



Joint Economic Development Initiative

Aboriginal Economic Growth Opportunities Summit

December 10, 2015

Summary Report



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BACKGROUND

Context

The Jobs Board Secretariat (JBS) was established to support the Jobs Board and its mandate to foster an economic growth agenda for New Brunswick. Their new opportunities-based economic development model is based on the idea that the competition for business investment and for highly ambitious entrepreneurs and talent has never been as high as it is today. We need to identify and align our resources to develop tangible, highly valuable and profitable opportunities that will attract investment from local businesses, communities, ambitious new entrepreneurs and multinational firms.

In order to ensure that the largest range of potential opportunities are considered for NB's growth, the JBS has organized a series of Opportunities Summits around the province, between late September of 2015 into March of 2016, in partnership with Opportunities NB (ONB) and lead departments and organizations, such as the Aboriginal Affairs Secretariat (AAS) and Joint Economic Development Initiative (JEDI).

Summit Objectives

- Identify list of viable economic opportunities to explore
- Identify conditions for success in identified opportunities
- Participants feel the time was well spent, process was strong, and their contribution mattered.

Summit Agenda and Participants

The Joint Economic Development Initiative, in partnership with the Aboriginal Affairs Secretariat and Jobs Board Secretariat planned, organized, and facilitated an Opportunities Summit regarding Aboriginal economic development opportunities and challenges faced in New Brunswick. The summit took place on December 10th, 2015 at the Rodd Hotel in Miramichi, New Brunswick. There were 117 people in attendance, which included Aboriginal entrepreneurs, economic development officers and education training officers from the First Nation communities, members of the First Nation communities, representatives from the off-reserve communities, government officials, JEDI staff, and the facilitators. See appendix A for a full list of participants.

**Aboriginal Economic Growth Opportunities
Rodd Miramichi River
Dec 7th, 2015**

Agenda

- 8:30 am Registration and Trade Show Begins
- 9:00 am Opening Prayer and Welcoming Remarks
- 9:25 am Welcoming Remarks from Deputy Premier Horsman
- 9:35 am Introduction of Participants – Why We’re Here?
- 10:00 am Nutrition Break
- 10:15 am Brainstorming 1 – “Spotting Growth Opportunities”
- 11:30 pm Presentation of Ideas to Group
- 12:00 pm LUNCH
- 12:30 pm Presentation of 5 Policy Pillars (People / Ideas / Money / Infrastructure / Nimble Government)
- 12:35pm Brainstorming 2 – “Developing Growth Opportunities”
- 1:30 pm Presentation of Ideas to Group
- 2:40 pm Deputy Premier’s Closing comments
- 2:55 pm Wrap up
- 3:00 pm Closing Prayer

WHAT WE HEARD

Challenges

It's important to note that a pattern of challenges emerged when the audience was asked to brainstorm ideas for economic development. These barriers should be noted before diving into ideas for economic progress.

Challenges to Economic Development for First Nations in New Brunswick

- Lack of business cultural awareness among First Nations and lack of First Nation cultural awareness by government and industry. Barriers arise when trying to navigate and network among greater N.B business community.
- Lack of Cultural Awareness and Accommodation when it comes to Aboriginal Employment & Training (Barriers faced when individuals have to move off-reserve into a new culture, community, etc.).
- Bilingualism hampers employment opportunities for many Aboriginals.
- The marriage of economic development and politics on reserve hampers free market growth and smart business decisions in First Nations communities.
- Lack of Aboriginal representation and consultation at all stages of big land development projects.
- Need for capacity development. Accounting and HR practices on reserve are in need of strengthening.
- Progression of Aboriginal women. There are number of issues surrounding the safety, employment status, and treatment of Aboriginal women in Canada that need to be addressed.
- Sustainable year-round employment (a lot of seasonal employment on reserve).
- High School dropout rate. (Secondary school data (2004-2009) identifies the rate of First Nation graduation at approximately 36% compared to the Canadian graduation rate of 72%.)

Opportunities

Participants were divided into tables and asked the following questions:

- What are the economic opportunities for Aboriginals in NB? (15 year scope)
- What are the growth opportunities for Aboriginals in NB? (3 year scope)

The following opportunities were identified as high-priority ventures to expand upon. The bracketed number of tables next to each idea indicates that more than one table expressed that idea):

Entrepreneurship/Economic Community Development Opportunities

- Long term support for entrepreneurship development. **(4 tables)**
- More clarification on supports and services available for small businesses. **(3 tables)**
- Power centres in First Nation communities, i.e. Grey Rock Power Centre in Madawaska First Nation. **(3 tables)**
- Mentorship for export opportunities within the Aboriginal business community. **(2 tables)**
- Access to credit/financing can be an issue in First Nation communities. There is a lack of usable collateral due to Indian Act.
- Promote First Nations large scale enterprise.
- Housing for Aboriginals by Aboriginal contractors.
- Promote entrepreneurship at an elementary level in the public school systems (High technology focus).
- Technology Sector (Research & Development, robotics, app development etc.).
- Advice, funding, after care, start-up supports.
- Incentive for First Nation's to start business ventures.
- Looking ahead to develop businesses & training for future needs (i.e. IT sector).

Skills & Training Opportunities

- Capacity Development by using community projects and businesses to build experience and opportunities for Aboriginal Youth/general population. **(4 tables)**
- Need for Labour market analysis/ Labour market database of skilled workers. **(3 tables)**

- Training supports, i.e. childcare, early childhood development, career counselling, mentorship. **(3 tables)**
- More access and support towards Post-Secondary education opportunities. **(2 tables)**
- Promote higher education; there is a deficit of professional careers amongst Aboriginals, i.e. Business Management, HR, Accounting, Law, Consultation, etc. **(2 tables)**
- More communication and understanding surrounding large contract procurement and Aboriginal engagement strategies. **(2 tables)**
- Subsidize driver training (deficit in Aboriginal workforce mobility).
- “90% of First Nations communities have outside I.T peoples.” Train aboriginal I.T. entrepreneurs/skilled persons.
- Creation of Aboriginal-specific training institutes.
- More funding support for Aboriginal trades training.

Eco-Friendly Business Opportunities

- Clean energy opportunities (Solar power, tidal power, wind farms, geothermal, and bio-fuels). **(13 tables)**
- Climate-focused businesses. **(3 tables)**
- Look for best practices in other provinces.
- Potential opportunities in environmental monitoring through all stages of development.
- Restructuring of provincial energy boards to include Aboriginal involvement.

Nation-To-Nation (Relationship Development) Opportunities

- Aboriginal representation at all tables relating to major project development from start to finish. A fully engaged partnership between First Nations, Government, and Industry. **(9 tables)**
- Increased collaboration amongst First Nation communities. **(4 tables)**
- Better flow of information. There are many government departments, services, and legal policies that can be difficult to navigate through. **(3 tables)**
- The free market should dictate economic activity, not politics.
- Opening of Jay Treaty to promote cross-border trade between USA and First Nations.

The Jay Treaty is a hundreds year old legal treaty signed between Great Britain and the United States. Article III of the treaty outlines the

entitlement of First Nations born in Canada to enter the United States for the purpose of employment, study, retirement, investing, and/or immigration.

First Nations Branding of Products and Services

- Explore the possibility of an Aboriginal Chamber of Commerce, or a similar organization to support business initiatives like branding. **(5 tables)**
- Tourism opportunities and cultural preservation. **(3 tables)**
- Intellectual Property Rights. Legal protection of Aboriginal arts and crafts and the intellectual property involved in 'designs'. Certification of authenticity for First Nations made art products. **(3 tables)**
- Art mentorships and internship opportunities. **(2 tables)**
- Cultural HR capacity building (curators, administrators, artists, etc.).
- Potential for exporting of cultural products.
- Greenhouse farms with Aboriginal branding.
- Resorts, tour guides, craft stores, boat tours, clam digging (Eco tourism).

Mentorship Opportunities

- Formalize an Aboriginal business mentorship program. **(7 tables)**
- Integration of Aboriginal people into the economy, breakdown barriers of apprenticeship, i.e. there are a lot of government departments and services to navigate - this makes it hard for people to pursue a trade. **(2 tables)**
- Build a Mobile Workforce, i.e. offer supports for those willing to move. **(2 tables)**
- Tools for coaching and educational mentoring. What are they? What laws/policies must be taken into consideration? **(2 tables)**
- Strong Role Models made visible in the mainstream media to encourage youth and showcase our assets. **(2 tables)**
- Educate public on Wabenaki treaties.

The Wabenaki Confederacy were the traditional governing body whom signed legal agreements between colonial powers and east coast First Nations.

Aqua-cultural & Agricultural Opportunities

- Sustainable food/energy through aqua-culture. **(2 tables)**
- Legal marijuana industry.

- Value-added processing for commercial fisheries and First Nation branding.
- Organic farming.
- Processing plant (Vegetables, Game, Fish).

Partnership Opportunities

- Separate politics and economy for consistency and continuity of economic development on reserve. **(2 tables)**
- Access to and benefit/revenue sharing from large development projects. Have a percentage of money go to support entrepreneurs and economic development. **(2 tables)**
- Partnerships between post-secondary institutions, innovative government organizations and First Nation communities to promote innovative businesses and entrepreneurs. **(2 tables)**

Healthcare Opportunities

- Employment opportunities in long-term health care facilities. These facilities could attract non-aboriginal customers as well. **(4 tables)**

Conditions For Success

The participant tables were asked to choose an opportunity from the ones identified in the previous activity and to identify conditions for success within each of the 5 pillars of the Jobs Board economic policy framework.

Opportunity - Skills & Training	
People	<ul style="list-style-type: none"> • Ensure current and future labour force is trained in essential skills (reading, writing, finances, digital literacy, etc.). • Need for career coaches to assist individuals and their transition from a post-secondary institution or unemployment into a workplace. Coaches could also identify workforce needs.
Ideas	<ul style="list-style-type: none"> • French language barrier is still a huge issue for Aboriginal employment. • Government support for Aboriginal Labour Market Information projects. • How can we transition individuals with mental health or addiction issues to the workforce? • Initiative to employ and address older workers (ages 50-65 yrs.).
Money	<ul style="list-style-type: none"> • Need for funding in regards to career counselling and labour market research follow up, i.e. upkeep of Aboriginal labour market databases.
Infrastructure	<ul style="list-style-type: none"> • Potential for an Aboriginal training institute. An organization to host, teach, and guide Aboriginal tradespeople. • GED training programs. Programs to update labour market skills and post-secondary certifications.

Nimble Government	<ul style="list-style-type: none"> • Resource centre needed to navigate employment systems like career centres and NB Jobs for example. (The information is a bit convoluted.) • Government could reduce red tape in regards to training, i.e. make it easier for apprentices and similar people to find training. • Proactive vs. Reactive mindset to Aboriginal labour market engagement (Identify and act on trends before they happen).
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Opportunity - Entrepreneurship & Community Economic Development	
People	<ul style="list-style-type: none"> • More collaboration and information sharing between Aboriginal Economic Development organizations and funding agencies. • More success stories celebrating Aboriginal entrepreneurs.
Ideas	<ul style="list-style-type: none"> • Revamp and clarify procurement strategy for Aboriginal businesses pursuing large-scale projects.
Money	<ul style="list-style-type: none"> • Collaboration between funders and small business. • Capital Access strategy for entrepreneurs on reserve. (Aboriginals have no assets or viable collateral on reserve.)
Infrastructure	<ul style="list-style-type: none"> • Creation of an Aboriginal Chamber of Commerce.
Nimble Government	<ul style="list-style-type: none"> • Break down government silos of information. (Services and supports are too convoluted and complicated to access and learn about.) • Keep government accessible and friendly.

Opportunity - Eco-Friendly Businesses	
People	<ul style="list-style-type: none"> • Important to include all stakeholders. • Duty to consult. • Build capacity and traditional ecological knowledge base. • Inform N.B population (youth) of green energy alternatives to inspire entrepreneurs and change-makers.
Ideas	<ul style="list-style-type: none"> • More research is needed, i.e. baseline testing, impacts of climate change on First Nations' natural resources. • Turbine technology. • Harnessing energy through tidal power. • Wind energy. • Solar energy. • Geo-thermal energy.
Money	<ul style="list-style-type: none"> • Need for funding of climate-based start-ups. • Need for funding of climate-based research (to identify opportunities). • Need for funding to document Traditional Ecological Knowledge study (a.k.a TEK). • Need for funding of innovation and R&D (also to identify opportunities).
Infrastructure	<ul style="list-style-type: none"> • Subsidies for climate-based businesses. • Support from industry/government to make environmental friendly business more incentivized.
Nimble Government	<ul style="list-style-type: none"> • Set framework and regulatory environment for climate-based business opportunities, i.e. Wind farms, solar energy, etc. • Ongoing dialogue and support with entrepreneurs.

Opportunity - First Nations Branding of Products and Services	
People	<ul style="list-style-type: none"> • There is a need to identify stakeholders to pursue First Nation branding process, i.e. Artists, elders, community leaders, etc. • Need to identify what First Nation communities are on board with collaborative branding. (Will brands be designed on a tribal or community-by-community basis?) • Feasibility study of this idea needed.
Ideas	<ul style="list-style-type: none"> • First Nations' seafood producers selling branded seafood products internationally. • First Nations' four-season tourism. Opportunity to attract international markets to powwows and other artistic gatherings. • Jewellery, Arts, Culture, Clothing etc. could be branded with authenticity in mind for a competitive advantage.
Money	<ul style="list-style-type: none"> • Resources needed for feasibility study and possible creation of branding materials. • Funds needed to document language, traditional knowledge, and culture in <i>one place</i>.
Infrastructure	<ul style="list-style-type: none"> • There is a need for an Aboriginal 'producers' organization' to represent and showcase products from N.B First Nations. Who can take the lead on this? • Mentorship opportunities to preserve traditional arts, crafts, and teachings. • Establish advisory board to guide branding process.

Nimble Government	<ul style="list-style-type: none"> • Establishment of Aboriginal Tourism working group (could encompass and support branding activities as well). • Sustained funding specifically for the documentation and preservation of 'cultural capital' i.e. language preservation, the documentation of processes like basket-making, canoe building, etc. This would serve as a resource for Aboriginal tourism-based businesses.
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Opportunity - Mentorship	
People	<ul style="list-style-type: none"> • Youth, Post-Secondary students, new entrepreneurs, and job seekers (Mentees) - these stakeholders' needs have to be identified before mentors can help them. • Elders, post-grads, students, successful entrepreneurs, and employment service providers. (Mentors)
Ideas	<ul style="list-style-type: none"> • Screening for supply & demand of employment, educational, and entrepreneurship opportunities. This will help mentors identify opportunities for mentees i.e. what degree programs to pursue and what businesses to start. • Identify best practices. • Mentorship should start at an early age. • First Nations business program. • Implement existing mentorship programs in First Nation communities, i.e. Junior Achievement and Paul Martin's entrepreneurship programs. • Any new mentorship programs should be self-sustaining, i.e. Mentees eventually become mentors for new entrants. • Mentorship programs should engage all sectors of economy and business. • An Aboriginal Chamber of Commerce (as mentioned throughout this document) could host and oversee private sector mentorship programs.

	<ul style="list-style-type: none"> • Partner with Post-Secondary institutions to have grad-to-student or even student-to-student mentorship programs. • Recognize existing role-models and success stories. • Cultural awareness is an asset that goes both ways in any mentorship program that involves non-Aboriginal entities.
Money	<ul style="list-style-type: none"> • Potential for private sector funding of mentorship program (Company internships and mentorship programs).
Infrastructure	<ul style="list-style-type: none"> • Establish an organization to host and administer mentorship programs, i.e. Aboriginal Chamber of Commerce or a similar organization.
Nimble Government	<ul style="list-style-type: none"> • Access and collaboration between First Nations' businesses, relevant regional chambers of commerce and government organizations. • What is the legality of working with youth?

Opportunity – Aqua-culture	
People	<ul style="list-style-type: none"> • Capacity can easily be achieved within First Nations communities. Additional training is still needed.
Ideas	<ul style="list-style-type: none"> • Potential for alternative revenue streams, i.e. used fish waste material can be sold as fertilizer for agricultural industry. • Ventures could be on First Nations land eliminating the need for community members employed by such ventures to leave their homes. • Another product that could be strategically marketed with First Nations branding.

Money	<ul style="list-style-type: none"> • Venture capital. • Potential barrier as these ventures could require high entry-level investment. (Several years before you break-even in this type of business.) • Need adequate accounting and management practices.
Infrastructure	<ul style="list-style-type: none"> • Infrastructure is one of the most important aspects of starting this type of venture. A lot of research and feasibility studies would be needed. • Potential permit issues in New Brunswick.
Nimble Government	<ul style="list-style-type: none"> • First Nations need to be able to self-regulate.

LESSONS LEARNED

This summit was the eleventh in a series of sector specific Opportunities Summits throughout the Province. For every Summit lessons learned were noted to inform future Summits.

What went well

- Objectives for the session were met.
 - List of opportunities were identified.
- Good feedback from participants, participants felt heard.
- Good attendance.

What could be improved

- Instead of using flip charts to capture and record information, it would be more convenient to use computer tablet technology. This would make cleaning and capturing that data far more effective as the data would already be digitized.
- Clarify purpose of summit, instructions for the day. Clarify how attendees should title and organize their ideas on the flipchart making the capture and analysis of that data a little bit easier.
- More/better advance information provided for future summits

NEXT STEPS

Summit Survey

Following the summit a survey was sent to the participants to collect additional input on the ideas discussed and the event itself. This feedback helps us to assess which discussions resonate beyond the summit, as well as to continue to improve future summits.

First Report

This report and the survey feedback is shared with all participants following the summit.

Second Report

After all summits have been completed a final aggregate report will be prepared and shared with all summit participants to provide visibility to the ideas generated from other summits, areas of commonality and more.

Early Opportunities

The Jobs Board Secretariat plans to identify and advance initial opportunities coming from the summits in partnership with Opportunities NB and lead departments, and to test the opportunities-model of economic development using the 5-policy pillar structure on these early opportunities. We will also identify opportunities that would benefit from further study and those that government is not well-positioned to lead, and share this assessment with the community of participants and interested New Brunswickers.

Implementing Policy Conditions for Growth

Finally, we will identify the best growth opportunities for New Brunswick. The Jobs Board Secretariat will lead the formation of cross-departmental teams, the development opportunity plans and measures, and assist in the implementation of the necessary policies to create the conditions growth. GNB will then track the progress and outcomes of these efforts and report those findings.

Future Summits

Consideration is being given to hosting follow-up summits in 2016 and early 2017 to explore whether this approach is demonstrating early results, discuss how it could be improved, and what has changed with the opportunities for NB's economic growth.

APPENDIX A – PARTICIPANT LIST

Name	Organization
James Arnold	JEDI/THC
Mark Augustine	Elsipogtog First Nation
Adam Augustine	Metepenagiag
Jake Augustine	McGraw Seafood
Nelson Augustine	Ocean White Wolf
Dustin Augustine Hall	Aboriginal Resource Consultants
Percy Barnaby	Abenaki Associates
Ashley Barnaby	Listuguj Mi'gmaq Development Centre
Alexandria Barnaby	Tobique First Nation
Jeanette Bear	Tobique First Nation
Joanna Bernard	Madawaska Maliseet Economic Development Corporation
Patrick Bernard	Saint John River Valley Tribal Council
Anita Boyle	NBCC
Karen Brooks	SMFN
Cecil Cameron	Aboriginal Resource Consultants
Dany Chilton	CN
Marcy Cloud	Anqotum Resource Management
Nelson Cloud	Anqotum Resource Management
Akoulina Connell	ArtsNB
Michael Collicott	ACOA
Larry Dedam	Esgenoopetitj First Nation
Alex Dedam	JEDI
Patricia Dunnett	Metepenagiag Heritage Park
Lisa Dutcher	University of New Brunswick
Stephen Dutcher	MahSos Education and Research Associates
William Flowers	TNEGI
John Foran	City of Miramichi (deputy mayor)
Harvey Francis	Ocean White Wolf
Lynn Francis	Elsipogtog First Nation
Brian Francis	Bear Paw Productions
Edward Genova	NB Power
Delores Ginnish Vautour	
Victor Gionet	Anqotum NSMDC Consultant
Michael Girouard	NSMDC
Karl Gschwind	Esgenoopetitj First Nation
Reni Han	Han Martin Associates
Bryan Harn	JEDI
Myrna Isaac	Listuguj Mi'gmaq Development Centre

Name	Organization
Adam Kennedy	Eel River Bar First Nation
Mike Knockwood	Eagle Specialty Machining
Victoria LaBillois	Wejuseg Construction Inc.
Gordon LaBillois	Eel River Bar First Nation
Katherine Lambert	Burnt Church First Nation
Richard Lang	The USAND Group
Leo LeBlanc	Eco leo consultants
Dorothy Lewis	Esgenoopetitj First Nation
Laura MacFarlane	The MacShack Food Truck
Jodi MacIntosh	Anqotum Resource Management
Barb Martin	Han Martin Associates
Nancy McKay	CN
Veronica Michaud	Tobique Employmnet & Trainging
Mary Milliea-Sieben	Elsipogtog Economic Development
Tina Milner	Fort Folly Flrst Nation
Karen Narvey	Metapenagiag Heritage Park
Melvin Nash	WaterMoc One PowerCorp
Ashley Nash	NIHI Notions
Andy Nicholas	First Energy First Nation
Bob Paul	Oromocto First Nation
George Paul	Micmac Native Arts
Annette Paul	Silver's Limousine
Sydney Paul	Kingsclear First Nation
Holly Paul	Tobique Employment and Training
Candida Paul	Anqotum Resource Management
Nora Paul	Ocean White Wolf
Jordan Paul-Fontaine	Woodstock First Nation
Jean-Marie Pelletier	CCNB
Mark Pentland	NBCC
Jason Peters	Nation2Nation Construction
Christian Polchies	Oromocto First Nation
Mark Polchies	Woodstock First Nation
Patrick Polchies	Kingsclear First Nation
Leslie Reid	Aboriginal Peoples Council
Terry Richardson	Trevali Mining
MacGillivray Robert	Ulnooweg Development
Dany Robichaud	Tobique First Nation
Shelly Sabattis	Klmgsclear First Nation
Charina Sappier	Elsipogtog First Nation
Roche Sappier	Aboriginal Millennium Health Products Inc.

Name	Organization
Rick Smith	UA/MCA JATC of NB
Shelley Solomon	Tobique First Nation
Erin Sweet	NBCC
Gilles Thériault	McGraw Seafood
Jennyfer Tolley	INAC/AANDC
Sarah Ward	
Cheryl Ward	Eel Ground Community Development Centre
James P Ward	NSMDC
Angel Ward	Han Martin Associates
Taylor Ward	Anqotum Resource Management
Helen Ward-Wakelin	NBCC

GNB Participants	
Erica Craft	
Minister Ed Doherty	Aboriginal Affairs Secretariat
Minister Rick Doucet	Opportunities NB
Bonnie Doyle Creber	Aboriginal Affairs Secretariat
Chelsea Ford	Aboriginal Affairs Secretariat
Patrick Francis	Aboriginal Affairs Secretariat
David Godfrey	Post-Secondary Education, Training and Labour
Donald Hammond	Opportunities NB
Lisa Harris	MLA, Miramichi Bay Neguac
Susan Holt	Jobs Board Secretariat
Deputy Premier Stephen Horseman	Public Safety
Judith Keating	Executive Council Office
Hemant Kumar	Jobs Board Secretariat
Marie Larivière	Opportunities New-Brunswick
Karen LeBlanc	JEDI
Anne Macies	Intergovernmental Affairs
Robert McGillian	
Roberta McIntyre	Post-Secondary Education, Training and Labour
Gwen McIntyre	JEDI
Kim Nash-McKinley	JEDI
Cameron Paul	JEDI
Valerie Polchies	JEDI
Lynn Poole-Hughes	JEDI
John Smith	Aboriginal Affairs Secretariat

APPENDIX B – PARTICIPANT FEEDBACK

Surveys sent – 89

Responses received – 35 (39%)

Our objectives for the Aboriginal Economic Immigration Opportunities Summit were:

Information Gathering / Collection des idées

- Identify a long list of viable economic opportunities to explore
- Identify conditions for success in identified opportunities

Participant Experience / Expérience des participants

- Participants had a positive experience
- Participants felt heard

Given these objectives, we would greatly appreciate if you could answer a few questions on your Summit experience.

Q1. Which ideas discussed most interested you?

Theme – Skills training & Mentorship

“Skills Training” (x3)

“Skills Development”

“Education and Training “

“Mentorship” x2

“First Nations developing mentors for younger generation”

“partnerships and mentoring and management program”

Theme – Aboriginal Chamber of Commerce

“Aboriginal Chamber of Commerce “ (x2)

Business Chamber of Commerce

Creation of a FN Chamber of Commerce or similar

Theme – Green Economy opportunities

“Green Energy opportunities”

“Eco-Friendly sustainable economic opprtunities- i.e. Clean Water, Air, Energy, and food security”

“Green Energy Projects”

“Environment”

“The value of potable water in 50 years and in particular, Canada's favourable geo-political position.”

Theme – Event design

“Visioning the economy in 2018, after having dreamed wildly about 2040”

“I really like how we worked in group, recorded our ideas, and were able to present them to the group.”

“Partnership Building and Teamworking was excellent”

Theme – Economic Development

“Entrepreneurship “ (x2)

“Making NB more First Nation friendly towards business“

“economic development/ sustainability in the future”

“Planning for the future”

“the number 1 table, gathering information on starting a business and they also shared other parts of NB that i can access more information”

“Systemic Barriers to Aboriginal Economic Development”

Theme - Relationship

“the change of government has showed interest in making changes to improve aboriginal participation”

“Nation to Nation relationship building and treaty recognition and awareness”

“to make the provincial tax agreement with the First Nations a permanent agreement”

Other

“Arts, Culture and Tourism”

“Aquaculture Development”

“Energy”

“Development of off-reserve lands“

Q2. How much did you feel your contributions were heard?

Not at all – 0%

A bit – 25.7%

A lot – 45.7%

Completely – 28.6%

Q3. The most important thing I learned at the Summit was:

Theme – Economic Development

“How bad Aboriginals are equipped for ec dev.solutions”

“I learned there are many resources to help me with my work.”

“There was other Aboriginal Business that I didn't know existed. Also the Mobile Trade Workers.”

“there is funding and services in place”

“The need for more skilled trades training”

“the strong message from other participants who said FN's people in NB are training but have a hard time finding work due to the bilingualism”

“a need for a cohesive body aboriginal representation in economic development”

“Basic things like driver's license and modest access to credit are barriers to success for those living on reserves, often in a rural context. The colonial decisions on where to place reserves are having a lasting negative impact where access is concerned; so are the constructs for support, which are accompanied by rules that exclude access to the tools for gaining a foothold on financial success.”

Theme – Listening / Sharing

“Information sharing”

“info sharing was the greatest...i got feedback from other first nations and it was great learning”

“The ideas to sustain NB are out there, we just have to listen.”

“Gaining different perspectives on topics.”

“Willingness to work together”

“different perspectives on challenges”

“To think big picture”

Theme – Perceptions of Government and non-Aboriginals

“The willingness from the province of NB to collaborate with the Ec.Dev. of Nb First Nations.”

“that the government seems to really be interested in making changes”

“The Province understands the importance of FN”

“access to industry and ministers”

“The willingness and support of policy and process is there by Government.”

“Non-Aboriginal people are starting to learn to listen to what Aboriginal peoples have to say but they still have a long way to go.”

“That we were heard and our ideas will be seriously taken into consideration and put into action.”

Theme – Perceptions about Aboriginal people

“That as Aboriginal people we have a variety of interest and skills with so many talents that it is difficult to narrow an interest to one topic.”

“First Nations have a strong educated voice that should be heard and not ignored”

“That we need to be prepared to have more significant input”

“There is many that feels change is needed with Aboriginal issues”

“Unity and Self Governance is Key to Development”

Other

“The crowds understanding of treaty awareness and the crowds willingness to learn more.”

“That the protection of water is our only viable future and that we don't have much time left to waste.”

“The presentation of the five policy pillars”

“There is still so much work to be done”

“Interest in getting into business, helping each other.”
 “That there exist untapped opportunities for growth”
 “There has to be a patient, maybe deliberate first phase”

Q4. Please rate the following elements of the Summit:

Answer Options	unsatisfactory	neutral	good	great
Venue (Riverside Entertainment Centre, Rodd Miramichi River Hotel)	0%	6%	32%	62%
Timing (8:30-3:00pm)	3%	9%	34%	54%
Refreshments/Food	0%	15%	47%	38%
Facilitation	11%	6%	40%	43%
Agenda / Structure	6%	9%	40%	46%

Comments

- Agenda was good but I think the exercises were rushed. I think this a 2 day agenda would have been great.
- I hope the information and comments gathered from this summit are taken seriously and not to just make it seem like the leaders were listening for one day.
- The idea of having a gathering to address aboriginal concerns is good and is a step in the right direction, however, the concerns that I brought to the forum were largely sidestepped because many of the people taking part in the discussions have not and did not have the real time experience of actually going out into the world and attempting to either get a start-up company off the ground or create jobs and positions from scratch and to build capacity thereof. Many talk the talk but have not walked in my shoes over the past three plus years. Many, if not all, are political appointees who are there at the pleasure of their chiefs and councils and do not have the wherewithal to foster or to bring about adequate change to actually make a difference in the aboriginal world. Words such as venture capital, incubation processes, partnership venues with UNB, STU, UdeM, NBCC Research, Equity Fund, Angel Investment and Investors, Nserc, Irap grants, commercialization and actualization plans and a host of other concepts were unknown to many of the aboriginal participants I had talked to. To many participants working in Economic development is a only a paycheck and there is a lack of foresight, hindsight and insight into developing sound and effective programs to help aboriginals help themselves and therefore make an adequate contribution to the mainstream economy.
- I'm always picking on food.
- trained facilitator and note taker would have helped for consistency
- The location should have been also on Wolastoq territory as well as Mi'Kmaq territory. The facilitator was more of a time keeper and provided very little facilitation or analysis of the discussions (i.e. shutting people down and trying to rush people

through), while giving too much time for government officials to speak. The agenda should have given more opportunity for Aboriginal people to speak as it was their forum.

- Enjoyed the venue and looking forward to the next steps and the sharing of the feedback that was given.
- Maybe one day is too short.
- The tables should have cleared most of the empty pop cans, chips and left over food from tables so we would have had more space for writing
- Chairs were quite uncomfortable
- I learned a lot and came out of the session with energy and contacts to convert ideas into actions. It was a great opportunity for partnerships, networking and building bridges.
- There should be more options for persons with food/drink related issues (diabetics). Facilitator was not very great. Need someone with more energy and not someone who speaks in a monotone manner.
- Didn't attend the Networking session at Riverside.
- It struck me that economic development, in the case of First People, is critical for living sustainably, but that there are so many issues attached: social, health, environmental, systemic, education - and this siloed approach to focusing on economic development specifically, with people who have similar training (most have business training and therefore have been trained to see the world one way - and that way is inside the box of a western capitalistic approach, not outside it - I actually think that there are benefits of thinking in seven generation cycles rather than in a more linear, quarterly ROI approach). There was a lot of distrust in the room around how many of these kinds of exercises First Nations people have participated in at the provincial level, without seeing action or change.
- Would have liked more time to continue on strategic action plan and how we are going to achieve objectives identified. Prioritize Objective for Prov NB to deliver with timelines. Lots of stuff was talked about years ago but no concrete plan to act or commitment from Province/Feds.
- I particularly didn't like the way it was facilitated, I would have rather stayed in my seat then move around.
- I realize there is a protocol, but I would like to see all sessions held on a First Nation Community. There would be better feedback & community participation
- Best was networking with people
- The day was well worth it & well spent. There should be more of these events.

Q5. The best part of the Summit was:

Theme – Networking / Connections

Networking (x5)

“The best part is networking and exchanging information”

“Being able to network, and form partnerships”

“Meeting the Ministers”

“As always, networking to get much needed work done.”

“Meeting Entrepreneurs who are actually getting the work done on the ground”

“getting to know new people from the province”

“Networking with potential partners, hearing basic experiences”

“Meeting people”

Theme – Group discussions, brainstorming & ideas

“introduction to different ideas”

“To listen to some really great ideas. “

“The brain storming session on how to collectively work for the benefits of the FN”

“the morning brainstorming session.”

“the brain storming sessions and to see that there was a common theme amongst all the groups”

“Discussions with others on the topics”

“the Dialogues from the break-out sessions.”

“Working in small groups”

“Group work.”

“Group work so that all comments could be addressed and shared”

“group activities identifying future development”

“The discussion and the laughter”

“Being able to discuss issues and your feedback being heard”

“All the ideas, opinions, comments, & suggestions for improvements & action-oriented being brought forth. “

Other

“sitting with the Minister of Aboriginal affairs and him not speaking”

“Having more of the players around the table.”

“Listening to others at each table and hearing their perspectives.”

“The level of participation and enthusiasm of all”

“Listening to all participants and realize how similar hurdles and problems are in every corner of the Province.”

“Trying to prioritize issues”

Q6. The least valuable part of the Summit was:

Theme – Larger issues and systems

“There needs to be a solid foundation laid through ensuring that there is a consultation and accommodation process in place that is followed to ensure that projects proceed Without this solid foundation working together will never happen.”

“No discussion on the issues or problems First Nation communities and entrepreneurs face in accessing economic development opportunities.”

“Siloed approach: Economic Development for people living on reserves is tied to a larger system that is colonial, and designed to protect the rights of the English and French (this includes language and culture), and to exclude the First People. In this case, a more culturally appropriate approach to the discussion needs to be explored, where the relationship with government is on even footing. I know that there was an honest attempt at this, but I think cultural sensitization training is needed for all people who work for government.”

Theme – Logistics / Execution

“Early start”

“the lunch had a lot of Carbs.”

“only being one day”

“The facilitators-Han & Martin”

“Lack of industry participation (I think)”

“table setting and clean up”

“Sometime wasn't given time to talk or say my say (Table discussions)”

“being moved around from table to table”

“Brainstorming & group discussions were too short.”

“not having any sense of ownership of how the input could be used other than govt consideration”

“Some uncertainty as to implementation and future”

Theme – Speeches / role of GNB-politicians

“Opening remarks”

“Speeches by politicians with no firm commitments”

“The provincial's officials taking most of the credit for the ec.dev. successes happening with a few First Nations”

“Listening to Government official speaking about his perception of what he heard as the priorities of the day”

“Too much emphasis on the role of JEDI (self-promotion)”

Theme - Nothing

None or n/a (x5)

All good (x2)

“none that I was aware of.”

“All was important”

“Can't think of any.”

“Personally, I did not sense anything negative @ sessions”

Q7. Where would you like to see government focus their efforts to help grow Aboriginal entrepreneurship/employment in NB?

Theme – Education, Training and Mentorship (+ green theme)

“Mentorship into senior official roles”

“Better promotion of business partnership, and management training with established corporations”

“Education: I see this information as a two-way street. First Nations must be educated on International/Canadian business culture. Non-Aboriginal business must be educated on doing business with First Nations.”

“through funding and mentorship. There are opportunities for First nations but they are ill prepared to take advantage of these opportunities”

“Leadership/Business Management Mentoring Training Programs by Aboriginal Organizations for Aboriginals.”

“more help for book keeping and business management”

“Mentoring programs”

“Have a directory for first nations to use, to help navigate all of different programs to help first in find employment and training, funding, and help with their businesses.”

“I am a part-time Adult Educator who works with Aboriginal learners; I am sadden that when I teach these training course I work with students who have self-esteem issues but are intelligent and hard workers. I see hopelessness in their eyes and hear it in their voices. Often I feel I have fail them because we give them hope for employment and to better their lives but the many of the training program I have taught does not meet the reality for employment for many of my learners. We take them so far and them we drop them, I understand and experienced it myself that there we (Aboriginals) face racism in both the employment and education sectors. I would like to a reality of a fair share that our Aboriginal people get opportunities in competing in economic opportunities both on reserve and off reserve.”

“Eco-Friendly opportunities and training”

“Skills training in the green sector”

“Support for alternative and renewable energy initiatives.”

“branding commercial fishery strategy”

Theme – Funding and Taxation

“Increase funding for entrepreneurs, develop a program for mentors”

“maybe find funding as that is the major reason people don't move forward”

“JEDI needs more money to help entrepreneurs reach there potential success”

“Tax agreements”

“The government should focus in establishing the 'provincial tax agreement' , which will eliminate a lot of uncertainty going forward dealing with financial institution”

“Help First Nations generate revenue streams so that they can support their entrepreneurs. Government should be supporting First Nation consultations and accommodations before major resource development projects begin and ensure that they are involved in every step of the project. The government should ensure that First Nations are able to engage in IBA's and revenue sharing agreements with the private sector. The government should also enter into a fair model of gaming/taxation

agreement with First Nation communities that realizes the different situations for all and the level of economic opportunities and location.”

Theme – Connectivity in the Aboriginal Business Community

“Aboriginal chamber of commerce”

“Chamber of Commerce-Center of Excellence-Funding type model.”

“One think I thought is missing in NB, is communications among business. Need a Database of all Aboriginal Businesses in NB (Look at ON.Model)”

Theme – More dialogue, partnership

“A follow up two-day summit in Fredericton or Moncton”

“having more session with the youth”

“Government needs to sit down with leaders and discuss the future”

“Cross cultural understanding and relationship building”

“I think there needs to be more presence from Feds”

“Becoming full partners in achieving a lot more Aboriginal entrepreneurship/employment creation in all of the 15 First Nations in NB.”

“Self-determination has to be the focus. Look closely at the truth and reconciliation report. Provide resources and opportunities for our First People to learn and be mentored by Aboriginal groups in other parts of Canada and other parts of the world, where economic success does not come at the expense of cultural identity, sacred practice, or the environment, and yet still finds success in engaging with mainstream capitalistic systems. New Zealand, Australia, several tribes on the West Coast and in the states are having success (and not just with gaming, fisheries, and forestry).”

Other

“In all areas discussed.”

“providing the expertise to reduce red tape, hoops and barriers”

“Open more to Natural Resources - Leading to trades and employment, cutting the cost of tuitions.

“Revamping the procurement strategy for aboriginal business as it pertains to the "Set Aside Program"”

“Creating the right infrastructures to maximize growth”

“lift the bilingual requirement”

“focus on strategic activities rather than using a shotgun approach and trying to tackle too broad a scope and having lesser impact”

Q8. What is something you can do to support Aboriginal economic growth in NB?

Theme – Educate, train, mentor

“As I have mentioned I am an Adult Educator, whether I am employed or not I volunteer to help provide information, tutor, research, advocate, etc. ...in my goal to advance individuals who come to me.”

“Help facilitate training”

“Share my knowledge, education and continue to work in Economic Development sector to better the future for our first nations communities.”

“with the experencie that i have i could mentor”

“Teach Accounting, and Contact Management (CRM)”

Theme – specific initiatives

“Advocate more Industry participation in Aboriginal strategies. Provide insight on current Aboriginal workforce development in various industries.”

“The Aboriginal Peoples Council, Equity Fund will be initiating an Aboriginal Business Council by June 2016.”

“Aboriginal Chamber of Commerce, support Aboriginal Organizations deliver Projects/Programs at the Community level. No need to have all projects centralized at JEDI, use the Councils more.”

“Help them set up an aboriginal JATC”

“Cultural tourism - Aboriginal Cultural Tourism in particular - is BIG business, but in order for FN in Atlantic Canada to have success, the first step is to provide resources to make excellent cultural product - the art (dance, visual arts, fine craft, music, film, storytelling, literature, etc.) must be informed by tradition and excel in the contemporary context. Time, resources, and training are needed in the near term in order for the communities to be ready to reflect their uniqueness out to the broader context. artsnb has been doing outreach for three years. We started with less than 40 artists in our DB. Now we have contact with more than 250, and have provided training and support on orienting artists to our programs, facilitating/supporting the grant writing process, and delivering workshops to help bolster both creative practice and business practices essential to having a sustainable arts practice. Further resources are needed to preserve language, traditional knowledge, and the environments in which traditional medicines and materials for traditional arts practice grow.”

Theme – Information sharing and participation

“help consolidate the info on growth opportunities and continue to grow relationship”

“have an info session in my community of Esgenoopeetitj”

“Inform my Community about JEDI, invite JEDI to TFN”

“Helping in creating some success stories in ec.dev. which can be duplicated after. do small projects that works”

“compile a step by step guide for starting a business”

“Providing guidance and leadership from an Aboriginal perspective. “

“I can participate & engage myself in achieving these lofty goals for the First Nations people in realizing their career goals & aspirations.”

“Continue to participate and offer my ideas.”

“form good partnerships”

Theme – Continue / Grow / improve my business

“Make McGraw Seafood a model of partnership between Acadians & Mi'kmag nation”

“This is what my business does.”

“Provide consultation services to aboriginal entrepreneurs.”

“Commission my consultant company to do a White Paper”

“I run a business that employ three First Nation people.”
“Try to have more aboriginal people hired”
“buy from/promote other First Nation business”

Theme – Do my job

“To provide opportunities to First Nations through the business opportunities that arise in the various endeavors I encounter in Northern NB as a councilor in my First Nation community”
“Help my clients, in any capacity with the goals, but in training, employment, and direct them to the right people and organizations, that will be able to help make their goals a reality.”
“8 years working for X, always promoting Aboriginal programs.”
“Continue to work with First Nations in obtaining skills for the future.”
“Ensure that solutions, ideas and proposals discussed are implemented.”

Q9. Please share any other feedback you have on the summit.

Theme – Improvements

“It would have been useful to have ideas of small, medium, and large size projects for Mi'kmaq First Nations to get involved in”
“It needs to be longer and people should be involved into each discussion that was brought forward for each group. I would have liked to sit in other topic areas and provide my thought and ideas in more than one economic opportunity. I found that it was disrespectful for the government officials to leave after their opening introduction (Mr. Horseman) and the Aboriginal Affairs Secretariat representative (was out of the room more than he was in- Mr. Francis). I read this as we are really not interested in what the people have to say. I appreciate those who did stay and were able to show respect.”
“small groups were good but maybe start with room divided in 4 groups.”
“Building bridges must start by active listening.”

Theme – Next Steps

“I would like to see more devolution initiatives being promoted.”
“hopefully that we finally see change.”
“How will the items listed by the delegates be actioned?”
“Would like to see part II, Strategic Planning and Implementation in January/Feb 2016.”
“the development of a comprehensive list of government departments and resources dealing with economic development and business start-up.”
“I am looking forward to being a participant in the sessions with the Premier in January.”
“The province should strategically fund some venture that would create a good foundation for the FN to work with. Like the creation of an Ec.Dev. co-op that is separate from politics of Chief and Council”
“As I had stated earlier we need a consultation and accommodation process that ensures First Nations are engaged at an early stage of development. Without this the foundation for success is not there.”

“My business markets Products and Services across Canada, but now see potential market here in NB”

Theme – Positive Notes

“I thought it was really well done!”

“It's a step in the right direction. “

“I thought, it was very great, but very short.”

“i am grateful that I attended.”

“Great job. Hats off to the team at JEDI.:

“Appreciated the minister(s) being in attendance for the whole day. “

“Barb Martin was the appropriate facilitator for this process. Am looking forward to the report as it will be the foundation for our Economic Development plan in line with the GNB Pillars.”

“great initiative, having access to Ministers and deputy made this event real, that gov't is listening”

“Thank you so much for including arts, culture, and heritage in the discussion. There is a Louis Riel quote that is salient: "My people will sleep for one hundred years, but when they awake, it will be the artists who give them their spirit back."”

“A day well spent & it was a wonderful experience to be part of the process.”

“I thought this was an awesome Plenary. Congrats Organizers!!”

“The summit was a great opportunity for FN to share their potential for growth and the government in particular to gauge the lay of the Land and identify what must be done to ensure maximum economic contributions from FN communities”

Other

“The Province should recognize the treaties and related court decisions when it comes to the development and management of NB's natural resources. The Province should be working with FN communities as Partners and not just some group that they may or may not have to deal with. The Province should be sending out the message to the private sector, that FN's need to be involved at the beginning and at every step of the proposed project. The Province should be looking at FN's as a key component and asset in the development of the economy.”

“I know many who attended the summit and most are employed, for years that is. My guess is that most of these people who attend the summit have no idea of what it feels like to survive on a welfare or unemployment cheque or sometimes nothing at all. They have no idea what it feels like to be rejected when looking for employment or when asking for assistance. To get some true feedback I believe the government needs to have a summit to invite grassroots people. There some fresh ideas that the government needs to tap into, to make changes in meeting the needs of the people. This is my opportunity to speak for my Aboriginal students for they have stories and ideas that needs to be heard. They need to be valued for contributions and they have tons of untapped ideas.”

“There seems to be a lack of information on the with Opportunities NB / Enterprise Saint John / CBDC on Aboriginal organizations such as JEDI and Ulnooweg.”