

Pacific Northwest Economic Region 2015
Winter Meeting

Economic Leadership Forum:
Aboriginal Economic Development

Denendeh Investments Incorporated

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Key Messages

- ▶ Aboriginal Business, Northerners and Industry must work together
- ▶ Employ Traditional and Scientific Knowledge
- ▶ Balanced approach to developing natural resources
- ▶ Create own source revenue
- ▶ Collectively, we have the power and influence to face our challenges, create solutions and actualize our respective goals



Aboriginal Business (Actions quiet but louder than words)

- ▶ Over 500 Aboriginal businesses in the NWT
- ▶ Is approx 20% of the NWT business registry
- ▶ At least 60 serve the mining industry
- ▶ Who says, Aboriginal people are against development?



NWT Aboriginal Development Corporations

- ▶ Every Dene First Nation has a business arm
- ▶ Each Regional entity has incorporated a business including Inuvialuit, Inuit and Metis
- ▶ Some have many joint ventures that bring financial, technical and management capacity



Aboriginal Business & the NWT Economy

- ▶ However; as in other jurisdictions, we are conflicted!
- ▶ Yes, we want development
- ▶ Yes, we want to ensure the environment is protected
- ▶ It's a balancing act that has been and continues to be the issue for us all
- ▶ But money speaks louder, when rent or the mortgage is due, and you need to feed the family, energy and fuel for your home is required.
- ▶ The youth are getting educated, want careers & quality of life
- ▶ Cost of living and doing business in the North is 30-40 percent higher than Alberta
- ▶ This is not only an Aboriginal issue



Aboriginal Business in Canada

- ▶ A Canadian Council for Aboriginal Business study found that 39% of Aboriginal Business owners cite Gov't policy and 34% access to financing as being barriers to business growth.
- ▶ In 2011, TD bank estimated that First Nations will have a market potential of over \$32 billion by 2016
- ▶ If that's what we can do when the deck is stacked against us, imagine the economic benefits when we're primed to succeed! Indigenous peoples make up 4% of Canada's population
- ▶ If the Federal government invests as much as 4% as it has in 4% of Canadians per year into Aboriginal business, our respective economies would be supercharged!



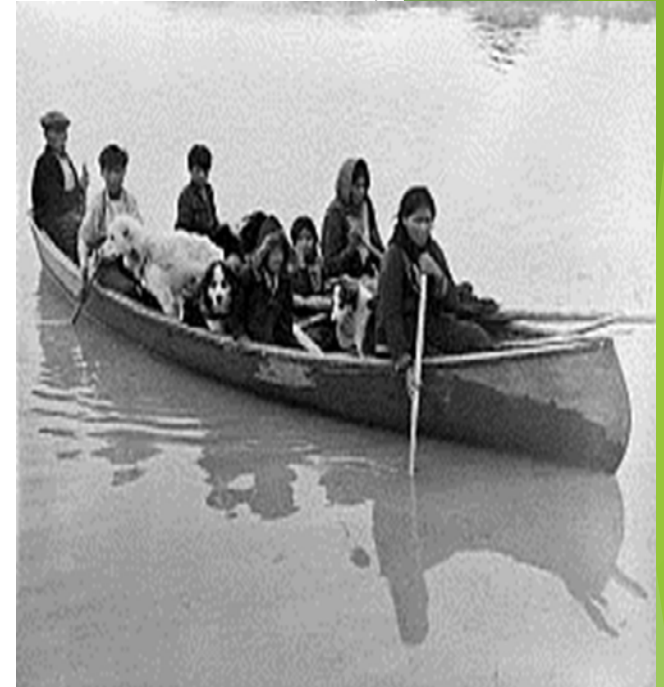
Our future, our participation, our partnerships

- ▶ Indigenous peoples in the NWT make up almost 52% of the population
- ▶ Indigenous populations are the fastest growing in Canada
- ▶ CLCA's, Treaty Implementation and Aboriginal rights have exerted power and influence on lands across Canada, ie... Resource rulers
- ▶ The reality is they already play a major role in resource development and will do more in the future
- ▶ They will be the future investors and proponents in all sectors of the economy



DILP

- ▶ In 1982 the Chiefs of Denendeh created DDC as a not-for-profit corporation
- ▶ It's structure did not permit the First Nations to invest in or receive distribution of income
- ▶ the Chiefs supported & directed the creation of Denendeh Investments Limited Partnership (DILP)
- ▶ All profit oriented investments were transferred from DDC to DILP effective January 1st, 2007



Who is Denendeh Investments Incorporated?

- ▶ General Part for DILP
- ▶ DILP owned by 27 First Nations in the NWT
- ▶ Established to enhance participation in business throughout the North, Canada and Globally
- ▶ A vehicle to generate wealth, employment and stimulate business



Governance

DDC

- ▶ Focus: Not-for-profit ventures
- ▶ Membership: Chiefs or Aboriginal Government Leader representing Dene First Nations eligible for Dene Nation membership
- ▶ Governance: 5 Board members nominated by the Chiefs of each region and elected at the AGM
- ▶ Annual General Meeting: 1 vote per community

DII

- ▶ (General Partner of DILP)
- ▶ Focus: For-profit investments
- ▶ Partnership: Partnership units are available to all DDC members based on population and to DDC
- ▶ Governance: 5 nominated by Chiefs from each region and 5 independent, nominated and selected by DII Directors
- ▶ Partners Meetings: 1 vote per partnership unit



DII Board of Directors

- ▶ Raymond Taneton
- ▶ Greg Nyuli
- ▶ John Bekale
- ▶ James Firth
- ▶ Chief Felix Lockhart
- ▶ Chief Clarence Louie
- ▶ Calvin Helin
- ▶ David Tuccaro
- ▶ Ron Jamieson
- ▶ Blake Lyons



DILP Membership



- ▶ Currently, units are registered to Gwich'in Investments Limited Partnership, Sahtu Dene Council, Dehcho First Nations, Akaitcho Territory Government, Salt River First Nation and DDC
- ▶ Unit designated for Tlicho are in trust with DDC



DILP Investments

- ▶ Shehtah Nabors LP (Oil and Gas)
- ▶ Northern Aboriginal Services Company - NASCo (Communications Facilities Management)
- ▶ Falcon Communications GP Ltd./Broadband Business Alliance LP (Community Champion for affordable, high speed and mobile internet services in NWT)
- ▶ Northland Utilities Enterprises Ltd. (Power Distribution and Supply)
- ▶ Mackenzie Aboriginal Corporation/Aboriginal Contractors Corporation (Pipeline and Highway Construction)
- ▶ Denendeh Manor, Yellowknife; Industrial Yard, Norman Wells; interests in Canada Post building in Yellowknife via 6133 NWT Ltd.; property in Fort Smith, and undeveloped land, Inuvik, via MAC (Real Estate)
- ▶ DEMCo - (Exploration and Mining)



Shehtah Nabors Limited Partnership

- ▶ Majority aboriginal owned partnership w/Nabors Canada
- ▶ Own/operate 3 drilling rigs & 2 service rigs in NWT, Northern BC and Northern Alberta



Northern Aboriginal Services Company (NASCo)



- ▶ NASCO is owned equally by DILP, Inuvialuit Development Corporation, Nunasi Corporation and Yukon Indian Development Corporations
- ▶ Provides communications and facility management services over 160 sites in BC, Yukon, NWT and Nunavut since 1996 in partnership with ATCO Frontec
- ▶ NASCo is also a partner in Ardicom Digital Communications with Northwestel and serves the GNWT, WSCC, RCMP and IANA



Broadband Business Alliance LP Falcon Communications GP Ltd

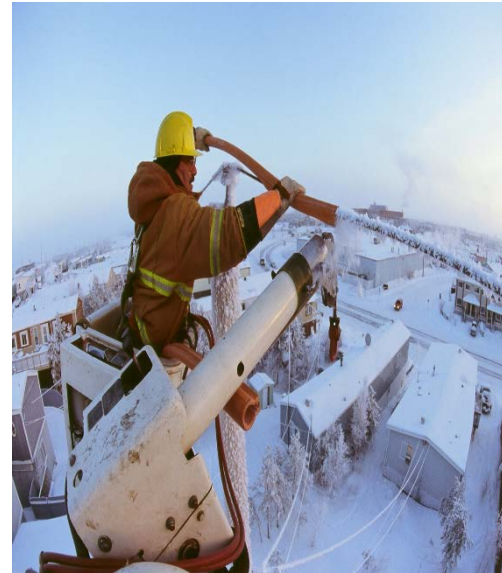


- ▶ Falcon Communications GP Ltd. is the GP for the Broadband Business Alliance (BBA)
- ▶ Falcon is working with Northwestel to bring mobile data service (4G) to every community in the NWT by 2016
- ▶ Since 2003, BBA has raised over \$50 million to bring high speed internet to the NWT
- ▶ Just 2 remaining!



Northland Utilities Enterprises Ltd

- ▶ DII owns 14% of NUEL
- ▶ NUEL provides electricity to over 11,000 customers in NWT
- ▶ Generation, Transmission & Distribution
- ▶ MOU with ATCO to acquire additional 36%



Mackenzie Aboriginal Corporation (MAC) Aboriginal Contractors Corporation (ACC)



- ▶ DILP 1/3 owner of ACC with the Gwich'in
- ▶ ACC majority owner of MAC
- ▶ MAC is construction company incorporated with capable partners to design, build, operate and maintain transportation and related resource infrastructure



6133 NWT Ltd.

- ▶ A jointly owned company of DII and JV Developments Ltd.
- ▶ Owners of the Post Office Building, downtown Yellowknife



Denendeh Manor



- ▶ Denendeh Manor in Yellowknife is the headquarters for the Denendeh Group of Companies
- ▶ Provides a premium location for both residential and commercial tenants



DEMCo Ltd.



- ▶ DEMCo Ltd. is a 100% Dene owned Exploration and Mining company established to explore, establish & operate mines in partnership with aboriginal communities and the resource industry
- ▶ General Partner for DEMCO Limited Partnership with all units held by DILP
- ▶ Our Vision is to generate and enhance prosperity and experience for Dene in the mineral sector



Where are we now? Who is saying what?

- ▶ Recently, Justice Murray Sinclair said in his statement on the Truth & Reconciliation report, “Words are not Enough”



Continued quotes and extracts

- ▶ The recent Eyford report recommended meaningful and regular engagement as First Nations see the development of resource projects as part of a broader agenda of reconciliation



Here is what the Canadian Council of Chief Executives are saying

- ▶ Aboriginal peoples must be true partners in resource and energy projects and Canadian companies should work with First Nations, Inuit and Metis communities to help them realize the benefits of economic development



What the GNWT are saying

- ▶ Create partnerships with Aboriginal companies and the private sector that provide community and regional benefits and opportunities for wealth creation
- ▶ The development of NWT energy resources is best done in partnership with Aboriginal organizations
- ▶ Future hydro generation projects will enjoy the benefits of a long term market for power and can be built in partnership with Aboriginal governments and the private sector.



What is Canada saying?

- ▶ “The Liberal Party sees the mining industry as a vital creator of jobs and wealth in rural, remote and urban Canada, and a sector in which great opportunities exist for Aboriginal peoples”

The Party Line on Mineral Exploration in Canada
Hon. Geoff Regan



What other legislators are saying

- ▶ “Governments role is to enable the economy, not be the economy”
- ▶ “How do we turn the Norths opportunity into reality?”
- ▶ “Governments focus should be strengthening the economic foundations for business’



“Just Do it!”

- ▶ Quote by Calvin Helin, Tsimshian, Lawyer, Author, businessman and Director of Denendeh Investments Inc.



“

We have to power to
change our future

”

Charles Darwin once said;

“It is not the strongest of the species that
survive,

Not the most intelligent,

But the ones who are most adaptable to
change”



How do we do it?

- ▶ The Chiefs of the Dene Nation took the first step with a historic resolution stating;



- ▶ That the Dene support and promote the concept of working with each other and other Aboriginal governments to support controlled resource exploration and development and export corridors that will contribute to significant long term social and economic benefits for the Dene and will protect the land, water, wildlife, habitat and culture of the Dene...



How do we actualize?

- ▶ This is an opportunity to set the tone for actualizing our true economic potential if we collaborate
- ▶ But it has to be inclusive of Aboriginal and other governments, Industry and Aboriginal business, as we can not solve the challenges in isolation of each other



Conclusion

- ▶ We are embarking on an intended journey that will set the standard in terms of the environment and the economy.
- ▶ In fact, we should strive to exceed the existing standards!
- ▶ This is the chance to set the tone for the environment and Aboriginal business in the North, in Canada and North America!

