

CANDO

Links to Learning

Things You Should Know for Successful Economic Development

November 15, 2018

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Glooscap Ventures



Glooscap Ventures

Mission Statement

Do something today that makes our community more prosperous tomorrow than it was yesterday.

Core Values

Do no harm (to self, to others, the earth)

Carry the Good Forward (our heritage, skills and ideas)

Leave No Member Behind (young, old, near or far)

Honour Nature's Gifts (land, animals, sea)

Be considerate partners (communicate, understand, share, compassion)

Facts About Ventures

- Glooscap Ventures is 100% owned by Glooscap First Nation community
- Glooscap Ventures has an independent Board of Directors. The Board consists of 6 community members as well as 5 experts in their respective fields (i.e. finance, IT, marketing etc.)
- The Ventures Chairperson is the Chief of Glooscap First Nation
- Board meets bi-monthly

Facts About Ventures Con't

- **100% of profits are returned to the community.** There is an MOU that determines how the Corporation works with the communities Chief and Council. Signed by both the Council and the Board of Directors
- **Glooscap First Nation Chief and Council decide how all profits are spent.** Glooscap Ventures is simply there to create profit and employment opportunities for members

Things to Know

1. Separation of the political from the business
2. Expert Board of Directors – take the time to get it right
3. Qualified staff. May mean providing incentives



Things to Know Con't...

4. Cultivate and maintain a positive working relationship with your economic development advisor at Indigenous Services Canada
5. Planning – Strategic and Action. Follow the plan.
6. Planning – business planning and understanding economic and business trends



Things to Know Con't...

7. Recognize and cultivate relationships with surrounding towns, cities, municipalities.
8. Understand and make plans to embrace and mitigate risk.
9. Communications with your community.



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Zoe Francis-Clare attends a Red Road Project gathering
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VOLUME 1, ISSUE 1
DECEMBER 2015

THE GLOOSCAP COMMUNITY NEWS

WELCOME (pjila'si) from Chief and Council

The holiday season is always a special time to reconnect with family and our community. What better time to launch our first issue of the Glooscap First Nation Community Newspaper? This twice-yearly publication (to be produced in December and June) has been created to keep residents and band members in-the-know about what's going on within all areas of our community. It will be the place where we celebrate our accomplishments, share announcements, profile successes and keep you up-to-date on what's happening with Glooscap Ventures.

For this first issue, we have lots to share. You'll find information about the beautiful new duplex built earlier this year, a happy story about our successful summer camp for kids, new training opportunities and the exciting progress at Glooscap Landing.

We're also very excited to announce that Chief and Council have approved the development of a new store and community centre. You'll find more information and a drawing of the building design inside the paper. We're very pleased to be able to improve how these important community resources serve community members and look forward to your feedback in the coming months.

As always, we're working hard to make our community prosperous, safe and vibrant. Please don't hesitate to be in touch with one of us if you have any feedback or thoughts.

Wela'in,
Chief Peters and Council

(left to right): Kristem Halliday, Larry Peters, Chief Sidney Peters, Jean Labradore-Powers

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Things to Know...

10. Understanding the political climate, locally, provincially and nationally
11. Be aware of and take advantage of opportunities
12. Work to establish and maintain high quality in everything you do.



Glooscap Ventures

- Ventures staff answers to an independent Board of Directors
- Qualified staff hired and incentives provided
- Positive working relationship with ISC
- 10 Year Strategic and 5 Year Action Plan
 - Recently had an independent report on how we're doing
- Business Plans for all major projects
- Joint Council meetings and Glooscap sits on the Valley REN
- Risk Management Framework
- Newsletters, annual report to the community, open house meetings, community engagements on projects
- Reputation for quality

Successes

- Acquired over 6 million in grant funding over 4.5 years from various government departments
- 12M in construction projects boosting local economy
- Employment went from 20 to 90 people in the Valley and Yarmouth area
- Revenue from 1.3M in 2014 to 5.4M in 2018
- 62% of revenue now comes from OSR

Successes

- CANDO Community Economic Development Award 2017
- Nova Scotia Community Spirit Award in 2018
- Staff asked to participate and sit on numerous local, provincial, national committees

Glooscap Ventures Entities

- Glooscap Ventures
- Glooscap Corner
- Glooscap Energy
- Glooscap Landing
- Glooscap Seafood
- Glooscap Ilia
- Glooscap Consulting Services

Logos

KLUSKAP
Glooscap **LANDING**



**GLOOSCAP
KLUSKAP
VENTURES**



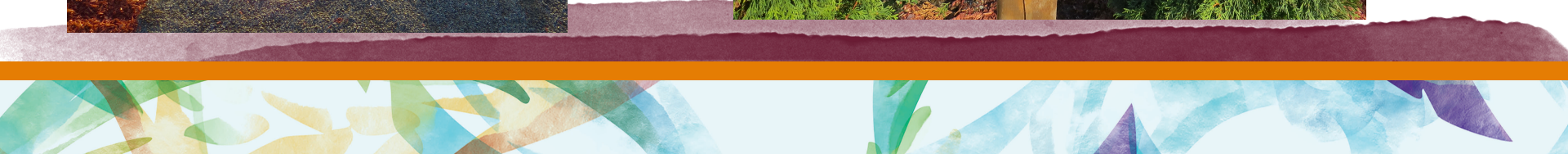
**GLOOSCAP
CORNER**
Diner • Gaming • Gas



**GLOOSCAP
SEAFOOD**

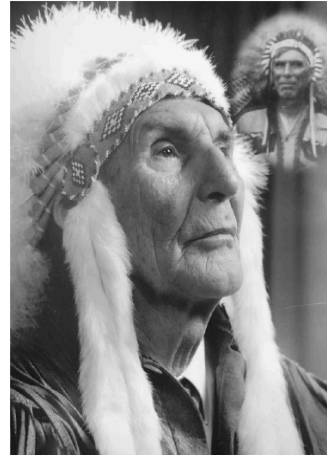


**GLOOSCAP
ENERGY**





LOBSTER FROM THE CHIEF.....



The Mi'kmaq natives are the nomadic people who fed on fish from the Atlantic Ocean, the Bay of Fundy and the many rivers that snake across Nova Scotia, Canada. Chief 'Kluskap' and his tribe set up camp at the seaside in the summer and went back into the forest for the winter months. During the season, the fishing of lobsters native to the Nova Scotian coast became a heritage passed down by generations of native fishermen.

Glooscap Seafood is run by descendants of Chief Kluskap and in the spirit of living in good harmony with nature, Glooscap have chosen to bring their lobsters to the world – using the most sustainable methods of fishing and the world's most environment-friendly method of seafood transport;

the Ocean Perfect container system. All profits earn by Glooscap seafoods are utilized to improve socio-economic conditions and challenges experienced by Indigenous people. Profits are utilized to supplement existing program that improve housing conditions, educational and training opportunities, while reducing poverty within the Mi'kmaq community.

- THE WORLD'S MOST SUSTAINABLE LOBSTERS -



Where and How to Find Us

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