council for  
**ABORIGINAL**  
BUSINESS



# ANNUAL REPORT





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**Tammy Charland-McLaughlin**, *Pimco Dene LP*  
**Karen Clout**, *Shaw Media*  
**Michael Fox**, *Fox High Impact Consulting*  
**Candice Holmstrom**, *CH Designs Inc.*  
**Pat Horgan**, *IBM Canada Ltd.*  
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**Stephen Lindley**, *SNC-Lavalin Group Inc.*  
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## MISSION

To foster sustainable business relations between First Nation, Inuit, and Métis people and Canadian business.

## VISION

To be the recognized source for commercial opportunities between First Nations, Inuit and Métis people and Canadian business.

## CORE VALUES

- Respect for First Nations, Inuit, Métis culture and values
- A high standard of business ethics
- Open, honest, and transparent relationships with all stakeholders

# ABOUT CCAB

The Canadian Council for Aboriginal Business (CCAB) was founded in 1984 by a small group of visionary business and community leaders committed to the full participation of Aboriginal people in Canada's economy. A national non-profit organization, CCAB offers knowledge, resources, and programs to both mainstream and Aboriginal owned member companies that foster economic opportunities for Aboriginal people and businesses across Canada.



# MESSAGE FROM THE CHAIRS



**Ron Jamieson**  
CCAB Co-Chair



**Erin Meehan**  
President, ESS North  
America (a division of  
Compass Group Canada)  
and CCAB Co-Chair

## Dear friends of CCAB:

2012 has been a ground breaking year for the Canadian Council for Aboriginal Business (CCAB). Although we are saddened by the departure of Clint Davis, the outgoing President and CEO, we are very excited about the arrival of JP Gladu as the new CEO and President. Beyond the new leadership, this year saw a strengthening of our core programming, with PAR certification growing at an impressive pace. For these reasons, it is with great pleasure that we present, to you, the 2012 annual report.

The impact and importance of Aboriginal business in Canada continues to grow, and engagement from Corporate Canada has grown with it. This year saw five new companies take part in PAR certifications, demonstrating their commitment to constructive partnership with First Nations, Inuit and Métis people. This is truly an inspiring success, as it demonstrates the growing recognition of the success of Aboriginal business in the Canadian economy.

This year CCAB was proud to induct Gregory Koostachin and Dave Tuccaro into our Aboriginal Business Hall of Fame. This year's laureates have driven success in their communities and beyond, serving as exceptional examples of what can be achieved through business growth. Eric Newell received this year's Award for Excellence in Aboriginal Relations for his outstanding initiatives at the helm of Syncrude, as well as major personal contributions. He has spearheaded education, employment and corporate social responsibility.

2012 has been a year of change and growth for CCAB. The new leadership is building on our already solid foundation to promote Aboriginal business and for the betterment of our Aboriginal people and Canada as a whole.

Thank you for your support and we look forward to working in you in 2013.

Sincerely,

Ron Jamieson  
CCAB Co-Chair

Erin Meehan  
CCAB Co-Chair

# MESSAGE FROM THE PRESIDENT & CEO



**JP Gladu**  
*President and CEO*

## Dear Members, Patrons and Supporters:

I would like to begin by thanking my predecessor, Clint Davis. Clint's decisive leadership saw CCABs membership grow four fold, with Aboriginal business members increasing from 5 to a staggering 121, surpassing corporate members. He has left an impressive mark on this organization, and filling his shoes is a challenge I am excited to take on.

My short tenure in 2012 provided a fantastic opportunity to engage with our membership. Getting a hands on idea of what CCAB can do to support and grow Aboriginal business and provide ongoing value to our members. The time spent talking to our membership, has helped me to develop the direction CCAB will move in the coming years. New programs and awards to expand the services our organization provides and honour those deserving of recognition are already being developed. These will build on our already strong value proposition, benefitting for both Aboriginal businesses and corporate Canada.

I am absolutely certain that the years ahead will see a watershed shift in the role Aboriginal people play in the Canadian economy. The CCAB is dedicated to acting as a catalyst for this change, through our programs, awards, research and the support we provide for partnership, we will continue to drive business opportunities across the country.

We here at CCAB will build on the achievements of the past, ensuring we deliver effective tools to promote the dynamic growth of our First Nations, Métis, and Inuit businesses nation-wide.

Sincerely,

JP Gladu, *President and CEO*

# EVENTS THAT INFORM & CONNECT

## 2012 Events & Sponsors



### 14th Annual Toronto Gala

February 7, 2012

The CCAB launched its 2012 events with a sold out affair at Toronto's Four Seasons Hotel. The highlight of the evening was the induction of two new laureates, David Tuccaro and Gregory Koostachin, into the Aboriginal Business Hall of Fame as well as entertainment provided by Jim Cuddy, front man for Blue Rodeo. The host for the evening was Senior Business Correspondent Amanda Lang, of the Lang & O'Leary Exchange, and the audience welcomed Jim Prentice, Vice President and Vice Chairman of CIBC, as the keynote speaker.



### Aboriginal Business Series Toronto: CSR and Indigenous Canada: Understanding the link

April 4, 2012

A day-long unique forum explored the significance of Indigenous relations as it relates to a company's corporate social responsibility strategy: connections to corporate social responsibility strategy; investor and stakeholder relations, the elements of excellence in CSR reporting; sustainable supply chains: and the case for Aboriginal participation; and International Indigenous relations – does Canada measure up?

### Toronto Member Roundtable: Community Relations

Panelists provided insight into how Aboriginal communities and mining companies in northern Ontario are building sustainable relationships. Members learned success factors and managing relationships from mining companies and an Aboriginal community proponent.



### Aboriginal Business Luncheon: Thunder Bay

May 1, 2012

Keynote Speaker, Joseph Carrabba, President and Chief Executive Officer, of Cliffs Natural Resources

The luncheon focused on the Ring of Fire in northern Ontario and its expected significant impact on the province's economy; Cliffs Natural Resources have a major stake in the development of the region. Mr. Carrabba spoke to a sold out conference about the plans for the Ring of Fire and the opportunities for Aboriginal people in the region.



### Aboriginal Business Luncheon: Calgary

June 11, 2012

Keynote Speaker, Lorraine Mitchelmore, President and Country Chair, Shell Canada

Ms. Mitchelmore focused on the importance of engaging Aboriginal communities and Aboriginal contractors in oil sands development.

## Saskatoon Member Roundtable: Maximizing Employment Opportunities for Aboriginal People

Members learned from a leading mining company and an Aboriginal Community Economic Development Corporation their strategic approaches to employ Aboriginal people in their operations. A leading social entrepreneur presented on how to increase your knowledge networking and innovative practices to develop high performance employers for the advancement of educational, employment, economic opportunities, and inclusion for Aboriginal people.



## Toronto Member Reception

In 2012 CCAB launched its inaugural member reception, held in conjunction with Aboriginal political assemblies or industry conferences. Members and guests appreciated the opportunity to connect and network following the end of a full day at the Assembly of First Nations Annual General Assembly, and the AFN Circle of Trade.



## PAR Workshop & Luncheon

Keynote Speaker, Dr. Eric Newell, O.C.

The Progressive Aboriginal Relations (PAR) Workshop offered CCAB members an introduction to the PAR program changes and an opportunity to learn how PAR participation can improve business outcomes. PAR Certified companies share their accomplishments and lessons learned in the four PAR performance areas: employment, community investment, business development, community engagement.

## 10th Annual Vancouver Gala

September 27, 2012

CCAB welcomed guests to our 10th Annual Vancouver Gala at the Fairmont Hotel Vancouver. The gala introduced the Award of Excellence inductee, Dr. Eric Newell, and recognized companies leading in Aboriginal relations receiving PAR certification. The sold-out event featured entertainment by Susan Aglukark and was hosted by CBC's Duncan McCue.



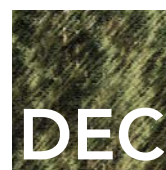
The CCAB would like to thank Clint Davis, former President and CEO, for all of his hard work and dedication to the CCAB over the past four and half years. The CCAB would also like to welcome Jean Paul Gladu as the new President and CEO.



## Calgary Aboriginal Business Series: Aboriginal procurement: A discussion on what works

October 10, 2012

CCAB hosted a half-day forum providing insight for procurement specialists on how to develop an effective procurement program from Aboriginal business. Expert industry speakers shared critical acumen and provided guidance to support our attendees businesses.



## Calgary Private Equity Summit

Keynote Speaker, Phil Fontaine, President, Ishkonigan Consulting and Mediation, and Former National Chief of the Assembly of First Nations.

The CVCA – Canada's Venture Capital & Private Equity Association and the Canadian Council for Aboriginal Business were pleased to present the 2012 Aboriginal Private Equity Summit, a one day event bringing together fund managers, Aboriginal businesses and Aboriginal limited partners. Summit topics examined where Aboriginal business is today; governance and Impact Benefit Agreements (IBA). Expert panelists discussed infrastructure projects from across Canada and the Aboriginal perspective on private equity fundraising.

# 2012 SPONSORS

## Thank you to all our 2012 Sponsors

CCAB events are supported by a dedicated membership and Aboriginal and non-Aboriginal companies that share a commitment to the prosperity of Aboriginal businesses and communities.

We thank all of our 2012 supporters and look forward to working with them again in coming years.



CCAB would also like to thank the sponsors of our membership roundtables



# DEMONSTRATING COMMITMENT & LEADERSHIP

**GOLD  
LEVEL**

**SILVER  
LEVEL**

**BRONZE  
LEVEL**

**COMMITTED**

Since the program's introduction 10 years ago PAR was and remains the only corporate responsibility assurance program with an emphasis on Aboriginal relations.

## Progressive Aboriginal Relations

Progressive Aboriginal Relations (PAR) is a management and reporting program that supports progressive improvement in Aboriginal relations and a certification program that confirms corporate performance at the Bronze, Silver or Gold level. PAR recognizes the commitment and success of companies that are leaders in Aboriginal relations.

The new Aboriginal business reality in Canada is a significant opportunity for mainstream business across virtually all industry sectors, and leads to local benefits such as skill development and training, employment, business development and community investment. PAR companies realize the potential of building partnerships, and certified companies promote their certification with a PAR logo — signaling to communities that they are good business partners, great places to work and committed to prosperity in Aboriginal communities.

The PAR logo provides a high level of assurance to communities because the designation is supported by an independent, third-party verification of company reports on outcomes and initiatives in the four performance areas that are important to Aboriginal communities. They are: Employment, Business Development, Community Investment and Community Engagement.



# Progressive Aboriginal RELATIONS

Canadian Council for  
Aboriginal Business 

## PAR Performance Areas



### EMPLOYMENT

Employment is defined as the commitment of resources (time or money) to achieving equitable representation of Aboriginal persons in the workplace. This involves recruiting and retaining Aboriginal talent, supporting their career development and advancement, promoting mobility of Aboriginal employees throughout employment sectors and levels, supporting cross-cultural awareness and/or cultural sensitivity training and providing training and support for existing or prospective Aboriginal employees through specific programs.

### COMMUNITY INVESTMENT

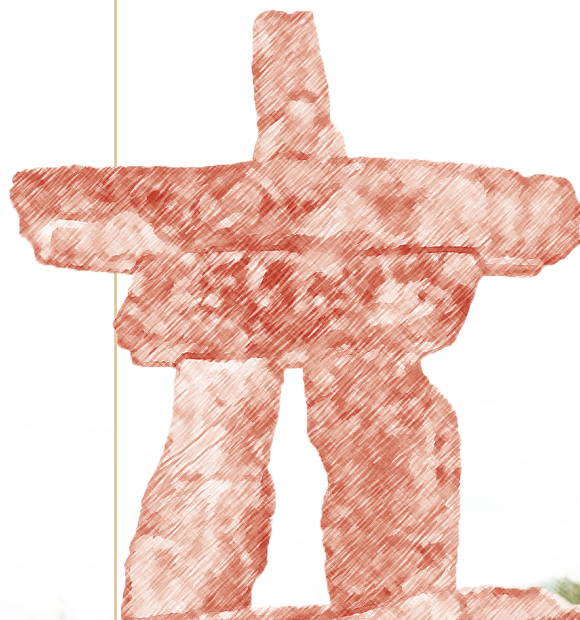
Community investment is defined as the gift of resources (time, money or other in-kind supports) that are provided voluntarily to an Aboriginal community or group. Community investment is designed to deliver on the development needs of Aboriginal communities or groups and may support the delivery of business strategy.

### COMMUNITY ENGAGEMENT

Community engagement is defined as a commitment of resources to develop or maintain constructive relations with Aboriginal communities or groups. These relationships are based on understanding Aboriginal community needs, interests and rights and involving the communities in company activities and decisions that affect them. Engagement approaches may range from communication (i.e. information-sharing) to interactive consultation and dialogue to full partnerships, and include the application of a range of tools.

### BUSINESS DEVELOPMENT

Business development is defined as the commitment of resources (time or money) to the development of business relationships with Aboriginal owned businesses and economic development corporations. These activities may be prompted by impact benefit agreements but are sustained through mutual benefit. Capacity building and mentorship — directly related to sustaining, enhancing or developing future business partnerships — are considered investments in this area.



# PROFILING ROLE MODELS

## Aboriginal Hall of Fame (ABHF)

Since the inaugural awards in 2005, the ABHF has inducted 17 laureates. Each year's inductees are celebrated at a Toronto gala dinner with Canada's most influential business and political leaders.

Nothing demonstrates the value of partnership and collaboration like the success of the Aboriginal Business Hall of Fame (ABHF) laureates. Working with their communities and building business relationships with mainstream businesses, the ABHF laureates' built the foundations for the full participation of Aboriginal people and communities in the Canadian economy.

David Tuccaro, Fort Chipewyan, President and CEO of Tuccaro Inc. and Gregory Koostachin, Attawapiskat First Nation, business leader and community entrepreneur were inducted into the ABHF at CCAB's 14th annual Toronto Gala Dinner on Tuesday February 7th 2012.



Canadian Council for  
Aboriginal Business 

## SPECIAL THANKS



Special thanks to ESS, (a division of Compass Group Canada), founding and exclusive sponsor of the ABHF program. 2012 represented the Award's eighth year.

### GREGORY KOOSTACHIN

Gregory Koostachin is an entrepreneur with over 35 years of business leadership in his community, the Attawapiskat First Nation in northern Ontario.

Gregory got his start as an entrepreneur early in life. In 1976 while working as the manager of Attawapiskat Airport, he demonstrated his entrepreneurial drive when he founded M. Koostachin & Sons Ltd. General Store. He later established other family businesses, including MKS Equipment Ltd. to transport goods from Moosonee to Attawapiskat.

Gregory, even after retirement, continued to build and expand businesses in his community. He became well-known for finding savings to pass on to his community. Whether through passing bulk purchase savings on to his neighbors at the General Store, or through reducing transportation costs on fuel, Gregory was relentless in his pursuit of value for money.

For his business leadership and contribution to community, Gregory Koostachin is inducted into the Aboriginal Business Hall of Fame.

### DAVID TUCCARO

David Tuccaro, founder, President and CEO of Tuccaro Inc, has been an entrepreneur from the very beginning and the anchor of the Tuccaro Group of Companies.

David joined the Neegan Development Corporation as General Manager in 1991, turning the company around from the brink of financial ruin. Realizing he and his team had exceptional potential, he negotiated long term contracts to provide services to the oil sands industry. In 1993, David became the full owner of Neegan.

David views one measure of his success as the impact of his businesses on his community. His commitment to community extends to supporting the success of other Aboriginal people in their business endeavors. He is also a tireless advocate of education, serving as Chair of the National Aboriginal Achievement Foundation.

For his success, commitment to community, and support of other Aboriginal business owners, David Tuccaro is inducted into the Aboriginal Business Hall of Fame.



## AWARD FOR EXCELLENCE In Aboriginal Relations

Canadian Council for  
Aboriginal Business 

# CELEBRATING COMMITMENT

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### Award for Excellence in Aboriginal Relations

The Award for Excellence in Aboriginal Relations is designed to recognize a Canadian who has contributed, through professional and voluntary commitments, to building bridges between Aboriginal people and Canadian society. Their efforts have made a substantial impact across Canada and across sectors, including the business sector.

We are pleased to announce that this year's recipient of the Award for Excellence in Aboriginal Relations is Eric P. Newell, O.C. He was recognized, for his accomplishments in spearheading initiatives in Aboriginal education, training and employment, at CCAB's 10th annual Vancouver Gala on September 27, 2012.



#### ERIC P. NEWELL

Eric P. Newell, O.C. set a trend for working with the Aboriginal community through his leadership of Imperial Oil and Syncrude. His leadership of Syncrude helped them to not only become a major player in the oil industry but also develop policies that reflected leading practices in corporate social responsibility; becoming one of the largest

industrial employers of Aboriginal people in Canada. Newell's personal life has also made great contributions to education and training, donating money to the University of Alberta to construct the Aboriginal Gathering Place and advocating for greater educational opportunities for Aboriginal people.

Foundation for the  
ADVANCEMENT OF  
ABORIGINAL YOUTH

Canadian Council for  
Aboriginal Business 

FAAY is the only national education bursary program for Aboriginal high school students, and there are no age restrictions for post secondary students. Since 1996 FAAY has supported 2,108 students succeed in advancing their education.

 BMO Financial Group

Ron Jamieson Scholarship

 BMO Capital Markets

    
STRONGER COMMUNITIES TOGETHER™



  
QUALITY OF LIFE SERVICES

# DISCOVERING THE FUTURE

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## Foundation for the Advancement of Aboriginal Youth

Since 1996, the CCAB has been administering the very successful Foundation for the Advancement of Aboriginal Youth (FAAY). FAAY has had a huge impact on thousands of young Aboriginal people across Canada. As a part of CCAB's 2012 strategic exercise, the Board modified the CCAB vision "to be Canada's premier business forum for progressive Aboriginal relations." Through this exercise, it was determined that the FAAY program did not support this vision.

CCAB will run the FAAY program for a final year in 2012, and in 2013 Indspire will take over. Indspire is a national Aboriginal non-profit organization that distributes more than \$6 million in scholarship and bursaries each year.

While this was our last year administering FAAY, it was a great success. Giving out almost half a million dollars in scholarships and grants to support Aboriginal students higher education. It has been a privilege to run such an important program and we are excited to see FAAY continue under the strong leadership of Roberta Jamieson and Indspire.



## Aboriginal Business MENTORSHIP PROGRAM

Canadian Council for  
Aboriginal Business 



The Counselling  
Foundation of Canada



# GUIDING NEW RELATIONSHIPS

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### Aboriginal Business Mentorship Program

CCAB's Mentorship program pairs Aboriginal entrepreneurs with experienced mentors to help them take their business to the next level. Entrepreneurs gain expert advice from industry leaders.

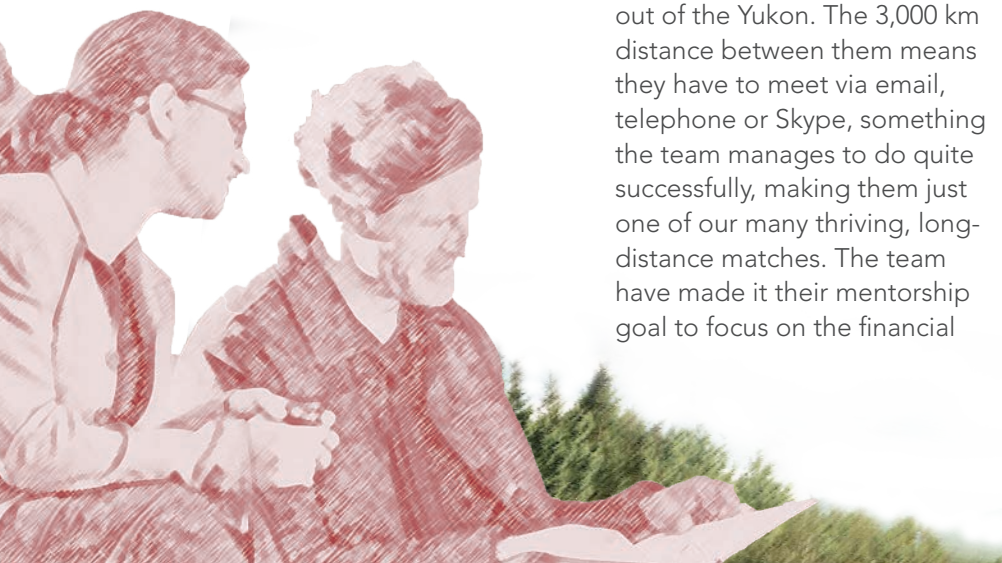
Mentorship is conducted across the country through email, telephone or Skype; business experience and knowledge can be transferred from coast to coast to coast. To date, CCAB has facilitated 37 mentorship matches across 7 provinces and territories.

### BOOSTING THE BOTTOM LINE

CCAB Protégé Darrell Brown and his Mentor Stefan Voswinkel have been meeting virtually since August of last year. Darrell is the owner of, Kisik Inc., a Winnipeg-based company that specializes in the supply and installation of commercial furnishings, and Stefan is the owner of, YLYNX Management Consulting, based out of the Yukon. The 3,000 km distance between them means they have to meet via email, telephone or Skype, something the team manages to do quite successfully, making them just one of our many thriving, long-distance matches. The team have made it their mentorship goal to focus on the financial

health of Kisik Inc. and increase the company's sales. During their sessions, Darrell shares his company's financials with Stefan and receives excellent ongoing advice. Since the beginning of their mentorship, Darrell has been able to increase the sales of Kisik Inc. and ultimately raise the bottom line of his company. With Stefan's help, Darrell is learning to weed out weak prospects and develop strategies for closing sales with strong prospects.

Darrell says that the Mentorship program has been a very rewarding experience for him; "I am very pleased with [Stefan's] mentorship and I would encourage other Aboriginal entrepreneurs to take advantage of the program. Thank you CCAB for arranging this opportunity."





# 2012 MEMBERS

## 2012 PATRONS



## 2012 PARTNER MEMBER PLUS

ARAMARK Canada  
Canada Post Corporation  
CN  
PepsiCo Canada  
SNC-Lavalin Group Inc.  
Suncor Energy Inc.  
Sun Life Financial  
TD Bank Financial Group

## 2012 PARTNER MEMBER

GE Canada  
Imperial Oil Limited  
Shell Canada Energy  
Teck Resources Limited  
The North West Company Inc.  
Vale Canada Ltd.

## 2012 BUSINESS MEMBER PLUS

Accenture Inc.  
AECOM  
BC Hydro  
Cameco Corporation  
Carillion Canada  
Cenovus Energy Inc.  
Cliffs Chromite Canada Inc.

Enbridge Pipelines Inc.  
Encana Corporation  
Goldcorp Canada Ltd.  
Graham Group Ltd.  
Great West Life, London Life, and  
Canada Life  
Jacobs Industrial Services Ltd.  
Nexen Inc.  
SaskPower  
The Koffler Foundation  
TransCanada Corporation  
Shaw Media  
Via Rail Canada Inc.

## BUSINESS MEMBER

Acklands-Grainger  
Alberta Pacific Forest Industries Inc.  
AMEC Environment & Infrastructure  
ATCO Structures & Logistics  
BC Housing  
Bee-Clean Building Maintenance  
Bennett Jones LLP  
BHP Billiton Canada Inc.  
Black Diamond Group Limited  
Borden Ladner Gervais LLP  
Business Development Bank of  
Canada  
Canadian Electricity Association

CAPE Fund Management Inc.  
Ceridian Canada  
Cisco Systems Canada  
ConocoPhillips Canada  
Construction Kiewit Cie  
Davis + Henderson  
Detour Gold Corporation  
Diavik Diamond Mines Inc.  
Domcor Health, Safety & Security Inc.  
Dumas Contracting Ltd.  
East Side Road Authority Inc.  
Empire Industries Ltd. Environics  
Research Group Limited  
Ernst & Young LLP  
First Canadian Property  
Investments Ltd.  
Fortune Minerals Limited  
Gemini Power Corp.  
Gowlings LaFleur Henderson LLP  
Heenan Blaikie LLP  
H.J. O'Connell Construction Ltd.  
HudBay Minerals Inc.  
Hugh Munro Construction Ltd.  
IAMGOLD Corporation  
K+S Potash Canada  
Ledcor Industries Inc.  
Landtran Systems Inc.  
Manitoba Lotteries Corp.  
McKeil Marine Limited

# 2012 MEMBERS

## BUSINESS MEMBER

MNP LLP  
NAC Contractors Ltd.  
Newalta Corporation  
NextEra Energy Canada, ULC  
Nirint Inc.  
Noront Resources Ltd.  
Osum Oil Sands Corporation  
Ontario Power Authority  
Outland Camps  
Pitblado LLP  
Raytheon Canada Ltd.  
Roche Ltd.  
Red River College  
Runge Mining (Canada) Ltd.  
Savanna Energy Services Corporation  
Serco Facilities Management Inc.  
Sprott Resource Corp.  
Steelcraft Inc.  
Stratos Inc.  
Superior Gas Liquids  
Superior Propane  
T.E. Wealth  
Tetra Tech Inc.  
The Morris Group of Companies  
The Mosaic Company  
The Society of Energy Professionals  
TransAlta Corporation  
Valard Construction LP  
Vancouver Island Powerline Ltd.  
Water Power Group Limited  
Partnership  
Willms & Shier Environmental  
Lawyers LLP  
WorleyParsons Canada Services Ltd.

## ABORIGINAL BUSINESS MEMBER PLUS

(APTN) Aboriginal Peoples Television  
Network  
ACFN Business Group  
Amisk Kodim Corporation

Arctic Co-operatives Ltd.  
Athabasca Basin Development LP  
Athabasca Basin Security LP  
Casino Rama  
Cree Construction and Development  
Company Ltd.  
Denendeh Investments Inc.  
Det'on Cho Corporation  
Donna Cona Inc.  
FHQ Developments Ltd.  
First Nations Bank of Canada  
First Nations Financial Management  
Board  
Fort McKay Group of Companies  
Frog Lake Energy Resources Corp.  
Gestion ADC (1996) Inc.  
Meadow Lake Tribal Council RDI  
Nasittuq Corporation  
Northern Industrial Sales  
Nuna Group of Companies  
Nunatsiavut Group of Companies  
Osoyoos Indian Band Development  
Corporation  
Papasay Management Corporation  
Peter Ballantyne Developments LP  
Points Athabasca Contracting LP  
Primco Dene LP  
Saskatoon Tribal Council  
St. Eugene Golf Resort & Casino  
Treaty 7 Management Corporation  
Ulnooweg Development Group Inc.  
Wasaya Airways LP  
West Wind Aviation  
Whitecap Development Corporation  
Windigo Ventures General  
Partner Ltd.

## ABORIGINAL BUSINESS MEMBER

2 Badger Consulting Inc.  
3D GeoSpatial Inc.  
AbOriginal Apparel  
Aboriginal Link

Aboriginal Printing Corporation  
Acosys Consulting Services Inc.  
Adirondack Technologies  
Furniture Inc.  
Alivaktuk Consulting Inc.  
Agawa Entrepreneurship  
Development Corp.  
Anishinabeg Communications  
A T Seymour, CGA  
Audit Tree Inc.  
Big Soul Productions Inc.  
Borealis Industrial Supply  
Braun/Allison Inc.  
Bravo Tango  
Bridging Innovations Inc.  
Calnash Trucking  
Canadian Explosives Technology Inc.  
CH Designs Inc.  
Cindy Crowe Consulting  
CLAW Environmental Services Inc.  
CleanGen Inc.  
C & O Consulting  
Connecting Cultures  
C & W Web Developers Inc.  
CREEWEST Air  
Dalian Enterprises Inc.  
Eagle Vision Leadership & Training  
Solutions  
First Nations Engineering Services  
Ltd.  
First Peoples Group  
Fox High Impact Consulting  
Greedy Empire Clothing  
Gwen Bridge Consulting Ltd.  
Higgins Executive Search  
Home Health Store Inc.  
ICEIS Safety  
Infinity Distribution and Management  
IMI Brokerage Company Ltd.  
Indigena Solutions  
Indspire  
Interim Management Services Inc.  
Johnston Research Inc.

# 2012 MEMBERS

Law-Sel Construction Services Ltd.  
JTM Law  
Les Productions Feux Sacrés  
Lyle McLeod Consulting Group Inc.  
Major Projects Group Canada Inc.  
Métis Fiddler Quartet Productions  
MGM Communications  
Miziwe Biik Aboriginal Employment  
& Training  
Mohawk Foods  
Moving Red Canoe  
Morningstar River  
Mother Earth Essentials  
N2N.net Inc.  
NATTIQ  
NE Alberta Aboriginal Business  
Association  
New Relationship Trust  
Niagara Peninsula Aboriginal  
Management Board  
Nishnawbe Aski Nation  
North Guard Fall Protection Inc.  
Northern Winch & Tractor Inc.  
Nu Nennè-Stantec Inc.  
Ocean Equipment  
Ohwistha Capital Corporation  
Patey Law Group  
Pioneer Performance Inc.  
Plan4ward Consulting Inc.  
Red Sash Inc.  
Red Sky Performance  
Redstone Gas Bar  
Royal Solution Inc.  
RR&R Wholesale  
Six Independent Alberta First  
Nations Society  
SkyRider Developments  
Spirit Creative Advertising &  
Promotion  
Spirit Staffing & Consulting Inc.  
Squamish Nation/ First Nations  
Snowboard Team  
Stonecircle Consulting

Suzanne Smoke Consulting  
Symbiotic Group  
TAB Mechanical Inc.  
Taykwa Tagamou Nation  
Thunder Spirit Consulting  
Temp Air Control  
Tribal Energy Services  
Turtle Island Indigenous  
Education Corporation  
Turtle Island News Publications  
& Multi-Media Inc.  
Whitehorse Communications  
Wiidokage Inc.

## SPECIAL THANKS

CCAB would like to  
thank the Elders who  
were kind enough to  
attend our events.  
Their presence was  
inspirational and set  
the tone for our galas.

Joann Kakekayash  
Joe Calder  
Ursula Jacko

# ABORIGINAL VENDORS

CCAB supported  
Aboriginal Business  
by buying products  
and services from  
exceptional Aboriginal  
businesses in 2012.  
Aboriginal suppliers to  
CCAB were:

4Sight Consulting Inc.  
Aboriginal Culinary Concepts  
Aboriginal Financial Officers  
Association  
Aboriginal Multi-Media Society  
Aboriginal Printing Corporation  
Aglukark Entertainment Inc.  
Alberta Native News  
Anishinabeg Communications  
Beesum Communications  
Big Soul Productions Inc.  
Candice Ward Photography  
Daisy Nelson  
Duncan McCue  
First Nations Drum  
Gloria Jean Chiblow  
Higgins Executive Search  
Higgins International Inc.  
Katherine Fehr  
Matthew Jacob Photography  
Montpetit Studios  
MorningStar River  
NationTalk Inc.  
Native Canadian Centre of Toronto  
Symbiotic Group  
Theymedia



# FINANCIALS

## Report of the Independent Auditor on the Summary Financial Statements

To the Members of  
The Canadian Council for Aboriginal Business  
Le Conseil Canadien pour le Commerce Autochtone

The accompanying summary financial statements, which comprise the summary statement of financial position as at December 31, 2012, the summary statement of operations, summary statement of changes in net assets and summary statement of cash flows for the year then ended, are derived from the audited financial statements of The Canadian Council for Aboriginal Business/Le Conseil Canadien pour le Commerce Autochtone (the "Council") for the year ended December 31, 2012. We expressed a qualified audit opinion on those financial statements in our report dated May 31, 2013.

The summary financial statements do not contain all the disclosures required by Canadian accounting standards for not-for-profit organizations. Reading the summary financial statements, therefore, is not a substitute for reading the audited financial statements of the Council.

### Management's Responsibility for the Financial Statements

Management is responsible for the preparation of a summary of the audited financial statements in accordance with Canadian accounting standards for not-for-profit organizations.

### Auditor's Responsibility

Our responsibility is to express an opinion on the summary financial statements based on our procedures, which were conducted in accordance with Canadian Auditing Standard (CAS) 810, "Engagements to Report on Summary Financial Statements."

### Basis for Qualified Opinion

In common with many not-for-profit organizations, the Council derives a portion of its revenue and net asset additions from the general public in the form of donations and endowments, the completeness of which is not susceptible to satisfactory audit verification. Accordingly, our verification of this revenue was limited to the amounts recorded by the Council and we were not able to determine whether any adjustments might be necessary to donations revenue, excess of revenue over expenses, and net assets.

### Qualified Opinion

In our opinion, except for the possible effects of the matter described in the Basis for Qualified Opinion paragraph, the summary financial statements derived from the audited financial statements of the Council for the year ended December 31, 2012 are a fair summary of those financial statements, in accordance with Canadian accounting standards for not-for-profit organizations.

### Corresponding information

Without modifying our opinion, we draw attention to note 2 to the financial statements which describes that the Council adopted Canadian accounting standards for not-for-profit organizations on January 1, 2012 with a transition date of January 1, 2011. These standards were applied retrospectively by management to the corresponding information in these financial statements, including the statement of financial position as at December 31, 2011 and January 1, 2011, and the statements of operations, changes in net assets and cash flows for the year ended December 31, 2011 and related disclosures. We were not engaged to report on the restated corresponding information, and as such, it is unaudited.



Toronto, Canada  
May 31, 2013

Chartered Accountants  
Licensed Public Accountants

# FINANCIALS

## Summarized Statement of Financial Position As at December 31 and January 1

	December 31, 2012	December 31, 2011 (Unaudited)	January 1, 2011 (Unaudited)
<b>Assets</b>			
Current			
Cash and cash equivalents	\$1,015,843	\$ 890,195	\$ 809,869
Accounts receivable	79,049	59,383	226,456
Government remittances recoverable	13,088	20,799	19,562
Prepaid and deferred expenses	38,980	72,748	77,867
	<u>1,146,960</u>	<u>1,043,125</u>	<u>1,133,754</u>
Property and equipment	11,784	13,906	30,432
Domain name	7,400	7,400	7,400
	<u>\$1,166,144</u>	<u>\$1,064,431</u>	<u>\$ 1,171,586</u>
<b>Liabilities</b>			
Current			
Accounts payable and accrued liabilities	\$ 35,897	\$ 49,747	\$ 156,722
Deferred revenue	371,136	96,567	46,850
	<u>407,033</u>	<u>146,314</u>	<u>203,572</u>
Net assets	<u>759,111</u>	<u>918,117</u>	<u>968,014</u>
	<u>\$1,166,144</u>	<u>\$1,064,431</u>	<u>\$1,171,586</u>

## Summarized Statement of Operations and Changes in Net Assets

For the Year Ended December 31

	2012	2011 (Unaudited)
<b>Revenue</b>		
Membership fees and donations	\$ 948,466	\$ 882,338
Fundraising events	918,425	753,820
Foundation for the Advancement of Aboriginal Youth	495,308	266,419
Other income	99,948	56,306
Research grants	7,439	58,455
	<u>2,469,586</u>	<u>2,017,338</u>
<b>Expenses</b>	<u>2,286,582</u>	<u>2,098,360</u>
<b>Excess (deficiency) of revenue over expenses for the year</b>	<b>183,004</b>	<b>(81,022)</b>
Endowment contributions (distributions)	(342,010)	31,125
<b>Net assets – beginning of year</b>	<u><b>918,117</b></u>	<u>968,014</u>
<b>Net assets – end of year</b>	<u><b>\$ 759,111</b></u>	<u><b>\$ 918,117</b></u>

2012  
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Canadian Council for  
**ABORIGINAL**  
**BUSINESS**



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