



ANNUAL REPORT 2017





Vision

Growing a diverse and prosperous Aboriginal business community.

Core Values

- Respect for all Aboriginal cultures
- High standards of ethics and integrity
- Open, honest and transparent relationships with all stakeholders

Mission

To foster sustainable business relations between Aboriginal and non-Aboriginal business.

TABLE OF CONTENTS

About CCAB	4	Research	35
Message from the Co-Chairs	5	Growth and Success	36
Message from the President and CEO.....	6	Communications and Public Relations.....	37
2017 Events and Sponsorship	8	CCAB President and CEO	
Annual Toronto Gala.....	9	– 2017 Speaking Engagements.....	38
Aboriginal Business Development:		Media Stats and Social Media Highlights	42
Government Relations 101.....	10	CCAB Aboriginal Business Report.....	44
Winnipeg Hot Topic	11	CCAB Website.....	45
Inaugural Indigenous Women		Membership	46
in Leadership Award (IWIL).....	12	Why Become a CCAB Member	47
Aboriginal Economic Development Conference (AEDC):		2017 Patrons.....	48
Highlighting Innovation in the Indigenous Economy....	13	2017 Members by Province or Territory	49
Annual Calgary Gala	14	Aboriginal Business Members	50
Annual Vancouver Gala	15	Non-Aboriginal Business Members	56
Thunder Bay Hot Topic		Aboriginal Vendors & Member Recognition	60
and Aboriginal Partnership Exchange	16	Financials	62
Programs	17	Report of the Independent Auditor	
Certified Aboriginal Business (CAB) Program.....	18	on the Summary Financial Statements.....	63
Progressive Aboriginal Relations (PAR) Program.....	19	Financial Statement & Statement of Operations	64
PAR levels.....	20		
PAR Jury Members, Cultural Awareness Trainers.			
Verifiers and Certified PAR Companies	21		
PAR Testimonials	22		
Total Active 2017 Certified PAR Companies	23		
PAR Data – Overall States of PAR Program.....	24		
Vancouver PAR Luncheon	25		
TFAB – Tools and Financing for Aboriginal Business	26		
Growth of TFAB for 2017,			
CCAB Membership Engagement	27		
Practical Business Tools on TFAB, TFAB Partner			
and Sponsors	28		
Awards	29		
Aboriginal Hall of Fame (ABHF)			
Lifetime Achievement Award.....	30		
Aboriginal Hall of Fame (ABHF)			
National Youth Aboriginal Entrepreneur Award	31		
Indigenous Women in Leadership Award (IWIL).....	32		
Aboriginal Economic Development Corporation			
(AEDC) Award	33		
Award for Excellence in Aboriginal Relations.....	34		

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 Peoples in Canada's economy. A national non-partisan/non-profit organization, CCAB offers knowledge, resources, and programs to both Aboriginal and non-Aboriginal member companies that foster economic opportunities for Aboriginal Peoples and business across Canada.

CCAB 2016-17 BOARD OF DIRECTORS

Co-Chair, Randy Moore

Bee-Clean Building Maintenance
Current

Co-Chair, Sean Willy

President and CEO,
Des Nedhe Development
Out-going

Co-Vice-Chair, Alicia T Dubois

CIBC
Current

Co-Vice-Chair, Leanne Hall

Deloitte
Out-going

Treasurer, Clayton Norris

MNP LLP
Out-going

Dany Gaudreault

EBC
In-coming

Denise L. Pothier

Stantec
In-coming

Greg Fuhr

Synchrude Canada Ltd
Current

James Blackman

Primco Dene Group of Companies
Out-going

James Scongack

Bruce Power
In-coming

Katherine Power

Sodexo
Current

Leanne Bellegarde

PotashCorp
Out-going

Lyle Bouvier

Points Athabasca Contracting
In-coming

Mervin Dewasha

Neegan Burnside
Current

Michael Hachey

Compass Group Canada
Current

Michael Ledgett

Infrastructure/P3 Group,
Dentons Canada LLP
Current

Michael S. Jacobs

Cambium Aboriginal Inc
In-coming

Pamela Zabarylo

KPMG LLP
In-coming

Paul Summers

SteelCraft Inc
Out-going

Ravina Bains

Scotiabank
Current

Robert J. Gosse

MGI (St. John's, NL)
& NGAI (St. John's, NL)
In-coming

Shawn Rodeck

Big Grizzly Construction Inc.
In-coming

Stephen Fay

BMO Bank of Montreal
Out-going

MESSAGE FROM THE CO-CHAIRS

Dear Friends of CCAB,

In 2017, CCAB brought economic reconciliation to the forefront of the Canadian business conversation. For the past year, our strategic focus has been to create and enhance further engagement between Aboriginal and non-Aboriginal businesses. It is CCAB's goal to provide a pathway for our member companies to gain access to major marketplaces throughout the country. Through this lens, CCAB envisions an opportunity for Canada to put into practice the Truth & Reconciliation Commission of Canada (TRC) Report Recommendation 92, Business and Reconciliation.

All Canadians need to understand the importance of not only leveling the playing field economically for Indigenous peoples, but also addressing the past injustices that have held back Indigenous participation in the business landscape and prosperity that most Canadians take for granted.

In this light, we continue to enhance our programs and have seen remarkable growth in our Progressive Aboriginal Relations (PAR) enrollment, with over 80 companies now officially on the path towards significant engagement, and over 100 more in the pipeline. Our Tools and Financing for Aboriginal Business networking events have evolved into top-tier workshops for professionals across all sectors of industry, both Aboriginal and non-Aboriginal, while CCAB's Certified Aboriginal Business (CAB) designation has opened doors for numerous businesses throughout this past year, exemplified through initiatives such as the City of Toronto's procurement program.

Our annual Galas have become renowned for their ability to bring successful industry leaders, policy makers, and small businesses into the same room. We are fostering relationships for our member companies, and providing a platform for business to flourish. And it is through these platforms that we are also given the opportunity through our extensive national awards programs to honour some of our most impressive and substantial leaders in Aboriginal business, including; Dr. Herb Belcourt, Dr. Ken S. Coates, and the Six Nations of Grand River Development Corporation (SNGRDC).

In 2017, the Annual Vancouver PAR Luncheon brought together certified companies to share best practices in developing partnerships with and investing in Aboriginal businesses and communities. The 15th Annual Vancouver Gala also celebrated the re-launch of the PAR program, providing acknowledgement to all participating companies for their Committed and Certified levels.

CCAB continues to celebrate Aboriginal Youth through our Aboriginal Business Hall of Fame (ABHF) National Youth

Aboriginal Entrepreneur Award. This year's recipient was Isabell Ringenoldus, a member of the Fort McMurray #468 First Nation, who owns and operates TAWS Security.

While recognizing the important role that Indigenous women play in all aspects of our lives, CCAB wanted to send a strong message of national support through the creation of our exciting new Indigenous Women in Leadership (IWIL) Award. Proudly, our inaugural Indigenous Women in Leadership (IWIL) Award recipient was The Honourable Jody Wilson-Raybould, P.C., Q.C., M.P. Minister of Justice and Attorney General of Canada.

Through our Research Department, we are developing some of the most extensive and poignant data on Aboriginal businesses in Canada, boasting the most comprehensive research in the entire country. Our relationships with government departments have steadily strengthened as we find ourselves having a seat at the table when it comes to Indigenous policies and consultations. We will continue to represent our member companies in these discussions, and indeed champion the business interests of our peoples.

In the coming year, we hope to improve upon our past successes and processes, and continue to increase engagement between not only our member companies, but all companies throughout Canada. We have seen steady growth in our Patron member companies, and our spectrum of industry has widened. Building upon over 35 years of reputation, CCAB looks to tap into new markets as the call for Economic Reconciliation can be heard across virtually every industry throughout Canada.

Truly, it has been a transformative year for CCAB, as economic reconciliation and engagement drove the agenda. We are excited for what the future holds, and stay tuned in 2018 for major announcements and further growth!

Sincerely,



Sean Willy



Randy Moore



MESSAGE FROM THE PRESIDENT & CEO

Building the Foundation for Aboriginal Entrepreneurial Support

In 2017, CCAB continued to build a stronger foundation for Aboriginal entrepreneurial support. As a national organization, leveraging the work that we do is a vital component on the road to adding value to our membership and building our brand.



Our implementation of a new calendar year membership cycle has been a positive transition for our members. Our extraordinary diversity is highlighted through our vast membership list which continues to grow throughout all sectors of industry. Our refined commitment to business development is building stronger engagement between our members from coast to coast to coast.

With many members expressing the importance of Aboriginal procurement, CCAB embarked on an exciting endeavour. We set out in 2017 to understand how we and our members could change the face of Aboriginal procurement in Canada. We wanted to figure out a way to increase access to supply chains for Aboriginal businesses across Canada.

Early in 2017, in partnership with Environics, we surveyed a diverse range of Aboriginal businesses and corporations to understand common needs and challenges faced when engaging in Aboriginal procurement. We applied the learnings from this national survey to global best practices to develop our Aboriginal Procurement Strategy, which received funding from the Government of Canada at the end of 2017 to develop an unprecedented, national approach to Aboriginal procurement in Canada, which we are excited to roll out in 2018.

These are the initiatives we are proudly championing as we continue to strengthen the foundation we are building so Aboriginal entrepreneurs have the tools to grow and sustain their business enterprises across the country.

I am pleased with the continued success of our Progressive Aboriginal Relations (PAR), Certified Aboriginal Business (CAB) and Tools and Financing for Aboriginal Business (TFAB) programs. CCAB's suite of programs and services are continuing to grow

and evolve, offering our members more value-added benefits. Whether it is our free TFAB Aboriginal Business Networking Events or Business Skills Development Webinars, the relaunch of the CAB Program, or the re-engineering of the PAR Program, we remain in constant motion towards greater services. As we continue with our transition towards offering more interactive engagement, our members will have greater access to even more tools aimed at helping to enhance and advance their business relationships.

This past year saw the launch of the new PAR frameworks, adding increased access and participation in the program. It also created a need and interest for additional support roles within the program, including; verifiers, Jury members, and PAR cultural awareness trainers to support organizations participating in their PAR journey. In 2017 the PAR program saw a dramatic increase, with 30 new companies joining resulting in a total of 80 organizations actively participating in the program by the end of the year, an increase of 84%.

Since launching in November 2016, our TFAB program has taken full flight supporting CCAB Aboriginal businesses and economic development corporations with new tools and services. TFAB hosted six Aboriginal Business Networking Events across Canada from Vancouver to Halifax to Thunder Bay, with each networking event in 2017 hitting capacity! There was also a lot of interest in TFAB's Business Skills Development Webinars with hundreds of viewers from right across Canada connecting to the four webinars held over 2017. These accomplishments would not be possible without TFAB's partners. In 2017, we were thrilled that Federated Insurance and LiUNA joined as TFAB Business Function Partners.

This past year we created the Indigenous Women in Leadership (IWIL) award. This award is about recognition and admiration of our Indigenous women. It's about showing our continued support. More than that, this award is important to me on a personal level, as it was my mother who taught me so very much about this life, and her mother before her. I have also witnessed my sister take a leadership role in business to support her family, both inspiring women, both leaving constant reminders of what is important and what is possible.

Continued on next page

MESSAGE FROM THE PRESIDENT & CEO

We were thrilled to offer our inaugural IWIL 2017 award to the Minister of Justice and Attorney General of Canada, The Honourable Jody Wilson-Raybould. CCAB remains committed to continuing in this tradition of honouring and celebrating our Indigenous women.

The IWIL event, along with our four other major events, the Toronto Gala, the Aboriginal Economic Development Conference, Calgary Gala and Vancouver Gala saw an increase in attendance resulting in an 11% increase in revenue.

In November 2017, CCAB presented (representing our CCAB members) to the Government of Canada's Standing Committee on Government Operations and Estimates providing recommendations as to how the Government can increase procurement for Aboriginal businesses.

Rounding out an outstanding year, the Research Department doubled in size and continued to do meaningful and impactful work for the Aboriginal business community across Canada. The growth of the department has been accompanied by new partnerships with different ministries and organizations that allowed CCAB to publish and co-produce two reports, with more to come next year.

CCAB's strength and influence continues to spread across governmental departments on a federal, provincial, and municipal level. Our brand continues to build towards being the go-to advisors for everything relating to Aboriginal business in Canada. From our work with negotiators of the NAFTA Indigenous Peoples' Chapter, to our input on trade and export policy, CCAB has a place at the table. We are thrilled with the positive interaction these new relationships have helped foster, and will continue to be a voice for change in this ever-evolving economic landscape.

Our research on procurement in the Marine and Aerospace industries lay the path to improved Indigenous involvement in those industries, while our work with TD Economics demonstrated that more Aboriginal businesses innovate than the Canadian average. All the work by the CCAB Research team will lead to more business opportunities and engagement for our membership in the coming years.

Proudly, CCAB continues to empower Aboriginal business owners through the growth of our brand. We have culminated our membership's potential and vigor and transformed that energy

into tangible results which can be felt throughout the Canadian economy. But we have only just begun.

By strengthening the bridge between Aboriginal business potential and Canadian business, collectively, all the achievements listed above have resulted in: increased attendance in events, revenues, membership, sponsorship, participation in PAR and the creation of an exciting new award. The future brightens for our people as we continue to provide the tools and opportunities that are moving economic reconciliation front and centre on the path to sustainable prosperity.

Chi Miigwetch,



JP Gladu
President & CEO



EVENTS AND SPONSORSHIP

EVENTS AND SPONSORSHIP

ANNUAL TORONTO GALA

On January 31, 2017, the Canadian Council for Aboriginal Business (CCAB) celebrated and honoured the achievements of the 2017 Aboriginal Business Hall of Fame Award recipients. Respected Métis leader Dr. Herbert Belcourt, CM, LLD (Honorary), was presented with the Aboriginal Lifetime Achievement Award, and Isabell Ringenoldus of TAWS Security received the National Youth Aboriginal Entrepreneur Award.

The evening began with an opening performance by Troy Sexton, cast member of the stage show STOMP and senior facilitator

with BluePrintForLife. Adding to the excitement, guests enjoyed an exclusive fashion show by Angela DeMontigny. Angela was awarded a CCAB fashion design internship in 1993 and has since developed successful custom couture collections worn by celebrities, musicians and other high-profile clients across North America.

A special thank you to all our sponsors including Lead Sponsor Bruce Power.



J.P. Gladu (CCAB), Dr. Herbert Belcourt, Lesley Belcourt, Isabell Ringenoldus (TAWS Security), Dave Chizen (TAWS Security), Michael Hachey (ESS North America), David Cabral (formerly ESS North America)

Troy Sexton, BluePrintForLife



Wab Kinew (host)



Elder Bob Phillips



Angela DeMontigny and JP Gladu (CCAB)

Lead Sponsor



Founding and Exclusive Award Sponsor



Supporters



Sponsor



EVENTS AND SPONSORSHIP

ABORIGINAL BUSINESS DEVELOPMENT: GOVERNMENT RELATIONS 101

On February 28, 2017, the Canadian Council for Aboriginal Business (CCAB), in partnership with Deloitte, presented a discussion on government relations strategies – a critical part of business in every sector of the Canadian economy. Panelists for the event included Bliss Baker (Partner, Maple Leaf Strategies), the Honourable Greg Rickford P.C., B.S.N., M.B.A., LL.B., B.C.L.; Leanne Hall (Partner and National Indigenous Services Leader, Deloitte), Nicole Verkindt (President, OMX), and Sean Willy (Vice President, Des Nedhe Development & Creative Fire).

In a CCAB first, the event was live streamed to members and non-members as a webinar via our Tools and Financing for Aboriginal

Business program (TFAB). Participants were able to participate live as our expert panelists explored the state of government relations, defined effective strategies and tactics, shared their professional experiences, and reflected upon the challenges facing Aboriginal businesses engaging with governments and agencies across Canada.

Thank you to Deloitte for partnering with us for this event!

Deloitte.



Panelists, Leanne Hall (Deloitte), Nicole Verkindt (Offset Market Exchange, OMX), Bliss Baker (Maple Leaf Strategies), Sean Willy (Des Nedhe Developments & Creative Fire) and the Honourable Greg Rickford P.C., B.S.N., M.B.A., LL.B., B.C.L.

EVENTS AND SPONSORSHIP

WINNIPEG HOT TOPIC SERIES

On March 23, 2017, CCAB brought together panelists Matt Jamieson (President & CEO, Six Nations of the Grand River Development Corporation), Byron LeClair (Director of Energy Projects, Pic River First Nation), and John Beaucage (Principal, Council Public Affairs and respected First Nation leader) with moderator Wab Kinew to discuss how green and renewable energy is working for their communities.

The panel discussion was part of a Hot Topic Series dedicated to Aboriginal Power and Renewable Energy that took place at the Fort Garry Hotel in Winnipeg, MB. Together, the three panelists

discussed and explored their experiences as leaders in their sector and the choices they made along the way. As a special addition to the evening, they were joined by the University of Manitoba Radio Station, UMFM, which live-streamed the discussion for its online podcast, At The Edge of Canada: Indigenous Research Podcasts.

The CCAB would like to acknowledge the late Mr. Byron LeClair, whose contributions to Aboriginal economic development, as well as his passion for his community (Pic River First Nation), will be long remembered and respected.



From left to right, J.P. Gladu (CCAB), Matt Jamieson (Six Nations of the Grand River Development Corporation), John Beaucage (Council Public Affairs and respected First Nation leader), Byron LeClair (Pic River First Nation), Wab Kinew (Manitoba MLA, Fort Rouge)

Lead Sponsor



Contributor



EVENTS AND SPONSORSHIP

INAUGURAL INDIGENOUS WOMEN IN LEADERSHIP AWARD (IWIL)

In keeping with the changing times, CCAB created a new award to support our Indigenous women and the leadership they have championed in Canada. On April 7, 2017, CCAB, along with founding sponsor TD, presented the first CCAB Indigenous Women in Leadership Award.

This empowering night was celebrated at the Design Exchange in Toronto where CCAB presented one of Canada's top Indigenous women, the Honourable Jody Wilson-Raybould, Minister of Justice and Attorney General of Canada, with the award. In her keynote address, Wilson-Raybould discussed her challenges

and achievements as well as her vision for an equitable and prosperous future for all Canadians.

The evening was hosted by Jennifer Podemski, an award-winning film and television producer and actor. There was also a memorable introduction and opening prayer from Elder Pauline Shirt, as well as a powerful singing and drumming performance from Jenny Blackbird.

A special thank you goes to the Lead Sponsor, TD, as well as Supporting Sponsor, CIBC.

From left to right: Jennifer Podemski (host), Elder Pauline Shirt, Jenny Blackbird (performer)



From left to right: Minister David Zimmer, Norie Campbell (TD), Hon. Jody Wilson-Raybould, Monique Bateman (TD), JP Gladu (CCAB)



Lead and Founder and
Exclusive Award Sponsor



Supporting Sponsor



EVENTS AND SPONSORSHIP

ABORIGINAL ECONOMIC DEVELOPMENT CONFERENCE (AEDC): HIGHLIGHTING INNOVATION IN THE INDIGENOUS ECONOMY

On May 11, 2017, more than 20 speakers from various sectors in Canada came together to discuss Innovation in the Indigenous Economy at the Aboriginal Economic Development Conference in Calgary, which took place at the city's Telus Convention Centre.

Over 200 attendees had the opportunity to hear informative keynotes from Jim Balsillie, Chair of the Council of Canadian Innovators, Former Chair and co-CEO of RIM, and The Honourable Jim Carr, Canada's Minister of Natural Resources. The conference also had several break-out sessions that touched on topics ranging

from Canada's Evolving Role in a Global Economy to Innovative Solutions and Doing Business in the Arctic. The latter discussion had leading figures from the oil and gas, forestry and mining industries, including Kinder Morgan Canada, the Forest Products Association of Canada (FPAC) and Upstream/Suncor Energy.

A special thank you to all our sponsors including Lead Sponsor CIBC.

Elder Casey Eagle - Speaker



Morning Panel Discussion, Innovative Financing and Partnerships, from left to right: Alicia Dubois (CIBC); Stewart Anderson (Vancity); Chief Lee Crowchild (Tsuut'ina Nation); Barrie Robb (Fort McKay Group of Companies)



Afternoon Keynote presentation from Canada's Minister of Natural Resources, the Honourable Jim Carr



Afternoon Panel Discussion, Canada's Evolving Role in a Global Economy, from left to right: Phil Fontaine (Ishkonigan Inc.); Mark Little (Suncor Energy); Derek Nighbor (FPAC); Peter J. Forrester (Kinder Morgan Canada)



Morning Keynote presentation from Jim Balsillie, Chair of the Council of Canadian Innovators, Former Chair and co-CEO of RIM

Lead Sponsor



Afternoon Lead Sponsor



Lunch Lead Sponsor



Official Radio Sponsor



Coat Check Sponsor



Contributor



EVENTS AND SPONSORSHIP

ANNUAL CALGARY GALA

On May 11, 2017, at the Annual Gala in Calgary, CCAB celebrated the achievements of the 2017 Aboriginal Economic Development Corporation Award recipient, Six Nations of the Grand River Development Corporation (SNGRDC).

Demonstrating wealth creation, business development and rising levels of employment, SNGRDC has demonstrated an increase in the prosperity and sustainable economic development in its community through its operations.

The evening was hosted by multi-award winning actress Michelle Thrush, and included a beautiful performance by Ojibway Singer/ Songwriter Tracy Bone and World Champion Hoop Dancer, Dallas Arcand (Alexander First Nation). The Gala took place at the Sheraton Suites Calgary Eau Claire.

A special thank you to all our sponsors including Lead Sponsor Sodexo.



From left to right: Katherine Power (Sodexo); Matt Jamieson (Six Nations of the Grand River Development Corporation); Chief Ava Hill (Six Nations); J.P. Gladu (CCAB)

Michelle Thrush (host)



Entertainment: Tracy Bone and Dallas Arcand

Event Lead Sponsor, Founding
and Exclusive Award Sponsor



Supporting Sponsors



Official Radio Sponsor



Coat Check Sponsor



EVENTS AND SPONSORSHIP

ANNUAL VANCOUVER GALA

On September 28, 2017, our sold-out Annual Vancouver Gala was hosted by actor and doctor, Dr. Evan Adams and opened with a riveting hoop dance performance by James Jones and Marika Cockney. Elder Deanna George from Tsleil-Waututh Nation provided an opening prayer, followed by Dr. Cheryl Bear's rendition of Oh Canada. The evening celebrated and honoured the accomplishments of Dr. Ken S. Coates, the recipient of the Award for Excellence in Aboriginal Relations.

The evening also included presenting certificates for the 2017 Progressive Aboriginal Relations (PAR) certified companies. We'd like to congratulate all the companies for achieving their PAR certified levels. A special thank you to all our sponsors including Lead Sponsor, Scotiabank

Host, Dr. Evan Adams



Elder Deanna George



Entertainment: Dr. Cheryl Bear



Ravina Bains (Scotiabank)



From left to right, JP Gladu (CCAB); Dr. Carin Lee Holroyd; Dr. Ken S. Coates – the recipient for the Award for Excellence in Aboriginal Relations.



Entertainment: Dancer, James Jones and Marika Cockney (Arctic FlowFox)

Lead Sponsor



Networking Reception Sponsor



Supporting Sponsors



Contributor



EVENTS AND SPONSORSHIP

THUNDER BAY HOT TOPIC SERIES AND ABORIGINAL PARTNERSHIP EXCHANGE

The Thunder Bay Hot Topic Series focused on partnerships between Canadian companies and Aboriginal communities to launch businesses in urban and rural markets. Elder Victor Pelletier from Fort William First Nation opened the event with a welcome and an opening prayer. Our moderator, Andre Morriseau, Director, Awards and Stakeholder Relations, CCAB, and speakers, Alex Janavicius, Director, Rack Forward Strategy, Petro-Canada; Nick Javor, Principal, Oskee1 Consulting and former Senior Vice President, Development for Tim Hortons

Canada; and Nivera Wallani, President and General Manager, KFC Canada, explored a number of key issues. They included the creation and alignment of shared goals, team building and management, and resource maximization.

This year, CCAB partnered with the Thunder Bay Chamber of Commerce and hosted the APEX – Aboriginal Partnership Exchange. Sixteen exhibitors showcased their products and services while networking with event attendees.

Bill Crowe (Pioneer Construction)



Charla Robinson (Thunder Bay Chamber of Commerce)



Andre Morriseau (CCAB), Nivera Wallani (KFC Canada), Alex Janavicius (Petro-Canada), Nick Javor (Oskee1 Consulting)



Alex Janavicius (Petro-Canada), Bill Crowe (Pioneer Construction), J.P. Gladu (CCAB), Nivera Wallani (KFC Canada), Pat McLeod (Fisher Wavy), Graham Longley (Fisher Wavy), Nick Javor (Oskee1 Consulting)

Event Leads



Event Contributor



APEX presented by





PROGRAMS

CERTIFIED ABORIGINAL BUSINESS

CERTIFIED ABORIGINAL BUSINESS (CAB) PROGRAM

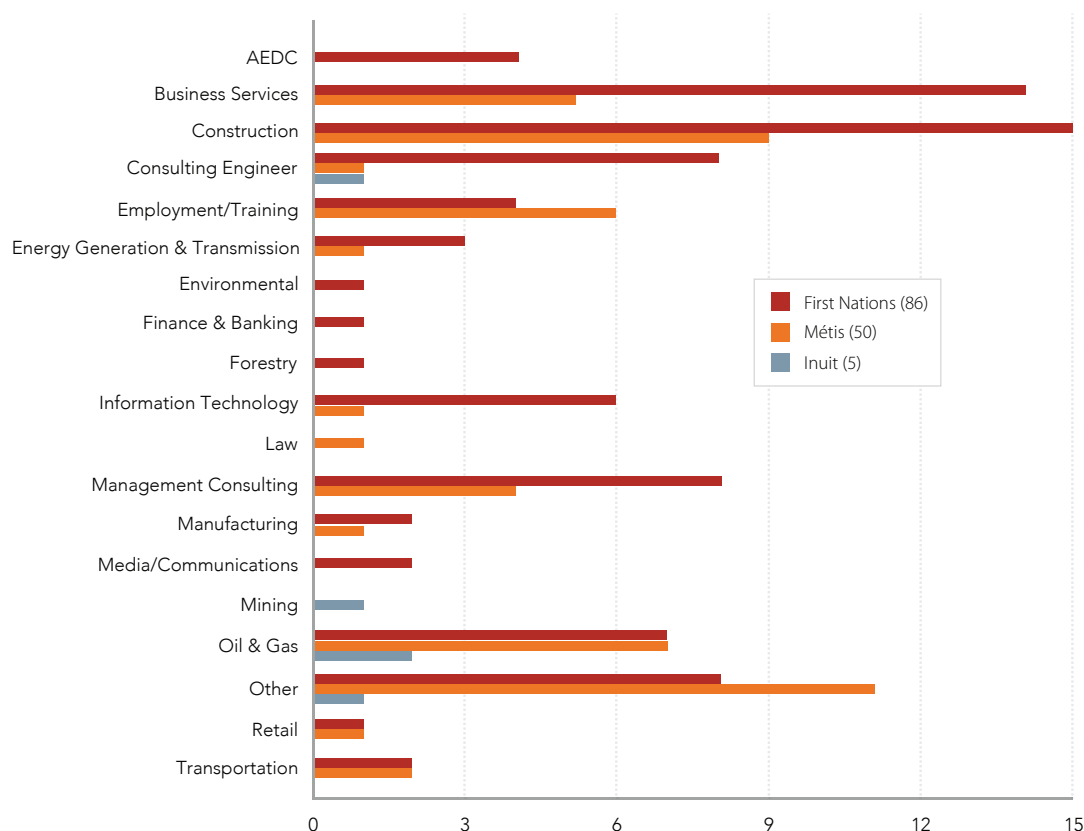
The Certified Aboriginal Business (CAB) program has been designed to increase public and private-sector business opportunities for CCAB's Aboriginal business members.

Certification System

Aboriginal business members are provided with a formal certification that can be used for marketing and bid packages, and to identify themselves as a Certified Aboriginal Business.

Since the relaunch of the CAB Program in December 2016, CCAB has seen an increase in the number of Aboriginal Businesses registering

to take advantage of more procurement opportunities. The improvement to the eligibility component of the CAB program has been developed to increase access and allow Aboriginal businesses to further their opportunities with CCAB member companies, including all PAR participating companies.



141 CAB members are currently registered

Sponsors



PROGRESSIVE ABORIGINAL RELATIONS

PROGRESSIVE ABORIGINAL RELATIONS (PAR) PROGRAM

Progressive Aboriginal RELATIONS

Canadian Council for
Aboriginal Business 

PAR is a certification program that confirms corporate performance in Aboriginal relations at the Bronze, Silver or Gold level. Certified companies promote their level with a PAR logo signaling to communities that they are good business partners; great places to work and; committed to prosperity in Aboriginal communities. PAR certification provides a high level of assurance to communities because the designation is supported by an independent, third party verification of company reports. The final company level is determined by a jury comprised of Aboriginal business people.

The PAR program encourages companies to evolve and participate in a growing Aboriginal business economy across Canada. The fastest growing segment and Canada's population comes within its Aboriginal community, which is also becoming

increasingly urbanized.

These four performance

areas; **Leadership Actions, Employment, Business Development, and Community Relationships** provide a foundation for the PAR program and represent the core components to successful positive business relations with the Aboriginal community.

With the relaunch of the new frameworks the PAR program has experienced a significant increase in the number of companies and organizations that have undertaken the PAR process. Since the introduction of the Progressive Aboriginal Relations program 16 years ago, PAR continues to be the only corporate social responsibility assurance program with an emphasis on Aboriginal relations.

LEADERSHIP ACTIONS

Leadership Actions are defined as actions to reinforce an organizational focus on Aboriginal relations by leaders of the organization. Such actions have an impact in achieving and sustaining good results in all PAR Drivers. These actions include setting and cascading a clear commitment and policy, identification and communication of the Community of Interest, scheduling self-assessment exercises against PAR Criteria to review status, and the application of a structure to drive and help sustain the commitment to positive Aboriginal relations across the organization.

EMPLOYMENT

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

BUSINESS DEVELOPMENT

Business development is defined as the commitment of resources (time and money) to the development of business relationships with Aboriginal-owned businesses. These activities, which include procurement, are sustained through mutual benefit. Capacity building and mentorship also directly relate to sustaining, enhancing or developing future business development.

COMMUNITY RELATIONSHIPS

The Community Relationships driver is broken out into two components: engagement and support. Engagement is defined as providing time and resources to develop and sustain positive and progressive relationships with Aboriginal communities, groups and stakeholders. Engagement can include communications, information sharing, involvement in events and activities, and partnerships. Support is defined as a commitment to develop positive and progressive relationships with Aboriginal communities, groups and stakeholders by providing financial and/or in-kind support. These components work together to nurture and sustain positive and progressive relationships. Those companies that are viewed as part of the community have a far better chance of success in sustaining good relationships, versus those that go into the community to give an occasional presentation.

PROGRESSIVE ABORIGINAL RELATIONS

PAR LEVELS

Progressive
Aboriginal
RELATIONS

COMMITTED

Canadian Council for
Aboriginal Business



Par Committed Level

PAR Committed companies are in the early stages of tracking and managing their Aboriginal relations across cultures. Committed companies have submitted a report for one year's worth of company activities and tend to undergo external verification of their performance in the future. The committed logo represents a company's commitment to continual improvement in Aboriginal relations.

Par Certified Level

PAR Certified companies have PAR verifiers review the company PAR online report and confirm submissions through company visits and interviews with Aboriginal stakeholders. These inputs combine to create a summary report from the verifier that is used by a PAR jury to award the company PAR standing at the bronze, silver, or gold level. At this level, companies must submit three years of information and must re-certify every three years.

Progressive
Aboriginal
RELATIONS

**BRONZE
LEVEL**

Canadian Council for
Aboriginal Business



Bronze Level PAR

PAR Bronze companies are distinguishable among thousands of Canadian businesses because they recognize the business case for working with Aboriginal businesses and communities. Their strategic planning recognizes the mutually beneficial impact of business development with Aboriginal owned businesses; the value that Aboriginal peoples bring to the workplace, and the potential of Aboriginal communities. PAR bronze companies are beginning a journey, developing the goals and action plans that position them to work with the Aboriginal community.

Progressive
Aboriginal
RELATIONS

**SILVER
LEVEL**

Canadian Council for
Aboriginal Business



Silver Level PAR

PAR Silver companies have had the business case proven through their Aboriginal relations, business partnerships are in place; Aboriginal peoples are adding value at their workplace; and they are supporting sustainability through investment in communities and people. PAR silver companies recognized early, the value of working with Aboriginal communities and can point to outcomes that have made a difference.

Progressive
Aboriginal
RELATIONS

**GOLD
LEVEL**

Canadian Council for
Aboriginal Business



Gold Level PAR

PAR Gold companies demonstrate sustained leadership in Aboriginal relations through their commitment to working with Aboriginal businesses and communities and building the business case that other companies aspire to achieve. Their introduction of innovative programs and engagement of Aboriginal businesses and communities and demonstrates best practice for those companies introducing Aboriginal relations to their business strategy or seeking to improve over year.

PROGRESSIVE ABORIGINAL RELATIONS

PAR acknowledges the following PAR Jury Members:

Terry Goodtrack – AFOA
Ernie Daniels – FNFA
Jennifer Deleskie – Membertou First Nation
Zach McCue – Dickinson Wright LLP
Stephen Scott – TD Bank

PAR acknowledges the following PAR Cultural Awareness Trainers:

Jason Carter – Bear Standing Tall & Associates
Jason Thompson – Superior Strategies
Deborah Green – Corporate Cree Consulting

PAR acknowledges the following PAR Verifiers:

Ellen Perry – Ontario
Joseph Bastien – Ontario
Natiea Rhodes – British Columbia
Laurie Sterritt – British Columbia
Sandi Morriseau – Alberta
Clair Marshall – British Columbia
David Acco – Quebec

2017 Certifying Companies – 13 in the 2017 Year

NEW CERTIFYING



HATCH



MNP



RE-CERTIFYING



PROGRESSIVE ABORIGINAL RELATIONS

2017 PAR TESTIMONIALS

PAR COMMITTED

"The new PAR foundation criteria and questions are clearer and have allowed us to take our approach to proactive and positive Aboriginal engagement to the next level. The questions have truly helped us be more strategic and benchmark our progress over the past year."

Andra Syvanen



"CDN Controls believes that business has a role to play in the reconciliation process between Government, non-Aboriginal Canadians, and Aboriginal communities across the country. Working with the CCAB and within the PAR Program we have made building relations with Aboriginal communities and peoples a part of our corporate culture. As a company that works in the natural resource extraction sector we are proud of the work we have done through PAR to ensure Aboriginal communities and peoples are active participants in our industry so they may share in our success."

Alexander Fanni



PAR GOLD

"A key pillar to our business strategy has been our commitment to progressive relationships with Aboriginal businesses and communities. PAR has provided us with a platform to evaluate our impact, consider new opportunities, and to be recognized for our success. With the call for reconciliation, this is the perfect time to demonstrate to the Aboriginal community and the rest of Canada that your business or organization is ready to take action and not just think or talk about it."

Brock Higgins & Brenda LaRose



PROGRESSIVE ABORIGINAL RELATIONS

TOTAL ACTIVE 2017 CERTIFIED PAR COMPANIES

Progressive
Aboriginal
RELATIONS

**GOLD
LEVEL**

Canadian Council for
Aboriginal Business



Progressive
Aboriginal
RELATIONS

**SILVER
LEVEL**

Canadian Council for
Aboriginal Business



Progressive
Aboriginal
RELATIONS

**BRONZE
LEVEL**

Canadian Council for
Aboriginal Business



Progressive
Aboriginal
RELATIONS

COMMITTED

Canadian Council for
Aboriginal Business



PROGRESSIVE ABORIGINAL RELATIONS

PAR DATA – OVERALL STATS OF THE PAR PROGRAM

Active Certified Companies	Province	Start Date at PAR Certified level	Current Level	Sector
ALPAC	AB	2001	Gold	Forestry
Cameco Corporation	SK	2001	Gold	Mining
Scotia Bank	ON	2001	Gold	Banking
Sodexo Energy and Resources	ON	2001	Gold	Accommodation and Food Services
Synchrude Canada	AB	2001	Gold	Oil
BMO Bank of Montreal	ON	2002	Gold	Banking
ESS Support Services	ON	2002	Gold	Accommodation and Food Services
Higgins Executive Search	ON	2005	Gold	Search Firm
IBM Canada Ltd.	MB	2005	Gold	IT Computer Technology
BC Hydro	BC	2008	Gold	Energy
Aramark Remote Workplace	AB	2009	Gold	Other
BC Housing	BC	2012	Gold	Housing
Bruce Power	ON	2012	Gold	Energy
Shell Canada	AB	2012	Gold	Oil
Suncor	AB	2014	Gold	Gas
TD Bank	ON	2014	Gold	Banking
Saskpower	SK	2014	Gold	Energy
Enbridge	AB	2012	Silver	Oil
Nexen	AB	2012	Silver	Oil
Civeo	AB	2016	Silver	Accommodation and Food Services
Norda Stelo	QC	2012	Silver	Construction, Energy, Environment, Industrial
ATCO Structures and Logistics	AB	2014	Silver	Accommodation and Food Services
TransAlta	AB	2014	Silver	Energy
Bee clean Maintenance	AB	2015	Silver	Janitorial
Ontario Power Generation	ON	2015	Silver	Energy
Carillion	ON	2015	Bronze	Other
Domcor	BC	2015	Bronze	Health and Other
Britco	BC	2015	Bronze	Construction
Bird Heavy Civil Ltd.	QC	2016	Bronze	Construction
Brook McIlroy	ON	2013	Bronze	Construction
Hudbay Minerals	MB	2013	Bronze	Mining
Scarlet Security Group	AB	2017	Bronze	Security Services
Allteck Line Contractors Inc.	BC	2014	Bronze	Energy Generation and Transmission
Hydro One	ON	2017	Bronze	Energy
Timberwest Forest Corporation	BC	2017	Bronze	Forestry
Hatch	ON	2014	Bronze	Construction

PROGRESSIVE ABORIGINAL RELATIONS

2017 VANCOUVER PAR LUNCHEON

The 2017 Progressive Aboriginal Relations Luncheon in Vancouver brought together Canadian companies that are committed to promoting and developing partnerships with, and investing in, Aboriginal businesses and communities. The keynote presenters, Trevor Gladue, Director of Indigenous Strategic Initiatives for Civeo, and Mark Ward, Chief Executive

Officer for Syncrude Canada Ltd., discussed the opportunities and benefits of investing and partnering with Aboriginal businesses and communities to build capacity and shared their experiences from development to delivery. A special thank you to the sponsors including Lead Sponsor, Syncrude.



Speaker

Trevor Gladue
Director of Indigenous Strategic Initiatives
Civeo



Speaker

Mark Ward
Chief Executive Officer
Syncrude Canada Ltd.



Lead Sponsor



Supporting Sponsors



TOOLS AND FINANCING FOR ABORIGINAL BUSINESS



TOOLS AND FINANCING FOR ABORIGINAL BUSINESS (TFAB)

CCAB MEMBERS COMING TOGETHER TO ENHANCE ABORIGINAL ENTREPRENEURSHIP.

TFAB provides Aboriginal entrepreneurs practical business tools, expertise, training and networks, enabling these entrepreneurs to strengthen and grow their businesses. Through the TFAB Program, Aboriginal businesses, entrepreneurs, and communities have access to:

- A growing library of practical online business tools and resources
- Interactive Business Skills Development Webinars
- Growing catalogue of previous TFAB webinars
- Aboriginal Business Networking Events held in cities across Canada

CCAB developed TFAB in response to insights gained from our research into the key needs and challenges Aboriginal entrepreneurs face when starting or growing their businesses. Our research additionally found that in 2016, an estimated 43,000 Aboriginal businesses contributed \$12 billion to national income. To support this growing Indigenous economy, TFAB has transformed into an important vehicle for Aboriginal and non-Aboriginal businesses striving for mutual success across Canada.



In addition to TFAB providing Canada's 43,000 Aboriginal business owners opportunity to grow their businesses, this program also provides a platform to increase member to member engagement.

As all TFAB content and training is created by CCAB members, TFAB offers members the opportunity to better connect with Aboriginal businesses seeking their programs and services.

TOOLS AND FINANCING FOR ABORIGINAL BUSINESS

GROWTH OF TFAB FOR 2017

During 2017, the Tools and Financing for Aboriginal Business Program has delivered 6 highly engaging TFAB networking events. These events create a space for Aboriginal entrepreneurs to connect with likeminded peers and provide

opportunities to learn from special guest speakers. In 2017 TFAB engaged with 13 expert professionals to share their knowledge on some specific business topics to over 250 attendees.



Our Business Skills Development Webinars enable Aboriginal businesses to engage with TFAB from anywhere across Canada! These online events similarly engage business experts to provide their knowledge and expertise. In 2017, TFAB delivered 4 online events with 10 experts to over 130 viewers nationwide. The topics focused on very important subjects like Finance, Procurement, Business strategy, and working with Government.

The TFAB Portal has witnessed much improvement. This year over 8,000 page views have been reported from over 2,900 users!



CCAB MEMBERSHIP ENGAGEMENT

Our members contribute:

- Business tools, resources and guides
- Deliver webinars*
- Host Networking Events*

* TFAB sponsor benefit

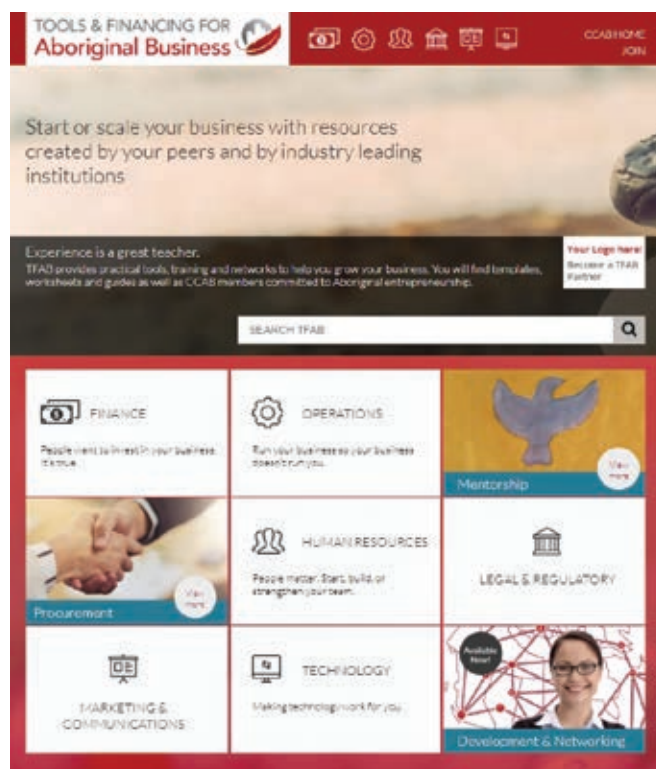
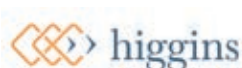
Our members receive:

- Direct connections to Aboriginal business partners, clients and suppliers
- Enhanced brand recognition and reputation within Aboriginal community
- Increased Aboriginal supplier diversity
- Outcomes for PAR certification reporting
- Fulfilment of Aboriginal relations/CSR commitments

TOOLS AND FINANCING FOR ABORIGINAL BUSINESS

PRACTICAL BUSINESS TOOLS ON TFAB

The success of TFAB would not be possible without the 21 tools and resources we have received from our membership. CCAB would like to sincerely thank the following members for making their commitment to heighten Aboriginal entrepreneurship across Canada by providing practical tools and resources to the TFAB online portal.



TFAB PARTNERS AND SPONSORS

We welcome our two newest TFAB Business Function Partners **Federated Insurance** for Operations and **LiUNA** for Human Resources. The support from these valued TFAB sponsors and our continuing Finance Partner **Birch Hill Equity** enable TFAB to

continue its support and commitment to enhancing Aboriginal entrepreneurship. We would also like to thank our valued member **Creatrix Design Group** for working with the program and supporting the incredible growth of TFAB online.

Partners



Funding Sponsors



Indigenous and
Northern Affairs Canada

Affaires autochtones
et du Nord Canada





AWARDS

AWARDS

ABORIGINAL BUSINESS HALL OF FAME (ABHF) LIFETIME ACHIEVEMENT AWARD

Aboriginal persons whose business leadership has made a substantive contribution to the economic and social well-being of Aboriginal people over a lifetime are eligible for the Aboriginal Hall of Fame Lifetime Achievement Award (ABHF). Champions of Aboriginal business exist across the country, but only a small percentage of individuals devote their lifetime to furthering the Aboriginal economy.

Aboriginal Business
HALL OF FAME

LIFETIME
Achievement



2017 ABHF Lifetime Achievement Award Recipient Dr. Herb Belcourt

The Canadian Council for Aboriginal Business and ESS Support Services Worldwide (a member of Compass Group Canada) were pleased to announce Dr. Herb Belcourt as the 2017 inductee into the Aboriginal Business Hall of Fame for Lifetime Achievement.

Respected Métis entrepreneur Herb Belcourt was the founder of several businesses including Belcourt Construction started in 1965, the third largest power-line company in Alberta that employed 265 in the field. He is author of *Walking In The Woods: A Métis Journey*, published October 2006 by Brindle & Glass which topped the best seller list and was nominated for the Wilfred Eggleston Award for Non-Fiction 2007 Alberta Literary Competition.

In 1971 Herb co-founded non-profit Canative Housing Corporation that rented to Métis people in Edmonton and Calgary, started an Urban skills program in Edmonton for tenants, developed a Day Care Centre for their children – working in cooperation with preventive social services -- and bought a bus for transporting women and children to these programs. Herb actively worked as operations manager from 1991 to 2004. In

2006 he received the National Aboriginal Achievements Award for Housing.

In 2001 Herb with two fellow co-founders formed the Belcourt Brosseau Métis Awards, a \$13- million endowment with a mandate to support Métis students pursuing further education. To date \$17-million is in the endowment, and over 15 years \$6-million has been given away to over 1,000 students in over 200 programs in every institution in Alberta.

Herb's accolades included an Honourary Doctorate of Laws (University of Alberta, 2001), The Order of Athabasca University (2006), Investiture as a Member of the Order of Canada (2010) and an Honorary Diploma from NorQuest College (2014).



CCAB would like to recognize and thank ESS, the founder and exclusive sponsor for the Aboriginal Business Hall of Fame Award. Compass Group Canada/ ESS Support Services Worldwide is a leading food-service and support services company.

AWARDS

ABORIGINAL BUSINESS HALL OF FAME (ABHF) NATIONAL YOUTH ABORIGINAL ENTREPRENEUR AWARD

The National Youth Aboriginal Entrepreneur Award highlights the enterprising spirit of young Aboriginal business leaders under the age of 35. The prestigious award comes with a \$10,000 dollar cash award.

The eligibility criteria for this unique award requires that the nominee be a Canadian resident of First Nation (Status or Non-Status), Inuit or Métis ancestry between the ages of 19-35, self-employed for a minimum of one year and submit a creative 30-60 second video about themselves and their business.

Aboriginal Business HALL OF FAME



2017 ABHF National Youth Aboriginal Entrepreneur of the Year Award Recipient, Isabelle Ringenoldus

Isabell Ringenoldus (First Nations), owns and operates TAWS Security, which provides physical security, mobile patrol security as well as many technological solutions and value added services to empower their clients and staff. TAWS Security is based on the Fort McMurray #468 First Nation in Anzac, Alberta. 100% of their ownership and management team are local Fort McMurray residents. Over the years her company has been able to employ over 70 First Nations people and countless Métis people. Isabell is extremely proud to say that she has employed indigenous personnel from thirty-four (34) different First Nation Communities, spanning Canada wide, from the East Coast Mi'kmaq tribe of Miawpukek Newfoundland all the way to the Ojibway tribe of Batchewana First Nation British Columbia on the West coast.

Following the unfortunate and devastating event of the 2016 Fort McMurray wildfire, TAWS Security was able to showcase their ability and resources to immediately deploy both management and trained guards to the Regional Municipality of Wood Buffalo hours after the fire started.



CCAB would like to recognize and thank ESS, the driving force behind the creation of the National Youth Aboriginal Entrepreneur Award. Compass Group Canada/ESS Support Services Worldwide is a leading food-service and support-services company.

AWARDS

INDIGENOUS WOMEN IN LEADERSHIP AWARD (IWIL)

Aboriginal Business A W A R D

INDIGENOUS
WOMEN
IN LEADERSHIP



The role of Indigenous women in traditional life has long been one of leadership and strength. The tenacity and determination of Indigenous women stands as a powerful testament to their role in preserving our traditions and culture. Through changing economic and political landscapes since the arrival of the new peoples on the shores of Turtle Island their leadership has proudly lead the way.

In keeping with the changing times, CCAB wishes to send a strong message of national support for our Indigenous women and the leadership they have championed through the new Indigenous Women in Leadership (IWIL) Award.

CCAB wishes to celebrate successful, accomplished, committed

Indigenous women with an award that serves as not only a national recognition but as a platform to the future. A future where Indigenous women take their rightful place at the table among men and women of all cultures in true celebration of lives well lived from tradition to academia, and family to prosperity.

CCAB encourages nominations from all First Nations (Status and Non-Status), Inuit and Métis business, political and nationally engaged women whose work has changed the lives of people in their communities and nationally.



Photo Credit: Eric Saide Photography

2017 Inaugural Indigenous Women in Leadership Award Recipient The Honourable Jody Wilson-Raybould, Minister of Justice and Attorney General of Canada

The Honourable Jody Wilson-Raybould is the Minister of Justice and Attorney General of Canada, MP for Vancouver Granville, a lawyer, advocate, and former Regional Chief of the BC Assembly of First Nations.

Called to the BC Bar in 2000, The Honourable Jody Wilson-Raybould began her legal career as a provincial crown prosecutor in Vancouver and later served as an advisor at the BC Treaty Commission. In 2004, she was elected as Commissioner by the Chiefs of the First Nations Summit. Minister Wilson-Raybould was elected Regional Chief of the BC Assembly of First Nations in 2009 and re-elected in 2012.

After being elected as the Member of Parliament for Vancouver Granville in 2015, Minister Wilson-Raybould was appointed Minister of Justice and Attorney General of Canada on November 4, 2015.

Minister Wilson-Raybould is a descendant of the Musgamagw Tsawataineuk and Laich-Kwil-Tach peoples, who are part of the Kwakwaka'wakw and also known as the Kwak'wala speaking peoples. She is a member of the We Wai Kai Nation and is married to Dr. Tim Raybould.



A special thank you to the Founding and Exclusive Award Sponsor, TD.

AWARDS

ABORIGINAL ECONOMIC DEVELOPMENT CORPORATION (AEDC) AWARD

This award goes to an outstanding AEDC and affirms the substantial value AEDCs bring to Aboriginal communities by way of employment, business development and revenue generation. The recipient is celebrated at the CCAB Annual Calgary Gala in May.



2017 Aboriginal Economic Development Corporation Award Recipient Six Nations of the Grand River Development Corporation (SNGRDC)

Six Nations of the Grand River Development Corporation (SNGRDC) manages the economic interests of the people of Six Nations of the Grand River (Six Nations) located between Hamilton, Brantford and Simcoe Ontario. One of the primary drivers behind the creation of the Corporation was recognizing the need to separate business from politics.

SNGRDC has transcended the unique political environment of Six Nations, by ensuring transparency and accountability through the creation of a unique governance structure that positioned them to be a viable First Nations business partner, specifically with renewable energy projects. SNGRDC currently participates in over 900 MW of clean energy through its direct (Equity Ownership) or indirect (Community Benefit Agreements) involving 17 renewable energy projects.

The corporation supports the growth of Six Nations through annual community investments by the Economic Development Trust with over \$3.5 million invested into the Six Nations Community in 2016. Also, SNGRDC has facilitated \$1.48 million over 20 years in direct Post-Secondary contributions from renewable energy partners.

SNGRDC Employment Statistics as of January 2017 include 115 employees, with 53 full-time and 62 part-time/contract employees with over 85% of their workforce proudly Aboriginal.



CCAB would like to recognize and thank Sodexo Canada, founding and exclusive sponsor for the Aboriginal Economic Development Corporation Award.

AWARDS

AWARD FOR EXCELLENCE IN ABORIGINAL RELATIONS

The Award for Excellence in Aboriginal Relations is designed to recognize any Canadian who has contributed to building bridges between Aboriginal peoples and Canadian society, and whose efforts make a substantial impact across Canada and across all sectors.

Aboriginal Business
A W A R D

EXCELLENCE IN
ABORIGINAL
RELATIONS



2017 Award for Excellence in Aboriginal Relations Recipient Dr. Ken S. Coates

Dr. Ken S. Coates is the Canada Research Chair in Regional Innovation at the Johnson-Shoyama Graduate School of Public Policy, University of Saskatchewan campus. Raised in Whitehorse, Yukon, Dr. Coates has long-standing professional and personal interests in Aboriginal rights, northern development, northern Canadian history, science, technology and society, and Japan Studies.

Dr. Coates has written extensively on Aboriginal history, Indigenous-newcomer relations and post-secondary education. His first major work, *Best Left as Indians*, examined the history of the Yukon through the lens of Aboriginal-European contact.

He has published more than a dozen books with co-author, Dr. W.R. Morrison, and has worked with his wife, Carin Holroyd, on a series of projects related to science and technology in East Asia.

Dr. Coates has worked with Aboriginal peoples and organizations and with government agencies responsible for Indigenous affairs across Canada and in New Zealand and Australia. He appears regularly on television and radio, largely in association with his work on Aboriginal issues, northern Canada, and post-secondary education. His opinion pieces have been published in newspapers and magazines across Canada.

ncil for
ORIGINAL
NESS



Promise and Prosperity

The 2016 Aboriginal Business Survey

RESEARCH

RESEARCH

GROWTH AND SUCCESS

In 2017, the Research department at CCAB had many accomplishments, events, and reports published. For the past year, CCAB has been vigorously planning and preparing for the field research phase of the multi-year *National Perspectives on Indigenous Economic Development* project. From April to June of 2018, CCAB will go to over 100 First Nations communities across the country to gather data on economic development. They will be going coast to coast to coast to engage with community members about the keys and barriers to economic development. As mentioned by Dr. Ken Coates, this is unprecedented work on Indigenous economics in Canada and the world.

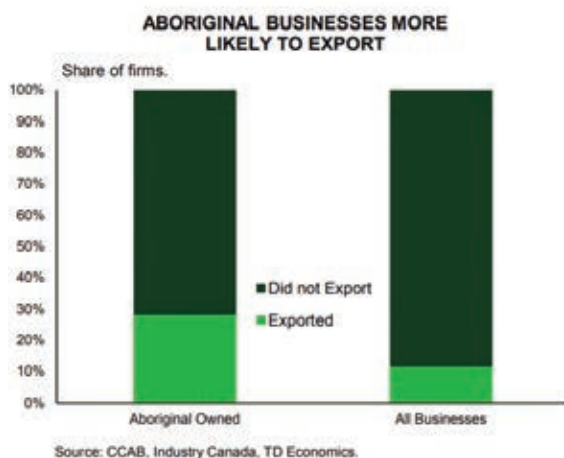
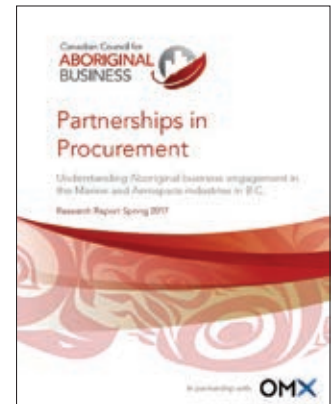
Two reports were published and co-produced by CCAB last year. On June 19, 2017, TD Economics published a special report titled *Aboriginal Businesses Increasingly Embracing Innovation* using CCAB's *Promise & Prosperity: The 2016 Aboriginal Business Survey*. This collaborative report reveals the unique characteristics of Aboriginal businesses in regards to trade and innovation. This report was used as a tool for many discussions around NAFTA, Intellectual Property, and Traditional Knowledge – areas that need further inclusion of Aboriginal businesses. Our *Partnerships in Procurement: Understanding Aboriginal business engagement in the Marine and Aerospace industries in B.C.* was CCAB's first province-specific report outside of Ontario. Procurement strategies that support Aboriginal businesses build strong relationships with Corporate Canada and are a mechanism for reconciliation.

New this year for the Research department was hosting its own events. CCAB collaborated with IBM to host a Design Thinking Workshop which was the first step in identifying the

most pressing issues facing First Nations reserve-based business. In April, a total of 36 attendees from various backgrounds and expertise got together to provide their professional opinions and inputs. In September, CCAB held a NAFTA roundtable where attendees got together to share their knowledge and expertise on how Aboriginal people and

businesses fit into the NAFTA renegotiations. The Honourable Andrew Leslie, Parliamentary Secretary to the Minister of Foreign Affairs (Canada-U.S. Relations) attended as well as a dozen other remarkable guests. In December 2017 CCAB hosted a Roundtable on Indigenous Wealth Creation in partnership with the National Indigenous Council of Elders (NICE). Government stakeholders, Aboriginal Business Leaders, and representatives from CCAB and NICE attended the half day session in Ottawa; engaging in meaningful discussion on topics such as increasing procurement at the community level and advancing Indigenous procurement at all levels of the Federal supply chain.

None of this could have been achieved without the tremendous strength of the Research team. In 2017, the department doubled in size and took on a variety of exciting new projects and initiatives which will be completed and publicized next year. CCAB is committed to researching all areas of the Aboriginal economy to assist in data-driven decision making for all stakeholders.



A photograph showing the back of a person's head and shoulders in silhouette, looking out over a city at night. The background is filled with out-of-focus lights, including a prominent red light in the upper left and blue lights in the center. A semi-transparent white banner is at the bottom.

COMMUNICATIONS AND PUBLIC RELATIONS

COMMUNICATIONS AND PUBLIC RELATIONS

CCAB PRESIDENT AND CEO – 2017 SPEAKING ENGAGEMENTS

Our President and CEO, JP Gladu, continues his ascent towards being one of the most sought after public speakers in the country. As CCAB's presence and influence continues to grow, companies, associations, and governmental departments are taking notice and asking JP for his participation in a variety of important topics. As we move into 2018, we expect the requests to increase as

JP continues to address packed rooms across the country with some of the most important and influential individuals in Canada. We will continue on this path towards increased engagement, and continue to build CCAB's reputation through the valuable exposure these speaking engagements provide.

Date	Event	Location
January 26th, 2017	Young President's Organization Networking Event	Toronto ON
February 6th, 2017	University of Ottawa Think-tank session with government officials	Ottawa ON
February 9th, 2017	National Energy Board Presentation	Calgary AB
February 15th, 2017	PPF's Expanding the Circle: What Reconciliation and Inclusive Economic Growth Can Mean for Canada	Ottawa ON
February 22nd, 2017	Mushkegowuk Council Economic Development Summit	Timmins ON
March 6th, 2017	Roundtable Lunch with Honourable Jim Carr, Minister of Natural Resources	Toronto ON
March 21st, 2017	Triple Crown Book Launch hosted by PPF	Toronto ON
March 28th, 2017	BCAFN Special Chiefs Assembly - Panel on Economic Development	Kamloops BC
April 4th, 2017	Enabling Growth: Saskatchewan Economic Summit 2017	Regina SK
May 9th, 2017	Panel Member on Aboriginal Entrepreneurship hosted by the Ted Rogers School of Management	Toronto ON
May 16th, 2017	Addressed the 7080 CIRCLE Group	Brampton ON
June 2nd, 2017	Panelist on The Truth and Reconciliation Commission: The Path Forward	Toronto ON
June 8th, 2017	2017 Celebrating Leadership, Innovation and Diversity Symposium hosted by APEX	Ottawa ON
June 14th, 2017	Panel Moderator for the Indigenous Centre of Energy Symposium	Calgary AB
June 21st, 2017	Guest Speaker at the Sodexo Regional Leadership Forum	Toronto ON
July 13th, 2017	IJGlobal's 12th Annual Canadian Infrastructure Finance Forum	Whistler BC
September 13th, 2017	Speech to the National Architectural Accrediting Board	Toronto ON
September 15th, 2017	Aboriginal Roundtable: Aboriginal Vendor Maximization Strategy	Quebec QC
September 26th, 2017	ASQ Canada 2017 Conference	Ottawa ON
September 27th, 2017	Sustainable Forestry Initiative	Ottawa ON
October 2nd, 2017	The Conference Board of Canada's Business (Un)usual: Profit from Purpose	Toronto ON
October 11th, 2017	OFNEDA - Panel Discussion "Developing Partnerships"	Toronto ON
November 20th, 2017	Indigenous Companies in Canada: Historical process, Experience, and Challenges	Peru
November 21st, 2017	Presentation at the Canadian Embassy	Peru
December 5th, 2017	First Nations Housing & Infrastructure Forum	Toronto ON
December 7th, 2017	11th Indigenous Energy Forum: Driving Indigenous Economic Development & Jobs Through Clean Energy	Toronto ON
December 11th, 2017	Panel for the Institute of Competitiveness and Prosperity	Toronto ON

COMMUNICATIONS AND PUBLIC RELATIONS



In the summer of 2017, JP was named the new Chancellor of Saint Paul's University College in Waterloo.



In May of 2017, JP took part in a panel put together by the Empire Club of Canada titled; Reconciliation on Bay Street: In Through the Business Door. The panel featured long-time friends of CCAB, Mr. Clint Davis and Mr. Ron Jamieson.

CCAB President & CEO @jp_gladu presented Aboriginal Partnership Award, Ontario First Nations Economic Developers Association Presidents Gala



In October of 2017, JP was presented the Aboriginal Partnership Award by the Ontario First Nations Economic Developers Association at their annual Presidents Gala.

COMMUNICATIONS AND PUBLIC RELATIONS



In June of 2017, JP was part of a panel on Aboriginal Entrepreneurship at the Ted Rogers School. He was joined by the Right Honourable Paul Martin, and Chief Stacey Laforme for the Mississauguas of the New Credit First Nation.

In January of 2017, JP was asked to address the Young President's Organization on the importance of Economic Reconciliation.

CCAB President and CEO @jp_gladu addresses the Young Presidents Organization at The Great Hall in #Toronto #YPO



In December of 2017, JP took part in a panel orchestrated by the Institute for Competitiveness & Prosperity, a Canadian think tank specializing in economic policy and analysis. JP spoke of advantages of managing wealth as opposed to managing poverty.

COMMUNICATIONS AND PUBLIC RELATIONS



Throughout the year, JP was also featured in the media several times across a broad spectrum of telecommunications. Stay tuned for more to come in 2018!



Fort William FN Chief Peter Collins stresses need for government procurement during FNEAC partnerships panel with JP.



In November of 2017, JP had the opportunity to travel to Peru in order to address the Peruvian Chamber of Commerce on best practices and ways of fostering healthy business relations between Indigenous and non-Indigenous entities.

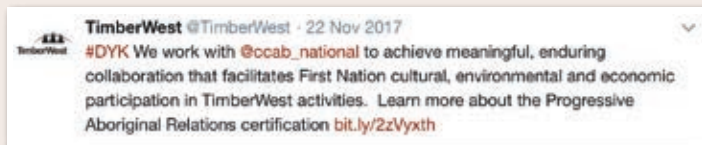
COMMUNICATIONS AND PUBLIC RELATIONS

IN 2017, CCAB'S COMMUNICATIONS DEPARTMENT HELPED
COORDINATE AND DELIVER OVER

6040 MEDIA ARTICLES
MENTIONING
CCAB

WITH A TOTAL
REACH OF **506** MILLION
PEOPLE

SOCIAL MEDIA HIGHLIGHTS



'They're thinking out of the box': Siksika First Nation, other Indigenous communities, welcome new businesses

Canadian Council for Aboriginal Business says companies are increasingly building trust with First Nations

CBC News - Posted: May 12, 2017 7:00 AM MT | Last Updated: May 12, 2017



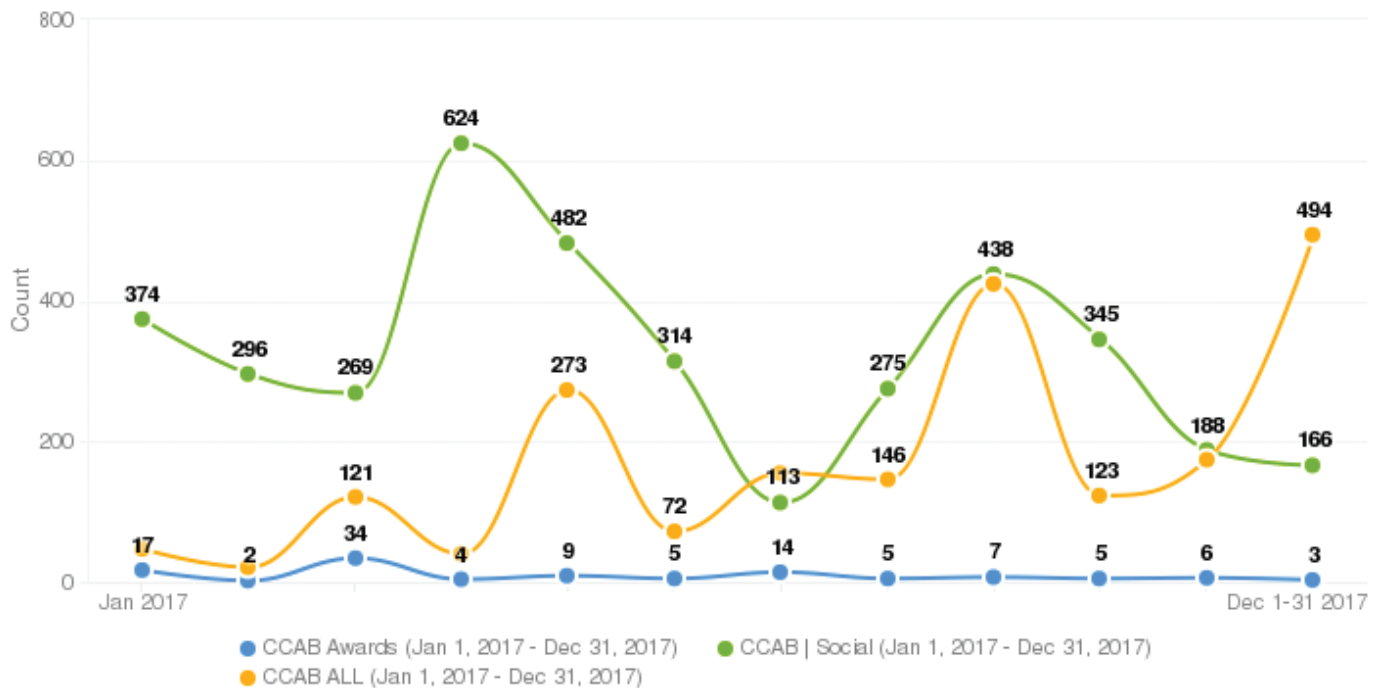
In 2017, CCAB's Twitter following gained over 450 new followers, reached 3,275 followers on Facebook and 1,285 followers on LinkedIn.



COMMUNICATIONS AND PUBLIC RELATIONS

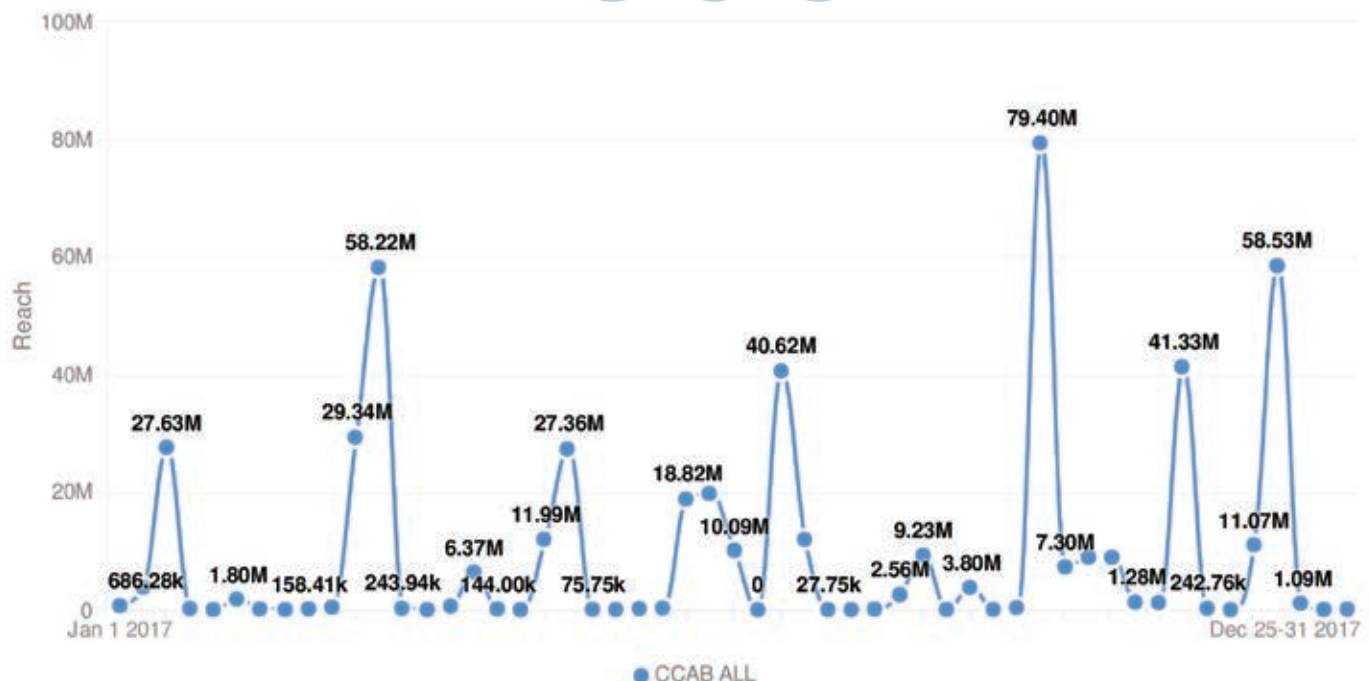
Media Exposure

6040 MEDIA ARTICLES MENTIONING CCAB



Potential Reach

A TOTAL REACH OF 506 MILLION PEOPLE



COMMUNICATIONS AND PUBLIC RELATIONS

THE ABORIGINAL BUSINESS REPORT CONTINUES TO BUILD NATIONAL MOMENTUM

The Aboriginal Business Report (ABR) produced three new editions in 2017, continuing to strengthen its position within CCAB as a valuable resource. The ABR provides a window into the diverse Indigenous business accomplishments taking place across the country.

We came out of the gate in the New Year exploring how the Federation of Municipalities (FCM) has been working to bring Indigenous groups and Municipalities together to achieve greater economic prosperity. As well our cover story was focused on building an Indigenous presence in our cities. The Indigenous Place Making Council (IPMC) discussed creating Aboriginal Architectural presence across the country.

Our next edition centered on Building Tomorrow's Construction Workforce and the work that LiUNA is doing as they support Indigenous education initiatives.

Rounding out the year ABR examined Renewable Energy and the important role changing technology and energy potential are playing for Indigenous innovation across the country.

Each year the Aboriginal Business Report provides go to support for our membership, sponsors and partners building on a vital opportunity to learn more about our people through our business lens and experience. 2017 was an exciting year of growth for the magazine providing an important national platform that continues to position Aboriginal business and CCAB as the bridge to Economic Reconciliation.

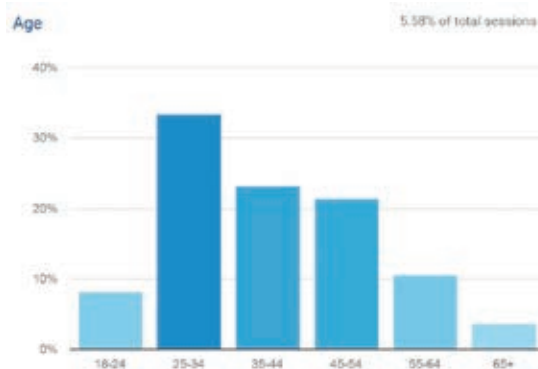


COMMUNICATIONS AND PUBLIC RELATIONS

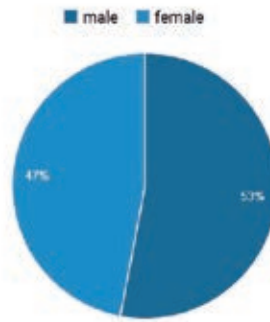
CCAB WEBSITE

After the launch of our website in 2016, CCAB's website had over 90,000 visits and 324,000 pageviews in 2017!

In 2017, majority of our visitors to the website fell in the 25-34 years old age range



Visitors:
47% male, 53% female



People mainly viewed the site on a desktop computer (73%), next was mobile (23%) and lastly on a tablet (4%).

Device Category	Sessions	% New Sessions	New Users
	% of Total: 100.00% (90,904)	Avg for View: 62.67% (9,088)	% of Total: 100.00% (56,972)
1. desktop	66,392 (73.04%)	59.64%	39,598 (69.45%)
2. mobile	20,664 (22.73%)	70.64%	14,598 (25.66%)
3. tablet	3,848 (4.23%)	73.34%	2,822 (4.95%)



Top five most visited pages on the website were:

1. Homepage
2. Member Directory
3. Events
4. Our Team
5. TFAB

Country	Sessions	% New Sessions	New Users
	% of Total: 100.00% (90,904)	Avg for View: 62.67% (9,088)	% of Total: 100.00% (56,972)
1. Canada	81,510 (89.67%)	60.72%	49,496 (86.81%)
2. United States	4,322 (4.75%)	80.87%	3,495 (6.13%)
3. India	1,090 (1.20%)	75.32%	821 (1.44%)
4. Australia	339 (0.37%)	69.91%	237 (0.42%)
5. United Kingdom	331 (0.36%)	82.78%	274 (0.48%)

The website was viewed by countries around the world with the top five being: Canada, United States, India, Australia and United Kingdom.

1 81,510



MEMBERSHIP

MEMBERSHIP

WHY BECOME A CCAB MEMBER

The Canadian Council for Aboriginal Business (CCAB) is a national, non-partisan, member-based organization. Our member-companies comprise of both Aboriginal and non-Aboriginal

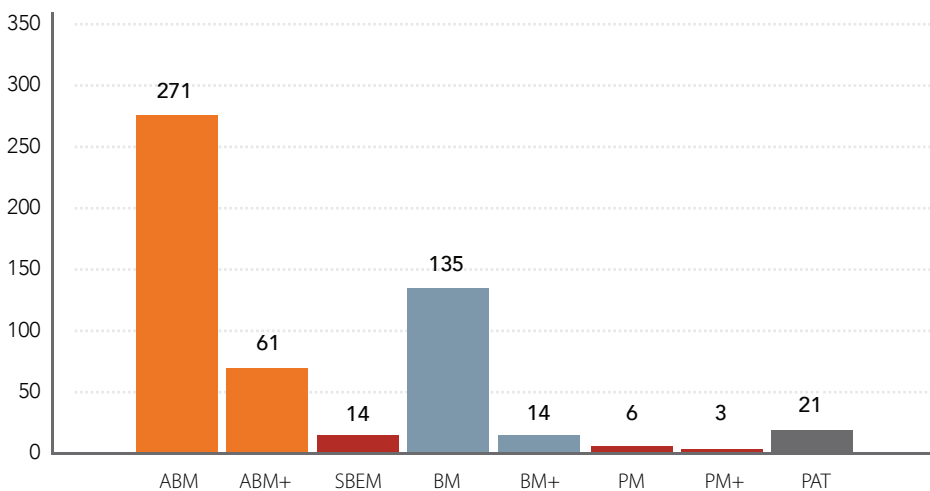
companies operating in Canada, with the size of companies ranging in size from entrepreneurs with less than 20 employees to companies with more than 10,000 employees.

1. Learn. CCAB programs provide skills development, training, mentorship, networks and our CCAB business events create opportunities to share best practices and fresh ideas.

2. Build. CCAB membership and our Certified Aboriginal Business (CAB) designation helps our members build consumer confidence in their products or services and our Progressive Aboriginal Relations (PAR) Program assist Canadian businesses in building positive Aboriginal relationships.

3. Network. At CCAB events, our members can gain access to and build relationships with new customers, decision makers, and a strong network of successful businesses from across Canadian. Developing business relationships and access to decision makers are keys to any successful business.

4. Leverage. CCAB members enjoy discounts on all CCAB events and access to programs, tools, and research stimulating growth and development.



TOTAL 2017
MEMBERS

525

MEMBERSHIP

2017 PATRONS

CCAB Patrons are the forward thinkers whose generous commitment supports bridging the challenges and opportunities between Aboriginal owned businesses, Aboriginal Economic Development Corporations (AEDC's) and corporate/business Canada.

We thank our Patrons for their generous support:



www.aramark.com



www.bee-clean.com



www.bmo.com/home



www.brucepower.com



www.carillion.ca



www.cibc.com



www.civeo.com



www.cn.ca/aboriginalvision



www.compass-canada.com



www.ibm.com



www.liuna.ca



www.metrolinx.com



www.opg.com



www.primcodene.com



www.scotiabank.com



www.snclavalin.com



ca.sodexo.com



www.syncrude.ca



www.td.com



www.timhortons.com

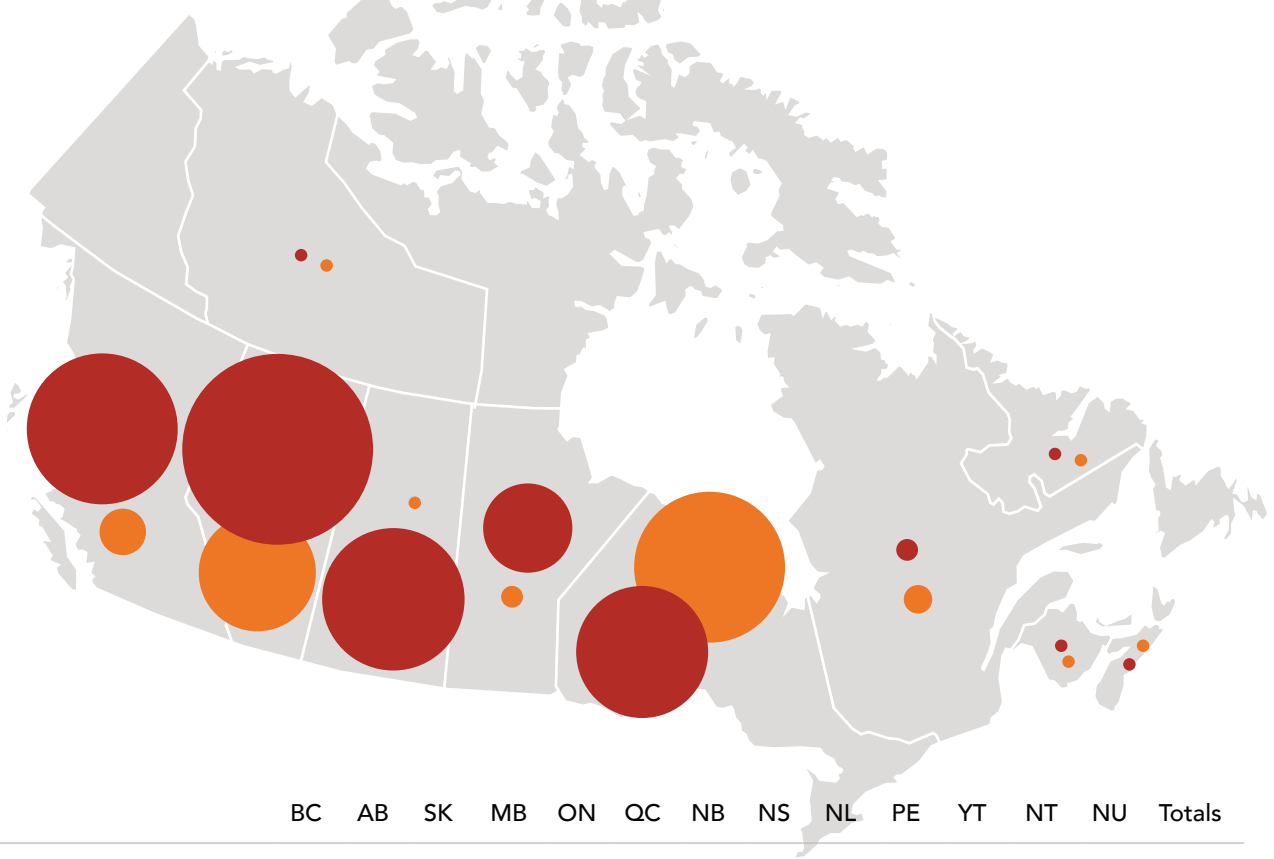


www.viarail.ca

CCAB Patrons are the innovators who have made the commitment to bridging the gaps between Aboriginal owned businesses, community owned Aboriginal Economic Development Corporations (AEDCs) and corporate Canada.

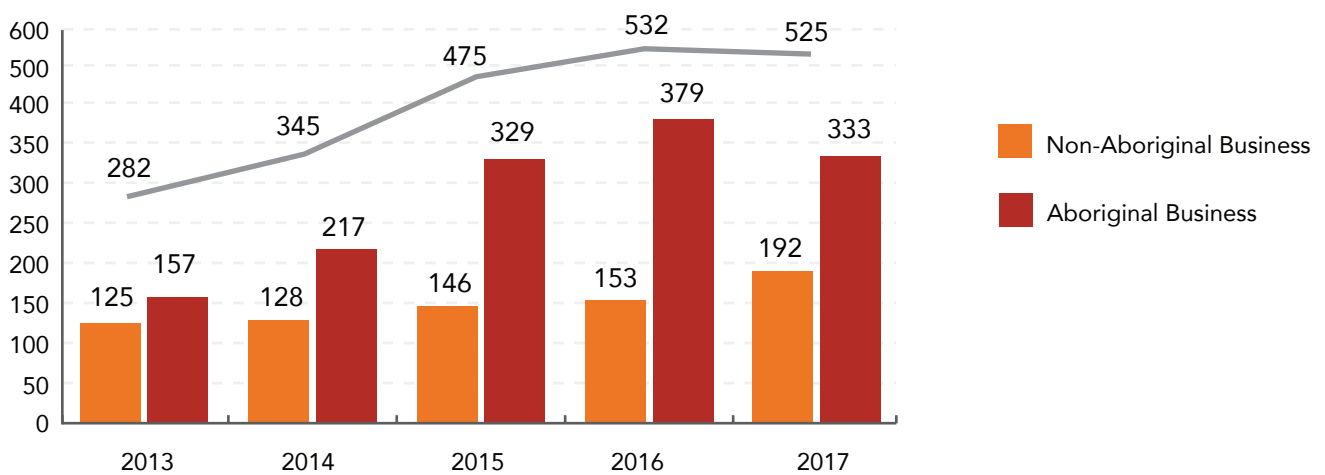
MEMBERSHIP

2017 MEMBERS BY PROVINCE OR TERRITORY



	BC	AB	SK	MB	ON	QC	NB	NS	NL	PE	YT	NT	NU	Totals
● Aboriginal Members	63	107	29	21	89	7	2	2	5	0	2	6	0	333
● Non-Aboriginal Members	16	52	7	7	93	11	2	1	2	0	1	0	0	192
Total	79	159	36	28	182	18	4	3	7	0	3	6	0	525

Membership Growth over 5 years



ABORIGINAL BUSINESS MEMBERS

LEGEND

ABM	Aboriginal Business Member 20 employees or less
ABM+	Aboriginal Business Member Plus 21 employees or more and/or Aboriginal Economic Development Corporations
SBEM	Small Business Enterprise Member 5 employees or less, and/or Non-Profit Corporations/Charity
BM	Business Member 6 – 2,499 employees
BM+	Business Member Plus 2,500 – 4,999 employees
PBM	Partner Business Member 5,000 – 9,999 employees
PBM+	Partner Business Member Plus 10,000 or more employees
PATRON	Patron Member Unlimited employees

Certified Aboriginal Business (CAB) Members are **BOLDED**

AEDC

ABM+	Acden	AB
ABM+	Athabasca Basin Development	SK
ABM+	Des Nedhe Development LP	SK
ABM	Gwich'in Development Corporation	NT
ABM+	FHQ Developments Ltd.	SK
ABM+	Fort McKay Group of Companies LP	AB
ABM+	Ktunaxa Nation Council	BC
ABM	No'kmaq Village- Flat Bay Band Inc.	NL
ABM+	Peter Ballantyne Developments LP	SK
PATRON	Primco Dene Group of Companies	AB
ABM+	Primco Dene LP	AB
ABM+	Siksika Resource Development Ltd.	AB
ABM+	Six Nations of the Grand River Development Corporation	ON
ABM+	Southwind Corporate Development Inc.	ON
ABM	Thessalon First Nation	ON

ABM	Tribal Councils Investment Group of Manitoba Ltd.	MB
ABM+	Wasaw Enterprises	ON
ABM+	Whitecap Development Corporation	SK

Arts/Entertainment

ABM	Aglukark Entertainment Inc.	ON
ABM	Red Sky Performance	ON
ABM	Sacred Fire Productions	QC
ABM	Signal Films	ON

Business Services

ABM	1255570 Alberta Ltd. o/a Sunshine Promotions	AB
ABM	506524 NWT Ltd. o/a GL Services	NT
ABM	Aboriginal Business Group	ON
ABM	Aboriginal Printing Corporation	ON
ABM	Abraflex (2004) Ltd.	ON
ABM	Absolute Enviro Solutions Inc.	AB
ABM	Adirondack Information Management Inc.	ON
ABM	AF Management Group Inc.	ON
ABM+	Athabasca Basin Security	SK
ABM	Bear Standing Tall & Associates	ON
ABM	Beautiful Blinds and Shutters Ltd.	AB
ABM	BM Pros	AB
ABM	Cambium Aboriginal Inc.	ON
ABM	Canadian Emergency Medical Services	BC
ABM	CH Designs Inc.	ON
ABM	Clearflow Group Inc.	AB
ABM	Compass Safaris Marketing	ON
ABM	Corporate Cree Consulting	AB
ABM	Eisan Consulting Inc.	AB
ABM	EMF Solutions (Vancouver) Division of CMT Agency Incorporated	BC
ABM	First Nations Financial Management Board	BC
ABM	Greater Vancouver Lice Clinic	BC
ABM	Haneshe LP Environmental Services	AB
ABM	HD Occupational Health Services Corporation	AB
ABM+	IMI Material Handling Logistics Inc.	ON

ABORIGINAL BUSINESS MEMBERS

ABM	Metis Nation of Ontario	ON
ABM	Northern LABpro Inc.	ON
ABM	Polar Ridge Resources Inc.	BC
ABM+	Reliance Occupational Health Services Inc.	AB
ABM+	Samson Cree Medical Services Inc.	AB
ABM	Saskounan Excavating/Wabinjuksh Consulting	QC
ABM	Synterra Security Solutions LP	ON
ABM	Tawich Distribution Inc.	QC
ABM+	TAWS Security Limited Partnership	AB
ABM	Telko Data (First Essential)	ON
ABM	Temp Air Control	ON
ABM	Turtle Clan Management Consulting Inc.	ON
ABM+	Z'gamok Enterprises Inc.	ON

Construction

ABM	2124140 Ontario Inc. o/a Praztek Construction	ON
ABM	3990591 Canada Inc. (Beaudoin)	QC
ABM	ABS TEC Group Ltd.	AB
ABM	Advantage Group of Companies	SK
ABM	Alpha Project Management	MB
ABM	AP Ventures	BC
ABM+	Backwoods Energy Services	AB
ABM	BC First Nations Constructors Group Inc.	BC
ABM	Belvedere Place Contracting Ltd.	BC
ABM	Big Grizzly Construction Inc.	BC
ABM	Birdtail Oakland Limited Partnership (by it's general partner Birdtail Inclusive GP Ltd.)	MB
ABM	Caren Mountain Excavating & Trucking Ltd.	NL
ABM	Carvel Electric Ltd.	AB
ABM	CHP Inspections & Consulting Services Inc.	AB
ABM	Chuckit Disposal Services	ON
ABM	CNootchtai Technical Services	ON
ABM	Coast of Bays Contracting Ltd.	NL
ABM	Dahlen Pipelines	BC
ABM	Enoch Construction Ltd.	AB
ABM	Featherstone Corporation	AB
ABM	First Nations Construction Services Inc.	ON

ABM	First Pac West Group	BC
ABM	GNS Contracting Ltd.	BC
ABM	Insideout Landscapes & Maintenance Ltd.	AB
ABM	Integral Containment Systems Inc.	BC
ABM	Inukshuk Excavating	BC
ABM	Kostiwi Construction	MB
ABM	LADS Foundations	AB
ABM+	LaGrange Mechanical Services Ltd.	AB
ABM	Langcore Construction Corp.	ON
ABM	M2 A Mikisew/Mammoet Company	AB
ABM	MDG First Nations Constructors LP	BC
ABM	Montgrand Reinforcing Ltd.	SK
ABM	Native Construction Services Ltd.	AB
ABM	North Guard Fall Protection Inc.	AB
ABM	Obish Construction LP	ON
ABM	P.H. Electric Ltd.	MB
ABM	PAFHQ Construction GP Ltd.	SK
ABM+	Points Athabasca Contracting LP	SK
ABM+	Reel Steel Ltd.	BC
ABM	Ryfan Kitikmeot Inc.	NT
ABM	Ryfan Qaummallaktaqtuq Ltd.	NT
ABM+	Skyline Concrete Services Ltd.	AB
ABM	SkyTec Contracting Canada Ltd.	BC
ABM	Slew Foot Ventures Ltd.	BC
ABM	SOW Construction Limited Partnership	ON
ABM	Stalkaya Construction Ltd.	BC
ABM	Stalkaya Environmental Ltd.	BC
ABM+	Tarpon Westmo Services Ltd.	AB
ABM	The Mess Group	AB
ABM	Vilan Logistics Corporation	AB
ABM	Whiskey Jack Cranes Inc.	ON
ABM	WMPS Contracting	ON
ABM	Youngers Inspections Services Ltd.	AB

Consulting Engineer

ABM	1814462 Alberta Ltd.	AB
ABM	Aboriginal Energy Solutions Inc.	AB

ABORIGINAL BUSINESS MEMBERS

ABM	Acosys Consulting Services Inc.	QC
ABM+	Canada North Environmental Services Limited Partnership (CanNorth)	SK
ABM+	Can-Am Geomatics Group of Companies	AB
ABM	First Nations Engineering Services Ltd.	ON
ABM	Fromme Engineering Ltd.	BC
ABM	GRB Enterprise Ltd.	AB
ABM	Gwaii Engineering Ltd.	BC
ABM	Lawson Consulting & Surveying Ltd.	MB
ABM	Missinipi Water Solutions Inc.	SK
ABM+	Neegan Burnside Ltd.	ON
ABM	Ozaanaman Engineering	ON
ABM	Qikiqtaaluk Environmental Inc.	QC
ABM	Scout Engineering & Consulting Ltd.	AB

Employment/Training

ABM	A2Z Safety & Training Ltd.	SK
ABM	Aboriginal Apprenticeship Board of Ontario	ON
ABM	AFOA Canada	ON
ABM	AIM Diversified Technical Staffing Inc.	AB
ABM	Alberta Aboriginal Construction Careers Centre	AB
ABM	All Nations Placement Agency Inc.	BC
ABM+	Athabasca Labour Services	SK
ABM	Dulay Burke Inc.	BC
ABM	Eagle Vision Leadership & Training Solutions	ON
ABM	Excel Career College	BC
ABM	Indigenous Perspectives Society	BC
ABM	Inuksuk Safety	AB
ABM	iSafety Ltd.	AB
ABM	Matrix Resource Recruitment Ltd. (MMR Ltd)	BC
ABM	Niagara Peninsula Aboriginal Management Board	ON
ABM	ORIGIN	ON
ABM	Pacific Rim Safety Training Inc.	BC
ABM	RTS Consultants Inc.	NS
ABM	Slate Staffing Services	AB
ABM	Spirit Staffing & Consulting Inc.	AB
ABM	Visionpool Talent	SK

Energy Generation & Transmission

ABM	7th Generation Power LP	AB
ABM	First Nations Power Authority of Saskatchewan Inc.	SK
ABM+	Fisher Powerline Construction Ltd.	AB
ABM	Gridworks Energy Group Inc.	AB
ABM	Lillee Electric & Controls Ltd.	AB
ABM	Spill-Chek Environmental	BC

Environmental

ABM	IndGenesis Environmental	BC
-----	---------------------------------	----

Finance/Banking

ABM+	First Nations Bank of Canada	SK
ABM	First Nations Market Housing Fund (FNMHF)	ON
ABM	New Relationship Trust	BC
ABM+	Peace Hills Trust Company	AB
ABM+	WealthTerra Capital Management Inc.	AB

Forestry

ABM+	Moose Cree Group of Companies LP	ON
ABM	RF Kiln Tech Limited	ON
ABM	Second Pass Forestry Ltd	BC

Hospitality

ABM+	336/344 Thompson Drive Limited Partnership	MB
ABM+	Athabasca Catering Limited Partnership	SK
ABM	H & J Enterprises Ltd. o/a Pyrgos Pizza	MB
ABM	ICL Services Ltd.	BC
ABM	Kukum Indigenous Kitchen	ON
ABM	Morningstar Hospitality Services Inc.	ON
ABM	Skwachays Lodge Aboriginal Hotel & Gallery	BC

Information Technology

ABM	2459518 Ontario Inc. o/a Williams Communication Services	ON
ABM+	3C Information Solutions Incorporated	AB
ABM	Animikii Inc.	BC

ABORIGINAL BUSINESS MEMBERS

ABM	C & W Web Developers Inc.	ON
ABM	FoxWise Technologies Inc.	ON
ABM+	Indigena Solutions LP	BC
ABM	Kanata Business Innovations	AB
ABM	Kiya Máka Consults Inc.	NB
ABM	OnNation	ON
ABM	Parking Boxx Corporation	ON
ABM	Toolcomm Technology Inc.	BC
ABM	Turtle Technologies Inc.	ON
ABM	Western James Bay Telecom Network	ON

Law

ABM	Hensel Barristers Professional Corporation	ON
ABM	Kyla Lee Law Corporation	BC
ABM	Patey Law Group	ON

Logistics

ABM	Fuel Flo Logistics Inc.	NT
-----	-------------------------	----

Management Consulting

ABM	Aquila Consulting Executives Inc.	AB
ABM	Bridging Innovations Inc.	BC
ABM	Creative Fire	SK
ABM	Firebird Business Consulting Ltd.	SK
ABM	Forcier Management International Inc.	ON
ABM	Ganhada Management Group	BC
ABM	Gwen Bridge Consulting Ltd.	BC
ABM	Hanson and Associates	YT
ABM	Higgins Executive Search	MB
ABM	Indigenous & Community Engagement	ON
ABM	Indigenuity Consulting Group Inc.	BC
ABM	Johnston Research Inc.	ON
ABM	MAC AN ABA	ON
ABM	Major Projects Group Canada Inc.	AB
ABM	Mel E. Benson Management Services	AB
ABM	MGI	NL
ABM	Morning Sky Consulting Inc.	ON

ABM	NATTIQ Inc.	ON
ABM	NVision Insight Group Inc.	ON
ABM+	Papasay Management Corporation	ON
ABM	Ptolemy & Associates Inc.	AB
ABM	Sakatay Global	ON
ABM	Superior Strategies	ON
ABM	The Ryan Group	ON
ABM	TJC Consulting	BC

Manufacturing

ABM+	Apparel Solutions International Inc.	AB
ABM+	Atom-Jet Industries (2002) Ltd.	MB
ABM	Canadian Spirit Prefabricated Building Systems Ltd.	BC
ABM	Crazy Horse Energy Drink	BC
ABM	Double Diamond Industrial Structures LP	SK
ABM	Hemp Sense Inc.	MB
ABM	IFR Workwear Inc.	AB
ABM+	Kenkéknem Group of Companies	BC
ABM	Line of Fire Defence Systems Ltd.	AB
ABM	Little Miss Chief Gourmet Products Inc.	BC
ABM	United Personnel Carriers	ON
ABM+	Wilcox Door Service Inc.	ON
ABM	Xtended Hydraulics & Machine Inc.	SK

Media/Communications

ABM	Aboriginal Link	MB
ABM+	Aboriginal Peoples Television Network (APTN)	MB
ABM	Big Soul Productions Inc.	ON
ABM	Design de Plume Inc.	ON
ABM	Fresh Art & Design Inc.	ON
ABM	Jensen Group	ON

Mining

ABM	Fusion Maintenance Group Ltd	SK
ABM	Global Asset Sales & Contracting Corp.	BC
ABM	Jacob & Samuel Drilling Ltd.	ON

ABORIGINAL BUSINESS MEMBERS

ABM+	Miawpukek Roughrider Ventures Limited Partnership	AB
ABM+	Nuna Group of Companies	AB

Oil & Gas

ABM	1995588 Alberta Limited/ H2OSE Energy Services Ltd.	AB
ABM	A.O.K. Medical Services	BC
ABM	Advantage Professional Services Inc.	AB
ABM	AGASGA LP	ON
ABM	Align Personnel Ltd.	AB
ABM	Arrowhead Industrial Insulators Ltd.	AB
ABM	Blackfoot Energy & Consulting Ltd.	AB
ABM	Cabre Oilfield Inc.	BC
ABM	Calecorp International Ltd.	BC
ABM	Chief Fuels Inc.	NB
ABM	Contain-All Waste Systems Inc.	AB
ABM	D & D Insulators Ltd.	BC
ABM	D & D Soft Covers Ltd.	BC
ABM	D Jean Enterprise Ltd.	AB
ABM	Dale Fleming Consulting Ltd. o/a Dale's Rentals	AB
ABM	Evolve Oil & Gas	AB
ABM	First Nations Limited Partnership	BC
ABM+	Fort McKay Alcor	AB
ABM+	Frog Lake Energy Resources Corp.	AB
ABM	Full Throttle Pipeline Services Ltd.	AB
ABM	Gregg's Contracting (813519 Alberta Ltd.)	AB
ABM	Infamous Energy Services	AB
ABM	Interprovincial Pipefitting Technology Inc.	AB
ABM	JAKOM	AB
ABM	Kirson Pipeline Ventures Ltd.	AB
ABM	Marwest Utility Services Ltd.	BC
ABM	Novamen Inc.	AB
ABM	Paramount Structures Inc.	AB
ABM+	Primco Dene (EMS) LP	AB
ABM+	Primco Security Services LP	AB
ABM	Red River Energy Consultants Ltd.	AB
ABM	Sacook Remote Project Administration Ltd.	AB

ABM+	Seven Lakes Oilfield Services	AB
ABM+	Status Energy Ltd.	AB
ABM	Titan Oilfield Hauling	AB
ABM	Turn-Key Abandonments Ltd.	AB
ABM	Valiant Oilfield Hauling Ltd.	BC
ABM	Value Compressor Parts Ltd.	AB
ABM+	Wapose Emergency Services Inc.	AB
ABM+	West Industrial Ltd.	AB

Other

ABM	Aboriginal Coffee Company Inc.	AB
ABM	Acadian Composites International Inc.	NS
ABM	Anish Branding	ON
ABM	Anishnawbe Health Foundation	ON
ABM	Ayawtech Automation Inc.	MB
ABM	Bingwi Neyaashi Anishinaabek First Nation	ON
ABM	Carbonix Inc.	ON
ABM	CARE: Community Alert & Response to Emergencies	ON
ABM	Commercial Business Services	ON
ABM+	Denendeh Investments Inc.	NT
ABM	First Canadian Health Management Corp.	MB
ABM+	First Nations University of Canada	SK
ABM	Fisher River Cree Nation	MB
ABM	Garda North	AB
ABM	GMF Services	ON
ABM	Guerin Tetreault Governance Consulting Inc.	BC
ABM	Indigenous Engineering Inclusion Inc.	AB
ABM	Indspire	ON
ABM	Lac La Ronge Indian Band	SK
ABM	Nutritious Nosh Ltd.	AB
ABM	Ontario First Nations Economic Developers Association	ON
ABM	Primrose Insurance Brokers	AB
ABM	Prism Marine Ltd.	BC
ABM	Pro Rescue Services Inc.	AB
ABM	Promotional Marketing Solutions	ON
ABM	Qalipu Development Corporation	NL

ABORIGINAL BUSINESS MEMBERS

ABM+	Renaissance Repair and Supply	ON
ABM	Ryerson University Office of Aboriginal Initiatives	ON
ABM	Sixteen Safety Services Inc.	SK
ABM	Spirit Pharmaceuticals Ltd.	MB
ABM	Stewart MacMillan Resources Ltd.	BC
ABM	Stockton Surveys	MB
ABM	Sustainable Eco Technologies Inc.	AB
ABM	The Eagle Tower Outfit Inc.	AB
ABM+	Tipi Insurance Partners LP	MB
ABM	Tomahawk Industries Ltd.	AB
ABM	VIP Occupational Health Services Ltd.	AB
ABM	Woodhouse Beverages	ON
ABM	Yellow Quill Holdings Ltd.	SK

Retail

ABM	10003983 Manitoba Ltd.	MB
ABM+	Arctic Co-operatives Ltd.	MB
ABM	Cheekbone Beauty	ON
ABM	Esawa Gifts & Gallery	AB
ABM	NYCE Outdoor Living Inc.	ON
ABM	Spectra Power Sports Ltd.	BC
ABM	Tyee Building Supplies Limited Partnership	BC

Transportation

ABM	Andy's Oilfield Hauling	AB
ABM	Capital Helicopters (1995) Inc.	YT
ABM	Groupe Robert	QC
ABM	Iskwew Air Inc.	BC
ABM	Kinosoo Trucking Ltd.	AB
ABM	Lakeland Vegetation Management Ltd.	AB
ABM	M.A.C. Trucking Ltd.	AB
ABM+	Richards Transport Ltd.	SK
ABM+	West Wind Aviation	SK



NON-ABORIGINAL BUSINESS MEMBERS

Business Services

PATRON	Bee-Clean Building Maintenance	AB
BM	Brook McIlroy Inc.	ON
BM	Federated Insurance	ON
BM	Ignite Fredericton	NB
BM	Sachiel Connect	BC
BM	Scarlet Group of Companies	AB
BM	The Castlemain Group Inc.	BC

Construction

BM	Alberici Constructors Ltd.	ON
BM	APTIM Services Canada Corporation	AB
BM	ATCO Sustainable Communities Inc.	AB
BM	Bantrel Management Services Co.	AB
BM	Bird Construction	ON
BM	Bird Heavy Civil Ltd.	NL
BM	Black & McDonald Limited (Canadian Base Operators)	ON
BM	Britco Construction	BC
BM	Brock Canada Inc.	AB
BM	Cahill Constructors Limited	ON
PATRON	Carillion Canada Inc.	ON
BM	Dene North Site Services	AB
BM	E.S. Fox Limited	ON
BM	EBC Inc.	QC
BM	Forbes Bros. Ltd.	AB
BM+	Graham Group Ltd.	SK
BM	"Horton CBI, Limited"	ON
BM	Integral Energy Services Ltd.	AB
BM	IPAC Services Corp.	AB
BM	Ledcor Industries Inc.	BC
BM	M. Sullivan & Son Limited	ON
BM	Montgomery Industrial Services Limited	ON
BM	Pomerleau	QC
BM	Ridge National Inc.	ON
BM	Sarens Canada Inc.	AB
BM	Strike Group Limited Partnership	AB
BM	T.A. Andre & Sons (Ontario) Limited	ON

SBEM	The Barclay Construction Group Inc.	ON
BM	The State Group Inc.	ON
BM	Valard Construction LP	AB
BM	Vector Construction Ltd.	ON
BM	Venshore Mechanical Ltd.	ON
BM	WorleyParsons Canada	AB
BM	WorleyParsonsCord Ltd.	AB

Consulting Engineer

BM	Amec Foster Wheeler	ON
BM	CIMA Canada Inc.	SK
BM	Fluor Canada Ltd.	AB
BM+	Hatch Ltd.	ON
BM	Kinectrics Inc.	ON
BM	McElhanney Consulting Services Ltd.	BC
BM	Norda Stelo Inc.	QC
BM	RCM Technologies Inc.	ON
BM	Rolls-Royce Civil Nuclear Canada Ltd.	ON
SBEM	Sargent & Lundy Canada Company	ON
PATRON	SNC-Lavalin Group Inc.	ON
PBM+	Stantec Consulting Ltd.	NS
BM	Summerhill Group Inc	ON
BM	Universal Geomatics Solutions Corp.	AB

Employment/Training

BM	Commissioning & Technical Services (N.A.) Ltd. (CTSNA)	ON
BM	"Domcor Health, Safety & Security Inc."	BC

Energy Generation & Transmission

BM+	AECOM Canada Nuclear Operations Inc.	ON
BM	Allteck Line Contractors Inc.	BC
BM	AltaLink Management Ltd.	AB
BM+	BC Hydro	BC
PATRON	Bruce Power	ON
BM	EnergySolutions Canada	ON
BM	FortisBC Energy Inc.	BC

NON-ABORIGINAL MEMBERS

PBM	Hydro One Networks Inc.	ON
BM	Independent Electricity System Operator (IESO)	ON
BM	Innergex Renewable Energy Inc.	QC
PBM	Manitoba Hydro	MB
PATRON	Ontario Power Generation	ON
BM	Promation Nuclear Ltd.	ON
BM	Renewable Energy Systems Ltd.	QC
BM+	SaskPower	SK
BM+	Siemens Canada Limited	ON
BM	TransAlta Corporation	AB
BM	Voith Hydro Inc.	QC
BM	Yukon Energy Corporation	YT

Environmental

SBEM	Perma-Fix Canada Inc.	ON
------	-----------------------	----

Finance/Banking

PBM	ATB Financial	AB
BM	Birch Hill Equity Partners Management Inc.	ON
PATRON	BMO Financial Group	ON
BM	Bridging Finance Inc.	ON
BM	Business Development Bank of Canada	MB
BM	CAPE Fund Management Inc.	QC
PBM+	CIBC - Canadian Imperial Bank of Commerce	ON
BM	Deluxe Corporation	ON
BM	First Canadian Property Investments Ltd.	ON
PATRON	Scotiabank	ON
PATRON	TD Bank Financial Group	ON
BM+	The Great-West Life Assurance Company	MB
BM	The Usand Group	MB

Forestry

BM	Alberta Pacific Forest Industries Inc.	AB
BM	Forest Products Association of Canada	ON
BM	Sustainable Forestry Initiative Inc.	ON
BM	TimberWest Forest Corp.	BC

Hospitality

PATRON	Aramark Canada	AB
PATRON	Compass Group Canada	AB
BM	Domco Foodservices Limited	ON
BM	Serco Canada Inc.	NL
PATRON	Sodexo Canada	ON
PATRON	Tim Hortons	ON

Information Technology

BM	Cisco Systems Canada	ON
BM	Compugen Inc.	ON
BM	Creatrix Design Group	ON
PATRON	IBM Canada	ON
BM	The Answer Company	BC

Law

BM	Dentons Canada LLP	ON
BM	Dickinson-Wright LLP	ON
BM	Gowling WLG (Canada) LLP	ON
BM	Miller Thomson LLP	ON
BM	Pitblado Law	MB

Logistics

PATRON	Civeo Canada Inc.	AB
BM	Horizon North Logistics Inc.	AB
BM	Quadra Chemicals Inc.	QC

Management Consulting

BM	Artisan Consulting Services Ltd.	SK
PBM	Deloitte	ON
SBEM	Enabling Ideas	ON
SBEM	Leyla Razeghi: Business Strategist	ON
BM	MNP LLP	AB
BM	Stratos Inc.	ON

NON-ABORIGINAL MEMBERS

Manufacturing

BM	Acklands-Grainger	ON
BM	BASF Canada Inc.	ON
BM	BWXT Canada Ltd.	ON
SBEM	Mormark Print Productions Inc.	ON
BM	Steelcraft Inc.	ON
SBEM	The Growcer Inc.	ON

Media/Communications

SBEM	MadMacDesign Inc.	ON
BM	NATIONAL Public Relations	QC
SBEM	Spectratone Graphics Ltd.	ON

Mining

BM+	Cameco Corporation	SK
BM	Detour Gold	ON
BM	Hudbay Minerals Inc.	MB
BM	New Gold Inc.	ON
BM	Noront Resources Ltd.	ON
BM	Procon	BC
PBM+	Rio Tinto	ON

Oil & Gas

BM	Black Diamond Group Limited	AB
BM	Canadian Association Of Petroleum Producers	AB
BM	CEDA	AB
BM+	Cenovus Energy Inc.	AB
BM	Control Tech 2011 Ltd.	AB
BM	DK-Lok Canada Ltd.	AB
BM+	Enbridge Pipelines Inc.	AB
BM+	Encana Services Company Ltd.	AB
BM	Envirosystems Incorporated	AB
PBM	Imperial Oil Limited	AB
BM	Michels Canada	AB
BM+	Nexen Energy ULC	AB
BM	PetroChina Canada	AB

BM	Schlumberger Canada Limited	AB
PBM	Shell Canada Limited	AB
PBM+	Suncor Energy Inc.	AB
BM	Superior Gas Liquids	AB
PATRON	Syncrude Canada Ltd.	AB
BM	Techmation Electric & Controls Ltd.	AB
BM	Union Gas Limited	ON

Other

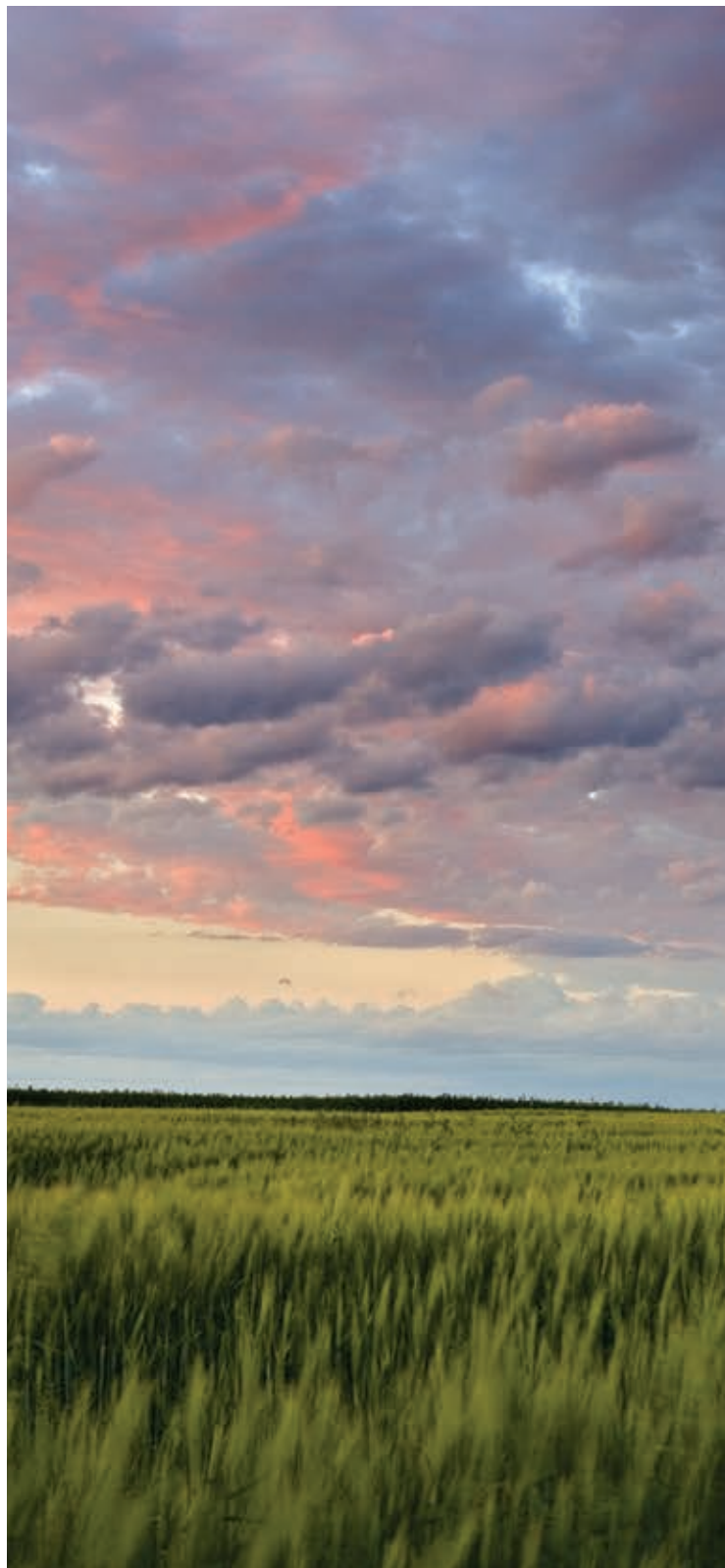
BM	Acuren Inc.	AB
BM	Alliance Pharmacy Group Inc.	ON
BM	BC Housing	BC
BM	CDN Controls Ltd.	AB
BM	Ceefax Security Inc.	ON
BM	Challenger Geomatics Ltd.	AB
BM+	City of Toronto	ON
BM	DBRS	ON
BM	Environics Research Group Limited	ON
BM	ERA Architects Inc.	ON
BM	Express Scripts Canada	ON
SBEM	G52	On
BM	Haztech Energy Corp.	SK
SBEM	HOMES Water	ON
BM	Levitt-Safety	ON
PATRON	LiUNA	ON
BM	Maple Leaf Strategies Inc.	ON
BM	Ontario Clean Water Agency	ON
SBEM	Operation Lifesaver	ON
BM+	PotashCorp	SK
BM	SGS Canada Inc.	AB
BM	SkyPower	ON
BM	Summit Property Group	AB
SBEM	The Gordon Foundation	ON
BM	The Ian Martin Group	ON
BM	UBC Sauder School of Business	BC

NON-ABORIGINAL MEMBERS

SBEM	United Way Winnipeg	MB
BM	Upper Canada Forest Products Ltd.	ON
BM	VIP Powerline Ltd.	BC

Transportation

BM	Belledune Port Authority	NB
PATRON	CN	QC
BM	Diversified Transportation Ltd.	AB
BM	Landtran Systems Inc.	AB
PATRON	Metrolinx	ON
BM	Vancouver Fraser Port Authority	BC
PATRON	VIA Rail Canada Inc.	QC
BM	Wisk Air Helicopters Limited	ON





ABORIGINAL VENDORS & MEMBER RECOGNITION

ABORIGINAL VENDORS AND MEMBER RECOGNITION

CCAB supported Aboriginal Business and CCAB members by buying products and services from exceptional organizations in 2017.

Akasha Art Projects Inc.	Kaha;wi Dance Theatre
Anishinabe Printing	Kakio Productions
Big Soul Productions Inc.	Luke Mountain
Blaire Russell Photography	Marika Cockney (Arctic FlowFox)
British Columbia Assembly of First Nation	Michael Jacobs
Elder Casey Eagle Speaker	Michelle Thrush
Cat (Mark) Criger	Nadine St-Louis
Cheryl Barnetson	Ombretta Debois
DeMontigny	Ont. Fed. Indigenous Friendship Centres
Design de Plume	Elder Pauline Shirt
Dr. Cheryl Bear	Signal Pictures - Adam Hutchison
Elder Deanne D. George	Songhees Nation
Elder Duke Redbird	Sunshine Promotions
Evan Adams, M.D., Inc.	Top2Bottom Cleaning Service
ImagiNATION	Elder Victor Pelletier
Indiana Communication	Wab Kinew
James Jones	Wanuskewin Heritage Park Auth.
Jennifer Podemski	Wikwemikong Development Commission
Jenny Blackbird	Yukon First Nations Chamber of Commerce
Joseph Shawana	

Council for
ORIGINAL
BUSINESS



Canadian Council
ABORIGINAL
BUSINESS

www.cab.com

FINANCIALS

cab.com

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 summarized statement of financial position as at December 31, 2017 and the summarized statement of operations and changes in net assets 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, 2017. We expressed a qualified audit opinion on those financial statements in our report dated May 11, 2018.

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 fundraising events, 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, 2017 are a fair summary of those financial statements, in accordance with Canadian accounting standards for not-for-profit organizations.



Segal LLP
Chartered Professional Accountants
Licensed Public Accountants

Toronto, Canada
May 11, 2018

FINANCIALS

FINANCIAL STATEMENT & STATEMENT OF OPERATIONS

Summarized Statement of Financial Position

As at December 31

	2017	2016
Assets		
Current		
Cash and cash equivalents	\$ 1,380,363	\$ 1,535,702
Accounts receivable	605,502	98,478
Government remittances recoverable	79,549	88,772
Prepaid and deferred expenses	145,719	176,416
	<u>2,211,133</u>	<u>1,899,368</u>
Property and equipment	38,834	42,928
Domain name	7,400	7,400
	<u>\$ 2,257,367</u>	<u>\$ 1,949,696</u>

Liabilities

Current

Accounts payable and accrued liabilities	\$ 209,924	\$ 193,819
Deferred revenue	845,630	746,313
	<u>1,055,554</u>	<u>940,132</u>
Net assets	<u>1,201,813</u>	<u>1,009,564</u>
	<u>\$ 2,257,367</u>	<u>\$ 1,949,696</u>

Summarized Statement of Operations and Changes in Net Assets

For the Year Ended December 31

	2017	2016
Revenue		
Membership fees and donations	\$ 1,160,003	\$ 957,474
Fundraising events	999,873	1,017,906
Research grants	580,665	428,828
Program grants	520,421	296,892
Other income	19,769	88,155
	<u>3,280,731</u>	<u>2,789,255</u>
Expenses	<u>3,088,482</u>	<u>2,958,588</u>
Excess (deficiency) of revenue over expenses for the year	<u>192,249</u>	<u>(169,333)</u>
Net assets – beginning of year	<u>1,009,564</u>	<u>1,178,897</u>
Net assets – end of year	<u>\$ 1,201,813</u>	<u>\$ 1,009,564</u>



Stay current with the latest news and events from the Canadian Council for Aboriginal Business on Twitter, Facebook, and LinkedIn. Our community of individuals continues to grow daily and is vital in helping us increase the reach and impact of CCAB through sharing, liking, and following our activities. Show your support today: follow the links below to find out what we're doing and where you can find us:



2 Berkeley Street, Suite 202
Toronto, ON M5A 4J5
Telephone: 416-961-8663
Fax: 416-961-3995

www.ccab.com



@ccab_national



www.facebook.com/CanadianCouncilforAboriginalBusiness



www.linkedin.com/company/ccab-national