

Canadian Council for
ABORIGINAL
BUSINESS



Aboriginal Business

An Evolving Landscape

About CCAB



Relationships

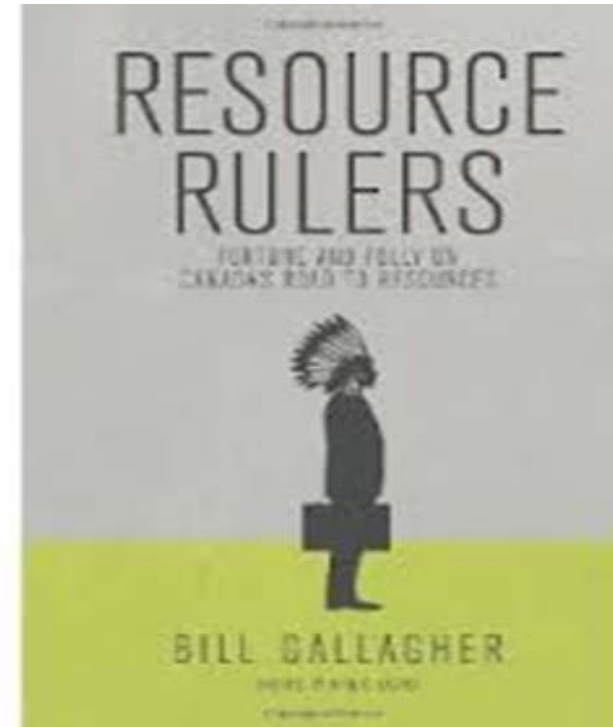
- National member based organization, created over 30 years ago by Murray Koffler
- CCAB has become Canada's premier business forum for progressive Aboriginal relations
- CCAB events encompass galas, roundtables and conferences where members and stakeholders network and Aboriginal business relationships excel
- Exceptional programs include: (PAR, CAB, TFAB, Awards) and Research that is current and relevant serving in the pursuit of business opportunities
- Over 540 current members – 68% are Aboriginal
- CCAB is non-partisan, receives no core government funding and is entirely supported through corporate sponsorship, events and membership dues
- *Mission: To foster sustainable business relationships between First Nations, Inuit and Metis people and business Canada*

Partnerships

Success

Driving Factors

- Resource Sector Based Communities
- Supreme Court Decisions
- Corporate Canada, making the turn



Shared Values

Aboriginal (seeking)	Corporate (seeking)
Revenue	Revenue
Employment	Human Resources
Security	Security
Relationships and Contracts * Partnerships & JV'S	Business Support Services * Aboriginal Businesses
Environment and Culture	EA and CSR Approval
Certainty	Certainty

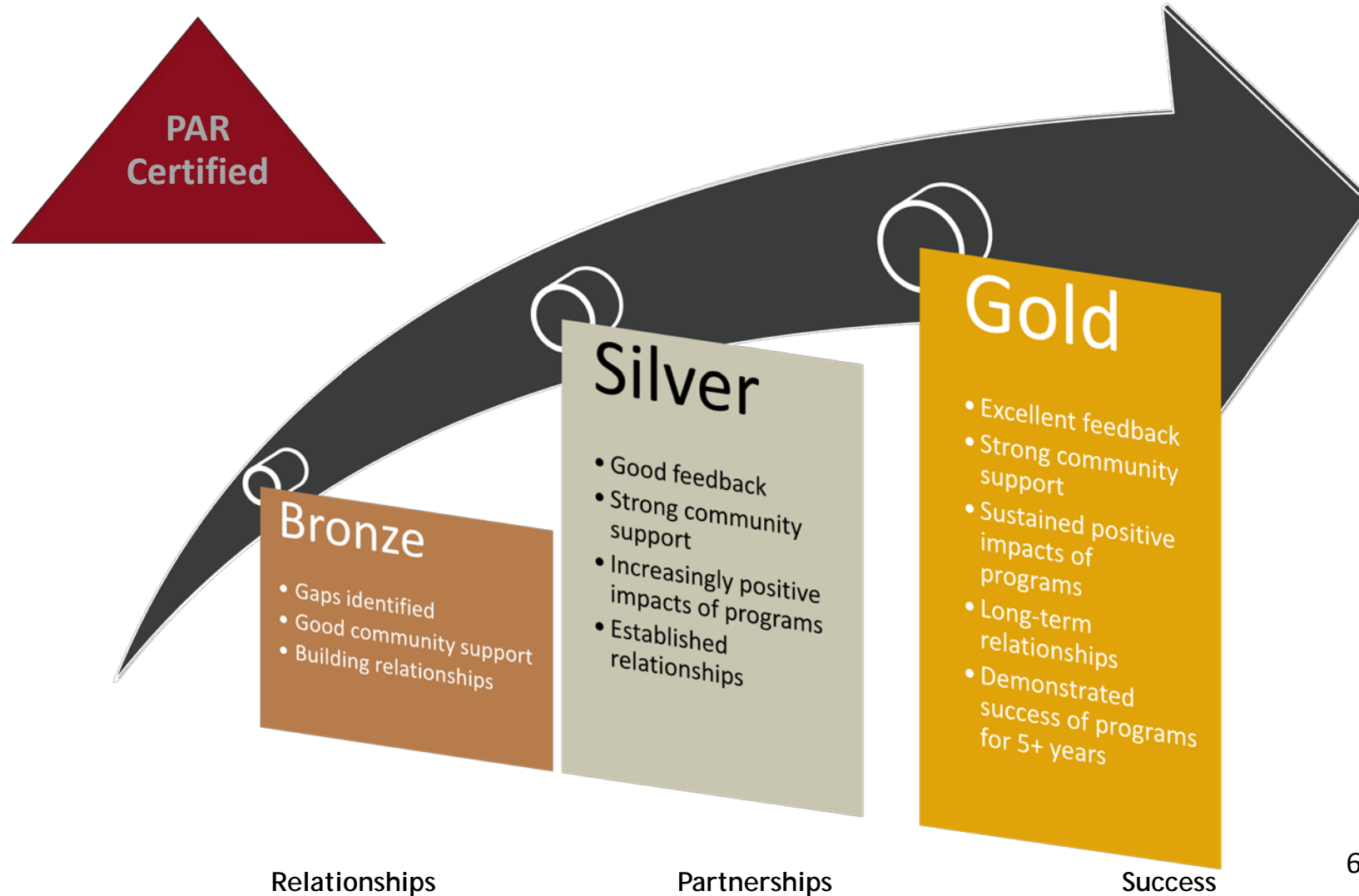
Progressive Aboriginal Relations (PAR)

PAR is a strategic management tool

- PAR is a strategic framework for a company to manage its Aboriginal relations in the four performance areas of **leadership actions, employment, business development** and **community relations**.
- The program's framework allows a company to systematically track progress in performance indicators and identify areas of strengths and opportunities for progressive improvement.

*"As a PAR Gold certified company since 2001, our relationships with our Aboriginal partners and their communities contributes to their growth and development and are critical to our ongoing success," explained **Dean Johnson, President of Sodexo Canada**. "As a result, we invest significant resources into building and managing those relationships, including investing in our Aboriginal employees to ensure they grow and prosper within Sodexo."*

Progressive Aboriginal Relations (PAR) Certified Levels



PAR Benefits

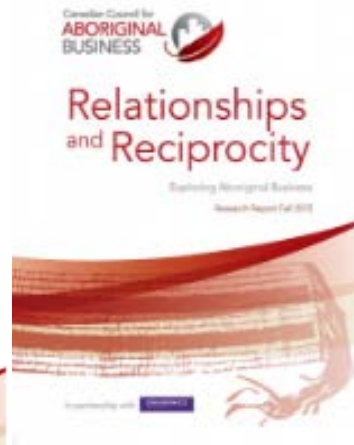
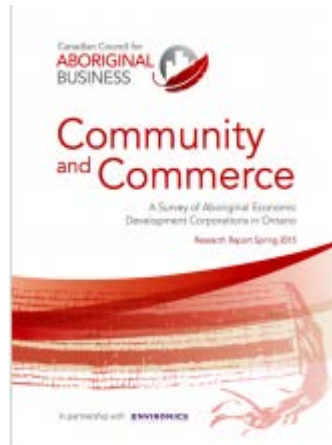
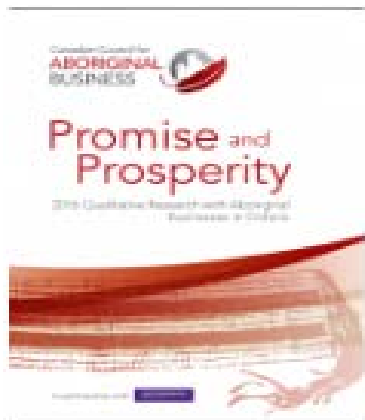
Community Case

- Assurance to Aboriginal community that company is a good business partner
- Share of economic opportunities
- Ensure community's voice is considered

Business Case

- Framework for CSR management
- Validation of performance
- Establish reputation in CSR

Annual Reports



Relationships

Overview and Capacity

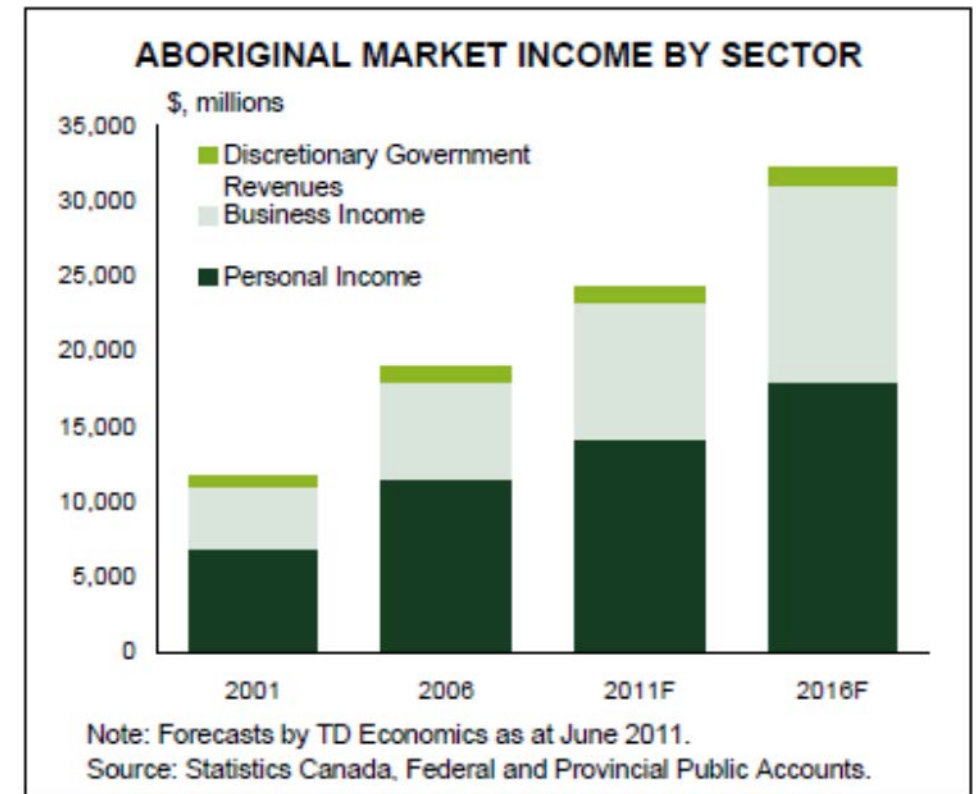
- CCAB has produced cutting edge data and insight into the Aboriginal economy
- CCAB has the largest list of Aboriginal businesses in Canada, covering every province, territory and sector
- For over five years CCAB has been collecting high quality data based on this list, giving us the best quantitative understanding of Aboriginal businesses in Canada
- Working to deliver value for Corporate Canada, we can produce research on a wide range of markets, sectors or issues
- Bespoke research projects with our corporate partners allow us to tailor our work to your needs
- The outcomes build on years of experience and data from surveys and interviews conducted Nationally

Partnerships

Success

Estimating the size of the Aboriginal Market

- Total combined income of Aboriginal households, businesses and government sectors estimated around \$31 billion.
- Resource sector contributed significantly in last decade.



2016 National Aboriginal Business Survey

- **Purpose:** To provide representative and reliable data on Aboriginal entrepreneurship in Canada
- 2015 survey involved telephone survey with 1,101 First Nations (on-and-off-reserve), Inuit and Metis business owners across Canada, sourced from lists developed by CCAB
- Follow-up to a 2010 survey conducted by the CCAB

What do Aboriginal businesses look like?

Wide variety of business characteristics

IDENTITY

52% Métis
47% First Nations
2% Inuk

BUSINESS TYPE

61% Sole proprietorship
12% Partnership
27% Corporation

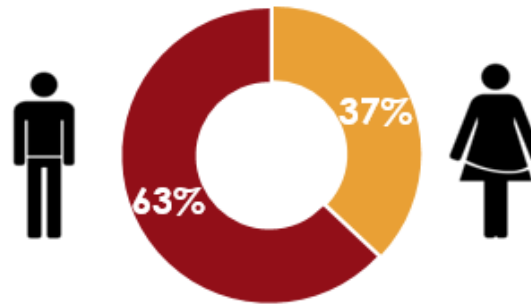
INDUSTRY

62% Service
17% Secondary
12% Construction
10% Natural resources

EMPLOYEES

64% No employees
36% Have employees

GENDER



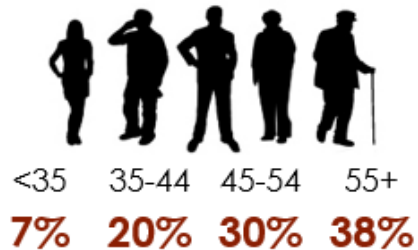
OPERATE FROM HOME

66% yes

OPERATE ON-RESERVE

56% of First Nations businesses

AGE DISTRIBUTION



EDUCATION

40% high school diploma or less
28% college diploma
19% undergraduate degree
13% graduate degree

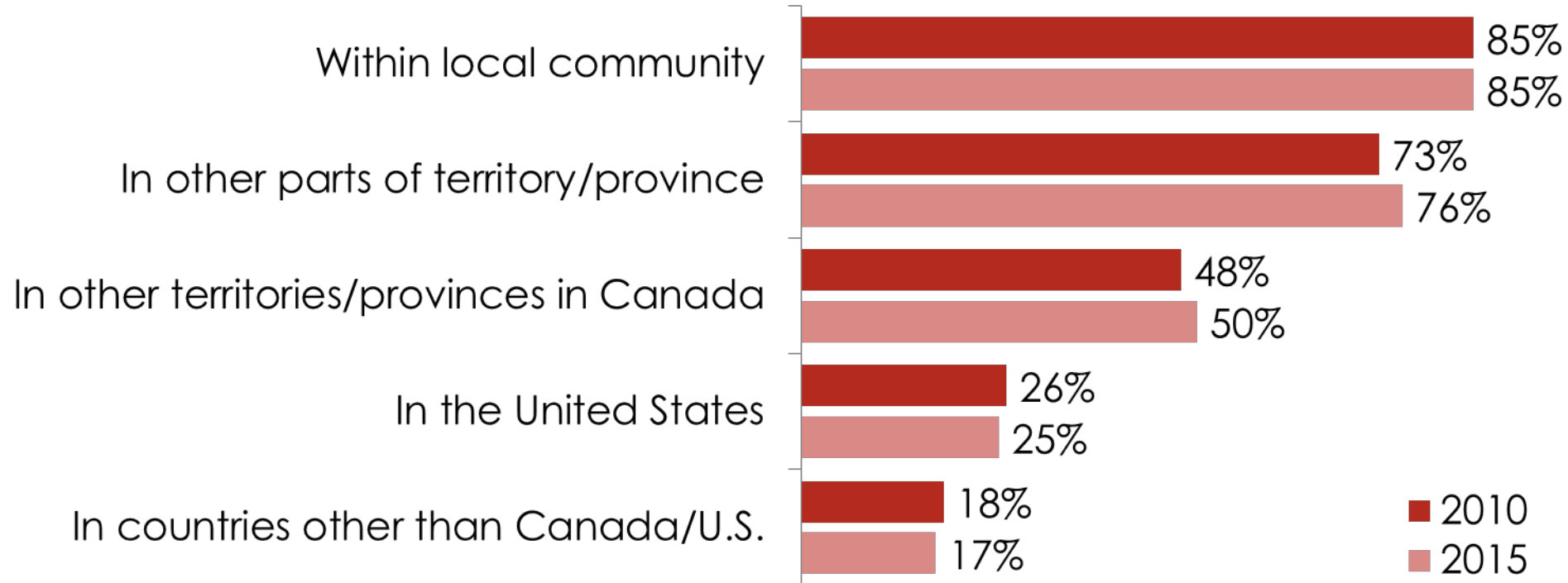


GROSS SALES REVENUES 2014

25% <\$50,000
24% \$50k - <\$250k
21% \$250k and over
29% refused

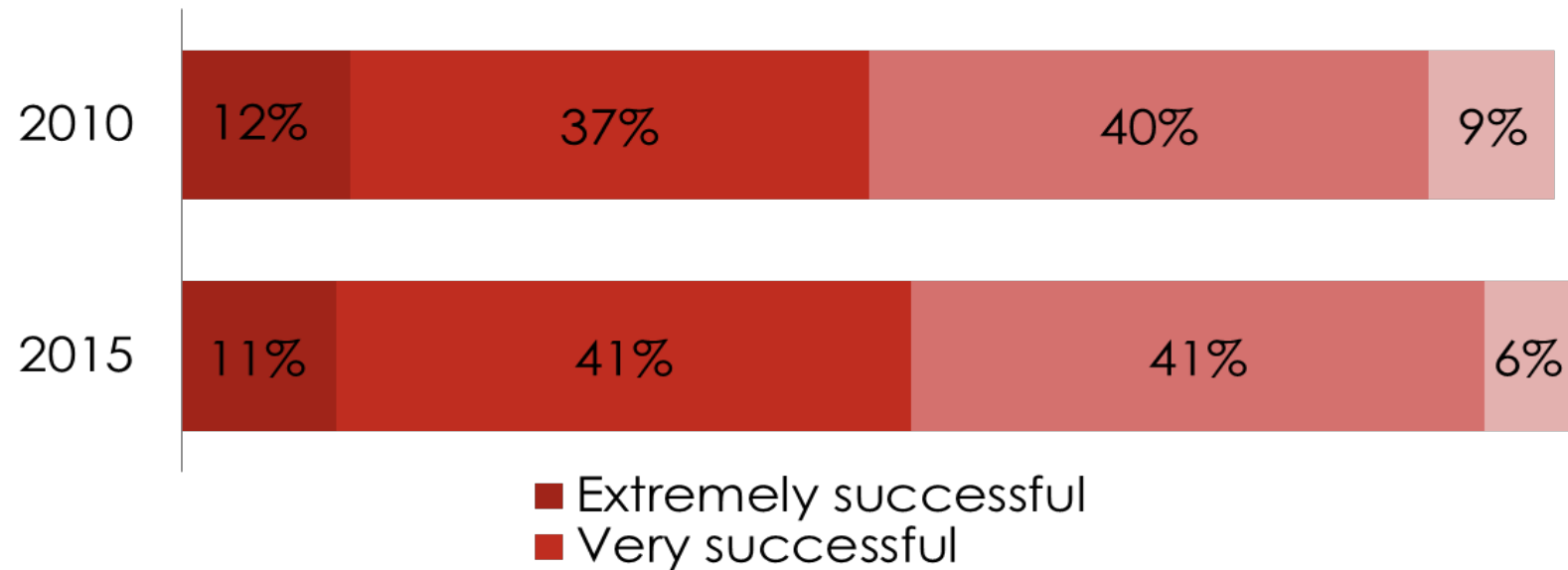
Operate across the country and internationally

Location of Clients



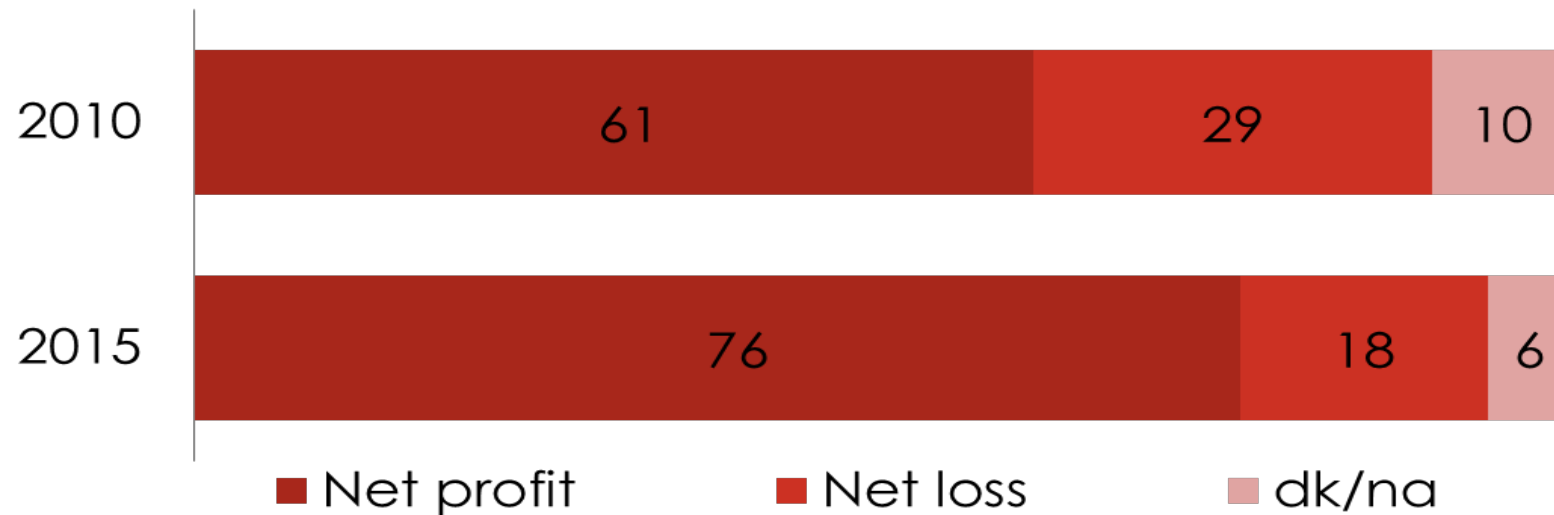
How successful are these businesses?

Perceptions of business success



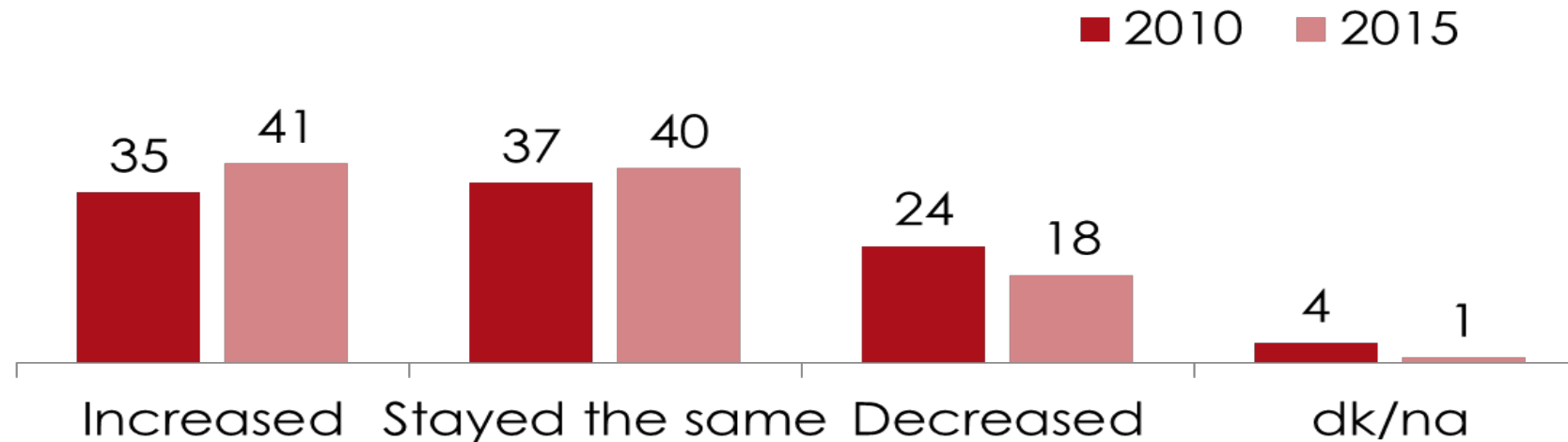
Majority reporting a net profit has increased since 2010

Net profit or net loss for previous fiscal year



Four in ten have increased revenues

Change in gross sales revenues for past year



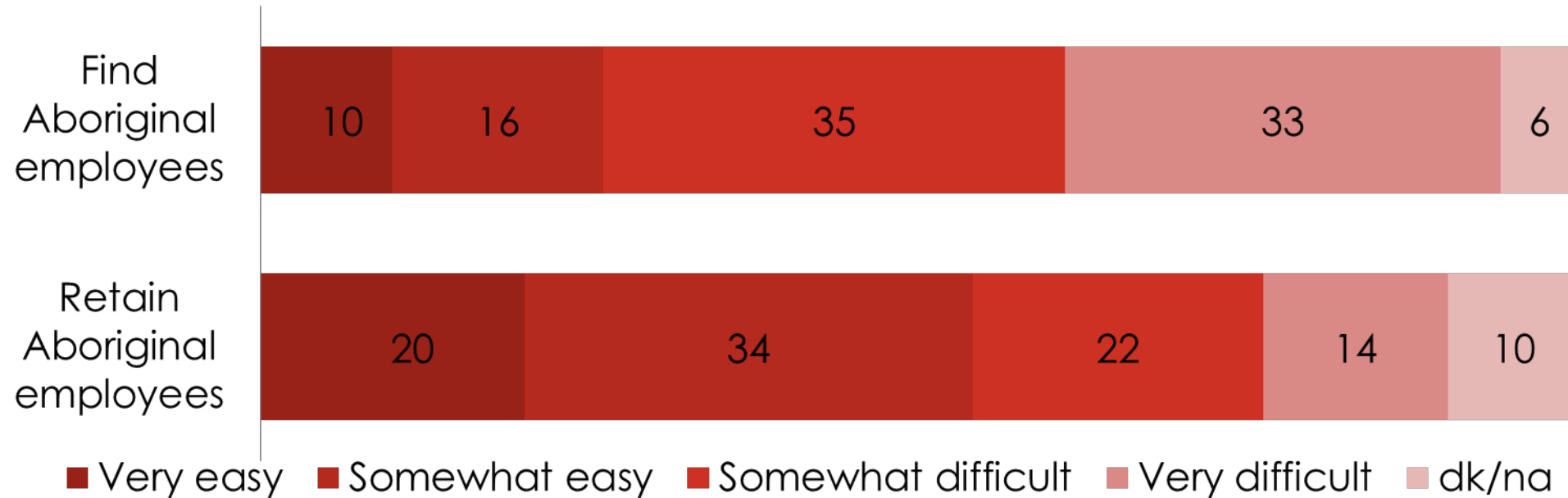
Labour force issues are among the biggest obstacles to growth

Obstacles to growing business over the next two years (Rated 4 or 5 out of 5)

	2010	2015
Attracting employees with right skills or qualifications (among businesses with employees)	n/a	39
Overall economic conditions	46	35
Access to equity or capital	38	31
Government policy, rules and regulations	34	31
Retaining valued employees (among businesses with employees)	n/a	30
Access to financing	43	29
Competition	38	27
Cost of doing business, such as input costs	38	24
Reliable Internet access, telephone and other IT technologies	n/a	21
Other infrastructure such as electricity, water and roads	n/a	19
Access to support for employee training and skills development (among businesses with employees)	n/a	21

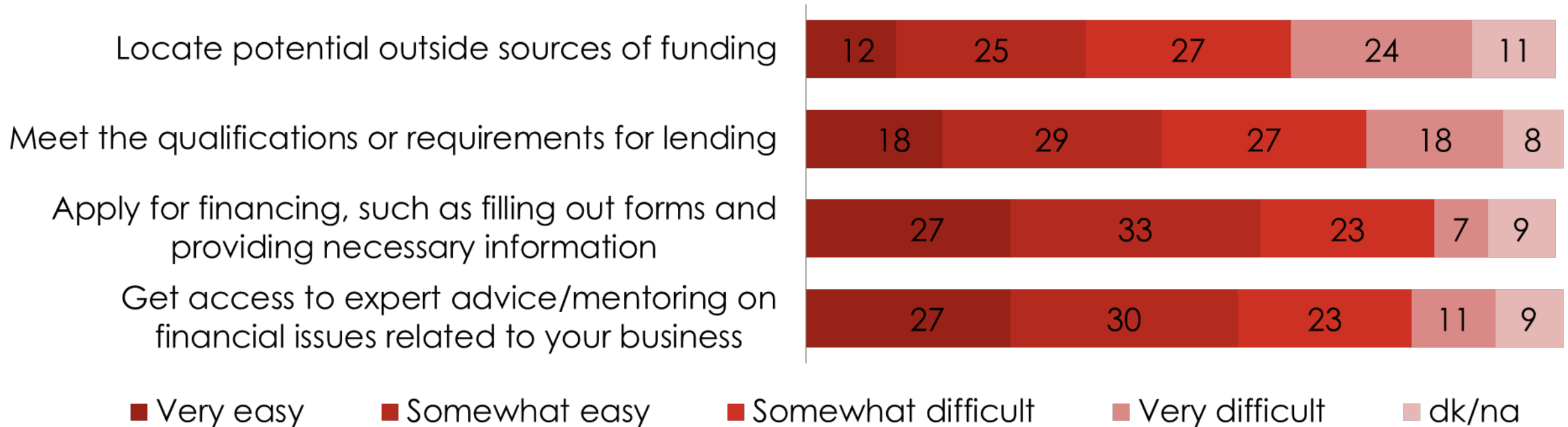
Particularly finding qualified Aboriginal employees

Ease of finding and retaining Aboriginal employees among businesses with employees



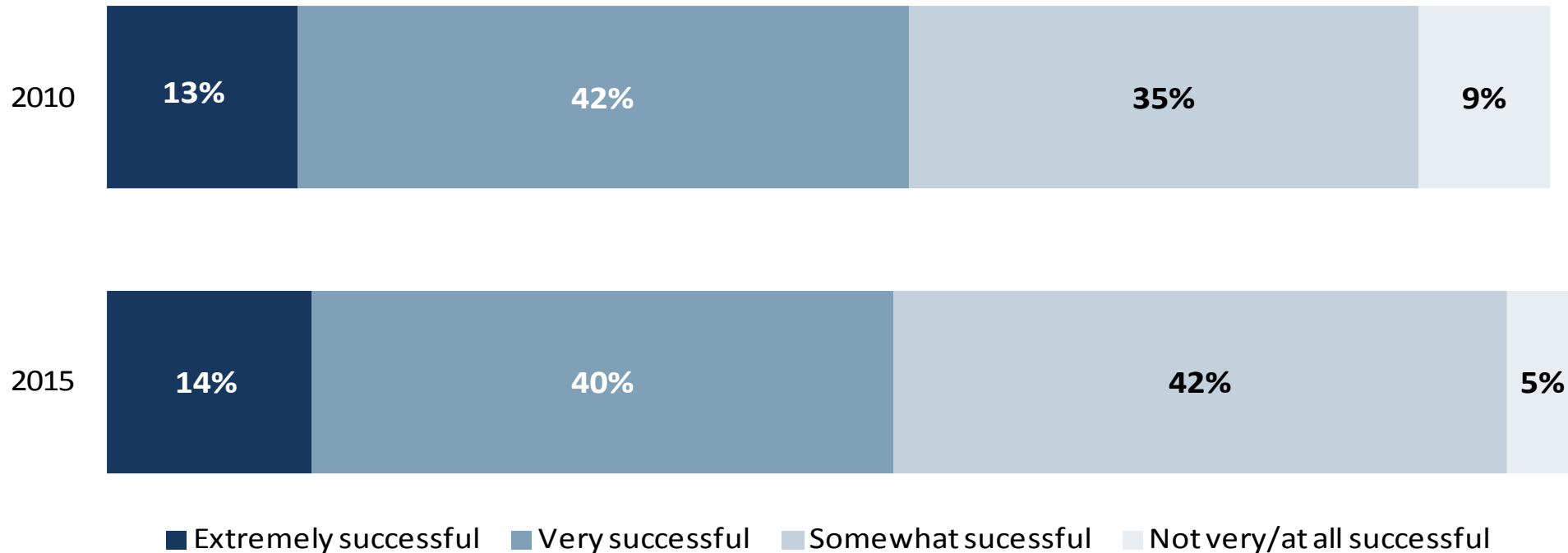
Many face difficulties identifying and accessing funding sources

Ease of obtaining various forms of financial support



Aboriginal Entrepreneurs in Ontario

Perception of business success

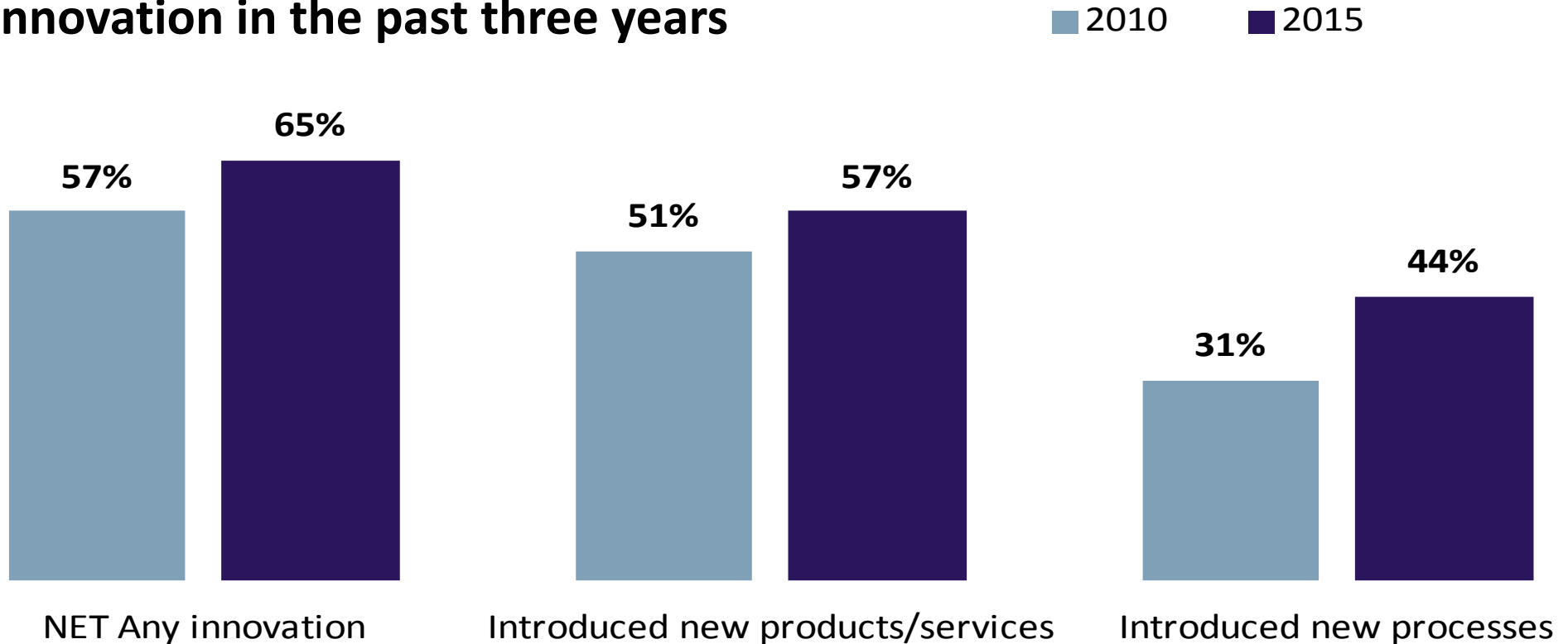


Source: National Aboriginal Business Survey, Ontario results only

Q10. Based on your own personal objectives for your business, how successful do you feel your business has been to date?

Aboriginal Entrepreneurs in Ontario

Innovation in the past three years



Source: National Aboriginal Business Survey, Ontario results only

Q25. I would now like to ask you about innovation within your business. In the past three years, did your business introduce any...?



Where Support is needed



Financing



Digital Age (Connectivity)



Government Procurement

Parting Thoughts



The opportunity lies
in our ability to
acknowledge our
HISTORY, align
our **STRENGTHS**,
and remain open to
CHANGE.