



MAKIVVIK CORPORATION ECONOMIC DEVELOPMENT DEPARTMENT

WASHINGTON, DC
NOVEMBER 17, 2022

Presented by: Andy Moorhouse
Vice President – Economic Development
Montreal, QC

MAKIVVIK AND ITS HISTORY – GAINING CONTROL OF OUR HOME LAND

- **Makivik, which in Inuktitut means “To Rise Up,” is a fitting name for an organization mandated to protect the rights, interests and financial compensation provided by the 1975 James Bay and Northern Quebec Agreement, the first modern comprehensive Inuit land claim in Canada, and more recently, the offshore Nunavik Inuit Land Claim Agreement that came into effect in 2008.**
- **The Corporation’s distinct mandates ranges from owning and operating large profitable business enterprises and generating jobs; to social economic development, improved housing conditions, to protection of the Inuit language and culture as well as the natural environment.**



Makivvik's Economic Development

How it all Started:

Hydro-Quebec – hydroelectric Damming of the Caniapiscau and La Grande Rivers

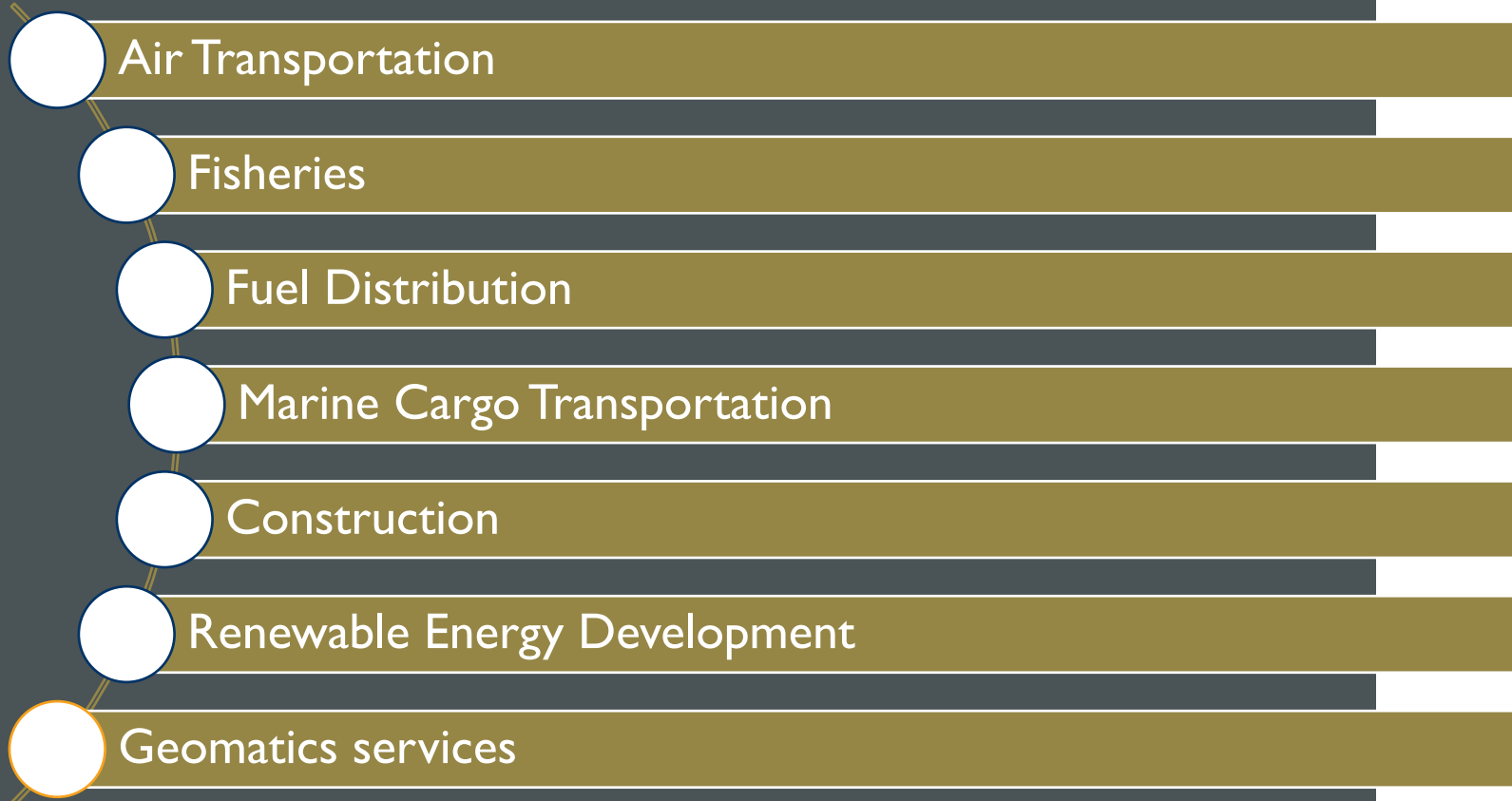
Negotiations with Quebec and Canada leading to the JBNQA

\$92M compensation through the JBNQA, used to invest into new business ventures

MAKIVVIK'S TAKE ON BUSINESS DEVELOPMENT

Business Development at Makivvik – a way to generate economic returns to improve the lives of our people and our communities

Main activity sectors today:



AIR INUIT LTD.



- 1975 – Makivvik recognized the need for an economic base to ensure Social and Economic Development for Nunavik Inuit:
- A need for better and more reliable transportation resulting in the creation of Nunavik's life line, Air Inuit – 100% Inuit-owned by Makivvik
- The creation of Air Inuit allowed us to bring people closer together, generate profits, expand our network over time, and create local employment
- From one single engine aircraft in 1978 to a total of 31 airplanes in 2022 including:



CANADIAN NORTH



- Makivik Corporation purchased First Air in 1990, consolidating its aviation portfolio to include the major Arctic passenger, cargo, and charter carrier. The merger to create the New Canadian North was announced by Makivik Corporation and the Inuvialuit Development Corporation on September 28, 2018.
- On November 1, 2019, the merged airline began operating under a unified brand, with full integration of all flight operations in 2021.



NUNAVIK FURS TANNERY



BUSINESS

Nunavik Furs is an initiative started by Makivik to encourage more small enterprises in tanning and taxidermy.

EDUCATION

A series of tanning training programs across the communities in 2003-2004 evolved into a tanning facility located in Kuujjuaq that process furs from across the Nunavik region with some from other Inuit regions.

TRAINING

Nunavik Furs continues to provide training opportunities to Inuit in collaboration with our regional school board, Kativik Iisarniliriniq



HALUTIK ENTERPRISES INC.

Main Sectors of Activity:

- Fuel Distribution
 - Heating Oil – Diesel
 - Gasoline
 - Jet A-1 Aviation Fuel
- Vehicle Maintenance and Repair Garage
- Snow Removal
- Real Estate

Halutik is the main provider of diesel, gasoline, and aircraft fuel in Kuujuaq. The total distribution is over 18-million liters annually and has been steadily increasing despite recent declines in mining exploration and the outfitting industry.



Nunavik Geomatics

NUNAVIK GEOMATICS

100% Inuit-owned
Geographic
Information System
(GIS) Consulting Firm

State of the Art
Mapping and
Spatial Analysis
Services

Project
Management, Data
Collection, Aerial
Inspections, and
collection of
Traditional
Ecological
Knowledge (TEK)



LP[®]Λ[®]
Société Makivik
Makivik Corporation

KAUTAQ CONSTRUCTION



Kautaq Construction is 100% owned by Makivvik Corporation - Created in 2011

Activities focused on the design and construction of various development projects across Nunavik

Residential, Commercial, Multi-Purpose, and Institutional Buildings

Building Pads and Site Access Preparations (housing foundations)

Breakwater Infrastructures and Port Facilities

Turn-key services for Private Home Construction

MAKIVIK CONSTRUCTION DIVISION

SOCIAL HOUSING

Non-Profit

- The Construction Division is a not-for-profit section of the Construction Division aimed at developing social housing for Nunavik Inuit at cost

Maximizing Funding

- To maximize the federal funding made available to develop as many social housing units in Nunavik to tackle the large housing shortage

Training & Employment

- To ensure Inuit working in the construction industry develops the necessary skills and hours from Apprentice to Journeyman and eventual fully certification recognition



LP[®]Ab
Société Makivik
Makivik Corporation

NEAS – MARINE SHIPPING



- NEAS Group - Marine Transportation
 - The NEAS Group is composed of three entities: Nunavut Eastern Arctic Shipping Inc., Nunavik Eastern Arctic Shipping Inc., and NEAS Inc.
- NEAS – Nunavut Eastern Arctic Shipping
 - Established in 1998 and headquartered in Iqaluit, Nunavut Eastern Arctic Shipping Inc. providing reliable services for customers across the Baffin, Kivalliq and Kitikmeot regions of Nunavut.
- NEAS – Nunavik Eastern Arctic Shipping
 - Nunavik Eastern Arctic Shipping Inc. was established in 2011. It is majority owned by Makivik Corporation and provides sealift for the 14 Nunavik communities.
- NEAS Inc.
 - NEAS Inc. is the operating company and is owned jointly by Makivik Corporation and Transport Nanuk Inc., a joint-venture between Logistec Corporation and The Northwest Company.



LP^éAb
Société Makivik
Makivik Corporation

UNAAQ FISHERIES

- Makivik has a well established and successful reputation in the northern fishing industry and, as far back as 1978, has successfully researched and developed a viable shrimp fishery in Hudson Strait and Davis Strait.
- Over the years, with our partners, Makivik has trained Inuit crews and developed joint ventures with major national and international fishing companies.
- Through Unaaq Fisheries, Makivik shares a shrimp licence with Qikiqtaaluk Corporation of Nunavut. Makivik is also a full owner of an additional licence. Through Royalties Agreement, both licences are fished by Newfound Resources Limited, a Newfoundland-based company.



PAN ARCTIC INUIT LOGISTICS (PAIL)



PAN ARCTIC
INUIT LOGISTICS
CORPORATION

- Makivik is one of seven Inuit corporate partners that comprise Pan Arctic Inuit Logistics (PAIL). PAIL is 100 percent owned by the Inuit in the four land claim settlement regions. It was formed in 2001 and holds a fifty-fifty partnership with Atco Frontec and Nasittuq Corporation. Nasittuq and PAIL operate the North Warning Defense System under contract to the Department of National Defense.
- PAIL is 100 percent owned by the Inuit in the four land claim settlement regions.



TARQUTI ENERGY



- Tarquti Energy Corporation is an historic joint venture between the two main economic development organizations in Nunavik – la Fédération des Coopératives du Nouveau Québec (FCNQ), and Makivik Corporation. It is a 100% Inuit-owned company.
- Objectives of Tarquti Energy Corporation include:
 - Allow Inuit to control the long-term development of renewable energy in Nunavik and ensure projects are environmentally sound and tailored to each community's needs.
 - Favor Inuit employment and promote economic development in Nunavik by ensuring returns from activities in the region are invested in Nunavik.
 - Ensuring Landholding Corporations and Co-ops are involved in local projects by reserving participation opportunities for these organizations.
 - Develop a knowledge base and Inuit expertise in the field of renewable energy.



OTHER INITIATIVES WE ARE WORKING ON
TO ENSURE ECONOMIC PROSPERITY FOR
THE INUIT OF NUNAVIK



LP^éΛ⁶

Société Makivik

Makivik Corporation

NUNAVIK PROCUREMENT POLICY



Québec 

Prioritizing the
awarding of Public
Contract to Nunavik
Inuit Businesses

Ensure Growth
of Inuit
Businesses in
Nunavik

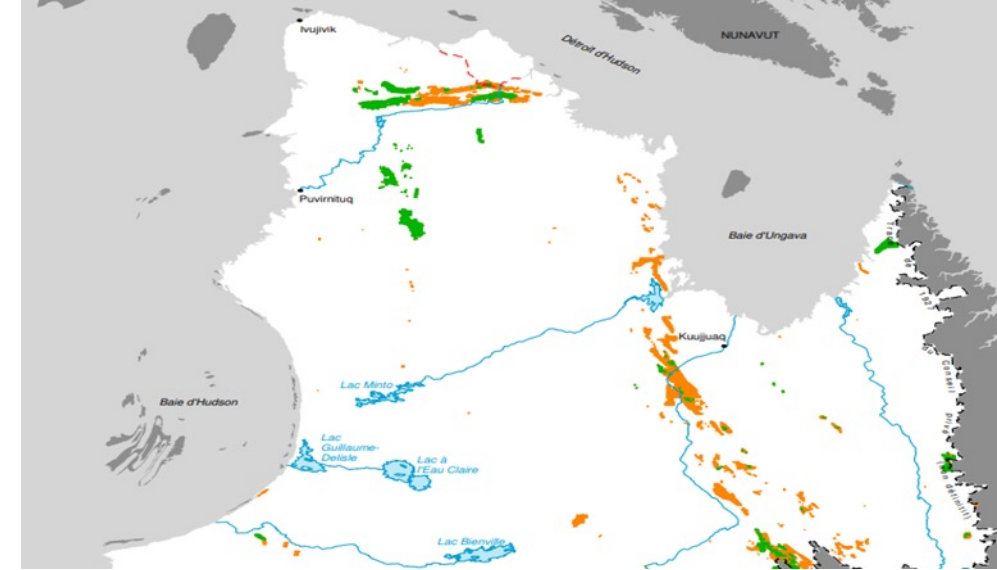
Maintain and
Improve
Implementation of
Procurement
Commitments in
Land Claim
Agreements



LP^éAb
Société Makivik
Makivik Corporation

MINING DEVELOPMENT

- Nunavik has two mines operating in the region with many more exploration companies looking to develop Mines.
- As part of our IBA Initiatives, Makivvik is seeking to develop subsidiary companies to capitalize on the services the mining companies would need in order to operate
- As there are many opportunities in the Mining activities, Makivvik will also ensure support is made available to the local business community, including collective businesses, is supported for their businesses to have opportunities in the Mining Sector as well
- Two advanced Exploration initiatives are worth mentioning which are both Rare Earth Mineral Deposits which include ASHRAM south west of Kuujjuaq as well as TORNGATS on the Quebec and Labrador Border.



LP^{co}Ab
Société Makivik
Makivik Corporation

13. NUNAVIK ARTISAN COLLECTIVE – BUDGET 15.147

Objective: *Ensure that two (2) artistic workshops are offered in 2022-23. The first will primarily focus on visual arts development and the second will be focused on performing arts. We will also focus on creating an Artistic Association to be implemented in the following year.*



Funding: *\$75,000 from the Canada Council for the Arts*

INSHORE MARINE DEVELOPMENT

- As a new initiative, we are looking to develop In-Shore Marine Development
- Mussels, Scallops, Clams and many shellfish are abundant in many of our communities
- Develop Char, Trout, White Fish supplies responsibly



LP[®]Ab
Société Makivik
Makivik Corporation

COMMUNITY ECONOMIC DEVELOPMENT PLANS



Many of our infrastructures are outdated and inefficient



Capital Funds are one of the most challenging funds to secure



Our communities do not have local support services such as Nunavik Economic Development Officers in our communities



As part of our initiative, we hope to realize the following

- Develop Community Economic Development Positions
- Develop Infrastructure as Business Incubation Centers
- Capitalize on Nunavik's New Connectivity Infrastructure
- To improve the Quality of Life for Nunavimmiut
- Re-Paving of Roads

THANK YOU

Andy Moorhouse

Vice President of Economic Development