

PILIRIQATIGIIKTA
LET'S WORK TOGETHER



AGENDA

- Northern Mine Operations: so much more than mining!
- Starting a business
- Potential business opportunities for entrepreneurs and start-ups
- Contract tailoring
- Ask Agnico Eagle



MINING: WHAT COMES TO MIND?



Heavy duty equipment



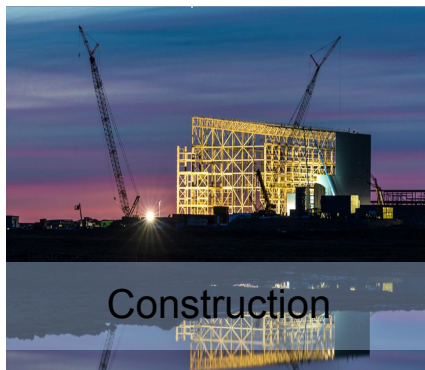
Working underground



Processing gold

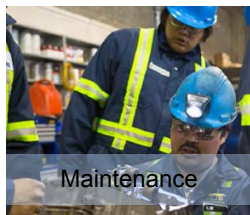
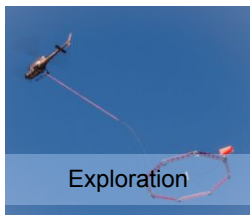
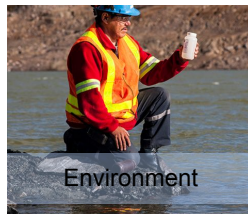
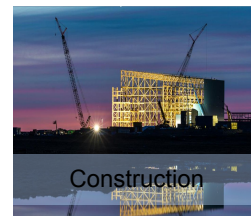


Building roads

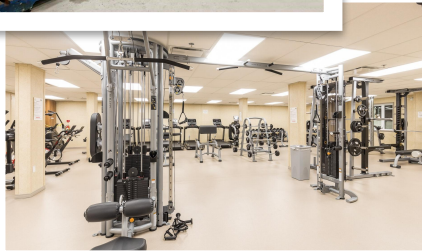


Construction

MINING: THE REALITY



MINING IN NUNAVUT: SO MUCH MORE THAN MINING!

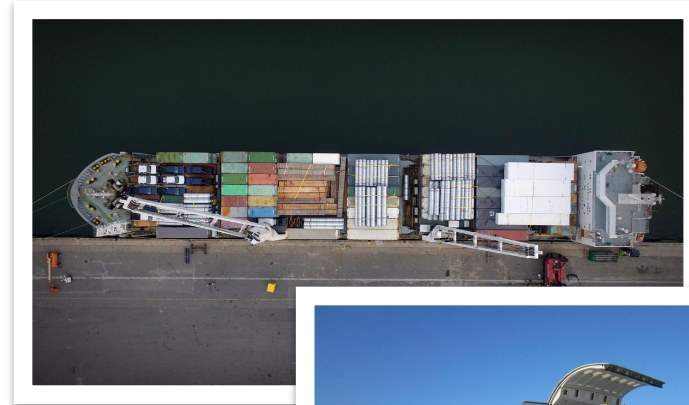
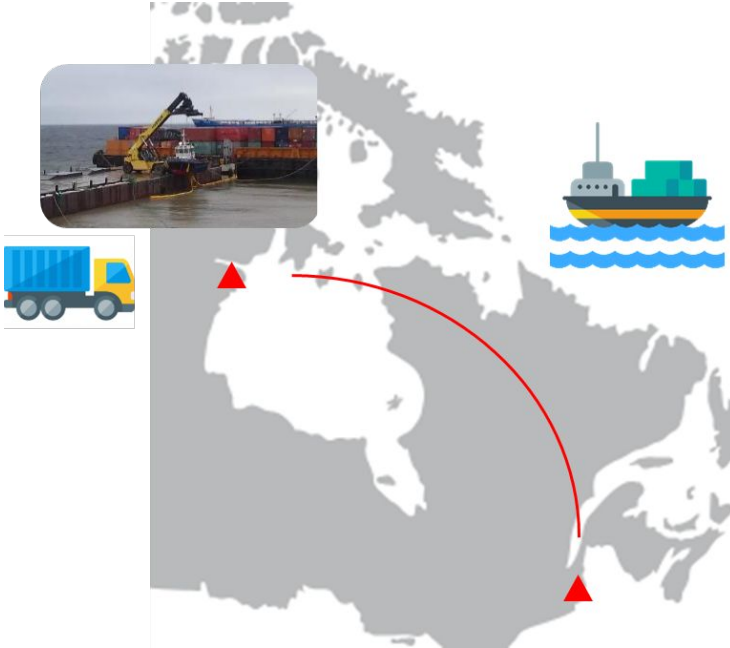


MINING IN NUNAVUT: SO MUCH MORE THAN MINING!



MINING IN NUNAVUT: THE CHALLENGE

The challenge: goods and services are often not readily available



AGNICO EAGLE SUSTAINABLE DEVELOPMENT



- We aim to contribute to the social and economic development of sustainable communities associated with our operations. We support local communities and their sustainability through measures such as development programs, **local sourcing of goods and services** and employment of local people.
- Effective, ongoing partnerships with Inuit Firms and communities in the Kivalliq region are **important for the successful development and operations of our projects**. Agnico Eagle has established clear principles that guide our approach to procurement, which are designed to **enhance opportunities for Inuit Firms** and communities to benefit from our projects.



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STARTING A BUSINESS

WHAT IS A BUSINESS?



- An organization **where goods and services are exchanged** for one another or for money
- Every business requires some form of **investment** and enough **customers** to whom its output can be sold on a **consistent basis** in order to make a profit

Ways for businesses to benefit from Agnico Eagle projects

1. **Direct Supplier:** pre-qualify and supply a service or good **directly** to Agnico Eagle
2. **Business (non-supplier):** a business that may not directly supply a service or good to Agnico Eagle, but can benefit **indirectly** from the Operations

RESOURCES FOR BUSINESSES



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Atuqtuarvik Corporation

Phone: 867-645-5900 Email:

info@cnbosc.ca

Investment Company

Loan Programs from \$150k to a max of
\$3M

www.atuqtuarvik.com

Canada Nunavut Business Service Centre

Phone: 1-800-499-5199

Resource centre for entrepreneurs and
small businesses

business startup, marketing/sales
resources, licensing, business planning

Nunavut Development Corporation

Phone: 867-645-3170

Equity Financing, Short term loans,
business support

www.ndcorp.nu.ca

Kivalliq Business Development Centre

Phone: 888-645-2126

Supports business development in rural
areas, Supports Indigenous business
development

Full loans support small-medium size
business up to \$150k Micro loans of \$3k to
\$12k

Entrepreneurs get full access to business
counselling services

Nunavut Business Credit Corporation (NBCC)

Phone: 1-888-758-0038 Website:

www.nbcc.nu.ca

NBCC provides up to \$1,000,000 venture
debt financing to small and medium-sized
businesses through such instruments as
loans, loan guarantees, bid security and
investment placement.

Nunavut Business Credit Corporation

Phone: 867-975-7801 Email:

credit@nbcc.nu.ca

Lender of Northern opportunity - If you own
a Nunavut-based business, Nunavut
Business Credit Corporation (NBCC) may
be able to help you obtain the debt
financing you need to help your business
grow and succeed.



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**POTENTIAL IDEAS FOR INUIT
FIRM START-UPS**

POTENTIAL IDEAS FOR START-UPS:



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Painting Business



- Repainting hallways and offices

•*What you'll need:* manpower, painting supplies, paint could be procured by company or supplied by site

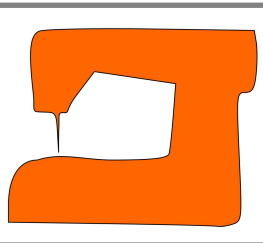
Signage Printing Business



Printing and supplying signs for roads, buildings, etc.

What you'll need:
Digital printer and facility space, a computer, computer and design skills

Work Clothing Repair



- Repairing coveralls, boot covers, and other work clothing

•*What you'll need:* sewing equipment and a facility (1 sewing centre) or administration (multiple sewing facilities)

Surveying



Surveying manpower for exploration or operations

What you'll need: GPS/total station equipment and survey college/university degree

Light Vehicle & Small Engine Repair



What you'll need: car workshop, mechanics or mechanical skills

POTENTIAL IDEAS FOR INUIT FIRM START UPS



- If you are looking for more ideas, here are some options:
 - Consult the **Categories List** on www.aemnunavut.ca. The Categories List has all the categories of work that Agnico Eagle contracts.
 - You can ask us to know which contract categories may not yet have Inuit firm suppliers (strategic.procurement@agnicoeagle.com)
- Also consider:
Developing branches: Agnico Eagle is connected by road to Baker Lake and Rankin Inlet, therefore there are opportunities to create branches of businesses in these communities



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CONTRACT TAILORING

CONTRACT TAILORING

- What is **tailoring**?
Modifying a planned scope of work for a contract which results in **smaller feasible** scopes of work which would encourage Inuit Firms to successfully participate in the tendering process (IIBA)
- Agnico Eagle is always looking for ways to tailor contracts to include Inuit businesses and welcomes input from the supplier and entrepreneur community





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ASK AGNICO EAGLE

STRATEGIC.PROCUREMENT@AGNICOEAGLE.COM