



Waubetek Business Development Corporation

FREE  
Take One

“A Community Futures Development Corporation”

# WAUBETEK NEWS

Spring

2020



## COVID19 – A Continuing Challenge

Health and economics became fused as never before when the scale and potential effects of COVID19 were realized. Researchers in all disciplines continue to gather numbers and assess trends in the effort to get some predictability on what health care, business, society, and economics in general need to do to ensure our survival and recovery. Right now, there seems little predictability. We at Waubetek found this out the week that the pandemic emergency was declared. Since then, we have been in a cycle of making assumptions based on available information then making plans for maintaining workflow, creating new systems for emergency financing and then backing up to make adjustments on the fly as new information arrives.

This is likely the challenge all of us will face for quite some time yet. Having to deal with COVID19 might not be really “over” for a while. So, what can businesses do to keep positioned for recovery? Pretty much what they’ve been doing since the start of the pandemic: communicating, conserving, planning, and believing in themselves. If a business idea was a good idea at the start, then it should still be a good idea. Society still needs goods and services which is all the reason needed to maintain a forward-looking attitude. This attitude can be used to retain a customer base by making sure that customers know that a business is still around and working to be around as soon as conditions permit. Businesses should keep in mind that their future methods of goods and service delivery and how they are structured might have to be quite different from how they started. Repurposing might be a useful concept. There is a lot of rethinking of health and safety measures for staff and customers, handling of goods, and communications, so, efforts should be made to be informed, adaptable, creative, and to keep going.

For our part, Waubetek immediately recognized that the health emergency declaration would have serious and abrupt economic effects upon our clients. The Waubetek Board of Directors quickly convened and authorized immediate measures so that on March 20th, 2020, notices were sent to all loan clients informing them of the deferment of loan payments and with links to government programs that might be of assistance.

Since then, staff have been working very hard on means of enabling our clients to access the emergency business loan financing announced by Canada. We quickly developed a new application and disbursement system and then incorporated updated guidelines as they were released to us. We now have in place the FedNor **Regional Relief and Recovery Fund (RRRF)** and the **Indigenous Business Stimulus Fund** programs. Notices to clients and website information on these programs were released on May 12th, 2020.

We did our best to represent client interests to the program sponsors as these programs were being developed and will continue to do so as these programs are further refined. As businesses themselves are the only sources of information as to the effectiveness of these and perhaps other financing programs, we will contact them from time to time and trust that they will assist us with the facts and figures needed to support our efforts to support them.

New information and updates will be posted to our social media pages and sent directly to clients by email as these become available. All are invited to send views and information that might help policy and program development or even be passed on to other clients. So please, everyone, keep safe, keep healthy, and keep going.

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## WAUBETEK BRIEFS

### Waubetek Administering Special COVID-19 Emergency Loans

Initially, at the beginning of the COVID-19 crisis, the Waubetek Board of Directors responded with the deferral of principal and interest payments of all client loan payments to the end of June 2020 and developed a \$50,000 emergency loan fund to assist our clients with fixed costs during business shut-downs. We had also encouraged our clients to seek financial support from the Federal programs that would be administered through the mainstream financial institutions. We fielded many inquiries about this assistance.

In mid-April, additional Federal financial support was announced for Community Futures organizations and Aboriginal Financial Institutions in the form of \$40,000 loans with 25% or up to \$10,000 of these loans being non-repayable based on certain criteria. Waubetek is now administering funds from both of these sources which are available up to September 30th, 2020. We developed fillable application forms to make the application process easier for the applicants. We are now processing applications for these emergency loans, even though these special funds had not yet been provided to Waubetek as at June 1st. We do expect to receive funds shortly, but that is not delaying our efforts to get the much-needed financial support to our clients in the meantime. More than 50 business inquiries for these emergency funds have been received to date and we expect the majority of these inquiries will result in loans. Waubetek has also developed electronic fund transfer capabilities to expedite approved funds being provided to our clients.

### Aboriginal Business Financing Program

The Aboriginal Business Financial Program is now available for this current year as at May 15th. We do have several applications in the queue as funds for these conditional contributions were not available since January 2020. We are now beginning to process these applications, but please be patient with us as our Business Development Officers are still working remotely from home during the COVID-19 crisis.

### Centre of Excellence for Indigenous Minerals Development

As Waubetek continues to work on the implementation of the 2015 Aboriginal Mining Strategy for North-East Ontario, our recent efforts have focussed on the establishment of the Centre of Excellence for Indigenous for Indigenous Minerals Development. The opening of the Centre has been delayed during the COVID-19 crisis, but we have been continuing our search for an Executive Director. The Centre is designed as an *information clearinghouse* that will be situated at Laurentian University where First Nations can obtain mining-related information, data, tools, templates and case studies related to Indigenous peoples and the minerals development industry. The Centre will also serve as a source of information for mining companies to obtain information on the protocols and leading practices on working with Indigenous peoples. This Centre will be operational sometime in the Fall of 2020.

### Waubetek Involved in National and Regional COVID-19 Measures

Waubetek's General Manager, Dawn Madahbee Leach, has been assisting in establishing various measures to help react to the COVID-19 crisis and the subsequent economic recovery and stimulus. Currently, Ms. Madahbee Leach is a member of the following forums:

- a) National Indigenous Business COVID-19 Emergency Response Task Force which is comprised of representatives of national Indigenous organizations who work with Indigenous businesses, Indigenous Services Canada through their Procurement Service for Aboriginal Businesses (PSAB), Google Cloud and SADA Systems who have been tasked to develop a business directory of Indigenous businesses that can respond to COVID-19 medical equipment needs, food security and transportation. The Task Force was also mandated to develop a survey of Indigenous Businesses and a survey of Indigenous Communities to determine their needs and their current situation or issues so that these needs and issues can be addressed.
- b) Indigenous Economic Response and Recovery Group which is a group comprised of seven Indigenous representatives invited to assist the Ontario Government by informing the Government of Ontario on how they can best support Indigenous businesses, sectors and jobs affected by COVID-19 and on planning for economic recovery from an Indigenous needs perspective.
- c) FedNor and Community Futures Development Corporations of Northern Ontario meet weekly to discuss the needs faced by rural and remote businesses who are not benefitting from the CEBA funds. The group have had a say on the design of the new Regional Relief and Recovery Fund (RRRF).
- d) Indigenous Services Canada, FedNor, FedDev and the Aboriginal Financial Institutions of Ontario meet weekly to discuss service gaps, impacts and coordination with respect to efforts to support Indigenous Businesses during the COVID-19 crisis.
- e) The Waubetek Board of Directors have been meeting every two weeks to discuss services to assist our clients during these challenging times. The Waubetek Business Development Team and Staff meet several times a week.
- f) Mining Association of Canada has received input from Waubetek on how to best address the needs of Indigenous suppliers of goods and services during this pandemic.
- g) The National Integrated Commercial Fisheries Initiative Management Group, comprised of Dawn Madahbee Leach and Nick Huber have been meeting weekly as well to discuss and address Indigenous fisheries/aquaculture needs. Nick developed the safety guidelines for aquaculture businesses for Canada.

# NORTHERN INTEGRATED COMMERCIAL FISHERIES INITIATIVE

Aquaculture continues to be a strong and sturdy industry coast to coast to coast in Canada. The Canadian Aquaculture Industry Alliance reports Aquaculture generates \$5.4 Billion in economic activity in Canada alone, with a gross domestic product of \$2.2 Billion. Aquaculture in Canada employs 26,000 full time workers, most of which come from rural, remote and Indigenous communities that generate \$1.2 Billion in labour income.

Closer to home, central Canada is seeing some fantastic growth in aquaculture, most of which is led by Indigenous communities. Numerous communities, especially in Ontario are currently working within the development stages of their Aquaculture projects which will soon be shovel ready. Once in operation, these farms and facilities will more than double the current aquaculture production that is currently seen today in Ontario. Indigenous Communities can relate to aquaculture as an ideal sector to consider due to their aquatic resources, rights and special access to aquaculture development sites.

Following a very successful first year of the deployment of the Northern Integrated Commercial Fisheries Initiative (NICFI) we have seen incredible uptake and interest in the program through our second term. We are very happy to announce that we have nine First Nation communities participating within the NICFI program that is receiving financial support for various types of aquaculture projects and have supported numerous other communities with aquaculture workshops, support, technical support and advice ideally setting the table for their participation within the program for our third term launch of the program which opens on April 1, 2020. We have been able to make some large impacts within aquaculture projects by utilizing the NICFI program, whether the project is just starting the development stage or already in operation there is an avenue for support. Thus far, we have been able to support communities with financial support towards feasibility studies, business plans and other developmental activities, environmental studies and assessments. In addition, we have also helped out with equipment and capital purchases and due-diligence and investigative facility tours and even training. The range of

species these projects have been involved in has been quite vast as well, they range from rainbow trout, walleye, sturgeon, lake whitefish, pacific white shrimp, and arctic char. One of the most exciting aspects of not only this sector but the program is that these projects are all being done for various reasons within the industry. For example, some projects are focused on commercial production where as others are focused on enhancement and rehabilitation. Within commercial production we are even seeing projects looking to entering the specialty markets and even live markets, where as others will be in place to make positive impacts towards food security.

When looking at aquaculture as a possible option, it's important to identify what your goals and objectives are and what areas or resources you may have available to support your potential project. When addressing these simple questions, one can narrow their potential involvement in the sector and focus on a specific type of aquaculture to make the biggest impact within the community. As long as water is available, some sort of aquaculture is possible, it's just a matter of identifying what could be the best fit.

If you have any questions about aquaculture or the Northern Integrated Commercial Fisheries Initiative (NICFI) please contact our Aquaculture Development Officer, Nicholas Huber. Nicholas is in place to assist our members for nearly all aquaculture related activities by using his technical knowledge and experience within the industry to be a resources, asset and ally by working with groups towards creating and maintaining environmentally, socially and economically sustainable aquaculture projects.

For further information about the Northern Integrated Commercial Fisheries Initiative Aquaculture Development Source or aquaculture in general, please contact Nicholas Huber, Aquaculture Development Officer at: [nhuber@waubetek.com](mailto:nhuber@waubetek.com).



**Community Engagement at Muskeg Lake Cree Nation**

**Following the Leadership meeting – Mistawasis Nehiyawak & the Saskatoon Tribal Council**



**Shawanaga First Nation – Walleye Hatchery pre-expansion**

## NELSON'S MOBILE BOAT REPAIR: WE COME TO YOU!

Nelson Maracle is a member of the Mohawks of the Bay of Quinte First Nation and owner/operator of Nelson's Mobile Boat Repair, based in Midland, Ontario. His service area includes the Southeast Georgian Bay and surrounding areas, specializing in fiberglass and gelcoat repairs, detailing, shrink wrapping, and full structural rebuilds. The scale of projects Nelson can handle is very wide, with jobs running anywhere from \$2,000 to \$50,000. This comes from Nelson's 30 years of experience, starting with Grew Boats in Penetanguishene followed by more years with well-known boat repair shops throughout Southeast Georgian Bay. Nelson can safely assure his customers of professional quality results on their sailboats, powerboats, yachts, PWC's, kayaks, canoes, and recreational vehicles.



take advantage of the Aboriginal Business Financing Program delivered by the Waubetek Business Development Corporation. With this help, Nelson is now looking forward to growing his dream.

Nelson's advice to those who are interested in starting up their own business is to "do your homework to make sure there is a market for your business; obtain the proper business and liability insurance specific to your needs, and don't hesitate to reach out to other business operators for help."

Nelson's Mobile Boat Repair can be reached by phone at (705) 427-2133, by email at: [nelsonsboatrepair@gmail.com](mailto:nelsonsboatrepair@gmail.com) and information can be found on his website at <https://nelsonsmobileboatrepair.com> or visit the business facebook page.

facebook

Over the years, Nelson dreamt of operating his own boat repair shop, and kept his eyes and mind open for a suitable niche that would fit his skills and goals. Nelson saw that there were no businesses within a 100-mile radius of Midland offering mobile boat repairs and believed that this represented an opportunity for him. Nelson states his reasoning as follows: "Being mobile really saves the customers time, money and the inconvenience of having to transport their boats to and from a repair shop". Performing services at the customers' home, shop, cottage, dock, storage facility, or home port marina is what makes us truly unique." He then adds, "Together with the help of my wife, we decided to take the risk and try to make a go of this with a mobile perspective." What followed is that in May 2019, with encouragement from his family and friends, a professional business plan was drafted, a great website was created, and Nelson's Mobile Boat Repairs came to life.

Nelson says that he is enjoying the freedom of being his own boss and the liberty of being able to choose the jobs he wishes to complete. His best moments are when a job is completed and the customer expresses delight with how great their boat looks. Whether it's a cosmetic touch up, structural repair or a complete boat refinishing project, Nelson says he is committed to providing his customers with an honest, straight forward repair assessment, along with delivering a top-quality finished product at a fair and competitive industry price. Nelson considers himself fortunate to have been being able to

Before



After



## COPPERTAIL ELECTRIC

Virgil Pine is a member of the Garden River First Nation and owner of Coppertail Electric which he has operated from the Garden River First Nation since 2016. Virgil earned his Red Seal endorsement on his electrician's trade certificate while working for many years in Western Canada and far northern Ontario. Virgil is also certified for Solar Photovoltaic (PV) Design and Installation by the Canadian Solar Institute. In addition to the core electrical business, Coppertail Electric also offers general contracting with his construction crew which includes a Red Seal certified carpenter.

Virgil says "I started off with electrical and I've expanded since, so now we're doing construction and general contracting." "The market support is here in the community. The demand is definitely here but there is also a demand for trades in general." So, Virgil now aims to help his community by providing others with the opportunity to benefit from this demand. "I have First Nation employees and First Nation apprentices, and that is what I want to see grow more than anything," he says. "Having people in trades now and being able to provide that platform, it's not just business, it's education. There's something else about being First Nations and being in this position — I feel like I'm making a difference here."

Virgil credits his father's work ethic for his achievements in business. He currently employs eight people, including office staff, an interior decorator, two carpenters and an electrician. "It's been in me since I was a kid," Virgil says. "It wasn't a chore for us to go out and help my dad, it was just something we always did."

Virgil says his greatest benefit as a business owner in his home community is seeing his children while he was on the job. "It happens multiple times," Virgil says. "Out west I only ran into people 10 times in the nine years I lived there, whereas here I can run into my own children during the day and to see them when I'm working is pretty neat."

With equipment obtained through Waubetek support added to the facilities and equipment he already owned. Virgil foresees a broader scope of activities for his business in the future. He could be adding landscaping to his current suite of electrical and carpentry services.

Coppertail Electric can be contacted by phone at: 705-946-5305 or by email at [vpine@coppertaillectric.com](mailto:vpine@coppertaillectric.com) and can be found on Facebook by searching Coppertail Electric.

facebook



Coppertail Electric



## TWIGGS DISTRIBUTION CENTRE

Jennifer Twigg is a member of the Nipissing First Nation and founder of Twiggs Coffee Roasters, which is headquartered in North Bay, Ontario adjacent to the Nipissing First Nation. Jennifer got into the coffee business over twenty-five years ago and has since built a small but firmly established franchise chain of coffee and restaurant stores in North Bay, Sturgeon Falls, and Sudbury.



On this foundation, Jennifer is working to consolidate her logistics with a Twiggs Distribution Centre which will be the production and distribution hub for all Twiggs products. This centre will enable a larger volume of production, fast and reliable product delivery to current and future franchise operations, and market expansion into regular food retail outlets. Something else to watch for will be the introduction of a Twiggs Indigenous branded coffee to be available by regular retail.

Twiggs operates in a fiercely competitive market with international as well as local players. The longevity and growth of Twigg's comes from attention to detail and

maintenance of the best standards possible for Twiggs products and services. Jennifer's business model follows the main project from the green coffee bean importer/broker to the customer's cup. "We roast our own coffee," Twigg says. "We roast it, grind it and serve it." The Twiggs food menu is truly exceptional as well, introduced on the Twiggs website as "Something for Everyone." This well-illustrated menu features a healthy and satisfying offering of soups, salads, sandwiches, pizza, baked goods and beverages. Jennifer's attention to quality extends to the franchisees and their locations as well. Jennifer's team is drawn from family which ensures that franchisee training and new locations meet the Twiggs standard.

In an earlier interview, Jennifer spoke to her approach which is to make sure that Twiggs stands out. "When you are the little guy, there are the big guys around you. You are trying to fight for a spot. We give the impression that we are one of the big guys." Twiggs is getting there.

Much more information on products, services, and franchising opportunities is available and kept current on the Twiggs website (<https://www.twiggs.ca>) and Facebook, Instagram, and Twitter social media sites.



**TWIGGS**  
COFFEE ROASTERS





## WIKWEMIKONG TOURISM



[wiikwemkoong.ca](http://wiikwemkoong.ca)



Wikwemikong Tourism was established in 2008 as a department of the Enaadmaagehjik Wikwemikong Development Commission to build a foundation for sustainable tourism which would position the Wiikwemkoong Unceded Territory as a four-season tourism destination.

Luke Wassegijig is the General Manager of Wikwemikong Tourism and he says that “We’re guided by our tourism strategy with several different pillars that help guide us. “We look at tourism infrastructure and work to enhance this infrastructure with everything from waterfront development to attractions.” He goes on to describe their offerings:

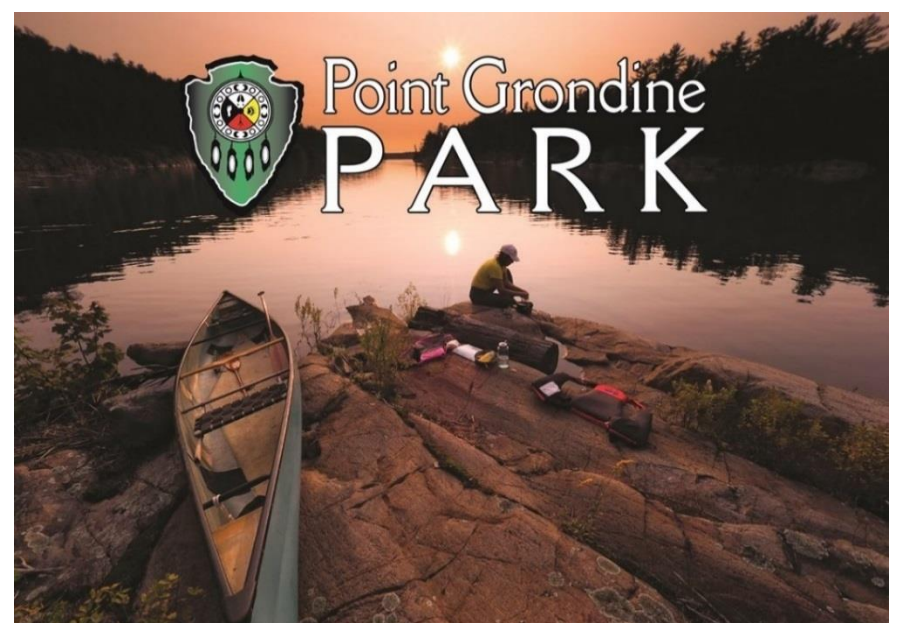
- Customized cultural tours for school groups, motor coach and cruise ship tours are offered. “We also operate Point Grondine Park in the Killarney region, so new cruise visits to Killarney in 2021 and 2022 will present possibilities for our mainland operations. So, for us, it is really exciting times.”
- Guided hikes on the Bebamikawe Memorial Trail in Wiikwemkoong as well as visits to the Holy Cross historic ruins and to cultural attractions across Manitoulin Island such as the Ojibwe Cultural Foundation in M’Chigeeng.
- Strategic partnerships with other area activities such as assisting with marketing for the Wikwemikong Annual Cultural Festival and partnering with the Manitoulin Expositor as event lead for the 2020 Manitoulin Ice Showdown.
- Trail development services for building sustainable hiking trails for different First Nation communities across the province.”

Wikwemikong Tourism has created a name and reputation for itself, winning the first Ontario Indigenous Tourism Award of Excellence in 2018. The Wikwemikong Annual Cultural Festival was also recognized with the same award in 2019.

Further, “One of (our) proudest moments was receiving the Indigenous Adventure Award from the Indigenous Tourism Association of Canada in November 2019 in Kelowna, BC,” Luke says. “It was to recognize our work in building and developing sustainable Indigenous tourism products — they looked at everything from our land-based cultural tours to the development of Point Grondine Park and our trails development.” In addition to the awards, he adds, “Europe is a big market of ours,” noting that many people visit from Germany and the Netherlands. “We get a lot of visitors that are coming up in the summer season to engage in Indigenous tourism.”

Looking forward, there will be great regional benefits as Wikwemikong Tourism and its staff of 20 work to develop Point Grondine Park with its more than 18,000 acres of natural wilderness, old growth pine forest, rivers and six interior lakes into an eco-resort and campground. Plans are to break ground on the development this summer. “It’s going to be awesome, especially with all of the other development that is going on in Killarney,” says Luke. “I think that will just enhance that and bring Indigenous tourism to that region.”

Further information on Wikwemikong Tourism can be found at: website <https://wiikwemkoong.ca/tourism>, telephone at 705-859-3477 as well as Facebook and email at [info@wiikwemkoong.ca](mailto:info@wiikwemkoong.ca)



[grondinepark.com](http://grondinepark.com)



## INDIGENOUS MINING SUPPORTS POST- COVID 19

The effects of the Covid-19 pandemic upon general health and wellness are unprecedented and its impact on the Canadian Economy has drawn comparison to the Great Depression of the 1930s. It is thought now that the changes to be brought about for COVID-19 recovery could be lasting in the way society interacts and economic activity is carried out.

This “new normal” will be an adjustment for all businesses, Indigenous and Non-Indigenous. Indigenous businesses may find themselves in a position in which they must compete harder than ever to be part of the overall economic solution in an environment where past relationships and agreements might not be sustainable. There has certainly been a lot of progress and success, however, historically, Mining is one of the industries in which Indigenous Businesses and Communities found themselves sidelined from development in their own Traditional Territories.

One of the means by which this can be addressed is to provide additional supports through an initiative identified within the **Indigenous Mining Strategy for Northeast Ontario**. The **Association of Indigenous Mining Suppliers (AIMS)** is an Indigenous led association with the main goals of business inclusion and TRUE joint ventures within the procurement and mine supply services.

**AIMS** works with the principle that as Indigenous Peoples, we are Treaty People and have a history and foundation of working with neighbour communities in harmony towards the ultimate

goals of providing for our people. The concept of supporting growth and sharing of resources is not a new concept.

**AIMS** has developed a directory of verified Indigenous Businesses that are currently working within the mining supply sector in a number of areas or with businesses that are interest in becoming engaged within the Mining industry. AIMS will assist to provide liaison to key programs and services for financing and loans as well as business advisory services.

Some of the benefits of AIMS Membership include:

- Networking with Indigenous Businesses; Training Opportunities (procurement, Health & Safety, ETC.)
- Access to Business Development Support;
- Connecting with Key Mining Industry Partners seeking Indigenous joint ventures;
- And much, much more. After COVID, we need to play a constructive role in rebuilding the economy for everyone’s benefit, and we must focus on improving the outcomes for opportunities within our Region and Traditional Territories through co-development.

AIMS is Indigenous created and Indigenous led Association that is here to help and support growth for your Indigenous business. If you would like to become a member of AIMS or would like additional information, please email [waubetek@waubetek.com](mailto:waubetek@waubetek.com) or Mr. Stacey Vincent Cress @ [scress@waubetek.com](mailto:scress@waubetek.com) .

### 2020 Charity Golf Tournament cancelled

The annual Waubetek Charity Golf Tournament has been a longstanding tradition by which bursary funds were raised in support of First Nations students who were either graduating from or enrolled in continuing post-secondary business programs. These bursaries are a valuable investment in our future as evidenced by the numbers of past recipients who have completed their studies and moved on to leadership roles of their own.



With that in mind, the decision to cancel was not one we wanted to make but did without hesitation as the extreme circumstances caused by COVID19 really left no other option. This decision was made out of concern for the health and safety of all our participants and volunteers and out of respect for our sponsors, many of whom are dealing with grave risks to their businesses. Our respect also extends especially to the front line and support health workers and first responders who bear the most weight in dealing with an unresolved and unpredictable pandemic situation on a daily basis. Our sense of responsibility would not allow us to add to their risk.

So, this year, we will do our part to support our leadership and help with business and employment recovery best we can. We thank all those who have inquired about this year’s tournament and appreciate their understanding and support for this effort.

To all, we will say that we believe in the resiliency of our people and look forward to seeing this tournament and the cause it supports return in 2021.





## BUSINESS DEVELOPMENT OFFICER (BDO) SERVICE AREA

SAM MANITOWABI smanitowabi@waubetek.com	JASON PELTIER jpeltier@waubetek.com
<b>Manitoulin and North Shore Region</b>	<b>North East, Hwy. 69 corridor to Barrie/Sutton</b>
Aundeck Omni Kaning M'Chigeeng Sheguiandah Sheshegwaning Zhibaaahaasing Wiikwemkoong Whitefish River Sagamok Anishnawbek Serpent River Mississauga Thessalon Batchewana Garden River Sault Ste. Marie	Atikameksheng Anishnawbek Sudbury Wahnapiatae North Bay Mattawa Temagami Henvey Inlet Magnetawan Killarney Shawanaga Wasauksing Wahta Moose Deer Point Rama/Orillia/Barrie Midland Beausoleil Georgina Island

### Want your event included?

Free listing for Economic:

- workshops/sessions
- conferences
- events

Within the 27 First Nations communities Waubetek serves. Email [waubetek@waubetek.com](mailto:waubetek@waubetek.com) with "Waubetek Community Listings" in subject line. Please submit your listing in mid-March and mid-August.



### Interested in writing articles for Waubetek?

Please send:

- resume of experience
  - 2 example articles
- submit to [Waubetek@waubetek.com](mailto:Waubetek@waubetek.com)

## OUTREACH SERVICES

### HWY 69/SOUTH – JASON PELTIER

TBD - Henvey Inlet First Nation	9:00 - 10:00 a.m.
TBD - Magnetawan First Nation	10:30 a.m. - 12:00 p.m.
TBD - Shawanaga First Nation	12:30 - 2:00 p.m.
TBD - Wasauksing First Nation	2:30 - 4:00 p.m.
TBD - Georgina Island First Nation	9:00 - 11:30 a.m.
TBD - Rama First Nation, Orillia area	1:00 - 4:30 p.m.
TBD - Beausoleil First Nation	10:00 - 1:00 p.m.
TBD - Georgian Bay Native Friendship Centre	2:00 - 4:00 p.m.
TBD - Barrie Friendship Centre	9:00 a.m. - 4:00 p.m.
TBD - Wahta Mohawks	9:00 - 10:30 a.m.
TBD - Moose Deer Point First Nation	11:00 - 12:00 p.m.
TBD - Killarney	2:30 - 4:00 p.m.

### MANITOULIN REGION – SAM MANITOWABI

#### **AUNDECK OMNI KANING / SHEGUIANDAH / WHITEFISH RIVER**

TBD - Sheguiandah First Nation	9:00 - 10:00 a.m.
TBD - Aundeck Omni Kaning First Nation	10:30 a.m. - 12:00 p.m.
TBD - Whitefish River First Nation	by appointment

#### **M'CHIGEENG / SHESHEGWANING / ZHIIBAHAASING**

TBD - Sheshegwaning First Nation	10:00 - 11:00 a.m.
TBD - Zhiibaahaasing First Nation	11:15 a.m. - 12:00 p.m.
TBD - M'Chigeeng First Nation	1:30 - 4:00 p.m.

#### **WIKWEMIKONG**

TBD - Wikwemikong Unceded Territory	9:00 a.m. - 4:30 p.m.
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### NORTH SHORE REGION – SAM MANITOWABI

TBD - Sagamok Anishinawbek	9:00 - 11:30 a.m.
TBD - Serpent River First Nation	1:00 - 3:30 p.m.
TBD - Mississauga First Nation	10:30 a.m. - 12:00 p.m.
TBD - Thessalon First Nation	1:30 - 3:30 p.m.
TBD - Garden River First Nation	9 a.m. - 12:00 p.m.
TBD - Sault Ste. Marie Indian Friendship Centre	1:00 - 4:00 p.m.
TBD - Batchewana First Nation	9:30 a.m. - 12:00 p.m.

### NORTHEAST REGION – JASON PELTIER

TBD - Whitefish Lake First Nation	9:00 - 11:00 a.m.
TBD - Wahnapiatae First Nation	1:00 - 3:00 p.m.
TBD - Sudbury Gezhtoojig Office	9:00 - 11:00 a.m.
TBD - Dokis First Nation	1:00 - 2:00 p.m.
TBD - Nipissing First Nation Garden Village	3:00 - 4:30 p.m.
TBD - Temagami First Nation	10:00 a.m.- 12:00 p.m.
TBD - Temagami Municipality	2:00 - 3:30 p.m.
TBD - North Bay Friendship Centre	9:00 a.m. - 12:00 p.m.
TBD - HWY. 17 (Verner, Hagar, Sturgeon Falls)	2:00 - 4:00 p.m. by appointment

**\*Note: Due to the COVID-19 Pandemic, scheduled outreach visits to the communities are on hold. Please check our website for any schedule updates over the summer months. Thank you for your understanding.**

# TOUCHED BY THE ENTREPRENEURIAL SPIRIT...

## 1. One Stop Home Comfort

Tyler Watson operates **One Stop Home Comfort** in the Barrie, Ontario area. Tyler is a fully licensed HVAC and gas residential and commercial technician. You can visit his website at [www.onestophomecomfort.com](http://www.onestophomecomfort.com) or email at [tyler@onestophomecomfort.com](mailto:tyler@onestophomecomfort.com)



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## 2. Poetry of the Gods

Melissa Della Porta, of the Pabineau First Nation in New Brunswick, is owner-operator of **Poetry of the Gods**, a high-end beauty products and accessories located in Burks Falls, Ontario. The business offers hand-crafted artisan cold-pressed soaps, body polish and hand cream. Melissa's is a home-based business with her products available in three stores in Muskoka and one in Bancroft, Ontario. Information on her products and online shopping is available on Melissa's [www.poetryofthegods.com](http://www.poetryofthegods.com) website and social media accounts.



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## 3. SYCTR Logistics

Andrew Restoule, of the Dokis First Nation, owns and operates **SYCTR Logistics**, providing residential and industrial excavation and snowplowing services in the North Bay and surrounding areas. To contact Andrew for a consultation, call 705-497-1678.

## 4. Mississauga First Nation Aquaculture

The **Mississauga First Nation** is developing a sustainable land-based recirculating aquaculture venture for commercial production and rearing of rainbow trout. By producing a consistent, quality product on a year-round basis this provides **Mississauga First Nation Aquaculture** an advantage to provide consumers with taste, value and convenience.



The venture is intended to stimulate economic development and generate meaningful employment and prosperity in the community. For more information contact the Mississauga First Nation's Economic Development Officer Jon Cada at 705-356-1621.

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## 5. Bear Waters Gathering

Amanda Dale, of the Metis Nation of Ontario and her partner, **Strength of Two Buffalos Dale**, of the Six Nations First Nation, established **Bear Waters Gathering** in 2019 and is located in Utterson, Ontario. Bear Waters Gathering is a team of traditional knowledge keepers and/or counsellors who have extensive knowledge of Indigenous culture, who supply the public and private sector. You can contact Amanda at 905-975-6523 and visit their website at [www.bearwatersgathering.ca](http://www.bearwatersgathering.ca)



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## 6. Savage Concrete Pumping

Alex Callacott, of the Chippewas of Rama First Nation, is the owner-operator of **Savage Concrete Pumping**. Alex provides concrete pumping for residential and commercial footings, foundations, and floors in the Huntsville-Muskoka region. Contact Alex at 705-787-0944.

## 7. Force One Inground Sprinkler Systems

Randy Dumont, of the Metis Nation of Ontario, acquired **Force One Inground Sprinkler Systems** in Penetanguishene, Ontario in 2019. Randy offers residential and commercial Inground sprinkler/irrigation systems and operates throughout the Simcoe County. To contact Randy call 705-549-5499.



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## 8. Press Market

Sara Giguere, member of the Matachewan First Nation, acquired **Press Market** in 2019 and is located in Collingwood, Ontario. Sara's store offers organic foods, cold-pressed juices, smoothies, coffee, tea and vegetarian and vegan meal options as well as dairy and gluten-free desserts. To contact Sara call 705-293-3600 and visit her well-illustrated website at: [www.pressmarket.ca](http://www.pressmarket.ca)



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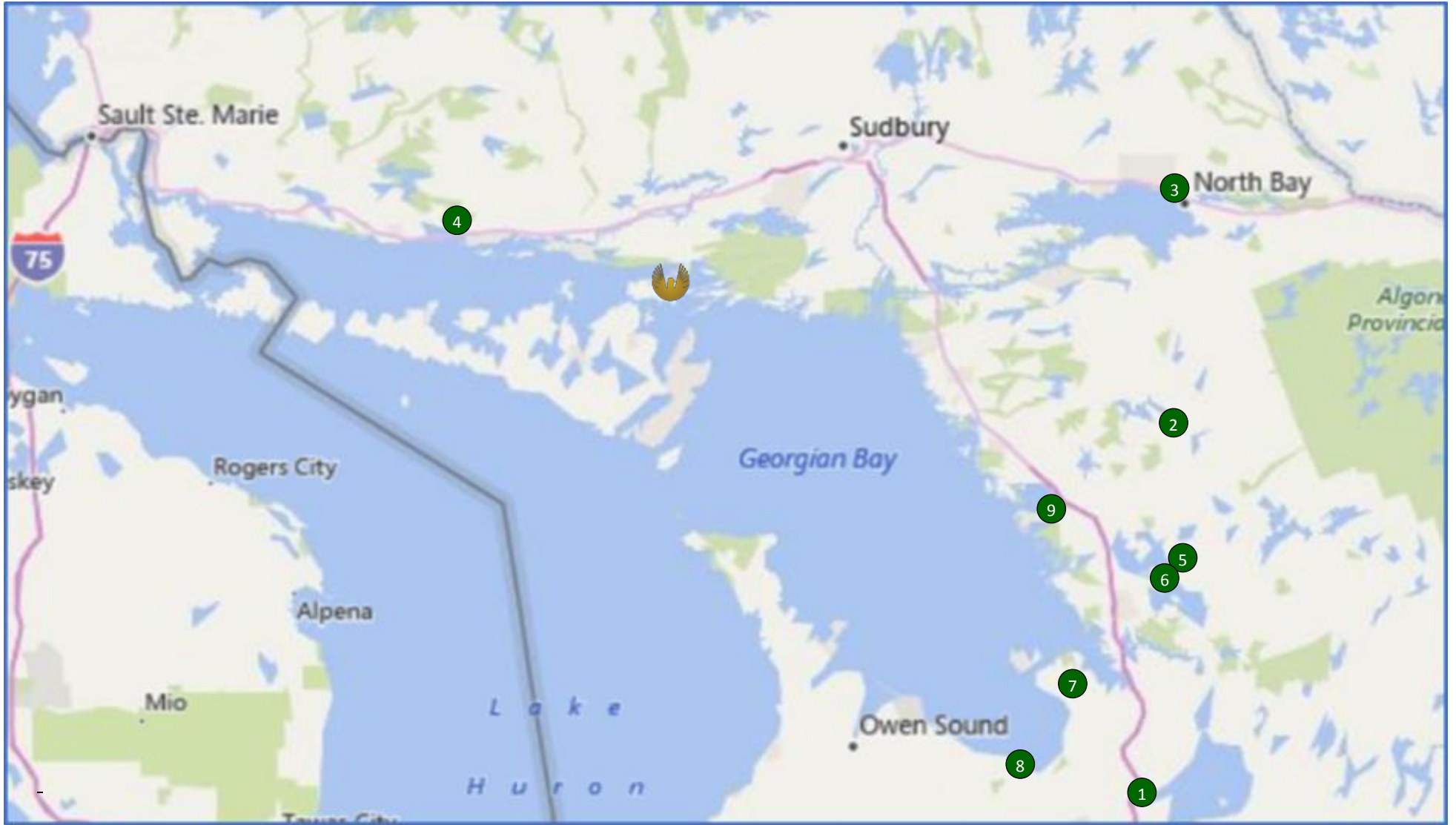
## 9. First Nation Growers Inc.

Dawn Tabobondung a status member of the Wasauksing First Nation established **First Nation Growers Inc.** This business produces year-round fresh fruits, vegetables and herbs through an innovative fully automated garden system and is located on the Wasauksing First Nation. To contact Dawn call 705-746-2531. Find First Nation Growers Inc. at [www.firstnationgrowers.com](http://www.firstnationgrowers.com) or



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# TOUCHED BY THE ENTREPRENEURIAL SPIRIT MAP GUIDE



## CONGRATULATIONS TO THE 2020 WAUBETEK STUDENT BURSARY RECIPIENTS



**Cheyenne Bates, Wiikwemkoong Unceded Territory**  
Bachelor of Business Administration in Accounting



**Edie Assinewe**  
Sagamok Anishnawbek  
Bachelor of Commerce – Retail Management



**Chris Behan**  
Sagamok Anishnawbek  
Accounting UOIT



**Chelsea Brunelle**  
Batchewana First Nation  
Community Economic and Social Development



**Michael Cimino**  
Wiikwemkoong Unceded Territory  
Business Administration



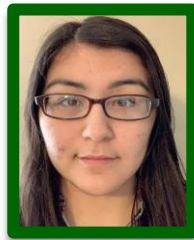
**Bryanna Jackson-Ominika**  
Wiikwemkoong Unceded Territory  
Bachelor Business Administration – Marketing & Finance



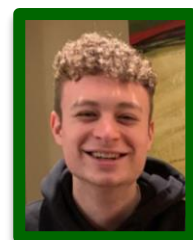
**Zonya Jacobs**  
Mississauga First Nation  
Accounting, Audit & IT



**Conrad Naponse**  
Atikameksheng Anishnawbek  
Business Accounting



**Alyssa Paul**  
Temagami First Nation  
Business



**Callum Roque**  
Wahnapiatae First Nation  
Commerce

# WAUBETEK'S PROGRAMS AND SERVICES

## INVESTING IN THE ABORIGINAL BUSINESS SPIRIT

Waubetek offers a variety of business loans to establish, expand or purchase a business.

### COMMERCIAL LOANS

(North-East Ontario only)

#### Term Loans

- Maximum up to \$500,000
- Loans for Aboriginal Students/Youth for summer businesses – maximum \$1,500

#### Bridge Financing

- A temporary loan to carry or bridge projects until receipt of confirmed funds from third party lenders or government agencies - maximum \$250,000.

*All Waubetek commercial loans are provided to competitive rates and on flexible terms.*

#### Conditional Contributions

- Aboriginal Business Financing Program (ABFP) - Waubetek can assist Aboriginal businesses with capital to establish, expand or acquire businesses on or off reserve in North-East Ontario. In summary, this funding is available as follows:
  - Available to First Nation, Inuit and Non-Status applicants located in North-Eastern Ontario. Proof of Aboriginal heritage is required. First Nation registered members must provide a copy of their Indian status card. Applicants of Inuit ancestry will provide a letter of confirmation from the Inuit Tapiriit Kanatami. Non-Status Indians must provide a birth certificate proving a genealogical link to a First Nation registered member. Metis citizens must apply to the Metis Voyageur Development Fund for financial assistance.
  - ABFP Conditional Contributions to individuals is available only up to 40% of the project's capital costs up to \$99,999 (or \$50,000 through the Indigenous Economic Development Fund). The applicant must provide a minimum of 10% equity and must also leverage commercial financing in order to access the contribution for capital projects.
  - ABFP Conditional Contributions to First Nation communities/First Nation owned businesses is available only as a percentage of the project's capital cost up to \$250,000. Applicants must provide 10% equity and must also leverage commercial financing in order to access the contribution for capital projects.
  - ABFP Conditional Contributions are also available for: Business Planning, Business Valuations, Marketing, Business Support and Mentorship. For these costs, the applicant must provide 25% equity and ABFP may provide up to 75% of the costs within the above stated limits. No commercial loans are required for these projects within these categories.
  - Community Economic Grants (CEG) – through the Indigenous Economic Development Fund, Waubetek provides up to \$10,000 towards economic capacity-building projects for Aboriginal communities and First Nation owned organizations for initiatives located within North-East Ontario.

### BUSINESS AND ECONOMIC ADVISORY SERVICES

#### Business and Economic Counselling Services

- Waubetek has experienced Business Development Officers (BDO's) available to provide guidance and advisory services. Waubetek has BDO's in North-East Ontario for all of our programs.
- Waubetek also has a knowledgeable Business Support Officer available to provide assistance to business clients who may require advisory assistance or a business review.

### REGIONAL INITIATIVES IN NORTH-EAST ONTARIO

- Waubetek offers quarterly business workshops on a variety of topics to assist Aboriginal entrepreneurs and First Nation Economic Development Officers.
- Waubetek implements regional economic strategies to assist First Nations and Aboriginal entrepreneurs in the Fisheries and Mining sectors.
- Waubetek has an Aquaculture Business Technician on staff to assist applicants with their Aquaculture-related businesses anywhere in Ontario, Manitoba, Saskatchewan and Alberta.
- A Mining Project Manager is in place to help implement the "Aboriginal Mining Strategy for North-East Ontario". sectors.
- Waubetek offers youth development initiatives to help Aboriginal youth seek business ownership as a career through conferences and workshops.
- Waubetek hosts a First Nation Economic Development Officer Tool-kit of resources, templates and leading practices for EDO's in North-East Ontario.

For more information, please contact our office at:

PO Box 209, 6 Rainbow Valley Rd., Birch Island, Ontario P0P 1A0

Telephone: (705) 285-4275

Fax: (705) 285-4584

Email: [waubetek@waubetek.com](mailto:waubetek@waubetek.com)

