

Growing The North

INDIGENOMICS – THE WAY FORWARD

By Carol Anne Hilton. MBA

CEO of Transformation International and Founder of the Indigenomics
Institute



Growing The North and Indigenomics

• **CONTEXT**

- Inclusive participation
- Connecting innovation and economic development to Indigenous economic growth
- Size of national evolving Indigenous Economy
- Size of growing force of Indigenous entrepreneurs

- **WHAT IS INDIGENOMICS?**
- **The conscious claim to, and creation of space for the emerging knowledge, activity and promotion of all things related to the Indigenous economy**
- **Indigenomics** is about understanding and applying indigenous ways of being in local economic development
- It is about the modern expression of indigenous existence
- Connecting modern economic experience with growing businesses and entrepreneurship
- Indigenomics is about who has been left out of economy and who is included in the emerging economy?

- **Indigenomics is**
 - Every land based court case,
 - Hunting, fishing gathering rights
 - Water based case
 - Indigenous human rights case
 - Homeless statistics
 - Social statistics
 - Closing the gap statistics
 - Unemployment
 - Indigenous entrepreneurship
 - Indigenous economic growth

- **This is indigenomics**

Role of First Nations in Canada's Economy

- Understanding of First Nations role in Canadian economy
- Values
- Worldview
- Opportunity
- **NEW PICTURE**

No Wealth, No Justice in \$1 Billion LNG Offer to First Nation Band

Here's why Lax Kw'alaams still side with the salmon.

By Ian Gill, 9 May 2015, TheTyee.ca



Will Petronas buy Lax Kw'alaams members' consent for \$22 per day? With Skeena habitat at risk, the band stands opposed. Photo by Brian Huntington.

Shifting Influence

- 20 percent of Canada's land base is controlled directly by First Nations – shifting sphere of influence
- 230 + legal cases won in Supreme Court
- Increasing purpose of local economy- to organize, to practice- raise economic baseline of humanity-> true place based economics is values based humanity. This is indigenomics

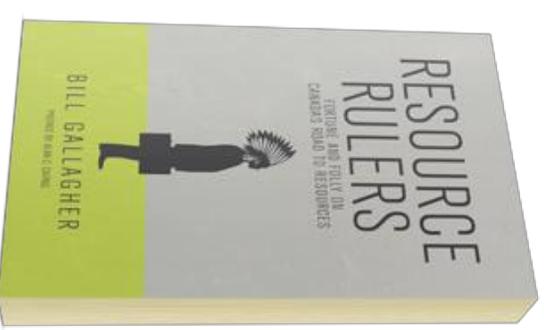
Legal Environment

- **Legal Environment:** The primary business context between industry and First Nations is legal – focusing on the accommodation of First Nation interests through consultation.
- This legal context is a duty oriented relationship from which opportunities can be leveraged.
- While this is and will remain an important lens and reality, fair and open business relationships is the approach that needs to be adopted.
- Business models based on this legal framework can transition towards an equity benefit model between First Nations and industry.

Resource Rulers

- 5 years ago was 170 cases
- Today, after winning an unprecedented 230 court rulings in the Canadian resource sector, it's natives – *Resource Rulers* – who now determine the outcome of resource plays.

'The defining feature of this historic struggle has been the remarkable rise of native empowerment in Canada.' Bill Gallagher



Federal, Provincial, Municipal, and Corporate Context

- TD Economics estimates that the combined total income of Aboriginal households, business and government sectors will reach \$24 billion in 2011, double the \$12 billion tally recorded in 2001.
- By 2016, we estimate that this overall income pie could eclipse \$32 billion, or roughly 50% above this year's estimated level.
- If achieved, total Aboriginal income would be greater than the level of nominal GDP of Newfoundland and Labrador and Prince Edward Island combined.

- This is about fostering growth potential- What do we need to do as a country, province/territory and region to get ready for a 100 billion Indigenous Economy?
- **This is Indigenomics.**

Entrepreneurship- The Growing Wave. Fostering a culture of entrepreneurship

- Indigenous entrepreneurs have established businesses in every province and territory across a range of industries – including natural resources, construction, manufacturing, retail and service sectors.
- This is according to a 2016 Environics survey of Indigenous business owners commissioned by the Canadian Council for Aboriginal Business (CCAB).

Indigenous Entrepreneurship

- Lifting Indigenous people out of poverty must be a national priority. Canada is home to a rising Indigenous population of 1.4 million.
- Indigenous entrepreneurs strengthen Indigenous participation in the community and regional economy.
- Indigenous owned and operated businesses also strengthen Canada's economy with valuable services and products.
- Creates jobs
- Develops local workforce

- ‘Fostering a robust Indigenous business sector capable of creating sustainable economic opportunities for its people is clearly in Canada’s best interest.’ JP Gladu
CCAB

- Sodexo Canada asked Canadians to weigh in on the importance of Indigenous businesses via a national Leger survey.
- The findings show broad recognition of the value created by Canada's 43,000 Indigenous entrepreneurs and strong support for concerted action by the private sector to help them reach their full potential:

Indigenous entrepreneurs can fuel Canadian economic growth

- 73 per cent of Canadians want the private sector to step up to help Indigenous entrepreneurs take their businesses to the next level.
- 81 per cent agree that corporations should include Indigenous businesses in their supplier networks whenever possible.
- And 71 per cent believe actions, such as training and mentoring to help Indigenous business owners, should be a long-term strategy for Canadian corporations.

Indigenous Entrepreneurship Development

- **FOCUSES ON**
- Business planning
- Establishment (capital) costs
- Business acquisitions
- Business expansions
- Marketing initiatives that are local, domestic, or export oriented
- New product or process development
- Adding technology to improve operations and competitiveness
- Operating costs in association with capital costs
- Financial services, business support, business-related training, and mentoring services

First Nation Economic Development Barriers and Limitations

- Access to Capital
- Legislative and Regulatory Barriers
- Limited Access to Lands and Resources
- Building Human Capital
- Isolation
- Infrastructure Deficits- technology, water, sewer
- Lack of Governance Capacity
- Fragmented Federal Approach to Economic Development and Limited Funding

Barriers to Economic Development

- Barriers to accessing economic development resources;
- Barriers to accessing business support programs;
- Barriers resulting from federal management and institutional development approaches &;
- Developing a strategic response to barriers and limitations.
- Indian Act Economics

Indian Act Economics

- **What is Indian Act Economics?**
- What are we moving towards?
- What are we moving away from?

Example

- *'For the last 130 years, the rest of Canada has created systems and frameworks that make buying and selling a home, researching an opportunity, zoning a property and building a residential or commercial development relatively simple. You take public institutions that support a market economy for granted. You do not even realize that we are missing similar institutions.'* Harold Calla

Indigenomics and Reconciliation

- What if economic development was an act of reconciliation?'
- At the core of this question is the intention to pull Canada into a better future.
- "Canadians are not equipped with the language that says 'I understand what free, prior and informed consent is, I understand what consultation is, I understand what a referral system is, or UNDRIP.' It is time to build our toolbox of understanding
- "That's where a new language needs to be built from. Canadians need to understand how and why First Nations are important within the regional and national economies. I believe that Indigenomics is a conscious claim to the modern expression of what is an Indigenous economy.
- Push and pull dynamic- let's do this now with intention

- Now is the response
- The time is now
- Let's have the courage to do this together!