



Center photo by Kukuktinniq Photography



Indigenous and Northern Services

Catalyste+ is a Canadian economic development organization. We collaborate with Indigenous businesses, governments and community organizations to strengthen capacity and advance inclusive economic growth. In a collaborative, consultative and coaching approach, expert Catalyste+ Advisors share their knowledge and expertise to assist clients in achieving their immediate and long-term goals.

Our Approach

Our work is driven by a holistic approach developed in partnership with our clients.

Our collaborative approach involves understanding our clients' priorities, recruiting the right expert to provide support and building capabilities so that our clients are empowered and well positioned for sustainable growth and prosperity.

We meet the specific needs of our clients in leveraging skills, completing projects and creating plans and strategies. We deliver short-term and long-term projects from implementation to completion, including trouble shooting.



Whether you're looking to reach new markets or secure economic opportunities, we'll match you with the right industry expert — one of our Catalyste+ Advisors — to help you succeed.

Our 1,500 Catalyste+ Advisors are Canadian senior-level professionals with extensive expertise from both the private and public sectors. Our diverse roster of volunteers includes Indigenous leaders, professionals and entrepreneurs. Leveraging an average of 20 years of experience, Advisors have been providing mentorship and advisory services to Catalyste+ partners and clients for over 50 years.

Our Clients

- Indigenous governments
- Indigenous-led community and non-profit organizations
- Indigenous and Northern entrepreneurs
- Indigenous economic development corporations and Indigenous Trusts
- Community (First Nation or band)-owned micro, small and medium-sized enterprises

Our Services

- Coaching and mentorship
- Training and workshops
- Project management advice
- Product and service development advice



Our Advisors Are:

- Focused on capacity building.
- Committed to operating in a collaborative and culturally-sensitive manner.
- Passionate about giving back.
- Grateful for the opportunity to share their knowledge and expertise, learn from our clients and make a meaningful impact

Photo top right: Cowichan Tribes and Catalyste+ Advisor Ron Grainger

Photo left: Nunavut Qiviut

Our Areas of Expertise

Supporting Local Governments & Organizations

Project Management

- Defining goals
- Developing project timelines
- Assessing risks and restraints
- Managing resources and personnel

Strategic Planning

- Completing an organizational review
- Defining a mission and setting goals
- Facilitating team processes
- Ensuring that all resources, processes and stakeholders are aligned with organizational goals

Proposal Writing

- Defining goals
- Identifying stakeholders
- Raising funds
- Engaging potential clients
- Proposing new projects, products or services

Human Resources

- Administration
- Management
- Conflict resolution
- Employee engagement
- Performance management
- Policies and procedures

Our Experts Also Build Capacity In

- Board Governance
- Organizational Development
- Change Management
- Communications
- Monitoring and Evaluation
- Land Use Planning
- Financial Policy and Procedures
- Gender Equity and Diversity Training
- Fundraising and Resource Development
- Social Enterprise Development

Supporting Economic Development and Community-Owned Enterprises

Business Development

- Pursuing strategic opportunities
- Cultivating partnerships and commercial relationships
- Business-to-Business transactions
- Identifying new markets for products or services
- Lead generation
- Solution selling and direct sales

Marketing

- Defining a market position
- Conducting a customer analysis and advising on product/service refinement

- Advertising and promotional methods
- Building customer loyalty and engagement
- Branding

Finance

- Addressing financial questions and concerns
- Financial planning
- Budgeting
- Advising on cash and cost management and investment management

Tourism and Hospitality

- Customer service skills
- Specialized training for guides, heritage interpreters and tour coordinators
- Recreation and entertainment
- Destination management
- Eco-tourism and travel services

Our services come at no cost to eligible clients. However, in some cases, where needed, travel and accommodation must be covered by the community or client.



***“It was great to have business experts guide
and help me throughout the process.
My Catalyste+ Advisors were instrumental
in getting our plan off the ground.”***

– Jocelyn Skeard, Assistant Manager and Tourism Officer,
Pedzéh Kí First Nation

Get in Touch With Us Today!

Call or email **Stacia Kean**, Director of Indigenous and Northern Services, at:

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 - **Toll-free:** 1-800-268-9052 ext. 4113
 - **E:** skean@catalysteplus.org
- or visit catalysteplus.org/our-work/programs/indigenous-and-northern-services to learn more.

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Cover photos L to R: Dakota Sipie, Sipie's Mobile Wash; Travis Mannik, Mannick Electric; Inuujaq Leslie Fredlund, Maybe Somewhere; Catalyste+ Advisor Roger Wheelock & Kylik Kisoun Taylor, Tundra North Tours; Catalyste+ Advisor Lisa Burley & Lauren Nevin, Qaujigiartiit Health Research Center



Catalyste+ gratefully acknowledges financial contributions from the Government of Canada.