



Waubetek Business Development Corporation

“A Community Futures Development Corporation”

WAUBETEK NEWS

FALL/WINTER 2021



This issue...

Calabria Cement & Tile Ltd.



Migizi Management Services



J & J Temagami Property Management



Moonlight Counselling



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CALABRIA CEMENT & TILE LTD.

Calabria Cement & Tile Ltd. in Sudbury, Ontario is owned by Dokis First Nation member Paul Therrien since early 2018. Calabria Cement and Tile does virtually anything that involves concrete and structural and architectural ceramics from small residential to major commercial installations. Paul’s business can handle basements, upper floors, driveways, walkways, curbs, and drainage tiles, using poured concrete, cobblestone, brick, natural slate, and flagstone. Calabria Cement & Tile Ltd. is also mobile, having completed out of town jobs on Manitoulin, James Bay communities, and along the Hwy\ 17 and 69S/400N corridors.

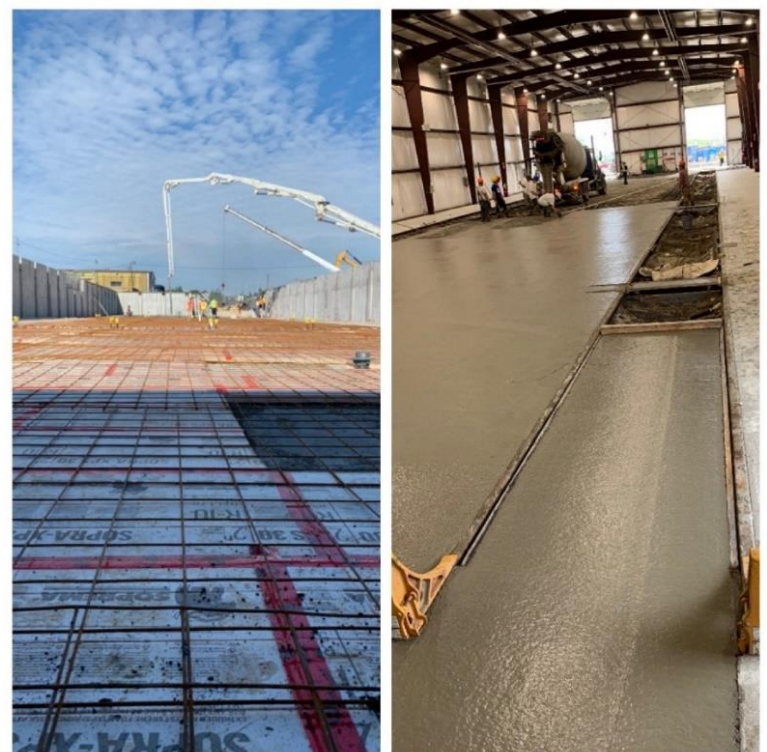
Calabria Cement & tile Ltd. was a well-established business when Paul acquired it with assistance from the Waubetek Business Development Corporation in 2017. Paul had actually been working for the original owner since 1986 and he took care to maintain the quality and reliability of service that had sustained the company for those many years and for which he was responsible as an employee. One job that remains with him was at the first cancer treatment centre at Health Sciences North. “(It) had to be very accurate,” Therrien says. “We had to be within one-sixteenth of an inch for the cancer treatment machines, and I can say I’ve done it.” Another job he did since buying the business was laying the concrete floors in a seven-story apartment building in Sudbury. “Every floor was pretty much 20,000 square feet,” Therrien says. “That was an achievement we did in the very first year I took over. They had no problems setting up when they did the tiles, the flooring and everything went nice.”

Paul isn’t working alone in keeping Calabria Cement and Tile going. His wife, Natasha, is very much involved with sales, records management, and customer relations. The two,

working together, have Calabria Cement and Tile moving steadily forward as they envisioned. “After the first year we set a goal of how much we want to have in sales, and we met our goal,” Paul says. “In the second year we said OK, we made that so let’s shoot for a little higher, and then I got a few more commercial jobs and I picked up some more residential contracts. We picked up a lot of new customers since they found out I was the new owner — they wanted to try us out and once they tried us out that was it, they stuck with us.”

More information on Calabria Cement & Tile Ltd. can be found on:

FaceBook page Calabria Cement & Tile Ltd.
phone: 705-677-0955





MIGIZI MANAGEMENT SERVICES

Migizi Management Services is owned and operated by Wasauksing First Nation member Craig Brown. Migizi Management Services offers community and economic development consulting services including funding applications, feasibility studies, business plans, policy development for First Nations or Indigenous organizations. Craig adds: “I also help with strategic plans, economic development plans, housing plans, operational plans, governance development plans.” Craig says he can also help with partnership development, consultation and any work with the First Nation Fiscal Management Act as well as project management and training and capacity development.

Craig opened his management consulting business during the COVID-19 pandemic, calling it “a wakeup call for Turtle Island.” “The pandemic helped me decide to get into business because it was a wakeup call for all of us, and I think more First Nations and organizations are really going to focus more on the areas we need to develop to make sure our citizens don’t get left behind in terms of the economy and social wellbeing.”

Craig’s background and approach to his business and for his clients ensures that he and his clients share common visions for their futures and understandings of the issues at hand. He has many years of experienced in local government, having positions as a First Nations CEO and Band Manager, and as senior advisor in Aboriginal Housing at CMHC. Craig adds that his professional connections expand his capacity, stating that, “I have a strong network of Indigenous professionals: for example I’m working on a feasibility study and I will bring in for example an Indigenous architect like Two Row Architect from Six Nations. I’m working with them on a number of projects right now.”

Craig says he realized that he wanted to do economic development work when he was about 12 or 13-years-old. Of his interest in and passion for community development and

strategic planning, Craig notes that he is from the Marten clan. “So I found it interesting when I learned my clan reflects on those fields” Brown says. “I already had that love, that passion inside of me before knowing what my clan was.”

Craig says he has had steady work since he opened his business in Wasauksing with marketing assistance received from the Waubetek Business Development Corporation in January 2021. “I’ve done a number of applications for housing development,” Brown says. “I’ve also done a feasibility study for an on-reserve shelter. He is also working with some business clients, helping with their business planning. “I’m helping them achieve their dreams, helping them get into business on their own and helping to create an economy too for area First Nations,” Brown says. “The more businesses we have, the more we can support each other and build the economic base we all want.”

“I really want to help mainly the Highway 69 area First Nations,” Brown says. “We haven’t done as much development as some other communities in some other areas, so I’m really hoping that because I’m located in Wasauksing that I’ll be able to help Highway 69 communities to develop their communities.”

Contact information for Craig Brown at
Migizi Management Services:

e-mail: cbrown@migizimanagement.ca

phone: 705-774-4980

website: <https://migizimanagement.ca/>



Want your event included?

Free listing for Economic: workshops/sessions, conferences, events
Within the 27 First Nations communities Waubetek serves.

Email waubetek@waubetek.com with “Waubetek Community Listings”

in the subject line. Please submit your listing in well in advance.

Feature stories: Rick Garrick
Chief Editor: Mark Manitowabi
Editor: Dawn Madahbee Leach
Design setup: Cathy Mishibinjima



Are you interested in writing articles for the Waubetek News?
Please send:

- resume of experience
- 2 example articles

submit to waubetek@waubetek.com



J & J TEMAGAMI PROPERTY SERVICES

J&J Temagami is owned and operated by Temagami First Nation member Jamie Koistenen servicing clients on and around Lake Temagami. J&J Temagami offers year-round property management and logistical services to resorts, cottages, and landowners both on and off Lake Temagami. Services include heavy barge transport, construction site preparation, septic installations, marina storage and wrapping, and snow removal. She also works with a septic truck owner to transport his truck on her barge to do pump outs at people's cottages on Lake Temagami. "There is quite a market for pump outs," Koistenen says. "Every season we do 30-40, so those are full-day trips." Jamie is qualified in all areas, certified as a commercial barge operator and septic installer.

J&J Temagami is the result of steady entrepreneurial effort. Jamie started out with JJ Plowing in 2018, as a snow removal and winter yard maintenance business. This business activity has grown to three plow trucks, sanders and she now employs up to five staff, having starting with a client base of 60 mixed commercial and residential properties. In 2019, Jamie invested in her first barge, a 20 by 50-foot barge with a capacity of 50 tons, through assistance from the Waubetek Business Development Corporation. Her clientele includes nine youth camps and 750 cottages on Lake Temagami.

Jamie's entrepreneurial spirit successfully turned adversity into opportunity. "In 2020 we had another successful year of barging even though in the middle of the pandemic ... we thought it was going to be slow given that all the camps had been closed, but people decided to really invest in their properties. We were bringing insulation trucks (to the islands) because people were winterizing their cottages, and more people performed more maintenance on their cottages, so that was great for us." A 12 by 32-foot barge with a capacity of 20 tons, a mini-excavator and a skid steer loader, were ABDED, in 2020 to provide more services for clients. "The smaller barge is transportable to any surrounding lake as long as it has a boat launch. That also helps us in delivering Nydocks docking systems depending on the location." As well, Jamie has a marina storage operation for up to 65 boats located on a two-acre commercial property in Temagami. "We also do shrink wrap boat storage," Koistenen says. "From that location we are also an authorized Nydock dealer — we sell pontoon floating docks. 2021 is our first season and we got our first truck load on April 26. We've gone to Kapuskasing and to North Bay and basically anywhere in between (for dock sales)."

Jamie's entrepreneurial spirit started with her parents who operated a convenience store and chip stand. Jamie made some personal decisions which led her to go into business. "I wanted to build a lifestyle that would keep me in Northern Ontario and the ability to be home every night," she says. This decision and the others that followed also allowed her to make an investment in her community.

For more information, J & J Temagami is posted online at: www.jandjtemagami.com and can be reached otherwise at: e-mail: jjplow@hotmail.com; phone: 705-569-4419



MOONLIGHT COUNSELLING

Moonlight Counselling is owned by M’Chigeeng First Nation member Grace Debassige B.A.,M.C., MSW, RSW and operates from her premises on the M’Chigeeng First Nation. Moonlight Counselling offers in-person and virtual counselling sessions for persons suffering from emotional distress. Grace describes her services as follows: “I support individuals to heal unpleasant emotions so that they can be more present, calm and connected in their work, family and life.”

Grace had always wanted to own a business since high school and it was at that time she decided on a career in applied Psychology and Social work. She prepared by carefully planning her education so that she now has a Bachelors in Psychology, Masters in Counselling Psychology and a Masters of Social Work with a specialization in Aboriginal field of study. She also has professional registrations with the Ontario College of Social Workers and Social Services Workers (OCSWSSW), the Association of Ontario Social Workers, and is a Certified Trauma & Resilience Practitioner-Clinical. Further training background is available on her website.

With her academics in place, Grace understood that she still had more to work to do in order to realize her business goal. “It was a learning process — I knew the therapy aspect but I had to learn the business side.” And the business side arrived quickly: “The pandemic shifted my entire business because my business was going on-site and community-based. As last year rolled out, I was aware of all the developments that were coming out, and during that time I started to look into how to move and shift to a virtual private practice. So as of January 2021, I am exclusively a virtual private practice.” The change to virtual counselling services has benefitted both her practice and clients with reduced travel time which has made her services more accessible for more clients.

“It creates accessibility to receiving social work services, that was the whole idea when I started — I wanted to be accessible. I can provide services to any person living in Ontario.” For client protection, Grace uses an online management software, which was built for therapists with a secure video platform and upgraded her office equipment, including lighting, webcam and microphone, through assistance from the Waubetek Business Development Corporation. “The quality of the service is still the same in creating that connection, that emotional piece,” she says. “You don’t have to be in the same room to feel what the other person is feeling.”

Grace is planning to continue offering her virtual therapy counselling sessions by video or phone after the COVID-19 pandemic is over. She has further developmental work underway, adding: “Creating an online presence was my focus. One of the biggest key points was learning to tell your story.”

Information about Moonlight Counselling is posted online at: moonlightcounselling.net and by phone at: 705-348-1072

Grace H. Debassige B.A., M.C., MSW, RSW



**Individual Therapy For Adults Who
Are Stressed Out & Want More For
Their Lives.**



WAUBETEK NEWS BRIEFS

Emergency Financing

The resiliency of the Indigenous businesses in North-East Ontario during this COVID-19 pandemic has been evident. Many have restructured their business model to supply other goods and services, started providing services online, and some expanded their businesses.

Waubetek continues to deal with a high volume of requests and inquiries which means that approval times will take a longer during this time. In early Fall, we were provided with an additional pot of funds to provide further emergency assistance up to the end of March 2022. The maximum amount available is up to \$50,000 for those businesses who have not yet received emergency financing from Waubetek. Businesses can find the emergency loan application on our website, complete it in full and add the required attachments. If the application is not fully completed, a review will be delayed. With the high volume of applications, please be patient and do not expect a quick turnaround at this time, but ensure to contact the office to confirm that your application has been received.

Waubetek Operational Measures during COVID-119

The Waubetek office continues to be closed to visitors. Communications continue with our clients primarily through email, online meetings, and by phone. The Waubetek team have the technical capacity to work remotely, but we do have a limited number of staff in the office.

National Day for Truth and Reconciliation

The truth about Indian Residential Schools has been prominent in the minds of Indigenous peoples across the globe and in the First Nations of our own region. In recognition of the first National Day for Truth and Reconciliation in Canada, the Waubetek team took the time to reflect on the impacts of the truth on our people and we honoured residential school survivors and those who did not make it home.



Waubetek Staff

Waubetek is honoured to recognize two of our team members who are valued for their work and commitment to the clients we serve. We recognized Cathy Mishibinjima, Executive Secretary, for her 10 years of service with some artwork that we know she was dreaming to have in her home. We also recognized Jodi Porteous, Loans and Contributions Administrator, for her 5 years of service working directly with our clients in processing documentation and payments. We are very privileged to have these hard workers on our team!



Indigenous Women Entrepreneurs

Early in 2021, the Government of Canada announced a program for Indigenous Women Entrepreneurs. The details of this new program are expected to be announced by January 2022 and Waubetek expects to be one of the program delivery agents. As soon as we receive the details, we will post the information on our website and on our Facebook page. We look forward to this initiative to support more Indigenous women entrepreneurs!

Futurpreneur Canada

In early 2021, Waubetek partnered with Futurpreneur to assist Indigenous Youth from ages 18 to 39 who are interested in starting a business. Futurpreneur provides guidance on business plan development, along with an experienced mentor for advice, and two loan programs – one is the “Side Hustle” program for loans up to \$15,000 where a youth can operate a business part-time and another loan program up to \$60,000 that does not require loan security. Waubetek can partner in these projects by providing conditional contributions covering 75% of the costs to hire professional assistance to help develop a business plan and/or to cover start-up marketing costs. Waubetek can also provide loans that top-up the \$60,000 amount provided by Futurpreneur if more capital is needed. Waubetek also teams up with Futurpreneur Canada to offer Indigenous Youth Entrepreneurship workshops. Please check the Waubetek Facebook page and website for workshop information.



Waubetek News Briefs continued ...

Aquaculture

Waubetek continues to implement the 2012 Aboriginal Fisheries Strategy with a focus now on the commercial and recreational aspects. We also continue to deliver the Aquaculture Program throughout Central Canada. Part of this work includes our collaboration with First Nations to develop an Aquaculture Legal Framework (Giigoohn Chi-Naaknigewin) which several First Nations in Ontario are looking to adopt in order to exercise their jurisdiction. We are currently having a business plan prepared for an Indigenous Centre of Excellence for Aquaculture to support implementation of the legal framework.

Waubetek also assists with funding applications to the Northern Integrated Commercial Fisheries Initiative (NICFI) Program at Fisheries and Oceans Canada. We are assisting 23 different communities this year with their applications. Since April 2021, we accessed **\$293,768** for 5 community projects thus far, plus phase 2 carry over projects for **\$268,492** from the previous fiscal year. We are assisting another 10 communities with new project applications for an additional **\$892,500** for this current fiscal year (2021-2022).

Mining

Waubetek continues to work on the development of the Centre of Excellence for Indigenous Minerals Development which will be an information clearinghouse to assist First Nation communities in developing their own protocols and responses to requests from the mineral development industry and helping to build our knowledge and capacity in this industry. It is so important for First Nations to have the supports in place to make informed decisions on resource development. The Centre will assist with addressing this need for information.

For the development of the proposed Centre, we issued a Request for Proposals to contract a consultant to help develop a database of tools and templates that can be used by First Nation communities when being approached by mining companies seeking to undertake mineral development in the community's traditional territories. This work to develop the database will begin in the new year.

We are also calling on our local artists to assist with design concepts for a logo for the Centre of Excellence for Indigenous Minerals Development. Please see the poster in this edition of the *Waubetek News*.

Indigenous Economic Inclusion – Waubetek is assisting at the national level on improving Indigenous Business access to public and private procurement opportunities. In particular, we have worked on recommendations to the Federal Government to help Indigenous businesses to access 5% of all federal contracts for goods and services. This will amount to billions of dollars in potential contracts for Indigenous businesses.

Through Waubetek General Manager's role as the Chair of the National Indigenous Economic Development Board, she also participates in a core group of National Indigenous organizations developing a National Indigenous Economic Strategy that is now in the final draft format. Waubetek's General Manager has also been involved in developing a national definition of "Indigenous Business" as there is a growing concern that some non-Indigenous businesses are posing as Indigenous and then benefiting from Indigenous programs and procurement opportunities. The Waubetek General Manager is also involved in the development of a National Indigenous Procurement Institute that will have a database of certified Indigenous businesses and provide supports to Indigenous businesses seeking procurement opportunities. As part of an Indigenous Working Group with Global Affairs Canada, the Waubetek General Manager is also assisting with the inclusion of Indigenous Peoples in Asia-Pacific Economic Cooperation (APEC) work and summit agendas.

Golf Champions!



Waubetek entered a team in the inaugural Lucy Francis-ba golf tournament this past summer in honour of our beloved Board Member. She was an amazing person who knew so much about many industries. She also loved the sport of golf. We are certain that she would have been proud to know that the Waubetek team of Dawn Madahbee Leach, Laura Freeman, Curtis Assance and Reggie Leach won the Mixed Team division.



REGIONAL INITIATIVES PROGRAM

Thanks to funding received by FEDNOR, Waubetek has been able to have a Regional Initiatives Coordinator (RIC) position in place to help implement our regional economic strategies (fisheries and mining), and assist with building First Nation economic capacity throughout our region. Curtis Assance was hired as our RIC in September 2020 for a two-year term up to August 2022. He has been administering the program which complements the work of the First Nation Economic Development Officers. The program also delivers workshops to aspiring and existing entrepreneurs as well as supporting youth and women business initiatives.

With the COVID-19 pandemic still affecting our daily lives, the Regional Initiatives Program has been conducting much of the capacity building initiatives online through a series of targeted workshops to Indigenous youth, women, Economic Development Officers, and Indigenous businesses

Zoom webinars have been scheduled in numerous topics in 2021 including:

2021 Capacity Development Workshops

Earlier this year, Waubetek hosted the following webinars, each one recorded and will be available for viewing on the EDO Toolkit in the near future:

Indigenous Women Entrepreneurship (IWE) Webinar Series:

- Tuesday February 9th, 2021 – IWE featuring guest speaker Kathryn Corbiere OneKWE
- Tuesday February 16th, 2021 – IWE featuring guest speaker Arnelda Bennett, Sagamok
- Tuesday February 23rd, 2021 – IWE featuring guest speaker Victoria Labillois, Wejuseg Const.
- Tuesday March 2nd, 2021 – IWE featuring guest speaker Anong Beam, Anong Beam Paints
- Tuesday March 9th, 2021 – IWE featuring guest speaker Jennifer Twigg, Twiggs Coffee Roasters
- Tuesday March 16th, 2021 – IWE featuring guest speaker Dawn Madahbee Leach, Waubetek

EDO Spring Information Session

- Tuesday May 18th, 2021
 - Update on Waubetek Program and Services
- Wednesday May 26th, 2021
 - CANDO update
 - Ontario Cannabis Store presentation

Taxation Webinar

- Tuesday May 25th, 2021, Jason Williams, BDO Presenter

Futurpreneur Webinar

- Wednesday June 30th, 2021
 - Justin Holness, Futurpreneur, Kain Big Canoe, TE Wealth, Kathryn Corbiere, OneKWE

Recent Webinars held:

- 2021 EDO December Information Session, Tuesday December 7th, 2021
 - Jason MacDonald, Futurpreneur
 - Dr. Carlana Lindeman, Martin Family Initiative
 - Project Management Training – Josh Albert, The CCSGroup
- Indigenous Youth Financial Literacy – Wednesday December 15th, 2021
 - Kain Big Canoe, TE Wealth

Watch for the notices for the schedule of **2022 Capacity Development Workshops**. All Zoom Webinars will be recorded and saved on the Waubetek website at www.waubetek.com so clients will be able to view at their convenience.

Mining

The RIC is assisting with the implementation of the Aboriginal Mining Strategy for North-East Ontario. The components of the strategy the RIC is responsible for include the development of a Human Resource Inventory in the region that will become a database of Indigenous people in North-East Ontario who have accreditation, trade licenses, and expertise related to the industry so that job opportunities for indigenous people can be filled by indigenous people. The RIC will work closely with the Indigenous Skills and Employment training (ISET) program delivery organizations in North-East Ontario. This will create a database of skilled individuals. Discussions on how the database will be maintained and where it will be hosted will also take place.

The RIC is also responsible for having a business plan developed for the Association of Indigenous Mining Suppliers. This association will be a regional database of Indigenous businesses who can supply goods and services to the mining industry. The Association would also coordinate marketing events and providing workshops to assist these businesses in successfully bidding on contracts and sub-contracts in the industry.

The 2022 Prospectors and Developers Association of Canada will be hosting their annual convention with an in person and virtual component this year, and plans are underway for Waubetek to have a presence and ensure our clients and suppliers have an opportunity to gain exposure. The event will also follow-up on gaining additional supports for the Centre for Excellence for Indigenous Minerals Development. Currently the schedule for PDAC is: In Person: March 7 – 9, 2022, Virtual March 10 & 11, 2022

Aquaculture & Fisheries

While significant action has taken place on implementing the Aquaculture components of the *Aboriginal Fisheries Strategy for North-East Ontario*, the RIC is responsible for implementing the commercial fisheries and recreational fisheries action plans within the strategy.

The RIC has initiated contact with Aboriginal Commercial Fishermen to seek advice on implementing these outstanding matters. This work includes conducting an inventory of commercial fishers within the Waubetek catchment area, as well as establishing a Waubetek Fisheries Development Committee. If you have expertise in the area of commercial and/or recreational fisheries, and would be interested in participating on this committee, please reach out to the RIC at Waubetek and he will be sure to follow up.

For more information on the Regional Initiatives Program, please contact the coordinator, Curtis Assance at the Waubetek office or email at cassance@waubetek.com.





INTRODUCING THE GIIGOONH CHI-NAAKNIGWIN

Fish and fishing are fundamental to the sustenance and culture of First Nations communities of the Anishinabek Nation.

- Court rulings have concluded that First Nations have an Aboriginal right, as defined in the Constitution of Canada, to fish for food, social, ceremonial, and commercial purposes and that this right takes priority over all others, after conservation.
- The courts have made it clear that Indigenous rights must be interpreted flexibly to permit their evolution over time. Aquaculture, an emergent application of fisheries resources, is a logical extension of such rights.
- The Ontario aquaculture industry produces more than 5,400 tonnes of fish annually with a farm-gate value in excess of \$29 million. More than 550 people are employed directly and indirectly as a result of aquaculture – largely in rural communities. The industry contributes more than \$122 million to the provincial economy.
- Aquaculture in Ontario is projected to expand predominantly through First Nation ventures and partnerships.
- The Waubetek Business Development Corporation has been developing a governance framework – the Giigoonh Chi-Naaknigewin – to empower First Nations to issue licences, leases, permits, rules and requirements to aquaculture ventures operating on First Nations’ traditional lands and waters. The Giigoonh Chi-Naaknigewin will position First Nations to govern Indigenous and non-Indigenous aquaculture operations by exercising inherent Aboriginal and treaty rights related to natural resources, territory, and culture.
- The framework will provide tools, templates and resources for First Nations to govern Indigenous and non-Indigenous aquaculture operations.
- The Giigoonh Chi-Naaknigewin is intended to reflect equivalency with the current federal and provincial approach to aquaculture management, adding Indigenous principles, while providing consistency and stability within the sector.
- Aquaculture should be planned and managed by adopting the best-available science, technology and Indigenous knowledge within a risk-based decision framework.
- Aquaculture is the practice of farming in water. Clean and healthy water (nibi) is fundamental to First Nations, and to sustainable aquaculture. Therefore, the Anishinabek Nation is committed to maintaining the health and diversity of aquatic and terrestrial ecosystems and the responsible utilization of natural resources.
- A new Indigenous organization is being proposed to provide environmental and operational monitoring of aquaculture ventures as well as support to First Nations in the management of Giigoonh Chi-Naaknigewin.



Please contact Dawn Madahbee-Leach (dmadahbeeleach@waubetek.com), Nicholas Huber (nhuber@waubetek.com), or visit our website (www.waubetek.com) for additional information.



Fisheries and Oceans
Canada

Pêches et Océans
Canada

BUSINESS DEVELOPMENT OFFICER (BDO) SERVICE AREA

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

<p>ZOLT VIRAG zvirag@waubetek.com</p>	<p>North Shore and Manitoulin</p>	<p>Sagamok Anishnawbek - Serpent River - Mississauga - Thessalon - Batchewana - Garden River - Sault Ste. Marie - Aundeck Omni Kaning - Espanola – Little Current - M’Chigeeng - Sheguiandah - Sheshegwaning - Whitefish River - Wikwemikong - Zhiibaahaasing</p>
<p>JOHN SYMINGTON jsymington@waubetek.com</p>	<p>Sudbury, Temagami, North Bay and Hwy. 69 Corridor</p>	<p>Atikameksheng Anishnawbek - Sudbury - Wahnapiatae - Dokis - Nipissing - North Bay - Mattawa - Temagami - Henvey Inlet</p>

TOUCHED BY THE ENTREPRENEURIAL SPIRIT...

1. Daki Menan Land & Resource Corporation

Daki Menan Lands and Resources Corp. is a not-for-profit arm of the Temagami FN, owned by the First Nation 100%. DMLRC is under the Lands and Resources Department of the Temagami FN Chief and Council. DMLRC previously established a small firewood production enterprise to provide firewood to residents of Bear Island and the Town of Temagami. Over the period of 2016 – 2018 a business plan was developed to consider a larger mill to meet with consumption levels. DMLRC operates a firewood enterprise, pallet wood mill, GIS contracts, harvesting and marketing operations initiatives.



**TEMAGAMI
FIRST NATION**

Currently, DMLRC is managed by Robin Koistinen, The Director of Lands and Resources for Temagami First Nation and Jeff Barton of Barton Consulting Services in New Liskeard, Ontario. You can contact Robin at the Temagami First Nation at 705-237-8643 or check them out online on Facebook.

2. Pro Fleet Care Sudbury/Manitoulin

Allen Dickson, a member of Wikwemikong Unceded Territory, is the owner of Pro Fleet Care Sudbury which is a franchise operation that provides a mobile rust proofing service to fleet customers and heavy equipment operators in Sudbury and the North Shore territory.



To contact Al, he can be reached at (249) 879-8790 or email al@profleetcare.com. The company also has an online presence on Facebook.

3. Nbissing Consulting

Robert Goulais, a member of the Nipissing First Nation, owns and operates Nbisiing Consulting Inc. located in Garden Village, Ontario. This business provides professional advice and services in the areas of Indigenous Relations, Community Engagement, Communications, Negotiation and Mediation and Management Consulting. Robert can be contacted by phone at: 416-770-8567 or by email at: info@bobgoulais.com Online presence: Facebook



4. Leaky Teepee Inc.

Corri Daniels, a member of the George Gordon First Nation in Saskatchewan, and her husband Peter recently purchased the Temagami Riverside Lodge. This property has two sites: the South Camp is located approximately 1 km off Hwy#64 on Red Cedar Lake; and the North Camp is accessible by water only on the Temagami River approximately 7 minutes by boat from the South Camp. They have 11 cottages and 16 trailer sites.



To contact Corri & Peter call: 705-491-7851 or find them online on Facebook

5. Bellefeuille Head Law Partnership LLP

Crystal Head and Cathy Bellefeuille, both lawyers and members of the Nipissing First Nation, established Bellefeuille Head Law. Their office is located on the Nipissing First Nation. The business specializes in Family law, Child Welfare and Criminal matters. For legal assistance, this business may be contacted by phone at: 705-498-2071

6. Cutrite Landscaping

Michael Johnson, a member of the Georgina Island First Nation, is the owner and sole shareholder of Georgina Garden Centre & CutRite Landscaping Ltd. The business is located in Keswick, Ontario.



To contact Michael: telephone 905-476-8722, email: info@georginagardencentre.com

Online presence: Facebook, Instagram, Pinterest, Youtube

7. C & R Safety Training Solutions

Rudi Morin owns and operates C&R Safety Training Solutions in North Bay. This business delivers various safety training programs to industry, from basic first aid to more specialized training involving working at heights, safe crane operation, spill response, accident investigation and workplace safety analysis.

To contact Rudi: telephone 705) 492-2072, email: admin@crsafetytrainingsolutions.ca, or visit <https://www.crsafetytrainingsolutions.ca>



Online presence: LinkedIn, Facebook

8. Beaverstone Consulting

Jeff Roque, a member of the Wikwemikong Unceded Indian Reserve, established Beaverstone Consulting located in Killarney. The business provides services in Engineering, Drafting, Project Management and Solar Consulting.

To contact Jeff: telephone 905-749-2633, or email jeff_roque@sympatico.ca online presence: facebook

9. Biish Management & Consulting

Pamela Williamson, a member of the Moose Deer Point First Nation, established **Biish Management & Consulting** based in Little Current, Ontario. This business runs a contract-based report development services which include proposal development, program and organizational assessments and reviews, feasibility studies, strategic and operational planning development, human resource development of policies, job descriptions, short-term and interim senior or management level support offers. Her services also include mentorship.

To contact Pamela by phone: 705-348-0291. Online presence: LinkedIn



Calling All First Nation Artists!!!

Logo Design Contest

For the Centre of Excellence for Indigenous Minerals
Development

Issue date: November 10th, 2021

Waubetek Business Development Corporation is seeking logo concepts from First Nation Artists for the Centre of Excellence for Indigenous Minerals Development. Please note that the selected art will be modified and stylized by a graphic artist to be used for a variety of marketing purposes.

Closing Dates and Time: Entries must be received **before 4:00 PM Eastern Savings Time** on: January 14th, 2022

Prize: \$500.00

BACKGROUND INFORMATION:

The Waubetek Business Development Corporation is undertaking a Logo Design Contest for the Centre of Excellence for Indigenous Minerals Development (CEIMD) to be used in all marketing and Branding for the CEIMD going forward.

The Centre will be a clearinghouse of information, tools, templates, research and case studies to help First Nations make informed decisions on mining initiatives in their traditional territory. The idea for a CEIMD came from recommendations by community participants who helped develop the Aboriginal Mining Strategy for Northeastern Ontario as a means to build First Nation knowledge and capacity in this sector.

CREATIVE BRIEF:

The Logo will be used for the following and other marketing purposes:

- ✓ Online (Website, Facebook, etc.)
- ✓ Print (Business Cards, Letterhead, Brochures, etc.)
- ✓ Merchandise (Mugs, t-shirts, etc.)
- ✓ Signs (marketing displays, trade booths, etc.)
- ✓ Video/PowerPoint/Screen

Briefly Describe Your Contest Entry:

Please provide a brief description of your entry and imagery in your submission.

PROJECT CONTACT: Please send your submission or enquiries to:

Dawn Madahbee Leach, General Manager
Waubetek Business Development Corporation
 P.O. Box 209, Birch Island, ON P0P 1A0
 E-mail : dmadahbee@waubetek.com
 PH : 705-285-4275

Note: Waubetek reserves the right to enhance the winning entry through professional graphic design if necessary and will retain ownership of the design.

WAUBETEK'S PROGRAMS AND SERVICES

INVESTING IN THE ABORIGINAL BUSINESS SPIRIT

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

COMMERCIAL LOANS

(North-East Ontario only)

Term Loans

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

Bridge Financing

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

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

Conditional Contributions

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

BUSINESS AND ECONOMIC ADVISORY SERVICES

Business and Economic Counselling Services

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

REGIONAL INITIATIVES IN NORTH-EAST ONTARIO

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

For more information, please contact our office at:

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

Telephone: (705) 285-4275

Email: waubetek@waubetek.com