

WORLD INDIGENOUS > W < BUSINESS FORUM



World
Indigenous
Business
Forum

EXECUTIVE REPORT SANTIAGO de CHILE 2017

HOSTED BY:

INDIGENOUS
LEADERSHIP
DEVELOPMENT
INSTITUTE INC.

TABLE OF CONTENTS

Introduction	3
Special Acknowledgements	4
Agenda	5
WIBF Speaker Highlights	7
Legacy Announcement	19
Conclusion	19
Sponsors	20
WIBF 2018 Announcement	20

INTRODUCTION

The Indigenous Leadership Development Institute, Inc. is a unique non-profit organization established to build leadership capacity for Indigenous people. ILDI was incorporated in the Canadian province of Manitoba in 2000. ILDI is the proprietor of the annually held World Indigenous Business Forum.



The World Indigenous Business Forum (WIBF) draws attention to Indigenous Economic Development, and is a Non for Profit initiative. Presently, a local Committee is working in New Zealand together with ILDI in the organization of the WIBF 2018.

PREVIOUS EDITIONS OF WIBF:

In 2010 the ILDI partnered with the World Business Forum in New York City, NY, USA and launched the first ever World Indigenous Business Forum. The event featured Keynote, James Cameron, Canadian Film Producer and Director. It was attended by leaders from across the globe; presenting an impressive lineup of speakers.

WIBF 2011 was held in New York City, NY, USA. The interest in expanding economic opportunities grew even more and a group of Indigenous leaders in attendance initiated a partnership with the ILDI to co-host the WIBF 2012 in Sydney, Australia. Representatives from Namibia, Africa proposed to host and this was held in Windhoek in October 2013.

The delegation from Guatemala put forward a proposition to host the WIBF 2014 and this was done in Guatemala City, Guatemala in October 2014. The “Guatemala Protocol” for Indigenous Economic Development was signed by delegates from around

the world, committing to work together to create a Global Network of Indigenous Entrepreneurs. This work continues with the support of the Canadian Government through the Department of Indigenous and Northern Affairs. The Network now has chapters in seven countries: Canada, Chile, Guatemala, New Zealand, Australia, United States, Namibia, and Africa.

Additionally, the WIBF was held in Honolulu, Hawaii in 2015. The “WIBF day” was created by the Governor of Hawaii to acknowledge the Forum.

The WIBF was held in Saskatoon, Saskatchewan in 2016, attracting close to one thousand enterprise minded people from 11 different countries. During the plenaries, a new definition for “Indigenous Development” was proposed, discussed, voted and agreed. As a result, it changed the Wikipedia definition. The very recent edition of Santiago de Chile was highly successful for local standards (October 2017) and generated a number of meetings and connections with no precedent to the date, between people from different countries and sectors of the economy.

The next WIBF will be held in Rotorua, New Zealand, October 9 – 11, 2018.



SPECIAL ACKNOWLEDGEMENTS

**ANDREW CARRIER,
ILDI CHAIR**

HONORARY CO CHAIRS:

Mahani Teave Williams, Artist –
WIBF Co-Chair (Rapa Nui)

Machi Evelyn Margot Campos Huenchulaf, WIBF
Co-Chair (Chile)



ACKNOWLEDGEMENTS: WIBF 2017 PLANNING COMMITTEE

Rosa Walker (Canada), Barb Hambleton (Canada),
Uriel Jelin (Canada), Diego Ancaloe (Chile), Sandra
Paillal Venegas (Chile),
Erica Astorga Ramos (Chile), Felix Queupul (Chile),
Ramón Ibañez Quispe (Chile)

ACKNOWLEDGEMENTS: WIBF 2017 AMBASSADORS

Dr. Alexandria Wilson, Professor & Director –
University of Saskatchewan (Canada)

Maria Tuyuc, President – World Indigenous
Business Network

President David Chartrand, LL.D (Hons.) O.M. –
Manitoba Métis Federation (Canada)

Richard Jefferies, Chair – Te Ohu Whai Ao Charitable
Trust (New Zealand)

Dr. Peter Hanohano, Commissioner – Hawaii State
Public School Commission (USA)

Phil Fontaine, President – Ishkonigan Inc. and
Former National Chief of AFN (Canada)

Robert Louie, Former Chief of Westbank First Nation
(24 Years) and Owner – Indigenous Winery & Spirits
Worldwide (Canada)

Alexandro Alvarez, Advisor to the Ministry of Interior
of Chile – LL.M American University College of Law
(Washington DC, USA)

OPENING

ANDREW CARRIER GREETINGS

“As Chairman of ILDI, it is with great pleasure to welcome Indigenous and friends of the Indigenous Peoples to Santiago de Chile for the eighth annual WORLD INDIGENOUS BUSINESS FORUM. Be prepared for an exciting three days of Sharing, Connecting and Inspiring for a better future as per our teachings of the Seven Generations philosophy

for the protection of our children, grand-children, great grand-children and life on this fragile and vibrant planet. I want to thank all our sponsors for their contribution towards this wonderful event. I want to thank the Planning Committee for the many hours of volunteer and hard work in preparation of WIBF 2017.”

DAY ONE: TUESDAY, OCTOBER 24, 2017

1:00 pm – 5:00 pm	Registration: Crowne Plaza Hotel – 2nd Floor (Av. Libertador Bdo. O’Higgins 136)
5:00 pm – 7:00 pm	<p>WIBF Opening: Centro Cultural Gabriela Mistral (Av. Libertador Bernardo O’Higgins 227)</p> <p>Welcome Remarks: Mahani Teave Williams, Artist – WIBF Co-Chair (Rapa Nui) Ambassador Designate Patricia Peña – Canadian Embassy To Chile Ambassador Jacqui Caine – New Zealand Embassy To Chile</p> <p>Appreciation Remarks: Andrew Carrier, ILDI Chair</p> <p>Cultural Presentation</p>

DAY TWO: WEDNESDAY, OCTOBER 25, 2017

8:00 am (All day)	Registration: Crowne Plaza Hotel – 2nd Floor
9:00 am	<p>Opening Remarks: WIBF Masters of Ceremony Carole Anne Hilton, Chief Executive Officer – Transformation International (Canada) Cecilia Loncomilla Quintil, Entrepreneur – Newen Design (Chile) Robert Campbell, Director, National Aboriginal Services & Partner – MNP LLP (Canada) Rolando Alarcón Rodríguez, Radio Personality (Chile)</p> <p>Welcome Remarks: Machi Evelyn Margot Campos Huenchulaf, WIBF Co-Chair (Chile)</p> <p>Acknowledgements: WIBF 2017 Planning Committee Rosa Walker (Canada), Barb Hambleton (Canada), Uriel Jelin (Canada), Diego Ancaloea (Chile), Sandra Paillal Venegas (Chile), Erica Astorga Ramos (Chile), Felix Queupul (Chile), Ramón Ibañez Quispe (Chile)</p> <p>Acknowledgements: WIBF 2017 Ambassadors Dr. Alexandria Wilson, Professor & Director – University of Saskatchewan (Canada) María Tuyuc, President – World Indigenous Business Network President David Chartrand, LL.D (Hons.) O.M. – Manitoba Métis Federation (Canada) Richard Jefferies, Chair – Te Ohu Whai Ao Charitable Trust (New Zealand) Dr. Peter Hanohano, Commissioner – Hawaii State Public School Commission (USA) Phil Fontaine, President – Ishkonigan Inc. and Former National Chief of AFN (Canada) Robert Louie, Former Chief of Westbank First Nation (24 Years) and Owner – Indigenous Winery & Spirits Worldwide (Canada) Alexandro Alvarez, Advisor to the Ministry of Interior of Chile – LL.M American University College of Law (Washington DC, USA)</p>
10:00 am – 10:15 am	<p>Morning Refreshment (15 Minutes)</p> <p>Keynote Presentation: Eduardo Bitran, Vice President CORFO Council Octavio Sotomayor, National Director of INDAP (Chile) Rafael Sabat, ProChile Director (S) (Chile) Jimena Jara Quilodran, Subsecretary of the Ministry of Energy</p>
10:15 am	<p>Panel Presentation: Trading Globally and Recreating Global Strategies Marisol Trureo, Entrepreneur – Geminur Cooperative (Chile) Claudia Antillanca, Entrepreneur – Geminur Cooperative (Chile) Cindy Cañupan, Entrepreneur – Geminur Cooperative (Chile) Karen Antinopai, Entrepreneur – Geminur Cooperative (Chile)</p>
12:00 pm – 12:30 pm	Lunch Served
12:30 pm – 1:00 pm	Marketing Minute (30 Minutes)
1:00 pm	<p>Keynote Presentation: Germán Carlosama, Vice President of the Colombian House of Representatives (Colombia)</p> <p>Panel Presentation: Indigenous Entrepreneurship, Economic Development and Trade Partnerships Chief Jim Boucher – Fort McKay First Nation (Canada) Giles Newman, Partner – BDO (Canada) Shawn Bonnough, Owner – Velocity Training Canada Robert Louie, Former Chief of Westbank First Nation (24 Years) and Owner – Indigenous Winery & Spirits Worldwide (Canada)</p>

DAY TWO: CONTINUED

3:00 pm – 3:15 pm	Afternoon Refreshment (15 Minutes)
3:15 pm	<p>Keynote Presentation: Keith Henry, President and Chief Executive Officer – Aboriginal Tourism Association of Canada</p> <p>Panel Presentation: Opportunities in Araucanía Jorge Alejandro Huichalaf Díaz, Presidente – Kume Morgan Credit Union (Chile) Guillermo Turner Olea, Corporate Affairs Manager – CMPC (Chile) Jorge Reinao, Chief Executive Officer – Co-op Rewe (Chile)</p>
4:30 pm	Recap and Adjournment: Masters of Ceremony

DAY THREE: THURSDAY, OCTOBER 26, 2017

8:00 am (All day)	Registration: Crowne Plaza Hotel – 2nd Floor
9:00 am	<p>Opening Remarks: Masters of Ceremony</p> <p>Panel Presentation: World Indigenous Business Network (WIBN) Maria Tuyuc, President – World Indigenous Business Network (Guatemala) Dr. Ernesto Sirolli, Founder – Sirolli Institute (USA)</p>
10:00 am – 10:15 am	Morning Refreshment (15 Minutes)
10:15 am	<p>Keynote Presentation: Navi Radjou, Author, Strategist, TED Talk Speaker (India, France, USA)</p>
12:00 pm – 12:30 pm	Lunch Served
12:30 pm – 1:00 pm	Marketing Minute (30 Minutes)
1:00 pm	<p>Panel Presentation: The Business of Green Economies Felix Queupul, Owner – Ruka Antu Energias Renovables (Chile) Dr. Alexandria Wilson, Professor and Director – University of Saskatchewan (Canada)</p> <p>Panel Presentation: Shared Values – Countries Entrepreneurship Initiatives Pablo Pisani, Gernete de Sustentabilidad – SQM (Chile) Patricia Perez, Entrepreneur – (Chile) Ricardo Vilca Solís, Entrepreneur – (Chile) Ana Zuleta, Entrepreneur – (Chile)</p>
3:00 pm – 3:15 pm	Afternoon Refreshment (15 Minutes)
3:15 pm	<p>Panel Presentation: Rebuilding Nations with Good Governance Peter Dunn, Development Manager – GHD (Australia) Brad Jackson, Proprietor – I2I Business Development (Australia) Kim Wilson, Facilitator & Engagement Specialist (Australia) Rachel Petero, Founder – Rise 2025 (New Zealand)</p> <p>Legacy Announcement for WIBF 2017 Diego Ancalao, Planning Committee Member – WIBF 2017 (Chile)</p> <p>Announcement – WIBF 2018 Auckland, New Zealand Monty Morrison, Director – Pukeroa Trust (New Zealand) Graeme Everton, Trustee – Te Ohu Whai Ao Charitable Trust (New Zealand)</p>
4:00 pm	<p>Closing Remarks</p> <p>Closing Prayer</p>
7:00 pm – 9:00 pm	VIP Reception: Crowne Plaza Hotel – Pacifico Room

WIBF SPEAKER HIGHLIGHTS

DAY TWO, OCTOBER 25, 2017

OPENING REMARKS

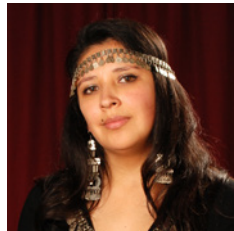
Carole Anne Hilton, MC

- Inclusive growth means the inclusion of Indigenous Peoples in our regional, national and international economies. We are growing Indigenous economies business by business.
- Line of thought called Indigenomics – to have the development of inclusion of an Indigenous worldview into our businesses, and it is paramount into how we do business and the way we insert into the reality of today.
- Our focus is on uniting business and culture, that our social and economic wellbeing must be parallel processes. We must be well to be prosper.
- We are a powerful people lets find the courage to do this together.



Cecilia Loncomilla Quintil, MC

- Welcome remarks.



Robert Campbell, MC

- We have similar histories, struggles, values, and hopes for the future, we are a global family.
- For too long we have been removed from the economy, this forum provides an opportunity for us to share and explore our potential.
- Times are changing for the better, how our Indigenous people are creating and achieving success.
- I believe a great renaissance is happening, this is our opportunity to regain our rightful place and to become the vibrant, self-sufficient, and strong people we once were and have always been.



Rolando Alarcon Rodriguez, MC

- Welcome remarks.



WELCOME REMARKS

Machi Evelyn Margot Campos Heunchulaf (Spanish)



LETTER FROM THE PRESIDENT OF CHILE, H.E. MICHELLE BACHELET WAS READ (SPANISH)

ACKNOWLEDGEMENTS: 2017 WIBF PLANNING COMMITTEE AND AMBASSADORS

KEYNOTE PRESENTATION

Rafael Sabat (Spanish)

CHILE: A COUNTRY OPEN TO THE WORLD

- Economic and political stability.
- Economic connectivity: international trade all over the world.
- Numerous commercial trade agreements.
- Robust economy and interesting incentives for foreign investments.
- Government institutions oriented to the support of international businesses: ProChile, Invest Chile.
- Strong entrepreneurial ecosystem.



CHILEAN TRADE POLICY: 26 Trade Agreements with 64 Economies

CHILE'S EXPORTING LEADERSHIP IN 2016

1st World exporter:

- Fresh grapes
- Fresh blueberries
- Fresh cherries
- Fresh plums
- Dried apples
- Toasted malt
- Mussels
- Salmon fillets
- Lithium, copper cathodes, and iodum

2nd World's exporter:

- Frozen raspberries
- Iron balls for mining

- Flower bulbs
 - Frozen mackerel
- 3rd World's exporter:
- Raisins
 - Walnuts
 - Frozen turkey
 - Agar-agar
 - Insulin
 - High relief tires

Eduardo Bitran (Spanish)

INDIGENOUS DEVELOPMENT AND FOMENT PROGRAM CHALLENGE OF ECONOMIC AND SOCIAL INCLUSION 2014 – 2020:

- Restitution of land with support for sustainable and culturally pertinent productive initiatives in Indigenous Communities.
- Fostering the creation of new innovative entrepreneurship and support for Indigenous businesses



CORFO assumes the challenge of promoting the socio economic development of the Indigenous People, based on improvements in the access to Indigenous development productive projects.

The program seeks to promote the opportunities of Indigenous groups to have access to financing, technical and management support , valuing their resources and with cultural relevance, by supporting the design and formulation of a project that can request COBIN guarantee and other related support programs.

Improving the possibilities of Indigenous communities to develop associative projects with economies of scale and on the areas of interest of Communities.

METHODOLOGY SUMMARY

- Learning from national and international experiences – IDB Experiences
- Focus on reducing gaps between Indigenous and non-Indigenous – Leveling of access to credit
- Alignment with methodological basis of Free, Prior and Informed Consent – Application for support

OPERATION MODEL IN 5 STAGES

- Multicultural Opening – Proposal of Value – Development of Preliminary Draft – Financing & Execution – Accompaniment & Monitoring

PRINCIPLES OF INTERVENTION

- Free, prior and informed consent
- Long-term economic viability
- Analysis of risks and adequate mitigation strategies
- Sustainability of the territory

- No objection of ancestral and traditional authorities
- Compatibility between the cosmovision of the Indigenous organization and the Chilean law.
- Structuring for financing evaluation.

CRITERIA OF THE SOCIO-CULTURAL AND TECHNICAL-ECONOMIC PROTOCOLS FOR QUALIFICATION

MULTICULTURAL OPENING AND DIALOGUE	VALUE PROPOSAL	PROPOSED INVESTMENT PROJECT
1 OPENING OF FREE, PREVIOUS AND INFORMED CONSENT	1 COMMERCIAL VIABILITY AND BUSINESS MODEL	1 VALIDATION OF COMMERCIAL VIABILITY AND BUSINESS MODEL
2 ANALYSIS OF CULTURAL USE OF THE TERRITORY	2 ENVIRONMENTAL FEASIBILITY	2 FINANCIAL VIABILITY
3 TERRITORIAL ARRANGEMENT PLANNING	3 LEGAL VIABILITY AND OTHER REGULATORY SPECTS	3 ANALYSIS OF FINANCIAL SENSITIVITY OF RISKS
4 LIFE PLAN	4 TECHNICAL FEASIBILITY AND BUSINESS MANAGEMENT	4 ACTIONS AND ENABLING ACTIVITIES
5 ECONOMIC GOVERNANCE	5 FINANCIAL VIABILITY	
6 LEGAL PLURALISM	6 RISK ANALYSIS	
7 SOCIO CULTURAL RISK MATRIX		
8 CLOSURE OF FREE, PREVIOUS AND INFORMED CONSENT		

Octavio Sotomayor (Spanish)

BUSINESS OPORTUNITIES IN THE FORESTRY, AGRICULTURAL AND FISHERY SECTOR.

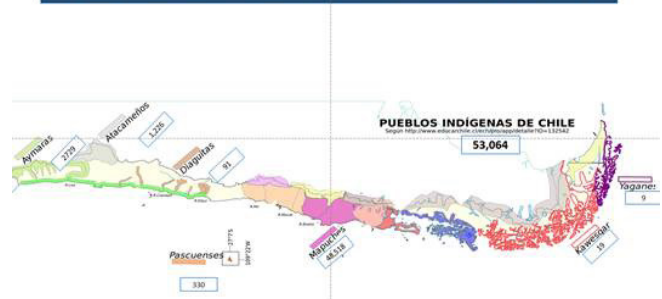


Total country: 17,6% of farms are Indigenous / 2,2% of farmland is Indigenous

MAIN AREAS OF INTEREST TO INVEST ALONGSIDE INDIGENOUS COMPANIES IN AGRICULTURE, FORESTRY AND FISHERIES SECTOR

- Forestry Sector
- Raspberries and other berries
- Dairy products
- Tourism and Handcrafts
- Lupine
- Wines
- Processed vegetables and fruits
- Fisheries and aquaculture

CHILEAN INDIGENOUS AGRICULTURE: FARMS BY NUMBER OF NATIVE PEOPLE



Jimena Jara Quilodran (Spanish)

COMMUNITY ENERGY

MAIN ENERGY GOALS 2035

- 1 Chile's interconnection with the other SINEA member countries
- 2 Electricity outages do not exceed 4 hours/year in any locality in Chile
- 3 100% of homes of vulnerable families have continuous quality access to energy services
- 4 All energy projects under way in Chile have adopted mechanism for associativity between communities and the private sector
- 5 Chile is among the 5 OECD countries with the lowest average residential and industrial electricity prices
- 6 At least 60% of the electricity generated in Chile comes from renewable energy sources
- 7 By 2030, Chile has reduced its GHG emissions by at least 30% compared to 2007
- 8 100% or the Large Consumers of energy (industrial, mining and transportation) make efficient use of energy, with proactive energy management systems and the implementation of energy efficiency measures
- 9 By 2035, all local municipalities have adopted regulations classifying forest biomass as a solid fuel
- 10 Energy efficiency is one of the aspects evaluated in tenders for all new vehicles used in public transportation systems.



Non-conventional Renewable Energy Potential

Technology	MW
Wind Power	36.543
Solar PV	829.409
Solar CSP	510.074
Hidro-Power	5.701
Geothermal	599
Total	1.382.326

COMMUNITY ENERGY

Goals and Purposes: Empower social organizations, communities and Indigenous people in the area of energy development with regard to energy projects and their associated impacts, including their total or partial participation in their development.

Best practices regard to participatory processes for Community Energy

Convey a general knowledge and skills that will help indigenous people to participate fully and on an equal footing to make a decision only with their free and informed consent.

Economically and technically feasible

Commercial Schemes

PANEL PRESENTATION: TRADING GLOBALLY AND RECREATING GLOBAL STRATEGIES

Marisol Trueo, Entrepreneur, Geminur Cooperative (Chile) (Spanish)



“The GEMINUR cooperative has a common purpose. We have a social responsibility of sustainable development with our culture, our planet and its people, and the cooperative model is very close to our Indigenous organization as it promotes mutual help, equality and communion”

“In spite of our differences as a human group, we listen, learn from our mistakes, and work them out as a team, and we in GEMINUR want to share that love, perseverance and mutual support”.

“I know that this forum goes beyond business. We must encourage, through our own leaderships, a change of minds and a change in the world”

“Let love, peace and God’s blessing be with every one of you. Thank you very much.”

Claudia Antillanca, Mapuche Huilliche, General Manager GEMINUR (Spanish)



“We, Indigenous women, are guardians, bearers and speakers of culture. We are the pillars of families, communities and territory and we lead enterprises with love and respect for the environment”

“Education is the only way to get out of poverty and, when you start from nothing, every accomplishment is a great satisfaction”.

“I have had to deal with sexism from men who do not understand the work of women”

“The best decision I have ever made is to look for my financial independence doing something I love”

“I want to show my island to people, giving jobs and contributing to the economical development of my community”

“For our people, our grandmothers, for the enterprising women, for our land, for our culture’s resistance, for prevalence, for my children and my children’s children, we, the women will make this world a better place. For a more humane world. MARICHIWEU!

**Cindy Cañupan, Geminur, Chile,
Designer of luxury shoes and
clothing (Spanish)**



“We created this cooperative because of our dreams, our belief in Indigenous entrepreneurship, our values and principles that we can transmit through our products and our belief in sustainable development

“My company “Zapateria Naín” and the shoes I design were chosen to go to the Milan Fashion Show in 2017.

**Karen Antinopai, Geminur, Chile,
Architect Cofounder Partner at
Geminur. (Spanish)**



“Geminur submitted a proyect that won the “Cambiando Mentes, Cambiando Mundos” (“Changing Minds, Changing Worlds”) contest from 500 candidates. This meant economic support and an international tour to show our idea”.

“Our proposal adds value to Indigenous products from the cooperative work. Our product helps promote our Indigenous people’s cosmovisión and culture and support entrepreneurship through an e-marketplace platform, like an Alibaba or an Ebay of Indigenous People.”

“This is our dream, an electronic platform exclusively for Indigenous products. Without discrimination”

“We want to work under a distinctive seal that supports a standard of Indigenous relevance for both the product and the producer”.

KEYNOTE PRESENTATION

German Carlosama (Spanish)



Global “Minga” Traditional games:

- Develop a global network of brotherhood and spirituality.
- Strengthen identity
- Reborn the joy
- Support for the peace process in Colombia

Marketing of ancestry products: We have several Indigenous and peasant organizations

focused on raised 100% organics with high quality and direct commercialization channels.

Ethno tourism experience:

- Meta= Embracing the Pachamama
- Narino=Weaving traditions
- Cauca= The power of the earth

- Lost Land= The Land of Big Bothers
- Huila= The cradle of the world
- Putumayo= The Yagé rituals

Fair Trade network:

- Food Sovereignty
- Fair Trade and Barter Economy
- Colombian Indigenous Chamber of Commerce Own Trademark registration

Purposes:

- Support and invitation EMPI (World Encounter of Indigenous People)
- Issue the “Mandate of the Fair Trade Network of Indigenous People”
- Promoting Ethno Tourist as the axis of good living
- Initiate the marketing processes.

**PANEL PRESENTATION: INDIGENOUS ENTREPRENEURSHIP,
ECONOMIC DEVELOPMENT AND TRADE PARTNERSHIPS**

Chief Jim Boucher, Fort MacKay



- I am reminded of the commonalities and similarities of our people worldwide – our values and attachments to our elders, culture and the land. Colonialism has affected our peoples and ability to live off the land.
- Prior to oil development, my people lived off the land, and developed relationship of trade with fur traders. For over 200 years we were active with this.
- We live among the largest oil reserve in the world, 250 billion barrels of oil, construction began in 1963.
- Our people were not consulted on development on our land and conflict arose. Our people did not agree, we wanted to maintain our land and economy and connection to our ancestral grounds.
- With the loss of the fur trading industry in the 80’s, and the increase in oil development, we were put in a position where we had no economy and were faced with an impoverished situation.
- We took it upon ourselves to be trained in relevant and skilled areas, to work in the oil sands industry. We began with community programming, a store, contracts for janitorial services, transportation and tree planting.
- We have a 100% employment rate of the people. In the last 5 years, 2.4 billion in business and generated profits of 298 million for our First Nation, averaging 60 million a year. We have funds for our government, we learned to manage our resources for the benefit and how to do business in a competitive environment.

- We adopted principles for sustainable development, good governance, separation of business and politics and reinvesting our resources.
- We are financially independent, because we changed our systems to increase our involvement in the resources economy.
- Tomorrow we will continue to provide services to the oil sands industry through our companies. We will continue to grow for the betterment of our people, inspired by our past and invested in our future.

Giles Newman – BDO Canada



- BDO is the 5th largest firm of financial advisors in the world and only firm to have set up a global Indigenous team led by Canada and New Zealand.
- Specializing in big thinking and finding ways of helping Indigenous people make money in a sustainable way.
- Proud to support First Nations in Canada who are concerned they are not receiving full value for natural resources. First Nations feel outgunned, out played in negotiations and to compete in larger markets.
- The Canadian Government is in the process of setting up Indigenous Protected Conservation Areas (IPCAs) and BDO has been asked by clients to put together structures to enable better natural resource management.
- The result is the creation of Natural Resource Cooperatives and introducing the economics of sustainability.
- At the moment a tree is worth more chopped down than standing up. In the future carbon and a new economy will arise.
- Principles of Natural Resource Cooperatives:
 - Continued focus on economic benefits;
 - increased emphasis on innovations;
 - increased importance of sustainability;
 - future-proofing resources;
 - different priorities for growth; and
 - different economics of sustainability.
- Components of Natural Resource Cooperatives:
 - Financial Transparency;
 - Natural Resource Expertise;
 - Field Craft Training;
 - Academic Teaching and Research & Development;
 - Sustainable Resource Management Expertise; and
 - Carbon & Carbon Credits Expertise.

Shawn Bonnough



- Community Based Economic Development requires training and infrastructure delivered onsite by the community.
- A successful Indigenous Forestry Co-operative requires champions from the community to lead economic development activities.
- The solution involves train the trainer, business training, heavy equipment training, Indigenous forestry training and forest management plans, and a forestry cooperative.
- Let's do this better and smarter and with more value added.
- Train the trainer works well in Canada, arm people with curriculum in forest operations training and how to utilize wood fibre better.
- We've been delivering some great sawmill training programs in British Columbia, proud of our students and they have contributed to their community and the world.
- We just finished a timber home building program using culturally appropriate housing out of the wood that came from the land and built by the people on the land.
- We are teaching what to do with forest waste, turning into pellets and exporting to other countries.
- Let's look at trees still standing and develop a forest management plan, work together and decide what to do with the resource.
- Carbon offsets plan is part of this and can generate money for lifetimes.
- I want to get rid of the box and work with each of you to develop the programs for ongoing prosperity.

Robert Louie

- This is my 7th time attending a World Indigenous Business Forum, great insight into what Indigenous peoples around the world have to offer.
- If we are to build sustainable communities, achieve economic prosperity, improve social conditions and offer hope to Indigenous peoples around the world we must truly work together and share collective experiences.
- The Indigenous World Winery – we can promote world Indigenous trade that we can all benefit and profit from. Located in Okanagan Valley, on the Westbank First Nation, BC and developed by my wife and I.
- World Indigenous concept is to promote us as Indigenous people, we are proud Okanagan Syilx peoples of who we, are what we represent. We put the concept into the branding, pictures, what we do, our family history, names of our ancestors and with a world focus in mind.
- We will soon be reaching out to the world and building that enterprise for our family. We have built a world class facility, produced 9,200 cases last year and looking at a 30% growth per year.
- In the next 10 years we hope to be in the hundred thousand cases of growth. We produce both red and white with 15 varieties and hope to expand this. We will expand into other provinces, then the US, then overseas and South America.
- We hope to build hotels and other accommodations and further commercial expansion
- The ownership of wineries by Indigenous peoples is low, not many directly involved. There are 3 in Canada, 3–4 in California and another in Arizona, and some Maori owned in New Zealand. Our products, as Indigenous peoples, need to be known and entered into the world market, let us work together to market and benefit together.
- The purpose here is to encourage others who work in that field to grow the grapes and expand the businesses together. Wine consumption worldwide is increasing and I'm here to try and help promote Indigenous entrepreneurship for better lives and better opportunities.



KEYNOTE PRESENTATION

Keith Henry

- Tourism is on the rise in Canada and globally. In Canada tourism grew 17%, almost 90 billion in sales, of that Indigenous tourism was worth 1.5 billion through 1500 businesses.
- The power of Aboriginal tourism – it's about sharing your story in an authentic way, to tell the story of Indigenous peoples and the true history and culture of the land.
- The video presented is part of a video series we did in Canada as a tool to educate the larger industry on how we would help move the industry forward. It also presents Canada as an authentic and ancient place with Indigenous peoples and communities for thousands of years.
- Our mission is to provide leadership in the development and marketing of authentic Aboriginal tourism experiences through innovative partnerships.
- Our vision is a thriving Aboriginal tourism economy sharing authentic, memorable and enriching experiences.
- ATAC has become a national marketing organization for Indigenous tourism industry, we've set four major targets and measurable goals to achieve by 2021:
 - Aboriginal tourism revenues: 300 million increase in annual Canadian GDP by 2021
 - Aboriginal tourism jobs: 40,233 total workers by 2021
 - Aboriginal tourism businesses: 50 additional export-ready experiences (currently there are 200,000 businesses and only 1500 are Aboriginal)
 - Sustainability and stability of ATAC: invest no less than 2.6 million annual funding from 2016 to 2021
- Our strategic pillars are product development, marketing, leadership and partnership. We need to be part of major marketing, we cannot be independent, we need to be part of the larger national framework.
- Important to have proper representation in leadership, we are a national organization and we support local capacity.
- Tourism requires partnerships with travel trade, travel agents so they know who you are and how to sell you and ensure you can meet the market ready standards.
- We host our own international Aboriginal tourism conferences; we are always sold out.
- We've creating a micro grant program (up to 10K) – last year was the first year, we had 86 applicants and 19 were selected in areas such as improving business websites, training front line staff and cultural knowledge and education.



- We underestimate the power of trade networks, massive amount of work to be done. We have focused on this by showcasing an Indigenous tourism showcase, we do annual trade shows such as Canada Media Marketplace, Adventure Elevate, Rendez-vous Canada, GoMedia, Showcase Canada Asia, and World Travel Market London.
- Our team provides supports to Indigenous businesses to ensure they are showcased.
- We have also created our own Guide to Aboriginal Tourism in Canada.
- My message to everyone is you need to be Indigenous led in the tourism sector and it needs to be industry driven and have the execution of Indigenous business as the basis of what you are doing. You have to understand your market, and the state of Indigenous tourism economy today.
- We understood the economics of it, and helped inform governments why investing in our sector is critical for supporting the entire tourism industry and helping it grow.

PANEL PRESENTATION: OPPORTUNITIES IN ARAUCANIA

Jorge Hichalaf, Credits and Saving Cooperative Küme (“good”) Mogen (“life”) Wallmapu, Chile. (Spanish)



“We like to call it an “endogenous cooperative” because it has the strength of plants, the vitality of fruits that are self sustainable, that recreate themselves, that create life”.

The idea is to create the first Mapuche bank, from the people without any state support, by volunteers and not-for-profit, but it is a lot more than that”.

“We give loans at 2% interest because our idea is the economy of happiness, not the economic terrorism that has profited, owned and created world crisis where they have seized the land, money and lives of people”

“We aim to have a local currency. So the wealth from work and economy stays in the communities”

“The economy of happiness will create an ethical bank for South America. It will flourish to the light of our best thoughts, based on the ancestral principles of collaboration and solidarity that we will spread throughout the world as a healing power of reconnecting human beings to the Mother Earth”

Guillermo Turner, Corporate Affairs Manager for CMPC (Spanish)



“There is an image of the wrongly called “Mapuche conflict” that is related to violence, but there is another way to see things and that is the reality that we deal with everyday.

A reality where we coexist with communities and look for more constructive relationships”

“We support, as a company, the need for constitutional recognition of Indigenous communities, their congress representation, the creation of a special commission for Indigenous land, the creation of a victims’ reparation fund, the support to entrepreneurship, development and education, the creation of a water agency and the planning and dialogue about territories”

“We work with more than 390 Mapuche communities neighboring our plots. We support their productive development, intercultural, land, water and infrastructure issues”.

“We do not impose any productive projects. We are interested in productive linkages”.

“We must face the common challenges from climate change. The Araucanía región is experiencing the consequences of climate change and there are territories of an evident forestry history that, should they disappear, would cause erosion and soil degradation”.

“We feel that permanent dialogue is the only way to move forward”

Jorge Reinao, President of the Mapuche Chamber of Commerce (Spanish)



“The Mapuche people are the main drivers of our own development. If we are not able to show our problems, nobody will help us”

“I wish the Chilean government helped us. The Chilean State has left us in extreme poverty”

“We must build our confidence, improve the healthy coexistence among our communities, improve our self esteem, look for opportunities and find a cultural balance in our business.”

“We must promote enterprising culture and autonomous growth in our communities. That is who we are: a group of mapuche people who started to see things differently and, now, is on the way to success.”

DAY THREE, OCTOBER 26, 2017

OPENING REMARKS: MASTERS OF CEREMONY

PANEL PRESENTATION: WORLD INDIGENOUS BUSINESS NETWORK

PLEASE SEE “UPDATE ON THE WIBN (PAGE 18)”

Maria Tuyuc (Spanish)

- “We are here together through the energy of our ancestors and the hope of building a better world, a Mother Earth where we can coexist as different cultures, exchanging ideas to redefine new concepts, new models of what we, as Indigenous people, understand as economic development.”
- “In Guatemala, we are encouraging investments and local development that can create local and national policies and economic development models, business development, marketing and productive chains, entrepreneurship coaching through the Escuela Maya de Negocios. (“*Maya Business School*”).
- “We call every one of you to join the Global Network of Indigenous Business Leaders”
- “Let’s walk together, shoulder to shoulder, foot to foot, bare feet under the sun, sharing the load and looking at the future”



Ivan Makil – founder – Generation Seven Strategic Partners (USA)

- My experience working in the private sector and in government allowed me to assist a number of Indigenous communities in the United States in economic growth and in helping to restructure governments so that they are more business friendly.
- Our company Generation Seven Strategic Partners believes in a philosophy of seven generation thinking, understanding of the impacts on our people, economically, socially, physically and spiritually.
- We promote healthy governments and the people, to ensure the health and safety of our people – the true measure of success.
- The World Indigenous Business Network was created from a protocol during the WIBF in Guatemala in 2014. To ensure greater connection and relationships to help one another.
- The network has developed a website hosted by the Indigenous Leadership Development Institute in Canada and all countries will create their own websites to connect to the main one.



- We are in the process of looking for options to bring to this network, we need your participation and expertise to be shared and to support and be advocates of this network.

Dr. Ernesto Sirolli

- At the 2016 WIBF conference in Saskatoon, I challenged the people to re-write Wikipedia’s definition of Indigenous development which was patronizing and essentially said, it is what the first world does for you. A team of 35 people got together and in English and Spanish re-wrote based on your discussions, and got Wikipedia to change it.
- Soon after I was asked to facilitate a discussion on different ways of financing Indigenous development, as defined through the declaration in Saskatoon.
- In my experience working in many countries worldwide, I notice that in the most rural places there are people with the most basic accommodation, but everybody has a mobile phone.
- This is an opportunity for Indigenous peoples not to have to go through creating infrastructure and jump through new technologies. We don’t need a bank; we need state of the art mobile banking.
- I specialize in building businesses, and knowing you is like discovering a jewelry box – you are incredibly rich, I guarantee when you start to look at your assets, it is breathtaking.
- I don’t see poverty; I see possibility of a new generation of Indigenous people retaining beauty of your thoughts. Let’s develop Indigenous economy and commerce that uses state of the art technology for personal and tribal freedom and to trade and communicate.



KEYNOTE PRESENTATION

Navi Radjou

- It is rare to see the two words “frugal innovation” together.
- Innovation is usually expensive, the next iPhone will cost one thousand dollars. You always think you need a lot of money, however it can be done cheaply. It is possible to bring these two concepts together.
- If you invest more in something does that mean you get more value for it? Recently we are seeing that is not true – in the US we spend money on health care and education with less in return. US spends most per capita on health



care and yet when you look at indicators like infant mortality – it has the highest rate.

- There are big problems to tackle in this world, yet money is being spent wastefully. We have to go back to where we come from – the roots to find answers.
- Look at scarcity as a good thing, with limited resources entrepreneurs in poor countries have a different mind-set. In India someone thought, what if I can make a fridge that runs without electricity and is biodegradable – this solution only costed 30.00.
- The poor people we call them, economically but they are resourceful and can transform constraints into possibilities.
- Using something that is abundant to create something that is scarce, there are examples around the world. Entrepreneurs use abundance to overcome scarcity. They recognize the glass is half empty, but they don't get intimidated by that.
- You access immense resources inside as a person, a community – intangible resources such as ingenuity, empathy, resilience, traditional knowledge, biodiversity and social capital.
- In Africa 80% of the people live without electricity, no reliable health care system but even in the remote locations 80% have mobile phones. Companies enable people to send and receive money using the mobile phone without having a bank account. They are leapfrogging from no banking to mobile banking.
- Jugaad Innovation – means ability to improvise clever solutions with limited resources.
- What do we mean by value? Economic, social and ecological value – think about all 3 at the same time. What if you can create something with 100x more value with 100x less resources.
- A portable incubator was created and keeps baby at a constant temperature in the bag for 6 hours, it is a 100x cheaper than an incubator. It's also high in value, can be shared, and it provides emotional connection as the mother can hold the baby. To date they have saved the lives of 30,000 babies and the goal is to save 1 billion babies in the next 5 years.
- How do we create more joy in the world and reduce suffering?
- Using frugal innovation to co-build a better society. More people are becoming value conscious and choosing to buy products that are environmentally friendly and willing to pay for these products, including buying locally.
- A new frugal economy powered by human energy and conscious citizens built on the pillars of sharing, making and reusing. Businesses and citizens learn to reuse resources, moving from a linear economy (wasteful) to a circular (reusable) economy.

- In Indigenous groups, that concept was always there, such as with the bison and the people using every part of the bison. We need to have this circular mindset and consciousness.
- This notion extends to reusing traditional knowledge, and take all knowledge and bring into the 21st century. An example is using the understanding of medicinal properties of plants and modernizing this. We are rich in traditional knowledge in Indigenous communities.
- In many cultures, they don't have a word to translate innovation, but all ancient cultures have a term for creativity. We think society and cultural value.
- You can tap into that innovative spirit and pioneer the frugal economy, through the pillars of sharing, making, and reusing.
- Don't try to replicate what has been done in developed countries, because it is being undone.
- I invite you all to co-build this conscious society to find the balance between being and having.

PANEL PRESENTATION: THE BUSINESS OF GREEN ECONOMIES

Felix Queupul, manager and business partner of RUKA ANTU Energías Renovables (Spanish)



“Today, 20% of Chile's interconnected energy grid comes from renewable sources.”

“Energy is the engine behind development and communities can generate and supply their own energy.”

“In 2015, The Department of Energy invited, for the first time in history, Indigenous communities to take part in their policy planning to the year 2050.”

“Indigenous communities are responsible to care for our environment and we contribute to the “Planes Nacionales de Cambio Climático” (“National Planning against Climate Change”) and the reduction of greenhouse gases.”

“The “Indigineering” concept is the application of western engineering to Indigenous processes with all of their moral, ethical, collective, sustainable and solidary values. And we can do this!”

“We can manage our resources, not for our own wealth, but for our future generations to thrive”.

“We have an opportunity to participate as Small Electricity Generating Cooperatives and safeguard our productive processes.”

Dr. Alexandria Wilson

- Idle No More, a grassroots Indigenous rights movement began with four women in Saskatchewan in 2012, realizing that the federal, provincial and some First Nation governments were slowly eroding the rights of Indigenous peoples and protection of the environment. Idle No More is now a global Indigenous movement and calls on all people to join in a peaceful revolution to honour Indigenous sovereignty and protect the land and water.
- As the movement grew, we realized similarities between Indigenous communities worldwide. A significant concern was housing. In Canada we have over 40,000 homes on reserve that are in need of major repair and shortages nationwide of 80,000 houses. Canada dropped from 1st to 8th on the UN health development index due to First Nations health and housing conditions.
- We decided that we would create action by building a house and called on people to help us. Those that answered the call were mostly women with no carpentry experience, but we built our first tiny home.
- Tiny homes are not the long-term solution to the colonial economic system rather we had to get to the root of the problem.
- We have a problem when we have homeless people living within the boreal forest, and our wood is being shipped elsewhere for other uses. Colonial economics is not working for us. Our economics had to address the resource extraction.
- In our community we are just one generation away from people who lived sustainable lifestyles off the land. We held a series of design labs with elders and community members to gain input on principles and design features for a sustainable village.
- We developed a framework with principles, to provide affordable housing, a system that is resilient to change, to provide trans-generational housing opportunities that enhances language learning and traditional knowledge transfer, and a system that is sourced, built and maintained locally as a form of economic development.
- We had our first blueprint of our prototype house – which won Top 5 Design of a Design Expo from thousands of others.
- We now have a 100-year plan to continue building, creating education curriculum and training, building additional hubs resulting in environmentally and economically sustainable housing in place.



PANEL PRESENTATION: SHARED VALUES – COUNTRIES ENTREPRENEURSHIP INITIATIVES

Pablo Pisani, Sustainability Manager, SQM (Spanish)

“The link between agriculture and productivity is very important in the region where we work”.

“Our expertise in farming products enables us to support our neighboring communities through the project “Atacama, Tierra Fértil” (“Atacama, Fertile Land”)”

“Social development, education, culture and historical heritage must go together. They are fundamental pillars of development for any community”

“We make projects that come from the communities and their people, in a cooperative manner and focused on these merging points”

“Farming is very difficult in the region and needs the involvement of various agents for it to succeed”.



Patricia Perez, Winner of a SQM grant fund. (Spanish)

Collector and producer of dehydrated medicinal herbs from Rio Grande to Socaire.

“I am very happy to have started this enterprise and explore this world of herbs”

“I am very proud to be a native woman and I hope that all the dreams you have concerning your business may come true, because it depends on us”.



Ricardo Vilca Solís, Entrepreneur (Chile)

Ada Zuleta, Jams and fruit pastes producer, “CKACHI HOIRI”, (“Sweet Land”) (Spanish)

“I come from Toconao, in the driest desert in the world. Where the metal shines, the sun hits hard and water is scarce. I work in agriculture and taking care of Mother Earth”.

“I want to leave a legacy to the future generations of my people, so they can see that life can be better thanks to a small Enterprise, but the main legacy is that they protect,



value and nurture the land because we have to take care of it so it can give us fruits”

“My enterprise is a family company called “DULCE TIERRA” (“Sweet land”). I rescue ancestral recipes and the use of the fruits from my community. Thanks to SQM training, chefs taught us to make different jams and fruit pastes.”

“Thanks to the technical learnings of my son, we could improve the yield of our fruit trees by using worm hummus. This allows us to have a sustainable production and a gourmet quality product.

PANEL PRESENTATION: REBUILDING NATIONS WITH GOOD GOVERNANCE

Peter Dunn



- Many Indigenous communities do not see business as compatible with their culture or the activities that colonials undertake.
- I have created several businesses for Indigenous peoples and I focus on large businesses not small
- From my experience, good relations are the best investment, for someone to facilitate an Indigenous community to grow a business. Good relationships build trust and increases ownership of an enterprise.
- I want them to participate in the economy of the country they live in.
- Indigenous peoples could not survive for thousands of years on their lands, without undertaking enterprise, trade, bartering and innovation. Think about it, how could they possibly not be involved in these?
- Culture and business can live together, culture can be integrated in Indigenous enterprises, we have seen many examples these past few days.
- I encourage the inclusion of women, youth and disabled people to be involved in enterprise and business, to be involved in the early stages.
- One more inclusion is of Indigenous people in developing countries, where they are the majority, the dynamics and politics are different. Let us embrace and include enterprise in developing countries, they largely live in severe poverty.
- I like big business for Indigenous peoples and I bring capacity partners, the owners and board members who are already successful. Some do want to give and grow an Indigenous business.
- Indigenous peoples need to dream about the future and work towards participation in their country’s economy.

One word to take away today is that Indigenous business is about participation in the economy rather than being separate from it.

- My vision for Indigenous enterprise is to see an Indigenous owned company in the top 100 corporations over the next 20 – 40 years.

Brad Jackson



- I2i development is an 100% Australian Indigenous owned formed in 2015 to create a commercial vehicle for Indigenous professionals and businesses to deliver foreign aid services (in a traditional way) within a managed operating structure.
- This project is delivered in Papua, New Guinea and creates a private sector based business model that will increase rural community economic development.
- The PNG Cocoa Industry is a unique design, not traditional as normally done, but through the eyes of an Indigenous company. I2i strategy is transformational, assisting rural communities to move from subsistence gardening to small business operators.
- Turned major constraints and barriers into an incentive driven business, through a new structure called the PNH Agriculture Company.
- Key transformation strategies such as new biogas technology to remove the need for fire wood which causes smoke taint, redesigned finance to support affordable micro lending to farmers, strategic relationships that strengthen positioning in the market, and youth entrepreneur group to work in and build confidence in the agricultural business.
- In the next five years we will increase household income of 20,000 cocoa farming families which will in turn act to stimulate the local economy.
- Beyond five years, to further increase the impact in excess of 130,000 farming families across diverse agriculture commodities. This many families impacts approximately 1 million Papua New Guineans
- The I2i difference is in our design and delivery process aligned to Indigenous community based values, introduces new ideas and creates scalable change. The relationships developed have created strong bonds and positive influence while building local skills, confidence and long-term health and wealth of the communities first.

Kim Wilson

- I don't have a business to promote but experience in how business for Indigenous peoples can emerge. In my thoughts that is not far away from your land and culture, Indigenous peoples distinguish them to their attachment to the land, where the resources are.
- In Australia, 30 years ago, you wouldn't find an Aboriginal business owned by Aboriginal people.
- Today Aboriginal business is a flourishing part of the industry, many emerged through dynamics of agreement making which were drive by recognition of Aboriginal interests in land 20 years ago which forced resource sector to deal with Aboriginal people.
- Negotiating the outcomes was always the development of business opportunities.
- There are many opportunities offered and appear in this space around resource projects. Some helpful recommendations include:
 - businesses that are important to the development of the project and
 - businesses generally that the companies may be prepared to assist with and promote.
 - It's always important to examine opportunities and be clear minded about what is being offered, and your capacity to deal with it.
 - Make sure that there is a proper due diligence around opportunities. If its new, then the business plan is well worked out and independently assessed.
 - Look at opportunities and introduce concepts of your own – if you feel you can be successful in another area, push for that outcome.
 - When developing business in resource agreements understand what is happening in the community you represent. Ensure community is involved and understands the benefits from the beginning, so as not to create misunderstanding, dissention and factions.
 - Role of companies is not just providing money – the relationship required to back business up is a deep one, a lot of businesses do not understand how much their Indigenous partners would like them to be involved. Be clear in your expression to your companies you deal with.
 - Relationships are important. The greatest inhibitor is how do you change the attitude of the majority or dominant interest in any transaction? In Australia, Indigenous communities invited the senior executives of top companies to live in their community for a week. Since practicing this for a decade. This has proven successful with many having participated in process, they get to see the good, bad and ugly of the community. The Indigenous leaders to get to talk with them as equals.



- You need to be honest in your assessment of what the business is, clear with your purpose and insist on your comfort levels in terms of attitude by the companies towards you and your community, and inside your community you need to do the hard work.

Rachel Petero

- Always humbling to speak and have a space with Indigenous peoples, we are all connected.
- There is great governance going on between Maori and the government.
- A current initiative is a program which name means to make with your own hands, on economic development. We are seeing big visions, future focused, our aspirations, good leadership, great governance and seeing outcomes based policies.
- We have five rounds of a strategy: employment, enterprise, regional initiatives, responsibility, and partnering with key strategic partners.
- We have people coming together to work together as one and it is exciting for us, as we stand here today, we introduced a brand-new government. We now have 18 Maori in our government today, and that is a big achievement.
- One of our outcomes is to do more business globally. We have a lot of expertise and can share our knowledge with you, so the lessons we learned – you don't have to go through those, we are open to conversations on partnership.
- Our Maori tourism industry, was started, learned and owned by the people. When you come to our lands, you will experience Indigenous tourism that is giving back to your family and tribal areas economically, socially and environmentally.
- It's a beautiful thing to experience, you will be welcomed by a sacred process, you come as visitors and when you have gone through the welcome process then you become one of us.
- You will then get to see how we utilize the natural energy, such as geothermal this is our success story that you can utilize.



ANNOUNCEMENT

LEGACY ANNOUNCEMENT FOR WIBF 2017

Diego Ancalao, Planning Committee Member WIBF (Spanish)

“For the son of a mapuche farmer, being here in this forum was something very difficult to imagine a few years back”.

“Chile is in the 38th place of development according to the World Development Forum index, but our Mapuche people are in the 144th place, like Bangladesh. As we speak, there are 90,000 families in the Araucanía region that do not have their basic needs met.”

“It does matter to be a Mapuche, a Canadian, an Aymara. We are here because our ancestors fought and died so that we could be here. They resisted so that our culture stayed alive. We have a historical duty with our ancestors. We must help our people thrive with unity, leadership, bravery and preparation. This is why I’m proud to be here for you”

“We cannot live from the leftovers of the state. It is both our responsibility and the state to recognize the treaties they signed with our people, as it has happened in Canada, New Zealand and The U.S.A”.



“We must find our common bonds as people, as Mapuche, as natives from Latin America, over our personal, party and economic differences. This is why I want to thank the WIBF for setting up a branch office and franchise here in Chile. The Chilean Indigenous Development Institute, a branch of The Canadian Institute”

“As Dr Sirolli said “Indigenous people were not poor, they were impoverished” which is very different. It means that we were deprived of our raw materials, of our sovereignty over them, there were state laws that took our territories from us”

“In order to succeed, we must recover those territories, those resources”

ANNOUNCEMENT – WIBF 2018 AUCKLAND, NEW ZEALAND

Monty Morrison

We welcome you to New Zealand, a warm welcome awaits you. We extend our Maori culture for when you come. You will know as we have experienced here, you are all unique people, you will see what makes us unique and special.



CONCLUSION

CLOSING REMARKS

Robert Campbell

It will be a stellar event next year in New Zealand as it was here in Chile.

What we heard today, how this forum has kickstarted new business and thinking, using existing technologies such as mobile



phones for mobile banking, Navi’s presentation and notion of reusing and innovation and ability to find all this incredible knowledge at a local level. The business of green economies is important, using local resources to build local economies with traditional and cultural knowledge. We heard about the great entrepreneurship here in Chile through working together and community enterprises. We heard from wonderful examples in Papua, New Guinea, Australia, and New Zealand, overcoming challenges, and creating partnerships and new opportunities.

THANK YOU TO OUR SPONSORS!

PREMIER SPONSORS



PRESENTING SPONSORS



PLATINUM SPONSORS



GOLD SPONSORS



SILVER SPONSORS



BRONZE SPONSORS



WELCOME RECEPTION SPONSORS



MEDIA PARTNER

elmostrador

mark
your
calendars!

WIBF 2018

Energy Events Centre • Rotorua, New Zealand
October 9th –11th, 2018

FOR MORE INFORMATION, VISIT US AT www.wibf.ca