

BCAFN Economic Development Survey Results

April 2017

There were a total of 47 respondents to the survey in total. The following is a summary of the findings. A full record of results is included as an attachment to this document.

1. What community do you work for?

There were a great variety of communities represented in the survey. The following are the top 5 in terms of number of respondents.

- Moricetown (3)
- Samahquam (3)
- Tsawwassen (3)
- Ktunaxa Nation Council (3)

2. What Nation is your community a member of?

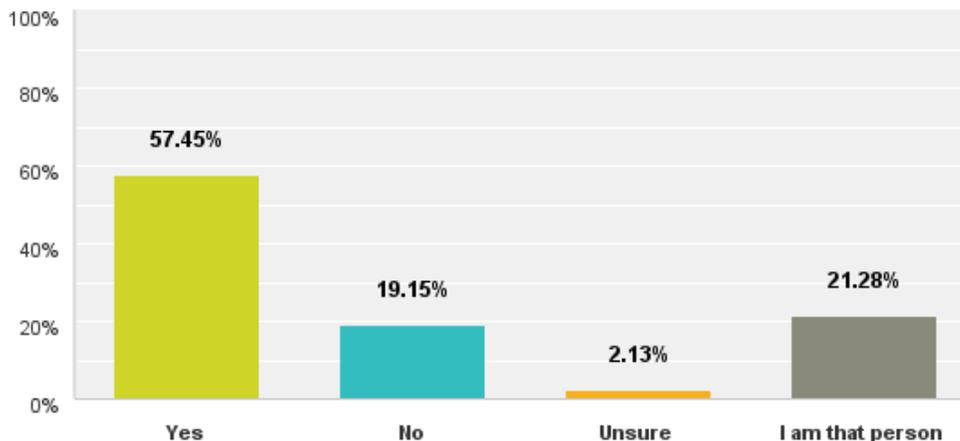
The top responses are identified below.

- Coast Salish 19.2% (9)
- Ktunaxa 14.9% (7)
- Nuu-chuh-nuth 8.5 % (4)

3. Does your community have a person designated as the primary contact for economic development-related matters?

Q3 Does your community have a person designated as the primary contact for economic development-related matters?

Answered: 47 Skipped: 0

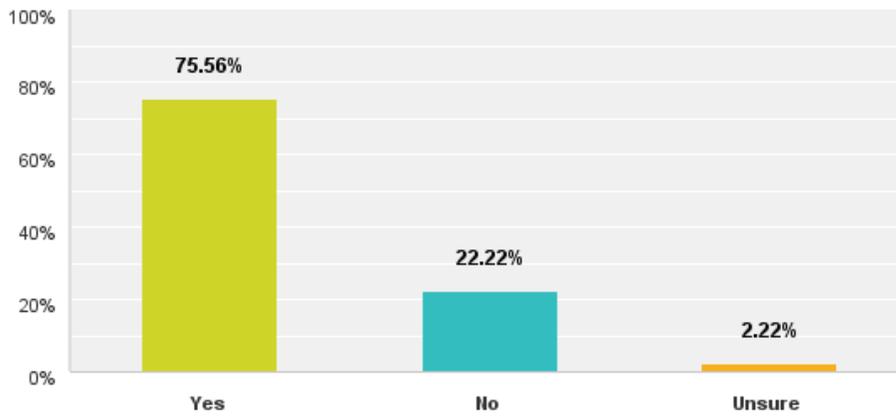


4. What is your role/title?

Of the 44 responses, the following is a summary of grouped roles/titles:

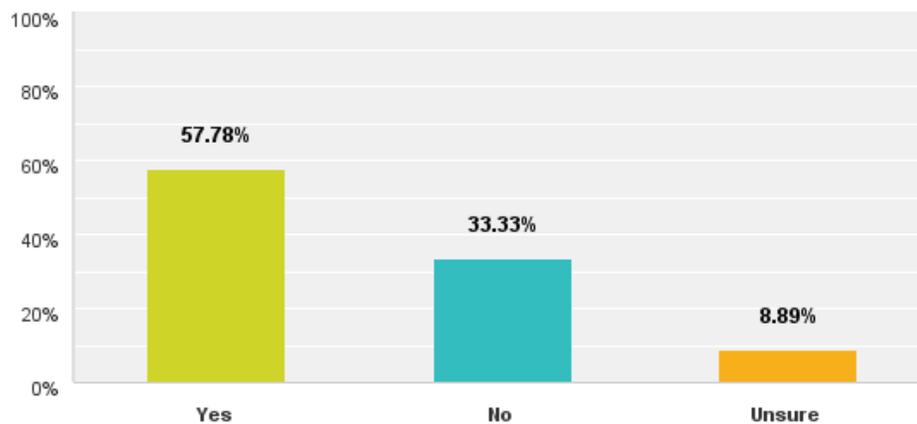
- Chief/Council (20)
- Senior Staff (19)
- Middle Managers/Line Staff (3)

5. Is there a budget for economic development activity in your community?



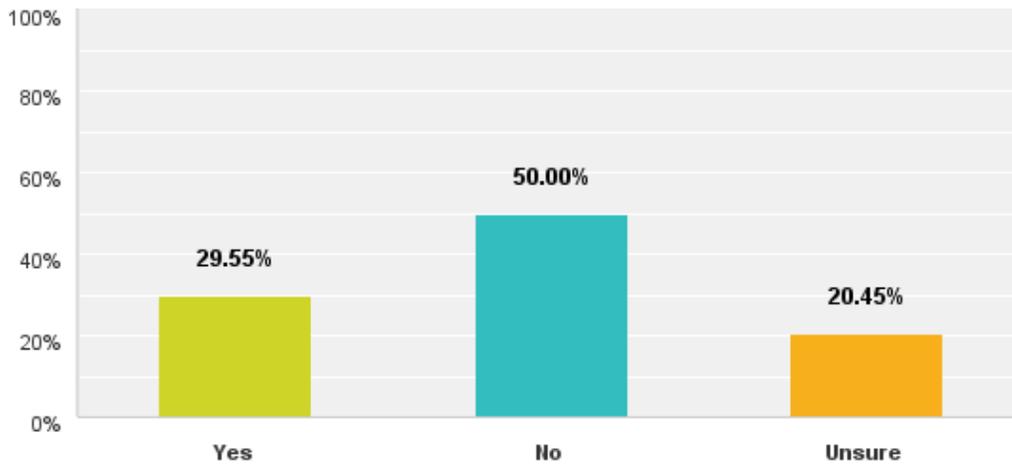
Answer Choices	Responses	
Yes	75.56%	34
No	22.22%	10
Unsure	2.22%	1
Total		45

6. Does your community have an inventory of community member-owned businesses, contractors and entrepreneurs?



Answer Choices	Responses
Yes	57.78% 26
No	33.33% 15
Unsure	8.89% 4
Total	45

7. Do you believe that your community is adequately knowledgeable about existing federal, provincial and municipal economic development policies?



Answer Choices	Responses
Yes	29.55% 13
No	50.00% 22
Unsure	20.45% 9
Total	44

8. Does your community currently access any federal and provincial programs and services, and if so, which ones?

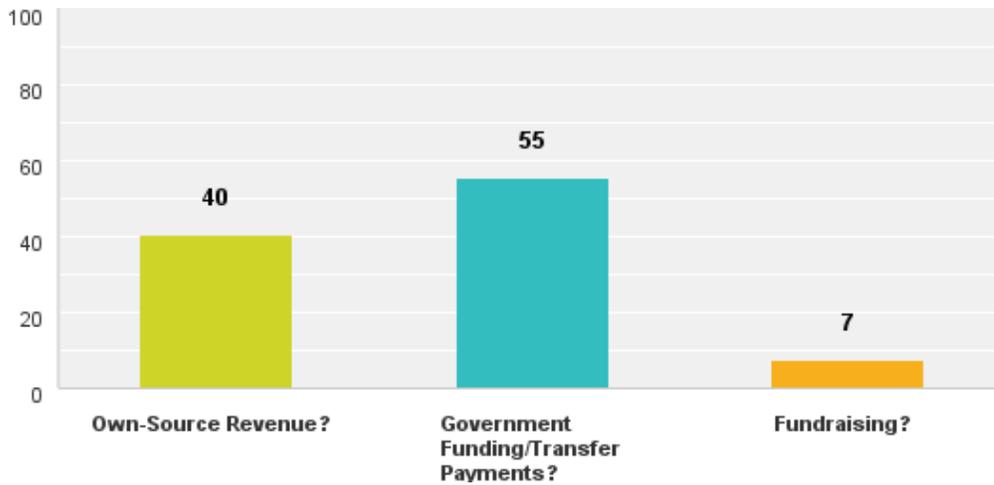
There were 41 responses to this question but the main answer was “many different sources”. The following is a word cloud of the most frequent words cited in the open ended answers.

Answered: 41 Skipped: 6

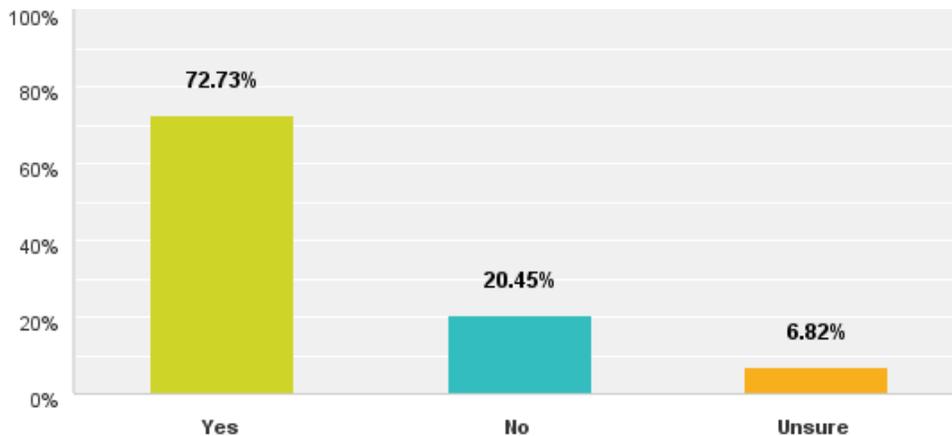
AANDC Education LEDSP Development
 Services Band INAC Dev FNHA Training
 Social Assistance Unsure

9. In terms of the diversity of your community’s revenue sources, what percentage “%” (approximately) would say come from:

Respondents were asked what percent of their revenue came from each of the sources. The following is an average of all the responses i.e. all of the responses averaged to 40% of the revenue coming from own-source revenue.



10. Does your community have any Impact Benefit Agreements, Revenue Sharing Agreements, Participation Agreements and/or Partnership Agreements in place?



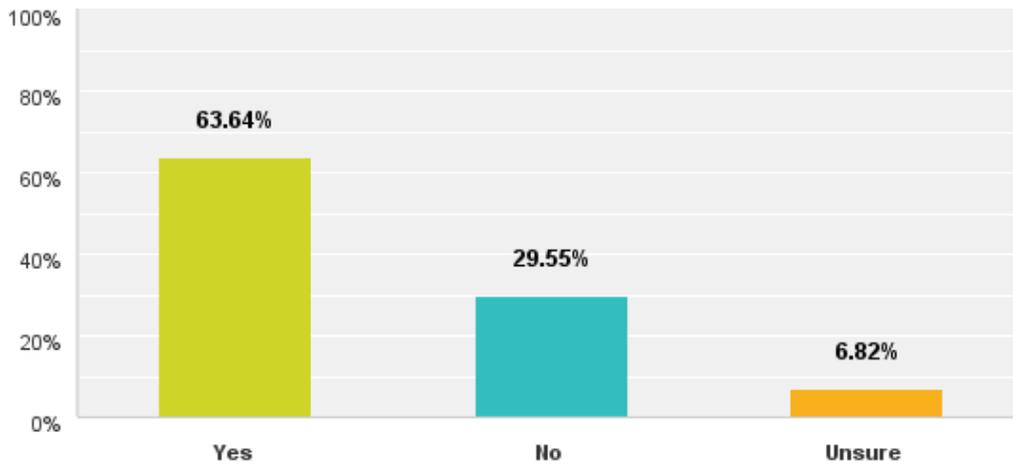
Answer Choices	Responses	Count
Yes	72.73%	32
No	20.45%	9
Unsure	6.82%	3
Total		44

11. What sorts of jobs and careers are your community members interested in?

There were a variety of responses but the following were frequently cited:

- Mining
- Tourism
- Retail
- Labourers
- Teacher
- Computers
- Culture
- Heavy Equipment Operator
- Entrepreneurism
- Trades
- Service
- Construction
- Forestry
- Legal
- Truck Driver
- Administrator
- Governance
- Transportation
- Arts and Crafts
- Mechanics
- Medical
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12. Is there at least one organization in your community that provides or is able to provide workforce education training?



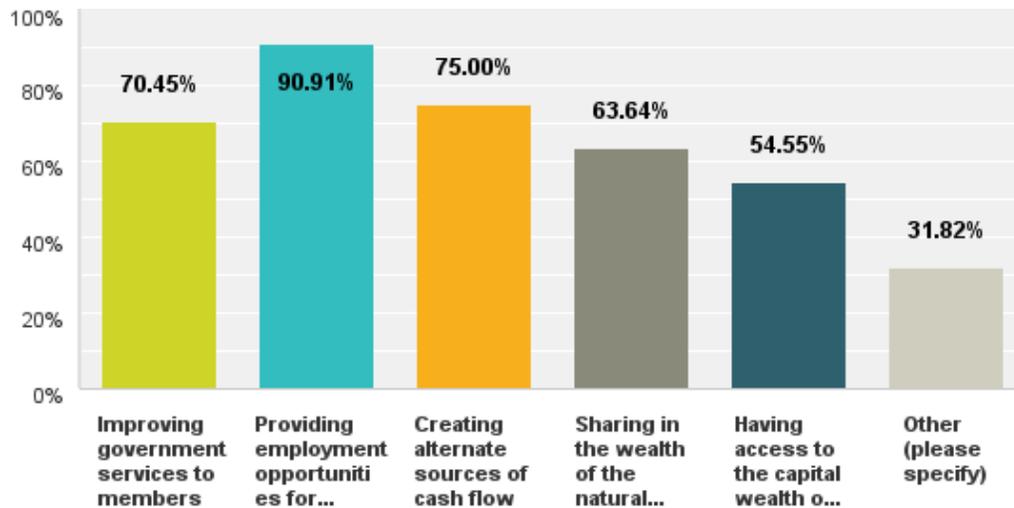
Answer Choices	Responses	
Yes	63.64%	28
No	29.55%	13
Unsure	6.82%	3
Total		44

13. Do community members participate in workforce training programs and if so, which ones?

There were a variety of responses but the mostly frequently cited response was lots of them. The following is a list of some of the responses.

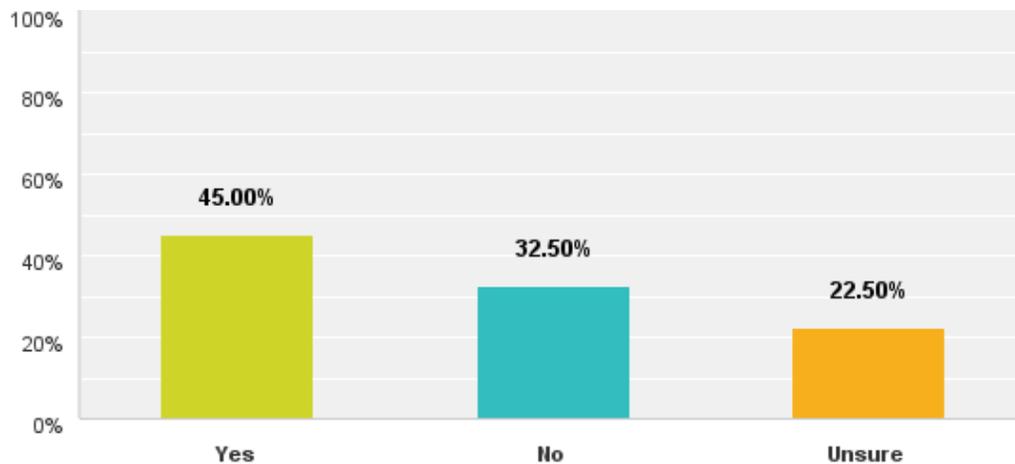
- Heavy equipment operator training
- Culinary arts
- NVIATS
- First aid and other workplace safety
- Trades
- Post-secondary preparation
- Building maintenance
- Tourism

14. More and more Aboriginal governments are investing, and are directly involved in, for profit business ventures. What is your community's primary motivation for increasing your economic development opportunities?



Answer Choices	Responses
Improving government services to members	70.45% 31
Providing employment opportunities for members	90.91% 40
Creating alternate sources of cash flow	75.00% 33
Sharing in the wealth of the natural resources taken daily from your traditional territories	63.64% 28
Having access to the capital wealth of your reserve or treaty lands.	54.55% 24
Other (please specify)	31.82% 14
Total Respondents: 44	

15. Does your community have an economic development strategy that contains policies setting out how economic development is done, how Chief and Council are involved (if they are at all) how members are involved and the role of each?



Answer Choices	Responses
Yes	45.00% 18
No	32.50% 13
Unsure	22.50% 9
Total	40

16. Is it important to separate your businesses from the day to day operations of the community?

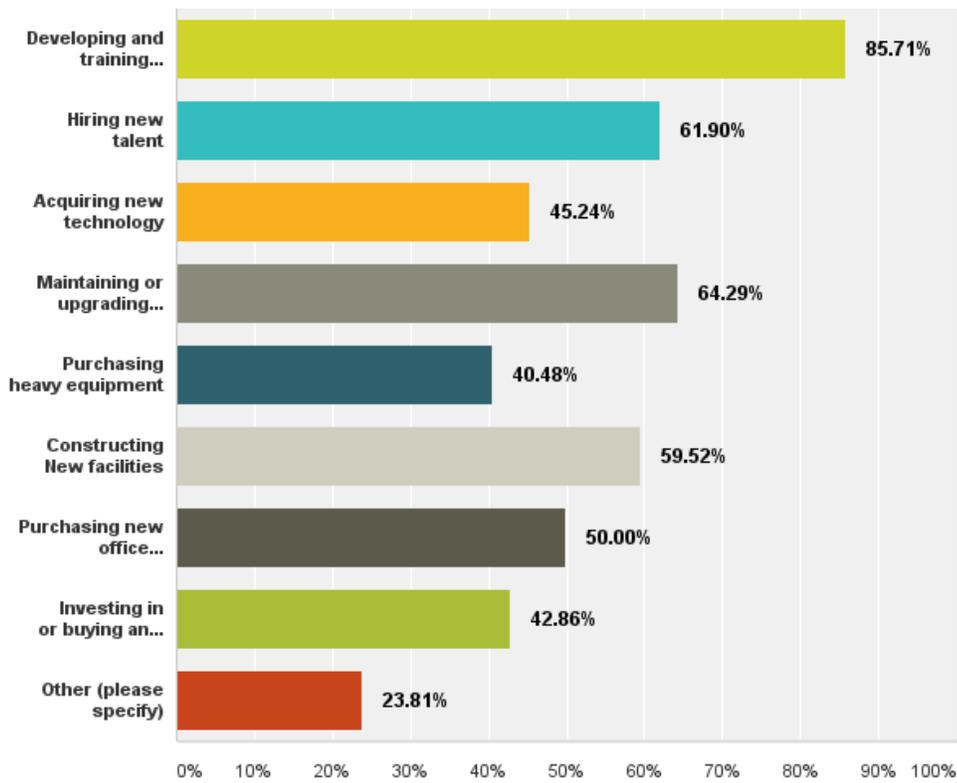
Respondents were asked to rate how important this was on a scale of not at all important to very important. 83% or 34 of the 41 people who responded stated it was very important.

17. What skills and technical knowledge may assist leadership and administration to improve community economic capacity?

The top skills and technical knowledge needed are:

- **Business** (7 responses), **Comprehensive Community Planning** (5 responses) and **Implementation Knowledge** (5 responses)

18. In which of the following areas, if any, are you likely to make community investments into within the next 12 months? Check all that apply.

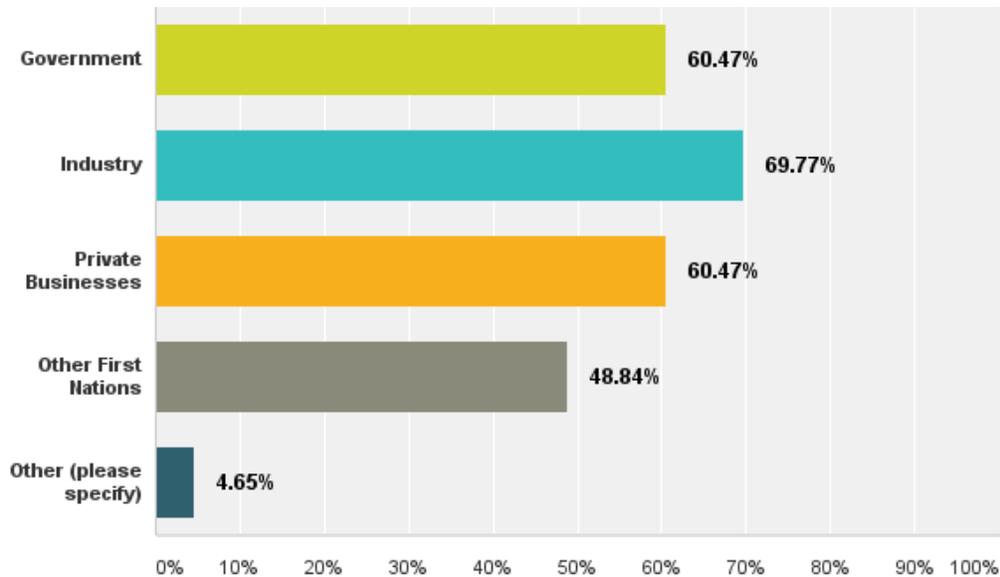


Answer Choices	Responses	Count
Developing and training employees	85.71%	36
Hiring new talent	61.90%	26
Acquiring new technology	45.24%	19
Maintaining or upgrading existing facilities	64.29%	27
Purchasing heavy equipment	40.48%	17
Constructing New facilities	59.52%	25
Purchasing new office equipment	50.00%	21
Investing in or buying an existing business	42.86%	18
Other (please specify)	23.81%	10
Total Respondents: 42		

19. How would you rate your working relationships when it comes to industry, business, and economic development?

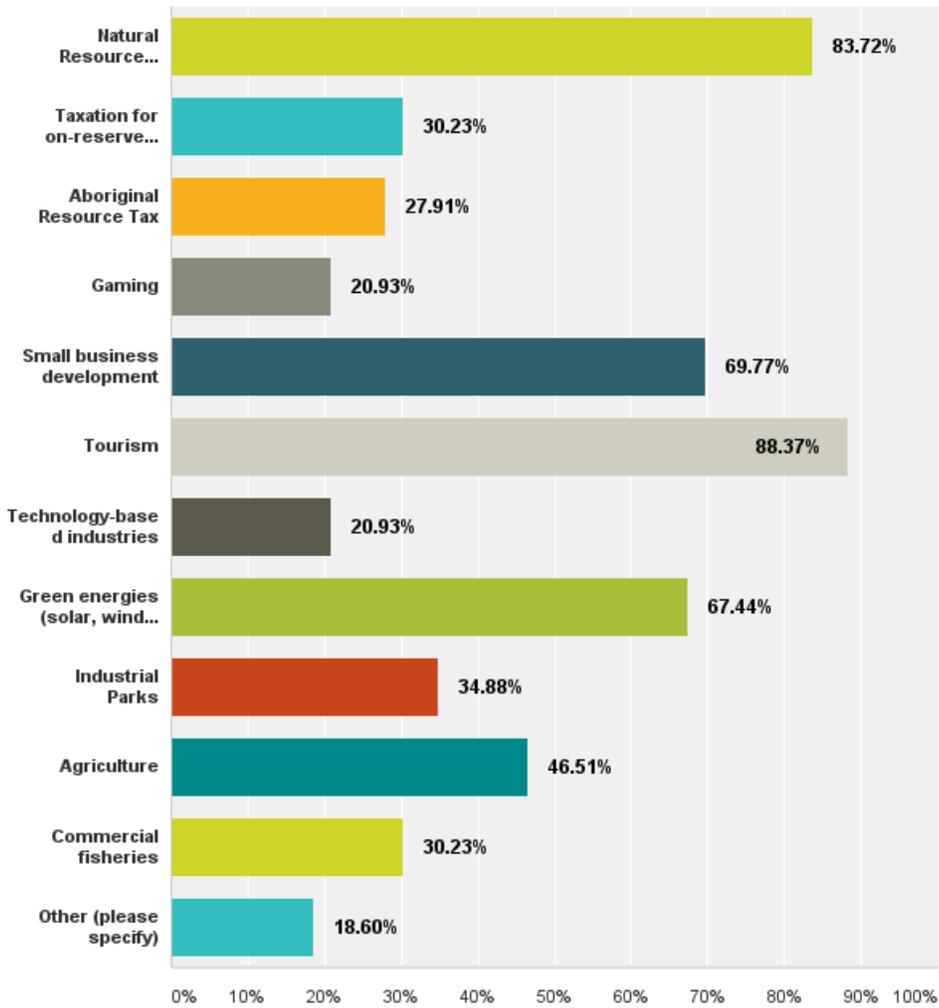
Respondents were asked to rate their working relationships on a scale terrible to excellent. 34% or 14 of the 41 people who responded stated their relationships were good to excellent.

20. Please specify who your community’s primary working relationships are with in relation to your economic development endeavors:



Answer Choices	Responses
Government	60.47% 26
Industry	69.77% 30
Private Businesses	60.47% 26
Other First Nations	48.84% 21
Other (please specify)	4.65% 2
Total Respondents: 43	

21. Which areas is your community most interested in pursuing as part of its economic development strategy?



Answer Choices	Responses	Count
Natural Resource development (forestry, mining, oil & gas)	83.72%	36
Taxation for on-reserve properties	30.23%	13
Aboriginal Resource Tax	27.91%	12
Gaming	20.93%	9
Small business development	69.77%	30
Tourism	88.37%	38
Technology-based industries	20.93%	9
Green energies (solar, wind, etc.)	67.44%	29
Industrial Parks	34.88%	15
Agriculture	46.51%	20
Commercial fisheries	30.23%	13
Other (please specify)	18.60%	8
Total Respondents: 43		

22. What information do you feel you would need to determine your community's readiness for economic development?

Respondents were asked what information would be necessary to determine economic development readiness. The most frequently cited responses were **Comprehensive Community Planning** (10 responses) and **Capacity Development/Training** (9 responses).

23. What resources and support (if any) does your community require to become ready for economic development?

Respondents were asked what resources and supports would be necessary for economic development. The most frequently cited responses were **Comprehensive Community Planning** (11 responses), **Capacity Development/Training** (1 responses) and **Funding** (5 responses).

24. What are some of your community's best practices for economic development?

- Relationship building, ensuring that our businesses and joint venture partners utilize our member-owned business entities whenever/wherever possible and to all work together as a team to maximize opportunities in activities and projects occurring within our traditional territory.
- Monthly "Contractor Meetings" with our nation-owned businesses, joint venture partners and member-owned businesses for:
 - Communication of opportunities and introduction to industry proponents performing activities and projects within our traditional territory
 - Capacity building - workshops on procurement processes and practices with government and industry in order to enhance capacity and business development
 - Networking
 - Team Building
- Good financial management.
- Water taxi purchase.
- Building a hotel and gas bar.
- Traditional laws.
- Established economic development corporation.
- Leverage Aboriginal consent to gain the most out of potential projects.
- Land code.

25. What do you feel are some of the challenges and constraints for economic development in your community?

- Lack of commitment by government and industry to work together as per federal Corporate Social Responsibility Guidelines to ensure meaningful participation of First Nations' businesses in their activities and projects working within FN traditional territories, in order to source new solutions vs perpetuating old problems; need to address and resolve barriers and challenges for procurement, training and employment. And to deal with succession planning.
- Lack of capacity in senior management.
- Lack of community involvement, interest and readiness.
- Remote community, not much access for EC Development opportunities for First Nations.

- Protection of culture, language and traditions.
- Lack of capacity and skilled staff.
- Funding and other resources.
- Weak governance and infrastructure.
- Land overlap issues.

26. As the BCFN engaging in this work, our vision of success for First Nations Economic Development include when: We are managing wealth, not poverty. There are more jobs and a decrease in unemployment. We see an increase in small, medium, and large business start-ups and the sustainability of these start-ups also increases along with our equity stakes in them. We are pursuing sector driven economic development opportunities. Our insights have been injected into the BC Jobs Plan and we have revised the metrics of this plan to best ensure there are opportunities and benefits for First Nations. We have relationship and funding strategies in place for the provincial and federal Crown, as well as for business. What else you would add to this vision of what successful First Nations Economic Development would look like for your community?

- Goals: Energy Self-Sufficiency, Revenue Generation, Use only green energy principles on-reserve, Community Self-Sufficiency, enhancing the Nations' capacity and the members capacity together to become self-sufficient"
- Bring in successful Nations to speak of their experiences.
- Self-sufficiency of the community, Nation and the members.
- Teamwork and helping each other.
- More collaboration with Government, other First Nations, Industry and private sector
- Return of strong salmon stocks.
- Own electrical and food generation.
- Collaborate with other First Nation, shared territories.
- A lot of solid structure on place.
- Diverse skill set.
- We have a working relationship/partnerships with our First Nations neighbours - rather than full out competition.
- Creating policies for proponents or industry dealing with First Nation policies.
- Thriving people and businesses.
- Creating and maintaining key partnerships.
- There is full community accountability.
- Having Careers not just jobs.
- Show people how Traditional ways interlace with business (and values).
- First Nation, Bands and Members are included in economic development decisions and strategies. Both on and off reserve. We are considered as asset to business and economic development, not an obligation.