

# Inside DNV

Newsletter  
1st Edition  
March, 2005

## **IN THIS ISSUE:**

Page 1.....Introduction Letter

Page 2..... Customer Service  
Directory  
Financial Services

Page 3.....Financial Services  
"First Nation Patient /  
Venture Capital Fund"

Page 4..... Youth  
"A Hitchhiker's  
Guide to Business"

Page 5..... Youth  
"Sundog Retreat"

Page 6.....Community Involvement  
Youth  
"Adventures in Business  
- Exploring New Directions"

Page 7..... dāna Nāye Ventures  
History

Page 8.....dāna Nāye Ventures  
History (cont'd)  
Comments &  
Contact Information



dāna Nāye Ventures is a Yukon based, Aboriginal controlled institution that encourages business development by providing developmental finance and business training to entrepreneurs.

## **Welcome to the First Edition of dāna Nāye Ventures' Newsletter, *Inside DNV!***

This newsletter was prompted by you - our clients. Many people have expressed a real interest in learning more about the history of dāna Nāye Ventures. I have also heard that you want to know more about what we do, particularly in terms of loans and venture capital.

dāna Nāye Venture's goal is to promote the creation of new businesses and support the expansion of existing ones through various loan programs, venture capital funds and business training programs that are all designed to help the Aboriginal and non-Aboriginal business person.

We believe in developing people as the key resource to building successful businesses. We continually strive to improve our services and maintain our position as one of the top-ranked Aboriginal Financial Institutions in Canada. We also have a very active Youth Program.

Our dedicated staff work hard to reach our goals and to help our clients achieve their dreams. We would like to continue this newsletter on a quarterly basis as one of the ways of staying in touch with you. We will keep you up to date on current events, special projects and on our staff and their initiatives.

We want this to be your newsletter. We welcome your comments and feedback, and look forward to serving you in the future!

**Elaine Chambers**  
General Manager



March 2005 • Page 1

**dāna Nāye  
VENTURES**



# dāna Nāye Ventures Customer Service Directory



# Mark your Calendars!

## General Manager

Elaine Chambers

## Financial Services

- Wayne McLennan - Manager Financial Services and Yukon Venture Group
- Holly Underschultz - Financial Services Officer
- Heinz Ter Voert - Financial Services Officer
- Norma Kobayashi - Aboriginal Business Canada Delivery Officer
- Julianne Roberts - Micro Loan Coordinator
- Kim Dickinson - Investment Associate, Yukon Venture Group

## Corporate

- Sarah Steinberg - Manager Finance & Administration
- Corain Driscoll - Accounting Officer
- Jordan Wedge - Administrative Assistant

## Program Support / Business Services and Training

- Janice Williams - Business Services Officer
- Robin Dyer - Bookkeeper
- Kim Solonick - Self Employment Coordinator
- Gerri Thomas - Youth Services Coordinator
- Colleen Johnson - Administrative Assistant

dāna Nāye Ventures  
409 Black Street  
Whitehorse, Yukon Y1A 2N2  
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1-800-661-0448  
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Website: [www.dananaye.yk.net](http://www.dananaye.yk.net)

## ***"DEVELOPING AND BUILDING A SUSTAINABLE ECONOMY"***

Yukon and Northern B.C. First Nation Economic Conference/  
Summit and Tradeshow  
**"Developing and Building a Sustainable Economy"**  
**March 14-17, 2005, High Country Inn, Whitehorse**

Don't miss this exciting event! For registration,  
please call Deborah Dupont (867) 393-4434 or email  
[deborahhd@whtvcable.com](mailto:deborahhd@whtvcable.com)

## **Yukon First Nations Implementation Fund Trust**

The private Capital Fund invests in Yukon First Nations beneficiaries and businesses that improve local economies and provide employment opportunities. This fund was created in January 2001 to preserve the implementation money flowing from Chapter 28 of the Umbrella Final Agreement.

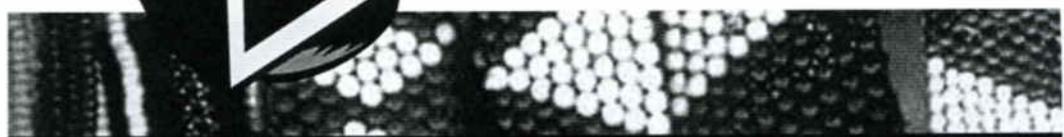
The fund may invest by way of common or preferred shares or patient loans. Your business must provide a minimum Return on Investment (between 7-10%). Minimum investment is \$20,000 to a maximum of \$100,000.

We encourage all Yukon First Nations, Yukon First Nation beneficiaries and Yukon First Nation controlled entities to apply if they are interested in starting, buying or expanding their business!!

**For more information, please contact the Private Capital Fund c/o dāna Nāye Ventures at 1-800-661-0448 or via email: [kdickinson@dananaye.com](mailto:kdickinson@dananaye.com) Tel: 668-6925 / Fax: 668-3127**



# Financial Services Programs



## *What is dāna Nāye Ventures First Nation Patient / Venture Capital Fund?*

The fund was designed to provide First Nation businesses with access to capital and to help decrease their dependency on Government grants and contributions. It was established in partnership with the Department of Indian Affairs and Northern Development Canada (DIAND) in 2000. The maximum amount available for any one project is \$250,000.

Developmental risk capital can be like equity in that it is unsecured, or it can be like debt with repayment generally defined at the outset and return to the investor normally in the form of interest payments, royalties or revenue sharing. This being a "patient fund", repayment schedules are tied to the performance of your business and can be held off for a year if needed.

dāna Nāye Ventures recognizes the challenges faced by Aboriginal businesses as well as the broader developmental goals of First Nations. Our expectations relative to returns are therefore lower than a venture capitalist and we value non-financial returns such as job creation within the communities.

*For more information, please contact Kim Dickinson*

***DID YOU KNOW?***  
**dāna Nāye Ventures means "making money grow"**



# Youth



## *First Nations' Coordinators' Workshop Feb 9th and 10th*

**On February 9th and 10th, dāna Nāye Ventures hosted the "First Nations' Coordinators' Workshop" – A Hitchhiker's Guide to Youth Business in Whitehorse....**

Gerri Thomas, the Youth coordinator for dāna Nāye Ventures was very pleased with the workshop. "Our intent is to work with the youth coordinators from all communities in Yukon and Northern B.C." These coordinators, in turn, will work with Youth to help them find opportunities for employment and personal growth"

The workshop covered a wide range of topics with very interesting and inspirational guest speakers:

- Judy Thrower of the Youth Directorate of Government of Yukon, on the many youth organizations and services available to our youth.
- Susie Ross, YTG Health, on the importance of health and exercise to successful enterprise.
- Shirley Frost, Aboriginal Workforce Participation Initiative: "We have to start working with our Youth to make sure they are trained for the workforce."
- Robin Dyer, Business Service Officer from dāna Nāye Ventures. Robin is able to offer bookkeeping, tax services and is generally available to help small businesses and entrepreneurs that come through dāna Nāye Ventures' programs.
- Norma Kobayashi and Natalie Oles, dāna Nāye Ventures, on how Aboriginal Business Canada's loan program can help...for more information, please visit [www.abc.com](http://www.abc.com)
- Kim Solonick, dāna Nāye Ventures' on Self Employment Program sponsored by HRDC. This program is designed for unemployed individuals who want to pursue a future in business ownership.
- Julianne Roberts, dāna Nāye Ventures discussed the benefits of the Micro Loan Program.
- Kim Dickinson, dāna Nāye Ventures showed the participants the ins and outs of "proposal writing".

### *WHEN ASKED WHAT THEY TOOK AWAY FROM THE CONFERENCE...*

**"It was all about networking and understanding what programs and services are offered in the Territory for Yukon Youth"**

**"The freedom for dialogue - what a wonderful introduction to dāna Nāye Ventures!"**

### **Upcoming Training**

You may want to upgrade your current skills or learn something completely new for Spring! dāna Nāye Ventures offers training in business performance. We can help you. We look forward to seeing you at one of our upcoming courses:

**The New Spring Schedule will be available soon.....please visit our website [www.dananaye.yk.net](http://www.dananaye.yk.net)**



# Sundog Retreat

*"It's a wonderful place to share our ideas and learn from each other" . . . Scott James*



For the second year in a row, dāna Näye Ventures is participating in the Sundog Retreat - A fantastic opportunity for youth under 30 to pursue self-employment as they learn to carve at the first class training center 25 minutes north of Whitehorse. Scott is one of seven participants who are learning about creating art from some of the Yukon's best carvers.

The program started in November and will run until September 2005. In addition to receiving the carving tools to get them started, they also learn business skills to help them sell their work and start a career as a carver. As a bonus, each student receives a small salary each week to help them as they learn their new trade. In return, the students give a commitment to practice carving all year and keep substance-free during sessions at Sundog retreat.

[www.sundogretreat.com](http://www.sundogretreat.com)

**Sundog**  
RETREAT

## ON THE LIGHTER SIDE.....

*A Financial Services Officer, an Executive Assistant and the General Manager are walking to lunch when they find an antique oil lamp. They rub it and a Genie comes out in a puff of smoke. The Genie says, "I usually only grant three wishes, so I'll give each of you just one."*

*"Me first! Me first!" says the Financial Services Officer. "I want to be in the Bahamas, driving a speedboat, without a care in the world." Poof! He's gone.*

*In astonishment, "Me next! Me next!" says the Executive Assistant. "I want to be in Hawaii, relaxing on the beach with my personal masseuse, and an endless supply of pina colodas and the love of my life." Poof, She's gone.*

*"OK, you're up," the Genie says to the General Manager. The Manager says, "I want those two back in the office after lunch."*

**Moral of the story: Always let your boss have the first say!!**

In partnership with the Whitehorse Chamber of Commerce and the Aboriginal Workforce Participation Initiative, dāna Nāye Ventures is part of a new initiative to assist Yukon businesses in understanding the benefits and business case of Aboriginal Employment strategies and in enhancing recruitment and retention of Aboriginal peoples in the workplace.

This committee will be taking steps to:

- Raise awareness of aboriginal employment and economic opportunities
- Enhance the capacity of employers to recruit, retain and promote Aboriginal employees
- Promote information sharing, networking and partnering in the Yukon communities
- Enhance the capacity of Aboriginal communities for employability (Youth)



## *"ADVENTURES IN BUSINESS - EXPLORING NEW DIRECTIONS"* *JANUARY 24<sup>TH</sup> - 28<sup>TH</sup>, 2005*

At this exciting First Nations Youth Camp, young entrepreneurs from Old Crow, Beaver Creek, Dawson City and Carcross came to Whitehorse to work together to develop a plan for their business ideas.

"This program is unique in that it incorporates non-traditional programs and outdoor exercises that compliment the classroom work", explains Gerri Thomas, Youth Coordinator for dāna Nāye Ventures.

While working on their business plans, the students learned critical leadership and team building skills through exercises such as a scavenger hunt using a GPS, running a team of sled dogs and ice wall climbing at Takhini Hot Springs.

One of the special highlights was the Atlatl training program, where each student had the opportunity to make their own atlatl\*\* using wood that they cut themselves, under the guidance of instructor Mike Manner. "It's the discipline involved in the process that will help make these students true entrepreneurs", claims Mike.

Each student developed an outline for their business plan, including designing their own logos and presented their plan to the others at the end of the five-day session.

*\*\* (an Aboriginal multipurpose spear thrower. "Besides its primary use as a spear launcher, it has many other uses: as in a tray in which to mix native tobacco and ashes or ochres used in body decoration, as a fire making tool; as a scraper and knife for woodworking and preparing and butchering game; as a percussion instrument, when tapped in accompaniment to singing; and as a hook for reaching fruits, berries or other objects out of reach.")*

**Thank you to the National Aboriginal Capital Corporation's Youth business Program for funding this experience!**



**Left to right:**  
Kyle Dickson,  
Billy Nukon,  
Corry Atlin,  
Gerri Thomas  
and Annette Eikland

**dāna Nāye Ventures was established as a financial institution in 1985 with a goal of having a positive impact on the economic advancement of Yukon Aboriginals and the development of their communities.**

dāna Nāye Ventures is a sister company of the Yukon Indian Development Corporation (YIDC). YIDC was created in 1982 to spearhead economic development and business initiatives on behalf of all Yukon First Nations. The two companies today work very closely together.

Since 1985, dāna Nāye Ventures has grown. The company provides developmental financing assistance and business services to small and medium sized Aboriginal and non-Aboriginal entrepreneurs in both Yukon and Northern B.C.

dāna Nāye Ventures is federally incorporated as a non-profit organization. Shares are held in trust by three lifetime members on behalf of all Yukon First Nation citizens.



#### **1985**

Human Resources Skills Development Canada (then Community Employment & Immigration Centre) funds dāna Nāye Ventures as a LEAD Corporation with a loan fund of \$250,000.

#### **1988**

A new partnership is formed with Aboriginal Business Canada (ABC) who provided a loan fund of \$3 million. CEIC funding eligibility was changed. dāna Nāye Ventures can now offer loans to both Aboriginal and non-aboriginal businesses.

#### **1989**

The Yukon Indian Entrepreneurial Development program is introduced. This two-year project offers business awareness courses, regional feasibility study workshops, residential planning courses and business support, mentoring and internships throughout Yukon and Northern B.C.

#### **1991**

The highly successful Self-Employment program in partnership with Human Resources Development Canada (HRSDC) is launched.

dāna Nāye Ventures was chosen as one of five organizations in Canada to be a pilot external delivery office for Aboriginal Business Canada. ABC increased their loan fund contribution to \$4.5M.

In partnership with YIDC, dāna Nāye Ventures acquired the 409 Black Street location for their corporate offices. DNV initiated the purchase of the IEDF loan fund from Indian and Northern Affairs Canada.

#### **1992**

Invested in RAB Energy (Northern). The Community Futures loan fund grew to \$1.850 million.

#### **1995**

dāna Nāye Ventures becomes a founding member of the Yukon First Nation Tourism Association and takes on the management of the association through its establishment process.

#### **1996**

Self-sufficiency! Dāna Nāye Ventures loses the core funding under Community Futures. In return, the CEIC loan fund became unencumbered and thus was born the DNV loan fund.

dāna Nāye Ventures is a founding member of the Yukon Aboriginal Business Association.

Business Services Division is launched.

#### **1998**

The Youth Business Program is expanded to non-aboriginal youth through a \$200,000 contribution by the Yukon Territorial Government's Community Development fund.

National Aboriginal Capital Corporation (NACCA) expands dāna Nāye Ventures' Youth Business Program with a contribution from its First Nations and Inuit Youth Business Program.

Yukon Venture Group is launched in cooperation with Industry Canada's Community Investment Plan.

dāna Nāye Ventures hosted and facilitated the first Yukon First Nation Economic Conference/Summit, in partnership with YIDC.

#### **1999**

Contract with INAC is signed for the assessment of business plan and proposals for the Opportunity Fund, Resource Acquisition Initiative and Resource Access Negotiation.

Negotiated \$1.5M line of credit with Peace Hills Trust, and increased the available loan fund, with assistance from NACCA.

dāna Nāye Ventures hosted the second Yukon First Nation Economic Conference/Summit, in partnership with YIDC.

**2000**  
dāna Nāye Ventures invests in the First Nations Bank of Canada (FNBC).

Forest Renewal B.C. provides loan funds of \$100,000 for forestry projects in Northern B.C. communities.

**2001**

dāna Nāye Ventures assumes responsibility to manage the First Nation Patient/Venture Capital Fund, with funding from DIAND and YIDC.

**2003**

Negotiated a new contribution with Aboriginal Business Canada to increase the loans fund by \$1.5 million.

DNV continues to be rated as one of the top rated Aboriginal Financial Institutions (AFIs) in Canada.

Hosted the "Development of First Nation Equity/Investment Funds Workshop."

Hosted the 10th Annual National Conference for the Council for the Advancement of Native Development Officers (CANDO).



Introduced the Yukon Micro Loan Program, in partnership with YTG.

Co-hosted the Third Yukon First Nation Economic Summit with YIDC.

**2002**

Assumes ownership of the First Nation Venture Capital Fund.

Commenced management agreements with the Yukon First Nations Implementation Fund Trust and the Champagne Aishihik Trust.

dāna Nāye invests in New West Technologies.

Co-hosted the Fourth Yukon First Nation Economic Summit with YIDC.

**2004**

Hosted our first ever Aboriginal Career Fair in celebration of Career Week.

Renewed the "External Delivery Office" ABC contract until 2006 and received approval on thirteen projects totalling \$359,281.

Introduced "Enterpriser", an online business training program.

Completed training for Community First Nations Youth Coordinators.

**COMMENTS & CONTACT INFORMATION**

Does your company have some news you'd like to announce in our publication?  
We welcome announcements, comments questions and suggestions!

Please direct them to:

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