



Current Financing Solutions for Indigenous Business

Collaboration on the
Ground

February 27, 2019



Why do you work with Indigenous entrepreneurs?



Client Centric
Communicate
Collaborate



AFI + BDC + CPA
= 190 Indigenous
Entrepreneurs
Benefit

Financial Literacy Training

→ 9 topics

→ 1 hour session

→ 12-15 entrepreneurs

→ 12 sessions completed

- NEDC, ANTC, dana Naye, AIIC, SIEF, CCDF, First Peoples, Waubetek
- Eskasoni First Nation
- Treaty 8 Tribal Council
- Aboriginal Chamber of Commerce



Financial Literacy Training

Do you have female clients who could benefit from Financial Literacy Training?

Did you know that research shows that 50% of new businesses are started by women? Studies also show that the mindset of women entrepreneurs is slightly different from male entrepreneurs and so are their challenges.

The OACFDC (Ontario Association of Community Futures Development Corporations Inc.) has partnered with BDC and CPA Canada (Chartered Professional Accountants) to be able to offer this free initiative to your female entrepreneur clients who are looking for support to grow their business.

So what is the next step?

- CFDC will choose which topic will be delivered (see below), the date and location of the session and invite 12 to 15 of their women entrepreneurs or prospects
- BDC will arrange and confirm with CPA for their presence to deliver the program selected on the specified date and location (preferably at your office)
- CPA personnel would deliver the 1 hour session (30 additional minutes for networking)
- BDC would cover all the costs of refreshments
- Representatives from the CFDC and BDC will be present to introduce the speaker

Topics available

Understanding Financial Statement-this basic session explains the terms and concepts of financial statements.

Advance Financial Statements-this advanced session explains the more advanced and complex concepts of Financial Statements.

Financial Ratios and why they matter to your Business-this basic session explains the calculation and interpretation of financial ratios.

The Money side of Business-this advanced session explains the basic tools and techniques of financial management for a business owner, including budget creation and monitoring, cash management, product/division/customer analysis, planning/forecasting, and trend analysis.

Growth and Expansion-this session explains the financial implications of growth of a business, tools and techniques to analyze and plan for growth, and the best time and best reasons to grow a business.

Getting Money-this session explains to the business owner the financial and non-financial information a bank or investor uses to evaluate a loan/investment request; and explains the steps necessary to prepare a business for presentation to a lender and/or investors.

A Healthy Balance Sheet and Why it matters-this session defines the concept of a healthy balance sheet and explains to the business owner how to create a balance sheet that will appear healthy to an investor, buyer or lender.

Maximize Your Business-this session explains the key concepts of cash management, working capital and operational efficiency.

The Top 5 Common Mistakes Startups Make-this session help entrepreneurs with the tools and understanding of how to make their startup businesses a success.

See back of this document for a more detailed listing of the topics offered and outline addressed.

To sign up or get more details, please contact:

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AFI + BDC

→ What's working

- Jointly fund large equipment transactions
- Separately fund working capital and equipment projects

→ Areas for Improvement

- Communication of roles
- We are a team




"DON'T PANIC... WE HAVE BANNOCK!"

A woman with long dark hair, wearing a black top and a patterned cardigan, stands behind a wooden bar counter. The bar has a white top and a wooden front. In the background, there are shelves with bottles, a computer monitor, and a menu board. Two pendant lights hang from the ceiling.

Sharon Bond
Owner
Kekuli Cafe



Driven by **passion and purpose**
for Indigenous entrepreneurs.

A woman with dark hair pulled back, wearing a light-colored patterned button-down shirt, is smiling and holding a clipboard with papers. She is standing in a warehouse or storage area filled with numerous large rolls of fabric or paper, some stacked on pallets. The background is slightly blurred, emphasizing the woman in the foreground.

Call to Action:
Collaborate with
another organization