

Survey on the Economic Relations between Aboriginal People and the Businesses of Abitibi-Témiscamingue

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Chaire Desjardins
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DE LA NATION CRIE
- ABITIBI-TÉMISCAMINGUE



SECRETARIAT
TO THE CREE NATION -
ABITIBI-TEMISCAMINGUE
ECONOMIC ALLIANCE

LARESCO

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SUMMARY

The purpose of this study is to determine the importance and the nature of the economic relations between the off-reserve businesses of Abitibi-Témiscamingue and the Aboriginal people of the region and Northern Quebec. It was sponsored by the Secretariat to the Cree Nation/Abitibi-Témiscamingue Economic Alliance (SAENCAT) whose mandate is to foster closer economic links between the stakeholders of the region and the Cree nation.

This study examined the contribution made by Aboriginal people to the businesses of the region in the areas of operations (contribution in terms of capital or employees) and market (share of the Aboriginal clientele in relation to the global market of the business). The study also endeavoured to describe how regional business people perceive their Aboriginal clientele. The data was collected during the summer of 2006 through a telephone survey conducted among one hundred or so businesses that have business links with Aboriginal people. It was completed by the use of statistical data in order that the survey results could be placed in a regional context.

Based on the results of the study, it appears that the contribution of the Aboriginal people is significantly weak in areas related to the labour and capital of regional businesses. On the other hand, Aboriginals contribute at a much higher level as clients of regional business establishments: The market share of regional businesses that do business with Aboriginals varies between five and fifteen percent depending on the MRC. The MRC of the *Vallée-de-l'Or* has the largest concentration of businesses that deal with Aboriginals with market shares superior to the other MRCs. The regional businesses feel that the Aboriginal clientele consolidates the current activity and that it also represents a potential for the future. The relations between the businesses and their Aboriginal clients or partners are considered as harmonious; nevertheless, there are certain difficulties and according to the regional business people, these difficulties are mainly due to a lack of mutual knowledge (between non-Aboriginals and Aboriginals).

Introduction

The Secretariat to the Cree Nation/Abitibi-Témiscamingue Economic Alliance (SAENCAT, called the “Secretariat”) is a non-profit organization that was created in June 2002 by various development stakeholders of Abitibi-Témiscamingue and leaders from the Cree nation. It has the mandate of developing economic alliances between the Crees and the region of Abitibi-Témiscamingue in a spirit of mutual respect and cooperation in order to permit the harmonious development of the Cree nation and the region of Abitibi-Témiscamingue. The Secretariat is mainly composed of Crees (appointed by the Cree Regional Authority) and of representatives of the towns of Amos, Rouyn-Noranda and Val-d’Or.

In December 2005, the Secretariat to the Cree Nation/Abitibi-Témiscamingue Economic Alliance called upon the *Laboratoire de recherche pour le soutien des communautés (LARESCO)* and the *Chaire Desjardins en développement des petites collectivités* to conduct a study on the economic impacts of the Cree nation in Abitibi-Témiscamingue. After discussions with the Secretariat and Service Canada, a partner in the study, the *LARESCO* submitted a study proposal, which was accepted. The study has the objective of determining the importance and the nature of the economic relations between the off-reserve businesses of Abitibi-Témiscamingue and Northern Quebec (Cree, Algonquin and Inuit nations).

Since the James Bay Agreements of 1975, the presence of Cree people in Abitibi-Témiscamingue increased, especially in the towns of Val-d’Or and Amos. This presence was first reflected through the implementation of Cree administrative services and Cree businesses in Val-d’Or, then through the development of commercial exchanges between the companies of the region and organizations or individuals of the Cree nation. The creation of the Secretariat also resulted in increased exchanges and in a greater will on the part of the political leaders of Abitibi-Témiscamingue and the Cree nation to strengthen and harmonize these exchanges. However, the Secretariat does not have access to any quantitative data, which would enable it to estimate the volume of these exchanges. This creates a problematic situation for the Secretariat members who must have better knowledge of the current situation in order to establish their action strategy, for example, in identifying the economic sectors that would need particular support in order to promote exchanges with the Crees. The Cree representatives of the Secretariat also expressed, since its creation in 2002, the desire to measure the contribution of the Cree people in the regional economy. Furthermore, the political leaders of the concerned towns are also at a loss when questioned by media, businesses or citizens because of the lack of documentation on the subject.

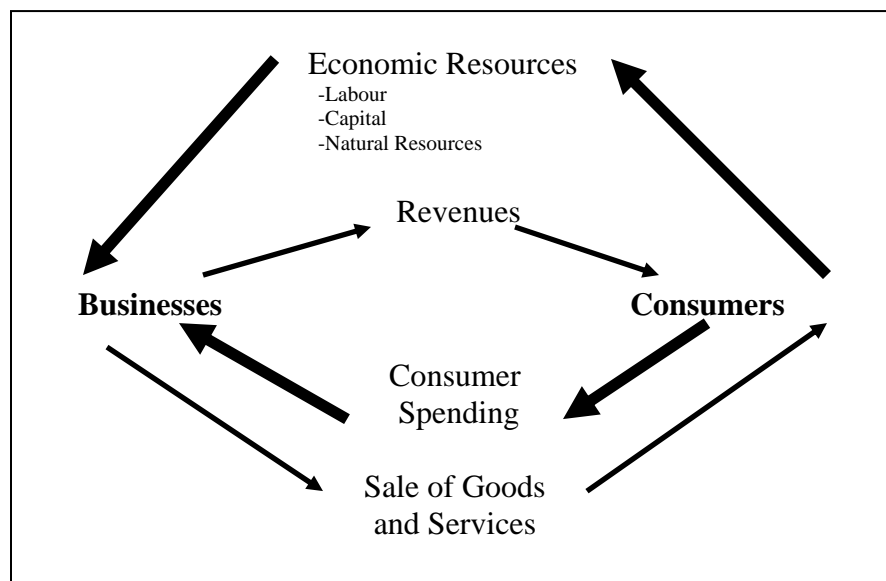
The phenomenon of increased exchanges between the Aboriginal people and the region of Abitibi-Témiscamingue is not uniquely restricted to economic exchanges or to the Cree nation. In fact, exchanges between the Crees and the region also involve the areas of health services, education and recreation. In addition, the Algonquins who originate from

Algonquin communities of the region and beyond (Rapid Lake and Maniwaki) are, seemingly, much more present than in the past in the urban centres of the region and they also benefit from the many available urban services. The phenomenon of the presence of Algonquins in the urban area of our region is certainly even less documented than it is for the Crees since the services they require are not part of an agreement and the commercial exchanges take place on a daily basis, making them less visible than the exchanges with the Crees which occur during certain periods of the year (tournaments held in the region) or in remote communities. We believe that this situation of unawareness causes a certain frustration among the Algonquins who feel “left out” and who wish to have their contribution to the regional economy recognized.

Therefore, we opted for a more comprehensive study than the one that was initially requested. Our current proposal aims at measuring the economic and social impacts of the presence of Aboriginal populations (notably Cree and Algonquin) in Abitibi-Témiscamingue today.

Our research is organized on the basis of three questions: The key question is the following: What contribution do Aboriginal people make to the regional economy in Abitibi-Témiscamingue? The economic contribution of a people in regards to the economy must be analyzed according to the nature of this contribution (see Figure 1).

Figure 1 – Illustration of the relations between businesses and consumers



Source: Anne Cazin, according to Lovewell, 2005.

Aboriginal consumers could be households or businesses or public organizations such as band councils or regional administrative bodies. The study will attempt to measure the portion of consumption of each of these entities in relation to the regional global

consumption, in other words, the proportion of sales of regional goods and services consumed by Aboriginal economic agents.

The second type of economic contribution consists of contribution in terms of Aboriginal economic resources (natural resources, capital and labour) to regional businesses. This would consist of measuring the share of Aboriginal resources within the regional resources as a whole, in relation to business capital as well as the exploitation of natural resources of their territory and to Aboriginal labour within the businesses.

This first series of questions will thus permit to measure the contribution of the Aboriginal population in the region (with the exception of Indian reserves).

Our second question pertains to the impacts of economic transactions between Aboriginal and non-Aboriginal people on the social relations between the two groups. Do the economic exchanges have an influence on the quality of their relations? In other words, what are the human and social impacts of these economic relations?

Our third question aims at identifying the influence of these economic exchanges with respect to the global evolution of the region. Does the intensification of these economic exchanges with Aboriginal people have an impact on the regional economy? Since when has there been an impact? Finally, does the region of Abitibi-Temiscamingue function in a singular fashion, being more of a pole of attraction for more northern regions and for Aboriginal people spread over a vast territory rather than a “peripheral region or resource” as it has been classified up to now by economists and developers?

The first part of this report describes the situation of the region and the Aboriginal communities, and the second part presents the detailed analysis of the results of the survey conducted among the businesses of the region.

Part One: Current Situation of the Region and the Aboriginal Communities

This section of the report summarizes both the regional economic evolution and demographic and economic evolution of the Aboriginal communities. These elements provide a better understanding of the place that Aboriginals hold in our region.

1. Portrait and Evolution of the Abitibi-Témiscamingue Economy

Abitibi-Témiscamingue is considered as part of the outlying or remote areas of the province of Quebec (Chenard, Polèse and Shearmur, 2005). These regions have several common characteristics. Notably, since the 1996 census they are experiencing a demographic decrease while the overall Quebec population is increasing. In addition, their economy mostly rests on the exploitation of natural resources. This dependency can be problematic since, according to Chenard, Polèse and Shearmur (2005), this sector is at the end of its growth cycle. In Abitibi-Témiscamingue, the primary sector is four times more important as it is globally for the province. The remoteness of urban centres also characterizes these regions and creates problems with respect to transportation costs. As for the tertiary sector, it is generally less present than in the remote regions. However, Abitibi-Témiscamingue is in a better position than other remote regions in regards to this question.

As Abitibi-Témiscamingue does not depend on one resource only, the region is rarely positioned at the extremes of the economic indicators in comparison to the other said *remote* regions. Thus, the region is composed of mining, forestry and farming towns. In addition, the strong presence of the service sector reduces this dependency. For example, Rouyn-Noranda does not rely only on mining but also on public services, which are of significant importance.

In regards to the demography of the region, the population is declining. According to the *Observatoire de l'Abitibi-Témiscamingue*, in 2005, the total population of the region was 145,097 persons. In 2001, according to Statistics Canada, it was of 153,905. The most populated MRC is that of the Vallée-de-l'Or (42,866) followed by the MRC of Rouyn-Noranda (39,507). The natural growth rate remains positive, meaning, that there is a higher number of births than deaths, however, it is not sufficient to compensate for the negative net migration. It is also noted that the out-migration rate of the youth is lower than in other regions while that of senior citizens is higher. Thus, it is possible to conclude that Abitibi-Témiscamingue is a region where people come to work but it is not a region where they necessarily retire. The *Institut de la statistique du Québec (ISQ)* predicts that the demographic decline will continue. From 2006 to 2026, the population should decrease by 12.9%. For the economy, this decline will cause the size of the domestic market to shrink and will also result in difficulties in recruiting skilled labour.

Certain socio-economic indicators allow a better picture of the Abitibi-Témiscamingue population. The under-education rate (41%) is higher than for the overall rate of the province (30%).

As clearly illustrated in Table 1, the labour market is characterized by a higher unemployment rate and an average income, which is lower than the overall provincial rate. These differences between Abitibi-Témiscamingue and the province of Québec do not only apply to the current situation. In fact, they also existed in the past. The average income is generally lower in Abitibi-Témiscamingue. This trend is also confirmed by a transfer payment per inhabitant, which is more significant in the region (\$4,722 in 2004) than for Québec (\$4,194 in 2004). As for the participation rate, it is higher on the provincial scale than on the regional scale. Finally, personal bankruptcies tend to increase, which according to Collini (2005) could be explained by the vulnerability of the mining and forestry industries.

Table 1 – Comparisons between Abitibi- Témiscamingue and the province of Québec based on three economic indicators

Unemployment Rate			Activity Rate			Average Income (\$)		
	Abitibi-Témiscamingue	Québec		Abitibi-Témiscamingue	Québec		Abitibi-Témiscamingue	Québec
2005	9,2%	8,2%	2005	61,9%	65,5%	2003	23 603	27 595
1990	13,2%	10,1%	1990	60,4%	64,3%	1990	21 348	22 499

Sources: Collini, 2005, Couture, et al. 2006.

The economic structure of Abitibi-Témiscamingue, according to the various reports published since 1971, remains dependant on natural resources, even if it is more and more diversified. Thus, the economy rests on two key pillars, which are the mining industry and the forestry industry. Agriculture is sometimes identified as being an economic pillar while it represents less than two per cent of the total regional employment. Furthermore, the regional economy is sensitive to international conditions such as the strength of the Canadian dollar and the value of the various resources (gold and other metals, lumber). In 2005, there were 65,700 jobs in Abitibi-Témiscamingue. In the past ten years, the employment peak was reached in 2000 with 65,900 jobs.

The mining industry was always important in Abitibi-Témiscamingue, but it frequently raised concerns. The planning mission of Northwestern Québec in 1971, in the *Esquisse du Plan régional* (Outline of the Regional Plan) predicted “upcoming disappearance of the gold industry, exhaustion of base metal deposits (copper and zinc) in the Noranda – Val-d’Or sectors, shift towards the North of new discoveries”. In fact, mines opened further north, but the gold industry did not disappear. However, the industry experienced a number of jolts over the years as in 1997 where it began a lag, which lasted up until recently. Since 2003, mining exploration is growing and since 2004, the price of gold and other metals is

increasing. Thus in 2004, the mining industry totaled 4,500 jobs representing 7% of the total regional employment. In comparison, in 1987, it represented 9% of employment.

As for the forestry industry, it is also preponderant in the regional economy. Forestry exploitation represents 5% of the total regional employment. However, if the primary and secondary wood transformations sectors are added, the employment proportion increases to 11%. This industry is also very sensitive to international fluctuations. In 1978, forestry exploitation experienced a heavy growth due to the favourable price of lumber and to the devaluation of the Canadian dollar. On the other hand, in 1987, the *Office de planification et de développement du Québec* stated that despite the increase of reforestation programs, this was not sufficient. Today, the forestry industry is experiencing a crisis and is affected by several factors such as the recent Canada-U.S. softwood lumber dispute and the low value of lumber on the international market.

The manufacturing industry and the construction industry regrouped in 2004, 8,700 jobs which represents 13% of Abitibi-Témiscamingue employment while at the provincial level, the proportion of these sectors is higher with 22%.

According to Collini (2005), the manufacturing sector employs 9% of the regional labour. This sector is highly dependant on the exploitation of natural resources. Thus, manufacturing related to natural resources encompasses 30.1% of businesses for 76.4% of the manufacturing jobs. In comparison, the manufacturing of consumption products corresponds to 46.2% of businesses for 14.7% of the jobs. This dependency does not date back to yesterday. In a 1992 report, Tremblay, Blanchette and Carrier emphasized that this sector closely depends on natural resources. Along these same lines, a large part (80%) of manufacturing employment is situated in the primary transformation. Thus the added value represents only 30% of manufacturing exportations while in the province of Québec this rate is 42%. The majority of businesses manufacturing value-added products are SMBs.

With 4% of employment in 2004, the construction industry is also an effective indicator of the regional economy, since its dynamism frequently reflects the economic situation. In 2003, the construction industry experienced one of its best years since 1993. In spite of this progress, this sector greatly fluctuated during the past ten years. Industrial and commercial construction is equivalent to 45% of the total construction volume. In Val-d'Or, residential construction is increasing which results from a certain confidence in employment, a good mortgage rate and low vacancy rate. In addition, the value of single-family homes is increasing in the region, but remains lower than at the provincial level.

In regards to the service sector of the economy, Abitibi-Témiscamingue follows the same trend as the province of Québec. In 1978, the service sector represented 58% of regional employment. In 1988, this proportion shifted to 62% while today it is situated at 71.5%. However, the region lags behind the provincial rate, which is 75% of the total provincial employment. The service sector is accompanied by certain instability in employment. The jobs of this sector are less lucrative. Due to this fact, the buying power of consumers is reduced. It is possible to divide the services into three categories, goods production services

at 22%, consumption services at 39% and governmental services at 38%. The most lucrative jobs are mainly situated in goods production services and governmental services.

In 1978, the government of Canada observed that the crossroads geographical location of Val-d'Or consequently had more distribution services while Rouyn-Noranda regrouped more services to businesses. In 2005, Chenard, Polèse and Shearmur maintained that Val-d'Or was a service point for the James Bay and the Cree communities while Rouyn-Noranda had more public services.

Finally, the economy of the region is also influenced by the activities of the North. Whether it is due to the mines that are opening in Northern Québec or the hydroelectric work in James Bay, the region was always interested in these activities. In 1978, the government of Canada, in an economic report on the region, mentioned that 15% of the 15,000 workers of James Bay originated from Abitibi-Témiscamingue and that 10% of the total value of purchases by the *Société d'énergie de la Baie-James (SEBJ)* was effectuated in the region. In 1992, Tremblay, Blanchette and Carrier wrote "the James Bay work sites represented in the eyes of the regional economic stakeholders an alternative solution to the economic hardships observed in Abitibi-Témiscamingue for some time". Finally, in the *Bilan du Plan stratégique 1999-2003*, the CRDAT (2004) stated, "the economic boundaries of the region began to spread towards Northern Quebec". This document confirmed the trend of the region in having increased interest in the North.

Thus, the economy of the region, even if it evolved within the past thirty years, did not transform. It still rests significantly on natural resources, forest and metals. It therefore remains sensitive to international economic conditions. Despite the diversification, which is progressively emerging, the manufacturing sector is mostly concentrated on primary and secondary transformation and, in general, manufactured products are not value-added. This is why various authors recommend a greater diversification of economic activity. Chenard, Polèse and Shearmur (2005) nonetheless emphasize that the fate of the Abitibi-Témiscamingue economy will always be linked to natural resources. Furthermore, Abitibi-Témiscamingue, due to the presence of more than one type of industry linked to natural resources, will not be situated at the extremes of the economic indicators. In addition, the demographic decline and the under-education problems make the recruitment and retention of skilled labour difficult.

The economic analysis and reports, which were consulted at times, refer to the links that Abitibi-Témiscamingue maintains with Northern Québec but solely in relation to the economic spin-offs of the various James Bay hydroelectric projects or in relation to the development of mining projects. With the exception of a few authors and institutions (Blanchette 2005, CRE 1999 and 2004) that provide an overview of the social and economic exchanges that the region maintains with the Aboriginal populations of the North, very few documents mention the Aboriginal populations or institutions as participating in the Abitibi-Témiscamingue economy.

Yet, geographical, historical and economic links bind the two regions. The James Bay Agreements and the recent *Paix des Braves* Agreement resulted in major changes in the Cree and Inuit societies, which certainly have an impact on Abitibi-Témiscamingue.

2. Portrait of the Aboriginal Populations of Abitibi-Témiscamingue and Northern Québec

The socio-economic portrait of the Aboriginal populations of Abitibi-Témiscamingue and Northern Québec will permit us to describe the current situation and the interactions that exist between the Aboriginal people and the regional institutions.

Young Nations that are also experiencing a heavy demographic growth

Two Aboriginal nations are present in Abitibi-Témiscamingue: the Algonquins of which seven communities are situated in the region and two in the Outaouais region and the Crees of which nine communities are situated in Northern Québec but for whom some of the towns of Abitibi-Témiscamingue are the nearest urban centres. Some Attikamek and Inuit persons reside in the region but in fewer numbers.

In 2005, the Algonquins in the province of Québec had a population count of 9,278 according to INAC of which 6,011 originated from the seven communities situated in Abitibi-Témiscamingue, representing 4% of the total regional population. Half of the Algonquin population live on reserves or settlements¹. The other half does not necessarily live in urban areas but frequently in the immediate proximity of reserves because of the lack of housing on the reserves. This situation is particularly obvious for the four communities of Témiscamingue. However, such is not the case for Kitcisakik and Lac Simon situated in the Eastern part of the region, close to Val-d'Or, whose population represents more than 80% of the total registered population of the communities. The Algonquins have recorded a demographic growth of 46% between 1991 and 2005, and is however, undergoing a slowing trend. This demographic growth resulted in a younger population: in 2001, more than one on two Algonquins was less than 30 years of age in the region (Germain, 2005).

¹ Reserve: territory that the Federal government set aside for the use and benefit of an Aboriginal group or band. (Germain, 2005)

Settlement: territory that does not have the status of a reserve and which was not officially set aside for the use of the community. (*Ibid*)

Table 2.1 – Population of the Algonquin communities in the region according to place of residence, 2005

Community	Total	Residing on reserve	%
Eagle Village-Kipawa (r)	697	263	37,7
Hunter's Point (s)	274	13	4,7
Kitcisakik (s)	397	339	85,4
Lac-Simon (r)	1532	1239	80,9
Pikogan (r)	836	554	66,3
Timiskaming (r)	1584	584	36,9
Winneway (s)	691	352	50,9
Total	6011	3344	55,6

(r): reserve; (s): settlement établissement.

Source: INAC, Indian Register 2005

Table 2.2 - Evolution of the Algonquin population of the region, 1991 to 2005

Community	1991	2005	Evolution (%)
Eagle Village-Kipawa (r)	441	697	58,0
Hunter's Point (s)	165	274	66,0
Kitcisakik (s)	320	397	24,0
Lac-Simon (r)	892	1 532	71,7
Pikogan (r)	665	836	25,7
Timiskaming (r)	1 122	1 584	41,2
Winneway (s)	488	691	41,6
Total	4 093	6 011	46,9

(r): reserve; (s): settlement.

Sources: Census 1991, INAC, Indian Register 2005

According to INAC, the population count of the Cree Nation was 15,582 in 2005; spread over nine communities situated in Northern Québec. A large majority of Crees (88.8%) and Inuit (93.2%) reside on reserve. Like the Algonquin population, the Cree and Inuit populations are very young: persons under the age of 15 represent 38% of the total population and the median age is 21.

Table 2.3 – Population of the Cree and Inuit communities according to place of residence, 2005

Cree Community	Total	Residing on reserve	%
Chisasibi	3 655	3 530	96,6
Eastmain	633	607	95,9
Mistissini	3 814	3 274	85,8
Némascau	605	591	93,4
Oujé-Bougoumou	696	n.d.	n.d.
Waskaganish	2 348	1 950	83,0
Waswanipi	1 703	1 269	74,5
Wemindji	1 323	1 201	90,8
Whapmagoostui	805	798	99,1
Total	15 582	13 220	88,8
Inuit Community			
Akulivik	525	506	96,4
Aupaluk	148	146	98,6
Chisasibi	117	97	82,9
Inukjuak	1 410	1 338	94,9
Ivujivik	258	244	94,5
Kangiqsualujjuaq	763	741	97,1
Kangiqsujuaq	589	558	94,7
Kangirsuk	502	448	89,2
Killiniq	n.d.	n.d.	n.d.
Kuujuaq	1 699	1 573	92,6
Kuujuarapik	573	474	82,7
Puvirnituq	1 433	1 338	93,4
Quaqtaq	346	324	93,6
Salluit	1 218	1 142	93,7
Tasiujaq	237	228	96,2
Umiujaq	384	351	91,4
Total	10 202	9 508	93,2

Source: INAC. Indian Register, 2005

Note for Oujé-Bougoumou: Approximative data from Census 2001

Education Level

The education gaps between Aboriginals and non-Aboriginals are quite significant and apply to all levels of education. The under-education rates² of the Aboriginals of Abitibi-Témiscamingue (62.2%) and of Northern Québec (66.0%) are higher than the overall rate of the province of Québec (51.6%) and represents twice the rate recorded for the non-Aboriginal population of the province (31.6%).

² Under-education rate is based on the number of adults who do not have a secondary school diploma.

Table 2.4 – Data comparison of the Aboriginal population and the non-Aboriginal population of 15 years of age and over, according to the highest level of schooling attained, Abitibi-Témiscamingue and Northern Québec, 2001 in %

	Abitibi-Témiscamingue (%)	Northern Québec (%)	Québec (%)
Non-Aboriginal Population			
Secondary without a diploma	41,8	34,6	31,5
Secondary with a general diploma	16,1	16,0	17,2
Secondary with a vocational diploma	5,8	5,8	4,6
College without a diploma	6,3	6,1	7,0
College with a diploma or certificate	15,8	18,4	16,9
University without a baccalaureate	6,0	6,1	8,7
University with a baccalaureate or higher degree	8,1	12,8	14,0
Aboriginal Population			
Secondary without a diploma	62,2	66,0	51,6
Secondary with a general diploma	8,3	6,3	11,2
Secondary with a vocational diploma	4,7	5,6	4,9
College without a diploma	7,2	8,3	8,0
College without a diploma or certificate	11,7	9,6	13,2
University without a baccalaureate	4,3	2,6	6,3
University with a baccalaureate or higher degree	1,7	1,4	4,7

Source: Statistics Canada. Census 2001

The low education levels of the Aboriginal people in the region are to be linked to the numerous social problems experienced by the Aboriginal youth. According to the Aboriginal youth, youth drop out of school because of a lack of motivation and to be able to collect social assistance and to live without any goals until they become aware of the situation when they are 25 years of age or so. These youth are without employment in the community and the only solution consists of returning to school through adult education³.

In comparing the data of Aboriginals to those of non-Aboriginals at the regional level, it is observed that in regards to college studies (with or without a diploma) and university studies without a baccalaureate (obtention of a certificate or non obtention of a diploma), the rates recorded for Aboriginals are approximately the same as for non-Aboriginals. This information confirms the observations of the *Université du Québec en Abitibi-Témiscamingue (UQAT)*: Aboriginal students have a tendency of following short-term university programs (nine-month program certificate) which permits them to return to their

³ This information was obtained from heads and social workers of Aboriginal organizations who were interviewed in summer 2006.

community within a short period of time, with training that is recognized by their employers. Certain individuals commit themselves to longer studies in order to obtain a baccalaureate.

Labour Market

Labour market indicators reflect a difficult situation for the Aboriginal people of Northern Québec and even more so for those of Abitibi-Témiscamingue. The participation rates and employment rates of Aboriginals in Abitibi-Témiscamingue are inferior by ten percent to those recorded by the Aboriginals of Northern Québec and are well below the rates pertaining to the overall rates of the Aboriginals of the province. The situation of Aboriginals in Northern Québec is somewhat more positive than the Aboriginal of Québec in general. In fact, in Abitibi-Témiscamingue slightly more than one of three Aboriginals⁴ holds a job while in Northern Québec close to one of two Aboriginals hold a job.

Table 2.5 – Data comparison of the Aboriginal population and the non-Aboriginal population of 15 years of age and over, according to labour market indicators, Abitibi-Témiscamingue and Northern Québec, 2001

	Abitibi-Témiscamingue	Northern Québec	Québec
Non-Aboriginal Population			
Participation Rate	61,9 %	71,3 %	64,2 %
Employment Rate	53,4 %	62,7 %	59,0 %
Unemployment Rate	13,7 %	12,1 %	8,1 %
Aboriginal Population			
Participation Rate	48,7 %	58,5 %	57,7 %
Employment Rate	38,3 %	48,2 %	47,1 %
Unemployment Rate	21,1 %	17,6 %	18,5 %

Source: Statistics Canada. Census 2001. Profile of Aboriginal Communities.

The analysis of employment pertaining to Aboriginals according to activity sector reveals a strong representation in public administration, healthcare and social services, teaching, manufacturing, construction and natural resources (forestry, hunting and fishing) and near exclusion in the management of companies and businesses, finances, insurance, information and culture (Blanchette 2005). The commerce sectors (wholesaling and retailing) employ very few Aboriginals. The various reports on the Aboriginal labour situation in the region and in Northern Québec explain that the significant number of jobs provided by band councils is due to the many fields of responsibility that they assume (Blanchette 2005, Blanchette and Drolet 2000, Blanchard 1995).

Other employment opportunities on the reserves are frequently situated in the construction and forestry sectors. Band councils in most cases, manage the businesses of these sectors

⁴ Persons 15 years of age and over

but a few are managed by private Aboriginal entrepreneurs. Partnerships exist mainly in the forestry sector between Aboriginal slashing companies and large companies such as Domtar or Abitibi-Consolidated. In Waswanipi, the Nabakatuk Sawmill, which is a joint venture between the Mishtuk Corporation (Cree business) and Domtar, employs 40 Aboriginal persons.

The tourism sector is now present in all the Cree communities, there is a count of approximately one hotel and at least one outfitter per community while the situation is clearly different in the Algonquin communities, which have practically no tourism infrastructures. In fact, only the community of Pikogan offers an adventure tourism service.

Few Aboriginals hold jobs off-reserve. In Northern Québec, Aboriginals show a certain disinterest in off-reserve employment because of financial disadvantages (income taxes and consumption taxes for workers) (Blanchette and Drolet 2000). In Abitibi-Témiscamingue, the Aboriginals who work off-reserve hold administrative jobs in Aboriginal organizations, such as the Native Friendship Centre or the Cree Health Board in Val-d'Or. Tembec in Temiscamingue is an exception where numerous Aboriginals are hired (Blanchette 2001).

Table 2.6 illustrates that Aboriginal people have average incomes, which are distinctly inferior to those of the non-Aboriginals. This information is to be associated with the low levels of education and the types of employment.

Table 2.6 – Data comparison of the Aboriginal population and the non-Aboriginal population of 15 years of age and over, according to income, Abitibi-Témiscamingue and Northern Québec, 2001

	Abitibi-Témiscamingue	Northern Québec	Québec
Non-Aboriginal Population			
Average employment income	28 847 \$	33 502 \$	29 999\$
Aboriginal Population			
Average employment income	21 506 \$	19 959 \$	21 725\$

Source: Statistics Canada. Census 2001. Profile of Aboriginal Communities

The Aboriginal populations of Abitibi-Témiscamingue and Northern Québec have common characteristics in regards to the demographic dynamism, to the youth population and to the low level of schooling. On the other hand, they illustrate strong differences in regards to the labour market indicators: the economic situation of Algonquins of Abitibi-Témiscamingue is much more difficult than the Aboriginals of Northern Québec for whom the indicators reflect approximately the same situation as the Aboriginal population of the province. Finally, from a regional point of view, the economic indicators reflect a situation which is much more difficult for Aboriginals than for non-Aboriginals.

A closer analysis of the types of activities practiced in the reserves shows us that in several areas such as forestry and tourism, the Aboriginal communities are nonetheless integrated in the global economy through partnerships with large businesses or through tourists.

Part Two: Analysis of the Results of the Survey Conducted among 110 Businesses of Abitibi-Témiscamingue

This second part of the report constitutes an essential element of our study. It is the first time in Abitibi-Témiscamingue that there is an attempt to quantify and qualify the contribution of Aboriginals in the regional economy by a direct survey among the businesses. After a description of the sample characteristics, we will analyze the nature of the economic exchanges in detail, their magnitude and their impact on the relations between Aboriginals and regional businesses.

1. Sample Characteristics

Sample Analysis

Based on the location of the businesses (Table 1.1), the sample shows a very strong representation of businesses within the MRC of the Vallée-de-l'Or: more than six out of ten businesses are located in the area. The MRCs of Rouyn-Noranda and of Abitibi are equally represented with 13% of the sample. The MRC of Témiscamingue represents 5% of the sample and that of Abitibi-Ouest, 2%. One sole business is situated outside the territory: it is a business that is situated in the MRC of the Vallée-de-l'Or but whose head office is located in a Cree community.

Table 1.1 – Location of the 110 businesses surveyed according to MRC

	Number of Businesses	Percentage %
MRC of the Vallée-de-l'Or	73	66,4
MRC of Abitibi	14	12,7
MRC of Rouyn-Noranda	14	12,7
MRC of Témiscamingue	6	5,5
MRC of Abitibi-Ouest	2	1,8
Outside of Abitibi-Témiscamingue	1	0,9
Total	110	100,0

Source: LARESCO/Chaire Desjardins, *Survey on the Economic Relations between the Aboriginal People and the Businesses of Abitibi-Témiscamingue*, 2006.

The overrepresentation of the MRC of the Vallée-de-l'Or is explained by our method of selecting the businesses: the businesses identified as having exchanges with Aboriginals are mainly situated in Val-d'Or, and they appear in larger numbers in the Secretariat file. In

addition, the rate of response from businesses of the Vallée-de-l'Or was superior to the businesses situated in other MRCs. It could be assumed that the interest in the survey demonstrated by those in charge of businesses was linked to the magnitude of the economic relations of these businesses with Aboriginals.

In regards to the year that the businesses were established (Table 1.2), it is observed that all the businesses surveyed are relatively young. In fact, 64% of the businesses have been in existence for less than 25 years.

Table 1.2 – Year when the 110 businesses surveyed were established

	Number of Businesses	Percentage %
1910 to 1919	1	0,9
1920 to 1929	1	0,9
1940 to 1949	2	1,8
1950 to 1959	7	6,4
1960 to 1969	10	9,1
1970 to 1979	18	16,4
1980 to 1989	30	27,3
1990 to 1999	30	27,3
2000 et plus	11	10,0
Total	110	100,0

Source: LARESCO/Chaire Desjardins, *Survey on the Economic Relations between the Aboriginal People and the Businesses of Abitibi-Témiscamingue*, 2006.

Several elements distinguish the distribution of businesses according to sector of activity (Table 1.3) from the distribution of regional economic activities: public services (teaching, healthcare, social assistance; public administration) and the sector of information, culture and recreation do not appear in the sample; on the other hand, the sectors of wholesale and retail trade and accommodation and food services are overrepresented with respect to their actual weight in the regional economy.

Table 1.3 – Sector of activity of the 110 businesses surveyed

	Number of Businesses	Percentage %
Agriculture, forestry, fishing and hunting	3	2,7
Mining and oil and petroleum extraction	5	4,5
Construction	8	7,3
Manufacturing	8	7,3
Wholesale trade	13	11,8
Retail trade	31	28,2
Transportation and storage	5	4,5
Finance and insurance	6	5,5
Professional, scientific and technical services	13	11,8
Administrative and support, waste management and remediation services	4	3,6
Accommodation and food services	11	10,0
Others	3	2,7
Total	110	100,0

Source: LARESCO/Chaire Desjardins, *Survey on the Economic Relations between the Aboriginal People and the Businesses of Abitibi-Témiscamingue*, 2006.

A closer analysis of the types of commerces surveyed reveals that the sectors of consumer products (food, clothing) and auto sales or other motorized vehicle sales is overrepresented in the survey sample in relation to the remaining commerces (data not illustrated).

The distribution of the businesses surveyed according to the number of employees reveals that there is a slight overrepresentation of small businesses (categories from 1 to 10 and from 11 to 25 employees) in relation to the actual distribution of the regional businesses (Table 1.4).

Table 1.4 – Number of employees of the 110 businesses surveyed

	Number of Businesses	Percentage %
1 to 10 employees	33	30,0
11 to 25 employees	26	23,6
26 to 50 employees	20	18,2
51 to 100 employees	16	14,5
101 to 500 employees	14	12,7
More than Plus de 500 employees	1	0,9
Total	110	100,0

Source: LARESCO/Chaire Desjardins, *Survey on the Economic Relations between the Aboriginal People and the Businesses of Abitibi-Témiscamingue*, 2006.

The analysis of the sample characteristics permit to conclude that our sample is not entirely representative of the overall regional economy because it overrepresents one MRC and does not take the public sector into consideration. Nevertheless, the large sectors of private

economic activity are represented and are illustrated in proportions, which are relatively comparable to those of the regional economy.

2. Types of Economic Relations

We agreed that a business had economic relations with Aboriginals if they met with at least one of the following criteria:

- Presence of Aboriginal employees;
- Presence of Aboriginal shareholders;
- Existence of business relations with Aboriginals.

Presence of Aboriginal Employees

Aboriginal employees are present in only 16 of the businesses surveyed and in very limited numbers (Table 2.1 and 2.2). The two businesses with respectively 72 and 100 Aboriginal employees explained to us that virtually all these jobs were situated in the North, in Cree communities. Thus, it could be stated that economic exchanges between the private businesses of the region and Aboriginals do not take place at the level of employment.

Table 2.1 – Presence of Aboriginal employees in the 110 businesses surveyed

	Number of Businesses	Percentage %
Presence of Aboriginal employees	16	14,5
No Aboriginal employees	94	85,5
Total	110	100,0

Source: LARESCO/Chaire Desjardins, *Survey on the Economic Relations between the Aboriginal People and the Businesses of Abitibi-Témiscamingue*, 2006.

Table 2.2 – Number of Aboriginal employees in the 16 businesses surveyed having Aboriginal employees

Number of Aboriginal Employees	Number of Businesses
Less than 5	13
5 to 10	1
10 and more	2
Total businesses	16

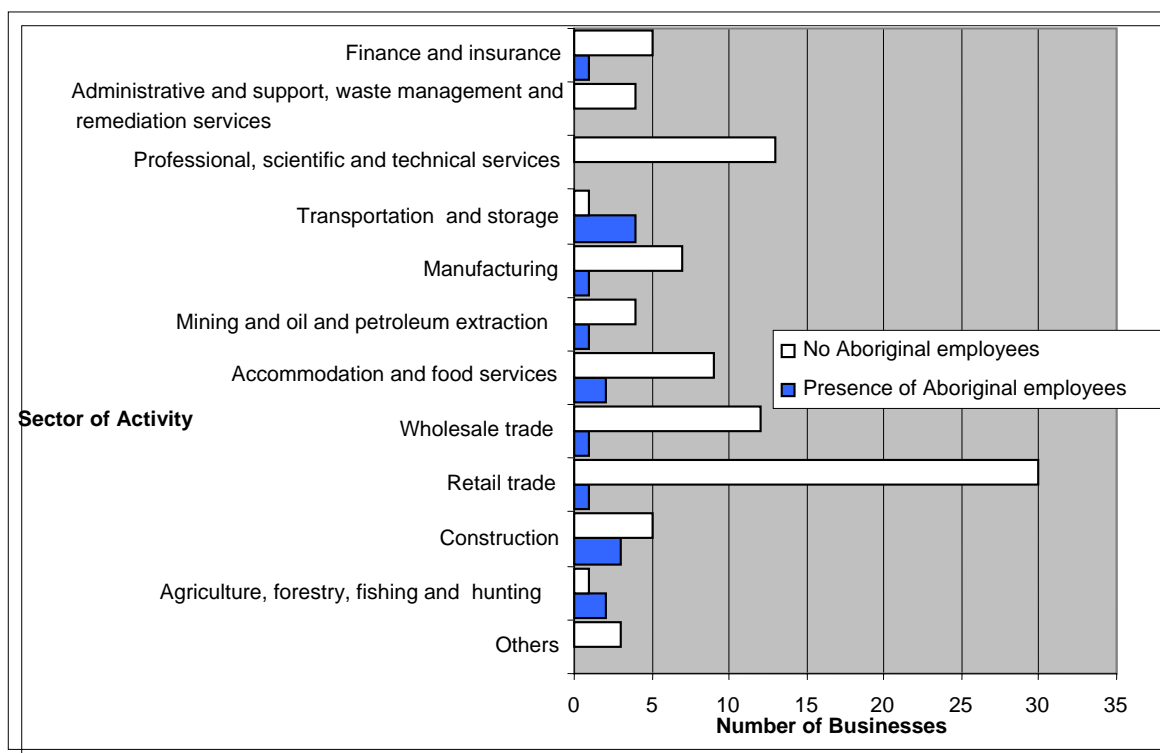
Source: LARESCO/Chaire Desjardins, *Survey on the Economic Relations between the Aboriginal People and the Businesses of Abitibi-Témiscamingue*, 2006.

The analysis of the presence of Aboriginal employees according to sectors of activity (Figure 2.1) clearly depicts the sectors of transportation, construction and forestry and this confirms the analysis conducted by Blanchette and Drolet (2000). It is however interesting

to mention that in several other sectors such as manufacturing, accommodation and food services and wholesale and retail trade, one or two businesses count Aboriginal employees.

Our survey confirms the fact that Aboriginals are rarely present in the private sector of the labour market with the exception of a few sectors such as forestry, transportation and construction but it perhaps reveals a mild emergence of new employment sectors in the area of services.

Figure 2.1 – Presence of Aboriginal employees in the 110 businesses surveyed according to sectors of activity



Source: LARESCO/Chaire Desjardins, *Survey on the Economic Relations between the Aboriginal People and the Businesses of Abitibi-Témiscamingue*, 2006.

Presence of Aboriginal Shareholders

In regards to shareholding, only three businesses of the sample stated that they actually have Aboriginal shareholders (Table 2.3): they consist, in fact, of three Aboriginal businesses established in the MRC of the Vallée-de-l'Or. However, three other businesses considered that they have Aboriginal shareholders: one financial institution and two publicly traded corporations.

Table 2.3 – Presence of Aboriginal shareholders in the 110 businesses surveyed

	Number of Businesses	Percentage %
Presence of Aboriginal shareholders	6	5,5
No Aboriginal shareholders	104	94,5
Total	104	100,0

Source: LARESCO/Chaire Desjardins, *Survey on the Economic Relations between the Aboriginal People and the Businesses of Abitibi-Témiscamingue*, 2006.

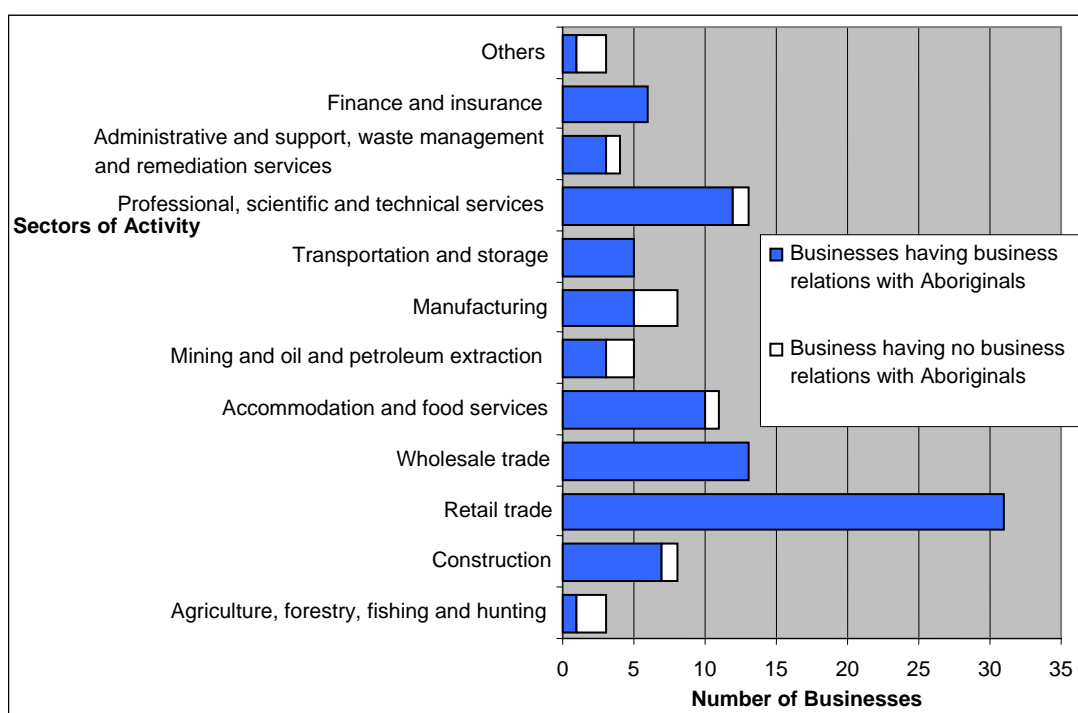
It can be thus concluded that the economic exchanges between the Abitibi-Témiscamingue businesses and the Aboriginals are not based on contribution of Aboriginal capital, with certain exceptions. In fact, the head offices of Aboriginal entrepreneurs whether Algonquin or Cree, are situated in Aboriginal communities. However, they were not subject to our survey, although they also contribute to the regional economy.

Existence of Business Relations with Aboriginals

The study of the business relations with Aboriginals constitutes the largest part of our survey. We estimated that a business had a business relation with Aboriginals if it bought or sold goods and services to Aboriginals (physical person or corporation). Ninety-seven businesses out of 110 of our sample stated having such relations with Aboriginal people. This information is not surprising since we targeted our sample based on this criterion.

Distribution according to sector of activity (Figure 2.2) shows that the forestry, mining extraction and manufacturing sectors are less inclined to do business with Aboriginals than the other sectors of activity. Yet, most of the 13 businesses having declared that they do not do business with Aboriginals are found in the SAENCAT file, and manifested an interest in economic exchanges with Aboriginals. It could be presumed that certain businesses wish to develop business relations with Aboriginal people, and especially mining companies wish to maintain good relations with the Crees because of their activities in the North. It must be stated that certain businesses do not do business with Aboriginals but have Aboriginal persons in their employment, and based on this fact, they are considered as having economic relations with them.

Figure 2.2 – Distribution by sector of activity of the businesses surveyed that have or do not have business relations with Aboriginals



Source : LARESCO/Chaire Desjardins, *Survey on the Economic Relations between the Aboriginal People and the Businesses of Abitibi-Témiscamingue*, 2006.

3. Type of Aboriginal Clientele

The businesses that maintain business relations with Aboriginals have a number of types of Aboriginal clients or suppliers: the communities (band councils or nation) are first on the list, followed by Aboriginal businesses then Aboriginal individuals and Aboriginal public organizations (Table 3.1). Frequently, the businesses surveyed declare that they do business with two or three types of Aboriginal clientele.

Table 3.1 Type of clientele of the 97 businesses surveyed having business relations with Aboriginals (multiple answers are possible)

	Number of Businesses	Percentage %
Aboriginal communities	75	77,3
Aboriginal businesses	70	72,2
Aboriginal individuals	66	68,0
Aboriginal public organizations	52	53,6

Source: LARESCO/Chaire Desjardins, *Survey on the Economic Relations between the Aboriginal People and the Businesses of Abitibi-Témiscamingue*, 2006.

The Crees are the nation with whom the businesses surveyed do the most business (81%), followed by the Algonquin nation with whom 50% of the businesses surveyed do business and the Inuit nation with 18% of the businesses (Table 3.2). Here again, it must be noted that our method of sampling privileged the businesses that do business with the Crees because the majority of the businesses selected were found in the SAENCAT files.

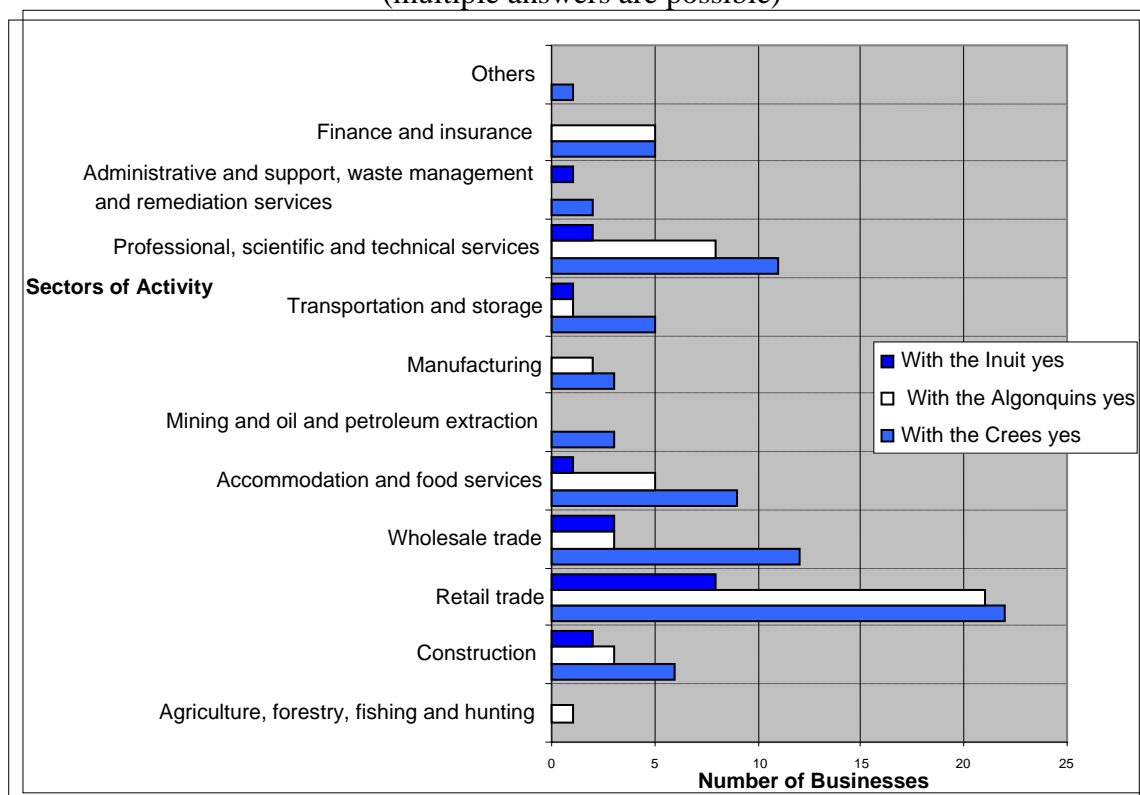
Table 3.2 – Type of clientele by Nation of the 97 businesses having business relations with Aboriginals (multiple answers are possible)

	Number of Businesses	Percentage %
With the Crees	79	81,4
With the Algonquins	49	50,5
With the Inuit	18	18,6
With another nation	1	1,0
Do not know	10	10,3

Source: LARESCO/Chaire Desjardins, *Survey on the Economic Relations between the Aboriginal People and the Businesses of Abitibi-Témiscamingue*, 2006.

The analysis of this data by sector of activity (Figure 3.1) illustrates that most of the sectors of activities are interested in doing business with the Crees and the Algonquins. However, certain sectors such as construction, accommodation and food services, wholesale trade and transportation are more present on the Cree market. It also appears that the mining sector is inclined towards the Cree territory only. Several sectors of activity are involved in commerce with the Inuit, especially in wholesale and retail trade, construction and professional services.

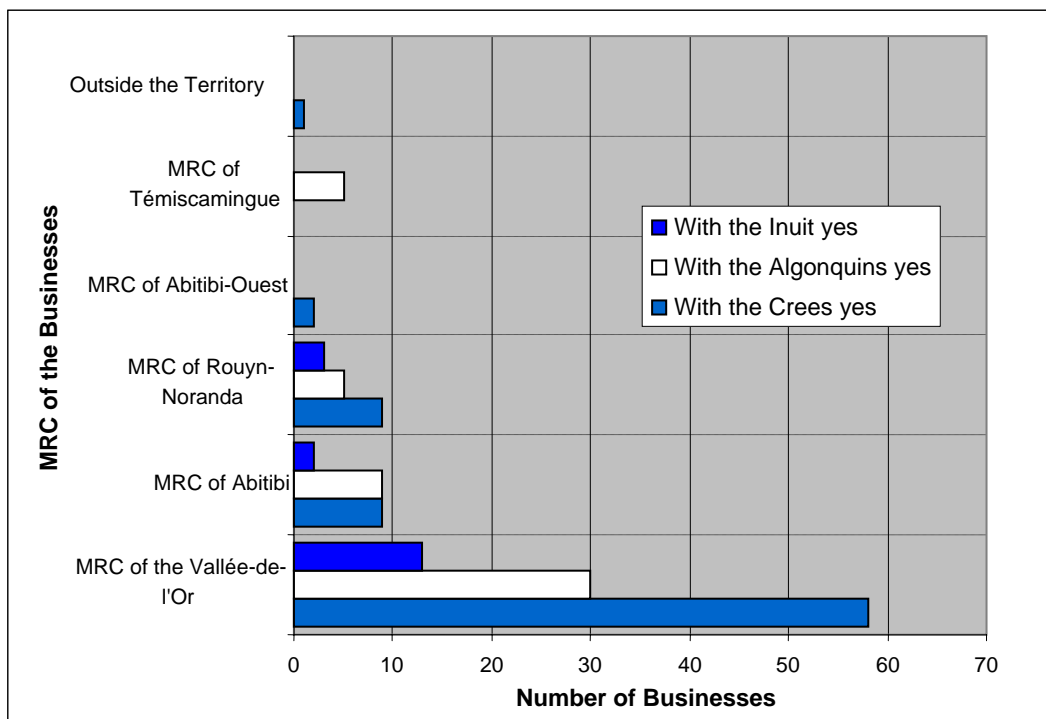
Figure 3.1 – Type of clientele by Nation of the 97 businesses having business relations with Aboriginals according to sector of activity
(multiple answers are possible)



Source: LARESCO/Chaire Desjardins, *Survey on the Economic Relations between the Aboriginal People and the Businesses of Abitibi-Témiscamingue*, 2006.

The analysis of the data in terms of MRCs (Table and Figure 3.2) reveals that the businesses of the Vallée-de-l'Or and the MRC of Rouyn-Noranda do business with three nations: the Crees, the Algonquins and the Inuit while the businesses of the Témiscamingue MRC do business exclusively with Algonquins.

Figure 3.2 – Type of clientele by Nation of the 97 businesses having business relations with the Aboriginals according to MRC location
(multiple answers are possible)



Source: LARESCO/Chaire Desjardins, *Survey on the Economic Relations between the Aboriginal People and the Businesses of Abitibi-Témiscamingue*, 2006.

4. Characteristics of the Business Relations

Duration of Business Relations with Aboriginals

The businesses estimate that they established business relations with Aboriginals as early as the 1980's (Table 4.1). Certain businesses declare that they have maintained business relations for a much longer period of time. Frequently, the businesses estimate that they have maintained business relations with Aboriginals since the businesses came into existence. Based on this factor, a parallel can be drawn with the loyalty of the Aboriginal clientele that was mentioned many times by the businesses surveyed.

Table 4.1 – Year when business relations were established between the sample businesses and the Aboriginals

	Number of Businesses	Percentage %
1940 to 1949	1	1,0
1950 to 1959	3	3,1
1960 to 1969	3	3,1
1970 to 1979	8	8,2
1980 to 1989	27	27,8
1990 to 1999	33	34,0
2000 and over	22	22,7
Total	97	100,0

Source: LARESCO/Chaire Desjardins, *Survey on the Economic Relations between the Aboriginal People and the Businesses of Abitibi-Témiscamingue*, 2006.

As indicated in Table 4.2, the sales attributable to the Aboriginal clientele is inferior or equal to 10% for 64% of the businesses who have business relations with Aboriginals.

Table 4.2 – Proportion of sales attributable to the Aboriginal clientele for the 97 businesses having business relations with Aboriginals (%)

	Number of Businesses	Percentage %
10% and less	62	63,9
11 to 25 %	18	18,6
26 to 50%	12	12,4
51% and more	5	5,2
Total	97	100,0

Source: LARESCO/Chaire Desjardins, *Survey on the Economic Relations between the Aboriginal People and the Businesses of Abitibi-Témiscamingue*, 2006.

Average sales attributable to the Aboriginal clientele is 14.9% for the businesses that declared having business relations with Aboriginals (Table 4.3). It represents an amount of 100 million dollars. This varies according to the location of the businesses; the MRC of the Vallée-de-l'Or recorded the strongest rate (17.9%), followed by the MRC of Temiscamingue (9.8%) and the MRC of Abitibi (8.1%) and Rouyn-Noranda (5.6%).

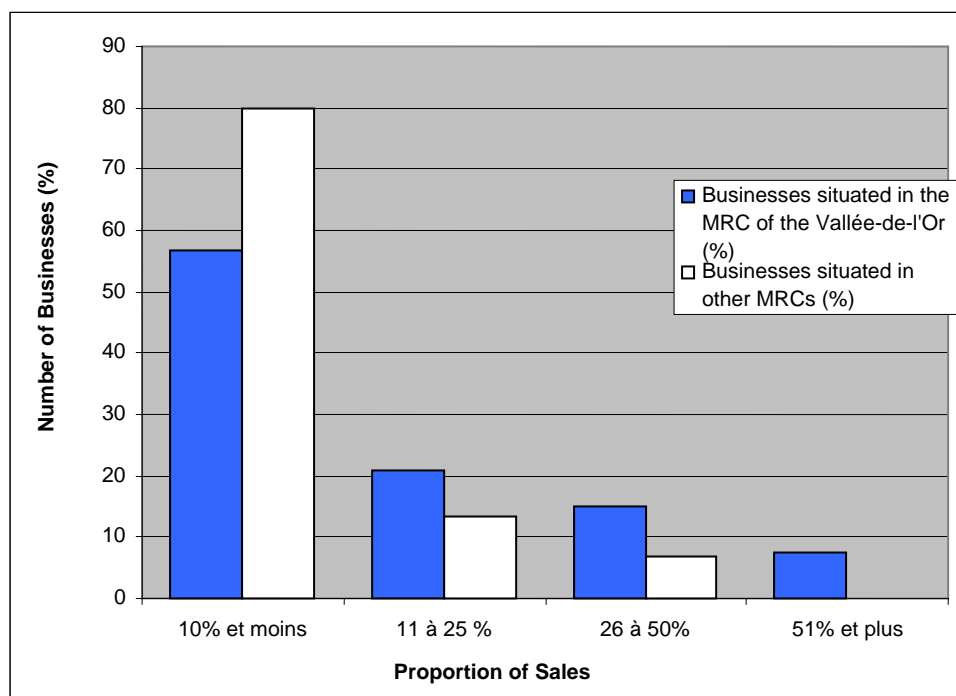
The comparison of the MRC of the Vallée-de-l'Or with the other MRCs in the region reveals that the businesses that have the highest sales attributable to the Aboriginal clientele are situated in the Vallée-de-l'Or. Nonetheless, for the MRCs as a whole, the median percentage of the sales attributable to the Aboriginal clientele is 10 and less (Table 4.3).

Table 4.3 – Average proportion of sales attributable to the Aboriginal clientele of the 97 businesses having business relations with Aboriginals according to MRC

	Average percentage of sales (%)	Median (%)
MRC of the Vallée-de-l'Or	17,9	10
MRC of Témiscamingue	9,8	10
MRC of Abitibi	8,1	5
MRC of Rouyn-Noranda	5,6	5
MRC of Abitibi-Ouest ⁵	unavailable	unavailable
All MRCs	14,9	10

Source: LARESCO/Chaire Desjardins, *Survey on the Economic Relations between the Aboriginal People and the Businesses of Abitibi-Témiscamingue*, 2006.

Figure 4.1 – Proportion of sales attributable to the Aboriginal clientele of the 97 businesses having business relations with the Aboriginals according to location



Source: LARESCO/Chaire Desjardins, *Survey on the Economic Relations between the Aboriginal People and the Businesses of Abitibi-Témiscamingue*, 2006.

⁵ The low sample size of the businesses situated in the MRC of Abitibi-Ouest did not permit us to calculate the rate.

Appreciation of Business Relations

Seventy-one (71%) of the businesses surveyed estimate that their commercial exchanges with the Aboriginals are important and 56% declare that they have a strong Aboriginal clientele. On the other hand, 87% of the businesses consider that this clientele is not essential to their survival (Table 4.4). It thus appears that this clientele contributes to the smooth operations of the business and represents perspectives for the future. However, only half of the total number of businesses surveyed declared that they have an expansion strategy with respect to this clientele; the other half considers that the volume of their clientele or the fact that the clientele is readily present did not justify the implementation of a specific strategy. The businesses of the sectors related to retail trade, transportation, professional services and finance and insurance tend to have more expansion strategies with respect to Aboriginals than those of the other sectors of activity (Table 4.5).

Table 4.4 – Opinions of the 97 businesses having business relations with Aboriginals with respect to the following statements:

	The business has significant commercial exchanges with Aboriginals	The business has a strong Aboriginal clientele	Without the presence of Aboriginals in the region, the business would not exist	Aboriginals are suppliers of the business	The business has established an expansion strategy which targets Aboriginals
Strongly agree	42 _(43,3)	27 _(27,8)	5 _(5,2)	3 _(3,1)	24 _(24,7)
Agree	29 _(29,9)	29 _(29,9)	5 _(5,2)	8 _(8,2)	27 _(27,8)
Disagree	16 _(16,5)	26 _(26,8)	14 _(14,4)	10 _(10,3)	20 _(20,6)
Strongly disagree	10 _(10,3)	15 _(15,5)	73 _(75,3)	76 _(78,4)	26 _(26,8)
Total	97 _(100,0)	97 _(100,0)	97 _(100,0)	97 _(100,0)	97 _(100,0)

(): Proportion in percentage

Source: LARESCO/Chaire Desjardins, *Survey on the Economic Relations between the Aboriginal People and the Businesses of Abitibi-Témiscamingue*, 2006.

Table 4.5 – “The business has established an expansion strategy which targets Aboriginals”, according to sector of activity

Sector of Activity	The business has established an expansion strategy which targets Aboriginals				Total
	Strongly disagree	Disagree	Agree	Strongly agree	
Agriculture, forestry, fishing and hunting	0	0	1	0	1
Construction	3	2	1	1	7
Retail trade	9	3	10	9	31
Wholesale trade	2	5	3	3	13
Accommodation and food services	4	3	2	1	10
Mining and oil and petroleum extraction	1	0	2	0	3
Manufacturing	3	2	0	0	5
Transportation and storage	1	0	2	2	5
Professional, scientific and technical services	0	4	3	5	12
Administrative and support, waste management and remediation services	1	0	1	1	3
Finance and insurance	1	1	2	2	6
Others	1	0	0	0	1
Total	26	20	27	24	97

Source: LARESCO/Chaire Desjardins, *Survey on the Economic Relations between the Aboriginal People and the Businesses of Abitibi-Témiscamingue*, 2006.

5. Business Partnerships

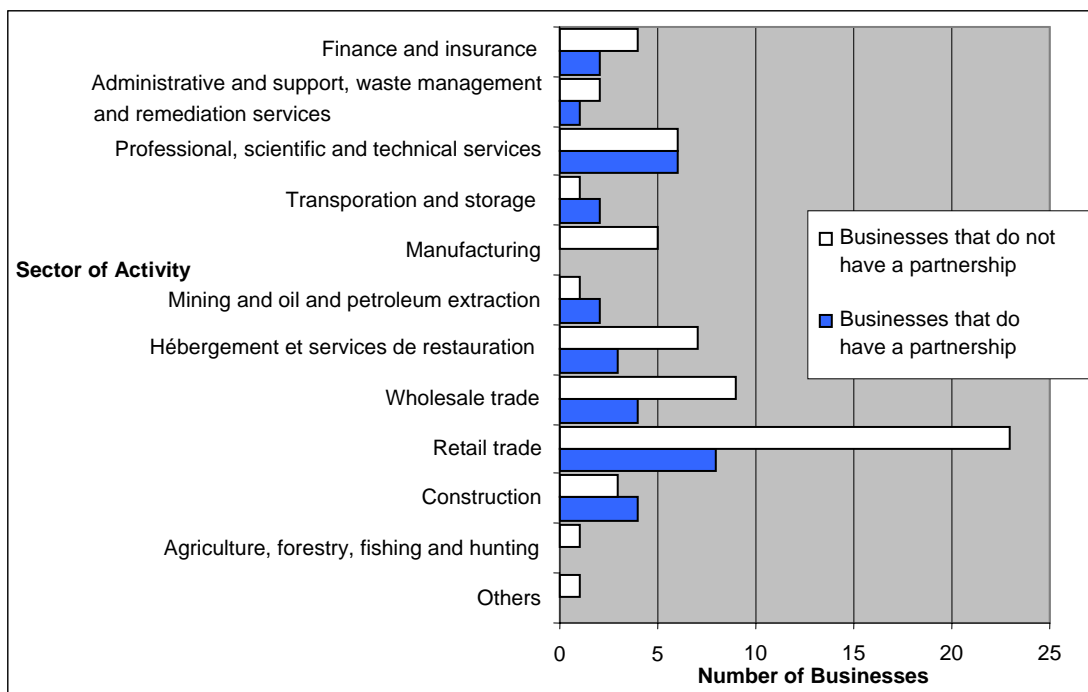
One-third of the businesses surveyed having business relations with Aboriginals declared that they have developed partnerships with their Aboriginal clientele (Table 5.1). The business partnerships, defined as a formal agreement between the business and the client or supplies, are related to sponsors, the implementation of services in the communities, training initiatives or work contract or at times joint ventures between two companies.

Table 5.1 – Establishment of partnerships with Aboriginals

	Number of Businesses	Percentage %
Yes	32	33,0
No	63	64,9
Aboriginal businesses	2	2,1
Total	97	100,0

Source: LARESCO/Chaire Desjardins, *Survey on the Economic Relations between the Aboriginal People and the Businesses of Abitibi-Témiscamingue*, 2006.

The businesses in the sectors of construction, professional services, transportation and mining are those that established the highest number of partnerships with Aboriginals (Figure 5.1). The partnerships established by retail trade businesses and by the hotel industry essentially involve sponsors granted to their regular clients in the form of financial participation to Aboriginal events such as sports tournaments. The agreements could also pertain to the distribution of goods or services on the reserves as, for example, car repair services or banking services.

Figure 5.1 – Presence of partnerships with Aboriginals for the 97 businesses having business relations with Aboriginals, according to sector of activity

Source: LARESCO/Chaire Desjardins, *Survey on the Economic Relations between the Aboriginal People and the Businesses of Abitibi-Témiscamingue*, 2006.

A direct link between the sales attributable to the Aboriginal clientele and the presence of a partnership was not observed (Table 5.2). For many businesses, partnerships with the

Crees represent a means for working in the North, without being linked to the volume of business achieved with the Crees. For example, this is the case for mining companies that sign agreements with Cree communities in order to be able to work under proper conditions in their exploration and production zones.

Table 5.2 – Proportion of sales attributable to the Aboriginal clientele of the 97 businesses having business relations with Aboriginals according to presence of partnerships (%)

	Sales attributable to the Aboriginal clientele				Total (%)
	10% and less	11 to 25 %	26 to 50%	51% and more	
The business has established a partnership (%)	56,2	28,1	6,3	9,4	100,0
The business has not established a partnership (%)	69,8	14,3	12,7	3,2	100,0

Source: LARESCO/Chaire Desjardins, *Enquête sur les relations économiques entre les Autochtones et les entreprises de l'Abitibi-Témiscamingue*, 2006.

The majority of businesses having established partnerships consider that the partnerships are fairly smooth (Table 5.3). In a more general manner, the businesses having established business relations with Aboriginals estimate that the partnerships contribute to the development of the region but much more significantly to the development of Northern Québec (Table 5.4).

Table 5.3 – Opinions of the 32 businesses having established a partnership with the Aboriginals with respect to the following statements:

	Smooth partnership with the Aboriginals	Difficult partnership with the Aboriginals
Strongly agree	7 _(21,9)	3 _(9,4)
Agree	14 _(43,8)	5 _(15,6)
Disagree	7 _(21,9)	11 _(34,4)
Strongly disagree	4 _(12,5)	13 _(40,6)
Total	32 _(100,0)	32 _(100,0)

(): Proportion in percentage

Source: LARESCO/Chaire Desjardins, *Survey on the Economic Relations between the Aboriginal People and the Businesses of Abitibi-Témiscamingue*, 2006.

Table 5.4 – Opinions of the 97 businesses having business relations with Aboriginals with respect to the following statements:

	The partnership maintains businesses alive	The partnership contributes to regional development	The partnership contributes to the development of Northern Québec
Strongly agree	22 _(22,7)	48 _(49,5)	64 _(66,0)
Agree	46 _(47,4)	41 _(42,3)	29 _(29,9)
Disagree	19 _(19,6)	6 _(6,2)	2 _(2,1)
Strongly disagree	10 _(10,3)	2 _(2,1)	2 _(2,1)
Total	97 _(100,0)	97 _(100,0)	97 _(100,0)

(): Proportion in percentage

Source: LARESCO/Chaire Desjardins, *Survey on the Economic Relations between the Aboriginal People and the Businesses of Abitibi-Témiscamingue*, 2006.

6. Appreciation of Business Relations

Approximately 93% of the businesses consider that they maintain harmonious relations with their Aboriginal clientele or suppliers (Table 6.1). The opinion of their employees is noticeably not as high with regards to Aboriginals: business leaders estimate that 60% of their employees have a positive opinion in regards to Aboriginals while 34% would have a neutral opinion and 6% would have a negative opinion (Table 6.2). Their view on the attitudes of their employees towards Aboriginal clients is similar: the majority of employees (75%) have an open attitude, 23% would have indifferent attitudes and 2% would have discriminatory attitudes (Table 6.3). According to the remarks of a number of respondents, the opinions and attitudes of employees in regards to Aboriginals would be mostly positive within their work but would not necessarily be the same outside the workplace.

Table 6.1 – Opinions of the 97 businesses having business relations with Aboriginals in regards to the following statement: “The business maintains harmonious relations with Aboriginals”

	Number of Businesses	Percentage %
Strongly disagree	1	1,0
Disagree	6	6,2
Agree	22	22,7
Strongly agree	68	70,1
Total	97	100,0

Source: LARESCO/Chaire Desjardins, *Survey on the Economic Relations between the Aboriginal People and the Businesses of Abitibi-Témiscamingue*, 2006.

Table 6.2 – Opinions of the 97 businesses having business relations with Aboriginals in regards to the views of their employees with respect to Aboriginals

	Number of Businesses	Percentage %
Positive opinions	58	59,8
Neutral opinions	33	34,0
Negative opinions	6	6,2
Total	97	100,0

Source: LARESCO/Chaire Desjardins, *Survey on the Economic Relations between the Aboriginal People and the Businesses of Abitibi-Témiscamingue*, 2006.

Table 6.3 - Opinions of the 97 businesses having business relations with Aboriginals in regards to the attitudes of their employees towards Aboriginals

	Number of Businesses	Percentage %
Open attitudes	73	75,3
Indifferent attitudes	22	22,7
Discriminatory attitudes	2	2,1
Total	97	100,0

Source: LARESCO/Chaire Desjardins, *Survey on the Economic Relations between the Aboriginal People and the Businesses of Abitibi-Témiscamingue*, 2006.

Evolution of the Aboriginal Clientele

Forty-six percent (46%) of the businesses surveyed estimate that their Aboriginal clientele increased while 43% believe that it remained stable. Only 5% of the businesses consider that the clientele decreased (Table 6.4). This evolution is perceived as being recent (since

the year 2000) by 53% of the businesses, while 43% perceive this evolution as being somewhat longer (between the 1980s and the 2000).

Table 6.4 – Evolution of the Aboriginal clientele of the 97 businesses having business relations with Aboriginals

	Number of Businesses	Percentage %
The clientele increased	45	46,4
The clientele stabilized.	42	43,3
The clientele decreased.	5	5,2
Do not know	5	5,2
Total	97	100,0

Source: LARESCO/Chaire Desjardins, *Survey on the Economic Relations between the Aboriginal People and the Businesses of Abitibi-Témiscamingue*, 2006.

Perception of Business Relations with Aboriginals

We asked the businesses to identify three benefits and three problems related to business relations with Aboriginals. The classification of the answers, by theme, permitted us to assess the perception of regional businesses with respect to Aboriginal clients or suppliers.

Benefits Perceived

The benefit identified most frequently (mentioned 27 times) by the 97 businesses that have business relations with Aboriginals mainly involve the fact that Aboriginals represent a “new market”. Aboriginals help to “widen the market”, they also appear as “extra” clientele. Certain respondents also mentioned the fact that the Aboriginal market is experiencing growth due to the demographic growth of the Aboriginal populations and the significant needs of their communities (houses, infrastructures, and computers).

Similarly, the Aboriginal clientele contributes to increased sales (mentioned 19 times). The businesses also explain that this clientele encourages the growth of the business or its stability. Certain businesses even declare that they diversify their products and services in order to meet the needs of this clientele.

The other type of benefit frequently mentioned (21 times) is the fact that the Aboriginal clientele is easygoing and pleasant. The respondents describe them as “very good clients who do not return their purchases”, and as “pleasant to serve”.

Similarly, the businesses identified (18 times) as an advantage the loyalty of the Aboriginal clientele. In this respect, the establishment of this bond of trust between the business and the Aboriginal clients is vital in order to succeed in benefiting from this loyalty. It is a “relation based on trust”.

Three additional categories of benefits were identified by the businesses but to a lesser extent: common interests and “mutual development” (10), the links between the peoples and a better knowledge of the cultures (12), strategic benefits to trade with Aboriginals (10).

Concerning common interests and mutual development, the respondents consider that the economic exchanges with the Aboriginals permit the two parties to develop and that these exchanges respond to each of their interests. Thus, these exchanges are considered as “economically beneficial for both parties”.

Links and better knowledge are summarized by the improvement of relations and the contacts favoured by these economic exchanges. Furthermore, the respondents mention that this permits “closer and better relations between the peoples”.

As for the strategic benefits, the relations between Aboriginal and non-Aboriginals permit businesses to become more familiar with the territory and to benefit from the knowledge on Aboriginals, or to “position themselves for eventual work in the North”, or to develop expertise for this market.

Finally, a number of businesses consider that their actions help Aboriginals to “take charge of themselves”.

Problems Perceived

With respect to the economic exchanges with Aboriginals, the key problem identified by the businesses is the difficulty in getting paid and the late payments. This problem was noted 25 times.

The second problem involves the lack of organization and structure of the communities of individuals as well as the difficulty in finding the proper resource person in the communities. These problems were mentioned 22 times. The businesses find it difficult to contact the key person. They consider that Aboriginals “lack stringency at the administrative level” or reliability. Also, the respondents affirm that it is “difficult to do the follow-up”.

In third rank are the problems related to communication (20) and more specifically to language. Since many Aboriginals speak English, the businesses mentioned that it is difficult “to find a bilingual person” among the Aboriginals and among their non-Aboriginal employees.

Then, there is the problem of distance and transportation costs (mentioned 16 times). The businesses estimate that the “clientele is difficult to reach” and that the “remoteness generates significant costs”.

The other categories of problems have virtually the same relative importance: legal difficulties (12), complexity of the process (10) different perception of time (13) and the lack of knowledge of cultures (13).

The legal difficulties are related to the different rights of on-reserve businesses. For example, the fact that businesses are not allowed to seize the clients on the reserves presents a problem. Aboriginals sometimes represent a “financial risk”, because “financing is very difficult”. Therefore, there exists no guarantee for financial institutions. The final legal difficulty is related to the question of collection or the non-collection of sales taxes.

The process in economic exchanges with Aboriginals is perceived as complex. It may be a long process “files advance slowly”, “management is difficult” and “administration is complex”. In summary, many respondents find that the process is complicated. According to the respondents, this difficulty is associated to a lack of organization and structure among the Aboriginals.

Similarly, the different perception of time represents a difficulty for the businesses. Several respondents used the expression “Indian time” to explain the phenomenon. The businesses consider that deadlines are not respected, that the delays are long or there are many “last minute” actions.

The problem of not being familiar with cultures is explicitly mentioned 13 times in various ways, either by evoking acts of racism or favoritism on the part of the Aboriginals, by mentioning the lack of understanding or knowledge of the other party’s culture: “familiarization of one another is incomplete”, “certain people think that Whites are racists”, “the business culture is different”. This problem may also be part of other categories of inconveniences such as the perception of time and the lack of organization and structure.

Individual behavior problems of a certain portion of the Aboriginal clientele were also mentioned by the businesses that are active in the area of customer services such as the accommodation and food services sector and the retail trade sector. Drug and alcohol use, turbulence, unpredictability of the clientele, non-respect for the locals and lack of cleanliness were also mentioned.

Finally, a number of respondents did not wish to identify the benefits or inconveniences that are specific to the Aboriginal clientele because they consider that the question is not pertinent. Three businesses specified that there are “no problems” in the economic exchanges with Aboriginals. Certain businesses also affirmed that the Aboriginal clientele was like any other clientele: “whether he is White, Indian or Chinese, there is no difference therefore no advantages for one or the other, a client is a client”.

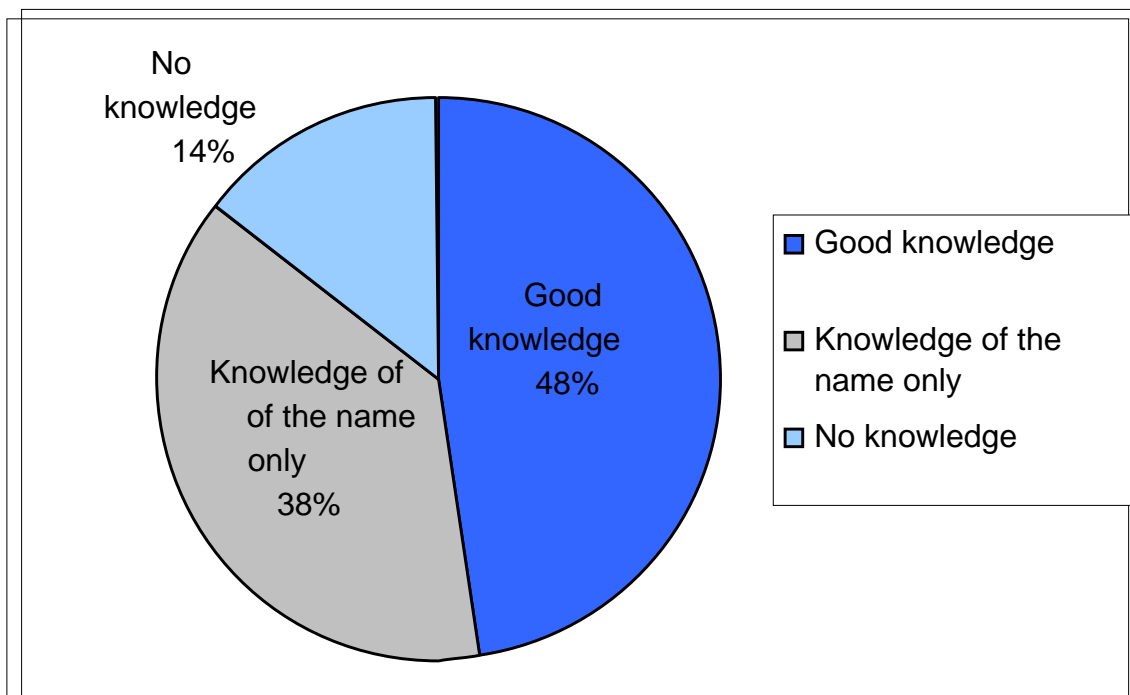
This priceless analysis of the perception of the businesses in regards to Aboriginals is rich in information: even if it was expressed that there are difficulties concerning the different

ways of operating, it is explicitly demonstrated that the Aboriginal clientele is perceived as representing a growing market and in addition as a “good clientele”.

7. Appreciation of the SAENCAT

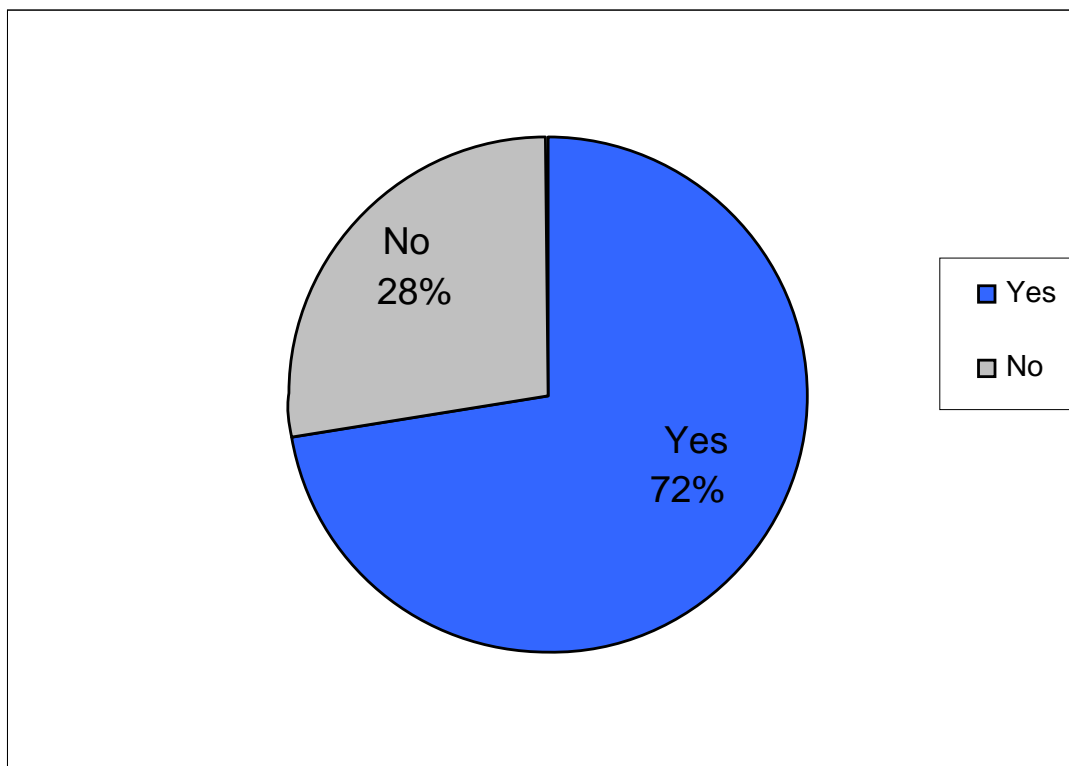
We sought to assess the appreciation of the businesses with respect to the Secretariat to the Cree Nation/Abitibi-Témiscamingue Economic Alliance. Seventy-six percent (76%) of the respondents believe that the Secretariat contributes to the development of business relationships with the Crees (figure not shown). However, 72% of the businesses have participated in at least one of its activities, and 48% estimate that they are very familiar with the organization and 38% admit that they are familiar with the name without knowing the specific activity of the Secretariat. Finally, 14% of the businesses do not know the Secretariat (Figures 7.1 and 7.2).

Figure 7.1 – Knowledge of the SAENCAT by the 97 businesses having business relations with Aboriginals (%)



Source: LARESCO/Chaire Desjardins, *Survey on the Economic Relations between the Aboriginal People and the Businesses of Abitibi-Témiscamingue*, 2006.

Figure 7.2 – Participation in the activities of the SAENCAT by the 97 businesses having business relations with Aboriginals



Source: LARESCO/Chaire Desjardins, *Survey on the Economic Relations between the Aboriginal People and the Businesses of Abitibi-Témiscamingue*, 2006.

The analysis of the answers according to the sector of activity (Table 7.1) and according to the location of the businesses (Table 7.2) illustrates that the Témiscamingue area is not familiar with the Secretariat and neither are many businesses of the Vallée-de-l'Or. It is observed that certain sectors of activity are more familiar with the Secretariat than others: the sectors of administrative services and professional services, transportation, manufacturing, mining extraction and wholesale trade tend to be more acquainted with the Secretariat while the sectors of accommodation and food services, retail trade and construction tend to be less acquainted with the Secretariat. It could be assumed that the gap between a good knowledge of the Secretariat and the participation in one of these activities could be due to the fact that the business leaders surveyed do not necessarily participate in person in the activities organized by the Secretariat but delegate an employee. Nevertheless, the Secretariat should perhaps ensure that the businesses of the region be well informed of its activities.

Table 7.1 – Knowledge of the SAENCAT by the 97 businesses having business relations with Aboriginals according to sector of activity

	Knowledge of the SAENCAT:			Total
	Good	Of the name only	None	
Agriculture, forestry, fishing and hunting	0	0	1	1
Mining and oil and petroleum extraction	3	0	0	3
Construction	1	5	1	7
Manufacturing	3	2	0	5
Wholesale trade	7	6	0	13
Retail trade	11	10	10	31
Transportation and storage	3	2	0	5
Finance and insurance	3	2	1	6
Professional, scientific and technical services	9	3	0	12
Administrative and support, waste management and remediation services	2	1	0	3
Accommodation and food services	3	6	1	10
Others	1	0	0	1
Total	46	37	14	97

Source: LARESCO/Chaire Desjardins, *Survey on the Economic Relations between the Aboriginal People and the Businesses of Abitibi-Témiscamingue*, 2006.

Table 7.2 – Knowledge of the SAENCAT by the 97 businesses having business relations with Aboriginals according to MRC

	Knowledge of the SAENCAT:			Total
	Good	Of the name only	None	
MRC of the Vallée-de-l'Or	31	28	8	67
MRC of Abitibi	7	4	0	11
MRC of Rouyn-Noranda	5	5	1	11
MRC of Abitibi-Ouest	2	0	0	2
Outside of A.T.	1	0	0	1
MRC of Témiscamingue	0	0	5	5
Total	46	37	14	97

Source: LARESCO/Chaire Desjardins, *Survey on the Economic Relations between the Aboriginal People and the Businesses of Abitibi-Témiscamingue*, 2006.

Conclusion

The survey conducted among a target group of 110 businesses illustrated that:

- Virtually all the businesses have economic relations with the Aboriginals which are essentially founded on commercial exchanges but occasionally on Aboriginal labour and rarely on the leveraging of Aboriginal capital;
- The Nations involved in these exchanges are Cree (81%), Algonquin (50%) and Inuit (18%);
- The businesses that have business relations with the Aboriginals are mainly situated in the MRC of the Vallée-de-l'Or;
- Average sales attributable to the Aboriginal clientele of the 97 businesses surveyed and that have commercial relations with the Aboriginals amounts to 14.9% representing an amount of 100 million dollars. This rate varies from one MRC to the other⁶ and is highest in the MRC of the Vallée-de-l'Or (17.9%) followed by the MRC of Témiscamingue (10%) then the MRC of Abitibi (8.1%) and finally the MRC of Rouyn-Noranda (5.6%). It should be noted that the median percentage of sales attributable to Aboriginals is of 10% for the MRCs of the Vallée-de-l'Or and of Témiscamingue and of 5% for the MRCs of Abitibi and Rouyn-Noranda;
- One-third of the businesses surveyed have established business partnerships with Aboriginals in areas such as training, the implementation of services in the communities, commercial agreements or sponsors.

The survey also provided information on the perception of the businesses in the region in regards to their business relations with Aboriginals:

- The volume of business with Aboriginals is considered as a contributing factor in the activities of the businesses but is not essential;
- The Aboriginal clientele is perceived as a good clientele, very loyal and who do not complain about the product and services they buy;
- Cultural unawareness and language barriers between French and English appear to be obstacles to smooth business relations;
- Economic relations are considered as beneficial for both Abitibi-Témiscamingue and Northern Québec;
- The opinion in regards to the Secretariat to the Cree Nation/Abitibi-Témiscamingue Economic Alliance is favourable but its role is not well-known, even among the businesses that have participated in one of its activities.

The analysis of the evolution of the regional economic situation and the demographic and socio-economic evolution of the Cree, Algonquin and Inuit communities permits us to place our survey in a regional context: while the Aboriginal population residing in Abitibi-

⁶ The low sample size of the businesses situated in the MRC of Abitibi-Ouest did not permit us to calculate the rate.

Témiscamingue numbers approximately 6,000 individuals and represents 4% of the regional population, the economic contribution of Aboriginals in the region appears to be superior due to the exchanges with the Crees, and to a lesser extent, the Inuit. The economic contribution of Aboriginal people is concentrated in the MRCs where numerous Aboriginal persons reside, namely, the MRCs of the Vallée-de-l'Or, Témiscamingue and Abitibi. It must be noted that in specialized fields such as engineering or other professional services, the businesses of the MRC of Rouyn-Noranda are highly active on the Aboriginal market.

Through this survey, we wish to measure the human and social impacts of the economic relations between the Aboriginals and the non-Aboriginals. The questions related to the perception of business relations with Aboriginal people provided us with limited information on the subject: the business people surveyed considered the business relations to be harmonious but they rarely commented on the impact of these relations. In fact, the business relations are mainly perceived as having an economic impact, and at times, as also having a human impact by contributing to closer links between the populations. It would be interesting to survey the Aboriginal people on their perception of the business relations with the businesses of the region for a more complete analysis of the question.

Could it be said that Aboriginals influence the course of the regional economy? Concerning the primary sector and especially the mining sector, it would be impossible to make this affirmation since the industry is essentially influenced by mineral prices and financial assistance for exploration. Nonetheless, it must be stated that the current mining development involves territories north of the 48th parallel on Cree and Inuit territories and, by this same fact, consolidates the activity of the regional businesses linked to this sector. The manufacturing sector appears not to be influenced in any way by the Aboriginal market. On the other hand, our survey permits us to believe that the Aboriginal clientele contributes to consolidating the activity of the sectors of construction and numerous categories of private services, such as professional services, retail trade as well as accommodation and food services. The question pertaining to the contribution of Aboriginals in the area of public services was not part of our study. Nevertheless, the analysis of the Aboriginal workforce in organizations related to healthcare, social services and education in the MRC of the Vallée-de-l'Or permits us to state that Aboriginals contribute to job creation or to the consolidation of employment in these sectors.

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Methodological Appendix for the Survey Conducted Among the Businesses

1.0 Research strategy

1.1 Study population

All persons in charge of businesses situated in Abitibi-Témiscamingue, outside of Aboriginal reserves or settlements, having economic relations with Aboriginal people (Aboriginal employees, Aboriginal shareholders or business relations with Aboriginals) were eligible for the survey.

1.2. Sampling

The survey is based on three samples. The first sample, called the Secretariat sample, permitted the selection of 206 businesses that participated at least once in an activity organized by the Secretariat. A second sample, called the wholesale trade sample, made up of 59 businesses was added in order to include the retail trade businesses and the accommodation and food services businesses, rarely present in the Secretariat sample. Finally, a third sample, called the Témiscamingue sample, was comprised of 23 businesses situated in the Témiscamingue region in order to make up for the lack of representativity of the businesses of this territory in the Secretariat sample.

Our effective sample was thus comprised of 288 businesses spread across the Abitibi-Témiscamingue region but not homogeneously. In fact, the Secretariat's list contained a large number of businesses situated in Val-d'Or. In the end, we contacted 110 businesses, the response rate, calculated as the ratio of the completed questionnaires of the effective sample is thus 38.2%. The non-responses are essentially explained by the incapacity of the interviewer to reach the person in charge of the business, by a few refusals and for a very limited number of businesses, by the inability to meet the survey criteria (businesses having no economic relations with Aboriginals).

Our survey questions were addressed to the directors or the persons in charge of the selected businesses unless the management delegated another individual of the business.

1.3. Survey questionnaire

Here are the themes of the survey:

- Verification of the basic information on the business information (location, sector of activity, size, number of employees, sales);
- Presence or non-presence of Aboriginal shareholders;
- Presence or non-presence of Aboriginal employees;
- Presence or non-presence of Aboriginal clientele;

- Estimated portion of Aboriginal clientele in relation to the total clientele of the business;
- Identification of the Aboriginal clientele: Nation identity, community identity, type of clientele (public organization, business, individuals...);
- Existence or non-existence of business partnerships with Aboriginal individuals or entities;
- Nature of these partnerships;
- History and evolution of business relations with the Aboriginal people;
- Perception of business relations with the Aboriginal people at the interpersonal, economic and regional levels;
- Knowledge of the role and activities conducted by the Secretariat to the Cree Nation/Abitibi-Témiscamingue Economic Alliance.

2.0. Data collection

The questionnaires were administered by telephone by a research officer of the LARESCO. The average duration of the interviews is of 15 minutes.

3.0 Data processing and analysis

The data resulting from the questionnaire was processed with the use of SPSS software while the open questions were analysed on the basis of their content.

CONSENT FORM

Hello Mr. or Mrs. _____,

My name is _____, I work for LARESCO, a research unit of the UQAT. We are currently conducting a study in order to determine the socio-economic impacts that are due to the presence of Aboriginal people in the region. This study is conducted on behalf of the Secretariat to the Cree Nation/Abitibi-Témiscamingue Economic Alliance. We are therefore conducting a telephone survey among businesses and organizations of the region. The survey will take approximately fifteen minutes. The questions will focus on the relations of your business with Aboriginal people. All information collected will remain confidential. Your participation is voluntary, you may end the interview at any time and you may refuse to answer any question. Finally, you may withdraw your consent any time you wish.

Do you have any questions on this subject?

Do you accept to answer the questionnaire?

Consent by telephone:

Names of participant (block letters)

Telephone: _____

Date and Time: _____

This consent was obtained by:

Name of Researcher or Research Officer:

Signature

QUESTIONNAIRE

SURVEY ON THE SOCIO-ECONOMIC CONTRIBUTION OF ABORIGINAL PEOPLE IN ABITIBI-TEMISCAMINGUE AND NORTHERN QUEBEC

Business Questionnaire

The researchers of the *Laboratoire de recherche pour le soutien des communautés (LARESCO-UQAT)* and the *Chaire Desjardins en développement des petites collectivités* in collaboration with the Secretariat to the Cree Nation/Abitibi-Témiscamingue Economic Alliance launched a survey designed to permit a sample of businesses and non-profit organizations to give their perception of the socio-economic contribution of Aboriginal people in the aforementioned regions.

To effectively carry out this operation, the *LARESCO* researchers and the Secretariat to the Cree Nation/Abitibi-Témiscamingue Economic Alliance will work in partnership with the leaders of the respondent organizations. We invite you to answer this questionnaire which will take approximately twenty minutes.

GUIDELINES

- 1) Arrows and text boxes will provide instructions to assist you in completing the questionnaire. Please pay careful attention to these instructions.
- 2) For each assessment scale that is proposed, please indicate your choice on each line by encircling the numbers shown at the right-hand side of the statement.
- 3) In this questionnaire, the notion “Aboriginal people, community or population” means any physical person or corporation that has an Aboriginal identity residing in the regions of Abitibi-Témiscamingue or Northern Québec (Cree, Inuit, Algonquin, etc.).
- 4) Each person or each representative of participating organizations is entitled to answer or not answer this questionnaire in part or in whole.

The results of this survey will be available at the Secretariat to the Cree Nation/Abitibi-Témiscamingue Economic Alliance, at the *Laboratoire de recherche pour le soutien des communautés (LARESCO-UQAT)* or at the *Chaire Desjardins en développement des petites collectivités (UQAT)*.

SURVEY ON THE SOCIO-ECONOMIC CONTRIBUTION OF ABORIGINAL PEOPLE IN ABITIBI-TEMISCAMINGUE AND IN NORTHERN QUEBEC

A. BUSINESS DATA SHEET

Unless otherwise indicated for this series of questions, please provide only one answer to each of the questions (questions 1 to 5) regarding the identity of the organization.

1. Is your organization a for-profit or non-profit organization?

- It is a for-profit organizaion **→ If this is the case, please answer all remaining questions of the questionnaire.**
- It is a non-profit organization **→ Do not complete this questionnaire, please use the NPO questionnaire.**

2. Please provide the following information on your organization

Name of the business
 Date on which the business was established
 Head office (town or community)

3. What is the main sector of activity of your business? (Multiple answers may be provided)

- Agriculture, forestry, hunting and fishing(1) Mining and oil and gas extraction(8) Public services(15)
- Construction(2) Manufacturing(9) Finance and insurance(16)
- Retail trade(3) Transportation and storage(10) Information and cultural(17)
- Wholesale trade(4) Management of corporations or businesses (11) Arts, entertainment and recreation(18)
- Educative services(5) Health care and social assistance(12) Public administration(19)
- Accommodation and food services(6) Professional, scientific or technical services(13) Other services, except for public administrative bodies(20)
- Real estate and rental and leasing(7) Administrative and support, waste management and remediation services(14)

4a. How many persons do you employ?

- 1 to 10 employees
- 11 to 25 employees
- 26 to 50 employees
- 51 to 100 employees
- 101 to 500 employees
- More than 500 employees

4b. How many of your employees work part-time? Full-time?

% Full-time

% à Part-time

5. Which of the following propositions best represents the sales of your business this year?

- Less than 100 000 \$
- 100 000 - 299 999 \$
- 300 000 - 499 999 \$
- 500 000 - 699 999 \$
- 700 000 - 999 999 \$
- 1 - 4 millions \$
- 5 - 9 millions \$
- 10 - 14 millions \$
- 15 millions \$ and more

B. RELATION BETWEEN THE BUSINESS AND THE ABORIGINAL POPULATION

As of question no. 6, the respondent is requested to provide information on the relations between the business and the Aboriginal population of Abitibi-Témiscamingue and Northern Québec.

6. Does your business employ any Aboriginal persons (*Cree, Inuit, Algonquin or others*)?

Yes → How many in total? → Of this number, how many are full-time?
 No

7a. Does your business have any Aboriginal shareholders?

Yes → Proportion in percentage?
 No

7b. Among them, what is the percentage of shareholders:

.....% Crees + ...% Inuit + ...% Algonquins + % other Aboriginal groups = Aboriginal shareholders

8a. Does your business maintain business relations with Aboriginal people? (Multiple answers may be provided)

- Yes, with individuals
- Yes, with one or more communities
- Yes, with one or more Aboriginal public organizations (*school boards, health centres...*)
- Yes, with Aboriginal businesses
- Yes, other categories (specify):
- No, the business does not maintain business relations with Aboriginal people → (do not continue)

8b. With which Aboriginal nations do you particularly do business? (Multiple answers may be provided)

- Cree
- Inuit
- Do not know
- Algonquin
- With one or more other nations (specify).....

8c. Since when does your business maintain business relations with Aboriginal people?

Since the year (You may enter the date, the year in particular, and add your comments in the space provided below)

Your comment:

.....

.....

.....

8d. To what extent do you agree or disagree with the following statements regarding commercial exchanges?

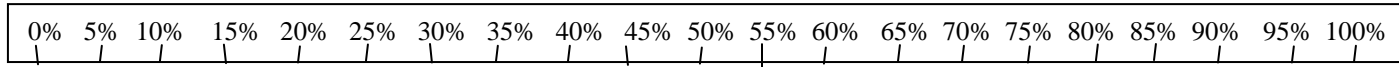
Please use the following scale:

1 = Strongly disagreed 2 = Disagree 3 = Strongly agree 4 = Agree

	↓	↓	↓	↓
The business maintains significant commercial exchanges with Aboriginals	1	2	3	4
The business has a strong Aboriginal clientele	1	2	3	4
Without the presence of Aboriginals in the region, the business would not exist	1	2	3	4
The Aboriginals are suppliers for the business	1	2	3	4
Other link (to be determined)	1	2	3	4

9. What portion of your business sales does the Aboriginal clientele represent?

a. In percentage?



b. In dollars?

.....

10. To what extent do you agree or disagree with the following statements regarding the Aboriginal clientele?

Please use the following scale:

1 = Strongly disagree

2 = Disagree

3 = Agree

4 = Strongly agree



The Aboriginal clientele contributes to the business sales

1

2

3

4

The Aboriginal clientele increases the market share of the business

1

2

3

4

The business has an expansion strategy targeting Aboriginal people

1

2

3

4

The Aboriginal clientele represents a future perspective

1

2

3

4

11a. This part of the survey is related to the existence of partnerships between your business and Aboriginal people. Has your business established a partnership with Aboriginals?

Yes

No → Do not answer question no. 11b

Explain the context:

.....

11b. Since your business has established a business partnership with the Aboriginals, to what extent do you agree or disagree with the following statements?

Please use the following scale:

	<i>1 = Strongly disagree</i>	<i>2 = Disagree</i>	<i>3 = Agree</i>	<i>4 = Strongly disagree</i>
	↓	↓	↓	↓
With Aboriginals, the partnership is fairly smooth	1	2	3	4
With Aboriginals, the partnership is very difficult	1	2	3	4

11c. On the same subject of business partnerships with Aboriginals, but in a more general manner, do you agree or disagree with the following statements?

Please use the following scale:

	<i>1 = Strongly disagree</i>	<i>2 = Disagree</i>	<i>3 = Agree</i>	<i>4 = Strongly disagree</i>
	↓	↓	↓	↓
The partnership maintains the businesses alive	1	2	3	4
The partnership contributes to regional development	1	2	3	4
The partnership contributes to the development of Northern Quebec	1	2	3	4

12. To what extent do you agree or disagree with the following statement on relations between your business and Aboriginal people?

Please use the following scale:

	<i>1 = Strongly disagree</i>	<i>2 = Disagree</i>	<i>3 = Agree</i>	<i>4 = Strongly disagree</i>
	↓	↓	↓	↓
The business maintains harmonious relations with the Aboriginals	1	2	3	4

13. Name three most significant benefits and three most significant problems that the economic exchanges between your business and Aboriginals of Abitibi-Témiscamingue and Northern Québec can generate in your opinion.

- | | |
|--------------------|------------------|
| Benefit n° 1 | Problem n°1..... |
| Benefit n° 2 | Problem n°2..... |
| Benefit n° 3 | Problem n°3..... |

14. In your business, would you consider that the impact on the image of your business, as a result of economic exchanges with Aboriginals, is:

- Negative
- Neutral
- Positive

15. We wish to know the opinions and attitudes of your employees in regards to the Aboriginal people they meet during the course of their duties.

a. Do you consider that the opinions are:

- Positive
- Neutral
- Negative

b. Do you consider that the attitudes are:

- Open
- Indifferent
- Discriminatory

.....

.....

.....

16. We wish to know the evolution of your Aboriginal clientele. Did it increase, decrease or stabilize?

- It has increased since (enter the date)
- It has decreased since (enter the date)
- It has remained stable since (enter the date)

17. In general, what do consider are the negative or positive effects of the presence of Aboriginal people in the region?

.....

.....

.....

.....

.....

C. Information pertaining to the Secretariat to the Cree Nation/Abitibi-Témiscamingue Economic Alliance

We wish to obtain information on the relations between your business and the Secretariat to the Cree Nation/Abitibi-Témiscamingue Economic Alliance

The mission of this institution is to continue the work that has been undertaken in view of developing economic alliances between the Crees and the region of Abitibi-Témiscamingue in a spirit of mutual respect and collaboration in order to permit the harmonious development of the Cree Nation and the region of Abitibi-Témiscamingue. In fact, the Secretariat is a reference centre, a communications network that is accessible to the two populations.

18. Are you familiar with this organization whose head office is situated in Val-d’Or? Connaissez-vous cet organisme dont le siège se trouve à Val-d’Or?

- Yes, I am thoroughly familiar with the Secretariat to the Cree Nation/Abitibi-Témiscamingue Economic Alliance
- Yes, I am familiar with the organization but with the name only name
- No, I am not familiar with the organization (*In this case, visit website <http://www.creenation-at.com>.*)

19. If you are familiar with this organization, have you ever participated in one of its activities?

- Yes
- No

20. Do you consider that this organization has contributed to the establishment of business relations between the Crees and the businesses of the region?

- Yes
- No

Provide a brief comment to explain your answer:

.....

.....

.....

.....

D. BUSINESS DATA SHEET (Continued)

21. What is your age group?

- Less than 25 years of age
- 25- 39 years of age
- 40-54 years of age
- 55 years of age and older

22. What position do you hold in the business?

.....

Thank you for your participation.