

Maximizing Capital Investments

Indigenous Relations
Economic Development
2017

Agenda

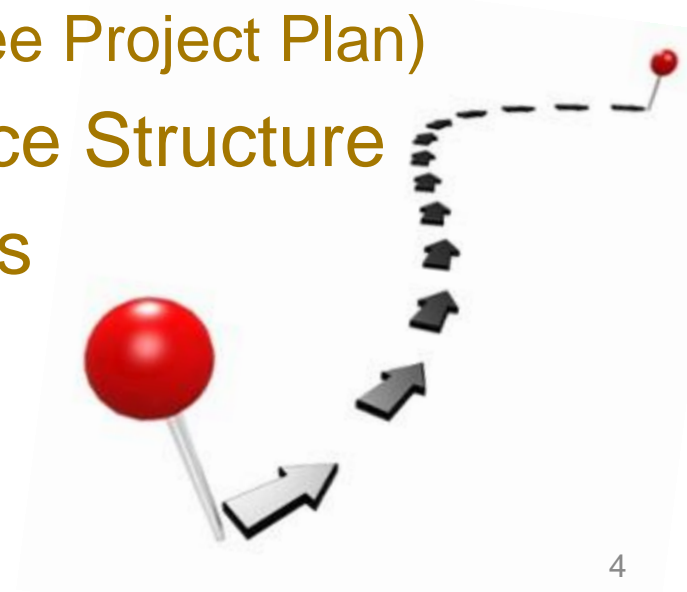
- **Capital Investments**
- **Planning your Capital Project**
- **Overview of Indigenous Relations Economic Development Grants**
- **Financing your Capital Project**
- **Pitch your Project!**

Why Invest?

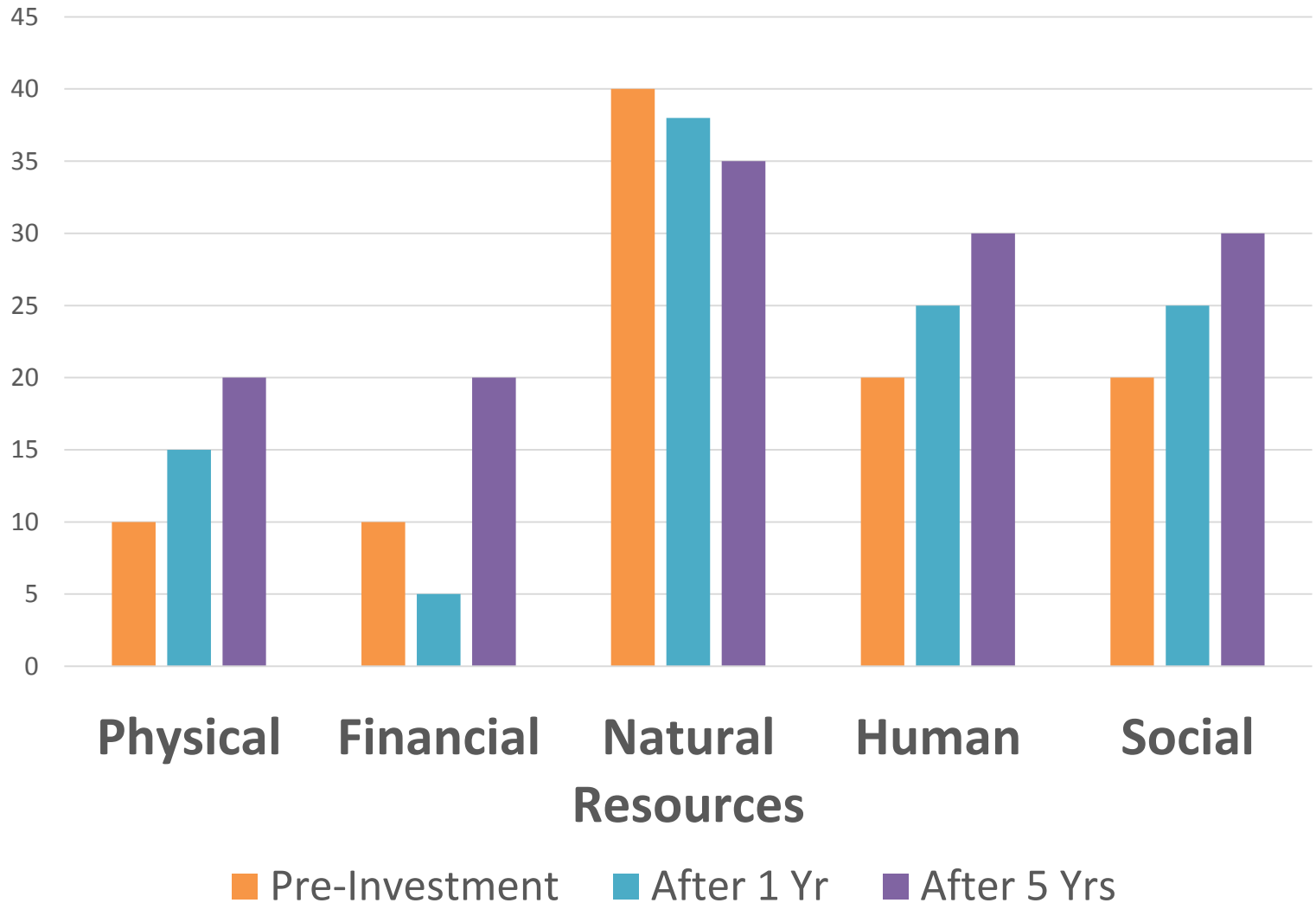
- **Community Economic Development:**
 - Using local resources in a way that enhances economic opportunities while improving social conditions in a sustainable way
- **Capital Project:**
 - Build or Buy something that will bring you returns on your investment.
- **Returns on your Investment**
 - Better environment
 - Better social well-being
 - Jobs
 - \$\$\$\$!

Path to success

- What is the best way to take advantage of an opportunity or to solve a problem?
 - Set clear Objectives
 - Community Objectives (see Ec Dev Plan)
 - Business Objectives (see Business Plan)
 - Project Objectives (see Project Plan)
 - Corporate Governance Structure
 - Find the right partners
 - Stick to the plan!



Optimize use of Capital



7 Tips on Maximizing Capital Investments

1. Have a Plan!

- Community Economic Development Plan developed through community engagement
- and follow through

2. Land Designation

- Secure your investment!

3. Thorough Market Analysis

- Non-conventional users and uses
- Incorporate Youth

7 Tips on Maximizing Capital Investments (Cont'd)

4. Leverage Partnerships

- Management/Technology/Knowledge transfer
- Financial (Naming Rights)
- In-Kind (Labour, Materials, Procurement)

5. Leverage Finances

- Matching Grants
- Loans

6. Utilize Clusters

- Land Planning (Co-location of related businesses)

7 Tips on Maximizing Capital Investments (Cont'd)

7. **Re-investment of Dividends vs. Distribution**
 - Compound vs Simple Interest
 - Grow the business

Capital Project Ideas

- Realistic
- Actionable



Capital Project Ideas

- Discuss some Capital Project ideas in small groups (2 mins)



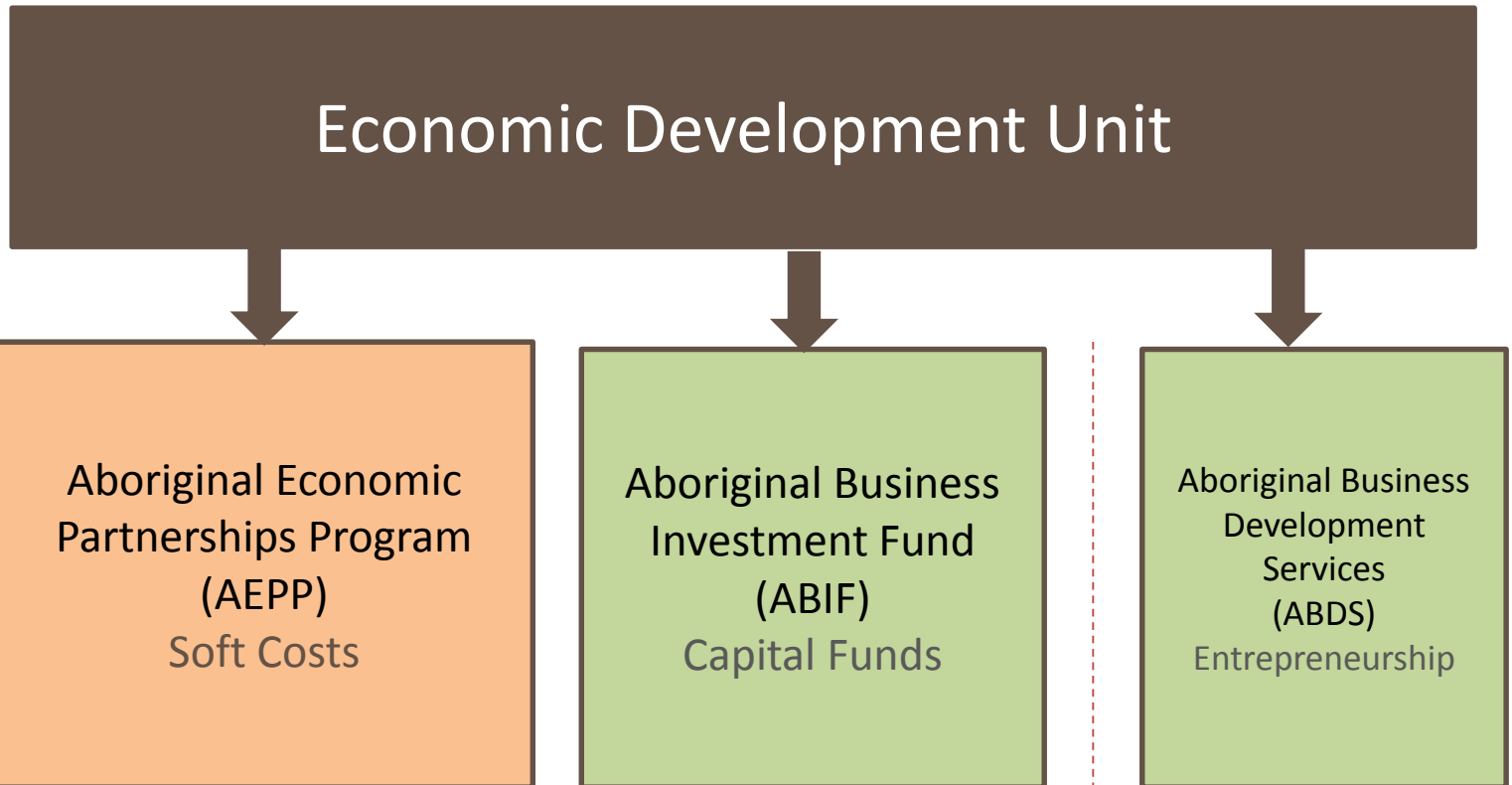


Project Selection

- **Select the group's favourite project idea (2 mins)**
- **Project Scope (5 mins)**
 - What's going to be done?
 - Where does it end?
- **Project Plan (High Level) (5 mins)**
 - How will we do it?
 - Who needs to Approve it?

Indigenous Relations Economic Development Grants

Two Opportunities for Funding



Aboriginal Business Investment Fund (ABIF)

- \$150,000 - \$750,000 for Capital costs to Indigenous Community-owned business for start-up or expansion
- [Indigenous.alberta.ca/ABIF](https://indigenous.alberta.ca/ABIF)



Other Funding Sources

- **INAC**
- **Western Diversification**
- **Business Development Bank of Canada (BDC)**
- **AFI's**
- **Banks**

Financing Structure

- **Equity (Down Payment)**
- **Grants**
- **Loans**



Plan your Pitch!

- **3-5 Min Pitch**
- **Introduction**
- **Describe the need (Opportunity)**
- **What you want to accomplish (Outcome)**
- **Partners, Supporters (Champions, Sponsors)**
- **What you want to do (Activities)**
- **When you want to start**
- **How you will pay for the project**
- **Summarize**
- **Ask for support**



Other Places to Look

- CANDO (www.edo.ca)
 - Economic Developers Association of Alberta (www.edaalberta.ca)
 - Canadian Council for Aboriginal Business (www.ccab.com)
 - Industry Association Websites
- Contacts**
- **Business Development Advisors**
 - Christopher.Tyrkalo@gov.ab.ca
 - Lekan.Oladokun@gov.ab.ca