

Annual Report from your President & Executive Director

2019

YELLOWKNIFE CHAMBER INSIDER



OFFICIAL PUBLICATION OF THE YELLOWKNIFE CHAMBER OF COMMERCE

INSTANT ADVENTURE

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YELLOWKNIFE UNIVERSITY

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ON THE COVER

Photo by Leanne Tait,
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PRESIDENT EXECUTIVE DIRECTOR'S REPORT 2019

The Yellowknife Chamber of Commerce is your business network! With 394 local businesses as members, we're dedicated to supporting and promoting the Yellowknife business community. Our mission is to be a leader in the improvement and development of a strong Yellowknife business community with a diversified economy and sustainable growth. We work to achieve this mission by focusing on five key areas: Advocacy, Promotion, Education, Connections and Savings.

ADVOCACY

We've proudly been the voice of business in Yellowknife since 1946! And our voice is loud – we've been engaged with 15 different issues in the first half of 2019.

Recently, we made a formal submission to the City of Yellowknife regarding the Community Plan. We believe that in planning for the future, the City of Yellowknife should pay close attention to four key matters: the lack of commercial land availability, making better use of the spaces currently available, ensuring

space is available for our community's diverse needs and preparing for potential development at the Yellowknife Airport.

We advocate at the municipal, territorial and federal level – for up-to-date information on our advocacy efforts, visit our website: www.YKChamber.com.

PROMOTION

We run a number of initiatives designed to create opportunities for Yellowknife businesses to promote the products and services they offer. Our 2018 #ShopYK passport program, in partnership with the City of Yellowknife, had 51 participating businesses and saw \$816,000 spent locally through the campaign.

Our E-Blast service also continues to be a popular option for promotion. Chamber members have the opportunity to send a professional, stylized e-mail promoting sales, events, or business news to our 700+ subscribers. Our biggest event of the year, the Spring Trade Show, was a resounding success with 185 exhibitors and 7,650 people in attendance. For over

30 years this event has been a mainstay in the calendars of Yellowknifers, and an important opportunity for local businesses.

EDUCATION

Access to affordable training and professional development opportunities has been consistently reported as an important issue facing Yellowknife businesses. In our 2019 membership survey, businesses were asked what type of training they need to increase their business capacity and 48 per cent of survey respondents indicated that they require media and marketing training, followed by human resource management (43 per cent), management (40 per cent), and customer service (33 per cent). We will continue to facilitate training by leveraging local expertise and providing opportunities that are not otherwise available locally.

Our Lunch & Learn sessions have included themes like human rights for businesses, hiring foreign workers, debt collection, and intellectual property protection.

Similarly, we've hosted four Business Club Luncheons in the first half of 2019, regarding



Kyle Thomas
President



Deneen Everett
Executive Director

a range of topics, from an announcement about the GNWT's Mineral Resources Act, to the Innovative Solutions Canada federal program (which offers funds to innovators), to an update on the Yellowknife City Gold Project, and even a review of Canada's Inclusive Trade Campaign.

CONNECTIONS

Our annual Business Award Gala recognizes and celebrates the Yellowknife business community. In 2018, 250 people attended this extravagant evening which included 10 award presentations ranging from the Trailblazers Women in Business Award, to Corporate Business of the Year, Aboriginal Entrepreneurship and Young Entrepreneur of the Year. For 2019, we've added one new award – the Innovation Award, which will recognize a business that is pushing conventional boundaries and disrupting and reshaping their industry and our community through innovative achievements.

Through our annual travel program, Discover, we take Yellowknifers on the trip of a lifetime! There's no better way to build business connections than on the Great Wall of China, or a train ride to Machu Picchu or on the beautiful beaches of Bali. Our next destination? We're heading to South Africa!

SAVINGS

Our membership with the Canadian Chamber of Commerce allows us to share their value-added programs with our

membership. We're proud to offer you discounts on merchant services with First Data, fuel savings with Esso and shipping discounts with UPS.

This year, 23 businesses registered for our Member2Member discount program, which provides an opportunity for Chamber members to offer discounts to other Chamber members. Discounts for 2019 include 10 per cent off all product lines at Monitor North, 10 per cent off products and services from Samantha Stuart Photography, 10 per cent off digital printing services at Signed, a 15 per cent discount at Yellowknife Sport Fishing, and a \$1,000 discount on home solar systems at Solvest, to name a few.

We, of course, continue to offer discounted rates to our Chamber Members for our programs and events to ensure maximum savings.

It takes a team to pull together the Yellowknife Chamber of Commerce's diverse programs and advocacy efforts. Thank you to our dedicated Board of Directors and staff – Executive Assistant, Angela Heal and Programs Coordinator, Katie Weaver.

We'd also like to recognize our Platinum Sponsor – First Air, and our Corporate Gold Sponsors: CIBC, Northwestel, Northland Utilities, Crowe MacKay LLP, Lawson Lundell, Finning and Northview Apartment REIT.

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Is Yk ready for a
UNIVERSITY?



By John Curran

Feasibility Study Highlights Benefits, Path Forward for New Polytechnic School

The idea of a university in Yellowknife is not new, but since last June when the GNWT released its *Aurora College Foundational Review* the concept has certainly been gaining momentum.

The review recommended transitioning Aurora College into a polytechnic institution capable of granting both college diplomas and university degrees. It also suggested the polytechnic institution be headquartered in Yellowknife, rather than at Aurora College's main campus located in Fort Smith, with a community satellite campus continuing to be maintained there as well as in Inuvik.

In the fall, the GNWT accepted or partially accepted all recommendations except the decision to establish a polytechnic campus in Yellowknife, which was deferred until an undetermined future date.

StrategyCorp Inc. (SCI) has since delivered its report titled *University Feasibility and Benefits Study* to the City of Yellowknife and it also favours a polytechnic school based in the capital, illustrating many benefits that would accrue to both the city and the broader NWT if that's the way the territorial government decides to go.

We know design.

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YEARS

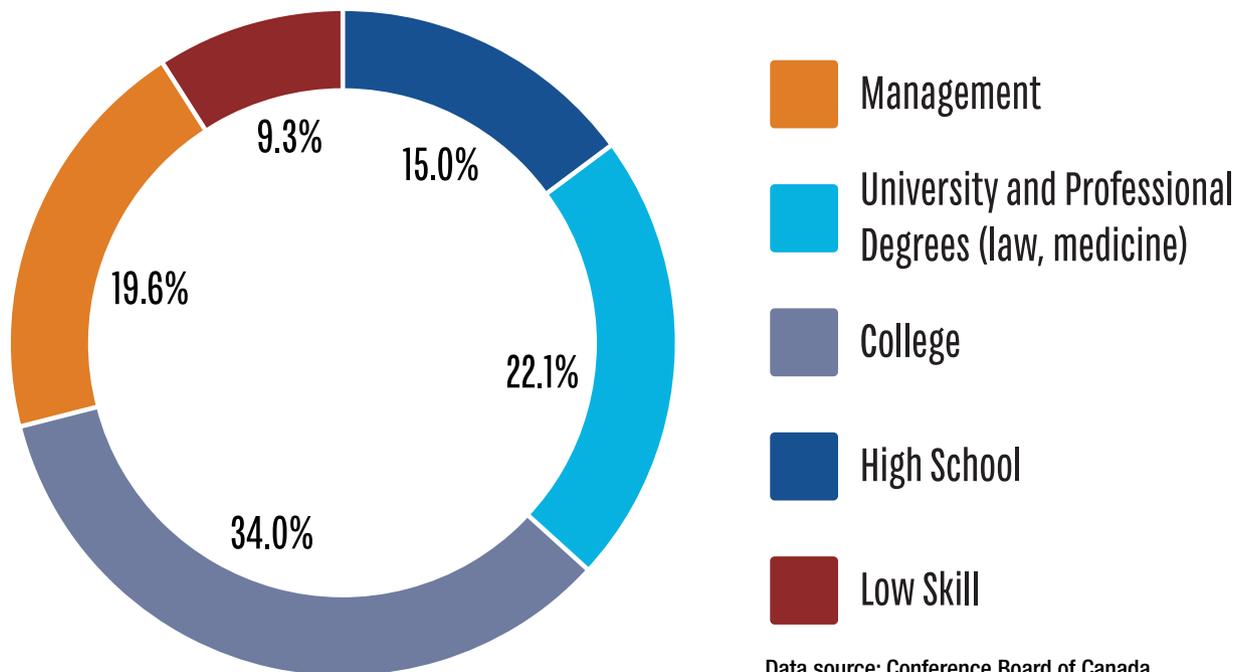
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Employment Requirements For Future NWT Jobs



Data source: Conference Board of Canada

“A polytechnic university in Yellowknife maximizes local opportunity, accessibility, and affordability”

“StrategyCorp’s report is written with the recognition that the City of Yellowknife, as a municipal government, does not possess the legislative or regulatory authority to establish alternate models of post-secondary education delivery (e.g. university),” states the report. “Rather, this report is an examination of the community’s and territory’s capacity to support and sustain a new post-secondary institution (e.g. university, polytechnic university, satellite campus).”

SCI also stressed that it gave no consideration to the specific program or strategic mandates and priorities of Aurora College.

“As such, this study focuses on providing a third-party analysis of the feasibility of a university (or variation thereof) instead of evaluating the current model in place (i.e. Aurora College),” it states.

The study reviewed key education delivery model options including college, polytechnic university, university model, and university satellite (branch) campus.

“The most feasible path to transform-

ing NWT’s post-secondary system lies in establishing a polytechnic university that can meet current challenges and opportunities,” states the report.

Advancing the idea would mean an opportunity to set a new vision and energy – and to specialize in areas where Yellowknife and the NWT can lead.

It would also mean the chance to offer programming specialized and aligned with immediate and near-term labour market needs for both applied and academic learning (as well as Indigenous student needs), such as:

- Upgrading (GED) offerings, adult literacy, ESL and FSL;
- Professional development;
- Nursing, social work, mining, education, environmental studies;
- Construction trades, heavy equipment operating; and,
- Arts and culture, Indigenous languages and governance.

A polytechnic university is most aligned with NWT’s labour market needs, adds the report.

“Over the next 15 years, 28,500-36,700 job openings are projected to emerge in the NWT, of which 78 per cent will require both college-based and university-based post-secondary education and/or work experience,” says SCI. “98 per cent of these jobs will be to replace retirees or outward migrants (Conference Board of Canada).”

It pointed to the fact industry, government, and businesses currently rely on southern Canadian institutions to educate the local labour force and provide university-level skills training. Anecdotally, it added that many positions requiring post-secondary education are being filled by employees without higher education.

“A polytechnic university is the best of both worlds: it follows a made-in-NWT solution that builds on the existing assets and programming of Aurora College, while testing and refining new university-based programming as it evolves,” says SCI.



What could it look like?

While researchers admit there are many ways a new, Yellowknife-based polytechnic university could take shape, they did identify one possible vision for the institution in order to better define potential benefits and challenges. Specifically they considered a “new campus model” in

which a built-from-scratch campus serving 200 full-time and 4,000 part-time students would be erected somewhere in Yellowknife at a cost of up to \$80 million.

“The model presented is high-level and directional,” the report cautions, “it is only intended to show potential options ... It does not factor in land

value or purchase costs for a campus, nor does it propose a location.” The report included multiple case-study-style examples of the economic impact, such as Sackville, N.B. where Mount Allison University increases the town’s population by 42 per cent during the school year, supporting local business as part-time labour and clientele.

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Editor's note: This is the projected operating profile and costing associated with one possible model of a Yellowknife polytechnic university serving 200 full-time and 4,000 part-time students.

Student Breakdown (FTE)						
Total Students	800	840	882	926	972	1021
% enrolment growth		5%	5%	5%	5%	5%

Program Growth						
Current diploma and trade based programs (continued)	14	14	14	14	14	14
Current partnership programs	2	2	2	2	2	2
New Polytechnic Programs			2	3	4	5
# of Program	16	16	18	19	20	21

Polytechnic Transition Costs						
New program costs (cummulative)		\$1.3M	\$2.3M	\$3.2M	\$4.3M	\$5.3M
Current diploma and trade based programs (continued)		\$1.1M	\$0.5M			

Revenues						
		\$57M	\$59M	\$63M	\$66M	\$71M
Government contributions		\$37M	\$39M	\$41M	\$44M	\$46M
% of total expenses		66%	66%	66%	66%	66%
Tuition		\$2.1M	\$2.1M	\$2.2M	\$2.3M	\$2.4M
Total Operating expenses (in M \$)		\$56,605	\$59,390	\$62,638	\$66,498	\$70,552

Data source: Strategy Corp Inc.



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“The university supports provincial Indigenous growth through its Aboriginal Community Development Centre,” writes SCI. “Employment by the university makes up 15-35 per cent of the area’s total jobs, while the university’s capital campaign in 2018-19 spent \$468,000 in the community. For every dollar spent by Mount Allison, another dollar was spent somewhere else in the region.”

Thanks to its increased revenues, the town’s strategic plan identifies investment towards infrastructure expansion and housing development as key priorities. Elsewhere in the province UNB Saint John offers sustainable projects and development to an otherwise industrial city.

“The university purchases \$40 million in goods and services from the local community,” states the report.

“The student body increases the city’s population by around 11,000 ... Student spending off-campus in Saint John is roughly \$25 million [annually].”

University salaries total around \$45 million and UNB Saint John contributes roughly \$100 million to the provincial GDP and adds about 700 jobs to the city.

While it’s hard to quantify exactly what the benefit would be for Yellowknife, given its size, researchers are confident it would be noticeable.

For example, they write, “In a smaller centre, the university had a greater impact on the local economy in the past calendar year than the University of Toronto.”

SCI also points out that there may be additional opportunities to boost the impact by attracting more research projects.

“Improving competitiveness for, and access to, federal research funding can have a positive effect on the GDP of the NWT – every dollar invested in a university can generate \$1.36 in economic activity,” states the report.

The other benefits for the city identified in the report are somewhat harder to quantify, but, many would argue, equally as important: Fostering creativity; Supporting Indigenous culture and governance; Sparking debate and civic engagement; Contributing to municipal and social infrastructure; Encouraging collaboration across society and business; and, Establishing a global presence.

Challenges Exist

To achieve the targets and potential benefits identified in the report, SCI adds the new polytechnic university will require a core focus on marketing to create new student demand over time – including recruiting southern and international students.

“Northern Canada struggles with lower educational outcomes compared to much of southern Canada – this directly affects the readiness and supply of students for post-secondary opportunities,” the report states. “Northwest Territories is facing a continued population decline (population decline of 1,092 by 2040) and the population is aging (in NWT, there will be 5,486 more people aged 65 and over by 2040) ... A polytechnic university focused on attracting students from outside the NWT may help stem the outmigration trend.”

The other big challenge facing any potential new school would be ensuring there are sufficient community supports to make it an affordable destination for students to study and live.

“Addressing the issue of affordable and available student housing is key to attracting southern Canadian and international students,” states the report. “Overall, the cost of modest, basic standard living is rising at a 4 per cent rate annually in Yellowknife [compared to the national average of roughly 2 per cent] ... Low vacancy rates (4.2 per cent in 2017) mean that there are insufficient (affordable) housing units to meet current mar-

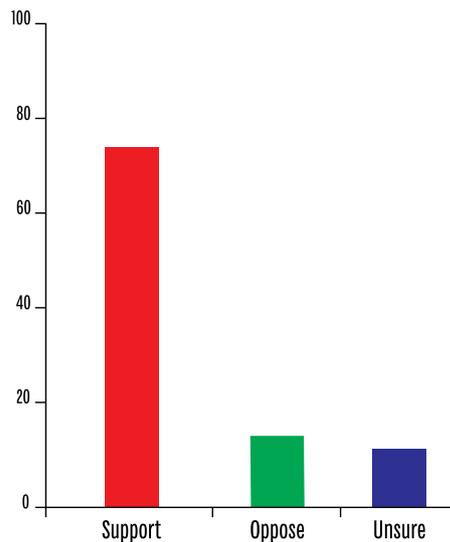
ket demand – an issue both the GNWT and the City of Yellowknife are working to address.”

Next Steps

Everything hinges on the GNWT at this point; with a commitment to a polytechnic university, it is just a matter of time before Yellowknife transitions into the new centre of learning, according to SCI.

“The GNWT response to the *Aurora College Foundational Review* commits the NWT to a polytechnic vision, but defers the decision to base an expanded campus in Yellowknife,” states the report. “The GNWT’s Response to the Review provides the City with the opportunity to work with the GNWT to create clear and evident conditions to support establishing a polytechnic university in Yellowknife.”

Yk Chamber Member Support for a Polytechnic University



Data source: Yellowknife Chamber of Commerce





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A LOCAL POLYTECHNIC CAN PROVIDE SIGNIFICANT BENEFITS TO SOCIETY AND THE ECONOMY



Fostering creativity

- A polytechnic balances the applied learning of a college with the conceptual thinking of a university, allowing the local arts scene and intellectual debate to flourish
- Polytechnics can leverage academic networks to spark new approaches to culture, language, history, and sciences that reflect the unique identity of local peoples

Supporting Indigenous culture and governance

- Indigenous peoples should see themselves reflected in their institutions. Polytechnics can integrate traditional knowledge and elder learning into culturally relevant, academic and applied learning that supports language and culture, governance, and landbased learning
- Polytechnic status can help faculty capture federal research funding, creating opportunities to partner with Indigenous groups on issues of importance to Indigenous communities

Sparking debate and civic engagement

- A polytechnic university in a capital city provides government support for evidence-based policy-making, while challenging government to be innovative
- Faculty can be leveraged for their expertise and experience on territorial, federal, and municipal matters
- For residents, access to higher education has shown to increase civic engagement, enhancing citizens' role in community decision making

Contributing to municipal and social infrastructure

- A campus presence contributes to the revitalization of the downtown core and spurs investment in infrastructure (e.g. housing)
- Campuses create social space for communities to share, making a community more welcoming and engaging



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Encouraging collaboration across society and business

- Polytechnics can leverage their intellectual and infrastructural assets to identify solutions to socio-economic challenges
- Companies based near polytechnics can take advantage of local talent
- A polytechnic can solve real world R&D and commercialization problems for local firms through close partnerships with industry

Driving economic growth

- Polytechnics are serious contributors to economic growth through training, research, and partnerships with local entrepreneurs and governments
- Polytechnics provide students with the applied learning and critical thinking skills required to compete in increasingly competitive labour market – polytechnics themselves are a major source of investment and employment
- Polytechnics can support economic diversity through the incubation of the knowledge economy, creating new economic sectors long-term

Establishing a global presence

- Polytechnics can help put communities on the map, attracting talent and attention
- International students can bring talent and diversity to the community, as well as new opportunities
- A polytechnic university in Yellowknife would strengthen the NWT’s position in Circumpolar research and policy
- Long-term, a polytechnic university can strengthen tourism attraction for a community

Attracting research and innovation

- Faculty will be able to attract research funding to identify and solve NWT-specific challenges that support innovation
- Established research partnerships can drive change in scientific methods or public policy at the regional and national levels



Sources: (1) Stakeholder Interviews; (2) Polytechnics Canada; (3) Council of Ontario Universities; (4) StrategyCorp Subject Matter Experts; (5) Conversation Canada (6) Harvard Business Review



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It points to several advantages Yellowknife has compared to other locations in the NWT:

- NWT students are more likely to pursue education and career opportunity in a larger city centre;
- As a capital city and NWT's largest community, Yellowknife is much more likely to attract investment, research dollars, and immigration (including international students);
- Yellowknife offers students greater access to amenities, public transportation, housing, and recreational facilities that improve the student experience;
- Yellowknife offers greater access to labour market and opportunities in key territorial industries;
- In practice, other jurisdictions head-quarter satellite universities in major centres as a matter of practicality and access to policy-makers; and,
- The new Associate Deputy Minister of Post-Secondary Education (overseeing polytechnic transition) will be based in Yellowknife.

"A polytechnic university in Yellowknife maximizes local opportunity, accessibility, and affordability," concludes the report.

Support in the Communities

In January of this year, the Town of Fort Smith, the Town of Inuvik and the City of Yellowknife came together to make a joint statement about the idea of a new school, and pointed to their shared interest in strong post-secondary opportunities for residents, communities and all Northerners as the impetus. "Together, as the three communities currently hosting Aurora College campuses, we urge the Government of the Northwest Territories (GNWT) to establish a clear vision for post-secondary education – specifically a polytechnic university – in the Northwest Territories (NWT).



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"A strong knowledge economy benefits the entire NWT. Without a university presence in the NWT we face enormous lost opportunities to advance the academic, social and economic advantages for all Northerners, as well as the ability to attract academics and students from elsewhere who would benefit from the opportunities for learning and research in the NWT. We believe that no decision should be made that would be a detriment to any NWT community." At the time Yellowknife Mayor Rebecca Alty stated, "Modern, relevant post-secondary opportunities in the NWT that can inspire social, economic and educational development in our communities and across the NWT is a win for all Northerners, and Yellowknife looks forward to working with the GNWT and other communities to advance this meaningfully."

Fort Smith Mayor Lynn Napier-Buckley and Inuvik Mayor Natasha Kulikowski made similar comments of support. The Yellowknife Chamber of Commerce has taken the formal position that post-secondary transformation in the NWT is needed and that the head office of any post-secondary institution should be based in Yellowknife. However, it also believes that there is an important role for the Fort Smith and Inuvik campuses, and it supports the City's position that they are each "well positioned to focus on specialized programming and their continued role is important to move ahead successfully."

In a letter of support sent to Alty and the City of Yellowknife by Chamber President Kyle Thomas and Executive Director Deneen Everett, they point out that they were pleased with the quality of SCI's study and it's unbiased, evidence-based approach. "We are pleased to offer our support to the City of Yellowknife, for the GNWT to establish a clear post-secondary vision and to advance a polytechnic university in Yellowknife," they wrote, adding that in the organization's annual membership survey, some 74.5 per cent of member respondents supported the idea with only 14.5 per cent opposed.



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Photo courtesy of GNWT

YZF EVOLVES

Vital Air Hub Changes to Meet Growing Demand, New Fiscal Realities

By Graham Chandler

You may not have noticed, but on Canada Day two years ago, a momentous change occurred at the Yellowknife Airport (YZF). But that in turn prompted many more updates, many of which you probably have noticed. That big 2017 change transformed the status of YZF from a funded line item within the Government of the Northwest Territories (GNWT) Department

of Infrastructure to a self-sustaining entity. The new arrangement set up a revolving fund. Under it, all funds generated at the airport stay at the airport and are reinvested at the airport, so it operates just like most businesses and supports its own growth opportunities. The result has been positive. "The switch to a self-sustaining model has been very successful," says

Randy Straker, Acting Regional Airport Manager. "To date, revenues generated by the airport improvement fee and increased aeronautical fees have been consistent with projections and assumptions contained in the business plan. At this early stage of the revolving fund, the airport is on course for financial self-sufficiency under the current fees structure." Much

“Over 575,000 passengers pass through YZF every year and that’s growing.”

of Yellowknife Airport’s income is currently generated through aeronautical fees including landing, terminal, and aircraft parking fees. The airport improvement fee is also a significant revenue source and is used for capital projects exclusively. Non-aeronautical revenues include commercial leases, parking, and advertising. YZF hopes to supplement these. “Part of our 20-year plan will be to look at ways of developing non-aeronautical revenues,” says Straker. On the expenditure side, “Our primary expenditures fall under operations and maintenance as well as contracted services, such as security.”

Nationally Important Airport

YZF is a vital piece of Canadian infrastructure. It is the primary aviation gate-

way to communities in the North and plays a major role in supporting industry, tourism and the overall quality of life in the North. It is one of the 26 airports in Canada included in the National Airports System (NAS). Transport Canada defines the NAS as those strategic infrastructure assets essential to Canada’s air transportation system.

As such, the airport hosts extensive commercial activities that rely on quality aviation facilities and services. And non-aviation related businesses are attracted because of available land and ready access. Further, YZF services federal and territorial aviation needs associated with DND, forest fire fighting, medevac and charter aircraft operations and base facilities.

It all adds up to a lot of responsibility and it shows. Passenger traffic through YZF has more than doubled since the late 1980s and is expected to continue to grow faster than the national average forecast for the top 100 airports in Canada. Over 575,000 passengers pass through YZF every year and that’s growing. Forecasters attribute the increases to tourism – particularly the growing Asian market – and higher business travel demand, including mining personnel on shift changes.

And growth marches on. “Yellowknife Airport continues to serve more travellers,” says Straker. “Passenger numbers through the air terminal building grew by about four per cent last year.” Contributing to the gain has been new routes by



the regular airlines. For example, "Yellowknife Airport has established year-round non-stop service to Vancouver with Air Canada as well as a second seasonal direct flight," he says. Indeed, YZF is a significant economic driver for the City of Yellowknife and the NWT overall. According to an earlier economic impact study leading up to the self-sustaining model implementation, more than 1,000 people are employed on and around airport lands doing aviation things and it supports a total of 2,000 jobs in a variety

of sectors, when you consider the related economic impact. The study also reported that organizations based at the airport directly produced over \$170 million in Gross Domestic Product (GDP), and activity at YZF contributed over \$45 million in various taxes.

A Winning Strategy

To bolster and grow these numbers, YZF developed its change management strategy and business plan, reaching out to a

number of key airport community stakeholders and the general public.

Feedback highlighted the need for active engagement with stakeholders and presentation of a clearly articulated vision for the future of the airport. Addressed were linkages to economic benefits that would be driven by future development at YZF. For example, to make YZF a destination point by way of terminal building renovations to make it more tourist friendly and provide a sense of place for those arriving in the NWT through YZF. This would include reviewing the costs and benefits of jet bridges to improve convenience for deplaning passengers especially in winter. Additional recommendations were for a non-stop connection to Vancouver both for residents and to encourage one-stop travel for tourists from Japan, China, and Europe; and more domestic cargo routes in the North out of the YZF hub. For the latter, improvement of YZF's standing in the airfreight sector and developing a multimodal freight cargo facility for Northern cargo distribution were suggested.

Finally, a new business development focus was needed to help generate user benefits like enhanced efficiency in passenger processing, pre-camp screening, and cargo handling, for the resource sector.

Good Progress So Far

Many of the business plan's recommendations are ongoing or complete. "Yellowknife Airport has made progress on several strategic improvements," says Straker. "Including construction of a new and improved pre-board security screening area and an improved layout and screening process." He says enhanced food and beverage services are now available in the pre-boarding departures lounge, along with increased capacity. And upgrades to the oversized baggage screening and hold baggage screening are now complete. To the completed list he adds, "Opening of 'The Cabin' gift shop inside the main terminal building, featuring a range of local craft items and other goods." Last but not least, the design and geotechnical work for the new de-icing bay is well underway.

Around the airport, "There have been a few commercial developments at YZF since the revolving fund was established," says Straker. As well as the upgrades to the general aviation area, and food and beverage in the pre-board departures lounge, demolition of the old mainte-

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Updated security departure gate. Photo Courtesy of Yellowknife Chamber Insider.

nance garage and improvements to parking are now complete. “For the most part, YZF is still in the planning phase of further commercial developments and awaiting completion of the comprehensive 20-year master plan to help plan for the medium to long term.” He expects the master plan will be completed this summer.

Meanwhile for the upcoming 2019-20 fiscal year further investments are slated – subject to budgetary approval. According to the current business plan, space in the former airport fire hall is to be repurposed for airport operations and management offices, and second floor offices in the airport terminal building will be redeveloped for air carriers’ use. A welcome change will be completion of the centralized de-icing facility potentially with a renewed glycol retention pond liner. Airport and airfield improvements will include needed lighting system upgrades and fencing renewals, some airside mobile equipment upgrades, and capacity enhancements to the combined service building.

“Yellowknife Airport is always looking to boost tourism and create further economic opportunities,” says Straker. It’s very much a cooperative undertaking: “Consulting with many key stakeholders such

as the Airline Consultative Committee, the YZF Economic Advisory Committee, City of Yellowknife, Yellowknife Chamber of Commerce, and Tourism work to enhance air service and expand connectivity in the North and beyond.”

Warm to Our Cold

A potentially lucrative business opportunity seen for Yellowknife Airport is developing the site as a world-class aircraft cold weather testing centre. “YZF has been working with the Yellowknife Airport Cold Weather Testing Group (CWT) to target international industry leaders by creating a video and brochure to be included in Destination Canada’s marketing program,” says Straker. The CWT Group is made up of the City of Yellowknife, the GNWT’s Industry, Tourism, and Investment, NWT Tourism, and YZF. “Cold weather testing is a perfect example of how multiple agencies and vendors work together to produce material to target international aerospace leaders through the marketing of Destination Canada,” he says.

The concept has strong government support: “The [CWT] group’s goal is to ensure Yellowknife is recognized by global aerospace leaders as the number one

New regulations to protect NWT wildlife

Starting July 1, 2019, new regulations under the Northwest Territories (NWT) *Wildlife Act* restrict the import of deer parts into the NWT. This will help prevent the introduction of chronic wasting disease into the territory’s moose and caribou populations.

Under these regulations, any hunter who harvests a mule or white-tailed deer more than 100 km outside the NWT border must have the animal tested for chronic wasting disease and provide proof the animal does not have the disease before bringing it into the NWT. Only boneless meat does not require testing.

Find out more about the new regulations:
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Updated oversized baggage area.
Photo Courtesy of Yellowknife Chamber Insider.

Arctic cold weather testing destination," said Wally Schumann, Minister of Industry, Tourism and Investment in a recent sitting of the Legislative Assembly. "Cold weather testing offers significant opportunity and major economic benefits for the local economy. Visiting teams typically stay in the testing location for 30 to 90 days and often include between 30 to 70 professionals such as engineers, pilots and support staff. This could significantly

increase revenue growth for Yellowknife Airport's partners, and create an opportunity to diversify the Northwest Territories' winter tourism markets by developing a new sector of business tourism." "Going forward, partnerships with different groups and agencies will be key to continued growth in traffic which in turn will drive improvements to the airport," says Straker. "Consultation with groups such as the Airline Consultative Commit-

tee and the Economic Advisory Committee helps YZF determine the needs of the carriers, needs of businesses, as well as opportunities for economic development." "A key component of our future direction is completion of the 20-year master plan," adds Straker. "The master plan process has been comprehensive and many stakeholder groups have been consulted." Stay tuned for more changes when that comes out.

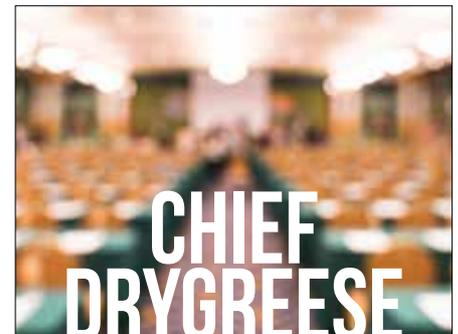


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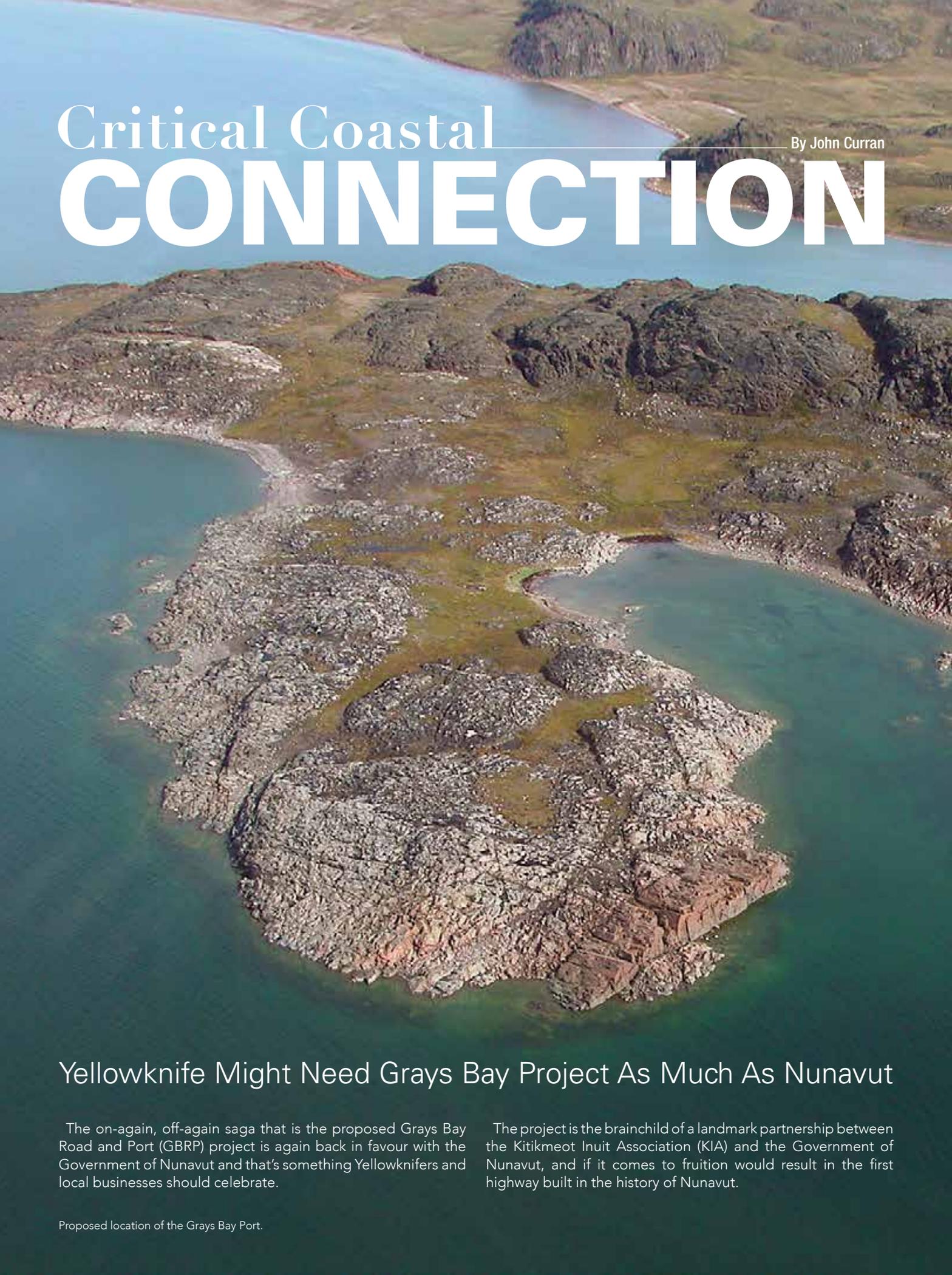


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Critical Coastal CONNECTION

By John Curran

Yellowknife Might Need Grays Bay Project As Much As Nunavut

The on-again, off-again saga that is the proposed Grays Bay Road and Port (GBRP) project is again back in favour with the Government of Nunavut and that's something Yellowknifers and local businesses should celebrate.

The project is the brainchild of a landmark partnership between the Kitikmeot Inuit Association (KIA) and the Government of Nunavut, and if it comes to fruition would result in the first highway built in the history of Nunavut.

Proposed location of the Grays Bay Port.



Sabina's 45 person permanent camp at the marine laydown area. Photo courtesy of Sabina Gold and Silver

“Given the timing, it could come at a time 10 years from now when the NWT is running out of diamond mines”

The GBRP project would see the mineral-rich Slave Geological Province, which straddles Nunavut and the NWT, connected to Arctic shipping routes via a 232-km all-season gravel road and a deep-water port at Grays Bay on the Coronation Gulf to the North. The Port would be approximately 830 km north of Yellowknife via the resulting overland route.

“This is an historic moment in the relationship between an indigenous group the Crown,” said Patrick Duxbury, Advisor and Operations Support for the Nunavut Resources Corporation (NRC).

The NRC is an Inuit-owned corporation founded in 2010 by the Kitikmeot Inuit Association to diversify and develop the economy of Nunavut by attracting investment capital to the region.

“Inuit are not passive junior partners in this enterprise but are rather co-proponents and joint developers with the Government of Nunavut in pushing this project forward within the federal government and within the private sector.”

Construction is expected to run throughout the year over a four-year period. “In addition to the road and port, the project will require construction of bridges and culverts, quarries, tanks for storing diesel fuel, a runway, a rest station at Jericho Mine and other facilities needed to operate a port, such as a landfill, camp, power supply and sewage treatment,” wrote Paul Emingak, KIA’s executive director, in the proponents’ official submission to the Nunavut Impact Review Board (NIRB).

A project of this scale obviously wouldn’t come cheap and current estimates for the GBRP are pegged at \$487.5 million. This includes final planning, engineering and environmental studies at \$12.5 million; general mobilization and demobilization at \$39 million; materials and supplies at \$65 million; on-site work \$286 million; and a contingency of \$85 million.

“This may also be expressed as the road will cost an estimated \$400 million and the port \$87.5 million,” explained Jim Stevens, Nunavut’s Assistant Deputy Minister of Transportation.

NWT WANTS TO CONNECT

To the south, the GNWT is championing a sister project known as the Slave Geological Province Corridor (SGPC), which would support road access, hydro transmission lines and communications infrastructure into the same areas of significant mineral potential from the south and provide a link for the GBRP to the rest of Canada with a year-round over-land route in place of Tibbitt-Contwoyto Winter Road.

The proposed two-lane gravel highway would be approximately 413 km in length and is estimated to cost about \$1.1 billion. While that sounds expensive, keep in mind that the historic value of production (in 2018 dollars) from mines within the 213,000-sq-km Slave Geological Province is \$45 billion.

Completing both the GBRP and the SGPC would help the North adapt to the increasing challenges of climate change by replacing winter roads with more reliable access. It would also mean improved access and reduced operating costs for existing mines, and facilitate resource exploration and development activities throughout the region. All-weather access would also support a green economy by enabling development of the Taltson Hydro Expansion and Transmission Line project and it would enable the extraction of base and precious metals required for low-carbon technologies. Perhaps not quite as advanced as our neighbours' portion of the contemplated route, the NWT corridor providing the greatest economic benefit has already been identified, based on the results of mineral potential and routing options studies and analysis, and a financing business case analysis is underway.



Photos courtesy of MMG Canada.
A year-round link from Yellowknife to the Arctic Coast would certainly enhance tourism opportunities, in addition to promoting more mineral exploration and development.

While an initial project submission under Transport Canada's National Trade Corridors Fund was not accepted, the GNWT has resubmitted the project under a Northern-specific call for proposals. Five development phases have been identified: Environmental and Planning Studies; Replacement of the Frank Channel Bridge; Highway 4 to Lockhart Lake; Lockhart to Lac de Gras (diamond mines); and, Lac de Gras to the NWT/Nunavut border. Next steps include engaging with Indigenous governments, NWT residents, and other stakeholders, completing a business case and further planning.

WHAT'S IN IT FOR YELLOWKNIFE?

Impact Economics is an economic research firm based in the NWT capital owned and operated by Graeme Clinton. It has conducted much of the forecasting and modeling work surrounding the GBRP project. He says while it would be virtually impossible to predict what the precise economic benefit of either project would be for Yellowknife specifically, the result would certainly be positive.

There would be many opportunities for jobs and contracts, but it would come down to the available work force and business sector and their ability to supply what's needed, when it's needed, at a competitive price.

"In the case of the GBRP, existing relationships with the Kitikmeot region will certainly play a part," he said. "Nuna, for example, is definitely going to be busy when this goes ahead."

Clinton's previous work does demonstrate that constructing the GBRP would boost Canada's gross domestic product (GDP) through infrastructure-induced Northern resource development – just the development of MMG Canada's Izok Corridor Project, in concert with construction of GBRP infrastructure will, over a 15-year period, raise Nunavut's GDP by a total of \$5.1 billion and Canada's by \$7.6 billion.

"Beyond the Izok project, with the NWT continuing to push for the southern portion of the route there is the potential for Yellowknife to have a year-round connection to the Arctic Coast and all of the opportunities that fall out downstream from that," said Clinton.

Not including Izok Lake, the Slave Geological Province (SGP) has significant untapped mineral potential including several defined large base metal deposits (e.g. Hackett River at 82 million tonnes) and hundreds of base metal and gold showings (372 along current

proposed route alone). The three diamond mines (Ekati, Diavik and Gahcho Kué) produced 20 million carats, \$2 billion in revenue and employed over 3,000 people (FTE) in 2017 and contribute \$1.1 billion to GDP directly, representing 28 per cent of the NWT economy.

Clinton said the existing mines and their current anticipated lifespan really highlight why Yellowknife and the NWT should be supporting the GBRP and SGPC projects.

"Given the timing, it could come at a time 10 years from now when the NWT is running out of diamond mines," he concluded. The lack of infrastructure is consistently cited as



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a major impediment to exploration and development in the region. In a 2016 study of relative mining costs, Schodde determined that costs for mining projects are 40 per cent to 170 per cent higher in the NWT than in southern regions of Canada. The NWT and NU Chamber of Mines (2018) suggests that capital expenditures can be 2.5 times higher in the North and that exploration expenditures can be six times higher.

The SGPC would open up access for development of small base metal and gold deposits such as those in the Cameron River Beaulieu River Greenstone belt (e.g. Sunrise deposit 4 million tonnes) along with large, lower grade gold deposits (e.g. Courageous Lake – over \$15 billion in situ resources).

A firm commitment to the SGPC would extend existing mine life and drive an immediate increase in exploration activity along the proposed route.

STRONG SUPPORT NATIONALLY

The Canadian Chamber of Commerce has already passed a motion of support calling on the government to advance the project after the Yellowknife Chamber, as part of the Territorial Policy Committee, helped champion a policy resolution at the national group's 89th Annual Meeting last year in Thunder Bay, Ont.

"Each resolution, once approved by a convention, has an effective lifespan of three years and is brought to the attention of appropriate federal government officials and other bodies to whom the recommendations are directed," said Yellowknife Chamber President Kyle Thomas. "In the case of this resolution, we called on the federal government to immediately fund the GBRP to the tune of \$19.46 million, 75 per cent of the overall cost needed to get the project to the point that it is shovel ready."



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Proponents said they will implement best practices to prevent sediment from entering waters to minimize harm to fish.

The Canadian Chamber also pushed for the feds to recognize the national importance of the project and providing federal support for the remaining \$529 million in capital costs.

"Sources for the capital needed could include the Canada Infrastructure Bank, existing infrastructure programs or one-time contributions," said Thomas. "The Canadian Chamber certainly recognizes the value of investing in Northern infrastructure, it's good to have that kind of support when going to Ottawa with this size of a request."



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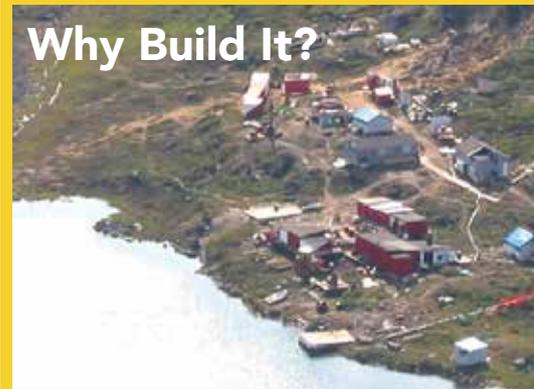
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Why Build It?



For most Northerners, the biggest boost from building the Grays Bay Road and Port (GBRP) would likely come in the form of long-term, stable good-paying jobs. The exact number of employees required to build and operate the road and port is actively being reviewed by the project partners.

Earlier MMG estimates on the GBRP and its Izok Corridor mineral projects would create 1,140 jobs during construction and some 710 jobs during production using a fly-in, fly-out rotational workforce. The GN is still working on GBRP-specific numbers, but it's safe to say if the road goes ahead, a flurry of activity would likely ensue.

Although currently stalled due to poor economics, MMG Canada's Izok Corridor project includes the Izok and High Lake deposits located along the proposed route of the road. Izok is a rich zinc/copper deposit with a mineral resource of 15 million tonnes at 13 per cent zinc and 2.3 per cent copper. The High Lake deposit, located north of Izok, has a mineral resource of 14 million tonnes at 3.8 per cent zinc and 2.5 per cent copper.

"MMG believes that the advancement of the Grays Bay Road and Port Project would help to improve the economics of the Izok Corridor Project," said Sahba Safavi, President of MMG Canada. "The primary challenge for the project is the substantial infrastructure required to develop this project in Nunavut. There is a large infrastructure deficit in Nunavut, as well as the cost premium for any capital projects taking place in the North."

Safavi concluded that there are many potential long-term benefits of the link to tidewater at the Coronation Gulf. "[It] could be very substantial and deliver economic and social benefits in the North that stretch well beyond the scope of the Izok Corridor Project and be available to public and private sector interests other than MMG."



The High Lake exploration camp

Building the GBRP is predicted to yield a wide range of benefits to Nunavut residents and other Canadians, including:

- Boosting Canada's gross domestic product (GDP) through infrastructure-induced Northern resource development – just the development of MMG Canada's Izok Corridor Project, in concert with construction of GBRP infrastructure will, over a 15-year period, raise Nunavut's GDP by a total of \$5.1 billion and Canada's by \$7.6 billion;
- Stimulating new mineral exploration and development activity in the resource-rich Slave Geological Province;
- Supporting the economies of the NWT, Alberta and other jurisdictions that have extensive business relations with western Nunavut;
- Generating significant amounts of employment for Northern residents in a region that currently suffers from high unemployment;
- Strengthening Northern sovereignty, safety and security;
- Providing access to infrastructure for federal government departments and the Canadian Armed Forces;
- Connecting Nunavut to the rest of Canada and the world;
- Providing Nunavut communities with access to goods and services from the NWT and beyond via a new overland route;
- Improving food security and reducing the cost of living in western Nunavut communities;
- Providing cost-effective and climate change resilient transportation options for diamond mines in the Northwest Territories – potentially extending the operating lives of these economically-important projects; and,
- Connecting Yellowknife with shorter access to tidewater and commercial shipping routes.



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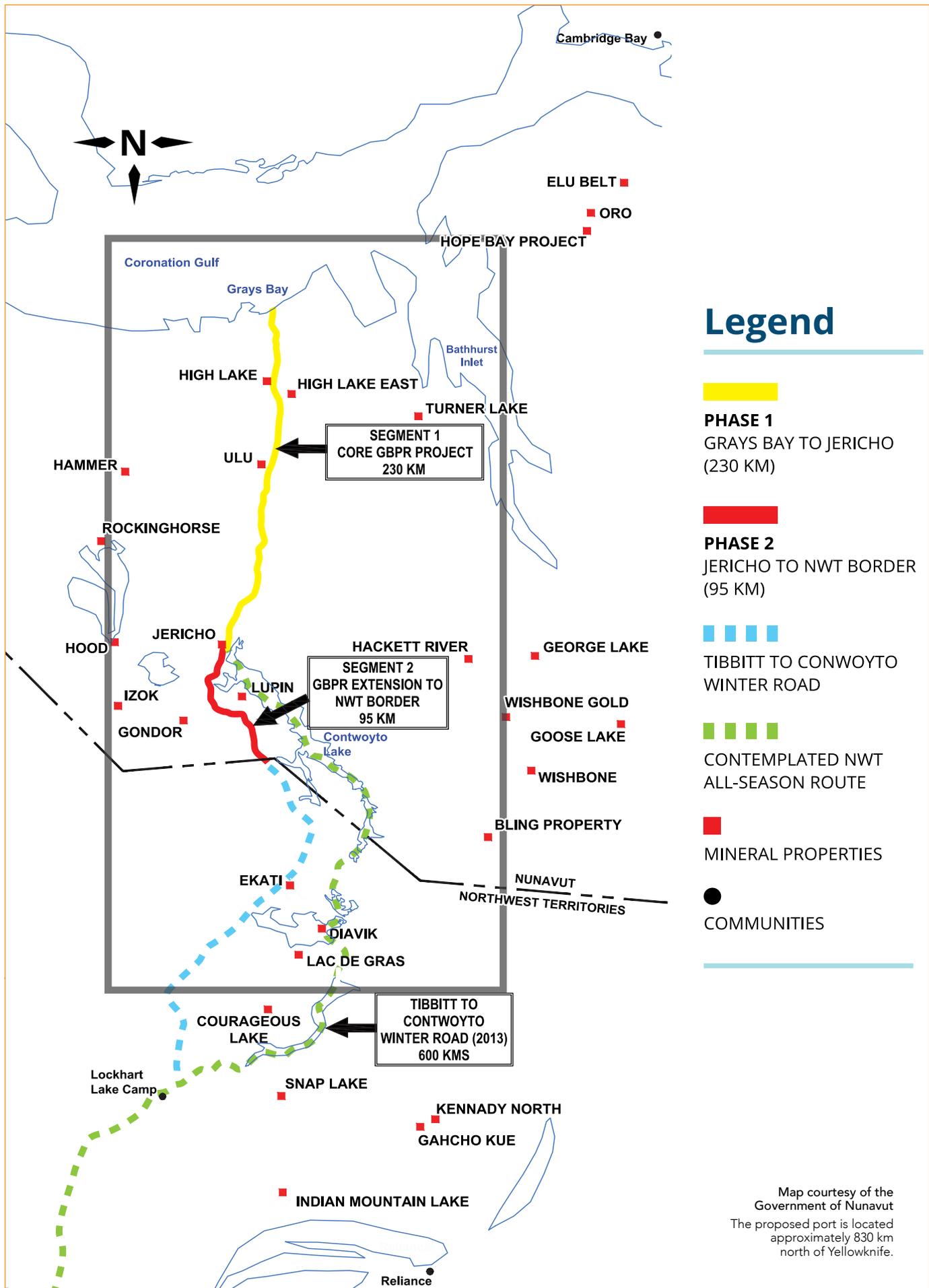
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Map courtesy of the Government of Nunavut
 The proposed port is located approximately 830 km north of Yellowknife.

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www.folkontherocks.com

Music Interchange

(867) 444-8341
musicinterchange@outlook.ca
www.musicinterchange.ca

Robbie Craig's Northern Projects

(867) 873-4589
rcraig@rcraig.org
www.rcraig.org

Welders Daughter

(604) 751-0470
weldersdaughter@gmail.com
www.weldersdaughterband.com

Associations & Not for Profit

Alternatives North

info@alternativesnorth.ca
alternativesnorth.ca

Association franco-culturelle de Yellowknife

(867) 873-3292
dgafcy@franco-nord.com
www.afcy.info

CDÉTNO Conseil de développement économique

(867) 873-5962
direction@cdetno.com
www.cdetno.com

Denendeh Development Corporation

(867) 920-2764
ddc@denendeh.ca
www.denendeh.ca

ECO Canada - Environmental Careers Organization of Canada

(403) 233-0748
vnhukwete@eco.ca
www.eco.ca

Edmonton Kingsway Business Association

(780) 454-9716
info@kingswaydistrict.ca
www.edmontonkingsway.com

Fédération Franco-Ténoise

(867) 920-2919
info@franco-nord.com
www.federation-franco-tenoise.com

Great Slave Sailing Club

info@greatslavesailingclub.com
www.greatslavesailingclub.com

Habitat for Humanity Northwest Territories

(867) 446-7867
hferris@yellowknife.ca
www.habitatnwt.ca

John Howard Society of NWT

(867) 920-4276
jhsnwt@northwestel.net
www.johnhoward.ca

Music NWT

www.musicnwt.ca

Northern Aboriginal Business Association (NABA)

(867) 873-6222
beaulieu@denendeh.ca
www.northernbusiness.org

NWT & NU Association of Professional Engineers and Geoscientists

(867) 920-4055
napeg@napeg.nt.ca
www.napeg.nt.ca

NWT & Nunavut Chamber of Mines

(867) 873-5281
membership@miningnorth.com
www.miningnorth.com

NWT & Nunavut Construction Association

(867) 873-3949
info@nwtca.ca
www.nnca.ca

NWT Chamber of Commerce

(867) 920-9505
admin@nwtchamber.com
www.nwtchamber.com

NWT Disabilities Council

(867) 873-8230
ed@nwtcd.net
www.nwtcd.net

NWT Seniors' Society

(867) 920-7444
ed@seniorsnwt.ca
www.nwtseiorsociety.ca

NWT Soccer Association

(867) 688-0105
nwtsa.president@gmail.com
www.nwtsoccer.ca

Rotary Club of Yellowknife

(867) 444-2913
portal.clubrunner.ca/490

Skills Canada NWT

(867) 873-8743
info@skillscanadanwt.org
www.skillscanadanwt.org

Sport North Federation

(867) 669-8326
drent@sportnorth.com
www.sportnorth.com

Stanton Territorial Hospital Foundation

(867) 669-7289
STH_Foundation@gov.nt.ca
www.stantonfoundation.ca

The SideDoor Ministries

(867) 766-3272
edsidedoor@theedge.ca
www.sidedooryk.com

The Tree of Peace Friendship Centre

(867) 873-2864
treepeace@theedge.ca
www.ttopfc.com

Yellowknife Association for Community Living

(867) 920-2644
info@ykacl.ca
www.ykacl.ca

Yellowknife Elks Lodge 314

(867) 873-4563
elks314@theedge.ca
www.ykelks.com

Yellowknife Farmers Market

ykfarmersmarket@gmail.com
www.yellowknifefarmersmarket.com

Yellowknife Historical Society

(867) 445-8302
info@yellowknifehistory.com
www.yellowknifehistory.com

Yellowknife Seniors' Society

(867) 873-9475
ykseniorsociety@theedge.ca
www.yksenior.ca

Yukon First Nation Chamber of Commerce

(867) 667-7917
info@yfnc.ca
www.yfnc.ca

Automotive & Recreational Vehicles

Aurora Ford Yellowknife

(867) 920-9200
jrose@auroraford.ca
www.auroraford.ca

BOT Marine

(867) 446-6262
info@botmarine.com
www.botmarine.com

Bumper to Bumper (o/a 5819 NWT Ltd.)

(867) 920-2244
b2b@theedge.ca
www.b2byk.com

K & L Enterprises

(867) 873-4570
kandropson@theedge.ca
www.kandl.biz

Polar Tech Recreation

(867) 873-8324
admin@polartech.ca
www.polartech.com

Superior Auto Body Ltd

(867) 873-5253
superior@theedge.ca
www.superiorautobodynt.ca

Yellowknife Motors

(867) 766-5000
Admin@ykmotors.com
www.yellowknifemotors.com

Banks & ATMs

Bank of Montreal

(867) 873-6261
Stephanie.brinkworth@bmo.com
www.bmo.com

CIBC

(867) 873-4452 x304
Josh.Firth@cibc.com
www.cibc.com

Cold Cash ATM Inc.

(867) 445-1692
alanco2005@theedge.ca
www.alancoatm.ca

First Nations Bank of Canada

(867) 766-6240
chanese.nakoyak@fnbc.ca
www.fnbc.ca

Royal Bank of Canada

(867) 766-5201
yanik.daigle@rbc.com
www.rbcroyalbank.com

Scotiabank

(867) 669-6007
baldeep.bajwa@scotiabank.com
www.scotiabank.com

TD Canada Trust
(867) 873-5891
Mame.Mbacke@td.com
www.TdCanadaTrust.com

Building Materials & Supplies

All-West Glass Yellowknife Ltd.
(867) 920-2238
yellowknife@all-westglass.com
www.all-westglass.com

Canglow Windows & Doors
(867) 920-7111
info@canglow.ca
www.canglow.ca

Corother's Home Hardware Building Centre
(867) 669-9945 x203
www.homehardware.ca

Diamond Glass Ltd.
(867) 873-9178
diamondglass@theedge.ca

Energy Wall & Building Products Ltd
(867) 873-5655
ews@energywallsystems.com
www.energywallsystems.com

Igloo Building Supplies Group Ltd.
(867) 920-4005
accounting@igloo.ca
www.igloo.ca

Solvest
(867) 444-3800
info@solvest.ca
www.solvest.ca

Stake It
(867) 445-3160
stakeit@northwestel.net
www.stakeit.ca

Yellowknife Tru Hardware (5511 NWT Ltd.)
(867) 765-5675
yktruevalue@theedge.ca

Communications & Marketing

Ardicom Digital Communications Inc.
(867) 669-0062
sales@ardicom.ca
www.ardicom.ca

Award Communications Inc.
(867) 444-9609
alayna@awardcommunications.ca
www.awardcommunications.ca

CasCom Ltd.
(867) 765-2020
aaron@cascom.ca
www.cascom.ca

Danmax Communication Ltd.
(867) 873-6961
danny@danmax.com
www.danmax.com

Inkit Ltd.
(867) 873-5094
sales@inkit.ca
www.inkit.ca

Kellett Communications Inc.
(867) 669-9344
wkellett@kellett.nt.ca
www.kellett.nt.ca

Millennium Technologies
(867) 873-8180
info@millenniumtech.ca
www.millenniumtech.ca

Outcrop Communications Ltd.
(867) 766-6700
marion@outcrop.com
www.outcrop.com

Raven Web Services
(867) 873-3821
info@ravenweb.services
www.ravenweb.services

With Media
(867) 444-0901
kyle@withmedia.ca
www.withmedia.ca

Computers, IT & Electronics

Arctic Information Technology Solutions
(604) 805-2033
enquiries@arcticit.ca

Katlotech Communications Ltd
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info@katlotech.ca
www.katlotech.ca

Monitor North Inc.
(867) 445-2984
info@monitornorth.com
www.monitornorth.com

Talbot Technologies
(867) 445-9020
treyl@talbottechnologies.ca
www.talbottechnologies.ca

Tamarack Computers Ltd.
(867) 920-4380
danam@tamarackcomputers.com
www.tamarack.nt.ca

YZF Phone Repairs
(867) 688-4065
keegen.payne@yzfphonerepairs.com
www.yzfphonerepairs.com

Construction Contractors

Arctic Canada Construction Ltd.
(867) 873-2520
payables@arcan.nt.ca
www.arcan.nt.ca

ATCO Frontec Ltd.
(867) 669-7370
barry.gaulton@atco.com
www.atco.com

Bromley's Construction
(867) 445-5134
brian_bromley@hotmail.com

Camco Construction 2013 Ltd.
(867) 873-8522
camco@ssimicro.com
www.camco-construction.ca

Canuck Concrete Pumping and Crane
(867) 873-9519
canuckconsultingandcontracting@gmail.com

Clark Builders
(867) 873-6337
yellowknife@clarkbuilders.com
www.clarkbuilders.com

Commercial - NDS Ltd.
(867) 873-9415
office@commercial-nds.ca
www.commercial-nds.com

FORWARD Mining
(867) 446-1066
info@forwardmining.ca
www.forwardmining.ca

Kasteel Construction and Coatings Inc.
(867) 873-2800
admin@kasteel.ca
www.kasteel.ca

Mossy Ridge Logworks Ltd.
(780) 836-6456
travis@mossyridge.ca
www.mossyridge.ca

NWT Construction Ltd.
(867) 920-4844
rod.hildebrandt@nwtconstruction.ca
www.nwtconstruction.com

RTL Robinson Enterprises Ltd.
(867) 873-6271
info@rtl.ca
www.rtl.ca

Tiicho Investment Corporation
(867) 444-8474
info@tiicho.com
www.tiicho.ca/businesses

Weatherby Trucking Ltd.
(867) 873-9801
weatherby@ssimicro.com
www.wtlnwt.ca

Consultants: General

A-list Organizing By Alyssa Mosher
(867) 445-8634
alyssa@a-listorganizing.com
www.a-listorganizing.com

AYNI Conceptions
(867) 446-9363
sylvie@ayni.ca
www.ayni.ca

Cheryl Wray
cwrayenv@gmail.com

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paul@detoncho.com
www.detoncho.com

ERM Consultants Canada Ltd.
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mark.nelson@erm.com
www.erm.com

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dconnelly@ileroyale.com

Lea Consulting
(867) 444-0490
leaconsulting@amylea.ca

Momentum Training Services
(867) 446-9241
momentum.trainingservices@gmail.com
www.momentumtrainingservices.com

Northern Centre For Excellence In Governance and Indigenous Affairs Inc.
(867) 446-3000
garth@garthwallbridge.com
www.garthwallbridge.com

NorthWays Consulting
(867) 873-5444
northways@theedge.ca

Plan It North Inc.
(867) 445-4127
christine@planitnorth.ca
www.planitnorth.ca

RLM Consulting
(867) 445-1505
rmorland@northwestel.net

Seventh Generation Inc.
(867) 766-2464
johnhazenbergl@theedge.ca

Stone Information Solutions
(867) 444-8223
astone@stoneinformationsolutions.com
astone21.wixsite.com/website

Wild Bight Enterprises Limited
(867) 669-8859
erasmusgeorges8@gmail.com

Wood Environment & Infrastructure Solutions
(867) 920-4140
katrina.nokleby@woodplc.com
www.amecfw.com

YK Management
(867) 445-3344
ykmanagement.nt@gmail.com

Driving Schools

DME Driving School
(867) 765-8156
dmedrivingschool@gmail.com
www.dmedrivingschool.com

Education & Child Care

**Aurora College -
Yellowknife Campus**
(867) 920-3050
poyugi@auroracollege.nt.ca
www.auroracollege.nt.ca

Collège nordique francophone
(867) 920-7017
admin@college-nordique.com
www.college-nordique.com

Yellowknife Daycare Association
(867) 873-6369
ykdaycare@theedge.ca
www.ykdaycare.com

**Yellowknife Education
District No 1**
(867) 766-5050
yk1@yk1.nt.ca
www.yk1.nt.ca

Energy & Utilities

**Northland Utilities
Yellowknife Ltd.**
(867) 873-4865
northlandutilitiesyk@atco.ca
www.northlandutilities.com

**Northwest Territories
Power Corporation**
(867) 669-3300
info@ntpc.com
www.ntpc.com

Engineering

AECOM Canada Ltd.
(867) 873-6316
paulette.mercredi@aecom.com
www.aecom.ca

Dillon Consulting Ltd.
(867) 920-4555
enelson@dillon.ca
www.dillon.ca

Switch Engineering
(780) 235-3901
tvalente@switch-engineering.ca
www.switch-engineering.ca

Tetra Tech Canada Inc.
(867) 766-3728
rob.girvan@tetratech.com
www.tetratech.com

Williams Engineering Canada Inc.
(867) 873-2395
smeister@williamsengineering.com
www.williamsengineering.com

Event Planners & Rentals

Dash Event Designs and Rentals
(867) 446-2653
info@dasheventrentals.com
www.dasheventrentals.com

Event Rentals Yellowknife
(867) 444-4889
sales@eventrentalsyellowknife.ca
www.eventrentalsyellowknife.ca

Pido Production Ltd
(867) 873-5458
pidoyk@gmail.com
www.pido.ca

Finance & Insurance

**Akaitcho Business
Development Corp.**
(867) 920-2502
akaitcho@akaitchobdc.com
www.akaitchobdc.com

Avid Insurance Group
(877) 367-0248
avidgroup@telus.net
www.avidinsurance.saskbrokers.com

**Business Development
Bank of Canada, BDC**
(867) 920-6677
Adeel.MOGHAL@bdc.ca
www.bdc.ca

CAM Financial
(867) 444-0323
camfinancial@outlook.com
www.camfinancial.ca

**Crawford & Company
(Canada) Inc.**
(867) 988-6781
katherine.rumford@crawco.ca
www.crawfordandcampany.com

**HUB International
Insurance Brokers**
(867) 873-6398
www.hubinternational.com

Investors Group
(867) 873-3000
chris.gillander@investorsgroup.com
www.investorsgroup.com

Manulife Financial
(867) 920-7063
nwtbarry99@gmail.com
www.manulife.ca

Norland Insurance Agencies
(867) 765-0858
shirley@norlandinsurance.com

**NWT Business Development
and Investment Corporation**
(867) 767-9075
info@bdic.ca
www.bdic.ca

Primerica - Jennifer Andrews
(867) 766-4730
jennifer.andrews@primerica.com
www.primerica.com/jandrews

RBC Insurance
(780) 616-7635
bradley.roy@rbc.com
services.rbcinsurance.com/bradley.roy

World Financial Group
(867) 444-5875
ggowans06mksc@wfgmail.ca
www.researchwfg.com/canada

Fire Protection Services

**Fire Prevention Services
(2016) Ltd.**
(867) 873-3800
bdoherty@ykfireprevention.ca
www.ykfireprevention.ca

J&A Fire Protection Ltd.
(867) 669-6354
sprinkler@theedge.ca
www.jandafire.ca

Fitness, Sport & Recreation

**Aboriginal Sports
Circle of the NWT**
(855) 669-3334
info@ascnwt.ca
www.ascnwt.ca

Anytime Fitness
(867) 873-2424
YellowknifeNT@anytimefitness.com
www.anytimefitness.com/gyms/4773

Bella Dance Academy
(867) 873-2623
info@belladance.ca
www.belladance.ca

Break Away Fitness
(867) 920-4220
breakawayfitness@theedge.ca
breakawayfitness.ca/

Collective Soul Space
(867) 445-5888
cssnwt@gmail.com
www.collectivesoulspace.ca

**Old Town Paddle & Co.
/506699 NWT Inc.**
info@oldtownpaddle.com
www.oldtownpaddle.com

Yellowknife Curling Club
(867) 873-4805
manager@yellowknifecurling.com
www.yellowknifecurling.com

Yellowknife Golf Club
(867) 873-4326
proshop@yellowknifegolf.com
www.yellowknifegolf.com

Yellowknife Gymnastics Club
(867) 920-7771
info@ykgymnastics.com
www.yellowknifegymnastics.com

Florists

Flowers North o/a 6148 NWT Ltd.
(867) 873-3511
stacie@flowersnorth.com
www.flowersnorth.com

Let Me Knot
(867) 444-5668
info@letmeknot.com
www.letmeknot.com

Funeral Services

McKenna Funeral Home
(867) 446-0411
janice@mckennafuneral.com
www.mckennafuneral.com

Government

Canada Revenue Agency
(867) 920-6613
www.canada.ca/taxes

Canada's Volunteer Awards
(877) 825-0434
info-cva-pbc-gd@hrsdc-rhdcc.gc.ca
www.canada.ca/volunteer-awards

City of Yellowknife
(867) 920-5660
communications@yellowknife.ca
www.yellowknife.ca

**GNWT - Department
of Infrastructure**
(867) 797-9049
michael_conway@gov.nt.ca
www.inf.gov.nt.ca

**GNWT - Department of Industry,
Tourism and Investment - ITI**
(867) 767-9212
K_johnson@gov.nt.ca
www.iti.gov.nt.ca

**Innovation, Science and
Economic Development Canada**
(867) 766-8422
michael.hurst@canada.ca
www.ic.gc.ca

NWT Human Rights Commission
(867) 669-5575
info@nwthumanrights.ca
www.nwthumanrights.ca

Yellowknife Airport
(867) 767-9089 x31189
Pauleen_Hogan@gov.nt.ca
www.gov.nt.ca

Graphic Design

Capital Signs Ltd.
(867) 920-7446
signs@capitalssignsltd.ca
www.capitalssignsltd.ca

Diana Curtis Design
(867) 445-9926
diana@dcdesign.me
www.dcdesign.me

signed. (6239 NWT Ltd.)
(867) 920-0770
janet@signedyk.com
www.signedyk.com

Soaring Tortoise Creative
(867) 446-4433
info@soaringtortoise.ca
www.soaringtortoise.ca

Grocery & Wholesale

Territorial Beverages
(867) 873-5220
terra@terrbev.ca

Tundra Transfer
(867) 669-9330
dennis@tundratransfer.com
www.tundratransfer.com

Yellowknife Beverages
(867) 669-7662
cbrowning@ttlp.com
www.yellowknifebeverages.ca

**Yellowknife Direct
Charge Co-op Ltd.**
(867) 873-5770
www.ykcoop.com

Health & Wellness

Adam Dental Clinic
(867) 873-2775
info@adamdentalclinic.ca
www.adamdentalclinic.ca

Advanced Medical Solutions
(867) 669-9111
sales@advancedmedic.com
www.advancedmedic.com

Birchwood Dental Ltd.
(867) 873-5677
admin@birchwooddental.ca
www.birchwooddental.ca

Dene Wellness Warriors
(867) 446-0412
denewellness@gmail.com

Gaia Integrative Clinic
(867) 873-3669
info@gaiand.com
www.gaiand.com

Great Slave Dental Clinic
(867) 873-2450
reception@gsdental.ca
www.greatslavedental.com

Medicine Shoppe Pharmacy
(867) 920-7775
ms0336@store.medicineshoppe.ca
www.medicineshoppe.ca

RePose
(867) 445-2973
jennifer@reposelifestyle.com
www.reposelifestyle.com

RY Counselling
(867) 445-2434
rosemary@rycounselling.ca

Somba K'e Dental
(867) 873-2027
reception@sombakedental.com
www.sombakedental.com

Sutherlands Drugs
(867) 873-4555
a-p@sutherlandsdrugs.ca
www.sutherlandsdrugs.ca

Heating & Mechanical

Arctic Plumbing and Heating
(867) 446-0010
rossnorth111@gmail.com

Bulldog Heating & Cooling
(867) 888-1459
info@bulldogheating.com
bulldogheating.com

Energy North
(867) 446-0059
jan@energynorth.ca
www.energynorth.ca

J & R Mechanical Ltd.
(867) 920-2484
office@jrmec77.ca

Look HVAC Systems Ltd.
(867) 669-7347
raynor@lookhvac.com
www.lookhvac.com

Polar Ice Mechanical
(867) 447-3597
polaricemechanical@hotmail.com

Heavy Equipment Sales & Rentals

Finning (Canada)
(867) 767-3000
Michel.Rheaume@finning.com
www.finning.ca

**Ron's Equipment Rental
& Industrial Supply**
(867) 766-6025
info@ronsauto.ca
www.ronsauto.ca

SMS Equipment Inc.
(867) 669-0738
drobertson@smsequip.com
www.smsequip.com

Home Decor, Appliances & Interior Design

Aurora Decorating Centre
(867) 873-8899
general.manager@auroradecorating.ca
www.auroradecorating.ca

Arctic Appliance
(867) 920-4511
accounting@arcticappliance.com
www.arcticappliance.com

Beyond The Frame
(780) 370-3413
beyondtheframeart@gmail.com
www.beyondtheframe.ca

Northern Interiors Ltd.
(867) 920-2289
drapes@ssimicro.com
www.northerninteriors.ca

Quality Furniture
(867) 873-2004
sales@qualityfurnitureenwt.com
www.qualityfurnitureenwt.com

The Brick
(867) 765-0605
yel@thebrick.com
www.thebrick.com

**The Farmhouse by
Kerri's Kreations**
(867) 445-4823
knolting@live.ca

Human Resource Professionals

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pmoore@offcomp.ca
www.offcomp.ca

Industrial Services & Supplies

A&A Technical Services
(867) 669-7022
al@aatechnical.ca
www.aatechnical.ca

Canadian Dewatering
(867) 873-5400
info@canadiandewatering.com
www.canadiandewatering.com

Dyno Nobel Canada Inc.
(867) 920-2343
tracy.levesque@am.dynonobel.com
www.dynonobel.com

**Midnight Sun Energy Ltd./
Kal Tire Yellowknife**
(867) 873-6360
info@midnightsunenergy.com
www.midnightsunenergy.com

Poly-Mor Canada Inc.
(780) 499-7861
caseym@poly-mor.ca
www.poly-mor.ca

Inspection Services

**Housecheck Professional
Inspection Services Ltd**
(867) 873-6492
housecheck@northwestel.net
www.housecheckyellowknife.ca

Janitorial Services

JK Cleaning and Maintenance
(867) 445-4870
jkcleaning@theedge.ca

Tidy and Cleaning Services
(867) 444-0940
rvschulz@theedge.ca

Legal Services

Adelle M. Guigon
(867) 765-8541
adelleg@theedge.ca

Ahlstrom Wright
(867) 873-2000
natalies@ahlstromwright.ca
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Cooper Regal
(867) 920-4000
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CULTURE DRIVES OPPORTUNITY

Chief Drygeese Conference Centre Enters Retail Business with New Gift Shop

By Meagan Gillmore

A new gift shop at the Chief Drygeese Conference Centre is bringing new economic opportunities to the Yellowknives Dene First Nation.

The shop, which had its grand opening in March, sells jewellery, boots, gloves, purses and other accessories made by local First Nations artists. Artists receive 95 per cent of the proceeds from sales, says Jason Snaggs, the Chief Executive Officer of Yellowknives Dene First Nation. About 15 artists sell their goods in the store.

"We are a government that is not-for-profit, so our goal is to promote economic independence for the artists and to give them an outlet to share and to present their culture, not just to visitors, but to the world," says Snaggs.

space. All that was needed was to purchase point-of-sale devices, upgrade the Internet capabilities and install shelves to display the merchandise.

"(The store) supports the economy of small entrepreneurs who are making crafts out of their homes with the hope that it will drive economic independence for these small business-minded people to continue and promote their art and culture while providing an income for themselves," says Snaggs.

They hope to have an online presence for the store, too. The centre promotes the First Nation's culture in various ways. The shop's grand opening occurred during the Naka Festival gala, held at the centre. Various drum dances occur at the centre throughout the year, as well as special events like Aboriginal Day cele-

week during the summer. The territorial and federal governments hold meetings and different functions there, for example. The building can accommodate about 450 people, and comes equipped with LED screens and an electronic whiteboard. The council chambers on the downstairs floor can be used for smaller meetings of about 35 people. The wheelchair accessible facility includes a patio overlooking Great Slave Lake. Interpretation services are available for Indigenous languages, says Snaggs, and the centre provides catering.

"We tend to promote traditional foods which also provides employment for people within the community," says Snaggs. Common menu items are traditional stews, bannock and fish. The First Nation hopes to receive funding this year from the federal government for a

"Our goal is to promote economic independence for the artists and to give them an outlet to share and to present their culture"

Chief and council had wanted to open a store for years, says Snaggs, who started in his role in October 2018. "When I came on board, I more or less gave it some impetus to move forward to establish the shop," he says.

The centre, which opened in 2014 and is home to the First Nation's administrative offices, was an ideal location. It's situated in Dettah, at the end of the ice road, which attracts tourists. It also has enough

space. The centre will also be part of Hockey Day in Canada, scheduled for February 2020.

"That is very exciting," Snaggs says, especially because it will be the first time the national event comes to the territory.

The centre makes much of its money through rentals for events and conferences. Snaggs estimates there are two or three meetings held at the site each

feasibility study to investigate building a cultural centre, which would include a permanent location for the shop. The feasibility study, if approved, would take between 18 and 24 months to complete, says Snaggs.

"That (cultural centre) will be the permanent home of the shop where we can promote Yellowknives Dene culture and where we can export it to the world," he says.

Yk

Attention Getters

After 38 Years, Inkit Refocusing on Agency Work



By Meagan Gillmore



Photo by:
Rhonda Kennedy

"It's taking into consideration who the different audiences are and things that are important for them."

After 38 years in operation, creative image crafter Inkit Ltd. is refocusing and dedicating its resources to the graphic design and advertising agency parts of its business.

The company has built a steady base of clients throughout the decades. Its website boasts more than 500 customers, with more than 10,000 projects completed to date. This includes work for the territorial government, First Nations, mining companies, various businesses and not-for-profits.

"We've done a lot of different things," says Dawna Marriott, President and Project Manager. "In fact, that's my favourite: that we do a lot of different things. It's pretty hard to get bored because you've got so many different things coming at you."

But projects will no longer include in-house screen printing or embroidery. This year, Inkit sold its screen printing and embroidery equipment to a business in Grande Prairie, Alta. While they continue to oversee print/production for many of their projects, they will utilize suppliers rather than handing the production in-house.

"We're just trying to focus more on the design and advertising, the agency aspects, rather than having our fingers into actual production," says Marriott, who began with the company in 1991 and became an owner in 1998.

"I still have mixed emotions about it, because that is how we started," says Marriott, noting there used to be two staff dedicated to screen printing and that almost all staff have been involved in it in some way over the years. However, with changes in technology, the demand has slowly dwindled. "It was a really difficult decision to let go of it because it is part of our history, but sometimes you have to make hard decisions."

Inkit began offering embroidery services in 2011. Requests "weren't as often as we hoped they'd be," says Marriott, noting Inkit's machinery was suited for large jobs, and most embroidery requests that came in were for smaller orders.

Marriott says she's excited about how the change will give the company more time to focus on their core functions. "We still have a really big base of clients," she says. "(This) allows us to focus more."

NEW DIGS

The company also sold its building; it didn't need as much space once the screen printing and embroidery equipment were gone. It now rents space from the Avier building on 48th Street. No staff lost their jobs because of the change. One of the company's designers was doing screen printing as part of her job; now, she'll solely be designing, says Marriott.

Inkit has built its success by providing reliable service, customized to the needs of each client. "It's taking into consideration who the different audiences are and things that are important for them, and we try to recommend things that will resonate with them," says Marriott. Sometimes, this means thoroughly reading the materials they're given to design to determine what a client values. Often, documents will include a list of values or a vision statement. That information can inspire designs.

Inkit has also been able to see how the territory has changed over time. As an example, they've worked with Diavik Diamond Mines Inc. since its infancy. "It's been cool to see how they've changed and grown over the years, and how their needs have changed. Seeing them just starting out, ramping up for mining, and then start to ramp down," says Marriott.



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“We wanted something that could really focus on the clients.”

Travis Arychuk has made a career helping businesses thrive up North, whether meeting their aviation needs or providing them with quality office space. Arychuk is the President of the Avier Group of Companies, an integrated group of businesses that includes Private Sky Aviation, Fuel Flo Petroleum & Logistics and Modrent, a storage supply company. Completely family-owned, Arychuk’s brother, Ryan, is a co-owner and the President of Fuel Flo and Modrent.

A desire to better serve customers motivated Arychuk’s business career. He began Private Sky Aviation in 2006, after his parents sold Air Tindi.

“I just wanted a company where we’re not limited to our own operations and our own assets,” he says. “We wanted something that could really focus on the clients.” Private Sky Aviation operates like an airline, but without aircraft, he says. Clients explain their needs; Private Sky finds aircraft best suited for the jobs. They use aircraft from a variety of airlines, but try to work with Northern companies as much as possible, and

have used every airline operating out of Yellowknife. They’ve even secured regular work throughout Canada for Yellowknife-based aircraft.

“When I was selling just a certain airline, we turned away a lot of work that we couldn’t do, or we put clients in aircraft that weren’t the most economical or the best fit for their specific jobs,” he says. “Clients aren’t limited to one airline or one specific fleet of aircraft. We give them flexibility to actually get 100 per cent what the best aircraft is.”

Private Sky Aviation specializes in serving remote locations, particularly those in the North. It has bases in Yellowknife, Vancouver, Kelowna, B.C., Calgary and Edmonton. Many clients are Vancouver-based mining companies or oil and gas companies headquartered in Alberta, he says. There’s been notable non-mining clients. The company worked with NASA, a job in the High Arctic that eventually included providing aircraft, grounds crew, fuel supply and lodging. Private Sky oversaw the 2011 Royal Tour of Prince William and Kate Middleton, the Duke and Duchess of Cambridge.

“We have calls like that all the time,” Arychuk says. “One day you’ll be flying a celebrity or executives from mining companies and then we’re moving drills out of a cargo planes. Nothing surprises us these days.”

NOT JUST IN THE AIR

Jobs sometimes involve other Avier businesses. Fuel Flo Petroleum & Logistics has a fleet of trucks. They can deliver a client’s cargo to a site. The company can provide transportation, storage and barging needs for fuel. “We have the means to look after all the logistics,” Arychuk says. Modrent provides safe and secure storage, and modular offices built out of steel storage containers. The offices come equipped with lighting, air conditioning, heating and internet connectivity and are sturdy enough to travel on trucks to mining or construction sites. The Avier Group provides permanent office space. It bought the former Waldron Building in downtown Yellowknife in 2018. At three storeys and 10,000 square feet, the environmentally-certified steel and concrete building provides an optimal place for businesses.

“The natural light is like nothing else in town,” Arychuk says, noting each floor has great windows. “You feel better working in that building than you do in others because of the air filtration.”

The building was empty when the Avier Group bought it. As of July 2019, it was almost three-quarters full. Clients range from the territorial government, to lawyers to graphic design and advertisement agencies. “We’re not in a race to just fill the building,” Arychuk says. “We want quality tenants that work well with each other.”



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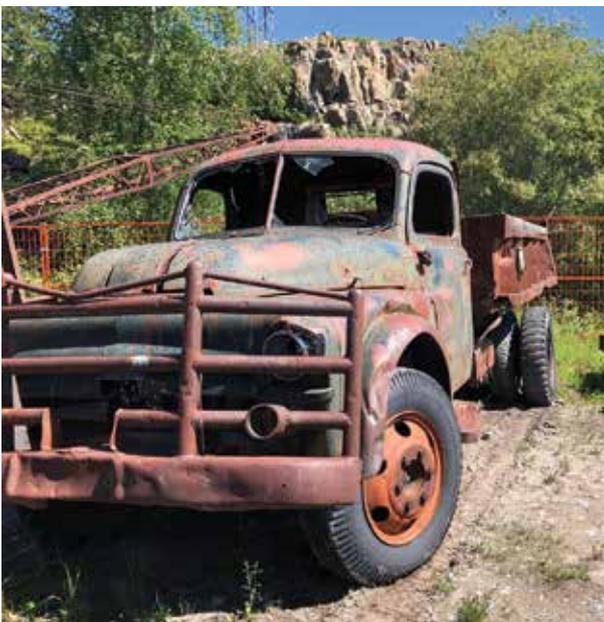
We've all done it. Put on that quizzical face when we bump into someone who waxes poetic about visiting Yellowknife. Sometimes it's hard for us to see the sparkle, what's right in front of our faces.

Tourism is bustling in Yellowknife, and for good reason: it's a Canadian destination unlike any

other. One of Canada's smallest capitals, it has all amenities without the crowds. We're relaxed and quirky, and one of the few places where visitors can still really get an authentic experience.

As Yellowknife attracts more visitors, enterprising entrepreneurs are stepping up with tours, adventures, and great dining options. Here are five businesses that offer visitors and locals alike, a fresh take on Yellowknife.

“You are putting yourself in the midst of a decades-long story”



ACASTA HELIFLIGHT

I'm not an adrenalin junkie. In fact, I try to avoid things that scare me into an adrenalin rush. But see the world from a helicopter? I'm there. My tour of Yellowknife by helicopter with Acasta Heliflight gave me a whole new perspective on both flight and Yellowknife.

Most know what it's like to fly in an airplane. But a tour in the skies by helicopter is a whole different experience. John Buckland, our pilot, was the personification of quiet, confident competence. Like he was driving his car to the grocery store.

The laborious thunk-thunk-thunking of the rotors notwithstanding, takeoff was smooth; weightless. Unlike the nose-down acceleration that you see on TV, we hovered only a few feet above the ground as we



helicopter we see the intersection of wilderness and city; the interconnection of waters and land; roads and buildings. We see how the microcosms connect.

slowly "taxied" to the airport runway. And then away we went. I've lived in Yellowknife for decades. Yet I've never seen my city from this perspective. The shape of the land gives instant logic to travel on the surface. A myriad of lakes and water-holes punctuating urbanity, and yes, we clearly see the scar on the landscape that is the remnant of Yellowknife's gold mining history.

It's the difference in perspective between a foggy day and a clear one; between what you see in a forest versus a field. On the ground, we see microcosms. From the

In 20 minutes, we had seen the city highlights: the dome-shaped legislature; the colourful houseboats on Yellowknife Bay; the causeway that separates Yellowknife's mainland from Latham Island. We had ventured out toward "cottage country" and over the scarred landscape of Giant Mine.

Landing was even smoother than take-off... We exited the aircraft, I and my travel-mate were still flying. As only a 19-year-old can express, "that was fricken awesome!" Indeed. Exhilarating in fact. An energy rush of the best kind. Like my morning double-double cappuccino on steroids.



SUNDOG ADVENTURES



It started with a couple of huskies, an idea in 2015. By 2019, Richard McIntosh and Christine Wenman had started Sundog Adventures, providing kicksled tours around Yellowknife's Back Bay.

But when opportunity comes knocking, a true entrepreneur answers the door. They acquired The Trading Post, a log building in the heart of Old Town when it came up for sale. But that meant Richard and Christine had to grow the business to pay for it. The Trading Post with direct access to Great Slave Lake is perfect for houseboat and heritage tours by boat for visitors, and a much-needed boat taxi service for local house boaters.

I hopped aboard one of these tours on a sunny summer afternoon. Long-time Yellowknifer and reputed "dog whisperer" Cheyenna was my guide. Cheyenna skillfully, if somewhat tentatively, maneuvered us through the ever-so narrow and perilously shallow

channel under the causeway connecting Yellowknife's old town from Latham Island. From there we meandered through the colourful houseboats that hug the shorelines around Jolliffe Island and Dog Island — so named because house boaters used to drop their dogs there to run and play while the residents toddled off to work. We passed Ndilo, a Dene First Nations community before stopping at Yellowknife's now infamous Giant gold mine for a light picnic lunch and to learn about the early mining days in the North.

Sundog's tour provided an important, if somewhat sobering lesson in Yellowknife's history. We meandered back to Sundog Trading Post, past Old Town Cemetery, and the home of local and reality TV legend, Buffalo Joe McBryan. Sundog provides a well informed peek into the history of Old Town Yellowknife. And what could be better than being out on the lake on a sunny summer afternoon?

WEAVER & DEVORE TRADING

Weaver & Devore is the epitome and cradle of Yellowknife's urban history. Harry Weaver and Bud Devore started in 1936, selling goods off their barge. They've been a Yellowknife staple and landmark ever since. As if in homage to the gold discovery that brought them here, today, you can still find gold pans for sale way in the back of the store!

This general store still thrives in Yellowknife. Just as it did for early trappers in the 1930s and 40s, Weaver & Devore is the go-to for exploration and resource camps needing essentials from canvas tents to wood stoves; from Sorel boots to Canada Goose parkas; fresh produce to condiments.

At 80-some years old, Weaver & Devore is unquestionably the oldest business in Yellowknife. What's the secret sauce? Certainly resourcefulness and hard work. Nothing wasted, and they built to last. Bud and Harry built the first store — now Bullock's Bistro — with logs from

Fort Resolution. The lumber from their original barge became the store's floor. They were also attuned to the changing economy. Over its history, Weaver & Devore has outfitted trappers, hunters and fishers, gold stakers, oil and gas camps, mineral hunters, diamond explorers; and now those who come in search of the Aurora: tourists.

And why wouldn't Weaver & Devore be a magnet for visitors? When you walk through the doors you are walking into history. You are putting yourself in the midst of a decades-long story that tells of a community built on resources; the quintessential family business, handed from generation to generation, and run with solid community values. The story of Weaver & Devore is the story of early Yellowknife. And if you're lucky enough to visit the store when it's not too busy, you just might be able to engage Ken, Bud or Dave — three of eight Weaver siblings who still work in the store — in a conversation about this pioneering family.



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Anyone can be a home town tour guide, right? But not everyone can make a stranger an instant insider like Tracy Therrien of The Bucket List Tour can. Maybe it's because Tracy's been working in Northern tourism for more than 20 years. Maybe it's because authenticity oozes from every cell. Or maybe it's because she's one of the most passionate Northern ambassadors I've ever met.

their quirky sights, including art-laden houses, and the lady in the bathtub. We stop in on Derrald Taylor, world class Inuit carver in at work in a dusty shack down a back alley.

This is a calling for Tracy and she shares her knowledge generously. We meet some visitors on our rought, and, the consummate ambassador, Tracy connected them with the Buffalo Airways tour, and fistfuls of ideas for local dining and sightseeing.

You see, it's not the sights that set The Bucket List Tour apart. It's the stories, and the lengths she will go to for her clients. For example, she told me of arranging something with Alex Debogorski, the original Ice Road Trucker, to surprise an Australian fan by showing up for dinner.

Want to get to know the locals? Want know what it's like to be a real Yellowknifer? Want to see the town from an insider's perspective? Better call Tracy.



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COPPERHOUSE EATERY

When I walk into a restaurant, like I did at the Copperhouse in Yellowknife, my mind goes straight to the menu, led there by my hungry tummy. I miss the nuances that give me comfort, titillate my senses, and please my palate. The owners of Copperhouse, however, seem to have missed nothing.

They set out to create a restaurant authentically but subtly Yellowknife, but elegantly upscale in its feel. The name, Copperhouse, is a nod to the Yellowknives Dene who historically made copper-bladed knives. The polished concrete table in the centre of the dining room, is inlaid with kimberlite and core samples, paying homage to the North's diamond mining industry.

Some restaurants are started by talented chefs with no business experience. Copperhouse, was conceived by business men with no restaurant experience. The learning curve was steep, but based on my visit, well climbed. Who knew, for example, acoustics create a vibe in a restaurant? You want just enough noise so the dining room feels vibrant and alive, but not so much that you can't have a conversation. And so behind the stylish perforated metal walls and ceiling accents is a sophisticated engineered acoustic system that delivers the right sound.

The menu is well conceived to reside in that sweet spot balancing creativity, variety, cost, and kitchen efficiency.

I passed up the wild boar pizza, thinking it a little too exotic, and immediately regretted my decision when one passed by, piled high with meat and charred onions, enroute.



My pear and blue cheese pizza, however, was the lighter fare I wanted, and was just the right combination of sweet and umami. My table mate had the special: a beef brisket. I was afforded one delicious bite, but that's all!

A year on, Copperhouse has hit its stride. Yet it's not finished growing and innovating. The patio just opened. Copperhouse is looking at online preordering for the lunch market, a drive through window, and creating ready-made meals for off-site sale.



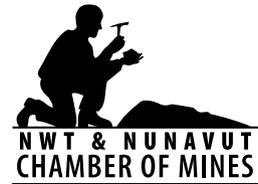
Get a fresh perspective. So next time you're scratching your head wondering how to entertain your visiting relatives, or how to entertain yourself for that matter, look no further than these local tour operators for a fresh perspective on our home town.



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YK MOTORS SHIFTS INTO HIGH GEAR

GM Dealership's Expansion Promises
Job Growth, Enhanced Service

By Meagan Gillmore

“People know that their dollars that they spend here in the North are being reinvested in the North”

Yellowknife Motors is gearing up for expanded business, built on a foundation of quality service and community involvement. The GM dealership will open its new location in the fall of 2019. The facility on Old Airport Road will allow the company to provide expanded and faster services, says Greg Boucher, the dealer principal.

“It will be a much newer, and integrated customer experience,” he says of the capacities of the new building. The former building was built in the '70s. The new location will have increased parking spaces and customers will be able to drive into and be received in the new dealership.

“We outgrew (the old building) many years ago,” Boucher says. “It just took a while to acquire the right piece of land in the retail corridor.”

The new facility will also provide more jobs. Yellowknife Motors had 18 employees when Boucher bought it in 2011. By 2019, it had 26. The new location will require a staff of close to 40, he says. The project has also increased local job opportunities. Construction began in 2017, shortly after the company purchased the space. Between 80 to 100 people have been hired throughout the process, Boucher says. All have been local.

“One of the things that we're quite proud of is that almost every discipline for the new building has come locally from Yellowknife, from the general contractor right down to the smallest of trades,” says Boucher.

Community involvement has always been important for the

business. Yellowknife Motors is the city's only locally owned and operated car dealership. While a General Motors dealership, they service all vehicles. Boucher says they have a competitive advantage by living in the community where they work, and hiring local employees. “We want people who are not only good employees, but who are good neighbours,” Boucher says.

People can walk into the dealership and have a conversation with any of us. “This allows us to have a much closer sense of what's going on, in our market and in our community” he says.

Hiring locals helps the city's economy. “People know that their dollars that they spend here in the North are being reinvested in the North,” he says.

These investments include supporting local charities, like the SPCA, Stanton Foundation, the Rotary Club and providing equipment to schools. For Boucher, owning a Northern car dealership is a dream come true. He moved to Yellowknife from Alberta in 2003 to work in the car industry.

“It was my ambition and dream to own a dealership, and a General Motors one in particular, growing up in a GM family,” he says. General Motors has been supportive of the Northern dealership. Yellowknife Motors staff have the same training as staff in other markets, Boucher says.

“No two days are the same,” Boucher says. “I get up every day to sell cars and trucks and repair cars and trucks. People are very excited to pick up their nice new and shiny vehicle, and by the same token are relieved to know that their vehicle that means so much to them is repaired properly.”



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Local Insurance
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By Meagan Gillmore

Three years after starting her own business, Corol Sundberg of CAM Financial is receiving national awards for her work as an insurance agent and broker.

Sundberg, originally from Saskatchewan, started her career in investments and insurance when she moved to Yellowknife about 23 years ago. She began as an assistant to an advisor, and 19 years ago started advising clients directly. Most of her work involves being a broker for company group insurance plans. She also handles investments, disability insurance and life insurance. Sundberg offers plans from many companies, but much of her life insurance is done with Manulife. She offers information about various investment plans, including Registered Education Savings Plans, and retirement savings plans.

In April 2016, she started her own business. A few months later, she became Yellowknife's exclusive advisor for the Chambers of Commerce Group Insurance Plan, administered through Johnston Group. The plan provides comprehensive health and dental coverage for businesses that are members of chambers of commerce or boards of trade. Sundberg represents all members of the Yellowknife Chamber of Commerce who sign up with the Chamber Plan. In May, Sundberg received an award for her persistence and growth.

"It was really quite amazing," she says, noting she was chosen from more than 200 brokers of the Plan. "To receive that over (the other brokers in her region) was a huge accomplishment." Her clients have always been the focus on Sundberg's work. She serves people and businesses across Canada, but the majority are in Yellowknife.

"I love being involved with people," says Sundberg. "I love being a problem-solver. I just like providing the best service I can for clients. I want to see them be able to get a fair product for what they're paying so that they can run their business. It's one thing for them to take off their plate if their benefit plan is running smoothly for them."

Sundberg says she's seen more small companies open. As a small business owner herself, she understands their challenges. Small businesses survive by providing honest, quality service and being available to meet clients' needs, she says. People need to trust a business. "Build your business based on that: trust and honesty," says Sundberg. She knows that's a winning formula: she's had some clients for 15 years. Right now, she works from her home, managing much of her client interactions through her phone. Sundberg can quickly connect with clients for most requests. She plans to start travelling more throughout the territory for business, but wants to maintain good relationships with her clients.

"I'm not looking to be a huge company by any means," she says. "I want to be able to personally deal with my clients and provide them with exceptional service, and I feel like if I'm too big, I can't do that." Yellowknife gives her plenty of opportunities.

"I love that Yellowknife is a big enough city that you don't know everybody, but it's small enough that you know a lot of people," she says, adding community members are quick to help others when there's a problem.

And when they need advice about what insurance plan is best for their company, they know to call her.

"I love
being a
problem-
solver"

STRONGER TOGETHER

Together, the City of Yellowknife and Yellowknives Dene First Nation are jointly creating a community economic development strategy.

A First Nations - Municipal Community Economic Development Initiative led by the Council for the Advancement of Native Development Officers and the Federation of Canadian Municipalities.



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Mayor's MESSAGE

A Message from Her Worship
Mayor Rebecca Alty

“Next year Yellowknife will play host, in partnership with the Yellowknives Dene First Nation, to Scotiabank’s Hockey Day in Canada”



The City of Yellowknife is a welcoming, inclusive, and prosperous community with a strong sense of pride in our unique history, culture, and natural beauty.

Earlier this year, City of Yellowknife Council identified growing and diversifying our local economy as one of the four goals that we’d like to achieve during our time in office. Actions to be taken to fulfill this goal include: implementing a governance structure for a destination marketing organization that will maximize the economic benefits of tourism; working with partners to maximize the community and economic development benefits from an expanded post-secondary presence in Yellowknife; and updating the City’s economic development strategy.

Mining and exploration are still deep rooted in the fabric of our economy but we are seeing huge growth in tourism and hospitality. Not only is Yellowknife the Aurora capital of the world, due to the high occurrence of northern lights, but we are seeing accelerated growth in our conference and events sector, too. Next year Yellowknife will play host, in partnership with the Yellowknives Dene First Nation, to Scotiabank’s Hockey Day in Canada as it celebrates its 20th anniversary. This event highlights our Community, reaching 9.6 million people, and gives us a platform to showcase Yellowknife. By promoting events such as this and by working to lay the foundations for a destination marketing organization, we can encourage more people from across Canada and around the world, to recognize Yellowknife as a key destination for both work and leisure.

The knowledge economy, education and innovation will help ensure Yellowknife remains a healthy and vibrant place to live.

A university presence in Yellowknife would yield economic benefits, as well as positive academic and social impacts, for Yellowknife and for residents across the NWT. The benefits and spin-offs associated with developing Yellowknife into a world-renowned knowledge centre are considerable, including the ability to attract students, academics and researchers from the rest of Canada, as well as internationally. The City of Yellowknife strongly supports welcoming a university presence in our community and has actively taken steps during the past year to see this vision move forward. Council and I are excited to continue pushing this initiative.

Innovation takes form in many shapes, from cold weather testing aviation and automobile parts to social innovation. We are proud to be home to the Arctic Indigenous Wellness Foundation, an organization that operates a traditional healing camp within the city, and to support Dene Nahjo’s Hide Tanning Camp, located annually at Somba K’e Park.

Earlier this year Council established the Mayor’s Task Force on Economic Development with the purpose of providing input into the development of the City of Yellowknife’s 2019-2024 Economic Development Strategy and provide ongoing advice in the implementation phase of the Strategy. Council looks forward to engaging with this team of experts, from various economic backgrounds, and all Yellowknife residents to ensure the City’s economic development strategy for 2019-2024 is as diverse as the growth we want to see in our City’s economy.

Enjoy this edition of the Chamber Insider and I wish you great success in all your business endeavours!

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As the strong, experienced voice of the Yellowknife business community, the Yellowknife Chamber of Commerce is a valued resource for our government. In your membership, you have a proven and made-in-the NWT business community that is committed and equipped to move our economy forward.

I look forward to our continued collaboration and success.

Honourable Wally Schumann
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If your project fits this criteria you may be eligible for as much as \$75,000 under the new **Strategic Investments Program**.

The Strategic Investment Program is one of five funding programs offered under the GNWT's Support for Entrepreneurs and Economic Development (SEED) Policy.

Contact the Department of Industry, Tourism and Investment to learn more – or ask about other enhancements to SEED that may benefit your business.

www.iti.gov.nt.ca/SEED75

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