

# CESO National Services

Partnership, Mentorship and Economic Development



*June 2017*

# Agenda

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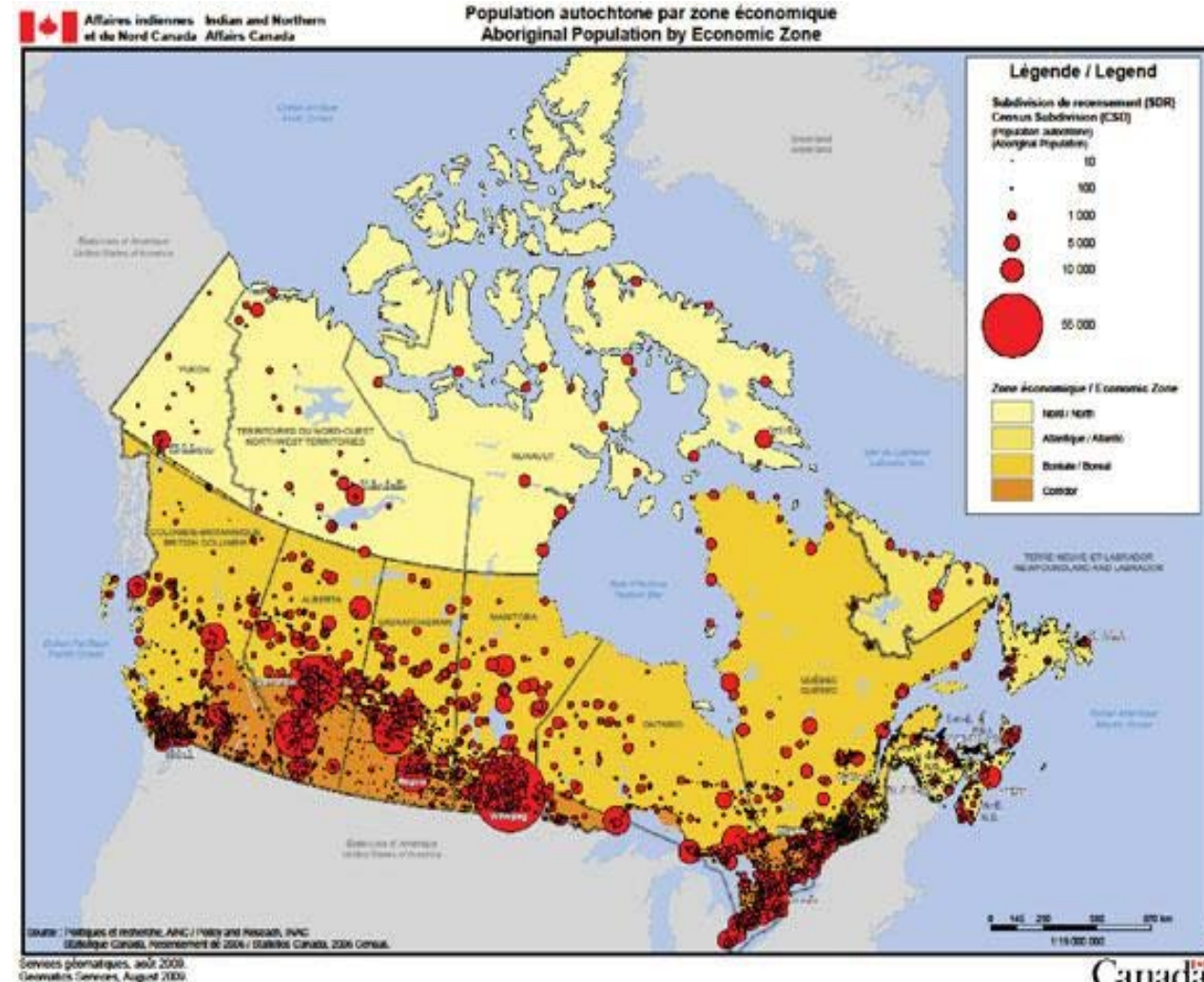
- ✓ Introductions
- ✓ Quick Overview of CESO
- ✓ Stories from the Field
- ✓ Opportunities to Work Together

# Indigenous Peoples of Canada

**CESO's National team works with anyone who self-identifies as Indigenous**

- First Nations (approx 850,000)
- Inuit (approx. 50,000)
- Metis (approx. 500,000)

On/ Off Reserve



# Why We Do What We Do

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- Generating **economic value** and building a **strong economic infrastructure** are key to **sustainable growth**
- Private sector development and institutional strengthening are **powerful drivers** of both **economic** and **social change**
- Transfer of knowledge and skills via **CESO Volunteer Advisors** through a **mentorship and advisory** framework
- Cornerstone to success: **partnership** and **collaboration**
  - Clients, funders and donors, corporate, allies, volunteers

# CESO: Who We Are

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- **50 years** as an economic development organization both nationally and internationally
- More than **50,000 assignments** completed in Canada and around the world
- More than **1000 active** Volunteer Advisors
- Each has on average **25 years of experience** in respective fields covering both public and private sectors
- Over **21,000 cumulative years** of senior-level professional experience
- We have worked with **80% of Indigenous communities** since 1969
- Building capacity through **mentorship and collaboration**

# By The Numbers 2015-16

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**93** active assignments,  
incl. **57** new starts

**54** assignments  
completed

**633** VA days

**64** unique clients  
across **11** provinces  
and territories

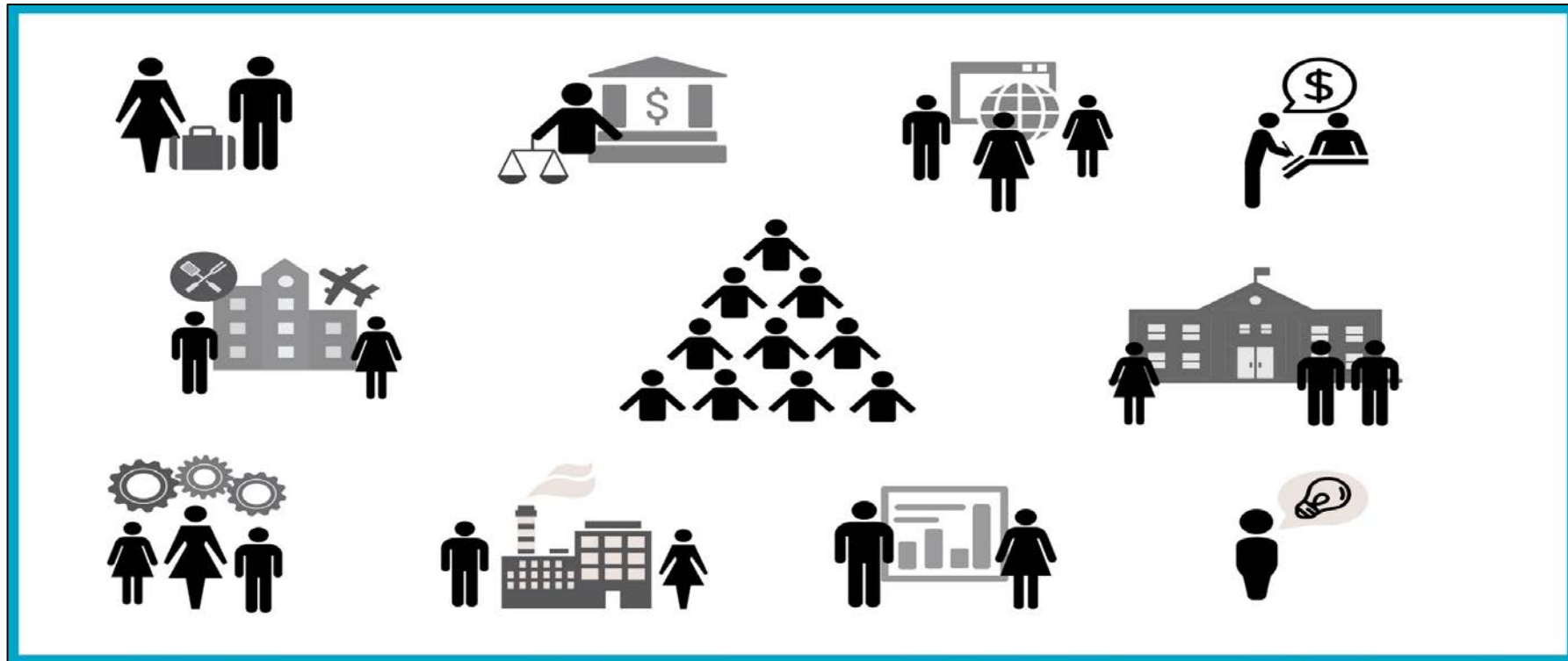
**195** individuals  
trained or mentored

Approx. **65%** of clients were FN



**118 (61%)** of those  
trained/mentored were  
**women**

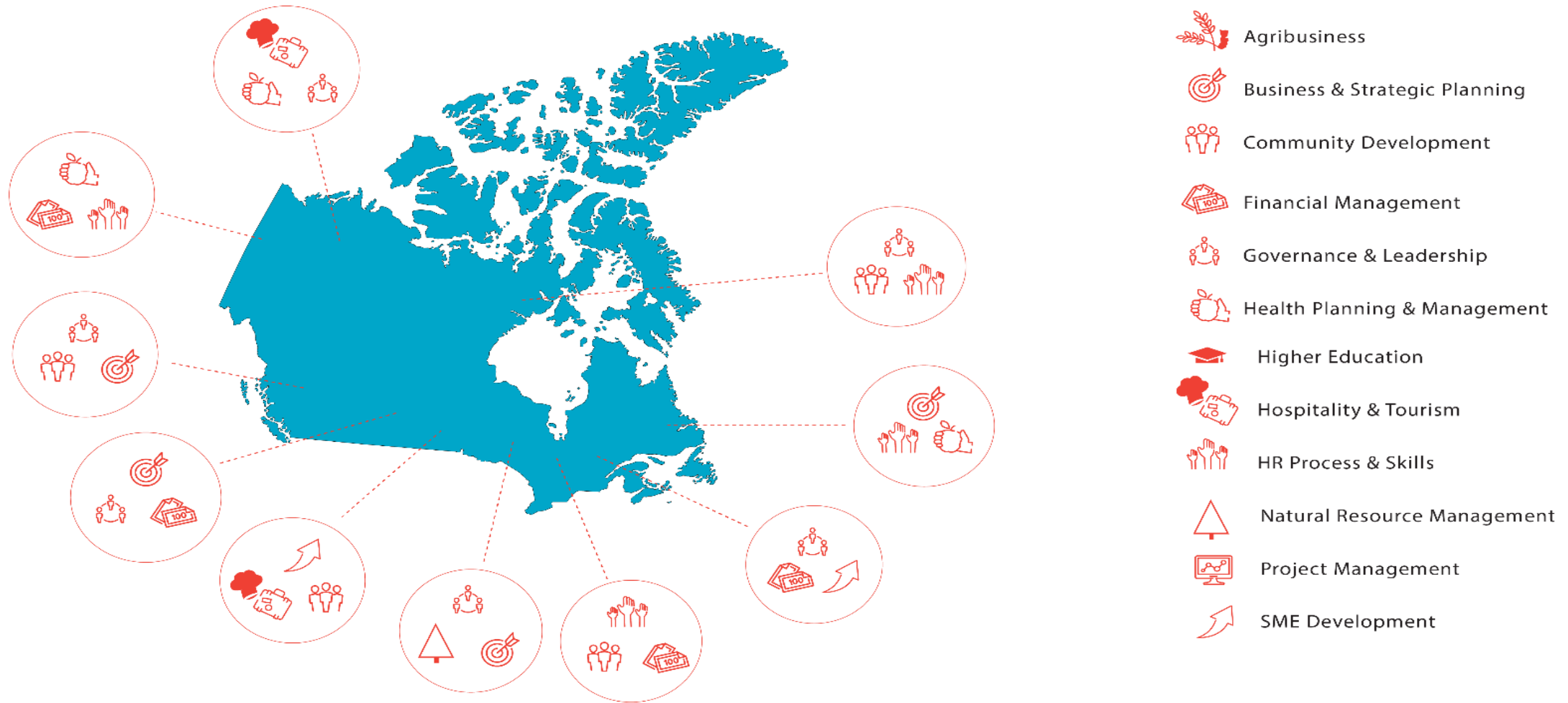
# CESO Volunteer Advisors



- ✓ Tourism Experts
- ✓ Accountants
- ✓ Engineers
- ✓ Public Sector Executives

- ✓ Marketers
- ✓ Business Leaders
- ✓ Human Resources Executives
- ✓ Industry Specialists

# What We Do: Canada



The above map and symbols represent the predominant focus of activities by Canadian provinces and territories, and does not reflect the full list of CESO activities

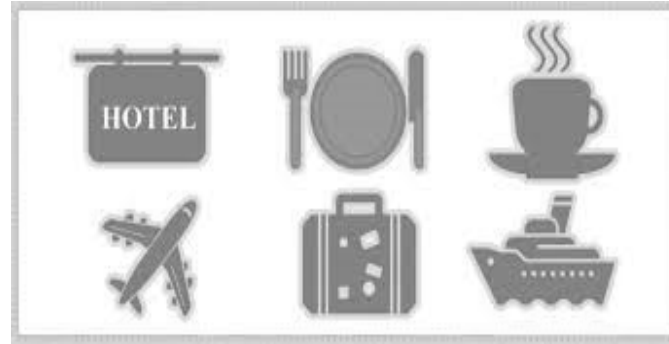


# Focus Area: Private Sector Development

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Finance / Microfinance



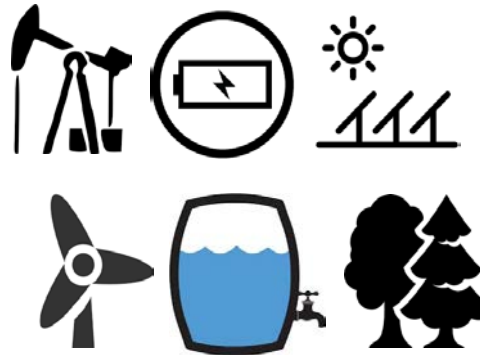
Tourism & Hospitality



Information Technology



Strengthening Supply Chain



Natural Resource Management



Entrepreneurs / SMEs

# Focus Area: Institutional Strengthening

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**Community Institutions**



**Tribal and Band Councils**



**Economic Development Corporations**

# Our Work in Canada

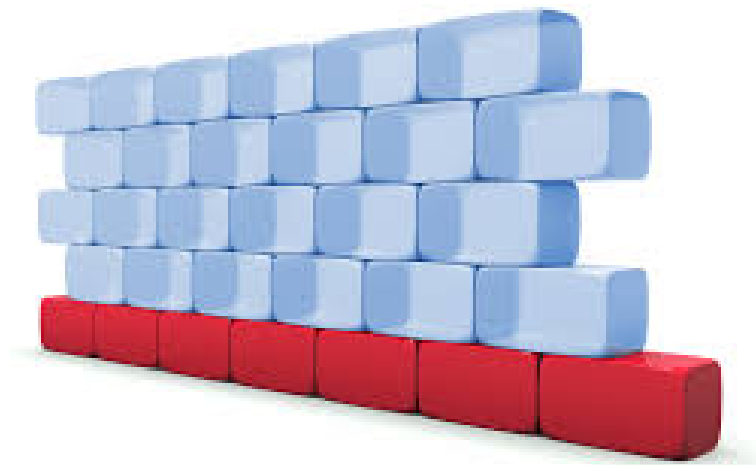
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## Three Pillars for community growth



# Stories from the Field: Economic Growth and Financial Management

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# FNFMB: Institutional Strengthening & Governance

Black River, MB  
Berens River, MB

- HR Policy and Procedure development
- Institutional Strengthening
- **Achieve FNFMB Certification**

Wasauksing, ON  
Wahgoshig, ON

- Financial Literacy / Administration Development
- Institutional Strengthening
- **Achieve FNFMB Certification**

# Nishnawbe Aski Development Fund (NADF)

- ✓ Governance, Economic & Tourism Development

- NADF, ON

- Webequie, ON

- Eebamatoong, ON

Current Work



Future Work



# Magnetawan FN: Land Code Mngt

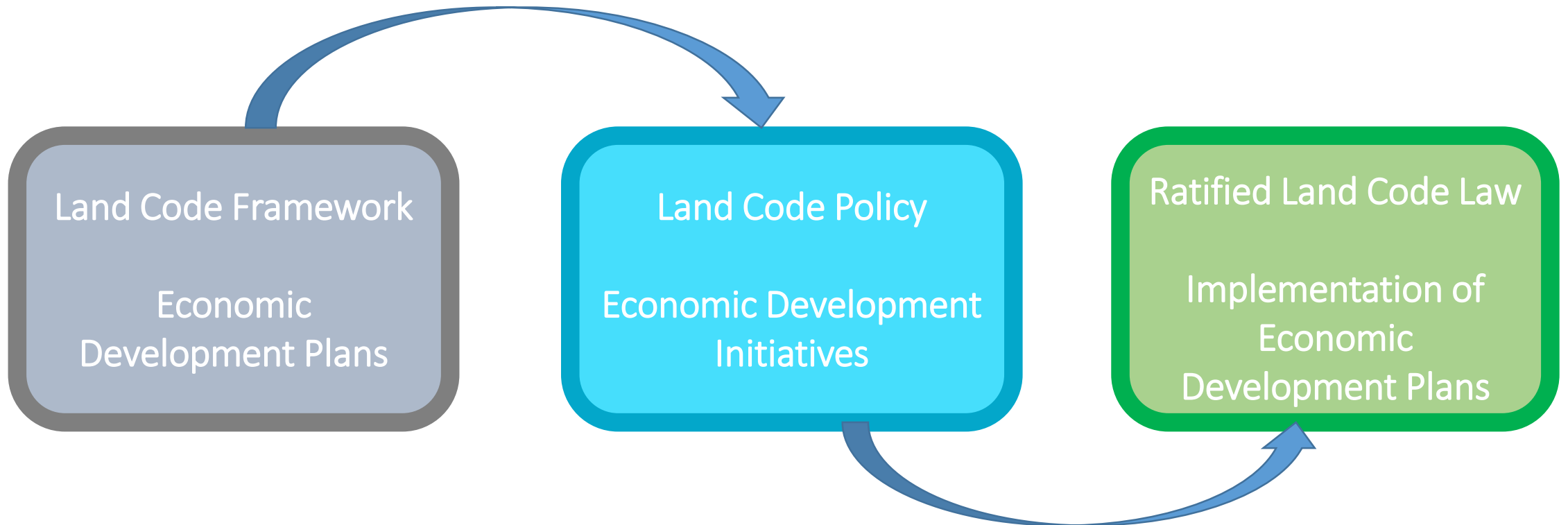
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Magnetawan, ON

Analysis

Recommendations

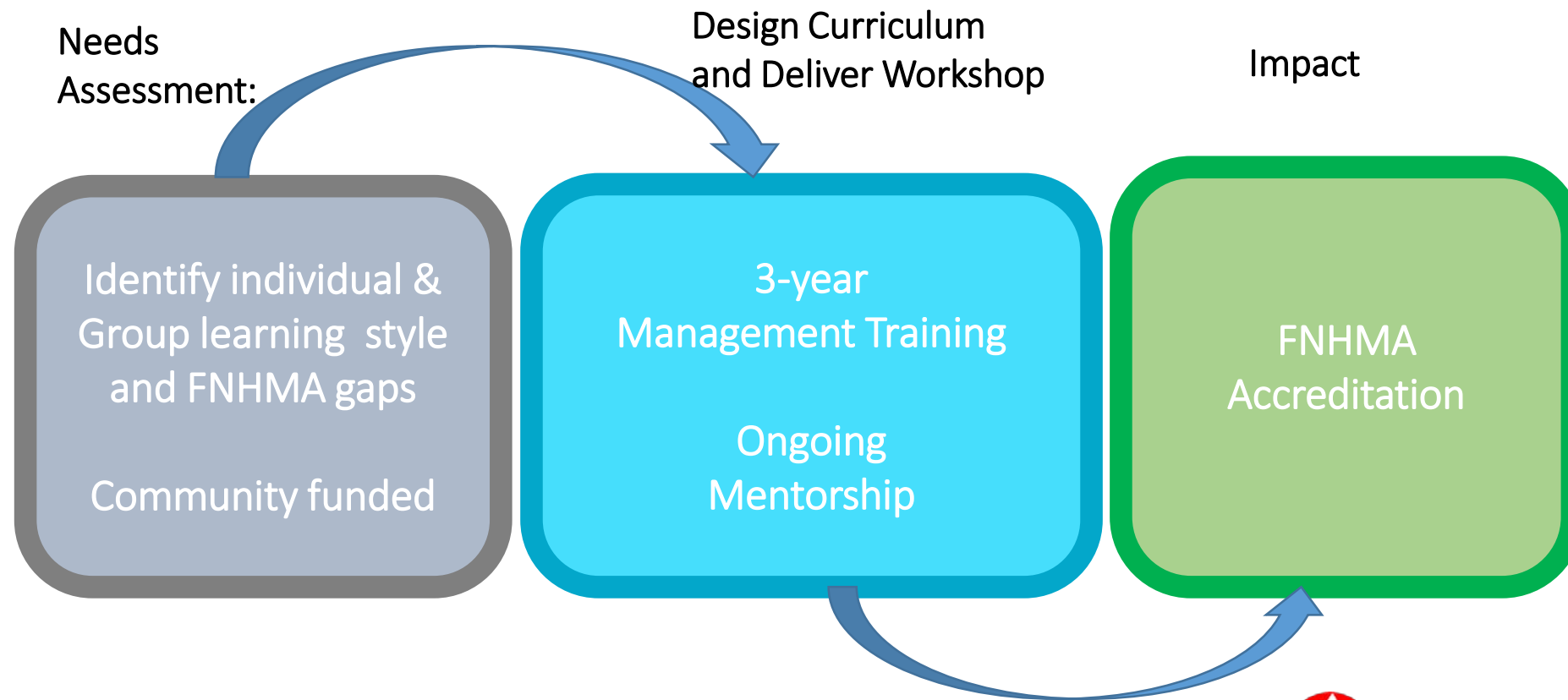
Decision



# Naskapi First Nation: Accreditation

Kawawachikamach, Quebec

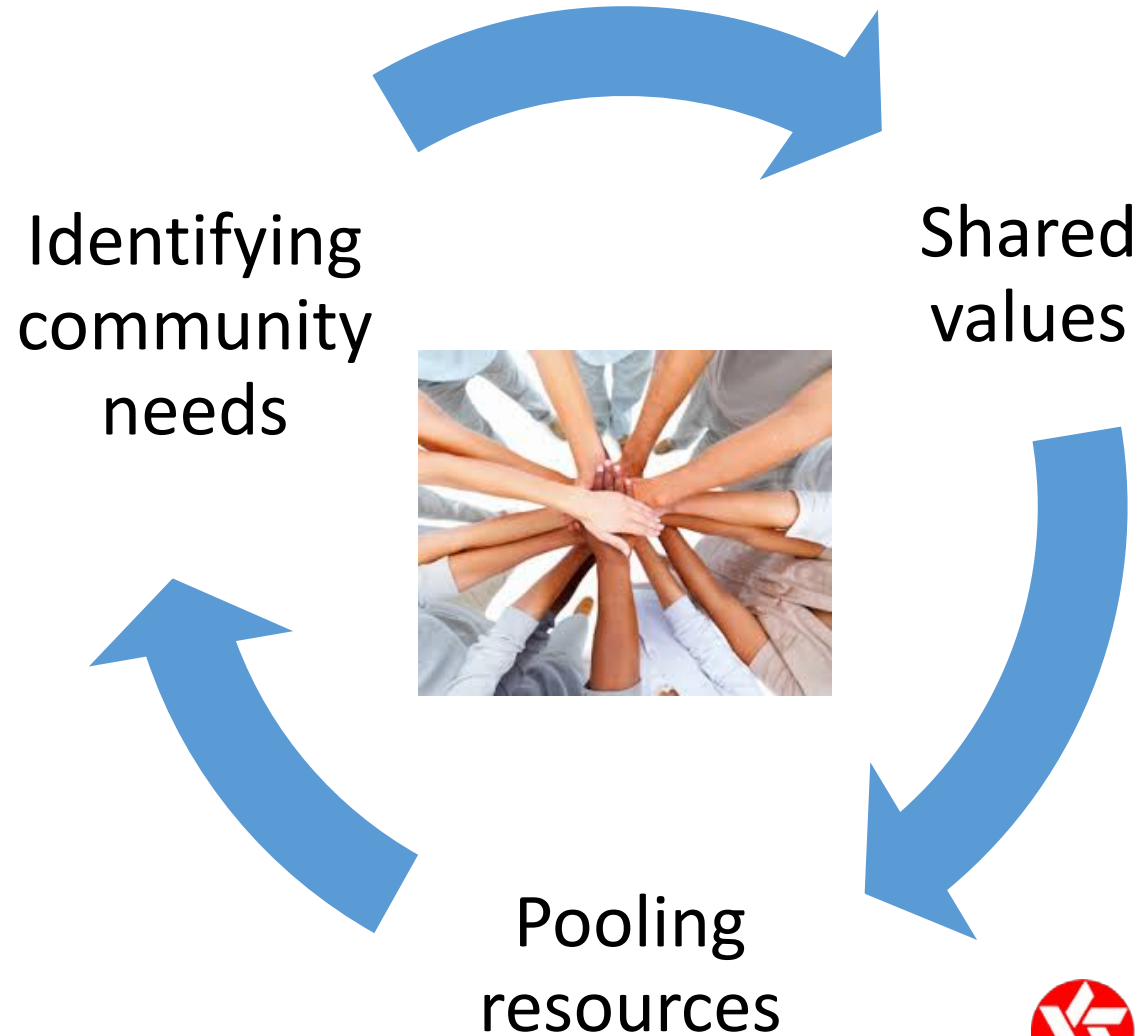
FNHMA Accreditation ( 2<sup>nd</sup> Cohort)





# The Partnership

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# Matawa: Entrepreneurship & Private Sector Development

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- ✓ Multi-Year Economic Development Initiative



Realizing Our Potential



Ontario's Poverty Reduction Strategy  
2014-2019

# Multi-Year Ontario Gov't: Matawa



Need:  
Private Sector  
Development



Provide:  
Entrepreneurship Training  
& Mentorship  
Development



Provide:  
Affordable  
Micro-credit Loans

IMPACT: Poverty Reduction Strategy for 9 First Nation Communities

# Other Partnerships

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# CANDO-CESO-Blenkin & Rowe Youth Mentorship

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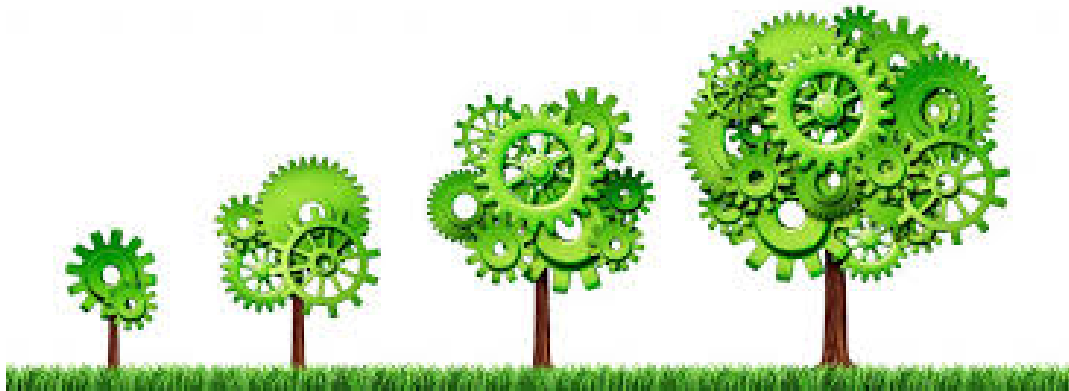




# Looking Forward

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Entrepreneurship and small business development



# Looking Ahead

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- ✓ Regional Outreach
- ✓ Scaling up
- ✓ Catalyzing sustainable economic development to all regions across Canada
- ✓ On-going dialogue with AFI's across Canada
- ✓ On-going support to Front-line workers





# Thank you

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