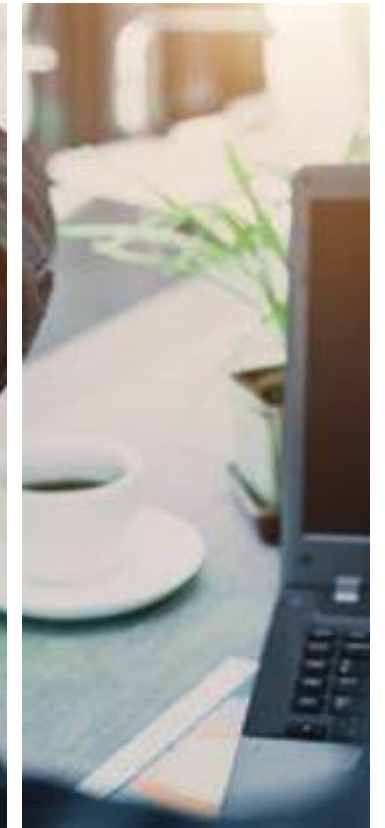
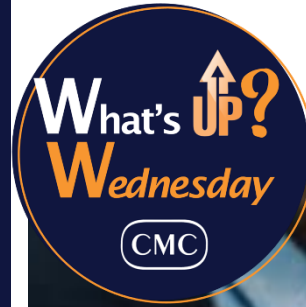


# Understanding how to Work Effectively with Indigenous Firms & Consultants

Dale Booth, Founder & President,  
Innovation 7

June 14, 2023 12:30 p.m. ET





# WHAT'S UP NEXT

## September 13, 2023: – Sports & Leadership

During this event, Sam Effah will share his experiences and insights on the profound connection between sports and leadership. Through his own personal anecdotes, Sam will shed light on how true leadership goes beyond the race and extends into all aspects of life.

As he beautifully puts it,

**"Leadership isn't just how you show up on the track, it's what you do when the stands are cleared and the race is over."**



# New!

## CMC Pro Bono Program. Fall 2023

### Announcement

Learn more about the  
Pro Bono Program & how  
**you can participate**

[probono@cmc-ontario.ca](mailto:probono@cmc-ontario.ca)



WHY JOIN?

# MEMBERSHIP CONNECTS YOU



CONSULTANTS



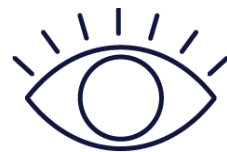
NETWORK



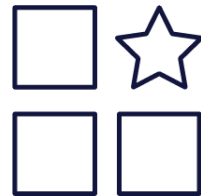
RESOURCES



CERTIFICATION



VISIBILITY



DIFFERENTIATE



## ABOUT OUR PRESENTER

# Dale Booth

Founder & President, Innovation 7

- ❑ Over 20 years of experience working with Aboriginal people
- ❑ Chief Executive Officer of Assembly of First Nations and Director of Economic Development
- ❑ Has held senior positions within Indigenous and Northern Affairs Canada
- ❑ Specializes in advisory services to public sector clients and First Nations





# Understanding how to Work Effectively with Indigenous Firms



CMC

One of the **fastest-growing** segments of the economy with new opportunities



**Part of** Truth and Reconciliation Commission **Calls to Action**



Indigenous procurement **driving growth**



**Demands for partnering** steadily increasing



**Community-based firms emerging** into new markets



Understanding the **"pretendians"** concept



Shaped by their **Community linkages**



Historical Context and **Experiences of Indigenous Firms**



Public sector markets **barriers and opportunities**

**Indigenous Business Environment is Evolving and Growing... so are the needs.**





# Indigenous Business Environment is Evolving and Growing... so are the needs.

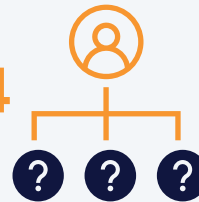
## Business Capacity

◎ **19,000**  
 businesses (overall) located in  
**Indigenous communities**  
 Generating just over  
**\$10 billion**  
 in **total revenue**



◎ Canadian Council for Aboriginal Business  
 has estimated there are over  
**50,000**  
**Indigenous-owned**  
**businesses in Canada.**

In general, Indigenous businesses  
 tend to be **quite small**, with **3/4**  
 unincorporated, and more than  
**6/10** have **no employees.**



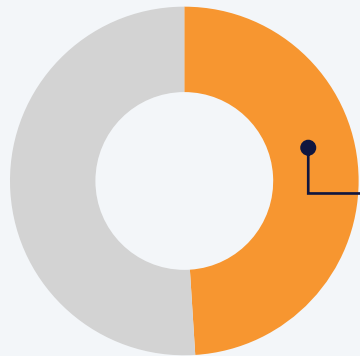
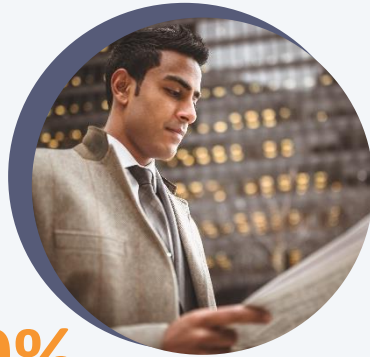
◎ **Indigenous entrepreneurs** are  
 distributed among numerous **industries.**



# Indigenous Business Environment is Evolving and Growing... so are the needs.

## Population

Between **1996** and **2019** the Indigenous population has increased **43%**



**49%** are aged between 25-64 with a median age of **29** Years old

**\$27.7B Annually**  
Potential increase in GDP resulting from increased economic opportunities for Indigenous peoples ( a boost of **1.5%** to the Canadian economy).



**\$32B Total**  
The total combined income of Indigenous households, businesses and government sectors

# Indigenous Business Environment is Evolving and Growing... so are the needs.

## 2005 – 2015

the share of Indigenous-owned businesses, during these periods, **remained stable** between

**1.3 % & 1.4%**



Indigenous businesses continue to be **underrepresented** in the **Canadian economy**.



## In 2018

There were an estimated

 **37,000**

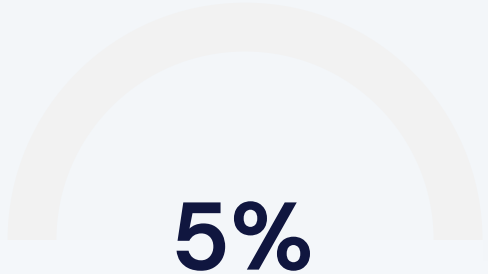
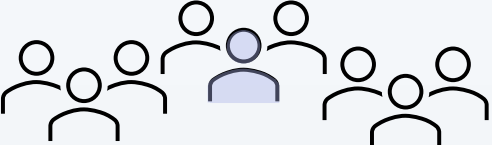
**Indigenous-owned businesses** out of a total of the **2,537,000** Canadian-controlled private corporations and unincorporated businesses in Canada.



This represents approximately **1.5% of all businesses in Canada**, while **Indigenous people make up approximately 5%** of the population in Canada. (Gueye, Lafrance-Cooke and Oyarzun, 2022).



Indigenous-owned businesses



Indigenous population in Canada



# In addition, the share of Indigenous business ownership varied across provinces and territories.

From **2005** to **2018**, **Alberta** was the province with the highest number of Indigenous-owned businesses.



**24.0%**  
On average

Follows by

Ontario



**20.1%**

British Columbia



**17.4%**

According to the **2016** and **2021** censuses of population, these provinces also had the highest number of people who identify as Indigenous.

<https://www150.statcan.gc.ca/n1/daily-quotidien/221124/dq221124e-eng.htm>

Statistics Canada, 2022 <https://www150.statcan.gc.ca/n1/daily-quotidien/220921/dq220921a-eng.htm> Ibid.

Indigenous people represent the **fastest-growing segment of the population**, and given the tremendous growth projections for their economy.



Indigenous entrepreneurship has the potential to be a **driving force** of **Canada's economy**.



Census data for **2021**, showed that the Indigenous population grew by **9.4%** from **2016 to 2021**

Almost twice the pace of growth of the non-Indigenous population over the same period (**+5.3%**)



However, the percentage of **Indigenous people opening businesses** remains **below** their **relative composition in the workforce**.

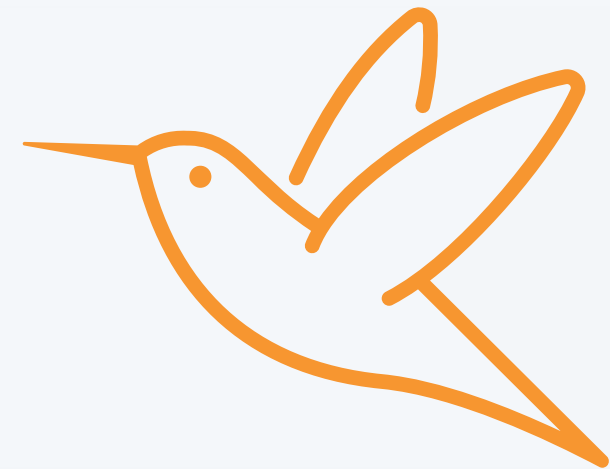
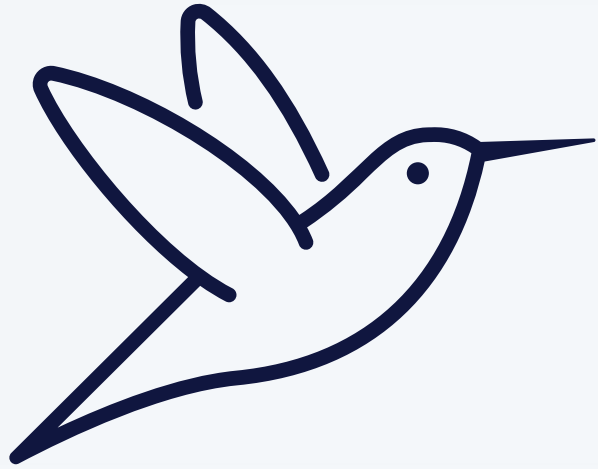
According to the **Royal Bank**, the number of **Indigenous business owners is growing at five times** the rate of self-employed Canadians.



Indigenous women are starting businesses at **twice the rate** of non-Indigenous women.



Indigenous businesses are more likely to be **led by women than men** and to be **led by youth than non-Indigenous-owned businesses**.



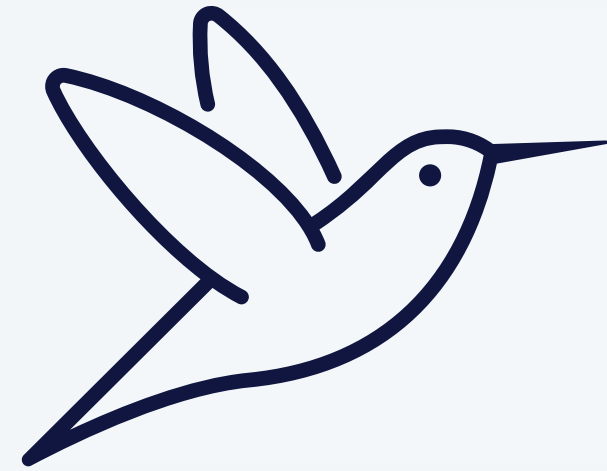
**Amato, D., Indigenous Entrepreneurship in Canada: The Impact and the Opportunity.**  
<https://discover.rbcroyalbank.com/indigenous-entrepreneurship-in-canada-the-impact-and-the-opportunity/#:~:text=At%20%2430%20billion%20today%2C%20Indigenous,%2C%20gas%20stations%2C%20construction%20companies.>

**Royal Bank of Canada, June 2020**





By  
**2025**



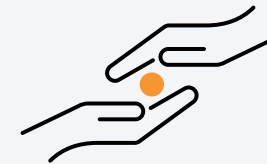
**Indigenous businesses' growth projections will require**

o **continued investments**



and

o **support**



that **can respond to the evolving needs of the Indigenous populations.**

# Opportunities



Truth and Reconciliation Commission  
**Calls to Action**



Policy change and **increased awareness** of Indigenous cultures and communities



Federal Procurement targets of **5%** of federal contracts to Indigenous firms across the federal gov't  
Indigenous Procurement Plans



**Provincial Procurement** targets for Inclusion



**Municipal Policies** in Development



Private sector **partnering** and Joint Venturing



Indigenous **Benefits Plans**

# Communications



**Outreach** and Initial contacts



Understand their **challenges**



Understand their **origins and cultural background**  
Inuit, First Nations and **Métis**



Creating a **Relationship**



Creating a **Partnership**



Understanding the **“shell”** company concept

# Working with Indigenous Firms

## Understanding the Nature of Indigenous Firms

- Private sector individually owned
- Band owned
- Tribal Council or collective owned



## Research and Outreach



## Communications



## Partnership and Joint Ventures



## Procurement



## Security clearance



## Bonding





# Questions

Working with Indigenous Firms



# THANK YOU



[INFO@CMC-ONTARIO.CA](mailto:INFO@CMC-ONTARIO.CA)

<HTTPS://CMC-CANADA.CA/ONTARIO>