

Indigenous Partnership in Action

International Workshop on Indigenous Partnerships for Trade and Development

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Apikan Indigenous Network

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- ⇒ Bears Inn
- ⇒ Canadian International Development Agency
- ⇒ Centre for Indigenous Environmental Resources
- ⇒ Corporation for Indigenous Economic Development (Nicaragua)
- ⇒ Council for the Advancement of Native Development Officers (CANDO)
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- ⇒ Millar Western
- ⇒ Mistik Management Ltd.
- ⇒ Muskeg Lake First Nation

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- ⇒ NRT Trucking
- ⇒ Office of Secretary of State for Latin America and Africa
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- ⇒ Peace Hills Trust
- ⇒ Plenty Canada
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- ⇒ Sakku Computers
- ⇒ Saskatchewan Indian Federated College
- ⇒ Saskatchewan Indian Institute of Technologies
- ⇒ Saskatoon Tribal Council
- ⇒ Seaku Fisheries Inc.
- ⇒ Six Nations Community Development Corporation
- ⇒ Six Nations International Development Agency
- ⇒ Tribal Chiefs Ventures Inc.
- ⇒ University of West Indies (Belize)
- ⇒ Wanuskewin Heritage Centre
- ⇒ Waterhen Lake First Nation
- ⇒ Wawaykiskik School - Waterhen First Nation
- ⇒ Winnipeg 2000
- ⇒ World Council of Indigenous Peoples
- ⇒ YATAMA (Nicaragua)

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FOREWORD

“We are tired of companies coming in and using our resources and people - taking and leaving nothing behind, destroying our communities and our lands. We fought a war to hang to our communities and our way of life. Now we face another challenge - Economic Colonization. Now, if we don’t organize and train ourselves and create our own business structures we will be wiped out. We are looking to other Indigenous partners to work with, so we can share our opportunities, capacities and resources.”

Brooklyn Rivera
Miskito Indian Leader - Nicaragua

“The only way we can change our situation is by going back to the resources and the communities and organizing ourselves to get into business and by creating our own economic development. To do this, we need partnerships. We are looking to partnerships with other Indigenous peoples to support our integrated development. We want to be a partner, but not a weak partner. We need to develop our strengths.”

Sam Mercado, President
Corporation for Indigenous Economic Development
Nicaragua

“(I)n the past our ancestors traded extensively, but more recently in the past five hundred years, trade has been slowed down and discouraged as a result of Nation States establishing arbitrary borders and boundaries and colonizing our peoples. However, in recent years Indigenous peoples have had a renaissance in terms of expressing our rights and changing our relationships with the state. We are at a historic moment as we sit here as Indigenous Peoples from South, Central and North America to discuss trade and partnerships.

Organizations such as the World Council of Indigenous Peoples have been pushing for more rights in the area of development and control over resources. In Canada, particularly in the past ten to twenty years, Indigenous peoples have made momentous strides in terms of getting control over land and development, and in establishing businesses and economic ventures. . . . 1995 marks the first year of the United Nations International Decade of the World’s Indigenous Peoples. The theme of the Decade is partnership in action. This workshop, and the work that Apikan and all of us have been doing is about putting that theme into practice. And, from what I’ve seen and heard, we are ready to do it.”

Simon Brascoupe, President
Apikan Indigenous Network

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INTRODUCTION & BACKGROUND

1995 marks the beginning of the United Nations Decade of the World's Indigenous People, which has *Partnership in Action*, as its theme. As part of its ongoing work in support of Indigenous partnerships, Apikan Indigenous Network, in collaboration with the Council for the Advancement of Native Development Officers (CANDO) and the World Council of Indigenous Peoples (WCIP), coordinated *Indigenous Partnerships in Action: an International Workshop on Indigenous Partnerships for Trade and Development* in Winnipeg, Canada on September 23, 1995. The workshop, which included Indigenous participants from Canada and South and Central America, as well as industry and government representation from Canada focused on exploring opportunities, constraints and strategies in the development of international Indigenous trade and development partnerships. In addition to the bilateral relationships and follow-up actions, the workshop produced concrete recommendations aimed at supporting further development of inter-Indigenous trade and development. Additionally, the workshop provided direct support to several existing inter-Indigenous partnerships, and resulted in several new inter-Indigenous business relationships.

The workshop was held at the start of the CANDO *Partners for Progress* National Economic Development conference. Many workshop participants stayed for the conference and participated in a Plenary on International Indigenous Trade and Development, which was the opening Plenary for the CANDO conference. Phil Fontaine, Grand Chief of the Assembly of Manitoba Chiefs and Chair of the Centre for Indigenous Environmental Resources, served as Honourary Chairperson of the workshop and associated trade mission.

PARTNERSHIP MISSION ACTIVITIES

Prior to the workshop, many of the participants from South and Central America had been involved in an Indigenous partnership mission, visiting Cornell University and Indigenous communities and businesses in Ontario, Manitoba and Saskatchewan. This mission, which was coordinated by Apikan, CANDO and the WCIP, received strong support from all Indigenous communities and organizations visited, provided an opportunity for Latin American and Caribbean Indigenous participants to see first hand the business and economic activities of some of Canada's leading Indigenous business organizations.

Partnership Mission Itinerary

DATE	ACTIVITIES
Wed. Sept. 13	<ul style="list-style-type: none">• Informational meeting with Professor Louis de Clerc , an Indigenous land rights and development advisor who has lectured at the University of Zululand in South Africa for 15 years. Held at WCIP in Ottawa

Thu. Sept. 14	<ul style="list-style-type: none"> • Drive Ottawa - Ithaca, NY - Cornell University • Meetings American Indian Program - Cornell, Round Table discussion, meetings, lectures, etc.
Fri. Sept. 15	<ul style="list-style-type: none"> • Drive Ithaca, NY to Six Nations Reserve, Ontario • Visit Six Nations Int. Development Agency, Bears Inn, Six Nations Community Development Corporation and other Six Nations projects • Drive Six Nations to Ottawa
Sun. Sept. 17	<ul style="list-style-type: none"> • Fly Ottawa to Winnipeg • Welcome reception in Winnipeg hosted by Grand Chief Phil Fontaine • Overnight Winnipeg
Mon. Sept. 18	<ul style="list-style-type: none"> • Breakfast meeting with Grand Chief Fontaine and Assembly of Manitoba Chiefs representatives. • Meeting and tour of Arctic Cooperatives Limited • Drive Winnipeg to Saskatoon
Tue. Sept. 19	<ul style="list-style-type: none"> • Meeting with Saskatoon Tribal Council representatives briefing on local activities and opportunities. • Tour of Peace Hills Trust branch and meeting with CEO Warren Hannay • Briefing on Saskatchewan Indian Federated College • Briefing on Saskatchewan Indian Institute of Technologies • Tour of Muskeg Lake First Nation's Urban Reserve • Meeting with Kitsaki Development Corporation - Saskatoon Office • Visit to NRT Trucking and briefing on NRT activities • Address to Federation of Saskatchewan Indian Nations Legislature and meeting with Chief Favel • Various media interviews and activities • Tour of Wanuskewin Heritage Centre and reception and dinner hosted by Saskatoon Tribal Council
Wed. Sept. 20	<ul style="list-style-type: none"> • Drive Saskatoon to La Ronge • Visit Kitsaki Development Corporation operations (housing, wild rice, hotel, tourism, catering, meat processing, etc.) • Visit Lac La Ronge Indian Band offices and meetings with education and curriculum development units.
Thu. Sept. 21	<ul style="list-style-type: none"> • Drive La Ronge, Sk. to Meadow Lake, Sk. • Meeting with Meadow Lake Tribal Council Health Unit • Drive to Waterhen First Nation • Meeting with Chief and Council Waterhen First Nation • Tour of First Nations School - Waterhen • Traditional luncheon and entertainment hosted by Waterhen First Nation • Tour of local First Nations businesses including, retail, forestry, buffalo ranching, etc. • Drive to Meadow Lake, Sk. • Fish Fry Dinner hosted by Meadow Lake Tribal Council

Fri. Sept. 22	<ul style="list-style-type: none"> • Briefings on forestry operations with Meadow Lake Tribal Council, Mistik Management and Millar Western • Tour of Sawmill and Pulpmill properties • Drive Meadow Lake, Sk to Winnipeg, Mb.
Sat. Sept. 23	<ul style="list-style-type: none"> • <i>Indigenous Partnership in Action</i> — International Workshop on Indigenous Partnerships for Trade and Development - Hotel Fort Gary, Winnipeg, Mb. CANADA
Sun. Sept. 24	<ul style="list-style-type: none"> • Participate in CANDO National Economic Development Conference <i>Partners for Progress</i> • Plenary on International Indigenous Trade and Development
Mon. Sept 25	<ul style="list-style-type: none"> • Participate in CANDO National Economic Development Conference <i>Partners for Progress</i> • Indigenous Decade Dinner Keynote Speaker - Conrado Jorge Valiente, President World Council of Indigenous Peoples
Tue. Sept. 26	<ul style="list-style-type: none"> • Participate in CANDO National Economic Development Conference <i>Partners for Progress</i>

DISCUSSION SUMMARY

Opening and Introductions

The workshop was opened by Apikan President, Simon Brascoupé, who also served as moderator for the discussions. Brascoupé thanked the participants and sponsors and commented on the historic nature of the workshop, noting that for thousands of years Indigenous peoples had traded and conducted business with each other and how now, after five hundred years of colonization, we are witnessing a resurgence in inter-Indigenous trade and partnerships. He noted that it was fitting that the United Nations International Decade of the World's Indigenous Peoples, which was launched at the UN in New York on December 8, 1994, has as its theme *Partnership in Action*. He stated his pleasure that Grand Chief Fontaine served as Honourary Chair of the workshop and trade mission and noted the opening reception hosted by Grand Chief Fontaine the previous week.

Brascoupé noted the growing excitement and interest in Indigenous trade and development partnerships and how Canadian Indigenous businesses are growing and expanding. He commented that in the early 1980s Indigenous owned and operated businesses in Canada were a rarity, but now, fifteen years later, there are tens of thousands of Indigenous businesses in Canada providing benefits and services to Indigenous and non-Indigenous peoples. Brascoupé described how these businesses are involved in every aspect of the Canadian economy from forestry to mining to transportation to training to services to high tech to communications to finance to tourism to retail and so on. He went on to note that the growth and success of Canadian Indigenous businesses has attracted attention from Indigenous peoples in other parts of

the world who are looking to establish business partnerships with Canadian Indigenous businesses to explore income generating opportunities.

Concluding his opening remarks, Brascoupe noted that development funding in most areas of the developing world was not getting through to Indigenous peoples in a way that can successfully support their priorities and initiatives. He expressed his hope that the partnerships being developed by Indigenous peoples would help to change this situation.

The workshop participants then briefly introduced themselves and the organizations they represented.

Presentations and Discussions

Wayne Dunn - Apikan Indigenous Network

Wayne Dunn, Executive Director of Apikan Indigenous Network, who was the chief organizer of the partnership mission and workshop, was asked to give the workshop a brief overview of the mission activities over the previous ten days.

Dunn began by thanking Grand Chief Phil Fontaine, the Honourary Chairperson of the Mission, for his support. He then gave a quick overview, noting that he, and likely the others in the workshop, were more interested in the thoughts of the Latin American participants. Dunn's overview noted the excellent hospitality the mission received at every stop and meeting throughout the mission. He also commented on the fact that the mission participants and the local hosts were quick to establish common ground and interests at every stop, and that it seemed that some new international Indigenous business activities would be emerging as a result of the mission. He noted that, although the trip had many highlights, the opportunity for Conrado Jorge Valiente (Argentina), President of the World Council of Indigenous Peoples (WCIP), Samuel Mercado (Nicaragua), President of the Corporation for Indigenous Economic Development (CIDESA) and Reginaldo Haslett-Marroquin (Guatemala) to address the Legislature of the Federation of Saskatchewan Indian Nations was a significant event. Dunn also thanked Aboriginal Business Canada and Indian and Northern Affairs, both represented at the workshop, for their financial support towards the cost of the mission and workshop. He also noted that financial support had been received from Natural Resources Canada and Ontario Hydro International.

Marc Allard - Seaku Fisheries Inc.

Marc Allard, General Manager of Seaku Fisheries then gave a short presentation on Seaku and their developing fisheries partnership with the Miskito peoples in Nicaragua. Allard advised the workshop that Seaku is wholly owned by Makivik, the ethnic organization of the Inuit of Northern Quebec, and that it is one of a number of Makivik owned businesses which include airlines, food companies, construction and other enterprises.

Mr. Allard related how Makivik had developed Seaku as a joint venture, with Seaku providing a license and access to fish resources and their joint venture partner putting up the

finances for a modern vessel and bringing the technical and operational capacity. He noted that the business has been profitable using this model, and in addition to profits has provided royalties and employment and training for Makivik people. He advised the workshop that Seaku had been told by several interests that the joint venture fisheries model they had developed could likely be replicated in other areas of the developing world, creating opportunities for both Seaku and local interests.

Allard then went on to explain that, through the assistance of Apikan, Seaku had been introduced to Sam Mercado of Nicaragua and the fisheries potential of the Atlantic coast of Nicaragua. He described how, through ongoing research and development, including a joint Seaku/Apikan exploratory mission to Nicaragua in April 1995, Seaku and CIDEsa have signed a letter of intent to establish a joint venture fisheries business on the Atlantic Coast of Nicaragua.

Allard described how, while visiting Indigenous communities along the Atlantic coast of Nicaragua during the mission, he observed how few benefits from the fishery were coming to the communities. He went on to explain how receptive the communities had been when he and Samuel Mercado discussed with them the possibility of a joint venture fisheries business that would be partially owned by the Miskito and that would be designed to both produce profits and produce benefits for Indigenous people and communities. Allard pointed out that this joint venture must be a business first, that only by producing profits for all shareholders, could it continue to produce sustainable benefits for people at the community level.

Simon Brascoupé noted that, as he has learned more about Seaku, he has been impressed by their ability to use the fisheries resource in their region to both make profits and royalties, and also to serve as an engine to support community development. Allard agreed, noting the importance of finding suitable joint venture partners to make the entire process work, joint venture partners who can understand and work with Indigenous peoples and who do not take a top down approach to development.

Conrado Jorge Valiente, President - World Council of Indigenous Peoples

Conrado Jorge Valiente, President of the World Council of Indigenous Peoples then addressed the workshop, discussing his observations from the recent partnership mission and his thoughts on Indigenous trade and economic development. Valiente thanked the organizers and sponsors of the workshop and trade mission and reiterated Brascoupé's comment that it is really a historic gathering.

Valiente described how impressed he was with the Indigenous business and development activities he had observed during the partnership mission. He outlined the importance of the business and economic experiences of the Indigenous peoples he met during the trade mission, and how valuable these experiences can be for Indigenous peoples in other parts of the world. He noted that the area he comes from in Argentina is underdeveloped and there are few sustainable income generating options available to Indigenous peoples. He added that this situation is repeated for Indigenous peoples throughout the developing world and that he is pleased increasing attention is being given to Indigenous economic issues.

Valiente went on to note how, when development resources are targeted at Indigenous peoples in the developing world, mostly the projects are initiated and managed without direct involvement of local people and often based on Western or European values, and for this reason they often fail. Yet, often people say they fail because Indigenous peoples lack the capacity to manage their own development. But, he stressed, the real issue is the lack of Indigenous involvement in the process of designing, developing and managing the projects. Valiente expressed his enthusiasm for the potential of partnerships between Indigenous peoples, where they share resources, opportunities and capacity, to create sustainable economic initiatives for Indigenous peoples in the developing world. He noted the value of the experience of the development experience of Canadian Indigenous peoples.

The WCIP President went on to discuss how change is beginning to occur in Indigenous development. He noted the historic participation of Rodrigo Contreras and Wayne Dunn, Executive Directors of WCIP and Apikan respectively, in the Trade Mission of the Prime Minister of Canada to South America, and how that sent a strong signal to Indigenous leaders and governments. Valiente described how local Indigenous leaders had approached Dunn and Contreras and requested collaboration and support to develop and initiate economic and trade projects. He went on to describe the desire of Indigenous peoples to play stronger roles in their economies and the interest he has seen in the concept of partnerships between Indigenous peoples.

Valiente noted that the WCIP is increasingly working on areas related to the economic aspirations of Indigenous peoples, and on how valuable the work being done by organizations such as Apikan and CANDO is. He encouraged Apikan to organize additional missions, conferences and workshops and to continue facilitating partnerships and linkages between Indigenous peoples. He also stressed the importance of ensuring that business and trade activities remain respectful of the environment and people. He noted that what he saw during the visit of the trade mission to Meadow Lake Tribal Council's operations is an example of how economic, environmental and social concerns can be successfully integrated into business operations and he stressed the necessity of addressing environmental and social concerns.

Valiente concluded his remarks by noting that the WCIP will be holding their International Congress in 1998 and he would be recommending to his executive that there be a full session devoted to Indigenous trade and development. He urged Apikan and CANDO to continue working with the WCIP on Indigenous economic development.

Samuel Mercado, President - CIDEsa

Samuel Mercado, President of CIDEsa, briefly described the situation of the Miskito people in Nicaragua and the work they are doing to establish business partnerships with other Indigenous peoples in order to support the sustainable development of Indigenous peoples in Nicaragua.

Mercado outlined the developments leading up to the creation of the Autonomous Region on the Atlantic coast and how the Indigenous people had fought a war to retain their land and culture. He discussed how, despite the tremendous resource wealth of the Atlantic region of Nicaragua (forestry, fisheries, oil, gas, gold and other minerals, agriculture, tourism), Indigenous

peoples are marginalized and living in poverty, continuously struggling to prevent their resources from being exploited by others. He described how the Miskito people, tired of not being able to benefit from the resources on their lands, organized a corporation - Corporation for Indigenous Economic Development (CIDEsa), to use as a business development vehicle. He noted that, even though the corporation had no financial support from Nicaragua or any other country, Indigenous peoples had created it and were committed to using it to develop successful businesses that would benefit their people. He mentioned that role Plenty Canada had played in supporting Indigenous development in the region and how that support had helped create the capacity to establish CIDEsa.

Mercado stated that the only way to change the situation of the Indigenous peoples in Nicaragua is by building businesses based on the resource wealth and creating their own economic development. He added that in order to do this, the Miskito need partners who have experience and capacity who will work with the Miskito. Mercado went on to explain how, through the work of Apikan, CIDEsa has made contact with other Indigenous companies such as the Meadow Lake Tribal Council and Seaku and are negotiating the start up of joint ventures businesses to take advantage of opportunities in Atlantic Nicaragua. He advised the meeting that the Autonomous regional governments are very supportive of the approach CIDEsa is taking, but that it is important that the local community leaders be directly involved.

Concluding his presentation Mercado stressed the seriousness of the Miskito in pursuing the development of CIDEsa. He noted the richness of resources in the region and how committed local people were to see those resources used for the long term benefit of the Miskito people, and not to be exploited in unsustainable ways. He went on to discuss the need for technical support and capacity development, both for CIDEsa and for the regional governments. Mercado encouraged Apikan, WCIP and CANDO to continue their work and challenged the workshop participants and the international community to dedicate resources to the support of Indigenous economic development, in Nicaragua and throughout the developing world.

Brooklyn Rivera - Miskito Leader/Vice Minister - Nicaragua National Government

Brooklyn Rivera, Vice Minister in the Nicaraguan National Government and a long time Miskito leader began his presentation thanking the sponsors and organizers of the workshop for the opportunity to be in Winnipeg at this historic event. He advised that he would be sharing some of the experiences and challenges of the Miskito peoples in Nicaragua and outlining some of their future plans.

Brooklyn began by stating that Indigenous peoples are facing new realities that must be dealt with.

“We are tired of companies coming in and using our resources and people - taking and leaving nothing behind, destroying our communities and our lands. We fought a war to hang to our communities and our way of life. Now we face another challenge - Economic Colonization. Now, if we don't organize and train ourselves and create our own business structures we will be wiped out. We are looking to other Indigenous partners to work with, so we can share our opportunities, capacities and resources.”

Brooklyn noted that for hundreds of years the resources of the Atlantic region of Nicaragua had provided sustenance for his people but in more recent times these resources were being extracted by non-Indigenous peoples in ways that were harmful to the Miskito and Sumo people and to the environment. He explained that there is ever increasing pressure by foreign companies to have access to the resources on Miskito lands, and that the Miskito, by themselves, do not have the technology or the capacity to develop these resources in a profitable and sustainable way. Brooklyn stated that he believes very strongly that the solution to this problem can come through the development of inter-Indigenous partnerships¹, “where Indigenous peoples from the north share their business experience with us and we share our opportunities with them in ways that are environmentally sustainable and economically profitable for us and our peoples”.

Brooklyn concluded by noting that in his meetings and dealings with other Indigenous peoples in Latin America he has noticed an increasing interest in business and economic development. He congratulated Apikan, WCIP and CANDO on the initiative they have demonstrated and urged them to continue. He challenged the Canadian government representatives at the workshop to find ways to support Indigenous trade and development and to urge their counterparts in other countries to do the same.

Robin Wortman - CANDO

Robin Wortman, Executive Director of CANDO, joined the workshop and welcomed the participants and thanked them for their attendance. He expressed his gratitude to the WCIP and Apikan for organizing the workshop and the Plenary on International Indigenous Trade and Development which will be the first Plenary to start the *CANDO Partners for Progress* conference. He thanked WCIP President Valiente for his participation in the conference and noted the eagerness with which delegates were awaiting his feature presentation at the conference gala dinner on Monday.

Wortman advised the workshop how CANDO's role in Canada has been focused on supporting capacity development for Indigenous economic development officers. He explained how excited he is with the potential for partnerships with international Indigenous organizations and people to enhance and assist CANDO members as they explore economic opportunities beyond Canada's borders. He noted that CANDO has participated in several international activities already such as the Apikan conferences in Belize and that, at a CANDO Board of Directors meeting in June, 1995 a Standing Committee on International Indigenous Trade and Development was established.

Wortman concluded by thanking the government of Canada for its support of the workshop and made special note of the participation of Mr. Mac Bourassa, Corporate Manager, PCL Constructors Inc in the workshop. Wortman noted that PCL is an outstanding corporate member of CANDO and that Mr. Bourassa is a trusted advisor who has done much to facilitate Indigenous participation in the construction industry in Canada

¹ See attached background paper

Following a short break, Brascoupe invited the government representatives present to provide short comments on their thoughts on the presentations and on what their departments were doing in the area of Indigenous trade and development.

Michael Nepinak - International Government Relations - INAC

Michael Nepinak, Senior Advisor on International Government Relations with Indian and Northern Affairs Canada was the first government speaker. Mr. Nepinak thanked the previous speakers for their presentations and expressed his concurrence regarding the importance of focusing on Indigenous trade. He noted that the participants were pursuing a dream of reviving and creating Aboriginal trade networks and urged them to hold the dream, because it is becoming a reality. Nepinak noted the importance of having a strategy for developing Indigenous trade and partnerships and urged the proponents to push hard to bring the various government stakeholders together on the issue. He noted that this is the first year of the United Nations International Decade of the World's Indigenous Peoples and that the theme of the decade is *Partnership in Action*. He concluded by challenging Apikan, CANDO and the others present to work with the various government departments to ensure that Indigenous trade is properly supported.

Siva Chidambaram - Aboriginal Business Canada

Mr. Chidambaram, Trade Coordinator for Aboriginal Business Canada (ABC) explained ABC's Trade Initiative, which was launched by Minister Manley (Industry Canada) in March, 1995. He described how the initiative is designed to assist Canadian Indigenous companies already involved in exporting and trade activities and to help other, export ready, Aboriginal businesses gain access to international markets and opportunities. He briefly discussed the capacity of the Canadian Indigenous business sector and the number of firms already involved in international activities. He went on to outline some of the ways ABC has supported Canadian Indigenous businesses in both domestic and international activities. He noted ABC's desire to work closely with other Canadian government interests on Indigenous trade and partnerships and described some of ABC's recent activities in the area - activities such as a trade mission to Frankfurt, support for the current workshop and trade mission, supporting various scoping missions such as the Apikan/Seaku mission and the recent Meadow Lake Tribal Council mission to Nicaragua. Mr. Chidambaram stressed the need for cooperation and communication between the various actors in international Indigenous trade and noted that ABC was organizing working groups to facilitate coordination and communication.

Randy Trenholm - CIDA Inc.

Randy Trenholm, Central American Program Officer for the Canadian International Development Agency's (CIDA) Industrial Cooperation Program (Inc.), thanked the organizers for taking the initiative and organizing the workshop. He pointed out the learning experience the workshop was for him, and likely for the others in attendance as well. He stated how pleased he was to be able to listen to the previous speakers.

Trenholm began by outlining the fact that CIDA Inc. is only one component of CIDA and focuses on supporting private sector initiatives - period, that other branches and areas of CIDA focused on other issues of development. Having made that statement, Trenholm went on to note that the only way to develop partnerships is through confidence building and that is what he found so encouraging about the trade mission and workshop and the other work that Apikan was doing - that it laid the groundwork for the development of business partnerships.

Mr. Trenholm went on to outline some of the criteria CIDA Inc. uses to evaluate projects and how they must have the potential to be profitable, private sector projects that can provide benefits to the Canadian partner and to the partner in the developing world as well, before CIDA Inc. will consider supporting them. He noted that the approach being promoted by Apikan and discussed in the workshop could serve a leadership role in taking Canadian companies into Central America and opening opportunities for them. Trenholm concluded by stressing the need for creating linkages to build confidence from which partnerships and businesses could be developed. He urged the people at the table to continue with their work and to work to ensure that the Canadian government and Canadian businesses understood the value of the work being undertaken.

Darcy Thorpe - Foreign Affairs and International Trade Canada

Mr. Darcy Thorpe, Head of the International Environmental Assessment Office of Foreign Affairs and International Trade Canada, was the final government speaker. Mr. Thorpe expressed his appreciation for the opportunity to participate in the workshop. After giving a brief overview of his office and its functions, he noted that he was very impressed by the presentations of the WCIP and of the Nicaraguan speakers. He congratulated the WCIP for their decision to begin to increase their focus on economic and business development, noting that he felt this would have long term impacts for Indigenous peoples. Mr. Thorpe noted that, as other speakers indicated, Canada's Indigenous businesses have considerable experience and expertise, and that this expertise could help open doors to opportunities. He added that Canadian Indigenous groups had world class expertise in environmental and resource management as well and urged the participants to make use of that expertise. He concluded by stating that he found the workshop very interesting and would be following up in his department on a number of points raised in the workshop.

CONCLUSIONS AND RECOMMENDATIONS

Mr. Thorpe's presentation was followed by a discussion of the points and issues raised by the various speakers. This discussion led to a number of conclusions and recommendations. These conclusions and recommendations, in the order in which they were put forward, are:

1. Create Indigenous Trade and Development Strategy

The participants agreed that an Indigenous trade and development strategy should be developed, and that the strategy should address approaches to dealing with the various departments in the Canadian government.

2. Commitment of Financial Resources to Developing Inter-Indigenous Partnerships

The participants recommended that financial resources be dedicated to continuing the process of developing Indigenous trade and development partnerships. As noted by Randy Trenholm of CIDA, workshops and trade missions, such as those organized by Apikan, accomplish valuable partnership building objectives that create the climate for the development of private sector initiatives. Canada was urged to take a lead role in financing this type of activity and in urging other donor countries to commit financial resources to these activities as well.

3. Create a Success Story (Atlantic Nicaragua)

The participants discussed the potential of Indigenous trade and development, and inter-Indigenous partnerships to have a major positive impact, both internationally and in Canada. The discussion noted that inter-Indigenous partnerships are a new concept, and as such are subject to skepticism. It was strongly recommended that developments focus on creating a success story that could be used to build additional support for Indigenous trade and development and inter-Indigenous partnerships. It was noted that Nicaragua, with the abundance of resources, the commitment of its Indigenous people, the existence of current inter-Indigenous partnerships, and the past groundwork done in the region by Plenty and Apikan, be developed as a success story. And, that this success story be communicated to other Indigenous peoples and to nation states in order to encourage additional focus on Indigenous trade and development and inter-Indigenous partnerships.

4. Increased Indigenous Participation in Canada's ODA

Canada, and in particular CIDA, was urged to work closer with Indigenous peoples and organizations involved in international development. The participants discussed the minimal level of Indigenous participation in Canada's Official Development Assistance (ODA), despite the fact that Indigenous peoples around the world are the 'poorest of the poor' and are often the focus of Canada's ODA in their respective countries. It was recommended that CIDA find ways of dealing more directly with Indigenous peoples and organizations involved in international development and to make better use of their experience. It was felt that CIDA was missing out on valuable development experience and capacity that exists in the Canadian Indigenous community - Indigenous peoples in other parts of the world are eager to learn from and work with the experience from the Canadian Indigenous community.

5. Education of Canadian Development Workers on Inter-Indigenous Partnerships

It was recommended that Canadians involved in international development, particularly Development Officers in CIDA and at Canadian Embassies, become better informed about the activities, potential and capacity of Canadian Indigenous peoples in international development (during this discussion, it was recognized that some development officers, such as Mr. Trenholm, have made tremendous efforts to become informed about the issue of Indigenous development and trade).

6. Supporting/Marketing Traditional Environmental and Resource Management Knowledge

The participants discussed the need for proper environmental and resource management strategies to accompany Indigenous trade and economic development. Recognizing the potential to build on the traditional environmental and resource management knowledge of Indigenous peoples in Canada, it was recommended that support be given to developing and marketing this knowledge internationally.

7. Supporting the Development of Environmental Management Capacity

Continuing the discussion related to environmental and resource management, the participants noted that Indigenous communities were in need of technical support to ensure proper environmental and resource management practices were an integral part of development. Nicaragua's Atlantic region was cited as an example where, despite the richness of resources in the area and the fragile nature of the ecosystems, the government (regional and national) did not have the technical or financial capacity to develop and implement proper resource management regimes. It was recommended that Canada and other countries support the development of environmental and resource management capacity in Indigenous regions in the developing world. It was also noted that the existing environmental and resource management experience of Indigenous peoples should be an integral part of developing this capacity.

8. Strong Liaison with Diplomatic Community

It was recommended that Apikan, CANDO and other Canadian Indigenous peoples and organizations involved in international development, develop and maintain close linkages with the diplomatic community in Canada. It was noted that, for some countries, Indigenous development, especially in trade and economic areas, is a very new phenomenon, and the impacts are not understood. It was suggested that the diplomatic community be exposed to some of the business and economic development activities that have taken place in Canadian Indigenous communities in order to help them understand the positive impact these developments can have.

9. Communications Strategy for Canada's Indigenous Business Capacity

The capacity of the Canadian Indigenous business sector was discussed. Many of the trade mission participants expressed amazement at the Indigenous business successes they had visited and noted that Canada has the best developed Indigenous business community in the world. Discussion also focused on the positive impact the development of Indigenous businesses has had on both the Indigenous and the non-Indigenous community in Canada. It was strongly recommended that the strength and capacity of the Canadian Indigenous business community, and the positive impact it has generated, be better communicated, both within Canada and internationally. It was also noted the implementation of this recommendation could be *part* of the education Canadian development workers on Indigenous trade and development and inter-Indigenous partnerships.

10. Canada Encourage Other Countries to Support Indigenous Trade and Development

It was recommended that Canada, because of the leadership role being taken by Indigenous peoples and organizations from within the country, take a lead role in encouraging nation states to support and encourage Indigenous trade and development, and in supporting the development and recognition of Indigenous environmental management capacity.

11. Circulation of Workshop Results

It was recommended that the results of this workshop be given the widest possible circulation.

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