



An Engineers Without Borders Canada Venture

Canadian Council for
ABORIGINAL
BUSINESS



Society and Sustainability

The business case for Aboriginal procurement

Mining Shared Value (MSV)

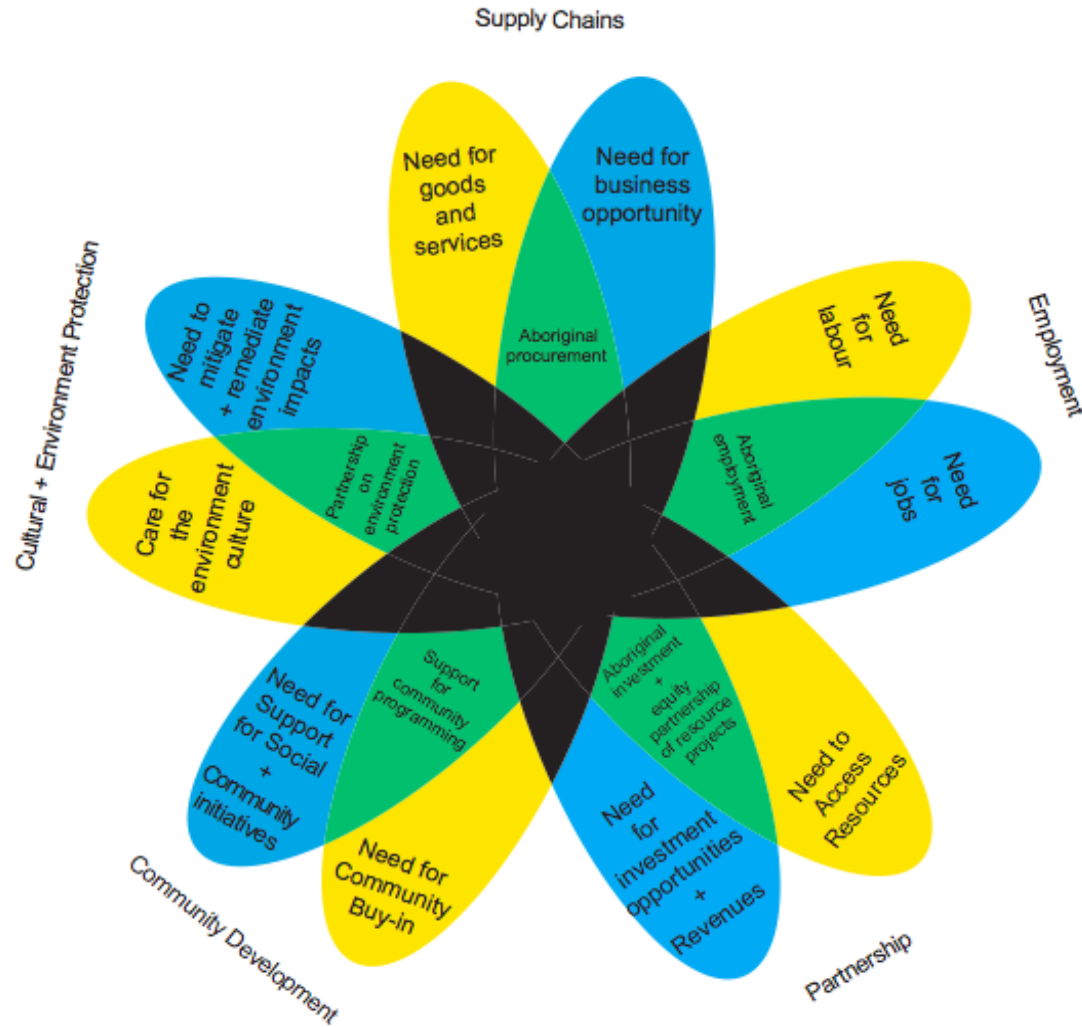
MSV focuses on encouraging and helping the global mining industry and related stakeholders to maximize local procurement of goods and services.

MSV's mission is to increase local procurement by the global mining industry so that host countries gain more economic and social benefits from mining activities

Canadian Council for Aboriginal Business (CCAB)

A national non-profit organization, the CCAB offers knowledge, resources, and programs to both mainstream and Aboriginal-owned member companies that foster economic opportunities for Aboriginal people and businesses across Canada.

Aboriginal Edge



Challenges to Aboriginal Procurement

Large contracts

SMEs may not be able to provide all desired services

SMEs are left out of tendering process

Hurdles to capacity development

Long timeframe for capacity development

Difficulty building management capacity

Concerns around community impact and Aboriginal ownership

Administrative requirements for local suppliers

Official legal requirements are hard to meet

High cost of meeting requirements through training

Lack of awareness of supply chain timeframes

Mismatch between production cycle and mine needs

Insufficient planning for industry and training

Delayed payments and high interest rate disproportionately threaten SMEs

Social Licence

- Create community goodwill by creating jobs and revenue
- Enabling positive relationships with governing authorities
- Sustainable reconciliation

Risk Mitigation

- Improve corporate reputation to stakeholders & shareholders
- Stable Aboriginal supplier base near operations
- Source of Aboriginal knowledge and context

Reliable supply chains

- Lower cost of production from local resources
- Diversify local economies
- Support regional development

Cameco – Operations in Saskatoon and interviews with local Aboriginal suppliers and community members.

Goldcorp - Operations in Ontario and interviews with local Aboriginal suppliers and community members.

PotashCorp - Operations in Saskatoon and interviews with local Aboriginal suppliers and community members.

Suncor- Operations in Alberta and interviews with local Aboriginal suppliers and community members.

Tahltan Nation Development Corporation – Interviews with staff and suppliers in northern British Columbia

Teck - Operations in Kamloops, BC and interviews with local Aboriginal suppliers and community members.

Vale - Operations in Labrador and interviews with local Aboriginal suppliers and community members.

Scope of Research



- What are the ways in which companies are supporting Aboriginal procurement?
- Is it a central part of operations or a ‘nice to have’?
- How have successful AEDCs incorporated themselves into mine supply chains?
- How have local communities and economies benefitted from Aboriginal business procurement initiatives led by mining companies?



- “Do you want to be in business 10 or 15 years from now? You better wake up to the new reality that’s here today”
- “When people live near the job site, quality improves because they are not just there for the one project, but they live there and want the best for the area”
- “Aboriginal people are telling us we got to get engaged. Well how do we get engaged? Simple – well get Aboriginal contractors to come work for you.”

Reconciliation and Economic Development

Call to Action # 92

- **Subsection 1.** – Commit to **meaningful consultation, building respectful relationships** and obtaining the free, prior and informed consent of Indigenous peoples before proceeding with economic development project

- **Subsection 2.** Ensure that Aboriginal peoples have **equitable access to jobs, training, and education opportunities in the corporate sector**, and that Aboriginal communities gain long-term sustainable benefits from economic development projects.

- Site visits and interviews will continue throughout the spring
- Findings will be presented at
 - CIM Convention in Vancouver, May 1-4
 - World Indigenous Business Forum in Saskatoon, Aug. 23

Please feel free to contact Anthea Darychuk, Research Coordinator at antheadarychuk@ewb.ca with any questions or interest in participation.