



Economic Growth Acceleration: Partnering for Aboriginal Economic Development Success

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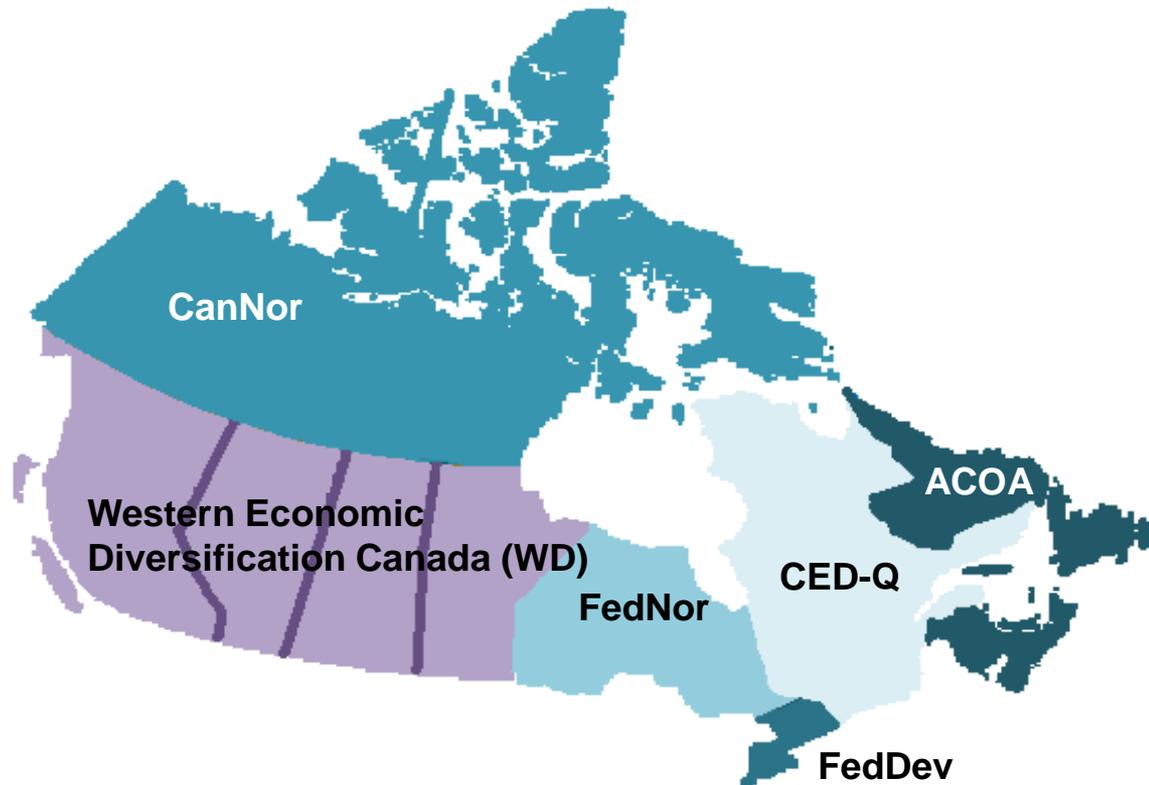
Economic Growth Acceleration: Partnering for Aboriginal Economic Development Success





Regional Development Agencies in Canada

Six regional development agencies (RDAs) support the Government of Canada's economic development and diversification agenda.





Western Economic Diversification Canada (WD)

- WD promotes the development and diversification of the economy in Western Canada.
- Delivers a continuum of programs and services supporting western SMEs to innovate, compete, and engage in international business
- Promotes and coordinates federal economic development policies and programs in the West



WD Strategic Directions

Innovation

**Federal Defence
Procurement**

**Trade &
Investment**

**Skills
Development &
Training**

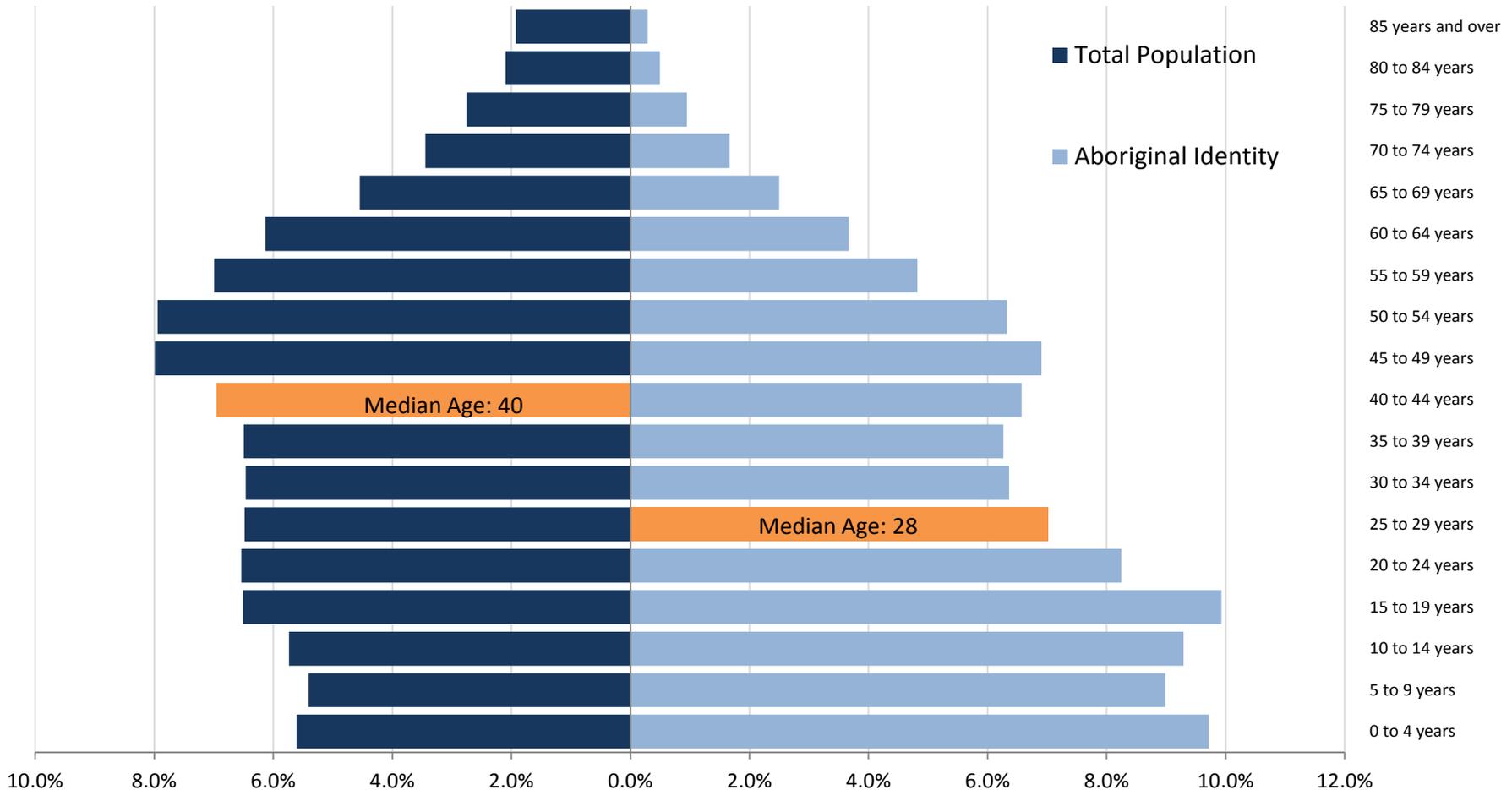
**Economic Growth
Acceleration
Opportunities for
Aboriginal Peoples**

**Modernization of
WCBSN**



Demographics and Labour Market Opportunities

Age Distribution of Aboriginal Identify Population, 2011



Source: National Household Survey, 2011

Call for Proposals (CFP)

- Two intakes a year (January/July)
- WD conducts outreach in advance of the intakes to ensure common understanding of priorities
- Onus on proponents to develop a complete application and secure financing prior to submission
- WD works with proponents to refine proposals that best align with priorities
- Projects undergo comparative assessment
- Advice on other sources of federal or provincial government funding may be provided if applicable



CFP – Priorities

Innovation

**Federal Defence
Procurement**

**Trade &
Investment**

**Skills
Development &
Training**

**Economic Growth
Acceleration
Opportunities for
Aboriginal Peoples**

Innovation

- A need to increase access to capital to improve the region's ability to transfer technology from primary research to the market.
- WD bridges the between Western Canada's science and technology strengths and industrial R&D activities and outcomes.
- Through our investments, we expect to see an increase in the commercialization of western Canadian products.

Project Example

First Nations Power Authority of Saskatchewan

Develop small scale and off-grid renewable power generation technologies



Federal Defence Procurement

- With ITB obligations projected to grow from \$23 billion in 2011 to \$49 billion in 2027, ensuring the ITB Policy is leveraging maximum economic benefits for Canadian industry is critical.
- WD is a business facilitator that employs a strategic network of key stakeholders to maximize opportunities resulting from the Government of Canada's ITB Policy.
- Through our investments, we expect to see the development of western Canadian aerospace, marine and defence sectors.

Project Example

Saskatchewan Indian Institute of Technologies

To develop an aircraft maintenance engineer training program

Trade & Investment

- Opening up market access in Europe and Asia for western Canadian products is important for the economy.
- WD will continue to help build western Canadian companies' capacity and knowledge in international business development in order to increase their penetration into international markets.
- Through our investments, we expect to see western Canadian participation in global supply chains.

Project Example

TradeStart

Offers information, referrals, seminars, specialized tools and coaching to SMEs to assist their expansion into new or initial export markets



Skills Development & Training

- Skilled worker shortages a challenge.
- Need to attract and retain people with the right skills.
- WD supports training programs in a variety of sectors.
- Expected outcomes include a significant increase in training projects, and an increase in the training capacity of institutions.

Project Example

North East Native Advancing Society

Acquire simulators to train Aboriginal workers in energy and mining sectors in north east B.C.

Economic Growth Acceleration Opportunities for Aboriginal Peoples

- Opportunity to increase participation and wealth creation associated with natural resource development, as well as attracting and leveraging other economic development opportunities such as skills training.
- WD invests in projects that support skills development, tourism and natural resource development.
- Through our investments, we expect to see strengthened economic development of Aboriginal communities, and an increased number of skilled trades workers.

Project Example

Coastal Shellfish Initiative

Acquire equipment and materials for a coastal First Nation shellfish initiative

Western Innovation (WINN) Initiative

- Western SMEs face significant challenges in securing the funding needed to commercialize leading-edge products, processes and services.
 - Up to 50% of eligible project costs
 - Maximum \$3.5M/project
 - Maximum \$7.5M to any one organization
 - Repayable over 6 years
 - Interest free
 - No security/collateral taken
 - WD does not take an equity position

WINN offers repayable contributions to SMEs proposing to commercialize a new technology, product, process or service.

The Eyford Report & West Coast Energy Infrastructure

- Special Federal Representative (SFR) on West Coast Energy Infrastructure, Douglas Eyford.
- Final Report released December 2013.
- Government of Canada has accepted the recommendations in the Eyford report as a useful guide.
- To date, two concrete initiatives have been announced:
 - Tripartite forum to identify and share information
 - Major Projects Management Office West



Major Projects Management Office West

- This new office will create a stronger federal presence on the ground in British Columbia to better coordinate federal engagement and collaboration with First Nations on issues related to the development of energy infrastructure.
- Provide a single window for First Nations and industry to work with the Government of Canada on issues related to West Coast energy infrastructure development.
- The Office will work with communities and businesses to address their interests in areas such as employment, business opportunities, environmental stewardship and safety.

Strategic Partnerships Initiative (SPI)

- SPI, administered by AANDC, is a federal initiative to increase economic opportunities for Aboriginal Canadians.
- WD is one of 12 other federal departments that play a role in investment decision-making and implementation of initiatives under the program.
- The SPI emphasizes a whole-of-government approach to identifying and investing in business opportunities.



Business Advisory and Development Offerings

WD-Supported Services for Business

Western Canada Business Service Network

Other Related Partners

Canada
Business
Service
Centres

Community
Futures

Women's
Enterprise
Initiative

Francophone
Economic
Development
Organizations

Aboriginal
Business
Service
Network

Entrepreneurs
with
Disabilities
Program



The Canada Business Network (CBN) Service Centres

- Promotes entrepreneurship and innovation – reduces complexity of dealing with multi-levels of government.
- Maintains database of business and trade information on federal, provincial/territorial, municipal, and non-government services, programs and regulations.
- Other products and services:
 - Business seminars/training
 - On-line business products

Community Futures (CFs) Development Corporations

- 90 CFs across Western Canada in rural areas.
- Primary focus on job creation outside of major urban areas – offering services to rural entrepreneurs and communities.
- Services offered include:
 - Business counselling
 - Loan programs for small/medium-sized businesses
 - Strategic economic planning
 - Community economic development services
- There are 14 Aboriginal Community Futures organizations in Western Canada.

Aboriginal Business Service Network (ABSN)

- WD provides funding to enhance access to business information, services and training for Aboriginal entrepreneurs.
- The ABSN was established to:
 - tailor information for Aboriginal entrepreneurs to manage enterprises successfully and take advantage of available market opportunities; and
 - provide access to capital to grow businesses.
- Support to the ABSNs has been provided to existing business service organizations for staff, associated travel/operating costs and the development of information/tools tailored to the needs of Aboriginal businesses in each region.

To Recap

WD is engaging in Aboriginal economic development in the following ways:

- Program Offerings
 - Western Diversification Program
 - Western Innovation (WINN) Initiative
- Service Offerings
 - Policy and Coordination
 - West Coast Energy Infrastructure
 - Major Projects Management Office West
 - Strategic Partnerships Initiative
 - Business Advisory and Development
 - CBN
 - ABSN
 - CF



Working With WD

For More Information

Visit our website www.wd-deo.gc.ca

Follow us on Twitter [@WD_Canada](https://twitter.com/WD_Canada)

Contact Us



Telephone: 1-888-338-WEST (9378)



Email: info@wd-deo.gc.ca

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