



**FREE  
Take One**

Waubetek Business Development Corporation  
"A Community Futures Development Corporation"

# WAUBETEK NEWS

Fall/Winter

2018



## Waubetek Student Bursary for 2019

*INVESTING IN THE ABORIGINAL BUSINESS SPIRIT*

On August 17th, Waubetek hosted its 17th Annual Charity Golf Classic to raise funds for the Aboriginal post-secondary students registered in business and economic programs. We had 29 teams this year attending this tournament.

Thanks to our staff for volunteering their contributed efforts towards making this event a success. And special thanks to our sponsors and the Indigenous businesses who give back and sponsor this event every year.



**2019 Student Bursary Business Educational Award**

The Waubetek Business Development Corporation student bursary was launched in 2003 to assist Aboriginal post-secondary students. This bursary is intended to aid the Aboriginal student enrolled in a Business, Accounting or Economic related program.

To be eligible: the application and supporting documents are to be received by Waubetek Business Development Corporation by 4:30 p.m. EST on February 1, 2019.

Completed application package **MUST** contain:

- FULLY completed application form
- COPY of your most recent transcripts
- LETTER of support from a Professor or Instructor, or from an Aboriginal owned business.
- 300 word Essay on Economic Development
- Head shot photo
- Certificate of Indian Status card

**2018 Student Bursary Recipients:**  
Ruby Panamick, Andrew Manitowabi, Martha Wabegijig, Quinn Meawasige, and Zonya Jacobs

APPLICATION DOWNLOAD AT:  
[waubetek.com/CommunityDevelopment](http://waubetek.com/CommunityDevelopment)  
 EMAIL REPLY: [waubetek@waubetek.com](mailto:waubetek@waubetek.com)  
 PLEASE INCLUDE YOUR: Name, Email, and contact number

**THREE (3) WAYS TO SUBMIT YOUR APPLICATION AND SUPPORTING DOCUMENTS**

1. EMAIL: [waubetek@waubetek.com](mailto:waubetek@waubetek.com)
2. COURIER
3. MAIL: Waubetek Business Development Corporation, c/o Youth Committee  
PO Box 209, 6 Rainbow Valley Rd, Birch Island, ON P0P 1A0  
Subject line: Waubetek Student Bursary

**WAUBETEK**  
Business Development Corporation  
A Community Futures Development Corporation

# ABORIGINAL AQUACULTURE IN CANADA INITIATIVE

The Waubetek AACI program funded several very interesting projects in Ontario and Manitoba, all of which demonstrate entrepreneurship, innovation, environmental responsibility with potential for ensuring food security.

The **Wikwemikong Development Commission** conducted a feasibility study preliminary to any decision to become an open pen aquaculture producer. This study would review possible sites and specific technology needed to handle some of the intense weather in the open water around Wikwemikong. There would also be market and logistics analyses to assess long-term sustainability.



**New North Fisheries** has been conducting a net pen pilot project in Manitowaning Bay for raising Lake Whitefish and is reporting very encouraging results. The Lake Whitefish are showing excellent growth since their time of entry into the nets, low mortality percentages and vigorous

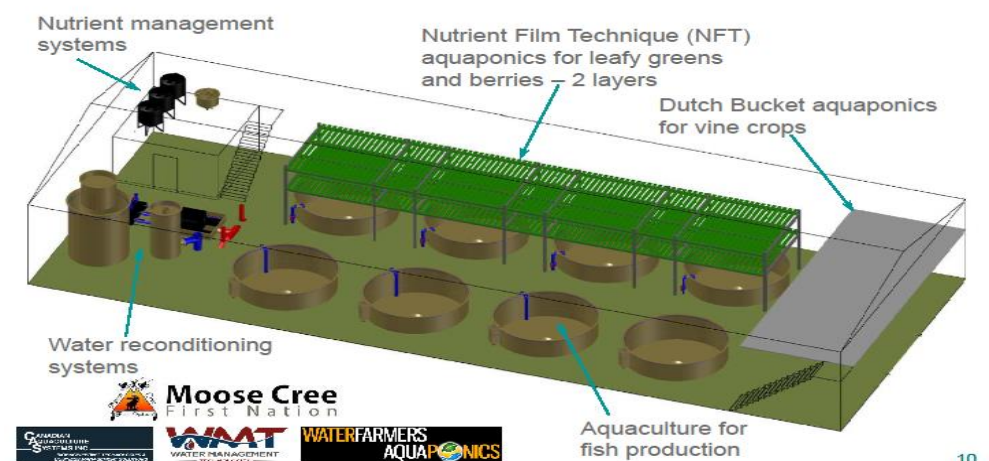
health. The fish will continue to grow until they reach market weight which could be as early as winter 2018/2019. This first of its kind operation to put yet another successfully reared species on the market will be a massive boost for the aquaculture industry and will help conserve wild Lake Whitefish populations.

Ross Herbert, a Henvey Inlet First Nation member and majority stakeholder of New North Fisheries said “The Lake Whitefish pilot project has been a great success so far, our fish are really putting on some exceptional growth. These Whitefish are truly a fish designed for northern Ontario growing conditions and we look forward to proving our model and growing the business.

The **Moose Cree First Nation** has embarked upon an integrated Aquaculture and Aquaponics project that will have positive wide-ranging social, economic, educational and health effects within the community. The detailed design stage of their project has been completed and is now nearly shovel ready. The facility is designed to provide locally grown fresh Rainbow trout and vegetable crops to a northern community that faces continual economic and nutritional challenges in terms of food cost, variety, and quality. Besides being an economic driver for the community, the facility will also be integrated into the local schools so that children will have learning opportunities for the sciences and life skills through biology, agriculture, aquaculture and nutrition.

Stan Kapashesit, of Moose Cree First Nation who is the project manager of this exciting project said “Food Sovereignty and Food Security is of great importance to our community and First Nation. This project will enable us to engage our community to understanding what that all means and have a greater appreciation as to how our food is provided to us. We hope that it also creates a spark in the youth to see what it means to include nutrition into our diet by including locally grown vegetables and incorporating fish into their diets... and it is with hope that this facility will become a model that can be shared amongst our First Nation Communities in the North. If anyone would like to learn more about our project, please feel free to connect with us here as we are always willing and happy to share. Meegwetch”

## Moose Cree Aquaponics Facility



The **Myera Group** is an Indigenous biotech firm located in Saint Francis Xavier, Manitoba. Myera is developing a fish hatchery and algae grow out operation with outputs beyond food production. Their facility comprises systems not only for raising Arctic Char for commercial markets, but also for a brood stock program for maintaining strong gene pools. Further, in Myera’s facility, fish waste will provide nutrients to grow vegetables and algae. The algae will be used for livestock fodder and nutraceutical production. A key attribute of this innovative company is its commitment towards healthy eating and living.

Bruce Hardy, the owner of Myera says “Myera has a vision of developing a food production platform that is linked to our human health outcomes. The old proverb - Food is thy Medicine, and Medicine is thy Food, is more relevant today than ever. Especially as it begins to link sustainable food production systems to address rising costs of health care and while addressing jobs through community economic development activities.”



## **YOUR BIG EVENT IS WALLETA'S BIG EVENT TOO!**

By: Debbie Mishibinijima, Writer

Walleta Anstey is a member of the Beausoleil First Nation and the owner/operator of Artistic Affairs located in Tiny, Ontario. Artistic Affairs is a full service event management and production company that has been providing quality professional planning services including equipment, rentals, staff, and catering for weddings, special occasions, and corporate events since 2014.

An axiom of business is that anyone's business should also be their passion. This is clearly the case with Walleta and she states this very clearly: "I have always loved decorating. Anytime anyone had a wedding or birthday party, I would get a call to come decorate. I had always wanted to be an event planner coordinator... You have to have that passion. I honestly believe that."



Walleta's entry into the event management field actually began long ago with a lot of hard work that gave her venture its foundation. Well before launching Artistic Affairs, Walleta's time and talent for making any event truly special was always available to whoever would call. This gave her exposure and experience so that there was no doubt that she would be a natural for that type of business. Further, Walleta and her husband made a gutsy response to the work layoffs they were facing by consolidating their cash for a war chest. Walleta then traveled and vigorously negotiated and outbid competitors in order to quickly acquire their initial business inventory. Just as quickly, Walleta secured three event contracts and began to establish herself. Walleta will say, "Since then, we have never looked back. My friends think I am the luckiest woman in the world."

Walleta does caution that things do not just unroll by themselves in one's favour. She worked hard to develop a business plan, and advises other entrepreneurs that, in order to run a successful business, a business plan must be developed. "It is your business. It is your road map. It is your dream," said Walleta.

Walleta says that she finds satisfaction not only in fulfilling her entrepreneurial dream, but also in knowing that she is creating a



bond for couples getting married. Walleta said, "When you have a couple come to you for a wedding and they have to go somewhere else for something, you haven't done your job. You have to be a full-service event planner. I have contacts with pastors, musicians, bands, deejays, florists, and photographers." This builds a reputation that builds trust between her and her clients. "The majority of brides will tell me their theme. I will show them my space. They let me run with it. They want to be surprised. I have never let down a bride... I have a dream job. I love what I do."

Naturally, Walleta has a growth plan. Her hope for the future is to have a dedicated building with offices and showrooms. Therein would be a planning room where Walleta could consult with them as to how Artistic Affairs can fulfill all their needs for any wedding, corporate, or social event.

So how does one get to know of Artistic Affairs? For Walleta, probably the most gratifying is through word of mouth from someone who was at one of the weddings she had decorated. Otherwise,

**Contact Walleta at Artistic Affairs, phone (705) 427-2087; email [info@artisticaffairs.ca](mailto:info@artisticaffairs.ca); see her website <http://www.artisticaffairs.ca> and Facebook page Artistic Affairs**



## TAKING THE RISK: GOING HER OWN WAY

By: Debbie Mishibinijima, Writer

Kathryn Corbiere is a member of the M'Chigeeng First Nation on Manitoulin Island. She owns and operates her company, One KWE Metal Fabrication, in her home community. Her company produces custom contemporary metal/wood furniture, as well as ornamental, artistic, and fabricated metalwork. Her shop is equipped for welded and CNC plasma cut products.

Kathryn grew up seeing her family members working in trades and construction so she naturally followed those paths and has been a welder by trade since 2014. Initially, Kathryn had no intention of becoming self-employed, but the need of a job and willingness to work led to contracts for custom work projects that mainstream metal shops did not perform.

Kathryn shared that, “Personally, I love design and interior design furniture, and had realized that there was a niche market. One thing kept happening after another, and it just kept growing and growing. I kept getting inspired by each project and moving forward.” With that realization, One KWE was created.



Creating an innovative business takes not only skill, but courage. “I think the biggest thing for me was getting over the fear of putting your work out there if you think that is something new or different in our area. I say my biggest fear was showcasing work to the public,” said Kathryn. So the name of her business “One KWE” speaks to one woman working in a non-traditional field, and it also speaks to women encouragement.

One Kwe’s presence on Manitoulin Island has been growing. For those who visit The Trough owned by the Manitoulin Brewing Company in Little Current, you would have enjoyed your meal or beverage on furniture made by Kathryn. A new market was found in the creation of custom designed podiums. Kathryn credits the Ojibwe Cultural Foundation as being her first client. Podiums have also been requested at the United Chiefs of Mnidoo Mnising and Wiikwemkoong Unceded Territory featuring their organizations’ logos.



For the general market, Kathryn has over-the-counter items available at the Outpost store in Little Current where customers can find truly unique Manitoulin-identified Indigenous creations.

At present, Kathryn is undergoing an expansion of her business that includes construction of a new building on her family’s land. This will be a space where she can create and showcase her work and customers can shop on the spot. This expansion would also have wider benefits. “That expansion would include employment opportunities for others.” Kathryn said, “I would love to hire more local people and teach the trade and inspire young indigenous artists to become welders.”

Despite her success so far and the positive outlook she sees for the future, Katherine recognizes that because her business is rural-remote located, hard work in marketing her business and building cooperative business relationships was key to realizing her potential. Kathryn therefore invests time and money in technology with social media and her website to create market awareness of her business. Kathryn also launched “One KWE” apparel. New t-shirts are presently being designed, having the name of her community, M'Chigeeng, alongside her logo so people will know where her new shop is located. As well, a small “O.K”, discreetly placed to mark her work, will be found on her furniture and other products. Her sense of good business etiquette has helped grow her clientele as well as develop sources for collegial support.

Perhaps the most important part of Kathryn’s journey is that she is blessed with having unconditional family support. “My shop is located in the front of my parents’ house. To get their go ahead, to be confident in what I am doing is quite important. My grandparents and partner have been very supportive,” said Kathryn. “I didn’t anticipate on being this busy, at this point. I had no idea where it would take me.”

For other would-be entrepreneurs, Kathryn has some advice: “You have to take the risk...or follow your gut.” For the One KWE from M'Chigeeng, taking the risk has taken Kathryn to some awe inspiring creative heights.

**To contact Kathryn at One KWE Metal Fabrication, Call 705-348-0095. Visit her website at: [onekwe.com](http://onekwe.com)**

## CREATING AND GROWING A BUSINESS IN TELECOMMUNICATIONS

By: Debbie Mishibinijima, Writer

Pierre Dumas is a member of the Garden River First Nation. His newest company known as Flypoint Broadband Inc., is a Fixed Wireless Internet Service provider offering unlimited data packages to households in areas of lower population density.

When Pierre Dumas started this company, he already had an established foundation in communication technology spanning 22 years as a Communications Technician including 12 years with his existing company, Data Cabling Communications Ltd. Pierre saw that demand for internet connectivity was becoming an integral component of community infrastructure along with water, hydro, transportation and other systems. Therefore, besides doing physical cable installations, Pierre started looking at full end- to-end solutions for people in unserved markets. His initial service area is the Goulais River Region north of Sault Ste. Marie, Ontario. Once this current project is completed, his intention is to replicate this market approach in other areas and First Nation communities in the north-eastern Ontario region. Pierre thus describes himself and his two companies as “communications contractor(s) involved in all sectors of security, access control, surveillance, networking and telephone based equipment.”

Pierre’s first company has proven sustainable because he recognizes and actively addresses the highly competitive environment in which he operates. Pierre’s advice is to “Look at the trends in the type of business that you are working in and follow the trends that you are seeing. A very good resource for that is looking at U.S. based companies and the direction they are going in as it often dictates how Canadian businesses move forward as well.” Further, he says “Expecting that your business is going to grow on its own will not happen unless you have a very proprietary type of business that can only be sourced from you.”

He is now finding new markets in the areas of commercial and industrial clients. These were markets he had not previously considered, but they are now contacting him.

His continued growth comes about as a result of his attention to how he involves himself in his businesses, manages himself, supports his staff, and how the businesses deliver their services. A key moment for him was when he realized “I was able to not only develop the company personally, but also empower others within the company to be able to sustain, manage, and perform all the tasks that are required to manage that business.”

He recognizes the value of his employees, so his staffing practices are strategic, seeking individuals who possess like-minded visions, goals and share the same strong work ethic that Pierre demonstrates. Looking ahead, Pierre has a road map of having a shift in management by giving others an opportunity to help with expansion and growth.

Pierre strives to ensure he has balance with business and personal goals, working an average of eight to sixteen hours per day, and averaging forty-eight to fifty-six hours per week. “I put in what I feel is necessary, it is no less than I had expected.” Still, he makes sure that he takes care of business. When his staff go home, Pierre is busy preparing for additional jobs, ensuring crews are prepared for the next site, confirming that materials are in place, and coordinating work schedules.

Pierre stresses that sustainability and growth do not come without attention to quality. “Being professional and looking professional are two important things for our business, especially for the type of work that we are doing. We are expected to be a technology company. We want to portray that, and perception is 90% of this expectation and 10% is followed up by being able to deliver.” And to Pierre, reputation is everything, “We have become well known based on the integrity level upon which we operate and the commitment to the work.” He adds, “You are only as good as your last job. That is the thing that we take to the bank and that is what we try to maintain.”

**Contact Pierre at Flypoint Broadband Inc. (<http://www.dccommunications.ca/>) in Sault Ste. Marie Ont. at: Ph: 705-575-3282; fax: 705-575-5209; email: [pierre@dccommunications.ca](mailto:pierre@dccommunications.ca)**

### COMMUNITY EVENT LISTING

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

save the Date- Waubetek Business Awards Gala

**2019 Student Bursary Business Educational Award**

Deadline for Applications

February 1<sup>st</sup> 2019 @ 4:30pm



# SANDY'S DOLLAR STORE WITH MORE

By: Debbie Mishibinjima, Writer

Sandy Francis is a member of the Sagamok First Nation and the owner of the Your Dollar Store with More retail location in Garson, Ontario. In her Business Plan, Sandy noted that this retail brand is Canada's leading dollar variety store franchise chain with over 125 locations across Canada. Sandy's plan is to help her customers stretch their shopping dollars by sourcing and offering everyday products at affordable prices and at one convenient shopping location.

By nature, Sandy has always felt an entrepreneurial drive. "I was looking for some type of business" she said. She observed that the Garson area lacked a full service variety store. Sandy saw this as an opportunity to become a business owner and made her decision two years ago to become a Dollar Store with More franchise owner.

Sandy's decision did not come about simply by examining an opportunity. Sandy's preparations started years ago with her formal business studies and directed career path. She has diplomas and course work with recognized institutions which she kept refreshed and elevated. Workwise, she has years of management experience with

increased responsibility working in the private sector for businesses as well as her own consulting company. Sandy's academic and professional background provided her with the capacity to make a well-considered business decision on a major investment. As well, being an experienced business person enabled Sandy to deal with the inevitable startup issues and still keep her business moving forward.

Sandy started moving on her plan and identified and secured 2,900 square feet of retail space at the Garson Mall. While her store is well-located, much attention must be paid to inventory management. Sandy's attention to customer needs and tastes attracts customers and ensures that they will find the types of products they seek. Along with the usual and popular health and beauty, crafts and greeting cards/gift wrap items, Sandy now includes a section for home décor. She is able to purchase the same products found at a major home décor store, but sell for a more economical price. She will go to Toronto to personally verify quality.

Her store also stocks educational supplies for schools and daycares. Even wedding supplies can be found. Sandy is able to assist bride and grooms with placing custom bulk orders for their special day. If the item is not in the store, Sandy will help her customers to get their items. She eventually wants to create a bridal catalogue. When there is a seasonal changeover, the

shelves are restocked one evening after the store has closed and all is ready for business the next day. Roadside signage informs customers of what items are in stock for special holidays and events. Sandy also recognizes that shoppers are also looking for a good experience so she ensures that her store is clean and bright and that she is always on hand to help and listen.

For Sandy, although she owns a business that she really enjoys, she knows that making it succeed is not a minor commitment and she is all in for this. Sandy typically puts in a 60 to 80-hour work week. She is very hands-on with unloading the transport truck, bookwork, and being at the cash. Sandy also works to keep herself informed about her industry and thereby read to assess and decide on any opportunity that arises. Sandy



regards attendance at business workshops and networking programs as investments because she understands that there is not one place where you can get all useful business information. Sandy also advises, "That is another thing, always be innovative with your marketing and planning. Stay ahead with your advertising. Don't post once a month. You've got to be on [social media] a couple of times a week." And she also has a reality check: "It is very, very important to have the support of your family. They need to appreciate that I have to put the business ahead of anything else. Five o'clock suppers are just not possible anymore." And indeed, her family is still very close, being on hand for Sandy's grand opening, celebrating Sandy's accomplishment with much pride and continuing to help with their understanding of Sandy's new mission.

**To find Sandy's store, you can: call the store at: (705) 699-0171; visit at the Garson Mall, Unit 1, 3060 Falconbridge Hwy.; or check her website at <https://your-dollar-store-with-more-garson.business.site/> Open till 9:00 Thursdays and Fridays**



# WAUBETEK NEWS BRIEFS

## Social Enterprise Demonstration Fund

Through the Ontario Ministry of Economic Development, Trade and Employment, Waubetek received funding as one of their Social Enterprise Demonstration Fund (SEDF) pilot projects in Ontario in 2016. Waubetek received approval for up to \$450,000 primarily for interest-free loans for not-for-profit organizations and community-owned business ventures. Waubetek was the only Aboriginal project in Ontario. Unfortunately, this pilot project will no longer be in place after December 31st, 2018, but all funds were invested in local social enterprise projects. Waubetek plans to retain the principle repaid from these projects to continue to invest in social enterprises in the future.

## Waubetek Investments

Waubetek ended its past fiscal year on August 31st with more than **\$4.6 million** in investments in seventy-two business projects (not including investments in **thirty business plans** and **six aquaculture projects**). The total investments increased even though we were short-staffed for most of the year. Special thanks to Jason Peltier, Mark Manitowabi, Alex Weeks and Catherine Debassige for their hard work in serving our clientele during this past year.

## Community Economic Grants

To assist First Nation communities and First-Nation owned organizations to build economic capacity that will lead to business development/increased revenues for businesses in the communities, Waubetek continues to have funds from Ontario's Indigenous Economic Development Fund to provide up to \$10,000 per project for community economic development. The initiative must be located within North-East Ontario. There are limited funds available between now and March 31st, so please speak to one of our Business Development Officers for more information or check our website for program criteria and an application form.

## Youth Job Connects

We received our third contract for 2018 with the same numbers as last year for **23 youth between 15 to 18** of age and **6 young adults between 19 and 29**...unfortunately there was no increase in the number of funded positions. It has become difficult to find jobs for the youth over 19 as we only subsidize \$5.40 of their hourly wage as per the program criteria and employers want 100% of the hourly wage covered.



## Waubetek Charity Golf Classic

On August 17th, Waubetek hosted its 17th Annual Charity Golf Classic to raise funds for Aboriginal post-secondary students registered in business and economic programs. We had 29 teams attending this tournament raising more than a record \$6,000 for post-secondary youth business bursaries! Chi-Miigwetch to all the Waubetek staff for volunteering their contributed efforts towards making this event a success. Special thanks to our sponsors and the Indigenous businesses who sponsor this event every year in support of Indigenous post-secondary students studying business, accounting and economics.



## Input into the NAFTA Negotiations on the Indigenous Chapter

The United States Mexico Canada (USMCA) Free Trade Agreement has now been signed without the addition of the chapter on Trade and Indigenous Peoples. The Waubetek General Manager had been participating in conference calls with the Canadian negotiators and hearing from all economic sectors on these calls. There was an Indigenous Working Group advocating for the Chapter on Indigenous Peoples and Trade. Fortunately, this working group has been asked to continue as Canada negotiates other trade agreements going forward such as the Pacific Alliance Agreement and some bi-lateral agreements with other countries. This process of involving an Indigenous working group has had some positive impacts including: 1) many government and industry technicians now have an increased awareness about Indigenous people and trade; 2) Indigenous people are now involved in discussions concerning other Free Trade Agreements (Mercosur FTA and the Pacific Alliance FTA); and 3) Global Affairs Canada is supportive of inclusion of Indigenous business delegations for upcoming trade missions.

## OECD Project

Through her work with the National Indigenous Economic Development Board, the Waubetek General Manager took on the primary role to assist with the development of an international study across five countries that look at leading practices on meaningful Indigenous engagement in regional development. Often, regional development does not take into consideration the views of Indigenous people and these developments often impact negatively on the traditional territories of Indigenous people throughout the world. One of the most important aspects of proper engagement is implementing the principles outlined in the United Nations Declaration on the Rights of Indigenous People. The Organization for Economic Cooperation and Development (OECD) is the lead organization for this international study as a recognized international organization used to help shape government policies based on solid research and data. Canada, along with four other participating countries, have put forth several case studies. The final report is expected to be complete in late 2019. The Waubetek General Manager participated as a peer reviewer of the case studies from Australia from July 1st to 15th, 2018 where she travelled to remote Indigenous communities in Western and Northern Australia. Canada's case studies have been completed in the Atlantic, Quebec, Ontario and Northern regions. The Waubetek General Manager also attended the OECD office in Paris, France, to review a first draft of this international report, which is the first-ever OECD project on Indigenous People. This report will be published in the Fall of 2019.

The Waubetek General Manager was also invited by the OECD to make a presentation at a mining conference in Darwin, Australia, on meaningful Indigenous consultation in the mining industry along with the requirements for free, prior and informed consent.

## Waubetek Staff Vacancies

Waubetek is currently seeking to fill the positions of Regional Initiatives Coordinator, Manager of Finance and Administration and Business Development Officer. Information on these job postings are available on Waubetek's website.

# TOUCHED BY THE ENTREPRENEURIAL SPIRIT...

## 1. DIESEL GARAGE SERVICES



**Dan Soucy**, a member of the Atikameksheng Anishnawbek First Nation, established **Diesel Garage Services** in 2016. The business offers general mechanical services and refurbishes mechanical and electronic diesel injectors for light trucks and stationary applications. To enquire about his services, visit Dan's shop at 633 Lorne Street in Sudbury, Ontario; you can email him at [dgsi@mail.com](mailto:dgsi@mail.com) or call (705) 562-3069.



## 2. BLACK FOX FISHING



**Brendan Syrette**, a member of the Batchewana First Nation, established **Black Fox Fishing** with the idea of designing an ice fishing device to turn nibbles into bites. He came up with "The Trigger," an ice fishing rod holder which automatically sets the hook if a fish takes the bait or lure. The trigger can be adjusted for sensitivity according to the size and species of fish you are targeting. To order or find the nearest vendor for this product, visit Brendan's website at [blackfoxfishing.com](http://blackfoxfishing.com) or call him at (705) 255-0458.



## 3. D & L CONTRACTING & CEMENT FINISHING



**David & Lynn Bowerman**, both members of the M'Chigeeng First Nation, own and operate **D & L Contracting & Cement Finishing** located on the M'Chigeeng First Nation. David has over 20 years' experience with cement finishing and forming and provides custom home construction and renovations services. Lynn oversees the business operations. To contact them email [Dnl.contractingcementfinishing@gmail.com](mailto:Dnl.contractingcementfinishing@gmail.com) or call the business at 705-918-4757.



## 4. BOW & ARROW



**Lana Stevens**, a member of the Nipissing First Nation, is the proprietor of **Bow & Arrow** located at 170 Main Street, in Sturgeon Falls, Ontario. Her retail business carries fashion accessories and offers home décor items as well.

To find out more about the store Lana can be reached by phone at (647) 380-9765 or by visiting her facebook page.



## 5. AGI ENVIRO CLEAN LTD.



**Donald Rickard**, a member of the Albany First Nation, established **AGI Enviro Clean Ltd.** operating in Orillia, Ontario. Donald provides

services which include: Environmental remediation with mold, asbestos and lead abatement, demolition, hazardous material surveys, testing and general contracting in Ontario and Eastern Ontario. To contact him regarding the full range of services, email

[don@agienviroclean.ca](mailto:don@agienviroclean.ca), or call his business at (519) 381-6427 or visit the business facebook page.



## 6. WD TURF PLUS



**Wayne Desmoreaux**, a member of M'Chigeeng First Nation, owns and operates **WD Turf Plus**. Wayne provides lawn care/maintenance and landscaping services to both residential and commercial clients in Barrie from April to November. To contact him call 705-796-6798 or email [wdturfplus@gmail.com](mailto:wdturfplus@gmail.com)



## 7. THE MASSAGE GALLERY



**Candace Zack-Coneybeare**, a member of Garden River First Nation, has operated her business, **The Massage Gallery**, since 2006. She has recently relocated her business back to Garden River First Nation. To contact Candace call 705-971-5155 or email her at [coneybearekidz@hotmail.com](mailto:coneybearekidz@hotmail.com)



## 8. HEAT SECURITY



**Guy Corbiere**, a member of the Wikwemikong Unceded Territory, established **Heat Security**, in Little Current, Ontario. Heat Security provides security guard, surveillance, and patrol services to Manitoulin Island businesses, organizations, communities and events. The business also provides services during low frequency police patrol hours

to deter property offences and theft to residential, commercial, and community facilities. Contact Heat Security at (705) 210-0985 or email [Heat.wiky@gmail.com](mailto:Heat.wiky@gmail.com) or visit the facebook page.



## 9. HIAWATHA'S CATERING



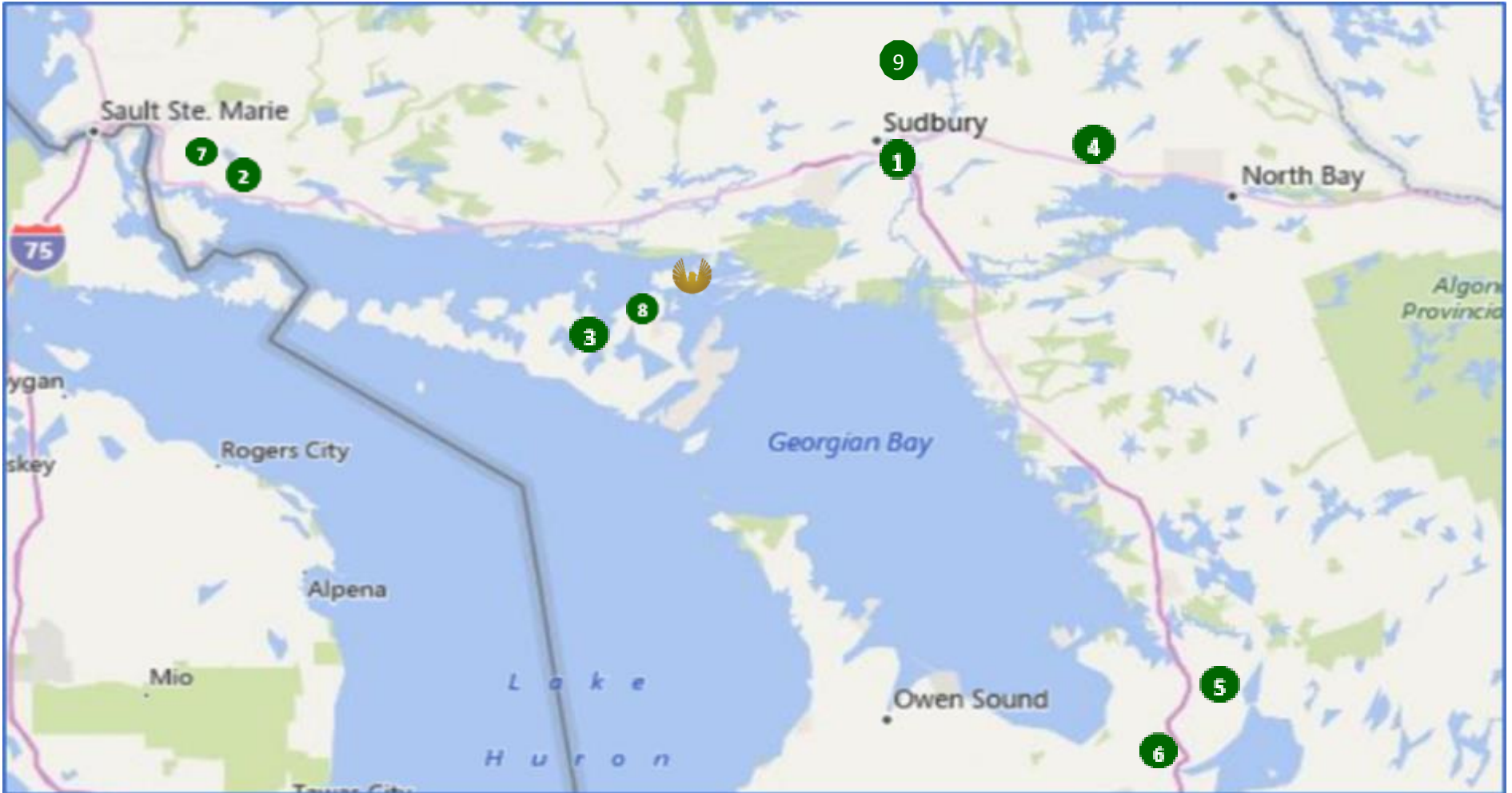
**Hiawatha Osawamick**, a member of the Wahnapiatae First Nation, is a Red Seal certified Anishinaabe-kwe Chef and owner/operator of Hiawatha's full-service catering. Hiawatha's Catering is based out of Sudbury; Ontario bus has capacity to deliver all her services to many other locations inside and out of Ontario. Hiawatha's Catering is also an environmentally responsible business, using only

stylish fully compostable and sustainable cutlery and dinnerware instead of plastic. Check Hiawatha's website at [hiawathascatering.ca](http://hiawathascatering.ca) to see all her other services including event planning, rentals, and venues or call her at (705) 988-2399.





*Touched By the Entrepreneurial Spirit Map Guide*  
*(from previous page)*






**WAUBETEK**  
BUSINESS DEVELOPMENT CORPORATION

# 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

# BUSINESS DEVELOPMENT OFFICER (BDO) SERVICE AREA

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

Please check our website for scheduled business outreach.



Aboriginal Business Match: Jason Peltier, Catherine Debassige



Financial Management for your Business Workshop- Sudbury



Waubetek 5 year Recognition Recipients: Irene Altiman, Cathy Mishibinijima, Margaret Harding, Ryan Corbiere, Mark Manitowabi

**Want your event included?**

Free listing for Economic:

- workshops/sessions
- conferences
- events

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



## 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 POP 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



**Waubetek Business Development Corporation**

## CALL FOR NOMINATIONS!

Nominate an Outstanding Aboriginal Entrepreneur or Business from North-East Ontario



**BY April 12, 2019**

Award Categories include:

- **New Entrepreneur of the Year:** awarded to a new business that has been operational for at least one year
- **Youth Entrepreneur of the Year:** awarded to an inspiring youth business/entrepreneur between the ages of 18-35, who has operated their business for at least two years or more
- **Business Achievement:** awarded to a business or entrepreneur who has been successfully established for several years and who has contributed greatly to our First Nation communities through job creation and/or establishing needed services in the region
- **Business Merit:** awarded to business people who are role models for hard work, business innovation and excellent customer service

Contact the Waubetek office in Birch Island at 705-285-4275 to request the nomination form or visit [waubetek.com](http://waubetek.com)

**2019 BUSINESS AWARDS GALA**





# SAVE THE DATE

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

**Waubetek Business Development Corporation**

## 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)

