

Indigenous Business Definitions

Indigenous Sole Proprietorship

The business is



by an Indigenous person who has sole responsibility for



- making decisions
 - receives all profits
 - claims all losses
 - assumes all risks
 - pays personal income tax
- (where applicable) on the net income generated by the business, and does not have separate legal status from the business.

Indigenous Corporation (For Profit)

At least **51%** of shareholders of the corporation are Indigenous People, groups, or organizations **and** together have a controlling interest in the company.



Indigenous Non-Profit or Not-for-Profit

The composition of the board of directors is at least 51% Indigenous directors.



The non-profit's mission is focused on the betterment of Indigenous Peoples or advancement of Indigenous issues.



Indigenous Charitable Organization

The composition of the board of directors is at least 51% Indigenous directors.



The charity's purpose is to benefit Indigenous Peoples and communities in a way the law regards as charitable.



Indigenous Cooperative

Collectively, Indigenous cooperative voting members must comprise at least 51% of the cooperative's members.



Indigenous Micro-Enterprise

See definitions for Indigenous sole proprietorship, partnerships or corporations.



Indigenous Partnerships

Where the partnership is with an Indigenous Person or business: The partnership agreement defines the Indigenous partner or partners as having the relevant credentials in the industry and/or experience in operating a business, at least 51% ownership, majority of realized economic and monetary benefits, and majority management control.



Where the partnership is with an Indigenous Community Organization: The partnership agreement defines the Indigenous community partner or partners as having at least 51% ownership, majority management control, and majority of realized socio-economic benefits, such as: economic and monetary benefits, Indigenous business procurement, recruitment and employment, skills training, initiatives for women; youth; and management capacity development, etc.

Indigenous Joint Venture



Where the joint venture is with an Indigenous individual or business: The joint venture agreement defines the Indigenous partner or partners as having the relevant credentials in the industry and/or experience in operating a business, at least 51% ownership, majority of realized economic and monetary benefits, and majority management control.

Where the joint venture is with an Indigenous Community Organization: The joint venture agreement defines the Indigenous community partner or partners as having at least 51% ownership, majority management control, and majority of realized socio-economic benefits, such as: economic and monetary benefits, Indigenous business procurement, recruitment and employment, skills training, initiatives for women; youth; and management capacity development, etc.



How to Use the Definitions

These suggestions are not exhaustive. Each group should create ways to ensure that Indigenous Peoples in Canada are meaningfully engaged in Canada's economic prosperity.

Domestic and international corporations and small and medium-sized enterprises can...

- Incorporate the Definitions and means of verification into procurement policies
- Spread awareness of the Definitions to partners, industry and other stakeholders to use in their procurement
- Build relationships and engage with Indigenous communities and businesses at the earliest stages of procurement
- Involve the Indigenous entity in the work, support their leadership and hear their voices
- Negotiate fairly, with respect and in good faith, using the Definitions to support participation of Indigenous businesses and communities
- Proclaim and uphold a culture of security and respect for Indigenous procurement based on the Definitions
- Enforce policies that protect legitimate Indigenous businesses, communities and their members
- Extend these imperatives to third-party contractors, audit their activities and take action when breaches occur
- Establish and incentivize their own targets for Indigenous business procurement using these Definitions

Canada's governments can...

- Adopt the Definitions into procurement processes
- Protect the integrity of Indigenous participation by requiring the use of the Definitions in procurement processes, verifying legitimate Indigenous businesses and auditing contracts for compliance
- Develop enforcement mechanisms using the Definitions to ensure bad actors are held accountable
- Work together to create a consistent and coordinated approach to support Indigenous business procurement participation
- Continue to work with Indigenous Peoples to refine the Definitions and adhere to their obligations under the United Nations Declaration on the Rights of Indigenous Peoples

Indigenous communities, businesses and entrepreneurs can...

- Engage in Canada's growth: Indigenous involvement, collaboration and leadership is a key part of the economy, the environment and the country's social structure
- Use the Definitions and push to adopt them as a requirement for procurement participation at all levels
- Only take part in business relationships that respect legitimate Indigenous businesses based on the appropriate definition
- Continue engaging with Canada's governments to develop the Definitions and ensure that Indigenous issues are heard

Proof of Indigeneity

Proof of Indigeneity is required in order to be considered an Indigenous business and verification process will be undertaken. Indigenous business owners, directors of Indigenous companies, and in the case of cooperatives – voting members, must provide evidence of Indigenous identity as demonstrated by one of the following:

First Nation Certificate of Indian Status, Secure Indian Status Card and First Nation Citizenship Cards issued by

- First Nation as listed on the official Government of Canada website
- Modern Treaty Holders and Self-Governing First Nations in Canada as listed on the official Government of Canada website
- Indigenous Services Canada

Inuit Beneficiary Cards issued by:

- Nunavut Land Claim Agreement (Nunavut)
- Inuvialuit Final Agreement (Northwest Territories)
- Labrador Inuit Land Claims Agreement (Nunatsiavut)
- James Bay Northern Quebec Agreement (Nunavik)

Métis Citizenship Cards issued by:

- Métis National Council affiliates (Métis Nation of Alberta, Métis Nation of British Columbia, Métis Nation of Ontario and Métis Nation of Saskatchewan)
- Manitoba Métis Federation
- Alberta Métis Settlement
- Northwest Territory Métis Nation

Non-Status Indians must be verified through:

- First Nation recognition of the individual under the First Nation's own Citizenship / Membership Code as verified by the First Nation Membership/Citizenship Clerk.
- Verification in writing of recognized biological lineage to the community from an elected leader of the First Nation along with the Membership/Citizenship Clerk of the First Nation.

Self-identification without proof of Indigeneity as listed above will not be accepted or recognized.