

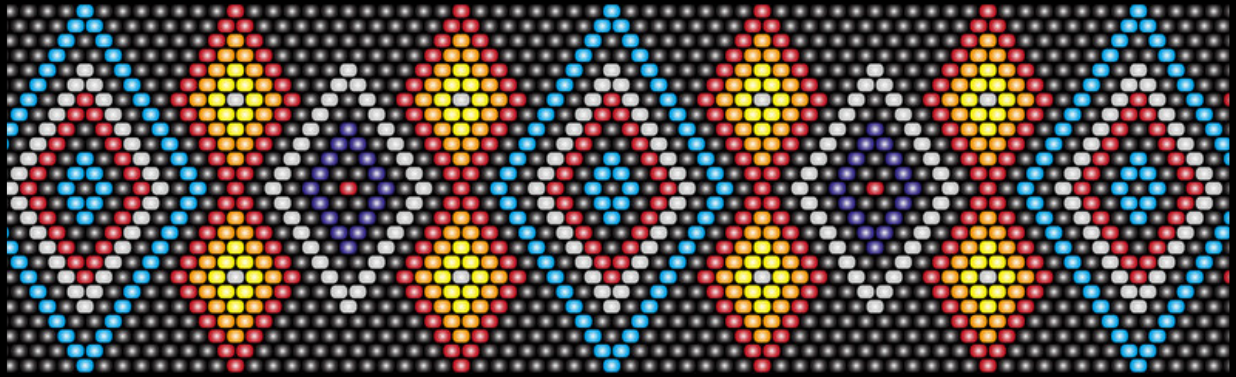


2019 ANNUAL REPORT

Canadian Council for
ABORIGINAL
BUSINESS



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Why CCAB

Since 1984, CCAB has been committed to the full participation of Indigenous peoples in the Canadian economy. Today, Canada is experiencing a new social and political environment as it pertains to Indigenous people. Indigenous issues are top of mind for the Canadian public, more than any other time in history. The experiential growth of Indigenous entrepreneurialism shows a sophisticated and ambitious businessperson that is looking to partner, collaborate and succeed. Considering this new social reality, more and more Canadian businesses are becoming interested in the opportunities of working with Indigenous people. Couple this with the groundswell of international support for Corporate Social Responsibility (CSR) and sustainability, and it is easy to see the future of Canada's economy is Indigenous.

A [CCAB](#) membership is your conduit to knowledge, networks, and professional development. We welcome you to participate in our programs, events, services and discussions.

Mission:

To promote, strengthen and enhance a prosperous Indigenous economy through the fostering of business relationships, opportunities and awareness for all our members.

Vision:

Aboriginal businesses are fully engaged in shaping the Canadian economy.



“CCAB is a driving force that brings together Indigenous and non-Indigenous peoples, businesses and communities to create a prosperous Indigenous economy, while inspiring generations of Indigenous entrepreneurs...”

- Jon Davey, National Director, Aboriginal Financial Services, Scotiabank

Message from the Co-Chairs

The year 2019 was a year of change, action and productivity. CCAB and the board remained dedicated to leveling the playing field on the road to economic reconciliation for Indigenous peoples in Canada. The team worked tirelessly resulting in valuable accomplishments and positive impacts on Indigenous people, communities, and economic advancement.

In December, our CEO & President, JP Gladu announced that it was time for him to move on. For almost 8 years, JP helped to build CCAB's brand while impressively leading the team in its efforts to expand membership, programs, sponsorship and research facilitation. JP's leadership made both working in the office and on the Board inspiring and enjoyable. A true champion of change and a mentor that paved the way for others to succeed, it was with mixed emotions that we prepared to wish him well.

Following JP's announcement, we hired Leaders International, a CCAB member, for their executive search expertise. They conducted an extensive national search and although several exceptional candidates were interviewed, only one received a full vote of confidence from the board of directors. In mid-March 2020, Tabatha Bull was named CCAB's new CEO & President.

A year of successes, 2019 gave us increased membership, enriched programs, and extended outreach. CCAB's Research department was recognized as the principal centre for data on Aboriginal business development and entrepreneurship in the country and beyond. Their cutting-edge research had significant impact on both government policies and private sector practice driving stronger outcomes to grow the economy.

CCAB has made and continues to make a real difference toward creating prosperity for all Canadians. Understanding the size and scope of the Indigenous economy helped the staff and board to promote awareness for change in support of economic reconciliation. There was tremendous success in improving the economic self-reliance of Indigenous communities by improving relationships between mainstream corporate business and Aboriginal business. Hard work, passion and commitment were CCAB's assets for 2019.

CCAB's purpose, goals and values were defined by our revised mission and vision statements. Our mission affirmation is, "to promote, strengthen and enhance a prosperous Indigenous economy through the fostering of business relationships, opportunities and awareness for all of our members" and our vision stresses a future where "Aboriginal businesses are fully engaged in shaping the Canadian economy." These are strong statements that both board and staff dedicate their time and efforts in fulfilling.

Our financial management practice allowed senior managers and their teams to build effective budgets through resource allocation to specific objectives and timeframes using the Balanced Scorecard management system. The system allowed a benchmark for staff to evaluate new and existing programs and initiatives.

Although this report covers the calendar year of 2019, we would be remiss if we didn't at least acknowledge the extraordinary times in which we all find ourselves. During these times of Covid-19, with Tabatha's leadership, the staff have worked tirelessly to support our members and to make sure that the voice of Aboriginal business is heard, respected and considered in all government decisions. CCAB has an amazing team and they have gone above and beyond under these trying circumstances.

At this time we are honoured to also acknowledge and express our appreciation for our many sponsors, members, patrons, and partners of 2019. In addition, we also thank the entire board for their continued support and dedication.

As co-chairs along with a dedicated board of directors we are proud to support CCAB and its growing realization toward a prosperous Indigenous economy.

Sincerely,



Alicia Dubois
Co-Chair
CCAB Board of Directors




Randy Moore
Co-Chair
CCAB Board of Directors



2019/20 Board of Directors

<i>Board Member</i>	<i>Executive Position</i>	<i>Company</i>
Alicia T Dubois	Co-Chair	CIBC
Randy Moore	Co-Chair	Bee-Clean Building Maintenance
Pamela Zabarylo	Treasurer	KPMG LLP
Dany Gaudreault		Sandvik Mining and Rock Technology
Denise L. Pothier		Stantec Consulting Ltd.
Desiree Norwegian		Abraflex Ltd.
Greg Fuhr		Syncrude Canada Ltd.
Leonard Rickard		Mississaugas of the Credit Business Corp.
Lyle Bouvier		Points Athabasca Contracting
Mark Brajer		Tlichio Investment Corp. & Group of Companies
Mark Shadeed		Bank of Montreal
Martha Manuel		New Gold Inc.
Mervin Dewasha		Neegan Burnside Ltd.
Michael Hachey		Compass Group Canada Ltd.
Michael Ledgett		Dentons Canada LLP
Michael S. Jacobs		Cambium Aboriginal Inc
Myrtle Engram		Fluor Canada Ltd.
Paul Gruner		Det'on Cho Corporation
Ravina Bains		Scotiabank

President & CEO Messages



Reflecting on last year, I am mindful of several things. First, how quickly the year went by, second, the incredible accomplishments and progress made by the CCAB team, and third, how fast things changed. In 2019, I was CCAB's Chief Operating Officer under the incredible leadership and mentorship of JP Gladu. In 2020, I am the new CEO & President of CCAB currently working from home amid a COVID-19 pandemic that has had a tremendous health and economic impact on all Canadians and across the globe. We may never fully understand the damage and what this means for our most vulnerable Indigenous communities, but we are working

hard to mitigate the impact on communities and Aboriginal businesses and to help with recovery and rebound efforts. While next year's 2020 annual report will most certainly paint an entirely different picture, I mention the present because the current situation has also impacted the presentation of this annual report. Cognisant of cost-saving measures, we produced and designed a scaled-down version of the main highlights of 2019; distributed digitally only and presented at a Virtual Annual General Meeting.

The year 2019 saw much growth, progress, and success for CCAB and that of our members. CCAB's research data demonstrated that there was capacity not only to support a 5% government-wide Indigenous procurement target, but that Aboriginal businesses could support a quarter of all federal contracts. We had our second successful year of CCAB's initiative, Supply Change™. This Aboriginal procurement strategy remains a vital step toward economic opportunities for Indigenous entrepreneurs and business across Canada.

The strengthening of numerous programs such as Tools and Financing for Aboriginal Business (TFAB), Certified Aboriginal Business (CAB), and Progressive Aboriginal Relations (PAR) – all created a positive impact toward a prosperous Indigenous economy.

CCAB's marketing team exceeded expectations promoting its members, events, sponsors, and the important work being done to elevate Aboriginal businesses in Canada. We facilitated opportunities and business relationships through our e-news and Aboriginal Business Report magazine, and increased our social media presence, which drove traffic to our website and established our brand as a trusted leader. Outlining membership benefits and sponsorship opportunities, our Opportunities Package was our first publication produced in both English and French.

We were very proud of our growing programs and the 2019 national recognition awards at CCAB's annual events. Our gratitude extends to our sponsors of these events, including sponsors of the very popular TFAB networking events, as well as the patrons, board and members that helped make them a success.

The pandemic in 2020 has proved to me the importance in the work that CCAB does for its members and for Aboriginal business. Seeing the results and progress as we work through this crisis makes me even prouder to be the new CEO and President. The team and I look forward to working with our strong membership and welcoming new members to CCAB as business moves toward recovery for a brighter future and prosperous Indigenous economy for the benefit of all Canadians.

Miigwetch,



Tabatha Bull
CEO & President



As the CEO & President during 2019, I wanted to add a note to this annual report to reflect on some of CCAB's accomplishments of which I am so very proud. During my tenure (2012-2020) we developed many important relationships with sponsors, thought leaders, patrons, business members, government leaders, supporters and most importantly, friends. These relationships, this support, not only made the job enjoyable but together we were effective and made a difference.

The solid team, board of directors, and growing membership helped to make a profound impact on the Indigenous economy in Canada. CCAB's voice and influence reached all industry sectors, levels of government, and communities to promote awareness and change in support of economic reconciliation across the country and internationally sharing Indigenous business challenges and successes

Through groundbreaking change with our Supply Change™ campaign, we drove Indigenous procurement across this country in the private sector with the help of nearly 60 leading companies, Aboriginal Procurement Champions. Our efforts were triumphant and influenced Ottawa to move forward with its own Indigenous procurement target of at least 5% for all federal contracts. To see the 5% in their mandate letter this past fall, knowing that CCAB was the driving force behind it, and knowing that this will translate to a minimum of \$1 billion to the Indigenous economy was the pinnacle of my career at CCAB.

Through research data and examples of successful Aboriginal business we illustrated the importance of healthy supply chain practices and the connection to the Indigenous economy. It is important that we all continue to demonstrate this ability and capacity of Aboriginal business in order to succeed in the global supply chain of industry procurements.

I couldn't be prouder of my successor Tabatha Bull. As I write this, she has yet to work in the offices of CCAB with the team as the new CEO and President. Yet, she didn't hesitate to take charge and push even harder to ensure the voice of CCAB members was heard and the strength of Indigenous business was evident during this time of unprecedented change due to the coronavirus pandemic.

Your support, especially during difficult times, for the work that CCAB does with Aboriginal business, communities, governments and corporate Canada, from research to programs to events and awards, is vital to keep the momentum going.

It's been a true honour to be a part of CCAB, one that I cherish and keep close to my heart.

Miigwetch,

JP Gladu
CEO & President
(2012-2020)

Events & Awards



Events & Awards



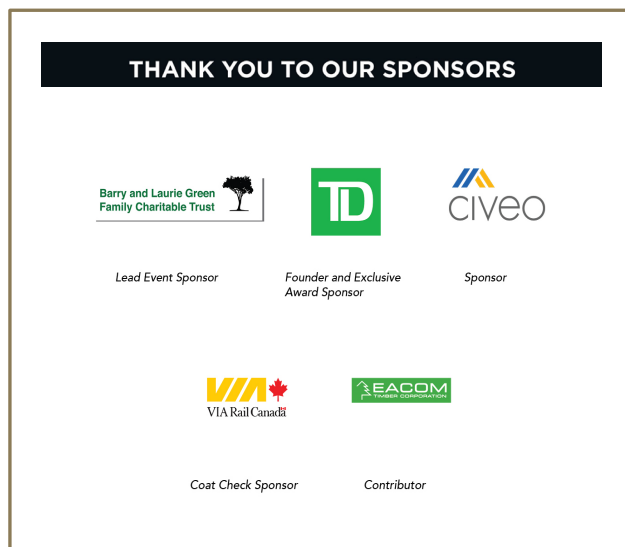
Gala Award Dinner (Toronto)

In January we started the Year of Indigenous languages with iconic Inuk singer/songwriter Susan Aglukark who sang her new song Tiktaummata to open the gala. The evening celebrated the amazing accomplishments of our Aboriginal Business Lifetime Achievement recipient, **Brenda LaRose** and the very adventurous Young Aboriginal Entrepreneur recipient, **Kylik Kisoun Taylor**.



Indigenous Women in Leadership

The role of Indigenous women has long been one of leadership and strength and the 2019 IWIL recipient exemplified business and community leadership. In April, we were honoured to present the awarded to **Nicole Bourque-Bouchier**, CEO and Co-owner of The Bouchier Group.





Aboriginal Economic Development Conference

The AEDC conference held in Calgary in May concentrated on year two of CCAB's Aboriginal Procurement Strategy, Supply Change™. This national initiative focused on economic reconciliation by engaging in and encouraging discussion around the growing Aboriginal economy and best practices to increase procurement opportunities for a thriving Canadian economy.



Gala Award Dinner (Calgary)

The annual Gala Award Dinner in Calgary celebrated the many ways that AEDCs generate prosperity for Aboriginal communities. Pimee Well Servicing, a 100% Indigenous-owned company comprised of six First Nations: Beaver Lake First Nation, Frog Lake First Nation, Heart Lake First Nation, Kehewin Cree Nation, Saddle Lake First Nation and White Fish First Nation, was CCAB's 2019 Aboriginal Economic Development Corporation Award recipient.





Gala Award Dinner (Vancouver)

The annual Gala Award Dinner was held in Vancouver in September and recognized a laureate committed to Aboriginal relations and whose efforts made a substantial impact across Canada. CCAB honoured and celebrated, Wayne Garnons-Williams, the 2019 award recipient for Excellence in Aboriginal Relations.

THANK YOU TO OUR SPONSORS

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Scotiabank

AWARD SPONSOR

Barry + Laurie Green
Family Charitable Trust



SUPPORTING SPONSORS




SPONSORS





CONTRIBUTOR





Progressive Aboriginal Relations



"It was a positive for our employees to hear accounts directly from an elder who has experience and direct knowledge of residential schools, potlatches, naming ceremonies and more cultural information... It is important to focus our time and attention in the right areas of engagement... [CCAB's PAR program helps to] better educate staff and increase awareness ..."

- VIP Powerline (PAR Bronze)

Progressive Aboriginal Relations

Progressive Aboriginal RELATIONS

Canadian Council for
Aboriginal Business



Progressive Aboriginal Relations (PAR)

Several CCAB member companies participated in the Progressive Aboriginal Relations (PAR) certification program that confirmed their corporate performance in Aboriginal relations at the Bronze, Silver or Gold level. [PAR certified companies](#) promote their achieved 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.

We added an exciting [new video](#) to provide companies first-hand information about the PAR program from some of our program participants. Along with the [PAR overview](#) on our webpage we continued to inform companies about the [value and benefits](#) of program.

A new program for small business was launched in September 2019 to create access for smaller businesses that were looking to obtain PAR certification.

2019 PAR Committed Companies

PAR committed companies are in the beginning stages of tracking and managing their Aboriginal relations strategies. Committed companies submit a report for one year's worth of company activities and intend to undergo external verification of their performance in the future.

In 2019, CCAB trained [354 PAR committed companies](#) who were from sectors such as engineering, construction, law, finance, universities, ministries and municipal governments.

"...Being involved in PAR is more than just an exercise for CDN. It is a symbol of the company's commitment to bridging the gap between industry and Aboriginal communities and peoples."

CDN Controls Ltd.



2019 Certifying Companies

Six prominent Canadian corporations achieved Bronze- or Gold-level certification in 2019. At the annual Gala Award Dinner in Vancouver they were honoured and presented with their PAR certification.

Please view the [video clip](#) shown at the 2019 presentation.

The total number of Committed- and Certified-level participants was an impressive 102 companies active in the PAR program for the year.



2019 PAR Luncheon

The 2019 Progressive Aboriginal Relations [Luncheon](#) in Vancouver brought together companies and members interested in the Progressive Aboriginal Relations (PAR) program. We thank and appreciate our supporting sponsors.

CCAB's research report in partnership with Shareholder Association for Research and Education (SHARE) [Moving Capital, Shifting Power](#) was launched at the PAR luncheon and the keynote address reported on key findings and opportunities for business investors.



CCAB would like to thank and acknowledge the [2019 PAR jury, verifiers and cultural awareness trainers](#) who were committed to the PAR process and worked diligently and tirelessly to help our Committed level members achieve certification while advancing other members to the next certification level.

Tools & Financing for Aboriginal Business



Tools & Financing for Aboriginal Business

TOOLS & FINANCING FOR Aboriginal Business

Canadian Council for
Aboriginal Business 

Tools & Financing for Aboriginal Business (TFAB)

In 2019, **TFAB** continued to grow its easy access online portal that provides Aboriginal entrepreneurs practical business tools, expertise, training and networks. This enabled entrepreneurs the tools to strengthen and grow their businesses.

Through TFAB, Aboriginal businesses had access to:

- * A growing library of practical business tools and resources
- * Business skills development podcasts
- * A directory of CCAB member services and programs
- * Business networking events held across Canada
- * Procurement opportunities

TFAB Networking Events

We hosted seven networking events across the country creating a space for Aboriginal entrepreneurs to connect with like-minded peers. They provided opportunities to grow professional networks and profiles by meeting other CCAB members committed to enhancing Aboriginal business opportunities. TFAB networking events, while a complimentary benefit for all CCAB members, were open for a nominal fee to guests who were able to register their attendance in advance.

Partners and Sponsors

We'd like to thank and acknowledge our TFAB Business Function Partner, EY. We would also like to thank and acknowledge the support of our event sponsors who contributed to the overall success of the TFAB program.

Business Function Partners



THANK YOU TO OUR TFAB EVENT SPONSORS



Indigenous Women Entrepreneurship Fund

In 2019, CCAB launched the Indigenous Women Entrepreneurship Fund (IWEF). IWEF was established as a result of a donation from CIBC, along with a contribution from Indigenous Women's Leadership Summit.

IWEF, a micro-finance program was opened to Indigenous women-owned businesses who may lack access to convention funding. We had a total of 44 applications from across the country and were able to award micro-loans ranging from \$2,000 to \$4,000 to 16 Indigenous women-owned businesses.



Indigenous Women
**ENTREPRENEURSHIP
FUND**

FOUNDING
CONTRIBUTOR



CONTRIBUTOR



Supply Change™



“Supply Change™ is all about building robust supplier networks and advancing economic reconciliation. I am honoured to be named Co-Chair and look forward to supporting the continued, rapid expansion of this exciting procurement initiative. The incredible success of Supply Change™ underscores the exceptional talent of Indigenous entrepreneurs and the power of partnerships with Aboriginal businesses.”

- Sean Finn, Executive Vice-President Corporate Services and Chief Legal Officer for CN.

“When companies involve Aboriginal businesses in their projects, they provide an opportunity for that business to grow and contribute to their community, and the companies, in turn, secure access to a skilled local workforce ready and eager to work. With over 50,000 Aboriginal businesses in Canada, we need leadership like CCAB’s Aboriginal procurement initiative, Supply Change, where our procurement champions open their supply chains to Indigenous entrepreneurs. A stronger Indigenous economy means a stronger Canada.”

- JP Gladu, CEO & President, CCAB

Supply Change™

Supply Chains
Supply Change 

Aboriginal Procurement Campaign

One of the highlights of the 2nd year of the Supply Change™ initiative was the mandate letter to the Minister of Public Services and Procurement Canada to increase procurement from Aboriginal business by at least 5%.

CCAB was actively engaged in promoting Supply Change™ at events across the country and internationally in 2019. Our CAB members and Aboriginal Procurement Champions were instrumental in getting the message out to increase participation of our Aboriginal businesses in procurement opportunities.

In 2019 we bid farewell to Mark Little, CEO and President of Suncor as our inaugural Supply Change™ co-chair. We welcomed Sean Finn, Executive Vice President, Corporate Services and Chief Legal Officer, CN as our newest co-chair.

Aboriginal Procurement Champions

The year saw a continued growth in the number of entities that joined the Supply Change™ initiative as Aboriginal Procurement Champions. We secured 16 new companies and ended the year with 53 [Aboriginal Procurement Champions](#).

Aboriginal Procurement
CHAMPION 

 Aboriginal Procurement
MARKETPLACE

Aboriginal Procurement Marketplace

Efforts to work with Certified Aboriginal Business members and Aboriginal Procurement Champions continued to focus on building the [Aboriginal Procurement Marketplace](#), a dynamic buying and selling network.

In 2019, we had a total of 18 procurement-related requests (RFI's and RFP's) on the Marketplace. We increased the number of CAB members in the Marketplace to 435 – an annual increase of 56%. Our CAB members did a combined total of 824 supplier searches.

Membership

“In recent months, our company has been approached more and more often by organizations that want to work with CCAB member companies. The high level of networking events is second to none.”

- John Blanchette, Aboriginal Business Development Manager, M2

“The relationship that Cheekbone Beauty has with the CCAB is much more than a membership. The guidance, the network and the support has been invaluable! As a small business, having the support of the CCAB is like having your very own board of directors! Without hesitation their team guides you to resources and business relationships that may not be easily accessed. I am so grateful for the CCAB and look forward to many years of networking together! Share space with those who first listen to understand and then act on your behalf! Miigwech to the CCAB!”

- Jenn Harper, Cheekbone Beauty

“It was very beneficial having our Certified Aboriginal Business membership in obtaining new significant business with PAR-certified clients – thank you!”

- Desiree Norwegian, Owner, Abraflex

“The staff at CCAB have worked hard and genuinely to help us expand our business network and horizons. As a direct result of connections made by CCAB we have experienced new opportunities while forming new partnerships and industry clients. They are a great promoter of business, Indigenous and non-Indigenous working together. If your company wants to actively participate in growing the Indigenous economy, we recommend you attend their events to maximize the opportunities they facilitate.”

- Melissa & Paul, ORIGIN

“Because of our Certified Aboriginal Business membership with CCAB, we are able to create employment and train more corporations to work confidently and respectfully with Indigenous peoples.”

- Jason Carter, Owner/Founder, Bear Standing Tall & Associates

Membership

MEMBERSHIP

Canadian Council for
Aboriginal Business



Membership

In 2019, [membership](#) grew to almost 1000 members as CCAB welcomed 297 new members. A [2019 listing](#) of all CCAB members is available by [industry](#), [category](#) and [province and territories](#) on our website.

Data from our latest survey results showed that members benefitted from opportunities to connect and raise awareness about issues impacting Aboriginal business, finding support, and making progress through the PAR program. The survey results also provided member suggestions that CCAB consulted to enhance its programming and services (i.e., website, directory, communications, etc.).

Thank you to our Patron members of 2019



CERTIFIED Aboriginal Business

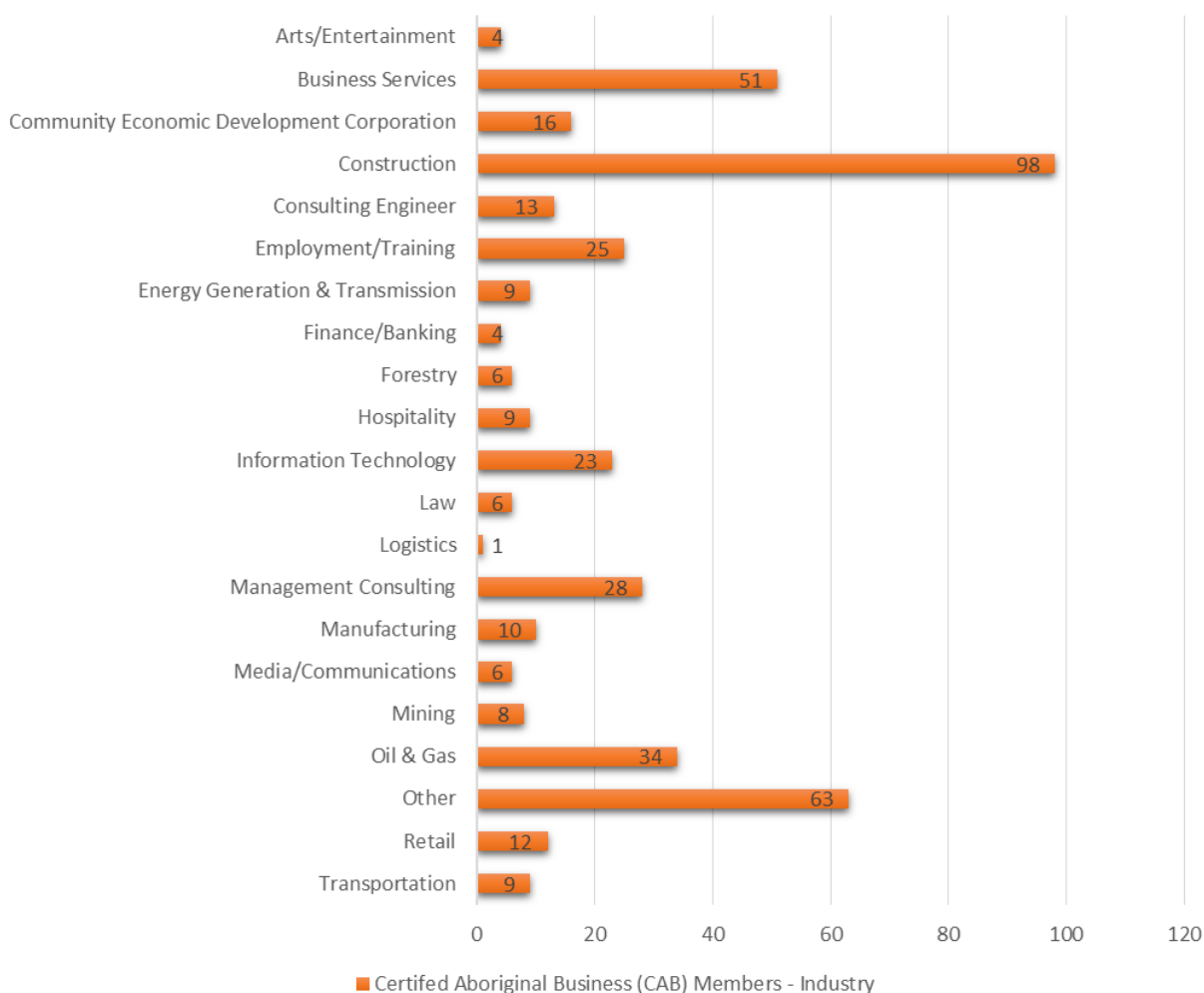
Canadian Council for
Aboriginal Business 

Certified Aboriginal Business (CAB)

CAB membership saw a 56% increase for a total of 435 registered members in 2019.

Since the relaunch in December 2016, there has been an 85% increase in the number of Certified Aboriginal Businesses.

Certified Aboriginal Business (CAB) Members - Industry



Research



Research

Canadian Council for
**ABORIGINAL
BUSINESS
RESEARCH**



Key Accomplishment, 5% target

In 2019, CCAB research played a critical role in pushing for increased Aboriginal business participation in government procurement.

In [Industry and Inclusion: An Analysis of Indigenous Potential in Federal Supply Chains](#) report the data demonstrated that there was sufficient capacity not only to support a 5% government-wide Indigenous procurement target, but that Aboriginal businesses could support a quarter of all federal contracts. CCAB used this research in meetings with government officials and it was formally included in the Liberal's campaign platform during the federal election. A minimum 5% Indigenous procurement target was later mandated for all federal.

By the Numbers

Expanding our network to Indigenous and international organizations home and abroad, we completed 19 projects with partners including universities, governments, Indigenous organizations and private companies. We organized and attended over 30 in-person events such as report launches, conferences, roundtables and panels and advocated for our members on the international stage. Most notably, CCAB represented one of four Canadian delegates to attend the Organisation for Economic Cooperation and Development (OECD) workshop in Paris, France.

RESEARCH IN 2019: BY THE NUMBERS

This year we had...

30+

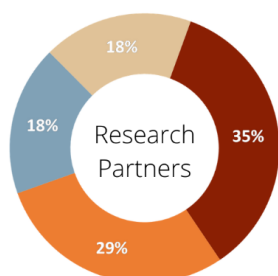
Launches,
conferences,
round-tables,
and panels

17

Research
partners

19

Completed
projects



■ Universities and
Research Institutions

■ Government
Organizations

■ Indigenous Organizations

■ Private Companies

GOING GLOBAL



CCAB research participated in national and international conversations:

10

Cities across Canada and
around the world



CCAB Research traveled to
Chile and France for APEC
and OECD workshops.



We met with Sami, Maori,
and Indigenous Peruvian
entrepreneurs.



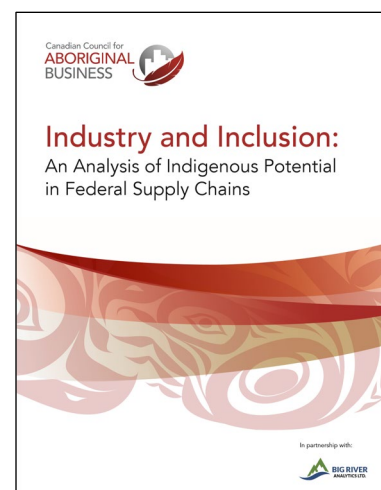
Reports in 2019

CCAB Research published a major report each quarter of 2019, as well as completing several private reports. Our work largely focused on five topics: Procurement, Trade and Export, Future Skills, Investing, and Reconciliation. Additionally, we finalized the *National Perspectives on Indigenous Prosperity* research series, to be launched in 2020. In addition to [*Industry and Inclusion*](#) report (mentioned above) the following key reports were published in 2019.

[Indigenous-Owned Exporting Small and Medium Enterprises \(SMEs\) in Canada](#)

In partnership with the Office of the Chief Economist of Global Affairs Canada, CCAB Research released a publication that reviewed current Indigenous SME activities and export potential.

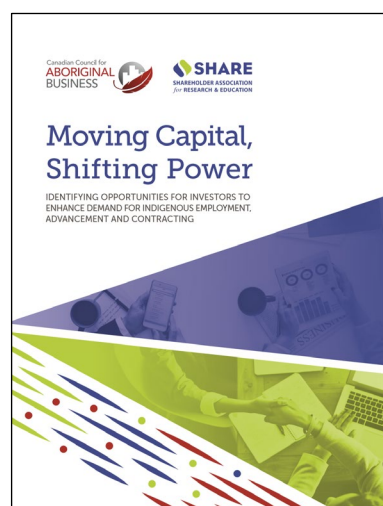
Key finding: Approximately 24.4% of Indigenous SMEs export



[Moving Capital, Shifting Power](#)

In partnership with Shareholder Association for Research and Education (SHARE), reported key findings for opportunities to contribute to economic reconciliation and the advancement of Indigenous peoples.

Key finding: Investment organizations can enhance demand for Indigenous employment, advancement, contracting and business growth in their roles as: employers and key economic actors, shareholders, and capital providers.



Business Reconciliation in Canada Guidebook

CCAB Research supported the Truth and Reconciliation Commission (TRC) Call to Action #92.

The fundamental pillars for successful Indigenous relations includes, inclusive leadership actions, dedication to Aboriginal business development, transparent and accessible procurement initiatives development, and strengthening community relationships.



DIGITAL DIRECTIONS: Toward skills development and inclusion of Indigenous Peoples in the new economy

The report was launched in partnership with Tata Consultancy Services to a receptive audience at the Forward Summit in Calgary on February 28, 2019, with a panel of various role players in the Aboriginal business sector.

Key finding: Updating and deploying Indigenous-led STEM curricula in education and training settings requires collaboration between the private sector, governments and community-based organizations. This report offers preliminary recommendations for program developers to better serve Indigenous communities.



Thought Leadership, Canada and Abroad

As a centre for data excellence, the research team expanded CCAB's partner network and scope of projects to also become a centre for thought leadership on the Indigenous economy. Our research and guidance helped inform government policies, Indigenous-private sector relations and procurement strategies, and global Indigenous partnerships. As a result, the OECD formalized a collective impact working group to represent Indigenous peoples in international market economies. Here are some highlights:

OECD Paris Workshop

In November, the research team participated in the OECD Economic Development Workshop in Paris. Indigenous delegates and political representatives from New Zealand, Latin America, Norway, and Sweden discussed the results of the global OECD study [*Linking Indigenous Communities with Regional Development*](#) (supported by CCAB research). CCAB helped advocate for a permanent Indigenous secretariat at OECD.

Peruvian Indigenous Trade Mission

A delegation of Peruvian Aboriginal business owners organized by HudBay Minerals provided support services to Hudbay's Constancia and Pampacancha operations and joined CCAB leadership to discuss their business strategies, international relationships, and future goals.

APEC in Chile

In August 2019, CCAB Research and Global Affairs Canada presented a joint research study on Indigenous SME Exporters to representatives from 21 countries and participated in other APEC economic committee events.

SSHRC Digital Directions Roundtable, Whitehorse

CCAB hosted an expert roundtable in Whitehorse on June 12th and produced a white paper that complements *Digital Directions: Towards Skills Development and Inclusion of Indigenous Peoples in the New Economy*. With funding from SSHRC, CCAB was able to extend reach into a distinct region of Canada.

The image is a dense collage of various digital content related to the Canadian Council for Aboriginal Business (CCAB). It includes several social media posts from platforms like Facebook and Twitter, featuring profiles of individuals such as JP Gladu, Tabatha Bull, and Dakota Kachie. These posts discuss topics like Indigenous business growth, economic reconciliation, and community support. There are also news snippets, including one about the "PowerBlast" discussion moderated by @tabathabull. A prominent infographic titled "THE SHARED PATH TO BUSINESS RECONCILIATION" shows statistics such as "50,000+ Indigenous businesses in Canada" and "\$31 BILLION contributed annually to Canadian economy". Other elements include group photos of CCAB members, award ceremonies (like the "Aboriginal Business Award for Lifetime Achievement"), and quotes from leaders like JP Gladu. The collage uses a mix of colors, primarily reds, blues, and greys, reflecting the branding of the organizations involved.

Marketing & Communications

The [Aboriginal Business Report](#) is published by CCAB and discusses various business topics relevant to Aboriginal communities across Canada. In 2019 CCAB published three editions of the Aboriginal Business Report focusing on [education](#), [community land and ownership](#), [research and procurement](#). Members were offered a discounted advertising rate.



Getting the Word Out

From January – December 2019, CCAB earned a total of 802 media hits with a reach of over 121 million. The advertising equivalency rate of this coverage is over \$1 million.

Social media mentions totaled 5,347.

Our online community continues to grow. In September 2019, we launched CCAB's Instagram, where we share members' photos and photos from our events. Followers:

Facebook	4,649	Twitter.	3,877
LinkedIn	5,292	Instagram	253



News & Opportunities

Using our [CCAB e-newsletter](#) as a vehicle to drive our message helps to facilitate opportunities and business relationships. In 2019, we started publishing the news bi-weekly (from monthly) with a distribution of over 5,000 that included CCAB members, Aboriginal businesses, communities, and companies operating in Canada.

CCAB members were offered one complimentary member profile/advertorial to be featured in an edition of the e-newsletter. They were also offered a discount on an advertising package to further promote their company in the e-news.

Speaking Engagements

In 2019, the CCAB team traveled Canada and around the world to participate and build on CCAB's reputation as the leading authority on the Indigenous economy.

[Check it out!](#)



Financials

Report of the Independent Auditor on the Summary Financial Statements

To the Members of
Canadian Council for Aboriginal Business
Conseil canadien pour l'entreprise autochtone

Opinion

The summary financial statements, which comprise the summary statement of financial position as at December 31, 2019 and the summary statement of operations and changes in net assets, are derived from the audited financial statements of Canadian Council for Aboriginal Business/ Conseil canadien pour l'entreprise autochtone (the "Council") for the year ended December 31, 2019.

In our opinion, the accompanying summary financial statements are a fair summary of the audited financial statements in accordance with Note 1.

Summary Financial Statements

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 and the auditor's report thereon, therefore, is not a substitute for reading the audited financial statements and the auditor's report thereon.

The Audited Financial Statements and our Report Thereon

We expressed an unmodified audit opinion in our report dated May 20, 2020. That report also includes: An Emphasis of Matter section that draws attention to Note 13 of the audited financial statements. Note 13 of the audited financial statements indicates the adverse impact that Covid19 has had on the Council's operations.

Management's Responsibility for the Summary Financial Statements

Management is responsible for the preparation of the summary financial statements in accordance with Note 1.

Auditor's Responsibility

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



Toronto, Canada
May 20, 2020

Segal LLP
Chartered Professional Accountants
Licensed Public Accountants

Summary Statement of Financial Position

As at December 31

	2019	2018
Assets		
Current		
Cash and cash equivalents	\$ 1,768,541	\$ 1,763,218
Accounts receivable	350,717	445,481
Government remittances recoverable	84,733	120,570
Prepaid and deferred expenses	<u>115,232</u>	<u>74,459</u>
	2,319,223	2,403,728
Property and equipment	91,271	34,293
Domain name	<u>21,197</u>	<u>7,400</u>
	<u>\$ 2,431,691</u>	<u>\$ 2,445,421</u>
Liabilities		
Current		
Accounts payable and accrued liabilities	\$ 250,533	\$ 289,667
Deferred revenue	<u>886,023</u>	<u>861,314</u>
	1,136,556	1,150,981
Net assets	<u>1,295,135</u>	<u>1,294,440</u>
	<u>\$ 2,431,691</u>	<u>\$ 2,445,421</u>

Summary Statement of Operations and Changes in Net Assets

For the Year Ended December 31

	2019	2018
Revenue		
Membership fees and donations	\$ 1,648,874	\$ 1,267,592
Fundraising events	1,045,624	1,136,960
Research grants	551,517	790,577
Program grants	456,492	585,410
Other income	<u>49,943</u>	<u>41,014</u>
	3,752,450	3,821,553
Expenses	<u>3,751,755</u>	<u>3,728,926</u>
Excess of revenue over expenses for the year	695	92,627
Net assets – beginning of year	<u>1,294,440</u>	<u>1,201,813</u>
Net assets – end of year	<u>\$ 1,295,135</u>	<u>\$ 1,294,440</u>

Note 1: The summary statement of financial position and summary statement of operations and changes in net assets is presented in accordance with Management's internal summary template of the audited financial statements. The internal summary template shows the total expenses and is not broken down. No note disclosures were provided.

Canadian Council for
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