



INDIGENOUS ECONOMIC PROSPERITY FORUM

PROUDLY PRESENTED BY NACCA AND THE
ABORIGINAL FINANCIAL INSTITUTIONS NETWORK

FEBRUARY 27-28, 2019
HILTON LAC-LEAMY, GATINEAU, QUÉBEC

Access to Capital - Unlocking Community Potential



Photo:
Camus Photography/
Marie Smith



About CCAB



- ***Mission: To foster sustainable business relationships between First Nations, Inuit and Metis people and business Canada***
- **National member based organization, created over 30 years ago by Murray Koffler**
- **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**
- **Currently over 700 members – 65% are Aboriginal**
- **CCAB is non-partisan, receives no core government funding and is entirely supported through corporate sponsorship, events and membership dues**



Tools & Financing for Aboriginal Business

TOOLS & FINANCING FOR **Aboriginal Business**



**Business expertise, services and development
across six key business functions**





Progressive Aboriginal Relations (PAR)

Progressive Aboriginal RELATIONS

- ❏ A certification program that confirms corporate performance in Aboriginal relations.
- ❏ PAR verification recognizes corporate performance in Aboriginal relations in the areas of Leadership, Employment, Business Development, and Community Relationships.
- ❏ PAR committed and certified companies integrate these criteria into their strategic planning and operations.
- ❏ PAR certification provides a high level of assurance to communities as the designation is supported by an independent, third party verification process.
- ❏ Certified companies promote their 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.



Progressive Aboriginal Relations (PAR)



Progressive
Aboriginal
RELATIONS



Canadian Council for
Aboriginal Business





Progressive Aboriginal Relations (PAR)



Progressive
Aboriginal
RELATIONS

**SILVER
LEVEL**

Canadian Council for
Aboriginal Business





Progressive Aboriginal Relations (PAR)



Progressive
Aboriginal
RELATIONS

**BRONZE
LEVEL**



Canadian Council for
Aboriginal Business 



SCARLET
Group of Companies





Progressive Aboriginal Relations (PAR)



ATB Financial™



Progressive
Aboriginal
RELATIONS



Canadian Council for
Aboriginal Business



Deloitte.



FLUOR®





Progressive Aboriginal Relations (PAR)



Progressive
Aboriginal
RELATIONS

COMMITTED



Canadian Council for
Aboriginal Business





Awards and Recognition

Aboriginal Business HALL OF FAME

National Youth Aboriginal
ENTREPRENEUR



Aboriginal Business HALL OF FAME

LIFETIME
Achievement



Aboriginal Business A W A R D

INDIGENOUS
WOMEN
IN LEADERSHIP



Aboriginal Business A W A R D

ECONOMIC
DEVELOPMENT
CORPORATION



Aboriginal Business A W A R D

EXCELLENCE IN
ABORIGINAL
RELATIONS





Canadian Council for
**ABORIGINAL
BUSINESS
RESEARCH**



Promise and Prosperity

The 2016 Aboriginal Business Survey



In partnership with



Relationships and Reciprocity

Exploring Aboriginal Business

Research Report Fall 2015



In partnership with





Supply Change



An Aboriginal Procurement Strategy focused on highlighting the opportunities and value of Aboriginal procurement relationships.

With a focus on connecting Aboriginal and non-Aboriginal businesses, the multi-year strategy includes five key pillars;

- ▣ Recruiting leaders from the business community to serve as Aboriginal Procurement Champions.
- ▣ Aboriginal Procurement Campaign – national media campaign.
- ▣ Creating Canada’s largest directory of Certified Aboriginal Businesses (CAB), which are independently certified as at least 51% Aboriginal owned and controlled.
- ▣ The Aboriginal Procurement Marketplace is an on-line portal that acts as a two-way directory between CAB companies and procurement representatives from the Aboriginal Procurement Champions group.
- ▣ Aboriginal Procurement Best Practices – peer to peer sharing of how to make a difference.



Aboriginal Procurement Champions

AECON



BIRD



Bruce Power



CORTEX



FLUOR



FORT MCKAY
FIRST NATION





Aboriginal Procurement MARKETPLACE

- ❑ An online portal that acts as a two-way directory between CAB's and procurement representatives from the Aboriginal Procurement Champions.
- ❑ All CCAB Certified Aboriginal Business (CAB) companies will have a marketing profile that can be searched by our Aboriginal Procurement Champion companies when they are looking to go out to market on bids.
- ❑ Each Aboriginal Procurement Champion will provide an internal procurement representative that will be identified in the Marketplace for CAB companies to reach out to.
- ❑ The portal will allow Aboriginal Procurement Champions to post mid-level procurement opportunities to connect Aboriginal businesses to opportunities they are seeking that aren't available on conventional procurement platform.



**Economic Reconciliation occurs when
Aboriginal Communities are no longer
managing poverty but are managing
wealth.**