



# 2019 ABORIGINAL ECONOMIC DEVELOPMENT CONFERENCE

MAY 9, 2019 • WESTIN CALGARY • CALGARY, AB

*Supply Change* 

**Empowering the Aboriginal Economy  
through Business Connections**

CCAB's 5th annual Aboriginal Economic Development Conference (AEDC) focuses on the Aboriginal economy with engaging keynote presentations and panel discussions pertaining to challenges, opportunities, and best practices for the future. Building and expanding on CCAB's Aboriginal Procurement Marketplace, this year's conference aims to increase procurement opportunities and bids and to provide direct contact between Procurement Champions and Certified Aboriginal Businesses.

8:00 am	<b>REGISTRATION AND BREAKFAST</b>	
8:45 am	<b>OPENING PRAYER AND REMARKS</b> <ul style="list-style-type: none"> <li>• Elder Alvin Manitopyes</li> <li>• Alicia Dubois, Market Vice-President, Indigenous Markets, CIBC - Lead Sponsor</li> <li>• Terry Mitchell, Director, Business Development &amp; Indigenous Relations, Canada, Graham Group - Breakfast Sponsor</li> <li>• JP Gladu, President &amp; CEO, Canadian Council for Aboriginal Business <ul style="list-style-type: none"> <li>- <i>Supply Change</i> Announcement</li> <li>- New CCAB Initiative</li> </ul> </li> </ul>	
9:15 am	<b>KEYNOTE - INTERVIEW AND DISCUSSION</b> <b>Indigenous Economic Empowerment</b> Chief Darcy Bear, Whitecap Dakota First Nation <b>Host</b> - Denise Pothier, Vice President, Practice Services & Aboriginal Relations, Stantec	
10:00 am	<b>MORNING PANEL DISCUSSION</b> <b>Functionality of Aboriginal Procurement</b> Relationship and capacity building are the foundation for successful business practices. What can we learn from leaders of Aboriginal business, economic development, and an Aboriginal Procurement Champion in terms of policy and best business practices? These leading industry experts discuss the functionality of business relationships and share their knowledge and accomplishments to make Aboriginal procurement work and enhance business opportunities.	<b>SPEAKERS:</b> <ul style="list-style-type: none"> <li>• Leanne Hawco - Executive Director, Northeastern Alberta Aboriginal Business Association</li> <li>• Bill Mandelos - Director of Procurement &amp; Supply Management, CN</li> <li>• Charmaine McCraw - Project Manager, ORIGIN Inc.</li> </ul> <b>Moderator:</b> Mel Benson - President, Mel E Benson Management Services
11:00 am	<b>NETWORKING BREAK</b>	
11:15 am	<b>MORNING BREAKOUT SESSION # 1</b> <b>Getting it done! Securing Government Contracts</b> Procurement Strategies for Aboriginal Business (PSAB) supports capacity building for government and communities. Through mandatory and voluntary set asides, determined targets, joint ventures and partnerships, PSAB assists Aboriginal businesses to compete for and win government contracting opportunities. What steps are needed to improve PSAB? Thought leaders will share in-depth knowledge for best practices and next steps for Aboriginal business and government policy.	<b>SPEAKERS:</b> <ul style="list-style-type: none"> <li>• Dave Acco - President, Acosys Consulting</li> <li>• Mohan Denetto - Director General, Crown-Indigenous Relations and Northern Affairs Canada</li> <li>• Tim Hopkins - President, The Advantage Group</li> <li>• Janice Larocque - President, Spirit Staffing &amp; Consulting Inc.</li> </ul> <b>Moderator:</b> Philip Ducharme - Director, Innovation and Entrepreneurship, CCAB

11:15 am	<b>MORNING BREAKOUT SESSION # 2</b> <b>Aboriginal Procurement and Innovation - What is Working in IT Infrastructure?</b> <p>As the urban Aboriginal population in Canada continues to grow, what are some of the business opportunities that exist outside of the resource sector? This panel discussion focuses on Aboriginal business innovation and companies that operate in IT infrastructure sector in Canada. Aboriginal businesses are increasingly becoming the cutting-edge of innovation, and as a result, opportunities in IT infrastructure are unlocking across industry supply chains. Aboriginal and non-Aboriginal industry leaders share their expertise on increasing supply chain opportunities for Aboriginal businesses and suppliers.</p>	<b>SPEAKERS:</b> <ul style="list-style-type: none"> <li>• Jonathon Araujo - Managing Partner, The Pontiac Group</li> <li>• Jason Bergeron - Partner Technology Advisory, Digital Energy Lead, PwC</li> <li>• Lyle Fabian - President, Katlotech Communications Ltd.</li> <li>• Stephany Lapierre - Founder &amp; CEO, Tealbook</li> </ul> <b>Moderator:</b> Holly Fortier - President, Nisto Consulting
12:15 pm	<b>NETWORKING BREAK</b>	
12:30 pm	<b>LUNCH</b>	
1:15 pm	<b>Philipp Gruner, SVP Operations, Civeo - Lunch Sponsor</b>	
1:25pm	<b>Supply Change &amp; Aboriginal Procurement Champions Photo Opportunity</b>	
1:45 pm	<b>AFTERNOON PANEL # 1</b> <b>Industry &amp; Inclusion: An Analysis of Indigenous Potential in Federal Supply Chains</b> <p>CCAB has recently completed the most comprehensive research ever done on Aboriginal business capacity compared to federal government demand. The goal of this work was to show that Aboriginal firms have the ability to deliver beyond the current 0.3% of annual federal spend, that they can supply at least 5%, or \$1 billion, of the contracts tendered by the federal government annually. In fact, we found that Aboriginal businesses can supply over one quarter of federal government demand across every ministry and every sector! This panel looks at areas of strength in the Aboriginal economy, discusses what is keeping Aboriginal business out of the federal supply chain, and looks at ways to succeed at winning government business.</p>	<b>SPEAKERS:</b> <ul style="list-style-type: none"> <li>• Hannes Edinger - Economist, Big River Analytics.</li> <li>• John Giraldez - Director, Business Development, Crown-Indigenous Relations and Northern Affairs Canada</li> <li>• Samantha Morton - Project Manager, Research, Canadian Council for Aboriginal Business</li> </ul> <b>Moderator:</b> Max Skudra - Director, Research and Government Relations, Canadian Council for Aboriginal Business
2:45 pm	<b>NETWORKING BREAK</b>	
3:00 pm	<b>AFTERNOON PANEL # 2</b> <b>The Power of Procurement: What Can Be Achieved If Government and Corporate Procurement get it Right?</b> <p>The Aboriginal economy in Canada contributes over \$30 billion to the National GDP every year. An impressive number, but below the potential of Indigenous peoples in this country. While the federal government spends roughly \$20 billion annually on procurement, combined with provincial and municipal governments, that numbers jumps to over \$220 billion a year. Corporate Canada spends even more annually. If we can get procurement right, raising the level of spend to 5% of the population that Aboriginal people represent in our country, the Aboriginal economy would more than double. What are the unique policies, strategies, and targets that will make this happen? How can the success of leading Procurement Champions be replicated economy wide? What needs to be done to support the government to achieve the targets that some of Canada's corporate champions have already reached?</p>	<b>SPEAKERS:</b> <ul style="list-style-type: none"> <li>• Nicole Bourque-Bouchier - President &amp; CEO, The Bouchier Group</li> <li>• Kara Flynn - Vice President, Government &amp; Public Affairs, Syncrude</li> <li>• Kevin Turner - Regional Director, Office of Small and Medium Enterprises (OSME), Public Services and Procurement Canada</li> </ul> <b>Moderator:</b> JP Gladu - President & CEO, Canadian Council for Aboriginal Business
3:50 pm	<b>WRAP UP AND CLOSING COMMENTS</b>	
4:00 pm	<b>EVENT CONCLUSION</b>	

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