

Canadian Council for
ABORIGINAL
BUSINESS



Driving Impactful Change

Economic Reconciliation through Procurement



**Economic Reconciliation occurs when
Aboriginal Communities are no longer
managing poverty but are managing
wealth**

JP Gladu, President & CEO - CCAB



- **Created over 35 years ago by Murray Koffler**
- **National member based organization**
- **Non-partisan – Receives no core government funding**
- **650 Members (fall 2018)**
- **Key programs – PAR, CAB, ABMP, TFAB Research, Awards & Events and Aboriginal Procurement Marketplace**

MISSION

To foster sustainable business relations between First Nations, Inuit and Metis businesses and Canadian Business



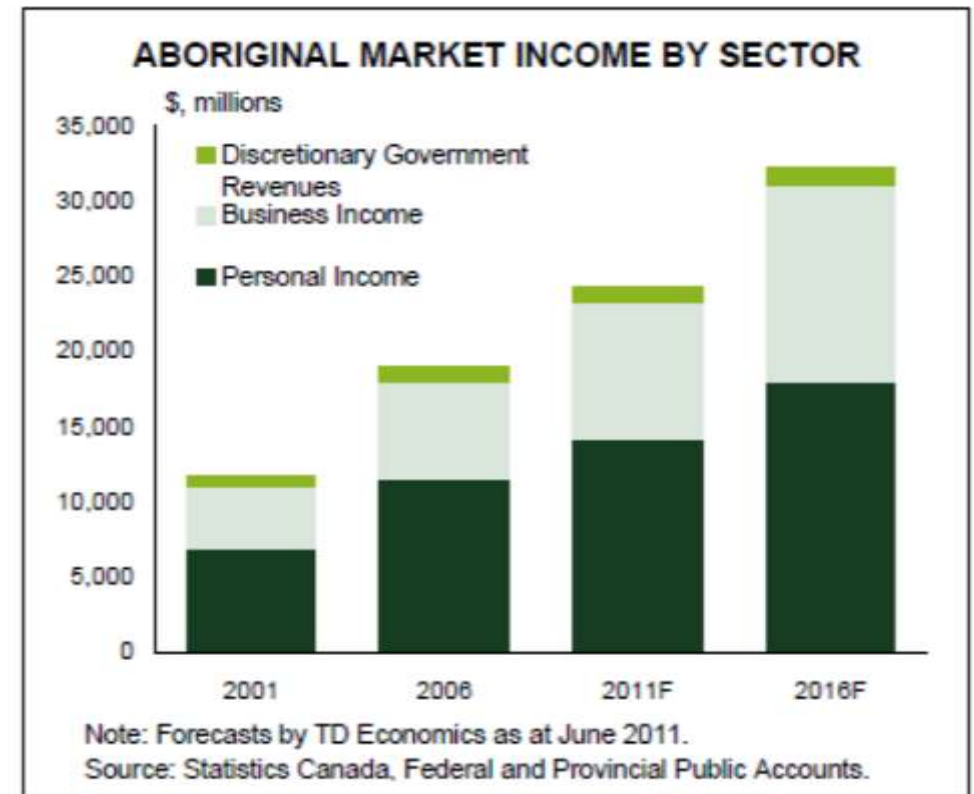
Reconciling Differences





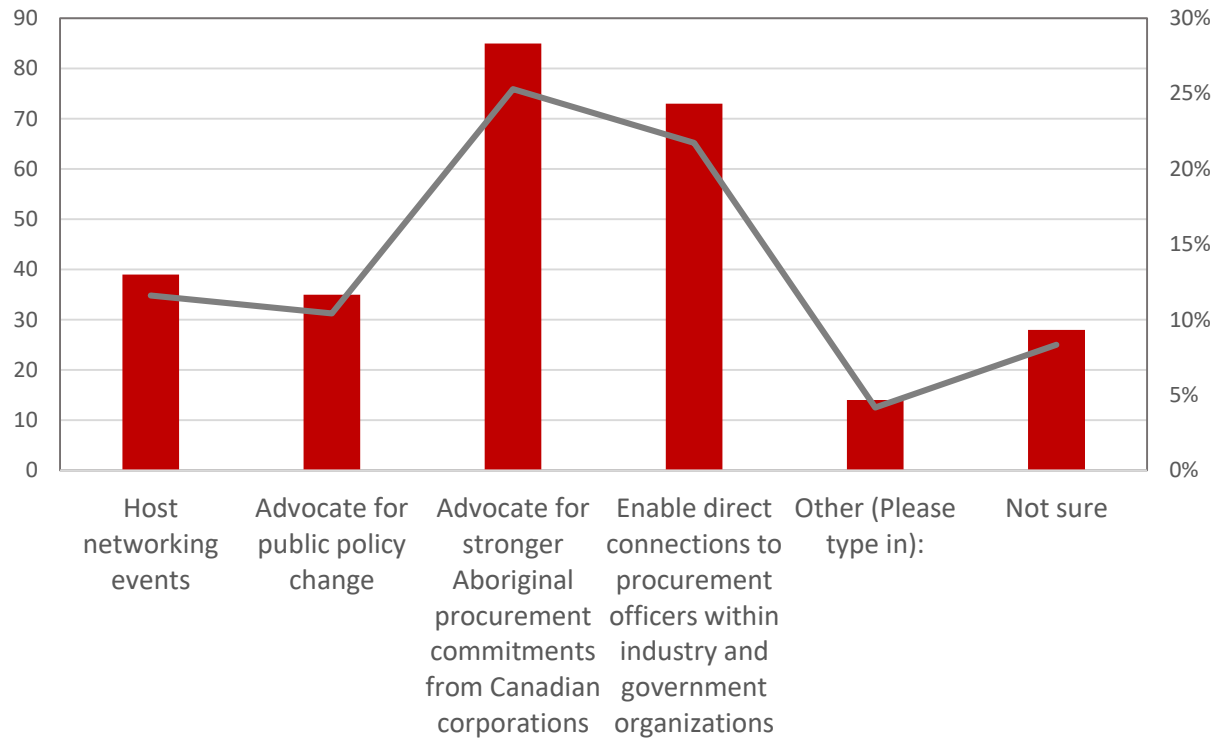
The Indigenous Economy

- Total combined income of Aboriginal households, businesses and government sectors estimated around \$32 billion in 2016.
- Resource sector contributed significantly in last decade.





Aboriginal Business on the hunt!



In 2017, CCAB surveyed our Aboriginal business members on the importance of procurement and how we could best support their access to supply chains.

The majority of respondents would like to see stronger advocacy for Aboriginal procurement commitments from Canadian corporations.

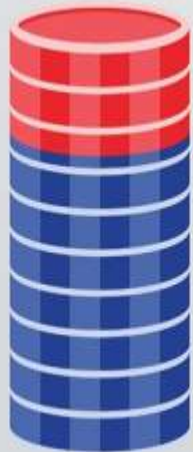


#SupportIndigenousBiz

20 | INDIGENOUS 17 | BUSINESS SURVEY

73%

agree that
Indigenous
businesses
have much to
offer the
Canadian
economy.

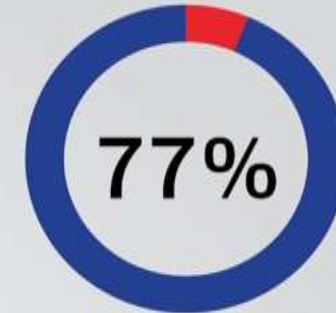


77%



of Canadians believe supporting
strong Indigenous businesses is
an important pathway to healing
Canada's relationship with First
Nations, Inuit and Métis people.

77%



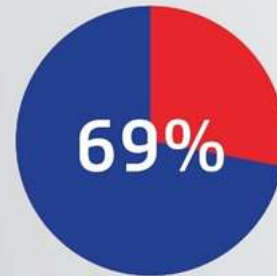
of Canadians recognize the
importance of thriving
Indigenous enterprises to
the creation of sustainable
economic opportunities for
Indigenous peoples.



2017 Sodexo Indigenous Business Survey

#SupportIndigenousBiz

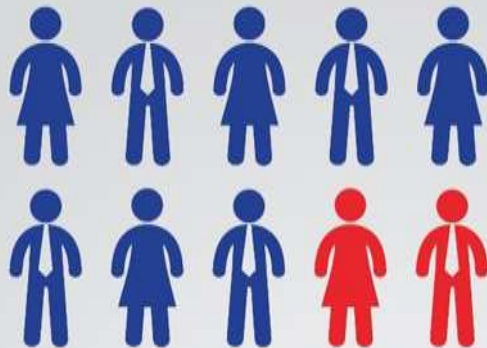
20 | INDIGENOUS 17 | BUSINESS SURVEY



think companies doing business on or near First Nations, Inuit and Métis lands should obtain services from Indigenous businesses whenever possible.

8 in 10

Canadians recognize Indigenous businesses strengthen the country's social fabric.



agree Canadian corporations should include Indigenous owned and operated businesses in their supplier networks whenever possible.



“1 Billion Dollars!”
In One year



Synocrude





Private Sector Procurement

**Average per-capita income for Fort McKay
First Nation significantly higher than for
Alberta and Canada**

\$73,571

Fort McKay
First Nation

\$50,683

Alberta

\$38,977

Canada





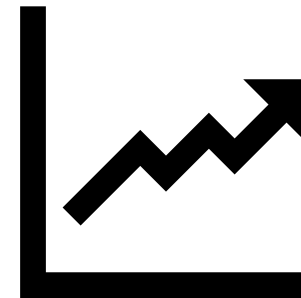
Government Procurement

\$224B

**Total Government
Procurement in Canada
(2016)***

\$20B

**Total Federal Government
Procurement
(2015)**



**AVERAGE PROCUREMENT
STRATEGY FOR ABORIGINAL
BUSINESS (PSAB) SPEND PER
ANNUM**

\$63M

*1.1B in spend since 1996

TOTAL PSAB AS % OF GOVERNMENT PROCUREMENT

0.32%



Aboriginal Procurement Champions





"Including Aboriginal businesses in Suncor's supply chain helps us build stronger relationships and allows Aboriginal entrepreneurs and communities the opportunity to participate in, and benefit from, our operations."

- Mark Little, Chief Operating Officer, Suncor



East Tank Farm Deal





The Indigenous Tree



Norval
Morrisseau