

The Aboriginal BUSINESS REPORT

A CCAB PUBLICATION

Canadian Council for
ABORIGINAL
BUSINESS



THE TRANSPORTATION ISSUE

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Planting seeds to strengthen community ties

A thriving greenhouse is a symbol of Shell's investment in the Aamjiwnaang First Nation community, a fence line neighbor.

In 2014, Shell's Sarnia Manufacturing Centre contributed \$75,000 needed to build a greenhouse that grows rescued native plant species and traditional medicines.

After just one full year of operation, the Maajigid Gumig greenhouse has become the number one native plant supplier to the largest local nursery retailer and wholesaler in the region. In addition to job creation, economic benefit, capacity building and environmental stewardship, the greenhouse has become a source of deep pride in this community.

In November of 2016, Shell sponsored a seed collection and cleaning workshop at the greenhouse. Participants from Aamjiwnaang, Sarnia and the broader Lambton County community attended. They learned the proper methods to collect, clean and plant seeds from native species.

"I'm really proud of what we accomplished here. We saw that there was a need for a native plant nursery; we also wanted to grow traditional medicine to provide to the community."

Courtney Jackson, Aamjiwnaang Environment Department

This partnership aligns with the principles of Shell's Commitment to Indigenous Peoples in Canada and demonstrates how we work together towards shared value. To read more, visit www.shell.ca





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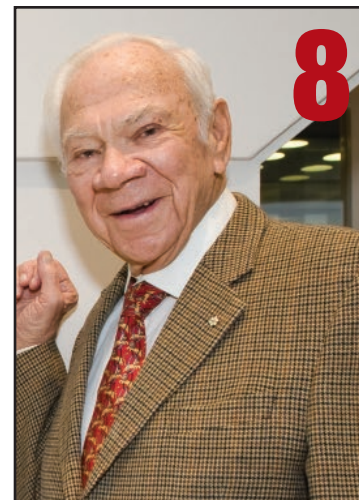


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J.P. GLADU
PRESIDENT AND CEO

In our latest edition of *Aboriginal Business Report*, we look at the potential of transportation and the important role it plays in Indigenous business.

Transportation was the backbone of Turtle Island's business landscape long before the first settlers arrived, and it often reflected the ingenuity of our Indigenous people. From birch bark canoes to snow shoes, transportation was the creator's gift to our communities, helping both nomadic and farming communities, and allowing for trade to flourish. In particular, the fur trade was made possible by trading routes that enriched the lives of Indigenous peoples for millennia.

In this issue, we fast forward to the 21st century to learn about the first Indigenous drone delivery pilot project in Canada and get an update on CCAB's Progressive Aboriginal Relations (PAR) involvement in the rail sector, focusing on CN, VIA Rail and Metrolinx.

Aviation takes a front seat as we highlight how Saskatchewan-based West Wind Aviation and Yukon-based Capital Helicopters are engaging Aboriginal groups and businesses. Kinsoo Trucking Ltd., an Aboriginal trucking company, shares their story on supplying trucking services to the oilfields, while the Vancouver

Port Authority shares how they are working with Aboriginal communities and managing lands and waters intersecting with traditional territories and Treaty Lands.

In the spirit of youth and excitement, the Msit No'kmaq sailing program takes us behind the scenes with Aboriginal youth sailing a classic tall ship across the Atlantic. The program is a joint collaboration between the Assembly of First Nations, the Ulnuweg business development service, the Gulden Leeuw ship, the Mi'kmaw Native Friendship Society, Sail Training International and Three Things Consulting.

Transportation is vital to the world all around us. How we move goods and provide services plays a key role in creating the prosperity that all Canadians want for their families and communities.

Please enjoy our latest edition of the *Aboriginal Business Report*.

Chi Miigwetch,

J.P. Gladu
CCAB President & CEO

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VISIONARY AND FRIEND

HONOURING THE MEMORY OF CCAB
FOUNDER, BUSINESS ICON AND
PHILANTHROPIST MURRAY B. KOFFLER



At a time when truth and reconciliation hold great promise, it is with profound sadness that the Canadian Council for Aboriginal Business (CCAB) mourns the passing of its founder, Canadian business icon Murray B. Koffler.

Koffler's vision and empathy created the foundation for a new age of economic reconciliation for Indigenous peoples in Canada today.

In the mid-1980s, a large number of Canada's one million Aboriginal peoples lived on the fringes of the economy, with very little or no access to the opportunities that many Canadians take for granted. As CCAB President and CEO J.P. Gladu has said many times, First Nation, Inuit and Métis communities were essentially shut out of Canada's economy for 400 years. Under the *Indian Act*, the federal government had closely regulated the interaction and day-to-day lives of registered Indians and reserve communities for more than a century. Living standards were low and unemployment was high.

The Canadian Human Rights Commission described the situation as a "national tragedy" and said Natives are "drastically under-represented in employment in virtually every industrial sector and every occupation." Poor conditions on reserves had driven many Aboriginal people to relocate to urban centres like Calgary, which lacked the basic services to help them find housing and employment.

Koffler, founder of Shoppers Drug Mart and co-founder of the Four Seasons Hotel Chain, saw this firsthand when inspecting a partly completed Four Seasons Hotel, in Calgary in the spring of 1982. While visiting the site, he came across an Aboriginal family huddled in the basement, amongst the tools and construction. This family was indicative of a much larger problem, so Koffler began reaching out to powerful friends and acquaintances to see how they could help. He called ministers and law makers and demanded answers. "A guy like Murray, he could do that," says Ron Jamieson Mohawk from Six Nations of the Grand River,

a former CCAB co-chair and director. "Murray could get practically anybody on the phone."

TAKING ACTION

In the 1980s, Koffler was building an empire and had forged several strong relationships with high-profile and influential Canadians. He reached out to Barnett (Barney) Danson, the former Minister of National Defence. "He gave Barney holy hell about what was being done in Ottawa, what was being done at the Department of Indian Affairs," Jamieson says. "And Barney wasn't used to being pushed around much."

Jamieson says Danson fired right back at Koffler. As he remembers it, Danson told Koffler that the business community had a responsibility to make things better too. That touched a chord. While Koffler was well connected in the corporate and political milieus, he needed assistance in reaching key leaders of the Native communities across Canada. "There's a lack of connection in general between Aboriginal people and non-Aboriginal people," Koffler said at the time.

Later that year Koffler convinced a group of influential people from various sectors to sit down together to discuss what could be done to bring Native participation into Canada's business and commercial enterprises. The group agreed that reliance on government for so long had had a devastating effect on Natives, who they learned had the highest unemployment, lowest level of income, poorest housing conditions, and poorest educational facilities and outcomes in the country. Koffler found widespread agreement that government, by itself, would never be able to develop a strong, independent business base among Native peoples. The consensus was a resounding "yes" that the private sector needed to get involved.

The group met again in 1983 and formed their new organization, The Canadian Council for Native Business, later renamed the Canadian Council for Aboriginal Business (CCAB). In March of the following year, they finalized the

details and formalized the organization that was subsequently incorporated under the *Canada Corporations Act* on August 8, 1984. "It was very challenging," Jamieson says. "As I have said from day one, the *raison d'être* of the Canadian Council for Aboriginal Business is to form mutual partnerships for mutual benefits of those involved. It's not all about helping the Indigenous peoples, it's about helping all businesses prosper. It's about the benefits that flow each way."

"Thirty-five years ago," adds Jamieson, "banks did not do business with Aboriginal people on reserves and there's a reason for it. There is a section in the *Indian Act* that says 'no Indian living on reserve can pledge their assets security for a loan.' Natives living on reserves were unable to access banking services because the act prevented them from pledging assets to secure loans."

Jamieson emphasizes that the barriers that faced entrepreneurs who lived

on reserve made it almost impossible for them to start a business. "Just imagine there was never a nickel's worth of mortgage money in the city of Toronto. What would you have? You'd certainly have a city, but it wouldn't look anything like it does now," he says. "Everything is built on mortgages."

Since then, Canadian banks have created systems to help entrepreneurs living on reserves to secure financing. Jamieson, who was appointed to the Order of Canada last year, was one of the architects of these systems.

As an organization, CCAB was not immune to the challenges facing Aboriginal businesses. "There was a time when we didn't think, financially, we'd be able to keep the organization afloat. It's a not-for-profit, and there were times when we didn't know whether we could pay the rent. It was challenging and exciting," says Jamieson. "It's far exceeded what we envisioned."



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FAST FORWARD

Today, CCAB is an organization on the move and growing in national stature with more than 500 members. Expanding programs, such as the recently launched Tools and Financing for Aboriginal Business (TFAB), and the rapid growth of the Progressive Aboriginal Relations (PAR) program are a living testament to the change that Murray Koffler had envisioned. He helped build a bridge between Aboriginal business potential and corporate business in Canada that is lasting, equitable and provides prosperity for all Canadians.

"Mr. Koffler was a friend whose generous humanity was a humble vessel for the life he so graciously lived. Bringing people together to make things happen was done with a smile and a handshake," says CCAB's Gladu. "It was his foresight that created the change that supported an economic paradigm shift that resulted

in the extraordinary Aboriginal business success exploding across the country today. With an estimated 43,000 Aboriginal businesses contributing over \$12 billion to the national income, Aboriginal business confidence is growing the 21st-century Canadian economy, and this is, in a very large part, thanks to Mr. Koffler."

In the years to come, Murray B. Koffler will be remembered as a man before his time who challenged the status quo. A man who saw the raw face of economic injustice and made the change necessary that led to the founding of CCAB. For this, all Canadians can be forever grateful for his leading role in reconciling the past with a prosperous future for Canada's Indigenous peoples. ■

This article is an abbreviated and revised version of a piece that ran in the inaugural issue (Issue 1) of Aboriginal Business Report.



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AHEAD OF THE CURVE

RAIL AND TRANSIT TAKE THE LEAD IN BUILDING ABORIGINAL RELATIONS

BY ANDREW BROOKS

CN is actively working to build Aboriginal business relations across the country

By virtue of all the places it brings together across an expansive geographic area, Canada's transportation sector is ahead of the curve when it comes to Aboriginal relations. Over the years, rail companies have naturally developed close links with Canada's many Indigenous communities, and now companies managing urban transit are doing the same.

Inner-city Toronto might not be the first place that comes to mind when people think of those communities, but the city hosts a huge Aboriginal population, around 70,000 inhabitants. Metrolinx, the Crown agency that manages the city's road and public transport (as well as that of neighbouring Hamilton), has been steadily developing its community-oriented business practices since it was created in 2006, with a significant

emphasis on Aboriginal relations. The agency joined CCAB last October as a patron member.

Rob Siddall, the chief financial officer for Metrolinx, points out that the agency has instituted a Community Benefits Framework for its massive Eglinton Crosstown Light Rail Transit project, currently under construction across midtown Toronto. It's the first Metrolinx project to include a requirement for Community Benefits and Apprenticeship Plans as part of the agreement with the project builder, Crosslinx Transit Solutions. Among the criteria is the employment of youth from historically disadvantaged groups and the establishment of supplier relationships with local businesses.

Taking a structured approach is the best idea and Metrolinx

is currently in the planning stage of CCAB's Progressive Aboriginal Relations (PAR) program. But sometimes those connections pop up unexpectedly. Siddall recalls how one Aboriginal supplier came to the attention of management. "Like most organizations, we're developing a cyber security program to protect our assets," he says. "One of the people leading up the program was aware of an Aboriginal group that works in this area, and when we were letting him know about our work with CCAB, he brought this supplier to our attention."

Seeking stronger bonds with Aboriginal communities is about much more than feel-good vibes, however, it's about sound business decisions. "This is first and foremost about improving our business opportunities," emphasizes Siddall. "The fact that you can get a win-win situation is

wonderful, but as I said to [CCAB President and CEO] J.P. Gladu, it's an opportunity to do business together. That's the driver. My job is to make sure that this corporation runs well and that it's got good business practices when it comes to how it carries out operations."

Siddall also believes Aboriginal governance expertise may offer a guide to developing diversity of thought and perspective within organizations like Metrolinx. "Aboriginal people have a rich history and experience in diversity of thought," he says. "When you look at how Aboriginal communities make decisions in terms of their governance structure, some of those processes are very strong on consensus of management and inclusiveness. There's a great opportunity there, a lot to be learned."

EYE ON RAIL

In August 2016, VIA Rail also joined CCAB as a Patron member and is currently pursuing PAR certification. Its 400-stop rail network has long been a presence in many Aboriginal communities across the country. The PAR certification process will be guided by a core project team under the guidance of a senior-level VIA Rail executive. The company views the program as a way to extend and strengthen its longstanding focus on developing positive Aboriginal relations.

"This announcement reflects our commitment to support the economic development of these communities by ensuring their Indigenous businesses can participate in the economic activities generated by our train operations," VIA Rail president and CEO Yves Desjardins-Siciliano said when making the announcement. "As a company that believes in inclusive growth, this strategy should also facilitate increased representation of Indigenous peoples in our workforce."

Like VIA Rail, CN is also actively working to build Aboriginal business relations. The company learned about CCAB's PAR program in 2015, says Andra Syvänen, counsel, Environmental and Aboriginal



GO Transit, an operating company of Metrolinx

Affairs, at CN Corporate Services. The company had already initiated its own Aboriginal Vision program a couple of years before that, and when it got involved in PAR it found that the two programs dovetailed well. "CN adopted its Aboriginal Vision in 2013," Syvänen says. "It's about achieving respectful and mutually beneficial relationships with all Aboriginal people and being recognized by key stakeholders as having those relationships. It's a proactive approach to engaging with communities, as opposed to a reactive one."

Building Partnerships

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As a result, when CN first engaged with CCAB's PAR program, a lot of the required work had already been completed. In 2016, the rail company applied for and was granted PAR Committed status and is now working towards certification over the next year. Syvänen says that the work will focus on the four main PAR-defined pillars – leadership actions, employment, business development and community relationships – but that the goal is to establish a generalized culture of positive Aboriginal relations that extends into every facet of operations.

"One of the things we're most excited about is the fact that a lot of Aboriginal communities are undergoing a real upswing in entrepreneurial activity. Aboriginal businesses are springing up across Canada, and because our network spans the country, we're constantly looking for those opportunities, such as companies we can work with on infrastructure projects, building new spur lines, building the railway itself," explains Syvänen.

Beyond work on the physical rail network, Syvänen says CN also wants to develop partnerships in other areas, notably natural resources: "Aboriginal communities are getting more involved in resource extraction projects. They obviously have a vested interest in how resources are extracted from their territory, and they want to be involved. We've been working with communities across the country in developing these opportunities; there's a real business benefit in that sense." ■

A SOUND APPROACH



CN and Aboriginal communities across Canada continue to build meaningful, lasting, and beneficial relationships through mutual respect and understanding.



www.cn.ca/aboriginalvision

BY CARLY GILCHRIST

RESPECT FOR TRADITIONAL TERRITORIES

THE VANCOUVER FRASER PORT AUTHORITY'S VISION FOR SUSTAINABILITY EMBRACES
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The Vancouver Fraser Port Authority's role is to responsibly facilitate Canada's trade through the port. We work together with port terminals and tenants to ensure the efficient and reliable movement of goods and passengers, integrating environmental, social and economic sustainability initiatives into all areas of port operations.

The lands and waters that the port authority manages intersect the asserted and established traditional territories and treaty lands of several Coast Salish First Nations. Upholding our legal obligations to consult with Aboriginal groups, respecting Aboriginal culture and history, and looking for opportunities to work with and support Aboriginal people are essential to building strong and productive relationships with Aboriginal groups.

OUR VISION

Our approach to working with Aboriginal groups is guided by our vision to become the world's most sustainable port. Beginning in 2013, the port authority worked with Aboriginal groups, local communities, government and industry

The Port of Vancouver is Canada's largest port, supporting trade with over 170 economies globally



to help define what sustainability means for the Port of Vancouver. Together, we defined a sustainable port as one that delivers economic prosperity through trade, maintains a healthy environment, and enables thriving communities.

Our definition of a sustainable port includes 10 areas of focus, one of which is relationships with Aboriginal groups. With the input of Aboriginal groups, we have defined a sustainable port as one that respects traditional territories and knowledge, celebrates Aboriginal culture, and understands Aboriginal groups' unique contemporary interests.

If a proposed project on port-managed lands or waters has the potential to adversely impact asserted or established Aboriginal or treaty rights, consultation with Aboriginal groups is required. The determination of which groups are potentially impacted begins with respect for and understanding of their traditional territories, and seeks to draw upon Aboriginal knowledge in determining what those potential impacts may be and how they can be avoided, mitigated, or otherwise accommodated.

CELEBRATING ABORIGINAL CULTURE

The port authority owns and operates Canada Place, providing an ideal stage on which to celebrate Aboriginal culture and history. Each year, Canada Place hosts a number of events that showcase Aboriginal artists, performers and vendors. We also support Aboriginal community events and initiatives through our community investment program that dedicates up to one per cent of the port's net income to community initiatives. At a minimum, 10 per cent of the community investment budget is devoted to programs led by and for Aboriginal people.

We realize that in order to know who we are today, we have to understand where we have come from. To support our relationships with Aboriginal groups, we create a culture of awareness within the port authority by providing education to staff on the history of Aboriginal

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people, the legacy of residential schools, the duty to consult and accommodate, and other intercultural sensitivity training.

Through our training, and our engagement and consultation with Aboriginal groups, we have the opportunity to learn what matters to Aboriginal groups and where their interests may overlap with those of the port authority. Initiatives such as environmental restoration projects, safe boating education, and employment and training programs have benefited from the collaboration between the port authority and the Aboriginal groups whose traditional territories we work within. ■

Carly Gilchrist is an adviser for Aboriginal affairs with the Vancouver Fraser Port Authority.



The lands and waters that the port authority manages intersect the asserted and established traditional territories and treaty lands of several Coast Salish First Nations




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SKY'S THE LIMIT

HOW THREE AVIATION COMPANIES ARE FLYING HIGH WITH ABORIGINAL COMMUNITIES

BY SARAH B. HOOD

FOR NORTHERN AND REMOTE COMMUNITIES, AIR TRAVEL AND TRANSPORT ARE A LIFELINE. THEY ARE THE CONNECTION TO FOOD AND OTHER CRITICAL SUPPLIES, JOBS, EDUCATION AND HEALTHCARE. ABORIGINAL BUSINESS REPORT EXAMINES THE WORK OF THREE AVIATION COMPANIES ON OUR RADAR FOR THEIR HIGH LEVEL OF ENGAGEMENT WITH INDIGENOUS ENTERPRISES AND COMMUNITIES.

LEAVING A LEGACY: WEST WIND

West Wind Aviation, based in Saskatoon, began operating as a charter air operator in 1983. "All this time, West Wind Aviation has been providing charter services primarily to the mining and exploration operations as well as those frequenting the First Nations communities in the Far North," says Dennis Baranieski, the company's vice-president of business development and corporate services.

A milestone came in 2002 when two First Nations groups – Meadow Lake Tribal Council and Prince Albert Development Corporation – each purchased 25.5 per cent of the business. In 2012, Meadow Lake Tribal Council divested its shares and

the Athabasca Basin Development Corporation, made up of seven communities, came on board. They now own around 65 per cent of the business, with about 22 per cent in the hands of the Prince Albert Development Corporation and the remaining 13 per cent owned by employees.

Through these purchases, the First Nations groups have ownership in one of the most significant aviation businesses in western Canada. "We're fully engaged with our Aboriginal owners, communities and constituents," notes Baranieski. "We meet with them on a regular basis to try to see how we are doing and to improve on what we do."

West Wind Aviation employs about 200 people and operates about 20 aircraft that can seat between eight and 44 passengers



The company employs about 200 people and offers scheduled airline and charter services. It operates about 20 aircraft that can seat between eight and 44 passengers and three of the company's King Air 200s can be fitted up for medivac services. It also engages in creative programs to benefit the communities it serves.

"We do a program called Christmas in the North partnering with mining and related sector vendors," says Baranieski. "We take 600 gifts into the Athabasca region. Every child from Kindergarten to Grade 5 gets a special gift for Christmas. In addition, we always try to leave a legacy. This coming year, we're sponsoring Saskatchewan's major art theatre to go back and hold workshops and drama performances in these communities."

Over the past quarter-century, Baranieski has seen a notable shift. "I've seen a change in the millennial children; they see air travel in and out of their community as an everyday occurrence. They still want to live in their home communities and they want to have access to the outside world. They see West Wind Aviation as a way to improve their lifestyle."

CHOPPER CHAMP: CAPITAL HELICOPTERS

A member of Yukon's Champagne and Aishihik First Nations, Delmar Washington is the owner of Capital Helicopters (1995) Incorporated, a Whitehorse-based contract charter company that operates primarily in the Yukon but also flies into Alaska and northern British Columbia. The company employs three full-time and two contract pilots. Washington also owns a subsidiary company, Great Northern Heli Sports, which offers sightseeing and support for recreational hikers and skiers.

Capital Helicopters operates a fleet of four helicopters: a four-passenger Bell 206 used mainly for survey work, a slightly larger Bell 206LR (Long Ranger) and two Astar B2s – larger helicopters used for slinging and moving large equipment like mining drills. All are equipped for medivac services.



Capital Helicopters operates a fleet of four helicopters in Yukon, all equipped for medivac services

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Founded in 1977 and successfully competing with national airlines, Air North is a Yukon success story

For about a decade, Washington was often called upon to carry surveyors and line cutters engaged in land-claims work, most of which was completed a few years ago. In those days, "we interacted quite closely with the different First Nations groups because we were doing their territories," says Washington. "Because it's a small territory population-wise, you become pretty familiar with a lot of folks and their First Nations. I always gave every First Nation group a preferred rate because I knew a lot of them and I thought that's just how it should be, out of respect for your neighbour."

Washington has even tried to offer a start in aviation to First Nations youth, but has had little response to date. "Since literally day one, I offered [youth in] every First Nation group [to] do an introductory flight. I would send them to Vancouver for an hour of instruction at a licensed school to see whether they really were interested because it's a big commitment. A licence can cost upwards of \$70,000," he says.

So far, no one has come forward, but Washington is not giving up. "I still think there's somebody out there that will see it through," he says. "There's a good opportunity here for someone that doesn't want to have to move away."

YUKON GOLD: AIR NORTH

In November 2017, Air North, Yukon's Airline, launched a new kind of airplane trip. Its Aurora 360 flights are timed to let passengers see the Northern Lights from the sky, a move that's fitting for an airline that is truly at one with the Yukon land and its people.

Air North was founded in 1977 when current president Joseph Sparling and his business partner Tom ("Ace") Wood bought a company then called Globe Air for \$50,000. It included two small aircraft, a trailer, and a staff of only two employees. Now it employs more than 600 people.

At first, a booming mining sector provided steady demand for their services, so the company bought a charter base in Mayo, Yukon and expanded its fleet. With the annual

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Lorraine Besito, Ojibwa (Saugeen) artist,
Medicine Wheel Dreamcatcher Quillbox

A number of First Nations groups have ownership in West Wind, one of the most significant aviation businesses in western Canada



drop in business every winter, in the mid-1980s Sparling and Wood decided to start offering scheduled service, beginning with flights between Whitehorse and Fairbanks.

Despite the company's business success, Wood began to think about selling some of his shares. Sparling recalls hearing that the Vuntut Gwitchin First Nation (VGFN) had recently formed a development corporation and were seeking out strategic investments. Reliant on air transport in and out of Old Crow, VGFN saw that by investing in their transportation lifeline "they could have some say in the decision-making and they could share in the success of the airline," says Wood. Over the next two years, VGFN bought 49 per cent of Wood's shares.

Air North took a further step in scheduled passenger service with its first jet departure in June 2002. The expansion was supported, both financially and figuratively, by the company's nearly 1,500 Yukon Small Business Investment Tax Credit shareholders. "About one in 15 Yukoners holds an equity stake in this airline," Sparling points out.

In 2016, the Vuntut Gwitchin First Nation and Kluane First Nation financed the \$6.5-million purchase of two ATR-42s (twin-turboprop, short-haul regional airliners). That year, Air North won the Arctic Indigenous Award for Aboriginal Business of the Year. Able to compete on its own turf with major national airlines, Air North is a true Yukon success story. ■



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ROLLING ALONG

BY ANDREW BROOKS

SHINING A SPOTLIGHT ON TWO SUCCESSFUL TRANSPORTATION COMPANIES MAKING A UNIQUE MARK IN THE INDIGENOUS BUSINESS WORLD

DIVERSIFIED TRANSPORTATION LTD.

Diversified Transportation, a 54-year-old company that provides employee transportation services across northern Alberta, would do a major urban transit system proud. As North America's leading industrial employee transportation company serving major oil, gas, energy and construction companies, DTL logs enough miles a day to span the globe more than two times: that's 33.3 million kilometres a year. Its nearly 700 buses carry more than 5.9 million passengers annually.

DTL's links with Aboriginal communities are just as impressive and stretch back decades. In addition to the company's commitment to employment equity, it takes a proactive approach to Aboriginal employment, working with vocational and apprenticeship programs run by local school boards on career development and skills transfer initiatives. It actively recruits Aboriginal trainees and apprentices and works with institutions and programs that promote Aboriginal career development, including Canada Manpower, the Inclusion Network (Canada's national Aboriginal job

site), and Keyano College's Aboriginal Opportunities Entrance Award.

DTL provides bussing to local Aboriginal students attending high school in Fort McMurray. It also provides funds to an Indigenous community for an annual scholarship for students attending recognized post-secondary education institutions. The awards are determined by the community and support students as they pursue a higher education. The company is also developing a program to provide training to Aboriginal community members and employs as many qualified First Nations members as possible from entry level to management.

On the business side, DTL has long prioritized support for Aboriginal suppliers and has a stated strategy to subcontract as many local and Aboriginal businesses as it can. "Whenever possible, we work with local Aboriginal companies for supplier requirements," says director of communications Maribeth Wilson. "We very much have an open-door policy. It's something that is critical and very important to us."

Already an associate member of the Northeast Alberta Aboriginal Business Association (NAABA), DTL joined CCAB as an associate member earlier this year. At press time, the company was exploring the PAR program.

KINOSOO TRUCKING LTD.

Since it was first incorporated in 2002, Kinosoo Trucking's vision has been to ensure that First Nations people are employed at all levels of the business. It is – and always has been – a 100-per-cent Aboriginal-owned and operated business, and this vision has helped it grow into a successful supplier of trucking services to the Alberta oilfield industry.

Based in Cold Lake First Nations in the central part of the province, Kinosoo Trucking's primary service has been fluid hauling of emulsion and produced water to local oil companies, both large and small. It started with only one truck hauling emulsion and produced water, but through hard work and determination its fluid hauling business has expanded through the years.

Today, Kinosoo can access anywhere between 18 to 22 trucks to meet the

requirements of a service contract. Its fluid hauling service operates 24 hours a day, 365 days per year, with dispatching services and field representatives on call and ready to handle any situation. The company has helped and continues to help local residents gain employment close to home, whether in management, supervision, administration or dispatch.

When Alberta's oilfield construction industry was in full force, Kinosoo branched out and started to provide picker truck services to the country's major oil construction companies. It has diversified its service offering even further since then, forming joint ventures that give it access to a fleet of vac trucks, pressure trucks, water flush-bys and combo vac steamers.

Throughout the many highs and lows affecting the oil sector, Kinosoo has continued to focus on its mission to deliver professional, second-



to-none service. While it remains a small company, it has stayed true to its philosophy of delivering services with a high level of professionalism. It encourages and trains its employees in safety, prioritizes environmental protection, and promotes a positive and encouraging work atmosphere.

The company remains an active business member of the Cold Lake First Nations community, regularly

sponsoring community events and sports teams. In keeping with its focus on community spirit, it encourages staff to be engaged, whether flipping pancakes at the local rodeo or sponsoring a local sports team. The company believes in youth and in helping provide positive opportunities. It is also a proud member of Aboriginal Business Canada, ISNetwork, ComplyWorks, Energy Safety Canada (formerly Enform) and CCAB. ■



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DELIVERING WITH DRONES

A NOVEL NEW COLLABORATION TAPS INTO UAV TECHNOLOGY TO BRING
SUPPLIES TO NORTHERN ONTARIO COMMUNITIES

BY MATTHEW BRADFORD

It's promising skies ahead for Canada's remote Indigenous communities as the Pontiac Group and Drone Delivery Canada (DDC) clear the way for a pilot project to deliver supplies to Canada's remote Indigenous communities via unmanned aerial vehicles (UAVs).

Last spring the Pontiac Group, an Indigenous-led development firm, inked a deal to introduce DDC's UAV technology to northern communities in Ontario. While still in the testing and pre-approval stage, their vision is to use the self-flying vehicles – commonly known as drones – to establish a faster, safer, and more reliable supply infrastructure between remote areas and nearby service centres.

"Many of these northern communities lack adequate infrastructure and access to essential goods such as

medicine, food supplies, and building materials," says DDC's CEO Tony Di Benedetto. "It can be very challenging and expensive to address those issues using traditional methods, which is why we see this technology as a welcome and innovative solution for this part of Canada."

Many of these remote communities currently receive goods by truck, barge, or helicopter, and the transport cost can be as high as \$7 to \$10 per pound. In the first phase of the pilot, DDC drones with carrying capacities of up to 4.5 kilograms would pick up supplies at nearby service centres and deliver them to the communities. This would reduce delivery times and lower transportation costs, which are typically passed on to consumers. Down the road, experts anticipate the carrying capacity of drones could be nearly unlimited.

The initiative represents the first Indigenous drone delivery pilot program in Canada. While the pilot project could begin in early 2018, DDC indicated a timeline has not yet been finalized. Things are still in the testing and pre-approval stages to ensure safety. The long-term vision is to roll out drone technology to more than 40 Aboriginal communities.

To turn this vision into a reality, DDC and Pontiac Group co-founders Jacob Taylor and Jonathan Araujo have been working with remote community leaders and their partners within their business network to design, develop, and implement a drone logistics platform. "We realized early on that the best place to introduce commercial drone technology was in Canada's northern communities, where it's not so much about using a drone to deliver

a pizza two minutes faster, but to provide for immediate and important needs," says Di Benedetto.

LIGHTBULB MOMENT

Finding a better way to link remote communities has always been a priority for the two men, who have long been on the lookout for ways to improve the delivery of goods. "I remember having a sit-down with Deputy Grand Chief Jason Smallboy of Nishnawbe Aski Nation to talk about where solutions were needed and he shared a story with us about a young girl who died as a result of not receiving a medical device on time during an emergency because of transportation barriers," says Taylor. "Ever since, we have been on a visionary quest to seek a better way."

When Araujo caught wind of DDC's drone technology, it was a "lightbulb" moment. "That was the solution." He says. "I connected with Tony online and brought our scenario forward. Drone Delivery Canada already had the interest and the capacity to work with the solutions we were seeking in the remote north and the marriage began from there."

Since making the partnership official last year, the Pontiac Group has wasted no time identifying remote communities that could benefit from the initiative and partners who could make the project a reality. Those early efforts have positioned Moose Cree First Nation as a launching pad for the pilot once all approvals and standards are met. Drones will be used to fly food, medicine, and other key goods to the community from Moosonee.

While stakeholders are still deciding on the best routes and drop-off points, it is estimated the drones will traverse the 2.5-kilometre route in 10 minutes on average. "It's a great first step because we're bridging the gap," says Taylor. "But this is just the beginning. Moose Cree is not the only isolated community in the country. We have many others in provinces across the country, and there are multiple applications for drone technologies which can deliver far-reaching positive benefits to Indigenous groups from coast to coast."

If all goes well, the short-term plan is to bring drone technology to communities even further north, such as Kashechewan, Fort Albany, and Attawapiskat, among others. With more than 600 remote First Nations communities across Canada, UAV technology can make a significant impact. "It's about reducing the cost of bread, bringing in basic staples, or giving a remote doctor the medical supplies they need because it's not as simple as walking out the door and getting it for some people," explains Di Benedetto.

While drone technology is still in its infancy, DDC is committed to working with the country's regulators and government to ensure the Indigenous delivery program is done right. "We've been testing for the past three years and hope to bring innovative Canadian technology to the forefront, real applications ... to change lives in remote communities," Di Benedetto says. "Once we start operating commercially, I'm sure it will open up many more opportunities along the way." ■

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CASINOS



A group of 45 Indigenous youth travelled on the Gulden Leeuw as part of the trans-Atlantic Rendez-vous 2017 Tall Ships Regatta



A TALL ORDER

A GROUP OF INDIGENOUS YOUTH LEARN ABOUT LEADERSHIP, HEALING AND EMPOWERMENT AS THEY SAIL A TALL SHIP ACROSS THE ATLANTIC

BY PYTOR HODGSON

As Indigenous peoples, the waterways were our highways long before contact. They connected communities and families and they were our passage to hunting and gathering territories, allowing for trade and commerce between peoples.

When settlers came to Turtle Island, they too travelled by water, departing Europe by tall ships and arriving en masse in our traditional territories.

In the spirit of reconciliation, a group of 45 Indigenous youth were chosen through a national selection process for a special tall ship voyage across the Atlantic. The group, representing 31 First Nations, two Inuit regions and seven urban centres, was aptly named Msit No'Kmaq: All My Relations Warriors of the Red Road at Sea.

On August 1, 2017, they sailed on a tall ship from Halifax, Nova Scotia to Le Havre, France. Over the next 25 days these young people, between 15 and 23 years of age, worked as sail trainees on the Gulden Leeuw in the Rendez-vous 2017 Tall Ships Regatta. Impressively, they placed third in the lengthy race across the Atlantic.

The route they travelled was significant. While the original ships that arrived on Turtle Island with first contact have had a lasting negative impact on our peoples, the voyage these Warriors made allowed for powerful healing and empowerment. It also helped build a strong group of leaders who will guide our peoples forward.

LEADERSHIP TRAINING

Complementing the sail training and racing, which made for long and challenging days, the Warriors took part in a daily leadership and cultural program led by



“HELPING OTHERS TO BE ALL THEY CAN BE AND HELPING THEM GROW AS A PERSON BY EXAMPLE MAKES YOU A GOOD LEADER. THERE’S SO MUCH BAD IN THE WORLD, WHY NOT BE THE GOOD? BE HAPPY FOR OTHER PEOPLE, SUPPORT YOUR FRIENDS AND FAMILY, HELP WHEN YOU CAN. SPREAD LOVE AND DIVERSITY. GAIN AS MUCH KNOWLEDGE AS YOU CAN AND SHARE THAT KNOWLEDGE. YOU ARE INDIGENOUS AND WE COME FROM RESILIENT PEOPLE.”



“I CANNOT THINK OF MANY OTHER 16-YEAR-OLDS THAT HAVE SAILED ACROSS THE OCEAN. THERE ARE TIMES WHEN I REALLY CANNOT BELIEVE THIS IS MY LIFE. I FEEL IT’S NOW ON ME TO SHARE WITH OTHERS HOW TO TAKE COMMAND OF YOUR LIFE AND DO THE THINGS YOU WANT TO DO.”

CULTURE

Indigenous staff on board. They explored what it means to be Indigenous, what leadership looks like, talked about Indigenous innovation, created We Matter videos, and shared their own peoples' stories and experiences with each other, the crew and the facilitators. They learned, shared, sweated and cried together.

They practised walking the red road: supporting one another, encouraging their new friends and sharing love, compassion and kindness. Rooted in the Seven Sacred Teachings and Inuit Qaujimajatuqangit (IQ), a body of knowledge and unique cultural insights of the Inuit, they demonstrated how young people can put these valuable teachings into practice.

The group also practised ceremony – for themselves, each other, their communities and, most importantly, for the 46th Warrior. This was the metaphorical Indigenous youth who was not on board and who represented those we have lost and those who were not ready to walk (or sail) this path.

Transportation, i.e., getting from one place to another, is a journey. Whether in a dug-out birch canoe, kayak or a tall ship – these are tools and it's how we use them to walk, paddle or sail in a good way that matters. The Warriors matter and what they accomplished matters, both for them and the generations that follow.



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On behalf of all the project's partners, the Assembly of First Nations Office of Regional Chief Morley Googoo, Waterfront Development, Ulnuweg Development Group Inc., Mi'kmaw Native Friendship Centre, Sail Training International, the Gulden Leeuw and Three Things Consulting, we congratulate the Warriors on their brave passage across the Atlantic Ocean.

We also encourage all young Indigenous people to remember that your destination, even when not in sight, will come into view when you have a connection to your culture and history, hard work, and supportive people around you. Msit No'Kmaq. All my relations. ■

Pytor Hodgson is an Anishinaabe public speaker and facilitator and CEO of Indigenous-owned Three Things Consulting, a national consulting firm that promotes and supports youth and community voice and development. Learn more about Msit No'Kmaq: All My Relations at www.3things.ca.

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CCAB AWARD FOR EXCELLENCE
RECIPIENT DR. KEN COATES SHARES
HIS VISION FOR THE FUTURE OF
ABORIGINAL BUSINESS

WINNING WORDS

BY DR. KEN COATES



THE WINNER OF CCAB'S 2017 AWARD FOR EXCELLENCE IN ABORIGINAL RELATIONS WAS DR. KEN COATES, CANADA RESEARCH CHAIR IN REGIONAL INNOVATION AT THE JOHNSON-SHOYAMA GRADUATE SCHOOL OF PUBLIC POLICY, UNIVERSITY OF SASKATCHEWAN, AND MUNK SENIOR FELLOW AT THE MACDONALD-LAURIER INSTITUTE OF CANADA.

COATES HAS LONG BEEN A SUPPORTER, THOUGHT LEADER AND INFLUENTIAL FIGURE IN THE WORLD OF ABORIGINAL BUSINESS. HE RECEIVED HIS CCAB AWARD AT THE CCAB VANCOUVER GALA THIS PAST SEPTEMBER. ABORIGINAL BUSINESS REPORT WOULD LIKE TO SHARE WITH YOU HIS ACCEPTANCE SPEECH, REPRINTED HERE.

I cannot begin to tell you how honoured I am to receive the CCAB Award for Excellence in Aboriginal Relations. When I look over the list of the earlier recipients, I see the names of Indigenous and non-Indigenous peoples who have worked tirelessly to change this country – and the lives of Indigenous peoples – for the better.

I do not, to be honest, really believe I belong in such impressive company. But it's humbling in the extreme to discover that the good people of the Canadian Council for Aboriginal Business feel that I do.

Over the last 40 years, I have had the great good fortune to learn from friends and colleagues in the fields of Indigenous business, Indigenous law and Indigenous politics. I have gained, from these meetings, a remarkable group of friends and collaborators who have taught me so very much. I am grateful that Indigenous leaders and communities have shared their stories, spoken so eloquently about their dreams, and articulated their frustrations with such ferocious determination to improve life opportunities for Indigenous people.

I am grateful, too, to Dr. Brian Lee Crowley and our colleagues at the Macdonald-Laurier Institute for providing a platform that allowed me to share ideas, conduct research and generate public interest. I am inspired, as always, by the work and commitment of my wife, Dr. Carin Holroyd, whose life is founded on the belief that we have been placed on this planet with the sole purpose of making the world better for others.

My personal interest in this project comes from growing up in Yukon. The marginalization and exclusion of Indigenous peoples from the territory's resource economy bothered me as a teenager and brought me to focus my research and work on improving the prospects of northern Indigenous peoples. I have carried the experience of Yukon, positive and negative, with me every step of the way in my academic and professional career. I continue to look to the First Nations people of Yukon for inspiration and guidance in terms of Indigenous autonomy, economic progress and reconciliation.

My work in the field makes it clear that, despite real accomplishments, a great deal remains to be done. We all know that there is no quick fix and no immediate set of solutions that will work for Indigenous people and communities across the country. It is obvious, to me at least, that the country needs a robust exchange of ideas and a truly cooperative spirit among Indigenous and non-Indigenous peoples, businesses and governments who are devoted to solving the problems of today and creating greater opportunities for tomorrow.

We stand at a time of profound transitions. The current federal government has made the improvement of life conditions for Indigenous peoples the central pillar of their agenda. We can only wish them well in this vital work. That the initiative is led by such powerful and talented federal political leaders as Justice Minister Jody Wilson-Raybould, Minister of Crown-Indigenous Relations Carolyn Bennett, and Minister of Indigenous Services Jane Philpott, and is supported so strongly by Prime Minister Justin Trudeau, gives real reason for optimism. They all know that there is much work to be done.

It is easy to get disheartened, given the nature of the challenges facing Indigenous communities. When that happens, it helps to look back over the past 50 years. As late as the 1960s, there was almost no recognition of Indigenous rights in Canada. There was extensive welfare

dependency, excessive paternalism and domination by the Department of Indian Affairs. From that starting point, Indigenous people fought for a real and substantial place in the Canadian political, legal and economic world.

Indigenous people fought for political recognition and constitutional recognition. They won. They fought for legal powers. They won, again and again. Indigenous peoples have, over the past two decades, turned their attention to commercial opportunities. The good news is that the power, spirit, and energy that fueled the Indigenous rights movement has been slowly shifting to business ownership and entrepreneurship. The better news, with the Canadian Council for Aboriginal Business playing a crucial role in this initiative, is that Indigenous business has emerged as one of the greatest Canadian success stories in recent decades.

It is clear to me that Indigenous communities understand the importance of creating vibrant economies fueled by entrepreneurs creating Indigenous businesses and supporting Aboriginal economic development corporations. They have, in the process, established a platform of economic well-being, hope and opportunity, spurring optimism and releasing the latent commercial energy within the Indigenous population.

The resource sector in Canada has emerged as the leading edge of Indigenous business and economic development. We always, in Canada, seem to talk more about conflict than cooperation, failure than achievement. It is time to change the story. Indigenous involvement in the natural resource sector is the frontline of reconciliation in Canada. It is here that the country is changing the fastest, creating jobs, resource revenue sharing, Indigenous equity investments and cooperation on planning and environmental assessment. Canada's future – and a more promising future for Indigenous people and communities – is unfolding in front of us, and it is one full of hope.

There is a historical irony in all of this. Canada's economy, based on the fur trade, was founded

on economic cooperation with Indigenous peoples. The idea that Indigenous peoples do not want to work, are not entrepreneurial and cannot hold their own in national and international business is absurd. It has been remarkable to watch the revitalization of Indigenous businesses and the determination of Indigenous governments and communities to reassert economic control. These processes are fundamental to the future of Indigenous peoples – and, it is exciting to note, the effort is gathering power every year.

But we cannot be complacent nor can we shy away from our collective responsibility for the challenges that still face Indigenous communities. The lived reality for many Indigenous peoples is, we know, marked by poverty, overcrowded housing, and social and cultural challenges. Indigenous business is the bright light in the Indigenous world, re-enforced by the growing political power of Indigenous peoples and their continuing struggle to secure the recognition of their treaty and Aboriginal rights.

Canada, like all nations, is imperfect. Even as great things are being done, political and business leaders, Indigenous and non-Indigenous alike, have to respond to the immediate challenges and have to care for those among us who live with the painful and lingering effects of colonialism and welfare dependency. The pressures are immense; they must be matched by collective resolve and creativity.

It is vital that all peoples appreciate the challenges and assist where and when they can. Many years ago, as I was leaving Yukon to attend university, I understood that major changes were needed to improve life opportunities for Indigenous peoples. I have had the great good fortune to have something of a front seat to the re-emergence of Indigenous peoples as a legal, commercial and political force in Canada. It has been an honour to observe and describe these transitions and, I trust, to make a small contribution to improving life chances for Indigenous peoples in Canada. The work – and my work within this broader movement – is far from done. ■

From left to right: J.P. Gladu (President & CEO, Canadian Council for Aboriginal Business); Dr. Carin Lee Holroyd; Dr. Ken S. Coates, recipient of the Award for Excellence in Aboriginal Relations



15TH ANNUAL VANCOUVER GALA

SEPTEMBER 28, 2017 | FAIRMONT WATERFRONT | VANCOUVER, BC

On September 28, 2017, our sold-out 15th 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 O 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 the following companies for achieving their PAR certified levels:

GOLD: Bruce Power, Higgins Inc., SaskPower, Scotiabank, Suncor, TD

SILVER: TransAlta

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Vancouver Gala



Elder
Deanna
George



Entertainment: Award-winning singer/songwriter Dr. Cheryl Bear



Host Dr. Evan Adams



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2017 PAR LUNCHEON



CCAB's PAR Director,
Luanne Whitecrow



**SEPTEMBER 28, 2017
FAIRMONT WATERFRONT
VANCOUVER, BC**

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 opportunities and benefits of investing and partnering with Aboriginal businesses and communities to build capacity and shared their experiences from development to delivery.

From left to right: Mark Ward, President & CEO, Syncrude; Trevor Gladue, Director, Indigenous Strategic Initiatives, Civeo; J.P. Gladu, President & CEO, CCAB

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A very special thank you to the sponsors of our 2017 PAR Luncheon: Lead Sponsor, Syncrude, and Supporting Sponsors, Spirit Pharmaceuticals Ltd. and BC Housing.



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THUNDER BAY HOT TOPIC SERIES & ABORIGINAL PARTNERSHIP EXCHANGE!

HOT TOPIC: LEVERAGING BUSINESS STRENGTHS

OCTOBER 12, 2017
VALHALLA INN HOTEL
THUNDER BAY, ON

LEAD SPONSOR



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.

Thank you to Lead Event Sponsors, Pioneer Construction and Fisher Wavy; APEX Presenter, TbayTel; and Contributor, Thunder Bay Hydro.

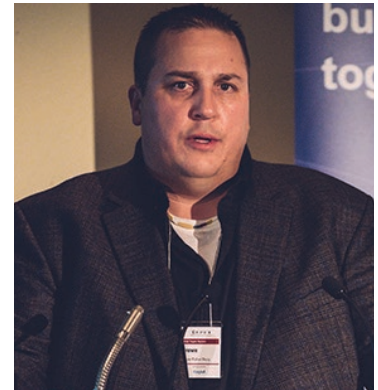


PRESENTED BY: **tbaytel**

CONTRIBUTOR: THUNDER BAY HYDRO



Charla Robinson, President, Thunder Bay Chamber of Commerce, addressing the audience



Bill Crowe, Manager of Aboriginal Community Engagement, Pioneer Construction



Andre Morriseau, CCAB; Nivera Wallani, President & General Manager, KFC Canada; Alex Janavicius, Director, Rack Forward Strategy, Petro-Canada; Nick Javor, Principal, Oskee1 Consulting & former Senior Vice President, Development for Tim Hortons Canada



Alex Janavicius, Director, Rack Forward Strategy, Petro-Canada; Bill Crowe, Manager of Aboriginal Community Engagement, Pioneer Construction; J.P. Gladu, President & CEO, CCAB; Nivera Wallani, President & General Manager, KFC Canada; Pat McLeod, Fisher Wavy; Graham Longley, Fisher Wavy; Nick Javor, Principal, Oskee1 Consulting & former Senior Vice President, Development for Tim Hortons Canada

UPCOMING EVENTS

Canadian Council for
**ABORIGINAL
BUSINESS**



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GALAS, LUNCHEONS & KEYNOTES

Aboriginal Business
HALL OF FAME



Aboriginal Business
HALL OF FAME



TORONTO GALA

JANUARY 31, 2018 | 5:30 PM - 9:30 PM

BEANFIELD CENTRE | TORONTO, ON

The 20th Annual Toronto Gala will honour and celebrate the 2018 Aboriginal Business Hall of Fame Lifetime Achievement Inductee and the 5th National Youth Aboriginal Entrepreneur of the Year Award recipient. Both awards are founded and exclusively sponsored by ESS Support Services Worldwide, a division of Compass Group.

The CCAB 2018 Aboriginal Business Hall of Fame (ABHF) Lifetime Achievement recipient is Harry Flaherty, President and CEO, Qikiqtaaluk Corporation, and Acting Interim President and CEO, Nunasi Corporation. Born and raised in Grise Fiord, Nunavut, Flaherty's early years in Canada's most northern civilian community helped him develop a strong understanding of the importance of family, community and self-reliance.

Flaherty moved to Iqaluit in 1975 to continue his high-school education there. It was during these first years in Iqaluit that he was exposed to the mechanics trade with a part-time job. This early exposure to the trades, and his subsequent certification, led to a career with the Government of the Northwest Territories in 1979. After retiring from government work in 1997, Flaherty began a new phase in his career with Qikiqtaaluk Corporation as lead on a major environmental remediation effort at Resolution Island under a multi-year agreement with the Department of National Defence. Flaherty's focus on ensuring Inuit received significant career training and career development opportunities created a legacy still recognized today.

The CCAB Aboriginal Business Hall of Fame (ABHF) 2018 Aboriginal Youth Entrepreneur of the Year recipient is Jordan Jolicoeur, President and CEO of Carvel Electric. Jolicoeur has proud Métis roots originating in the Interlake Region of Manitoba. Carvel Electric was founded by his father Sylvio in 1997, and Jolicoeur and his older brother Joel worked evenings and weekends at the company learning the electrical trade.

An entrepreneur at heart, Jolicoeur has a passion for business. In 2013, he took over the family business after working in different industrial and commercial settings in the province. With a hand-me-down pickup truck, a bag of tools, and a vision, Jolicoeur and his brother Joel transformed Carvel Electric from a small residential service company to one working with some of North America's largest rail and pipeline companies. They pride themselves on building connections, creating community, and a "handshake approach" to business. Today, Carvel Electric has a vision to become a leader in Aboriginal employment and skills development.



Harry Flaherty, 2018 Lifetime
Achievement Award Recipient



Jordan Jolicoeur, 2018 National Youth Aboriginal
Entrepreneur of the Year Award Recipient

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Innovation at work

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Aboriginal Business A W A R D

INDIGENOUS
WOMEN
IN LEADERSHIP



INDIGENOUS WOMEN IN LEADERSHIP AWARD AND KEYNOTE

DATE: TBD

LOCATION: TORONTO, ON

The CCAB Indigenous Women in Leadership Award celebrates successful, accomplished, committed Indigenous women. The award delivers not only national recognition but serves as a role model for young Indigenous women and a platform for their future. It's 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, family to prosperity, they continue to lead the way.

With this exciting new award, CCAB, with support from our founding sponsor TD Bank, wishes to send a strong message of support for Indigenous women and the leadership roles they have championed across the country.



Credit: Erich Saide Photography

The Honourable Jody Wilson-Raybould, Inaugural Laureate of the Indigenous Women in Leadership Award

FOUNDING & EXCLUSIVE AWARD SPONSOR



ABORIGINAL ECONOMIC DEVELOPMENT CONFERENCE

**BUY ABORIGINAL!
THE POWER OF
PROCUREMENT
IN THE AGE OF
ECONOMIC
RECONCILIATION**

**MAY 10, 2018 |
8:00 AM - 4:30 PM**

THE WESTIN CALGARY |
CALGARY, AB

This year's theme at the Aboriginal Economic Development Conference centres on enhancing your relationship with Aboriginal business and the potential of procurement. Procurement has the power to build stability while creating business certainty.



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**Aboriginal Business
A W A R D**



ANNUAL CALGARY GALA

MAY 10, 2018 | 5:30 PM - 9:30 PM

THE WESTIN CALGARY | CALGARY, AB

The Annual Calgary Gala will honour and celebrate the achievements of the Aboriginal Economic Development Corporation Award recipient. This award is founded and exclusively sponsored by Sodexo Canada, the event's lead sponsor. Last year, CCAB honoured Six Nations of the Grand River Development Corporation as the recipient of the 2017 AEDC Award.

**LEAD SPONSOR, FOUNDER AND
EXCLUSIVE AWARD SPONSOR:**



**Aboriginal Business
A W A R D**



ANNUAL VANCOUVER GALA

SEPTEMBER 27, 2018 | 5:30 PM - 9:30 PM

RIVER ROCK CASINO RESORT | RICHMOND, BC

The 16th Annual Vancouver Gala will celebrate and honour the recipient of the Award for Excellence in Aboriginal Relations as well as CCAB Progressive Aboriginal Relations (PAR) certified and committed companies.

LEAD SPONSOR



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



Dr. Evan Adams, 2017 Host

2018 CALL FOR NOMINATIONS

Aboriginal Business A W A R D



ABORIGINAL ECONOMIC DEVELOPMENT CORPORATION AWARD

The annual Aboriginal Economic Development Corporation (AEDC) Award goes to an outstanding AEDC affirming the substantial value that AEDCs bring to Aboriginal communities.

AEDCs are valuable conduits between industry, government and Aboriginal communities providing important employment opportunity, business development and revenue generation. By showcasing AEDC initiatives, CCAB celebrates their success with all Canadians.

Past laureates include Tsuut'ina Nation, Penticton Indian Band Development Corporation, Membertou Development Corporation and Six Nations of the Grand River Development Corporation (SNGRDC).



Six Nations of the Grand River Development Corporation,
2017 AEDC Award Recipient

NOMINATION DEADLINE: FEBRUARY 2, 2018

More information: www.ccab.com/awards

Aboriginal Business A W A R D



AWARD FOR EXCELLENCE IN ABORIGINAL RELATIONS



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

The Award for Excellence in Aboriginal Relations recognizes a Canadian who has contributed, through professional and voluntary commitments, to building bridges between Aboriginal peoples and Canadian society. Their efforts make a substantial impact across Canada and across sectors, including the business sector.

As the only CCAB award nomination process open to all Canadians, past laureates include Willa Black, Phil Fontaine, Mary Simon, Paul Martin, Eric Newell, Senator Murray Sinclair and Dr. Ken S. Coates.

NOMINATION DEADLINE: APRIL 13, 2018

More information: www.ccab.com/awards



Celebrate Aboriginal Excellence

2018 Call For Nominations

Aboriginal Business A W A R D

EXCELLENCE IN
ABORIGINAL
RELATIONS



This award recognizes a Canadian who has contributed, through professional and voluntary commitments, to building bridges between Aboriginal peoples and Canadian society. Their efforts will have made a substantial impact across Canada and across sectors, including the business sector. The recipient is celebrated at our Annual Vancouver Gala in September.

Nomination deadline: April 13, 2018

Aboriginal Business HALL OF FAME

LIFETIME
Achievement



The Lifetime Achievement Award is part of CCAB's Aboriginal Business Hall of Fame, which recognizes Aboriginal persons whose business leadership has made a substantive contribution to the economic and social well-being of Aboriginal people over a lifetime. The recipient is recognized at CCAB's Annual Toronto Gala in January.

Nomination deadline: September 15, 2018

Aboriginal Business HALL OF FAME

National Youth Aboriginal
ENTREPRENEUR



CCAB calls for self-nominations from up-and-coming Aboriginal entrepreneurs under the age of 35. The recipient will receive a \$10,000 financial award. The recipient is recognized at CCAB's Annual Toronto Gala in January.

Nomination deadline: September 15, 2018

Aboriginal Business A W A R D

INDIGENOUS
WOMEN
IN LEADERSHIP



CCAB wishes to celebrate successful, accomplished, committed women with a new award that will serve not only as national recognition but as a platform to the future. In keeping with the changing times, CCAB is moving forward with a strong message supporting Indigenous women and the leadership they have championed.

Nomination deadline: December 1, 2018

Aboriginal Business A W A R D

ECONOMIC
DEVELOPMENT
CORPORATION



The annual Aboriginal Economic Development Corporation (AEDC) 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 our Annual Calgary Gala in May.

Nomination deadline: February 2, 2018

For more information visit:

www.ccab.com/awards

or email: amorrisseau@ccab.com

The Aboriginal BUSINESS REPORT

Canadian Council for
**ABORIGINAL
BUSINESS**



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