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Waubetek Business Development Corporation
"A Community Futures Development Corporation"

WAUBETEK NEWS

Special Edition

Fall 2017



*Goulais
River
Smile
Clinic*



**Metalworks
CNC**



POPPY & PEONIES



Celebrating the

Aboriginal Business Spirit

The Man with Strong Entrepreneurial Drive

Business Achievement Award

By: Debbie Mishibinjima

An unstoppable entrepreneurial drive has earned M'Chigeeng First Nation member, Rodney Corbiere of Corbiere Enterprises, the 'Business Achievement' award from the Waubetek Business Development Corporation.

On winning the award, Rodney said, "It is very humbling, and it does give me a sense of achievement being shown appreciation and recognition for all the years I have put into my work. It certainly is a nice feeling, and brings a smile to my face."

It was back in 1990 when Rodney first donned his entrepreneurial hat.

He slowly built up his enterprise. There are now several divisions, including: residential excavation and construction, residential ready-mix concrete, waste management services, school bus transportation, commercial vehicle automobile repairs; and a budding camping resort scheduled to open in 2018.

"We certainly have a lot of irons in the fire here; but we are able to somehow get through the day-to-day operation."

"I feel as a business person, it is important to diversify; especially when you are in a smaller community. It is pretty hard to sustain a single business. I just felt, in my case, it was best to survive in the business world that I am in," Rodney said.

To last in business for that length of time, Rodney attributes his success due to the honesty and quality workmanship he brings to his customers.

He also has unwavering family and community support, particularly when times get tough.

Throughout his life path, Rodney credits the Waubetek Business Development Corporation with assisting him in getting his ventures off the ground. "I am very grateful for that, and I still deal with Waubetek to this day," said Rodney.



It is no small feat running multiple businesses, but Rodney has twelve employees working alongside him to keep things going.

If given the chance, would Rodney do it all again? "One hundred percent, I would do it all again. I love it. There is also lots of hardships in the past 27 years, but that is what makes you a true business person and it makes you stronger."

Looking down the road ten years from now, Rodney is looking to slow down. He will focus on his new trailer park, North Channelview Trailer Resorts. He calls it his 'retirement fund'.

Rodney is anticipating that his son, Nicholas, will fill his shoes. "I can be there for him and give him some advice. He is a young entrepreneur already running a landscaping business. He has the mindset for it," Rodney said.

He also looks forward to travelling in the wintertime. Rodney said, "It is tough to get away when you own a business. I hope to enjoy some of the hard work that I have put in."

Lastly, Rodney affirmed, "I want to give a shout out to all the entrepreneurs out there. Keep your head up, stay determined, and Waubetek will be there for you. If you are determined and committed, there will always be someone there to help you start a business, whether you are a youth or an elder."

Contact Information: Corbiere Enterprises Phone Number: 705-377-5824; Email: corbiereenterprises@amtelecom.net.

Hours of Business: Monday to Friday, 8 a.m. to 5 p.m.

Address: 5785-C Highway 540, M'Chigeeng, Ontario

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Following a Dream

New Business of the Year Award

By: Debbie Mishibinjima

Leslie Moreau of Goulais River Smile Clinic is successfully managing her own independent dental hygiene clinic located a mere thirty kilometers North of Sault Ste. Marie, Ontario, on Highway 17.

In business for one year and a half, Moreau has been selected as the 2017 winner of the “New Business” award from the Waubetek Business Development Corporation.

“I was completely surprised as I did not even know that I had been nominated for it. I had no idea. It felt pretty great!” said Moreau.

Leslie Moreau found the acknowledgement of winning the award to be gratifying. “There are so many ups and downs in owning your own business. It helps me to succeed.”

Moreau knew that owning her own clinic was something she had wanted to do for a very long time.

Throughout the years, she would have long discussions with her mother about her dream of entrepreneurship. Together, they looked at every angle and possibility before Moreau took her leap of faith. “I love being able to make the decisions and work as I like,” Moreau said.

They looked at what equipment would have to be purchased; that list included: a dental chair, large compressor, vacuum system, sterilization equipment, ultrasonic lights, curing lights, and computers; as well as supplies.

Moreau had determined that the four biggest expenses for her business were the initial equipment purchases, ongoing monthly lease payments, monthly telephone and internet fees, and the dental cleaning supplies.

Moreau’s clients value the personal care that she provides to them. Some of the services offered at Goulais River Smile Clinic are dental exams, professional cleaning, teeth whitening, and denture cleaning.

Moreau has a gentle, caring approach to her clients. “I spend a lot of time getting to know them. I learn what values they have,” said Moreau.



Moreau extends that tender, loving care towards the children whom visit her clinic. “I love seeing kids too. We always make it fun,” said Moreau.

To help put children at ease, Moreau has learned that making balloons with gloves, and allowing the children to have hands on experiences with the squirt gun and the air gun helps make their dental visit more enjoyable.

Another added bonus for Moreau is the proximity of her home to her business. She takes pleasure in the short scenic drive down the highway.

Not only has Moreau’s mom Sherry McGregor helped her with the initial planning to get the dental clinic going, she is often present at Leslie’s side every week, and works along beside her—kind of like on a ‘volunteer’ basis.

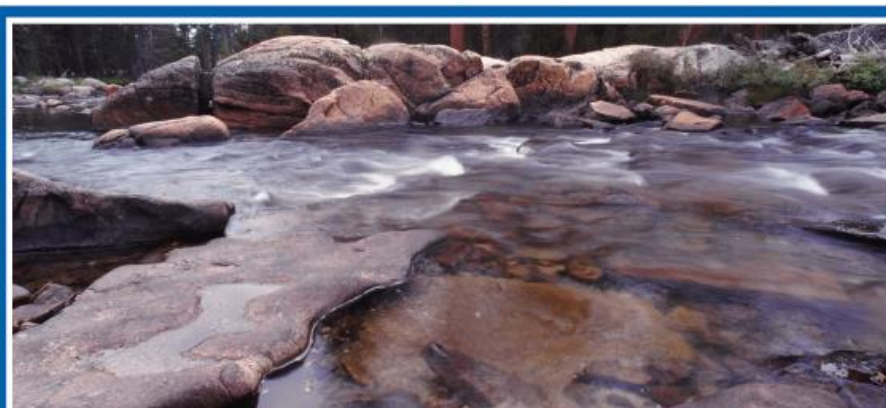
The dental clinic is open on Friday all day from 9:00 to 5:00 p.m., and on evenings and weekends, it is by appointment only.

In terms of expansion, Moreau has a vision of operating a mobile clinic so that she may be able to service the nearby First Nation communities around the Algoma district.

In closing, Moreau wants to add “I am very thankful for everyone that helped out through this entire process.”

Contact information: grsmileclinic@gmail.com, Telephone number: 705-649-4772. Website: grsmileclinic.com

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Relocation Leads to Expansion in Business

Business Merit Award

By: Debbie Mishibinjima

Robert York is a successful, high spirited 42-year-old entrepreneur from Mnjikaning (Rama) First Nation.

Robert is a Journeyman Tool and Die Maker, and he used his trade skills and entrepreneurial spirit to create Metalworks CNC, a custom fabrication and metal working business.

Robert was caught off guard when he was informed that he had won the Business Merit award from the Waubetek Business Development Corporation. "I felt happy knowing that Waubetek had recognized me as a candidate for the award. I never even knew that I was a candidate. It was a total surprise to me," York said.

Such business merit is reflected in what customers value about the quality of work that York completes. Finished work is clean, accurate and done on time. "Machining, I just loved it from day one. The second that my hand touched a machine for parts, I just knew that was it," Robert said. "I am excited to come to work and see what the new challenge is going to bring to me."

Robert takes pride in being able to do personal deliveries to his customers. This smart marketing initiative can generate additional business for York.

Until recently, Metalworks CNC was located in a small, 1,500 square foot rented unit in Orillia. It felt to York that nobody knew that his business existed and that the work space was inefficient. A wise business move was for Robert to relocate his business to a commercial space in Mnjikaning. His new shop has 4,000 square feet which creates a safer and more efficient workspace.

Robert said, "I am really blessed to be on First Nations land. I want everyone to know that I am here and what I do."

"I feel grounded. I want to be a positive influence in the community".

Positive influence indeed, as Robert provides employment for five people. He is hopeful that one of those employees will become an apprentice.

On the other hand, there are teachings that Robert has gone through.

First, he would not rely on one major customer. He has realized that it is best to diversify and serve a lot more industries.

Secondly, he would not purchase equipment just because it was cheaply priced. Robert has purchased eight machining centers of eight different brands. As a consequence, he has some challenges with employee training, and equipment maintenance. In hindsight, he now knows it is better to stick to one brand. Robert's three newest machines he acquired since he gained more floor space are 'massive'. His pride and joy is a machine that is capable of boring parts up to 24" in diameter.

Robert envisions other First Nations people developing manufacturing and production businesses. "We can be in the manufacturing business to help reduce the stigma. We can show that we are hard workers with great pride in what we do," York said.

Indeed, there remains an untapped market that will yield hard workers with great pride throughout the nation.

To contact Metalworks CNC, call: 705-242-3771, mobile: 705-323-2862 Email: rob@metalworkscnc.com

Web: metalworkscnc.com

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Buying Quality Handbags at a Great Price

Youth Entrepreneur of the Year Award

By: Debbie Mishibinjima

The past year and a half of being in business for this year's Youth Entrepreneur of the Year winner—Natalie Dusome of Poppy & Peonies -- has been one of growth, and dynamic success.

Dusome had been pulling an all-nighter when she received the exciting news about winning the Waubetek Business Development Corporation award.

"I was shocked, to be honest. I was really emotional. It took me a second to grasp what Dawn Madahbee Leach had said to me," Dusome said.

Dusome feels she has more drive, and purpose to succeed even now. "If I can inspire more young entrepreneurs in any way, I think that is really my mission," Dusome said.

Poppy & Peonies is an online handbag business launched by Dusome at poppyandpeonies.com based in Penetanguishene, Ontario.

Dusome said, "Customers love their purchases. They are getting an on-trend product that is of great quality, at a great price." With recent publicity in Canadian Living's 150th issue, business has been on an upward boon.

"There is so much gratification and so much pride to see something that you have created from scratch go to market," said Dusome. "We are reaching new customers and validating our brand to existing customers."

However, a heavy workload does take its toll on the body. "I had no idea that I would not sleep for a year and a half. That is the biggest surprise to me," said Dusome.

Her many tasks in running Poppy and Peonies include: creating the product, updating social media, as well as doing preparation work, quality control, and website maintenance.



"I do every part of my business, and it kills me," said Dusome. Dusome reflects that she ought to have hired an employee right at the beginning. "I am a great designer and I could delegate tasks to people," said Dusome. Dusome hired her first employee after eight months of being in business.

With that much dedication to her business, Dusome is very thankful for the strong support from her family.

Dusome said, "I feel like I really struggle with how can I do the best that I can, and meet my potential in my career; and how do I be the best mom that I can be to my daughter?" Dusome manages to balance her work and family time effectively by focusing on what is important to her.

Another business decision Dusome made is to expand her sales towards 'purse parties' led by other female entrepreneurs. They bring the products right into the living room of the customers. It is an easy and fun way to shop, and have a girl's night out.

For guitar playing musicians, Dusome has created Stevie Nicks 'boho' fashion inspired guitar straps, and sales have been doing well.

All in all, Dusome finds that having a good sense of humour and a positive attitude is helpful when you want to throw your arms and give up.

Speaking of humour... Dusome was so busy in her work that she lost track of her age. Dusome said, "That is what happens when you start your own business, you don't even know how old you are."

To contact Poppy & Peonies by Email: info@poppy&peonies.com; Website: poppyandpeonies.com; Facebook: [Poppy&peonies](https://www.facebook.com/Poppy&peonies); and Instagram: [@poppy_peonies](https://www.instagram.com/poppy_peonies).

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**MARIETTE
&
GREG SUTHERLAND**



SHARING THEIR MUSICAL GIFTS at the WAUBETEK BUSINESS AWARDS GALA

LISA MARIE NAPONSE

Lisa Marie is a singer and songwriter from Atikameksheng Anishinawbek. Her music is described as Indigenous folk pop and her silky vocals and rhythm guitar embody the contemporary Anishnabe Kwe who is passionate and resilient. Her music will captivate you with her visions and dreams; like being a spectator at the pow wow in her song “*Pow Wow Princess*” or how she describes the resiliency of Indigenous women in the song “*Power and Strength*”. She has won the *Northern Lights Festival Boreal Meltdown Competition* for solo act, traveled across the country to the Banff Centre of the Arts for the “Diverse as This Land: Voice Intensive training”, and performed at the Indigenous Peoples Day Celebrations from Ottawa to Sudbury, Ontario. Lisa Marie is working towards recording her first extended play album (EP) and going on tour.



ELIJAH & THE BACK BURNERS

Raised in the North on the Eastern shores of Manitoulin Island’s Wikwemikong Unceded Territory Elijah Manitowabi (singer and songwriter) and Dylan Shigwadja were raised with the sounds of Jazz, Rhythm & Blues, and Gin Soaked Country. These two multi-talented musicians met a like minded musician named Ferdinand Prohaska, who is of Austrian descent, and formed the trio group Elijah & The Backburners. With the passion and love to play music, Ferdinand has given the Backburners the backbone to it all. This trio delivers a glimpse of swing, shuffle and rhythm on drums and maximize their talents when excited with pure Rock and Roll. This is entertainment at its finest.



BRYDEN GWISS KIWENZIE

Bryden Gwiss Kiwenzie is a Pow-Wow singer/song maker and Men's Traditional Dancer. He has grown up on the Pow-Wow trail learning songs, drum teachings, and dancing Men’s Traditional Style for 30 years. He is originally from Neyaashiinigaming (Cape Croker) and currently resides in N’Swakamok (Sudbury, Ontario) where he is employed at the Shkagamik Kwe Health Centre giving drum teachings to the youth about proper drum etiquette and pow wow songs.



Bryden was nominated for a Juno Award, Indigenous Album of the Year, for his solo cd release entitled *Round Dance & Beats* which blends Traditional pow wow songs and urban style beats. He was also nominated for Best Hand Drum Album and Best New Artist at the Indigenous Music Awards.

Future Events – Save the Dates!

Waubetek Economic Forum: Location TBD, Tentative Dates – May 1-3, 2018

Waubetek Charity Golf Classic – August 17, 2018



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USING ALL THE EDGES YOU CAN




In a competitive world, any edge or lever available to a business owner must be used in order to catch the interest of the target market and engage the consumer for a completed sale. Marketing is a tactic employed to catch the interest of a consumer and effective marketing will show up in sustained or improved sales. Much of marketing is passive, once launched. A sign is erected, an ad is run, flyers are distributed and then businesses wait to see what walks through the door. It is this last element that is critical. Window shoppers aren't much help to your business. You have to get them to approach your business and then walk through the door to your counter or desk, ready to buy. This is where the concept of curb appeal comes in.

Curb appeal is a concept that started with real estate. A realtor would accept to sell a client's property and wouldn't just take a few pictures and information for an ad. The realtor and the owner would invest some effort and expense in order to make a favourable visual impression with anyone who is within sight of the property. Good grounds keeping would be practiced so that lawns are trimmed, blown-in debris removed, any blemishes to the property such as a dangling eavestrough or weathered deck are repaired and painted. The reaction the seller wants to create in a potential buyer is "Hey, this looks good." The next action on the part of the potential buyer would then be to approach the property and start some serious discussion that hopefully leads to a deal.

Curb appeal applies to all businesses, whether they are storefront retail, professional services, e-commerce, or industrial. All should present visually as if the owner was wanting to sell the business. For bricks and mortar businesses, parking areas should be kept in good repair, door entrances clear of obstructions, exterior windows clean, siding fresh-looking (free of spider webs and bugs), no burned-out bulbs in exterior lights, signage hanging straight and unobstructed. And a word about signage: Good, professionally-done signage will help a business. A piece of plywood or Bristol board daubed with paint or marker is a sign that tells a potential customer to move on. The products and service might be no better than the signs. Industrial or equipment businesses can also create curb appeal by keeping equipment clean and arranged in an orderly fashion in the yard. A yard free of weeds shows that the owner has pride in the business and pays attention to detail. It also reduces the tendency for wildlife to set up housekeeping in equipment or in inconvenient areas. Web-based business? Get a web designer who will make your website a reflection of yourself. Browsers seeking services like to feel that they are dealing with real people. A generic-looking website with stock illustrations might contain all the information you want to put out, but the level of interaction you get might be disappointing.


Curb appeal can be the most effective marketing a business can undertake. It can make a consumer who is already looking for your kind of product or service actually want to deal with you before even entering your business site.

The nicest part about working on curb appeal is that it doesn't cost a lot of money or require high-level skills. A mower and broom, some pictures with a decent camera and a few minutes a day or hours a week can do much for your curb appeal. Make a note about what you think when you go by other businesses, especially your competition, recording what you see that makes you think, "Hey, this looks good." Then see how you can work on your own curb appeal.

2018 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.



2017 Student Bursary Recipients:
Ruby Panamick, Andrew Manitowabi, Tracy Manitowabi, Jamie Manitowabi, Rayburn Misquadis, and Joshua McGregor

To be eligible: the application and supporting documents are to be received by Waubetek Business Development Corporation by **4:30 p.m. EST on January 26, 2018.**

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

<p>APPLICATION REQUEST</p> <p>Please send to me by:</p> <p><input type="checkbox"/> Fax: () _____</p> <p><input type="checkbox"/> Email: _____</p> <p>Name: _____</p> <p>City: _____ Province: _____ PC: _____</p> <p>* Please fill out and fax to: 1-705-285-4584</p>	<p>THREE (3) WAYS TO SUBMIT YOUR APPLICATION AND SUPPORTING DOCUMENTS</p> <p>1. MAIL: Waubetek Business Development Corporation c/o Youth Committee PO Box 209, 6 Rainbow Valley Rd Birch Island, ON P0P 1A0</p> <p>2. COURIER</p> <p>3. EMAIL: info@waubetek.com Subject line: Waubetek Student Bursary</p>
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For more information and application, please contact our office at 705-285-4275 or email waubetek@waubetek.com

INVESTING IN THE ABORIGINAL BUSINESS SPIRIT
"A Community Futures Development Corporation"

PLEASE VISIT OUR WEBSITE TO DOWNLOAD APPLICATION
WWW.WAUBETEK.COM

WAUBETEK E-NEWSLETTER LAUNCH

We are pleased to announce the launch of our new Waubetek e-newsletter – a new way to keep First Nation Communities, Chiefs, Economic Development Officers, Aboriginal Businesses and our partners and keep them informed about Waubetek's programs, services, news and events.

Waubetek's e-newsletter will improve a wider access to business news and programming with our new branding, social media business page, and new communication methods.

To subscribe to our e-newsletter send your request to info@waubetek.com.

Our mailing address:

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WAUBETEK NEWS BRIEFS

Waubetek Investments

Waubetek ended its past fiscal year on August 31st with more than \$4.1 million in investments in 68 business projects (not including the additional investments in 26 business plans and 4 aquaculture projects). The total investments increased even though we were short-staffed for part of the year. Special thanks to Jason Peltier, Mark Manitowabi and Alex Weeks for their hard work in serving our clientele during this past year.

Staffing Announcements

We are pleased to announce the following additions to our work team:

(a) **Jason Oshkawbewisens** – Jason joined Waubetek as a Business Development Officer in-training. A graduate from Cambrian College with a diploma in Business Administration, we are pleased to have his financial expertise to support our Business Development Unit. He is a member of the Wikwemikong Unceded Indian Reserve. He also brings with him his experience as a Board Member of the Wikwemikong Development Commission and the community's Lands and Resources Committee.



(b) **Nick McGraw** - Nick McGraw joined Waubetek as the Youth Job Connect leader in May 2017. Mr. McGraw is from the Aundeck Omni Kaning First Nation where he has worked in youth programs and the administration office. A graduate of Waubetek's youth pre-employment program himself, Nick now coordinates youth initiatives through Waubetek to provide leadership opportunities to Indigenous youth through workshops, training, and employment placement.



(c) **Nick Huber** - joined Waubetek as our Aquaculture Development Officer. After graduating from the aquaculture program at Sir Sandford Fleming College, Nick spent 11 years growing Atlantic Salmon in British Columbia and Scotland UK. He served as a Senior Manager in Scotland as the Seawater Regional Manager overseeing operations and production throughout the Orkney and Shetland Isles for his company. Since his return back to Ontario, he has worked as a consultant within the Ontario aquaculture and renewable energy industries. His efforts at Waubetek will be focused on supporting involvement of First Nation communities and Aboriginal people in the Aquaculture Industry in Ontario, Manitoba and Saskatchewan.



(d) **Catherine Debassige** – A member of the M'Chigeeng First Nation, Catherine joined Waubetek as a Business Development Officer serving our North-Shore and North-East Regions. We are pleased to have her extensive financial and business expertise to serve the communities and entrepreneurs. Her background includes work with the Business Development Bank of Canada over the past 10 years and, prior to



that, as a Business Counselor with Gezhtoojig Employment and Training. She has also served as an instructor for Business Fundamentals and Accounting with Kenjgewin Teg Educational Institute. She has a Honours Bachelor of Commerce Degree from Laurentian University, a Business Administration Diploma in Accounting from Cambrian College along with a Business Marketing Diploma from St. Lawrence College and a Certified Aboriginal Financial Manager Diploma from the Aboriginal Finance Officers Association of Canada.

Waubetek Partnership with Deloitte

Waubetek is pleased to have the expertise of Deloitte to assist us with the delivery of the Aboriginal Business Financing Program in South-East Ontario. Their expertise, network and business database has already proven to be helpful to us in processing applications that we receive from this region.

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 deliver Ontario's Indigenous Economic Development Fund to provide up to \$10,000 per for community economic projects. These initiatives 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

Over the past 18 months, the Ministry of Advanced Education and Skills Development provided Waubetek with funds to train and support job placements for **64 youth**. We have the Youth Job Connect Summer Program for **youth between the ages of 15 to 18** along with funding from the Youth Job Connect for **young adults between the ages of 19 to 29**. This youth training and job placement program has provided the youth with certified training in customer service, workplace safety, safe food handling and first aid which is augmented with training on workplace ethics, personal budgeting and, most importantly, traditional teachings. Nick McGraw from Aundeck Omni Kaning First Nation, who was one of our young adults who took the training in the Spring, is assisting us with the delivery of these youth programs up until March 2018.

Aquaculture

As part of our involvement in the Aboriginal Aquaculture Initiative in Canada, Waubetek was able to access \$220,000 in funds for four Aboriginal Aquaculture projects this year to assist First Nations and Aboriginal entrepreneurs pursuing aquaculture-related businesses. Our Aquaculture Development Officer, Nick Huber, has been receiving numerous requests for assistance and workshops throughout our service area for this program which includes not only Ontario, but also Manitoba and Saskatchewan.



WAUBETEK CHARITY GOLF CLASSIC

On August 18th, Waubetek hosted its 16th Annual Charity Golf Classic to raise funds for Aboriginal post-secondary students registered in business and economic programs. We had 23 teams attending this tournament raising more than a record \$6,000 for

post-secondary youth business bursaries! Thanks 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 give back and sponsor this event every year.



Ladies Team: Pat Andrews, Anita McGregor, Sydney Migwanabe, Kathleen Migwanabi



Mixed Team: Crystal Pitawanakwat, Todd Fox, Tim Ominika, Karen Ominika



Mens Team: Jason Peltier, Brendan Pheasant, Dustin Peltier, Ray Corbiere with Dawn Madahbee Leach

ABORIGINAL AQUACULTURE IN CANADA INITIATIVE (AACI)

Interest and activity in Aquaculture within Central Canada continues to be substantial as more and more Indigenous entrepreneurs and First Nation communities are participating in the growth in this sector. Continued awareness has been showed towards the AACI program over the past several years based on the fantastic participation within the program. The AACI program has helped many Indigenous entrepreneurs and First Nation communities to solidify a spot in the aquaculture sector in many shapes and forms. We have seen projects through the AACI in Central Canada supporting Business Plans, Feasibility studies and support towards supplies and equipment for active operations.

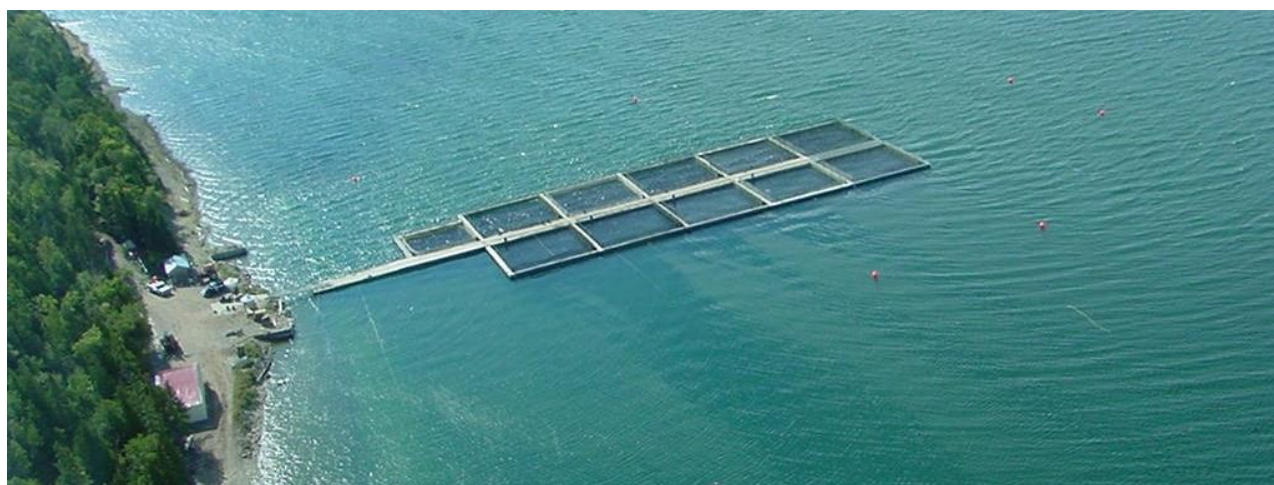
Requests have continued to come in for additional aquaculture workshops and those requests have been answered. Already in 2017, through the AACI program, Waubetek has hosted three "Getting Started in Aquaculture" workshops which took place in Thunder Bay, Ontario, in partnership with the Matawa Tribal Council, Wikwemikong, Ontario, in partnership with Wikwemikong Development Commission and in Kenora, Ontario, which was open to First Nations in North West Ontario and Southern Manitoba. The response and attendance to these workshops has been truly amazing. One other workshop is being planned for this year on November 16, 2017 in London, Ontario, and is being held in partnership with Tecumseh Community Development Corporation. This particular workshop will welcome community members within Tecumseh's service area.

Under the most recent 2017-18 AACI program twelve project applications were received from Indigenous entrepreneurs and First Nation communities and four projects were selected to

proceed with the nation-wide funding. Ross Herbert of New North Fisheries is to receive funds to develop a Whitefish Cage facility once site approval is finalized; and Bruce Hardy of Myera in Manitoba is set to receive funding to assist in expanding its fish and algae operations. Moose Cree First Nation was selected to continue with efforts towards establishing an aquaponics facility within the community by conducting a detailed design, development and commissioning; and Wikwemikong Development Commission is set to receive funding for the purpose of conducting an aquaculture feasibility and business plan for site identification with the possible incorporation of the Strom Safe Technology.

The aquaculture industry in Central Canada is poised for growth especially within First Nation Communities. Indigenous communities are in a unique position to benefit from sustainable aquaculture development due to their aquatic resources, rights, and special access to aquaculture development sites.

Waubetek will continue to support an environmentally sustainable aquaculture sector as one of our main priorities within our organization. Funding for feasibility and business plans are currently available as well as loan contributions up to \$500,000 with certain caveats in place which can help operations with the funding needed to enter into this exciting industry. We encourage any and all Indigenous entrepreneurs and First Nation communities interested in Aquaculture to contact Nicholas Huber of Waubetek who is the Aquaculture Development Officer at (705) 285-4275 or nhuber@waubetek.com.



REGIONAL INITIATIVES PROGRAM 2017

Through the Regional Initiatives Coordinator (RIC) Program, we assist First Nations with identifying and exploring economic development opportunities. Over the past few years, we have been implementing the Fisheries and Mining Strategies for the benefit of the communities we serve. The RIC program also delivers business workshops for the benefit of Indigenous entrepreneurs.

MINING

Waubetek is still working towards full implementation of the Aboriginal Mining Strategy for North East Ontario. The last few months' efforts have focused on securing funding to fully implement action items from the mining strategy in the areas that can have the most impact in terms of benefitting First Nations and Indigenous entrepreneurs. Waubetek has applied for three years of funding which includes the hiring of a Mining Implementation Coordinator to assist with implementing the mining strategy.

Waubetek has also submitted an application to fund the establishment of the Centre of Excellence for Indigenous Minerals Development. Once funding is obtained a Board will be established, staffing for the Centre secured, and research and data collection initiated. The Centre will be available for offerings



FISHERIES

Earlier this spring Waubetek had an opportunity to attend the National Aboriginal Fisheries Forum in Membertou, Nova Scotia. Several representatives were invited to join us. These First Nations representatives were either involved in aquaculture or were in the process of developing aquaculture. Paul Berney of Mississaugi, Lorne Agawa and Terence Corbiere of Wikwemikong, Lyle Morrisseau of Sakgeeng First Nation, Megan Kanasawe of Buzwah Fisheries, and Gord Peters representing Matawa Tribal Council. It was announced at the forum that the fisheries program was going to continue through regular DFO programming. However, for the west coast it would be under the Pacific Integrated Commercial Fisheries Initiative (PICFI), east coast through the Atlantic Integrated Commercial Fisheries Initiative (AICFI). While there was no announcement for Central Canada, we were assured that it would be considered and a new program called the Northern Integrated Commercial (NICFI) was being proposed which will include aquaculture.

A call for proposals was issued earlier this summer through the Aboriginal Aquaculture in Canada Initiative and nationally there was \$650,000 available. Waubetek was able to secure funding for 4 projects totaling approximately \$216,000. The projects approved included an aquaponics facility design, a feasibility/business plan for off shore aquaculture, a pilot project for whitefish cage aquaculture, and a fish hatchery and algae grow out operation.

The Fisheries Strategy is also still being implemented. Our Regional Initiatives Coordinator is working closely with our Aquaculture Development Officer to look at the strategy and determine the next steps to take for further implementation.

BUSINESS WORKSHOPS

This summer Waubetek partnered with the Nordik Institute in Sault Ste. Marie, the Sudbury Regional Business Centre in Sudbury, the Nipissing Parry Sound Business Centre and the Business Development Bank of Canada to deliver a two-day business plan writing workshop. Workshops were held in Sault Ste. Marie, Manitoulin Island, Sudbury, North Bay and Parry Sound with over 35 participants attending. The workshops topics included components of a business plan, some time to network and get one on one help with business plans. Local entrepreneurs in

each region were also invited to come and share their experiences. Waubetek and our partners are planning a follow up session with those who attended to provide more information on how to get their businesses started.

For more information or to provide suggestions for business workshops, please contact the Regional Initiatives Coordinator, Irene Altman at ialtman@waubetek.com or by calling her at the Waubetek office.

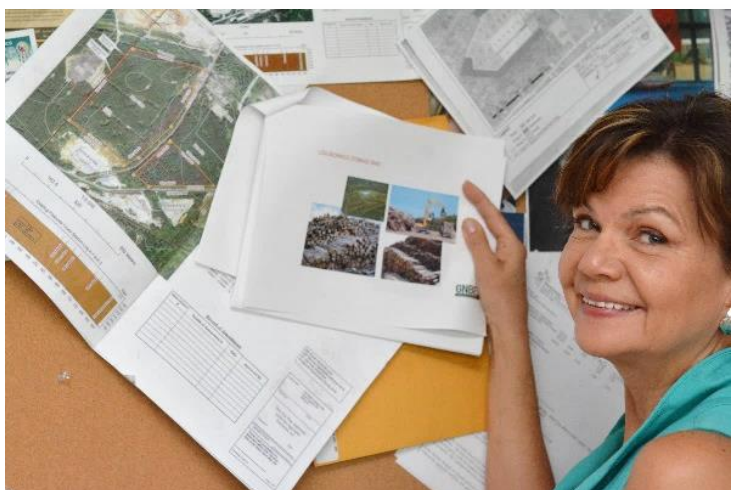


Business Plan Writing Workshop Parry Sound

ABORIGINAL ECONOMIC DEVELOPMENT FUND (AEDF) PROJECTS In North-East Ontario

Wasauksing Maple Products

The Wasauksing First Nation has operated Wasauksing Maple Products on and off since 1978. WFN has committed to take the steps to move the operation forward as a for-profit business. By finding dedicated staff, they were able to improve and increase production and efficiency while increasing product quality. Going from 2,500 to 5,000 tapped trees, the Waubetek Business Development Corporation assisted with the purchase of a large holding tank for sap, a larger storage tank for permeate (pure water) from the reverse osmosis unit, automatic draw equipment, tubing, spiles, accessories, and taps through the Community Economic Grant.



Wikwemikong Biomass Project

“AEDF is helping our community build upon our history of logging and the timber industry to create biomass energy. We are now looking at developing a biomass pellet plant off-reserve in our traditional territories near an existing sawmill for access to wood waste.”

Nikki Manitowabi, Wikwemikong Business Development Officer

Wikwemikong Tourism

“Through the Waubetek Business Development Corporation’s delivery of the AEDF Program, Wikwemikong has been able to better market our local tours through improved signage and marketing materials. We now have a full time tourism marketing program for our community that employs 5 to 12 people during our prime summer tourism season.”

Luke Wassegijig (centre), Wikwemikong Tourism Manager



Wikwemikong Housing Loans Program



“With an on-reserve population of 5,000+, our community leaders decided to develop our own housing mortgage program where our community invested its own capital to provide loans to our community members. Through funding from Waubetek and the AEDF Program, we purchased housing loans software. To date, more than 20 mortgages have been provided with interest earned going back into the mortgage fund to invest in more, much needed housing.”

Janine Pitawanakwat, Wikwemikong Housing Loans Coordinator

Gimaa Radio – M’Chigeeng First Nation

“The AEDF Program and Waubetek assisted our community with the funds for necessary equipment to establish our local radio centre that broadcasts in our own language – Anishinaabemowin. Waubetek also provided help with the staffing through their youth program services...I am one of those youth now working in my dream job!”

Blaine Corbiere, Programming Manager



Aundeck Omni Kaning First Nation Signage

“We are very proud of our new community centre and the new signage we have installed in and around our building showcasing the pride of our heritage. The AEDF Program and Waubetek helped us to purchase this signage and promote our centre as a multi-use facility and business centre.”

Mandy Shawana, Centre Coordinator and Bev Wilson, AOKFN Councillor

Thessalon First Nation Youth Business Programming

“We have been working to develop youth entrepreneurship in our community through training, work experience and potential youth co-op businesses. The AEDF Program and Waubetek have been supportive of these efforts through helping us invest in our youth.”

Tamara Ashawasega, Thessalon Economic Development Officer



Ojibwe Park, Garden River First Nation

“We have been able to revitalize this beautiful park that has been in our community for many decades, through the assistance of funding from the AEDF Program and Waubetek. This park is an economic generator of revenues and jobs for our community”

Darlene Solomon, Manager, Economic Resource and Community Development

Silver Creek Golf Course, Garden River First Nation

“With funding from the AEDF Program and Waubetek, Silver Creek Golf Course has been able to build a new arbor facility to house large golf events for up to 200 people at our community-owned golf course. We are now able to host and cater to fundraisers, wedding, and corporate gatherings. We also provide 40 jobs during the golf season for our community members and youth.”

Jamie Henderson



BUSINESS DEVELOPMENT OFFICER (BDO) SERVICE AREA

CATHERINE DEBASSIGE cdebassige@waubetek.com	JASON PELTIER jpeltier@waubetek.com	WAUBETEK OFFICE	ALEX WEEKS aweeks@waubetek.com
North Shore, Sudbury, Temagami, North Bay	Manitoulin and Hwy 69 Corridor	South East Ontario	South West Ontario And the GTA
Sagamok Anishnawbek Serpent River Mississauga Thessalon Batchewana Garden River Sault Ste. Marie Atikameksheng Anishnawbek Sudbury Wahnapitae North Bay Mattawa Temagami	Aundeck Omni Kaning M'Chigeeng Sheshegwaning Zhibaaahaasing Wikwemikong Sheguiandah Whitefish River Henvey Inlet Magnetawan Killarney Shawanaga Wasauksing Wahta Moose Deer Point Orillia/Barrie Midland Beausoleil	Alderville Hiawatha Peterborough Curve Lake Scugog Island Georgina Island Tyendinaga Kingston Golden Lake Ottawa	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 London
<u>Scheduled business outreach services will resume in Spring 2018.</u>			

YOUTH JOB CONNECT PROGRAM

The Youth Job Connect Summer program hosted through Waubetek for 2017 was a great success in terms of youth receiving certified training and completing their work placements! Students who have successfully completed the training week were put into meaningful job placements with local businesses and organizations with some of them finding continued employment into the post-summer months. During the training week, Mike Bisson attended to provide cultural teachings each day, and Stan Wesley facilitated activities over the week. The week-long training was hosted in Wikwemikong at Waase-Abin High School and included certification training and workshops where students learned skills to assist them in their placements.

One segment at the end of the training week included dressing up for the career of their choice, and making a small presentation on the career they have chosen. This was a lot of fun and it inspired many great conversations about career exploration, the steps needed to acquire the education to achieve their desired career, and to give insight into other career choices the students might have not considered before.

Waubetek would also like to thank the Wikwemikong Development Commission for their support in the Youth Job Connection Summer program placements, and in helping ensure that youth are given opportunity to learn, thrive, and achieve their goals and ambitions.



L to R: Maya Mishibinijima, Tyson Otosquaiob, Niigaunii Conroy, Grace Manitowabi, Alicia Williamson, Sterling McGregor, Bionka Eshkawkogan, Josh Peltier, Evanson Peltier, Kennady Nakogee, Youth Leader: Nick McGraw
Second row L to R: Elder: Mike Bisson, Moses Pitawanakwat, Malachi Shawanda, Montana McGregor,
Back row: Travis Assiniwe,
Missing: Lyric Pitawanakwat

LINKING INDIGENOUS COMMUNITIES WITH REGIONAL AND RURAL DEVELOPMENT

For the first time in the history of the international Organisation for Economic Co-operation and Development (OECD), they are working on an economic study involving Indigenous people. The OECD is a unique international forum of 35 member countries whose mission is to promote policies that will improve the economic and social well-being of people around the world. The work of the OECD is based on the principal that governments can share experiences, and seek solutions to common problems. Central to the work of the OECD is peer review, through which individual countries are reviewed and monitored by their peers. This approach has not been applied to indigenous economic development and this project is designed to do that.

The OECD is presently undertaking a collaborative global study that will deliver recommendations to better link indigenous communities with regional and rural development. The project will create a platform for exchange of best practices and experiences between indigenous community leaders, policy makers and experts; provide a diagnosis of the development potential of different indigenous communities; highlight best practices; and, recommend improvements regarding policies for indigenous communities. The study will contain the following elements:

- **Thematic report** that includes a profile of indigenous communities across the OECD and non-member countries, and analysis of good policy and governance practices to improve economic development and wellbeing outcomes for them at a regional level.
- **Seminars and knowledge-sharing activities** to exchange experiences of leading practices involving peer reviewers, indigenous leaders, experts and policy makers.
- **Place-based case studies** that provide an in-depth analysis of policy measures and governance arrangements and recommendations to improve economic development outcomes for indigenous communities in regional areas.

Strong engagement with indigenous communities and the participation of indigenous leaders is critical to the success of this global study. Dawn Madahbee Leach through her work with the National Aboriginal Economic Development Board, has been designated as the Indigenous Champion for the project from Canada. The OECD, together with participating national governments, is committed to working with indigenous communities and organisations to establish a lasting network of indigenous leaders to share best practices and tackle common challenges. Two mechanisms will be established to do this:

1. **Indigenous champions network** made up of indigenous leaders with an interest in economic development and livelihoods who can share information, provide expert input to the project, and support the activation of recommendations.
2. **Engagement through OECD missions** where an OECD study team and peer reviewers (including indigenous leaders from other countries) will meet with community leaders to discuss how to improve economic development outcomes for indigenous communities.

The final study for this initiative is to be completed in June 2019. If you have any questions or suggestions, please do not hesitate to contact Dawn Madahbee Leach at the Waubetek office at 705-285-4275.



Photo: Launch of the OECD International Study. Dawn Madahbee Leach shown here wearing a headpiece presented to her from the Colombian Delegation.

TOUCHED BY THE ENTREPRENEURIAL SPIRIT

Starvin Marvin's



Marvin Assinewai, a member of Aundeck Omni Kaning First Nation, established **Starvin Marvin's Variety Store** located on the Aundeck Omni Kaning First Nation. It is a small variety store that offers everything from snacks and

beverages to the last minute "forgot to pick up" items which include: dry goods, bread, dairy, household items, and a wide variety of crafts and fireworks. As the slogan says, "If you want, I'll get it!". You can stop on by at 80 Hill Street in Aundeck Omni Kaning First Nation every Wednesday through Sunday from 10am to 8pm.

Mukwa Adventures



Arthur Trudeau, a member of the Sagamok Anishinawbek, established **Mukwa Adventures** in the summer of 2017 and is located on the Sagamok First Nation. **Mukwa Adventures** is an all-inclusive all-terrain vehicle (ATV) guided tour operation that offers day, overnight or weekly adventures of trail systems throughout the Algoma and Sudbury District. With access to over thousands of kilometers of trails in Northern Ontario while collaborating with amazing local lodges and resorts in the area for our clients to relax after a day out playing in the mud and digging up some trails! The business provides all the safety gear, ATV's and training required. To learn more about the business visit the website at www.mukwa.ca or call Arthur at (705) 862-1150 to book your next adventure!

Moon Works Photography



Stephanie Recollet, a member of the Wahnapiatae First Nation, has established **Moon Works Photography** based on the Wahnapiatae First Nation. It is a home-based business, with an area of the home dedicated to portrait viewing/gallery, office, and a 100 square-foot studio. Clients can elect to have the portrait sitting done in the home studio space, on

location in the client's home, or in an outdoor setting. She also offers her photography services for weddings, anniversaries, birthdays and community events. The business can also cater to any special requests from organizations for board and staff photos or provide photography services for conferences. To enquire about her services or to view some of her work, visit her Facebook page at Moon Works Photography, or give her a call at (705) 919-4836.

Moonlight Counselling



Grace Debassige, a member of M'Chigeeng First Nation, established **Moonlight Counselling** and is located on the M'Chigeeng First Nation. **Moonlight Counselling** is a private practice in wholistic counselling. The counselling process is based on a rational approach, where the counsellor and client can begin to build a rapport that is non-judgmental,

genuine, honest, and caring in an environment that is a safe space to share experiences and work towards self-discovery while identifying all four aspects of the self (mental, physical, emotional, spiritual). She offers individual counselling, group meditation, eCounselling, and mental health concerns. Ms. Debassige, B.A., M.C., MSW, RSW can be reached at 1 (705) 348-1072 or visit her website at

<http://www.moonlightcounselling.net>.



Sammouna



Lisa Ladouceur, a member of the Metis Nation of Ontario, opened a Middle Eastern

food restaurant known as **Sammouna**, located within the Huronia Mall in Midland, Ontario. Inspired by her interest in Middle Eastern cuisine the menu is a testimony to her passion for Mediterranean food. She uses traditional Middle Eastern techniques to create dishes with modern appeal using the freshest highest quality in-season ingredients and authentic old country recipes. The menu items being offered are; Chicken and Beef Shawarma, Falafel, Chicken Souvlaki, Kebabs, Pita's and Plates and other healthy (vegan, gluten-free) fast food alternatives. If you happen to be in the area, stop in at the Huronia Mall located at 9225 County Road 93, Midland, Ontario. You can also order online through the website at

www.sammouna.com



Artistic Affairs



Walleeta Anstey, a member of the Beausoleil First Nation, is pleased to announce the opening of her business **Artistic Affairs**, a full service event management and production company, located in Tiny, Ontario, serving Simcoe County. She offers a complete range of services covering all stages and aspects of the event planning process. From initial consultation, planning, catering, decoration, equipment and decor rentals,

and staffing for the event. Whether you are planning a wedding, corporate, or social event; let Artistic Affairs take the worry out of your planning and deliver a stress free and enjoyable celebration. To learn more about her services or to obtain a quote, you can visit her website at www.artisticaffairs.ca or her Artistic Affairs facebook page. She can also be reached by phone at (705) 427-2087 or by email at info@artisticaffairs.ca

Investing in the
Aboriginal Business
Spirit for 28 years

