

# “Building a Secure Economic Future”

Waubetek Economic Conference 2016  
Clarion Hotel  
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Z'GAMOK  
ENTERPRISES INC.

# Overview

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# Local Context and Demographics

Sagamok Anishnawbek is located approximately 13 kilometers south of the community of Massey, and 120 kilometers west of Sudbury and 230 kilometers east of Sault Ste. Marie, Ontario.

The community encompasses approximately 11,300 hectares of land and has a total population of 2600 with approximately 1700 residing on reserve.

Over the last ten years, Sagamok Anishnawbek has worked collectively building on assets and resources, both on reserve and on traditional territory, to promote sustainable economic development that will benefit the whole community.

They also recognize that it has many strengths and resources to build upon. And that ultimately it will be the spectacular landscape, its tight-knit community and members who will advance its unique economic potential.





# Information is Key

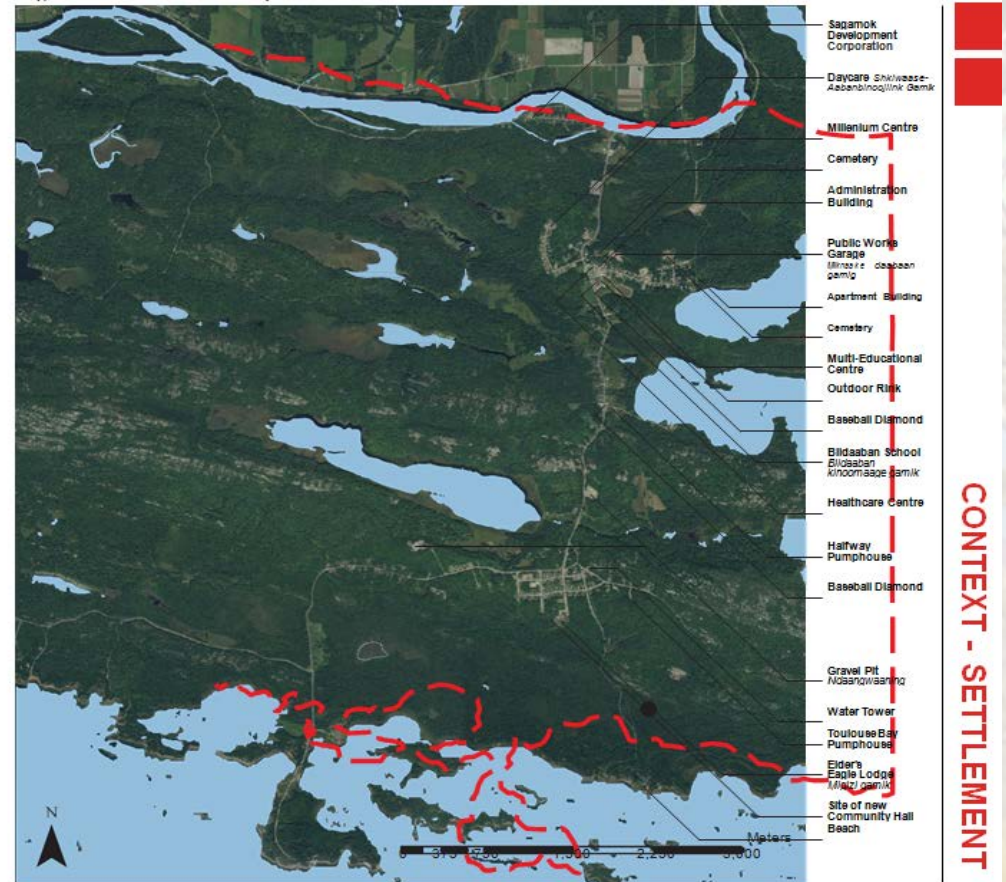
Information has been gathered under the broad categories of Land, People, Settlement and Economics

These four categories can be used as the basic elements to define a community. Together they provide a picture of the community and enable discussion about the current situation and future potential.

Information under land describes where Sagamok is located and identifies characteristics of the landscape that provide both opportunities and constraints for future development. The information on people highlights the language, demographics, institutions and community activities of Sagamok.

The information under settlement describes what has been built on the land. It identifies the existing settlement conditions and infrastructure as well as what areas of the community are most easily serviceable.

Finally, information regarding economics gives an indication about how the community sustains itself. It explains what people do, how resources are used and what economic ambition keeps the community going.



# Community Economic Development Focus

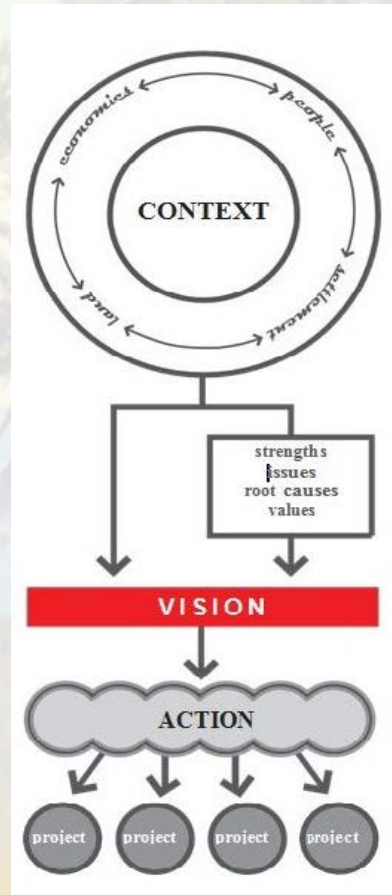
Economic development has the potential to improve the quality of life for all members by using and building on local knowledge, skills and resources.

Achieving ISO certification marks Sagamok as a leader amongst First Nations and its innovative approach to partnerships ensures movement forward toward achieving the vision of self-sufficiency.

Sagamok has abundant human capacity, a rich land base and many economic initiatives underway. By capitalizing on local resources, both human and natural, in a conscious and responsible way Sagamok is working to develop industries, opportunities and jobs that benefit the community as a whole while respecting its land and people.

To strengthen and extend Sagamok's innovative approach to partnerships and initiatives they focus on:

- Connecting economic development initiatives to local strengths, assets and interests in the community.
- Pursuing opportunities to partner with other communities to achieve common goals
- Build on natural resources, language, culture and the beauty of our land.





# Business Enterprise

Z'gamok Enterprises Inc. is a corporation 100% owned by the Sagamok Anishnawbek.

It is mandated to maximize the economic development opportunities of the Sagamok Anishnawbek within its traditional lands and within the Northern Ontario region in the resource sector and in services related to construction and resource development.

Our businesses include:

- Commercial Janitorial Services
- Mining Procurement
- Industrial Cleaning Supplies
- Hunting & Fishing Adventure Outfitter. Visit Ritchie Falls at [ritchiefalls.com](http://ritchiefalls.com).
- Sales and Distribution

# Mission Statement

Z'gamok Enterprises Inc. mission is to encourage economic growth by strengthening competitive position and facilitating investments build capacity , create jobs, generate economic opportunity and improve quality of life.

# Vision Statement

To continue to develop and grow to be the best First Nation owned corporation in business development services. Z'gamok Enterprises Inc. will play a major role in helping Sagamok Anishnawbek become healthy, wealthy, and socio-economically independent by seizing all existing and emerging business opportunities and building on the new economy.



# Economic Growth Timeline

2004

- Negotiations on the Impact and Benefits Agreement begin in 2004 for the proposed Totten Mine
- Minimal economic development with biggest employer being band operations

2007

- Sagamok Anishnawbek acquires ISO Certification and begins community development work

2012

- June 22, 2012 Sagamok Anishnawbek signs Impacts and Benefits Agreement with Vale providing the First Nation with ability to provide services in the area of hauling, road maintenance, snow removal, janitorial services and no-regulatory monitoring
- Sagamok Anishnawbek acquires Ritchie Falls Resort

2014

- Z'gamok Enterprises Inc. restated its articles of incorporation on February 17, 2014 and assumes control of business enterprises that were formerly administered under the Sagamok Development Corporation
- Sagamok Anishnawbek signs Impacts and Benefits Agreement with KGHM International for the Victoria Mine

2015

- Z'gamok Enterprises Inc. is incorporated as the first for profit entity in Sagamok Anishnawbek
- ISO Designation for Z'gamok Enterprises Inc. is achieved
- Z'gamok Enterprises Inc. holds first annual Winter Gala in Sudbury, Ontario. Companies from across Canada participated in this sold out event.

2016

- In the process of developing business opportunities in the following areas: aggregates, catering and food services, ground transportation of supplies, and site security
- Approved for Ritchie Falls Resort Expansion

2017

- Finalize construction of industrial park and seek out potential tenants

# Resources and Facilities

## Ritchie Falls Resort

Sagamok Anishnawbek purchased Ritchie Falls Resort in November 2012. When we acquired the resort, it had been in operation for over 40 years and had a well established clientele looking for hunting and fishing adventures. The resort located 1.5 hours north of Massey, Ontario spans over approximately 5.8 acres of land. The resort generates its own renewable/sustainable energy and is the habitat to a number of plant, aquatic and animal species.

Since assuming ownership of the resort, Sagamok Anishnawbek has not just gained ownership to their traditional lands – but has created economic and employment opportunities for its membership.





# Ritchie Falls





# Sagamok Business Centre

Sagamok's Millennium Center was constructed in 2000. The business centre is located along the main access road into the community and has been operational for almost 15 years. The business consists of 18, 425 sq. ft with 8 rental units.

As of May 2016 the business centre is at a 100% capacity and is home to the following:

- Anishinabek Police Services
- Sagamok Justice Program
- Fitness Centre
- Northshore Dental
- Grab n' Go Pizza
- Language and Culture Centre
- Laundromat
- Sagamok Lotteries



# Industrial Park

Sagamok Anishnawbek is currently in the process of constructing its industrial park. The park has been designed to accommodate three large and five small lots.

Although not yet completed, we are already receiving interest in leasing opportunities from small manufacturing plants to larger operations.

The industrial park is slated for completion in late 2016 or early 2017.



# Who We Work With

Z'gamok Enterprises Inc. prides itself in providing professional services with Value Add methodology to ensure we are providing **EFFICIENT** Services for the clients we work with.

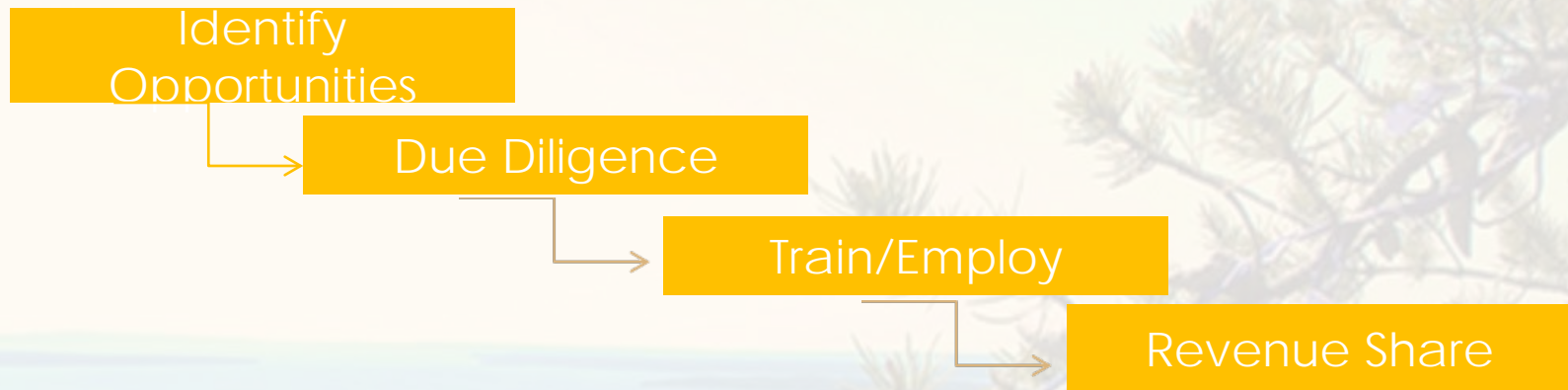
We are proud of our repeat business that fosters our “Partners in Business” model.





# Joint Venture Model

Z'gamok Enterprises Inc. Joint Venture (JV) model is to:



- work with our JV partners to identify and train members to provide a range of services to your companies or projects;
- We provide the H&S, Quality Assurance, and mentoring to ensure client satisfaction and expectations are exceeded.
- We are unique as we TRAIN while providing the services we train for. We are able to HIRE community members providing capacity and income opportunities.

# Partnerships

Milman Industries -Drilling and Blasting, Waste Management, Equipment resources, industrial services and crushing and screening

Ionic Engineering -E-House Project and electrical engineering

CCM –Mechanical, electrical and steel fabricating

ANMAR (previous MOU) –Electrical, Mechanical and Steel Fabricating

Greater City Concrete Works (Patrick Mechanical) –concrete and earthworks

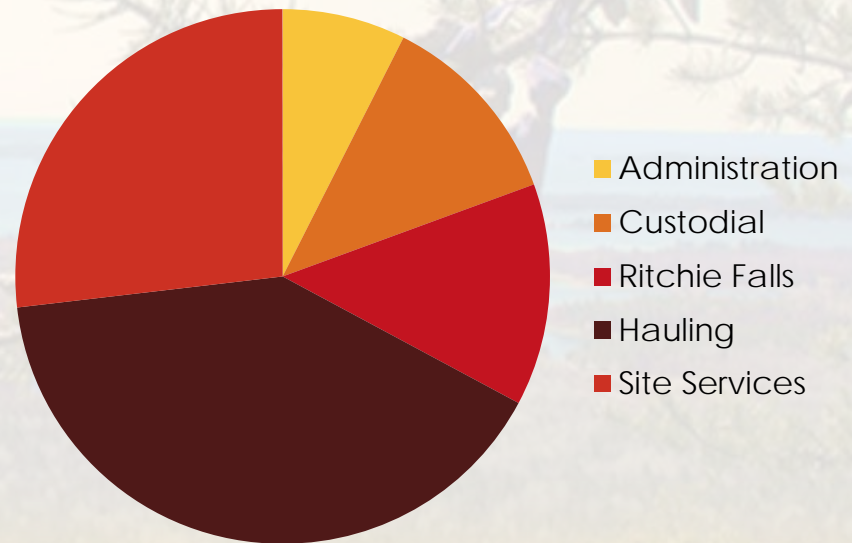
T. Bell Construction –earthworks, trucking and hauling, clearing and grubbing

# Training and Employment

Thru Joint Venture agreements and emphasis on employing members, ZEI in collaboration with Sagamok Anishnawbek ASETS program has trained, supervised and provided many Services from Custodial to trades, to accommodate employment needs of our partners.

In collaboration with our partners, we will train, supervise and continually look for value added opportunities to support not just the projects we work for but further to ensure that community members build employable skills for future opportunities.

## Training & Employment





# What We Have Planned for the Future

## **Commercial Janitorial Services**

- continue to grow and develop in the delivery of our commercial janitorial services and further expand our services to various regions and sectors;
- Z'gamok Enterprises Inc. has recently formed a partnership with Northern Ontario Facility Services to sell commercial cleaning products and will be coming to your communities in the near future;

## **Sagamok Industrial Park**

- In the process of developing an industrial park. Once the construction has been completed, applications will be reviewed for tenancy.

## **Ritchie Falls Resort Expansion**

Sagamok Anishnawbek working to develop property in order to further expand our tourism capacity as per our Community Economic Development Strategic Plan. In doing so, we will strive to improve and modernize the Resort to increase our market expansion potential and long-term job creation. The expansion will include:

- Conference Centre (3000 sq.ft)
- Additional Cabins
- Upgrades to existing infrastructure

## **Mining Services**

Through a joint venture partnership, Z'gamok Enterprises Inc. and Milman Industries are working to develop a range of everyday mining services. Together we will train, employ, and share economic opportunities in the delivery of high pressure washing, waste management, and other required site services.

# Summary

Our focus and success is based from solid and meaningful Joint Ventures, Value Adding, Quality Assurance, Strong Health & Safety and **OUTSTANDING CUSTOMER SERVICE.**

Z'gamok Enterprises Inc. appreciates the opportunity to showcase our operation and the services that we provide.

We believe our partnership is at the leading edge as a First Nation services provider and we listen to our partners and clients needs to meet their individual requirements. Our company prides itself in delivering exceptional service to a diverse customer base.

Thank you for your time.

# Questions



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