



Waubetek Business Development Corporation

FREE  
Take One

“A Community Futures Development Corporation”

# WAUBETEK NEWS

Spring

2019



## Featured Businesses this Issue



## INSIDE THIS ISSUE

- Northern Integrated Commercial Fisheries Initiative .....pg.2
- Burke Stonework and Excavation - Bringing Your Landscape Dreams to Life.....pg 3
- M'Chigeeng Freshmart Store.....pg 4
- Twiggs Coffee Roasters – More than just Coffee.....pg 5
- “Picking up Where Mother Nature Leafs Off.”.....pg 6
- WAUBETEK NEWS BRIEFS.....pg 7
- Outreach Services Spring 2019.....pg 8
- Touched By The Entrepreneurial Spirit.....pg 9
- Touched by the Entrepreneurial Spirit Map Guide.....pg 10
- Waubetek Student Bursary Recipients.....pg 11
- Investing in the Aboriginal Business Spirit.....pg 12
- 30 years of Investing and more .....pg 13



**TWIGGS**  
COFFEE ROASTERS

Freshly Roasted. Fair Trade. Organic.



**ALGOMA**  
**TREE SERVICES**  
I N C O R P O R A T E D

## **NEW PROGRAM - NORTHERN INTEGRATED COMMERCIAL FISHERIES INITIATIVE**

In April, 2019, the Northern Integrated Commercial Fisheries Initiative (NICFI) will formally launch as Canada's newest commercial fishing and aquaculture-related program. The aspect of this initiative dealing with commercial fisheries will be delivered by Fisheries and Oceans Canada and the Waubetek Business Development Corporation will be supporting aquaculture developments. NICFI was created to assist Indigenous groups develop commercial fishing and aquaculture operations that will: be economically self-sustaining; create opportunities for capacity building; generate Indigenous employment opportunities, and demonstrate environmental responsibility.

Under the Waubetek Business Development Corporation, aquaculture support is very broad, covering a wide a spectrum of business-related needs and intentions for Indigenous communities, individuals, businesses and organizations as well as fish species. Eligible projects may include expansions or upgrades to existing marine fin fish, shellfish, or freshwater aquaculture facilities (land-based/open-net pen); equipment, gear, infrastructure for new or expanded aquaculture operations; acquisition of existing aquaculture operations; feasibility studies, environmental assessments, business plans, and one-time aquaculture operation start-up costs. Funding for

working capital and scientific studies is not available through NICFI, however.

Interest in the program was quite intense in late 2018 but Waubetek was able to gather funds for a program "soft launch" in order to support nine projects. These ranged from assistance with equipment and infrastructure, expansion of existing operations, feasibility studies, detailed designs, community engagements, business plans, partnership development, and travel for facility visits. Fish species involved in these projects include Rainbow Trout, Arctic Char, Walleye, Lake Sturgeon, Lake Whitefish and even Pacific White Shrimp. As these projects continue to be completed, we look forward to sharing all the successes found.

We are very excited to have our official launch of the program in April 2019 and look forward to working with as many groups as possible to continue to grow a strong, healthy and sustainable Indigenous aquaculture industry. Our Aquaculture Development Officer is always available to provide information relating to project funding or with general advice on anything aquaculture related.

**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).**



The Shawanaga First Nation (SFN) Walleye Enhancement Hatchery will be expanded to release 8-10 million Walleye fry annually back into the open water body and will also expand efforts to produce advanced fingerlings for spring and fall stocking to increase stock survivability. SFN just started a New YouTube channel so interested parties can follow their progress and see the results of the great work being done by Shawanaga Lands and Resources.

### **COMMUNITY EVENT LISTING**

**Waubetek Charity Golf Tournament**

August 16, 2019, Shotgun Start 10:00 am

**Save the Date- Waubetek Business Award Gala**

Thursday, November 7<sup>th</sup> 2019

## Burke Stonework and Excavation - Bringing Your Landscape Dreams to Life

By: Debbie Mishibinijima

Carl Burke, member of the Henvey Inlet First Nation, founded Burke Stonework and Excavation Inc. in 2012. Carl's fully-equipped, licensed, and experienced team offers full service for just about any groundwork required by commercial or residential customers. Carl's services include: excavating new builds from start to finish; designing, installing and updating septic systems; lot clearing; foundation and site drainage; and stonework for flagstone patios, retaining walls, walkways and stairways. Area realtors and homeowners can also call upon Carl for septic system inspections, repairs and options for special installations. His primary service area includes Bracebridge, Burk's Falls, Gravenhurst, Huntsville to the Muskokas, Magnetawan, McDougall, McKellar, Parry Sound, Seguin and Whitestone townships.

Carl made his career choice early in life and started right by enrolling in and graduating from the Construction Engineering program at Fanshaw College. He worked in construction for practical experience until he had enough of a feel for the field so he could take his next step which would be to form his own company.

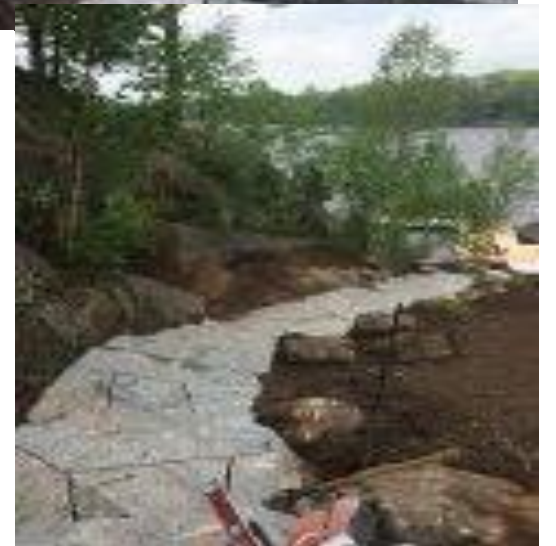
From the start, Carl put continuous emphasis on providing a quality service, crediting his professional reputation and skilled

team as being the main drivers behind his company's success to date and planned growth. This means a lot of physical effort on the jobsite and many hours ensuring customer satisfaction. When not operating equipment or moving material, Carl takes care of his clients: "I go out and meet my customers, make estimates, put the work in, and then invoice. It is seven days a week when you own your own business."

Carl is quick to include his family as a vital part of his business. "My dad worked for me when I first got started. He gave me a hand for the first year and a half. My mom would be there too." His wife, Lindsay, also helped to grow the business and continues by handling deskwork all the while being a mother of two – one being a newborn infant.

Carl's approach to his business and advice to starting entrepreneurs is straightforward: "If you are going to be working it, you should have no trouble succeeding. Make sure you have a good business plan, and all the numbers add up in the business. Work hard. If you are willing to put in the hard work, it should pay off."

**For estimates or further information, contact Carl Stonework and Excavating Inc. at: [info@Carl-stonework.ca](mailto:info@Carl-stonework.ca) Phone: (705) 279-1764, Website: [Carl-stonework.ca](http://Carl-stonework.ca)**



## SHOP LOCAL AT THE M'CHIGEENG FRESHMART STORE

By: Debbie Mishibinjima

M'Chigeeng First Nation community members' dream of having their own full-service grocery store is now a reality. This has been a community vision for about 40 years with efforts in the last five (5) years making it a reality. The M'Chigeeng Freshmart grocery store opened its doors for business on April 4, 2019 with M'Chigeeng First Nation Elders Mike Debassige and Nancy Hare being the first shoppers.

The M'Chigeeng First Nation Chief and Council, along with community membership and the HIAH Economic Development Corporation, were the driving forces behind this dynamic business venture. The M'Chigeeng First Nation Grocery Store Board will oversee the Grocery Store Operations.

To get to where they are today the HIAH Corporation was tasked with carrying out pre-feasibility and feasibility studies. Early on, it was determined that financing could not be obtained for a grocery store alone, so a change in strategy was needed. Grant Taibossigai, General Manager of HIAH Corporation, shared "We decided we would build a Business Centre with space for a store. This would allow us to build the building and support other businesses." He then set about finalizing the business plan and seeking the \$5.2 million needed for the overall project financing. Grant succeeded in arranging investment backing for the project through equity contributions from the M'Chigeeng First Nation, long term debt financing, and the Waubetek Business Development Corporation.

Much research went into the planning of the venture. The 6,250 sq. ft. grocery store was to be built to scale and consistent with the market area economy, demographics, and customer demand. Following careful review of options, Loblaw's Freshmart franchise was chosen for its wide selection of grocery and household items. Thus, the name for the store – M'Chigeeng Freshmart – came about.

A further benefit to the community is the creation of jobs. To start, 20% of the local labor and local contractors was confirmed as a requirement with the Construction Contractor. In addition, 20 community members have been trained in public relations, customer service and cash register operation. These staff will fill twelve full-time positions as well as eight 'on call' positions. Principal positions were also filled locally with Steven Debassige as Store Manager and Cheyenne McGraw as Finance Officer.

The customer shopping experience is paramount to the business' philosophy and will be enhanced with sales advertisements in weekly flyers and featured Store Manager Specials. The store will be open 7 days a week at convenient and customary hours. And save the date, as there will be a formal Grand Opening on June 21<sup>st</sup> to celebrate the new M'Chigeeng Business Development Centre and the Grocery Store.

To contact the M'Chigeeng Freshmart, call: 705-377-4345  
Hours of Operation: 8:00 am to 8:00 pm (Monday to Friday)  
8:00 am to 6:00 pm (Saturday), 8:00 am to 5:00 pm (Sunday)



## TWIGGS COFFEE ROASTERS – MORE THAN JUST COFFEE

By: Debbie Mishibinijima

Jennifer Twigg, member of the Nipissing First Nation, founded Twiggs Coffee Roasters in North Bay in 1995. “Twiggs” as it is now known, is a small but firmly established franchise chain with operations in North Bay, Sturgeon Falls, and Sudbury. The company website opens



with the following motto: “Twiggs coffee Roasters – where the Bean Starts Green.” This means that coffee beans meeting Jennifer’s specifications are brought in green and then roasted in-house according to Twiggs own special process. In addition to coffee, anyone looking for either a special treat or a tasty but health-conscious meal will find something just right among the in-house baked goods, fresh squeezed juices, sandwiches, salads and other plated items. Gift baskets, catering, online ordering and more are also available. Twiggs customers will find themselves among a very strong and loyal customer base that continues to grow thanks to Jennifer’s commitment to providing products and services of the highest possible quality.

The initiative for Twiggs Coffee Roasters started on the other side of the country while Jennifer and her husband were living in British Columbia. In 1983, when Jennifer decided that she would go all in and get into the coffee business, the family settled into North Bay, close to their family roots. They bought into a coffee franchise and operated it long enough for Jennifer to learn the fundamentals of coffee-based restaurant operation. After that, Jennifer worked to refine her own ideas for an innovative new coffee house built upon socially responsible principles. “It was a very valuable move on our part,” said Jennifer. “We were sure that North Bay would like the concept of a fresh juice bar and

Healthy food choices”. Twenty-five years later, her ideas are still working.

A thorough reading of the Twiggs website shows that there is more to the range of Twiggs offerings and layers to Jennifer’s business philosophy than just coffee. Social

responsibility plays a big part in Twiggs business values. It starts with the coffee beans which are certified organic and fair trade. Closer to home, two cents from every takeout coffee purchase is donated to One Kids Place Children’s Treatment Centre. Further, Twiggs is partnered with the North Bay MFRC veteran’s organization with its Veteran Family Card which offers a 10% discount on purchases to Canadian veterans and their families. So, besides being a source for high quality products and services, Twiggs customers can enjoy the satisfaction of doing their part to benefit larger causes.

Successful entrepreneurs recognize that having a great idea is one thing but making it work is another. For the first ten years, it took Jennifer long hours to grow the business, baking, doing customer service, marketing, quality control, cleanup, and finally closing up shop at night. Active family support is critical to startups and Jennifer’s entire family has been fully involved in Twiggs operations. Jennifer’s approach 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.”

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

## “PICKING UP WHERE MOTHER NATURE LEAFS OFF.”

By: Debbie Mishibinijima

Nancy Ann Solomon, member of the Garden River First Nation, is the owner and operator of Algoma Tree Services (ATS) located in Sault Ste. Marie, Ontario. Nancy founded her company in 2014 and has been working since, servicing residential, commercial, as well as local and other government clientele. ATS offers a full range of services from tree removal, pruning, and stump grinding and hedging, to referrals to tree planting companies. Nancy's company emphasizes tree care, doing its work in a way that promotes the long-term health and preservation of trees. Expert tree care is assured with her well-trained and equipped crew. Nancy herself has certifications through Arboriculture Canada Training. Her crew is ready for any job with chainsaws and brush saws, wood chippers, stump grinders, three trailers, two trucks and now offers snow removal.

Nancy's business philosophy is to be fully involved in order to ensure quality of service and encourage repeat business. “I am at every job site, I do every estimate, I cut, I climb, and I operate heavy equipment.” This approach brings the payoffs. “I had two back to back wind storms. I had a contract from Hydro One that went into a 25-day contract,” said Nancy. “You are only as good as your last job. Your clean-up is your final thing that the customer sees at the end. We want to make it look like we were not even in your yard.” This past January, 2019, ATS was nominated as a Business of the Year candidate by the Sault Ste. Marie Chamber of Commerce. “We did not win, but just being recognized was amazing,” said Nancy.

ATS is a growing business thanks to Nancy's willingness to put effort into her marketing. Early in the startup stage, Nancy reached out to property restoration companies, the Ontario Ministry of Transportation, and the Garden River First Nation in order to create awareness of her company, her reputation, and to acquire sub-contract work. “Make people aware that you are there and what you offer. Integrity is huge, as well,” states Nancy.

A further quality shown by successful businesses is resilience. In the morning of October 20th, 2018, Nancy discovered that thieves had taken almost all their equipment, leaving Nancy and her partner, Kevin, little with which to carry on their business. Nancy's approach to business had built great relationships in the community and from this came much support for her business recovery with even competitors pitching in with offers of equipment. Nancy said “We didn't miss a day's work thanks to all of them.”

Nancy recognizes that her crewmembers are integral to her company and cares for them by emphasizing safety. “This is the 2<sup>nd</sup> most dangerous job in North America, next to crab fisherman. Every 2.5 days an arborist is killed, so we always focus on safety.” “I appreciate each and every one of my workers. I tell them ‘let's go home safe today’”.

**For a free estimate or consultation, contact Nancy Solomon at Algoma Tree Services by telephone: 705-542-8836; by email: [algomatree@gmail.com](mailto:algomatree@gmail.com); on the Web at [www.algomatreeservices.com](http://www.algomatreeservices.com); and on Facebook.**



## WAUBETEK NEWS BRIEFS

### Mining Project Manager

Waubetek is pleased to announce that Stacey Vincent Cress has joined Waubetek as our Mining Project Manager. Stacey is a member of Garden River First Nation and he worked previously with Wabun Tribal Council and Detour Gold as well as Borden Gold where he helped to implement Impact and Benefit Agreements with the First Nations. His primary responsibility with Waubetek will be to implement the 2015 Aboriginal Mining Strategy for North-East Ontario. In that strategy, it was identified that a Centre of Excellence for Indigenous Minerals Development would be established along with an Association of Indigenous Mining Suppliers (AIMS). The strategy also refers to developing a Human Resource Inventory of First Nation people in the region who would have the required skill sets to work in various aspects of the industry. Stacey will also be arranging mining meeting roundtables amongst the First Nations, Industry and government representatives to discuss developments in the region and build working relationships.

Both Stacey and Dawn Madahbee Leach attended the annual Prospectors and Developers Association of Canada trade show in early March to build relationships, seek memberships in the new Association of Indigenous Mining Suppliers and to seek investors for the Centre of Excellence for Indigenous Minerals Development. This latter entity will be a clearinghouse for information relating to Indigenous people and the minerals industry. It will be a source of leading practices, tools, templates, case studies and referrals for expert legal, financial and environmental advice.



### Financial System Upgrades

Laura Freeman, CA, has been contracted by Waubetek to help oversee our finances, streamline our financial systems and processes as well as oversee our transition to a new loans software. Laura helped Waubetek in our initial start-up years, so we are very pleased to have her assistance once again.

### Waubetek Funding

With the changes in the provincial government, it has not yet been made clear as to whether or not Waubetek will have the Indigenous Economic Development Fund available post March 2019. This fund provided additional commercial capital for businesses for loans up to \$200,000 and contributions up to \$100,000 as well as a Community Economic Grant program that allowed Waubetek to invest up to \$10,000 in small community projects. No word had yet been provided up to mid-April.

There may also be changes with respect to the federal Aboriginal Business Financing Program delivery. There has not yet been any agreement as to program delivery post March 2019. But, Waubetek has applied to deliver the program as we have done for the past 26 years.

### Organization for Economic Cooperation and Development (OECD)

Waubetek's General Manager has been involved in the first-ever OECD project that is focused on Indigenous Peoples. The international initiative, entitled "Linking Indigenous Communities with Regional Development" will be producing a final report later in 2019, but the initial findings identified four critical actions for Indigenous economic development as being:

- 1) Better Indigenous statistics and data governance can inform better policies for Indigenous peoples including adapting well-being measures to better reflect Indigenous values and perspectives;
- 2) Place-based policies enable Indigenous entrepreneurship, led by local Indigenous institutions and engaging Indigenous stakeholders;
- 3) Land rights and security of tenure are a foundation for economic development. Indigenous lands are territories and waters that Indigenous peoples traditionally use or occupy and they have a unique legal status; and
- 4) Indigenous organizations and communities need to take a leadership role in regional and rural development strategies. The study suggests that Governments need to accelerate the shift from primarily controlling and administering resources and regulations towards playing a more supportive and enabling role which can be done through strengthening Indigenous-led institutions and supporting the formation of networks and alliances that help Indigenous peoples shape decision-making and access resources.

### Visit with the Sami People of Sweden



Waubetek's General Manager was a guest speaker at a conference in Jokkmokk, Sweden, in early February hosted by the Sami People about Indigenous women in business and leadership. The

conference was held during the annual Sami Market which involves more than 500 vendors from throughout Scandinavia. The Market has been running consecutively for more than 413 years and it is held outdoors every February within this Arctic Circle location in sub-arctic temperatures. Dawn was featured on Sami radio and is pictured here being interviewed.

### Award Recognition



For her work on behalf of Waubetek, Dawn Madahbee Leach received recognition over the last few months as one of "Canada's Top 100 Most Powerful Women – 2018" and as a recipient of the Governor General's "Meritorious Service Cross". Dawn dedicated this

recognition to her Waubetek family, past and present, her own family including those in the Spirit World, her teachers, and to the Indigenous businesses and youth who inspire the Waubetek team every day.



## BUSINESS DEVELOPMENT OFFICER (BDO) SERVICE AREA

| CALL THE WAUBETEK OFFICE   | JASON PELTIER<br>jpeltier@waubetek.com | MARK MANITOWABI<br>mmanitowabi@waubetek.com | ALEX WEEKS<br>aweeks@waubetek.com | CALL THE WAUBETEK OFFICE |
|----------------------------|--|---|-----------------------------------|--------------------------|
| North Shore and Manitoulin | Manitoulin and Hwy 69 Corridor         | Sudbury, Temagami and North Bay             | South West Ontario                | South East Ontario       |
| Sagamok Anishnawbek        | Wikwemikong                            | Atikameksheng Anishnawbek                   | Six Nations                       | Alderville               |
| Serpent River              | Henvey Inlet                           | Sudbury                                     | New Credit                        | Hiawatha                 |
| Mississauga                | Magnetawan                             | Wahnapiatae                                 | Munsee Delaware                   | Peterborough             |
| Thessalon                  | Killarney                              | Dokis                                       | Oneida                            | Curve Lake               |
| Batchewana                 | Shawanaga                              | Nipissing                                   | Chippewas of the Thames           | Scugog Island            |
| Garden River               | Wasauksing                             | North Bay                                   | Moravian of the Thames            | Tyendinaga               |
| Sault Ste. Marie           | Wahta                                  | Mattawa                                     | Caldwell                          | Kingston                 |
| Aundeck Omni Kaning        | Moose Deer Point                       | Temagami                                    | Walpole Island                    | Golden Lake              |
| M'Chigeeng                 | Orillia/Barrie                         |   | Aamjiwnaang                       | Ottawa                   |
| Sheguiandah                | Midland                                |   | Kettle & Stony Point              |                          |
| Sheshegwaning              | Beausoleil                             |   | Chippewas of Nawash               |                          |
| Whitefish River            | Georgina Island                        |   | Saugeen                           |                          |
| Zhiibaahaasing             |  |   | Greater Toronto Area              |                          |
|                            |  |   | <b>London</b>                     |                          |

Please check our website for scheduled business outreach.

### Outreach Services Spring 2019

#### HWY 69/SOUTH – JASON PELTIER

April 29 – May 3, 2019

- April 29 – Henvey Inlet First Nation 9:00 - 10:00 a.m.
- April 29 – Magnetawan First Nation 10:30 a.m. - 12:00 p.m.
- April 29 - Shawanaga First Nation 12:30 - 2:00 p.m.
- April 29 – Wasauksing First Nation 2:30 - 4:00 p.m.
- April 30 – Georgina Island First Nation 9:00 - 11:30 a.m.
- April 30 – Rama First Nation, Orillia area 1:00 - 4:30 p.m.
- May 1 – Beausoleil First Nation 10:00 a.m. - 1:00 p.m.
- May 1 – Georgian Bay Native Friendship Centre 2:00 - 4:00 p.m.
- May 2 - Barrie Friendship Centre 9:00 a.m. - 4:00 p.m.
- May 3 - Wahta Mohawks 9:00 - 10:30 a.m.
- May 3 – Moose Deer Point First Nation 11:00 – 12:00 p.m.
- May 3 – Killarney 2:30 – 4:00 p.m.

#### MANITOULIN REGION – JASON PELTIER

**May 2019**

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

- May 14 - Sheguiandah First Nation 9:00 - 10:00 a.m.
- May 14 - Aundeck Omni Kaning First Nation 10:30 a.m. – 12:00 p.m.
- May 14 - Whitefish River First Nation by appointment

#### M'CHIGEENG / SHESHEGWANING / ZHIIBAHAASING

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

#### **WIKWEMIKONG**

May 17 - Wikwemikong Unceded Territory 9:00 a.m. - 4:30 p.m.

#### NORTH SHORE REGION – JASON PELTIER

May 27-30, 2019

- May 27 – Sagamok Anishinawbek 9:00 a.m. – 11:30 a.m.
- May 27 - Serpent River First Nation 1:00 – 3:30 p.m.
- May 28 - Mississauga First Nation 10:30 a.m. – 12:00 p.m.
- May 28 - Thessalon First Nation 1:30 – 3:30 p.m.
- May 29 - Garden River First Nation 9 a.m. – 12:00 p.m.
- May 29 - Sault Ste. Marie Indian Friendship Centre 1:00 – 4:00 p.m.
- May 30 - Batchewana First Nation 9:30 a.m. – 12:00 p.m.

#### NORTHEAST REGION – JASON PELTIER

**June 10-13, 2019**

- June 10 - Whitefish Lake First Nation 9:00 a.m. – 11:00 a.m.
- June 10 - Wahnapiatae First Nation 1:00 p.m. – 3:00 p.m.
- June 11 - Sudbury Gezhtoojig Office 9:00 a.m. – 11:00 a.m.
- June 11 - Dokis First Nation 1:00 p.m. – 2:00 p.m.
- June 11 - Nipissing First Nation Garden Village 3:00 p.m. – 4:30 p.m.
- June 12 – Temagami First Nation 10:00 a.m. – 12:00 p.m.
- June 12 - Temagami Municipality 2:00 p.m. – 3:30 p.m.
- June 13 - North Bay Friendship Centre 9:00 a.m. – 12:00 p.m.
- June 13 - Highway 17 (Verner, Hagar, Sturgeon Falls) 2:00 p.m. – 4:00 p.m. by appointment



# TOUCHED BY THE ENTREPRENEURIAL SPIRIT...

## 1. BOHO Apparel



**Theresa Ouimette**, a member of the M’Chigeeng First Nation, owns and operates **BOHO** which carries stylish bohemian-chic clothing for the casual and professional consumer along with, certified organic personal body care products as well as other products. BOHO is located at 59 Great Northern Road in Sault Ste. Marie, Ontario or go online to the BOHO website at [doyhouboho.com](http://doyhouboho.com) for Theresa’s Facebook and Instagram links. You can also contact Theresa at 705-348-0623.



## 2. KITEPRO



**John Madden**, a member of the Metis Nation, established **KitePro** in Lagoon City, Ontario, in 2018. This business provides kite boarding equipment sales, education and safety-instruction. To view the business online visit [kitepro.ca](http://kitepro.ca) or to contact him call the business at 705-238-7090.



## 3. Just – In Time Express

**Justin Biron**, a member of the Garden River First Nation, living and operating his business, Just-in Time Express in Parry Sound, Ontario. Justin operates a parcel and mail delivery. Please contact Justin at 705-774-4645 to discuss terms and services.

## 4. David Garratt Landscapes



**David Garratt**, member of the Metis Nation established **David Garratt Landscapes** in Springwater, Ontario, in 2018, servicing the Barrie

and surrounding areas. To contact David for a free consultation, call David at 705-279-7665 or visit his website: [davidgarrattlandscapes.com](http://davidgarrattlandscapes.com)



## 5. Lavender & Lacquer

**Nadia Bellissimo**, a member of Nipissing First Nation and operates **Lavender & Lacquer** a spa business located at 955 Stockdale Road in North Bay, Ontario. Clients can book services by phone at 705-478-7070 or by email at [info@lavenderandlacquer.com](mailto:info@lavenderandlacquer.com) or visit Nadia’s website.

LAVENDER+LACQUER



## 6. Morningstar Audio

**Jason Manitowabi** is a member of Wikwemikong First Nation and is the owner and operator of **Morningstar Audio** located on the Wikwemikong Unceded Indian Reserve. He is an audio engineer, sound man and at times a DJ and live musician. His main area of expertise is audio and recording. To enquire about Jason’s services contact him at (705) 618-5369.

## 7. Algoma Tree Services Inc.



**Nancy Solomon**, a member of the Garden River First Nation, owns and operates **Algoma Tree Services**. This business provides tree removal, trimming, property maintenance, lot clearing and inspections to residential and commercial properties in the Sault Ste. Marie area. To contact her business call 705-255-3648.



## 8. J and D Dairy Farm Inc.



**Jackie Emiry**, a member of Metepenagiag Mi’kmaq Nation, and her husband, David Emiry, along with son Luke Emiry operate their dairy cattle business, **J and D Dairy Farm Inc.** in Richards Landing.

## 9. E. Corbiere & Sons Contracting



Brothers **Aaron and Curtis Corbiere**, members of the M’Chigeeng First Nation, partner together to operate E. Corbiere & Sons Contracting. This heavy equipment business assists with site preparations. They can be reached at 705-377-5161.



## 10. NEON Raven Art Gallery



**Ann Beam**, a member of M’Chigeeng First Nation, is the owner/director of **Neon Raven Art Gallery**. Ann’s business is based out of her home community and showcases the works of art that the family produces. To visit this business it is located at 53 Corbiere Rd., M’Chigeeng, Ontario, and the website is: [neonravenartgallery.com](http://neonravenartgallery.com)



## 11. Buzwah Variety & Video



**Dawn Jacko** is a member of the Wikwemikong First Nation and is the owner and operator of the **Buzwah Variety & Video** located on the Wikwemikong Unceded Indian Reserve at 922 Wikwemikong Way. The hours of operation are 8:00am to 11:00pm Monday to Friday, and 8:00am to 12:00am on weekends. Telephone: 705-859-3886



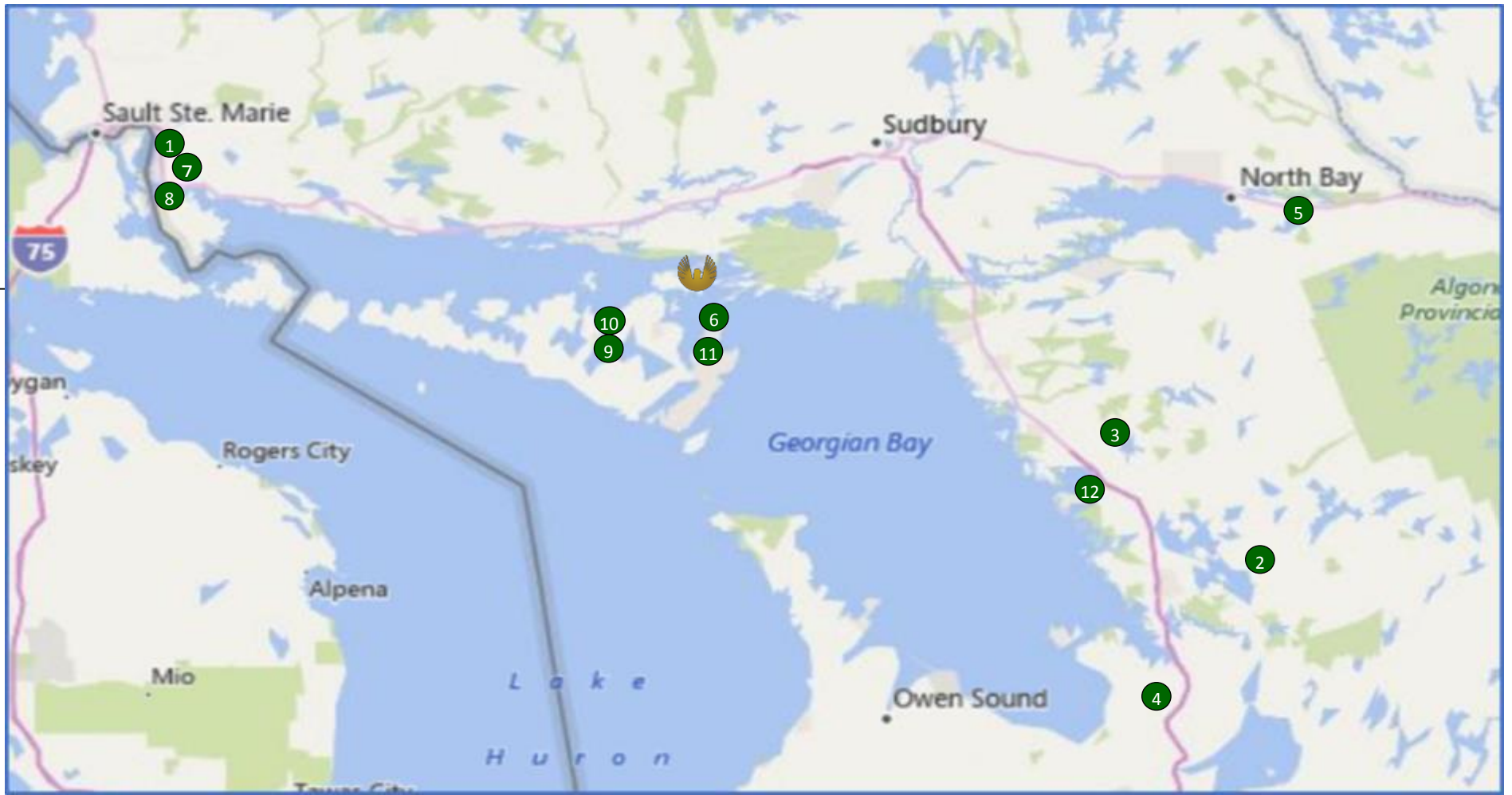
## 12. The Den Strength & Conditioning



**Ryan Shields** is a member of the Wasauksing First Nation and is the owner and operator of **The Den Strength & Conditioning**. This business is a training facility that aims to offer a complete package for one-on-one personal fitness training. The business offers a variety of strength and conditioning options, high intensity interval training and circuit training based on an individual’s fitness goals. To contact Ryan, call 705-203-0977 and his email is [thedenstrengthconditioning@hotmail.com](mailto:thedenstrengthconditioning@hotmail.com)

# Touched by the Entrepreneurial Spirit Map Guide

(From previous page)



## Congratulations to the 2019 Waubetek Student Bursary Recipients



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



**Quinn Meawasige**  
Genaabaajing (Serpent River First Nation)  
Community Economic and Social Development



**Michael Cimino**  
Wiikwemkoong  
Business Administration



**Bryanna Jackson-Ominika**  
Wiikwemkoong  
Bachelor of Business Commerce



**Conrad Naponse**  
Atikameksheng Anishnawbek  
Business Accounting



**Ruby Panamick**  
M'Chigeeng First Nation  
Human Resources



# 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 as well as Southern Ontario**. In summary, this funding is available as follows:

- Available to First Nation, Metis, Inuit and non-status applicants located in North-Eastern or Southern Ontario. Proof of **Aboriginal heritage** is required through provision of an Indian status card, Metis Nation of Ontario membership card {or other Metis provincial organization affiliated with the Metis National Council}, or confirmation of Inuit ancestry through the Inuit Tapiriit Kanatami. A viable business plan, along with the applicant demonstrating their credentials and experience, is required to access the ABFP.
- ABFP Conditional Contributions to **individuals** is available only as a percentage of the project up to \$99,999 (or \$50,000 through the Aboriginal 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 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 Aboriginal 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.

> **Social Enterprise Demonstration Fund** - Social Enterprises measure not only financial results, but also their socio-economic impact on a community or group of people, with profit being re-invested into the business to achieve social, cultural, and/or environmental aims. SEDF funding is targeted to businesses located in **North-East Ontario** who provide 10% unencumbered cash equity towards the business start-up costs. The Social Enterprise Development Fund (SEDF) provides an interest free loan, with deferred payment for up to 6 months, in an amount that covers 45% of the total business start-up costs up to a maximum of **\$70,000**. This amount may also be augmented by, or combined with, Waubetek's regular business financing (commercial loans and conditional contributions) based on eligibility and the viability of the business plan.

Eligible costs through the SEDF include such costs as business start-up and capital

Costs. It should be noted that Waubetek's regular business programming, outside of the SEDF, can be assessed to develop a business plan, provide business mentorship support; and market the business (signage, website development, promotional ads).

## 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. For the Aboriginal Business Financing Program, Waubetek also has a BDO serving Southern Ontario.
- Business **Support** Officer is 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 offers youth development initiatives to help **Aboriginal youth** seek business ownership as a career (conferences, workshops, summer employment).
- Waubetek has an **Aquaculture** Business Technician on staff to assist applicants with their Aquaculture-related businesses anywhere in **Ontario, Manitoba, Saskatchewan and Alberta**.
- 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)



# 30 years of Investing in the Aboriginal Business Spirit

**SAVE THE DATE**

**Waubetek Business Development Corporation**

**Thursday, November 7, 2019**  
**Casino Rama Resort**  
**Rama, ON**




**WAUBETEK BUSINESS AWARDS GALA**  
 CELEBRATING 30 YEARS OF  
 "INVESTING IN THE ABORIGINAL BUSINESS SPIRIT!"

Book your room by Oct 22, 2019, to receive a discounted rate at these locations:

**Casino Rama Resort**  
 Group Code: #WAUK19A  
 1-800-832-7529

**Days Inn Orillia**  
 Group Code: Waubetek Guest  
 1-705-326-8288

**Order Your Tickets Now**  
 Advance tickets are \$70/person  
 After October 1, 2019, tickets are \$80/person  
 (Sorry, no refunds)

**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)

**SAVE the DATE**

**Waubetek Business Development Corporation**  
**18<sup>th</sup> Annual Charity Golf Classic**

**Rainbow Ridge Golf Course • Manitowaning, Ontario**  
**26B Clover Valley Rd • Manitowaning, ON P0P 2J0**

**Friday, August 16, 2019**  
**8:30 AM Registration • 10:00 AM Shotgun start**  
**More information to follow**





Waubetek Business Development Corporation • 6 Rainbow Valley Road, Box 209, Birch Island, Ontario P0P 1A0  
 Telephone: 705-285-4275 • Facsimile: 705-285-4584  
 Ryan Corbiere (Golf Coordinator) • E-mail: [rcorbiere@waubetek.com](mailto:rcorbiere@waubetek.com)