

Report

Portrait of the First Nations' Entrepreneurial Dynamism

Produced by:

The logo for Leger, featuring the word "Leger" in a bold, black, sans-serif font with a red dot above the 'e'.

In collaboration with:

The logo for INDICE ENTREPRENEURIAL QUÉBÉCOIS, featuring a vertical bar with four colored segments (blue, green, orange, red) to the left of the text "INDICE ENTREPRENEURIAL QUÉBÉCOIS" and "RÉSEAU MENTORAT" below it.

INDICE
ENTREPRENEURIAL
QUÉBÉCOIS
RÉSEAU MENTORAT

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METHODOLOGY

MÉTHODOLOGIE

METHODOLOGY – PART A

HOW?

The study was conducted using a **hybrid survey (web and telephone)** conducted among people from the First Nations in Quebec and Labrador.

- The **telephone** sample was drawn from Sampler Canada software based on the postal codes delimiting each First Nations community that were provided by the FNQLEDC. For the telephone portion, the First Nations people had to have access to a landline.
- For the **Web** portion, respondents are from a random sample taken from our LEO panel.

WHO?

Representative sample of **300 respondents aged 18 years and up who can speak French or English**. To be eligible, respondents had to identify as **First Nations or Inuit** and **possess or have previously possessed an Indigenous status card** issued by the Government of Canada.

Among the 300 respondents, 81 were involved in at least one of the stages of the entrepreneurial process. These include 22 business owners, 49 people who intend to start a business, 28 people who are in the process of starting a business and 35 people who have closed a business.

This section covers all stages of the entrepreneurial chain which includes four categories: business owners, business intentions, those in the process of starting a business and business closures. It is possible that a respondent may qualify for more than one category. However, to reduce the length of the questionnaire, the assigned types were exclusive to the path level in the questionnaire for owners, those with business intentions and those in the process. This is why the number of respondents to calculate the entrepreneurial chain rates differs from the number of respondents presented in the report for each category.

WHEN?

The data collection was carried out from **November 7 to December 3, 2023**.
The median duration for the questionnaire administration was approximately **12 minutes**.

WEIGHTING?

Using the most recent Statistics Canada data, the results were weighted according to sex, age, region, whether the respondent is on-reserve, first language and education with a view to ensuring that the sample is representative of the study population that identified as Indigenous in the census.

NOTES FOR THE READERS

SIGNIFICANT DIFFERENCES

Data in **bold green** indicates a **significantly higher** proportion compared to other respondents. Conversely, data in **bold red** indicates a **significantly lower** proportion than for other respondents.

Certain results that are specific to intentions, those in the process and closures are presented for information purposes only and **should be analyzed with caution as being observed trends only**, given the low number of respondents ($n < 30$).

When possible, the results are compared for information purposes only with those of the *Indice entrepreneurial québécois* that was conducted in 2022. This study was conducted among 5,022 Quebecers.

Like in the report of the *Indice entrepreneurial québécois*, most of the data presented is from part A since the study focuses on the overall dynamism of the First Nations. **Among owners, the data from parts A and B was combined with a view to having a better portrait of the First Nations owners.** Throughout the report, it is indicated whether the results are from Part A or from Parts A and B combined. We therefore have a total of 176 owners.

METHODOLOGY – PART B

HOW?

The study was conducted using a **web survey** among First Nations business owners. An open link was provided to the First Nations of Quebec and Labrador Economic Development Commission to share the study.

WHO?

Representative sample of **157 business owners aged 18 years and up who can speak French or English**. To be eligible, the business owners had to identify as **First Nations or Inuit** and **possess or have previously possessed an Indigenous status card** issued by the Government of Canada.

When possible, the results are compared to those of the Indice entrepreneurial québécois that was conducted in 2022 and for which part B was also conducted among business owners in Quebec.

WHEN?

The data collection was carried out from **December 6 to 18, 2023**.
The median duration of the questionnaire was approximately **9 minutes**.

NOTES FOR THE READERS

SIGNIFICANT DIFFERENCES

Data in **bold green** indicates a **significantly higher** proportion compared to other respondents. Conversely, data in **bold red** indicates a **significantly lower** proportion than for other respondents.

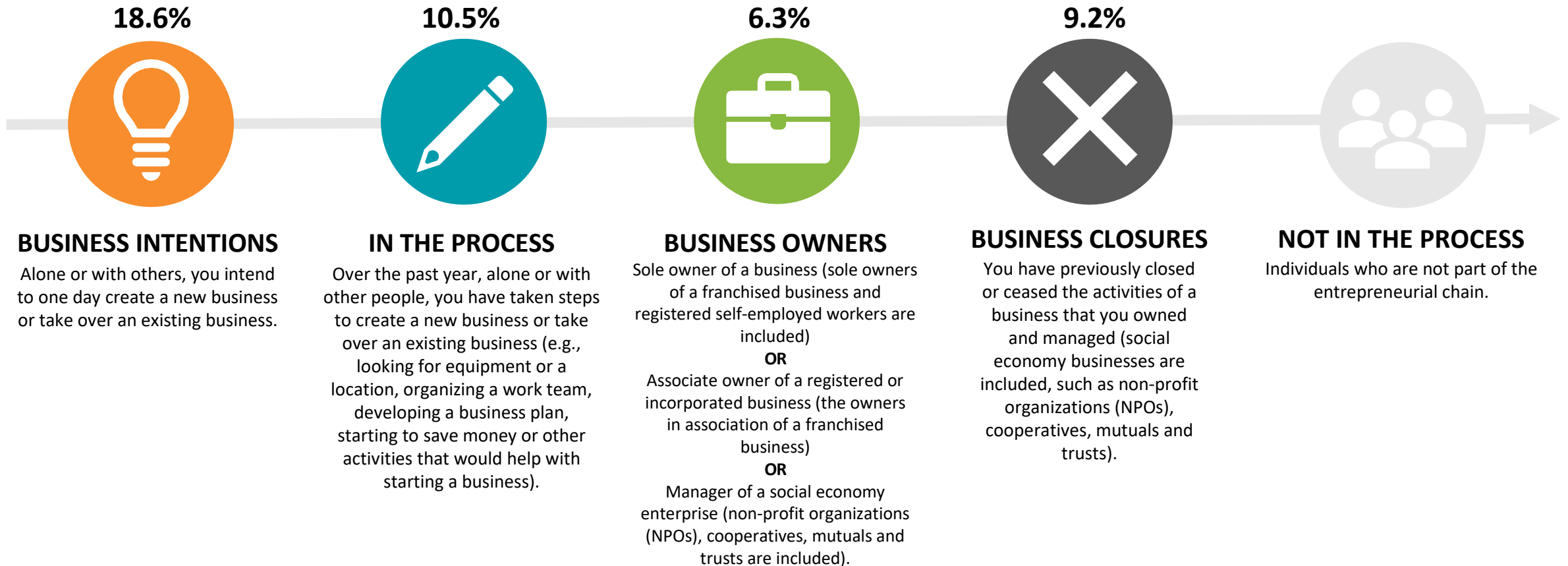
When possible, the results are compared for information purposes only with those of part B of the Indice entrepreneurial québécois conducted in 2022. This study was conducted among 1,160 business owners.

Like in the report of the Indice entrepreneurial québécois, most of the data presented is from part A since the study focuses on the overall dynamism of the First Nations. **Among owners, the data from parts A and B was combined with a view to having a better portrait of the First Nations owners.** Throughout the report, it is indicated whether the results are from Part A or from Parts A and B combined. We therefore have a total of 176 owners.

METHODOLOGY

STAGES OF THE ENTREPRENEURIAL CHAIN AMONG THE FIRST NATIONS

This report refers to different stages of the entrepreneurial chain. Below are the definitions for each of these stages as described in the *Indice entrepreneurial québécois 2022*. **The stages of the chain are not exclusive, meaning that an individual can be included in several stages simultaneously.** For example, a business owner or manager may have closed another business in the past and may also intend to start a new business in the coming months. Respondents from the social economy are only included for the major rates of the entrepreneurial chain. They are not included for the subsequent analyses by stage of the chain.





HIGHLIGHTS

FAITS SAILLANTS

Great entrepreneurial dynamism among the First Nations

The basic indicators of entrepreneurship among the First Nations are slightly higher (although not significantly so) compared to those of Quebec as a whole in 2022. Indeed, 18.6% of First Nations people intend to start a business, 10.5% have already taken steps to do so while 6.3% are already owners or managers of a business. For comparison, these rates were respectively 16.1%, 7.5% and 5.3% for Quebec in 2022.

The desire for personal accomplishment motivates people who intend to go into business

The majority of First Nations people who intend to go into business say they want to create a new business. They are mainly motivated by the desire for personal accomplishment. The most sought-after sectors are arts, entertainment and recreation, professional, scientific and technical services as well as health care and social assistance. That being said, the main obstacles to starting the process immediately are, among other things, a lack of money, funds or financing. Being employed or still studying were also mentioned.

Grants and better support to help with the steps to be taken

Although the majority of First Nations people who have taken steps have done so to create a new business, the purchase of a franchise is the second most used approach. This approach is taken more among First Nations than among Quebec as a whole. People who have already taken steps to become an entrepreneur are mainly motivated by desires to be in control of their lives and to earn a lot of money. However, administrative, legal and taxation complexities including particularities associated with Indigenous taxation as well as economic conditions are among the main obstacles to be overcome.

To help them in their efforts, First Nations people at this stage of the entrepreneurial chain especially need grants, additional training and support from experienced entrepreneurs. Accounting and tax advice and culturally adapted entrepreneurial support from an Indigenous organization constitute the other main needs identified.

New business owners who believe it is important to have access to a culturally adapted entrepreneurial support service

Eight out of ten First Nations business owners (79.5%) created a new business. For the majority, this business was created no longer than 5 years ago or even less (61.4%). First Nations business owners work mainly in the professional, scientific and technical services sector (17.3%, a lower proportion than for Quebec as a whole: 25.8%) and retail trade (15.6%). Note that a significantly comparatively higher proportion of business owners work in the arts, entertainment and recreation (13.2% vs. 7.0% for Quebec as a whole) and construction (12.1% vs. 4.1% for Quebec as a whole) sectors.

Four out of ten First Nations owners (40.3%) are also employed (full or part time) in a business or organization other than the one(s) owned. This proportion is significantly higher compared to among Quebec owners in 2022 (27.4%). The entrepreneur profession therefore seems more fragile among the First Nations since the need to have another job is greater.

Finally, among First Nations business owners, more than eight in ten (83.8%) consider it important to have culturally adapted entrepreneurial support services. Note that only a third currently have access to such services (33.6%).

Recent closure

About a third of First Nations people who have closed a business did so recently, meaning no longer than 5 years ago or even less. The main reasons cited for closure were financial difficulties, retirement and being too busy or not dedicating enough time to their business.

First Nations people see entrepreneurship in a positive light

The majority of First Nations people who are not owners agree that entrepreneurship is very important for the economic development and prosperity of their locality or region (86.8%). Note also that, compared to non-business owners in Quebec in 2022, they are significantly more likely to agree that people who succeed in business are models for the community (78.3% vs. 65.0%), that the personal enrichment of an entrepreneur is healthy (73.5% vs. 63.9%), that entrepreneurship is a desirable career choice (71.8% vs. 64.0%), that entrepreneurs are involved in their community (investment in terms of time, money, etc.) (68.5% vs. 55.7%) and that entrepreneurs are generally honest (59.7% vs. 44.6%). Note also that the majority believe that it is more difficult for an Indigenous person to start a business than it is for a white person (54.3%). Moreover, the profession of entrepreneur is perceived as demanding. Indeed, 80.0% of non-business owners believe that entrepreneurs generally have to work much harder than employees do to succeed in business.

The majority of First Nations non-business owners believe that government authorities encourage entrepreneurship and take concrete actions in this direction. Indeed, 67.1% share this opinion. This proportion is also significantly higher than the proportion obtained for Quebec as a whole in 2022 (54.8%).

Although most non-business owners would consider employment to be an optimal career choice, 28.4% instead see themselves as self-employed (compared to 23.3% for Quebec as a whole in 2022). Moreover, people who are not in the entrepreneurial chain see the possibility through entrepreneurship of improving their work-family balance (83.7%), but also the possibility of personal accomplishment, achieving a dream or passion (81.2%) as well as greater work flexibility (79.3%). However, work-family balance is also seen as a disadvantage of the profession, while 60.8% of First Nations people consider the deterioration of work-family balance to be the main disadvantage associated with entrepreneurship. A lack of employee benefits was also mentioned by 57.0% of those surveyed.

Finally, according to a third (33.3%) of First Nations, their region or community has many or enough business opportunities.



DETAILED RESULTS

RÉSULTATS DÉTAILLÉS



DETAILED RESULTS

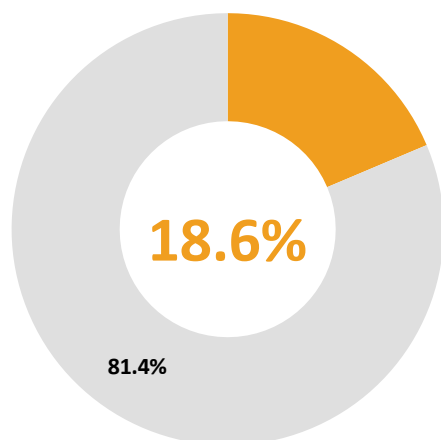
1. BASIC INDICATORS OF ENTREPRENEURSHIP

1. INDICATEURS DE BASE DE L'ENTREPRENEURIAT

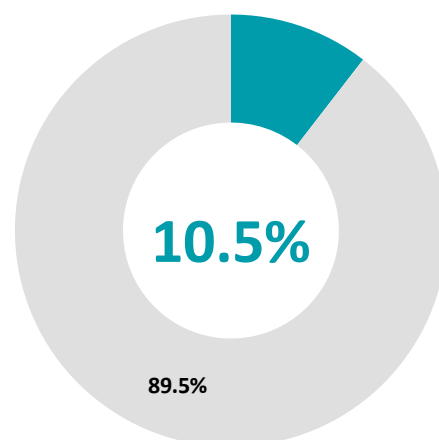
BASIC INDICATORS OF FIRST NATIONS ENTREPRENEURSHIP



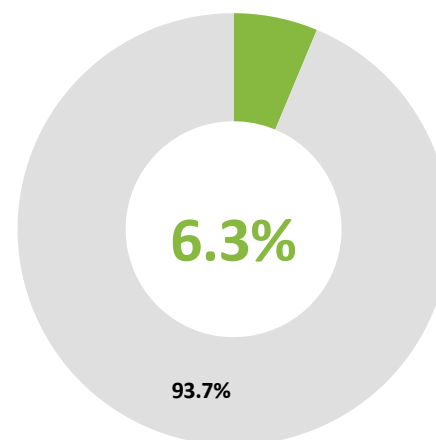
BUSINESS INTENTIONS



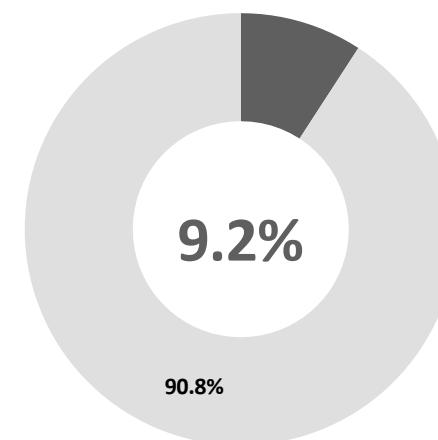
IN THE PROCESS OF STARTING A BUSINESS



BUSINESS OWNERS



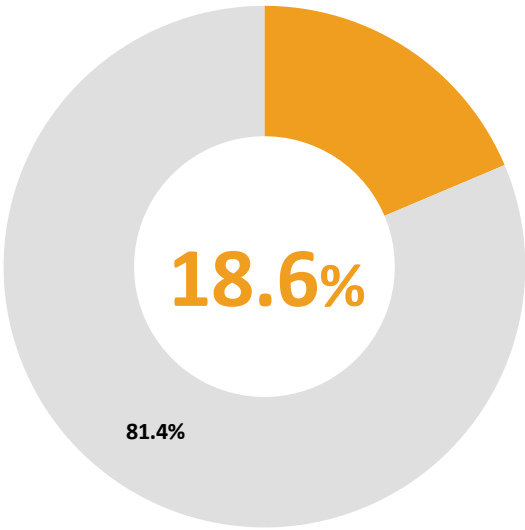
BUSINESS CLOSURES



	FIRST NATIONS TOTAL	QC 2022 TOTAL	SEX				AGE					
			M		F		18-34		35-49		50+	
			FIRST NATIONS TOTAL	QC 2022 TOTAL	FIRST NATIONS TOTAL	QC 2022 TOTAL	FIRST NATIONS TOTAL	QC 2022 TOTAL	FIRST NATIONS TOTAL	QC 2022 TOTAL	FIRST NATIONS TOTAL	QC 2022 TOTAL
<i>n =</i>	300	5,022	112	2,253	188	2,744	53	1,597	73	1,247	174	2,178
Business intentions	18.6%	16.1%	20.3%	17.4%	17.0%	14.5%	27.5%	33.6%	36.8% ↑	23.4%	3.3%	4.4%
In the process of starting a business	10.5%	7.5%	10.7%	8.2%	10.3%	6.7%	17.3%	12.9%	17.5%	11.7%	2.5%	2.9%
Business owners	6.3%	5.3%	4.5%	5.9%	8.0% ↑	4.6%	5.0%	4.3%	14.8% ↑	7.2%	2.4%	4.9%
Business closures	9.2%	11.1%	8.9%	13.0%	9.5%	9.3%	9.4%	8.1%	11.1%	9.4%	8.0% ↓	13.4%

BUSINESS INTENTIONS

BUSINESS INTENTIONS



Base: All respondents (n = 300)

18.6%

Nearly one in five First Nations people intend go into business.

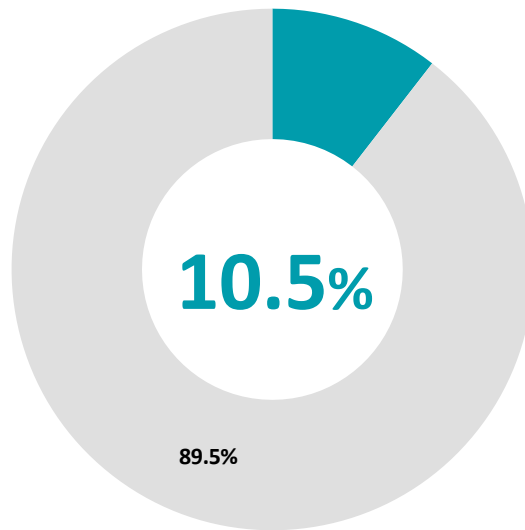
As an indication, this rate was 16.1% in Quebec in 2022.

With a business intention rate of 36.8%, 35–49-year-olds represent the population subgroup with the highest entrepreneurial intentions.

FIRST NATIONS TOTAL	QC 2022 TOTAL	SEX				AGE					
		M		F		18-34		35-49		50+	
		FIRST NATIONS TOTAL	QC 2022 TOTAL	FIRST NATIONS TOTAL	QC 2022 TOTAL	FIRST NATIONS TOTAL	QC 2022 TOTAL	FIRST NATIONS TOTAL	QC 2022 TOTAL	FIRST NATIONS TOTAL	QC 2022 TOTAL
300	5,022	112	2,253	188	2,744	53	1,597	73	1,247	174	2,178
18.6%	16.1%	20.3%	17.4%	17.0%	14.5%	27.5%	33.6%	36.8%↑	23.4%	3.3%	4.4%

IN THE PROCESS OF STARTING A BUSINESS

IN THE PROCESS OF STARTING A BUSINESS



Base: All respondents (n = 300)

10.5%

A rate of people in the process of starting a business that is slightly higher than Quebec's rate.

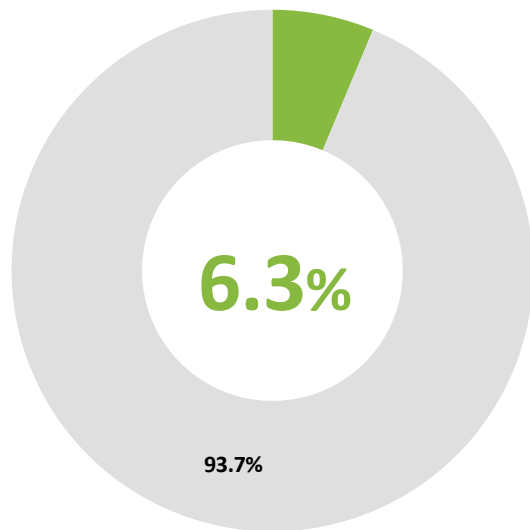
Like for the business intentions, this result of 10.5% is slightly higher than the rate obtained for Quebec as a whole in 2022 (7.5%).

18–34-year-olds (17.3%) and 35–49-year-olds (17.5%) represent the population subgroups who have taken the most steps to start a business.

FIRST NATIONS TOTAL	QC 2022 TOTAL	SEX				AGE					
		M		F		18-34		35-49		50+	
		FIRST NATIONS TOTAL	QC 2022 TOTAL	FIRST NATIONS TOTAL	QC 2022 TOTAL	FIRST NATIONS TOTAL	QC 2022 TOTAL	FIRST NATIONS TOTAL	QC 2022 TOTAL	FIRST NATIONS TOTAL	QC 2022 TOTAL
300	5,022	112	2,253	188	2,744	53	1,597	73	1,247	174	2,178
10.5%	7.5%	10.7%	8.2%	10.3%	6.7%	17.3%	12.9%	17.5%	11.7%	2.5%	2.9%

BUSINESS OWNERS

BUSINESS OWNERS



Base: All respondents (n = 300)

6.3%

A similar proportion of First Nations business owners as there are for Quebec as a whole.

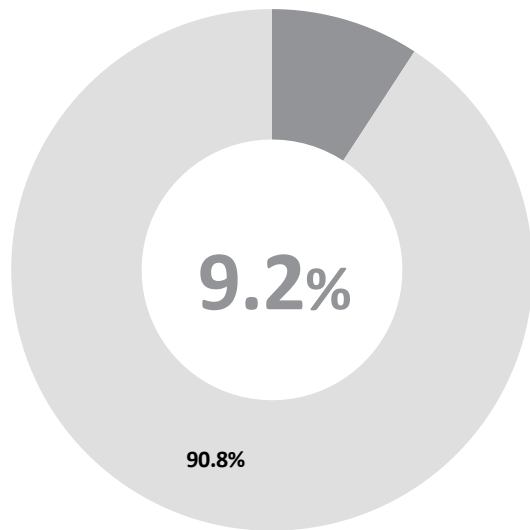
The proportion of First Nations people who own one or more businesses is similar to for Quebec as a whole in 2022.

More people aged **35-49 years** own a business (14.8%). The same goes for women (8.0%).

FIRST NATIONS TOTAL	QC 2022 TOTAL	SEX				AGE					
		M		F		18-34		35-49		50+	
		FIRST NATIONS TOTAL	QC 2022 TOTAL	FIRST NATIONS TOTAL	QC 2022 TOTAL	FIRST NATIONS TOTAL	QC 2022 TOTAL	FIRST NATIONS TOTAL	QC 2022 TOTAL	FIRST NATIONS TOTAL	QC 2022 TOTAL
300	5,022	112	2,253	188	2,744	53	1,597	73	1,247	174	2,178
6.3%	5.3%	4.5%	5.9%	8.0%↑	4.6%	5.0%	4.3%	14.8%↑	7.2%	2.4%	4.9%

BUSINESS CLOSURES

BUSINESS CLOSURES



Base: All respondents (n = 300)

9.2%

A lower rate of business closures than for Quebec as a whole.

The business closure rate among First Nations respondents is slightly lower than for Quebec as a whole in 2022 (9.2% vs. 11.1%). That being said, the business closure rate is rather stable across the various age and sex subgroups.

FIRST NATIONS TOTAL	QC 2022 TOTAL	SEX				AGE					
		M		F		18-34		35-49		50+	
		FIRST NATIONS TOTAL	QC 2022 TOTAL	FIRST NATIONS TOTAL	QC 2022 TOTAL	FIRST NATIONS TOTAL	QC 2022 TOTAL	FIRST NATIONS TOTAL	QC 2022 TOTAL	FIRST NATIONS TOTAL	QC 2022 TOTAL
300	5,022	112	2,253	188	2,744	53	1,597	73	1,247	174	2,178
9.2%	11.1%	8.9%	13.0%	9.5%	9.3%	9.4%	8.1%	11.1%	9.4%	8.0%↓	13.4%



DETAILED RESULTS

2. A LOOK AT THE FOUR STAGES OF
THE ENTREPRENEURIAL PROCESS



DETAILED RESULTS

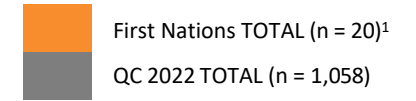
2. A LOOK AT THE FOUR STAGES OF THE ENTREPRENEURIAL PROCESS

2.1 Business intentions

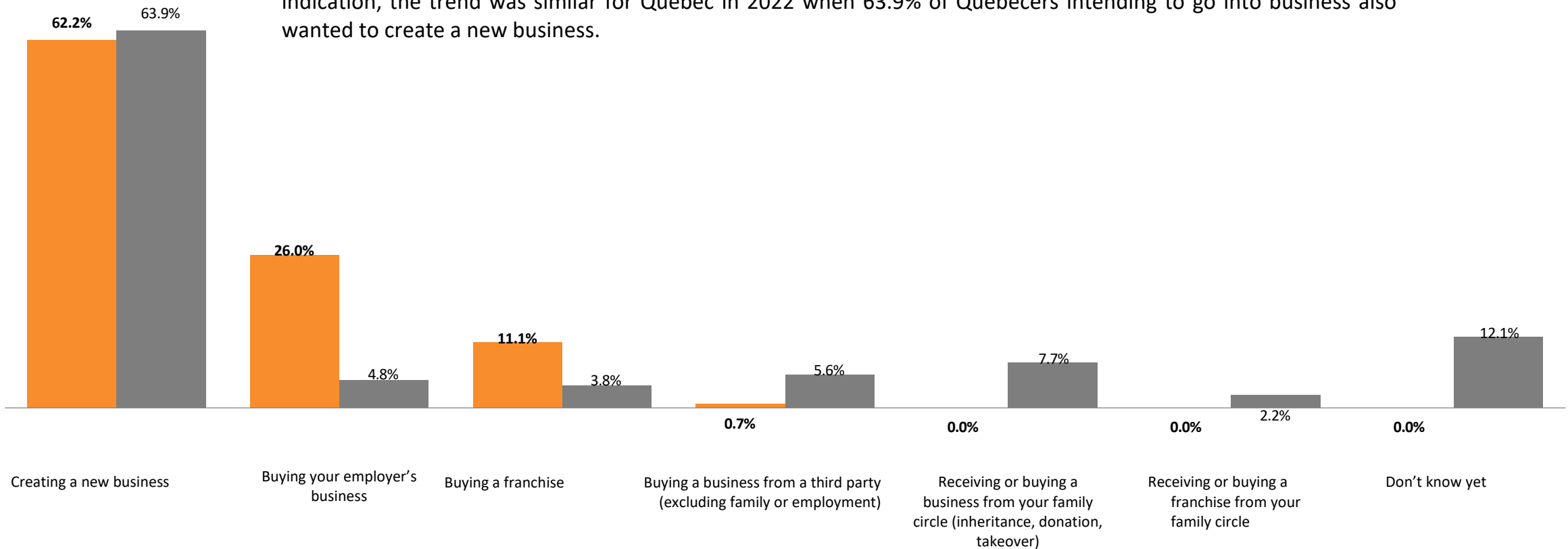
The First Nations are drawn by the arts, entertainment and recreation sector.

BUSINESS INTENTIONS ACCORDING TO ENTRY CONDITIONS

BUSINESS INTENTIONS



The majority of First Nations people who **intend to go into business say they want to create a new business**. As an indication, the trend was similar for Quebec in 2022 when 63.9% of Quebecers intending to go into business also wanted to create a new business.



¹ Given the low number of respondents (n<30), the results are presented for informational purposes only.

Base: Business intentions (n = 20)¹

¹ Given the low number of respondents (n<30), the results are presented for informational purposes only.

THE MAIN OBSTACLES TO TAKING STEPS IMMEDIATELY

BUSINESS INTENTIONS

First Nations people who intend to go into business indicate **already having a job, a lack of money, funds or financing and still being in school as being the main obstacles to taking steps to starting a business immediately.**

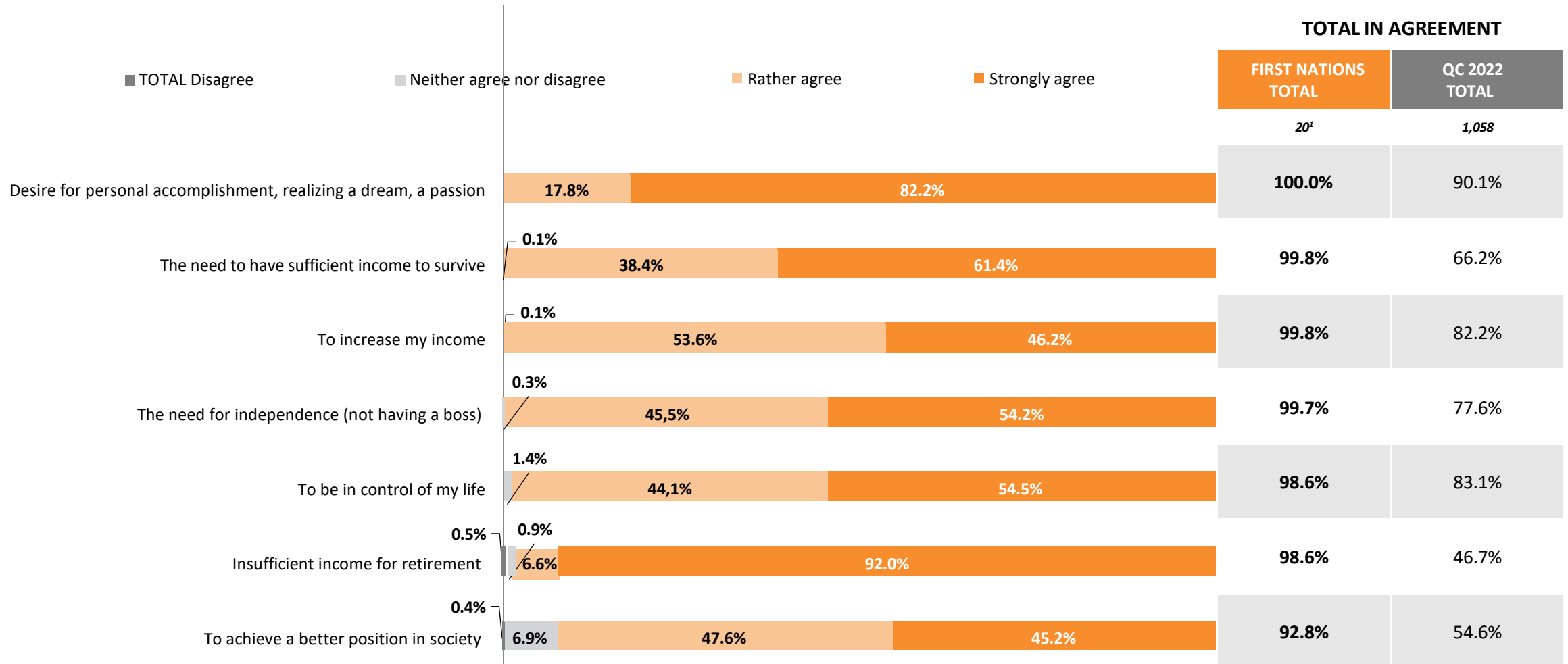
	FIRST NATIONS TOTAL N = 20 ¹	QC 2022 TOTAL 1,058
I already have a (full-time) job / I am under contract	32.4%	2.8%
Lack of money/funds/financing	32.0%	35.4%
I'm still studying	28.6%	8.5%
Lack of time / too busy (unspecified)	1.9%	9.9%
I do not (yet) have the necessary knowledge (lack of education, training, qualifications)	1.4%	5.7%
Other reasons	5.8%	2.9%

Base: Business intentions (n = 20)¹. Unsolicited mentions – Several possible mentions. The total may exceed 100%, with respondents having the option to select multiple responses.

¹ Given the low number of respondents (n<30), the results are presented for informational purposes only. / Note: Only responses of 1% and above are presented.

THE MAIN MOTIVATIONS TO CREATE OR TAKE OVER A BUSINESS

BUSINESS INTENTIONS, PAGE 1 OF 2

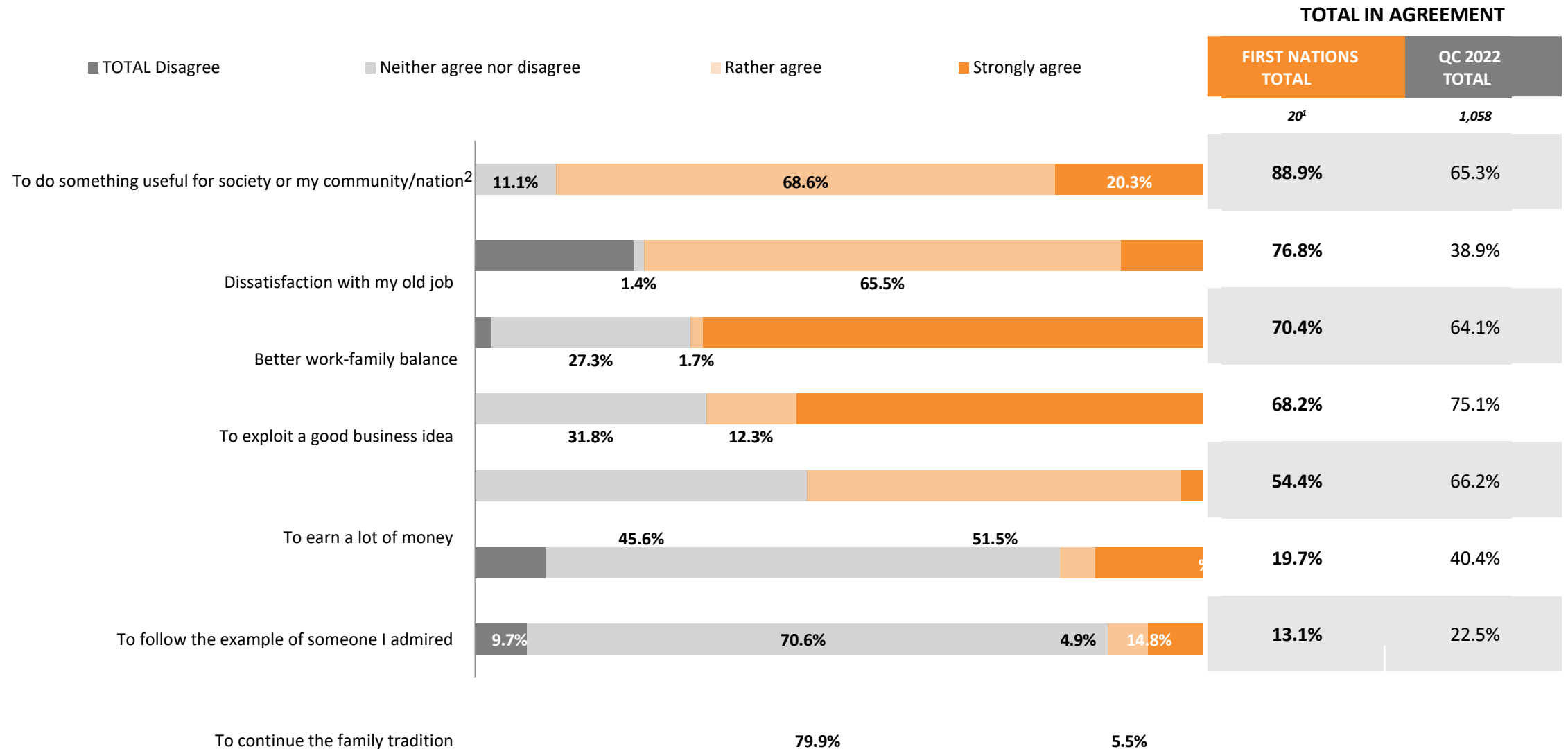


Base: Business intentions (n= 20)¹

¹ Given the low number of respondents (n<30), the results are presented for informational purposes only.

THE MAIN MOTIVATIONS TO CREATE OR TAKE OVER A BUSINESS

BUSINESS INTENTIONS, PAGE 2 OF 2



Base: Business intentions (n= 20)¹

¹ Given the low number of respondents (n<30), the results are presented for informational purposes only. / ² Stated in the Indice entrepreneurial québécois : “Pour faire quelque chose d’utile pour la société” (To do something useful for society)

THE MAIN SECTORS ENVISAGED

BUSINESS INTENTIONS

First Nations people who intend to go into business are mainly considering the **arts, entertainment and recreation** sector, but also **professional, scientific and technical services** and the **health care and social assistance** sector. As an indication, for Quebec in 2022, people intending to go into business were targeting retail trade (12.7%), professional, scientific and technical services (11.5%) and arts, entertainment and recreation (10.1%).

	FIRST NATIONS TOTAL	QC 2022 TOTAL
<i>n =</i>	<i>20¹</i>	<i>1,058</i>
Arts, entertainment and recreation (NAICS 71)	52.7%	10.1%
Professional, scientific and technical services sector (legal services, accounting, architecture, engineering, surveying, advertising, computer systems design, management consulting, scientific research, etc.) (NAICS 54)	21.4%	11.5%
Health care and social assistance (NAICS 62)	16.4%	7.3%
Retail trade (NAICS 44-45)	5.2%	12.7%
Information and cultural industries (NAICS 51)	3.6%	2.2%
Agriculture, forestry, fishing and hunting (NAICS 11)	0.3%	4.9%
Real estate and rental and leasing (NAICS 53)	0.3%	4.7%
Other services, except public administration (repair and maintenance, personal and laundry services, private households, etc.) (NAICS 81)	-	8.4%
Finance and insurance (NAICS 52)	-	2.5%
Construction (NAICS 23)	-	3.2%
Accommodation and food services (NAICS 72)	-	8.6%
Educational services (NAICS 61)	-	3.0%
Wholesale trade (NAICS 41)	-	2.1%
Manufacturing (NAICS 31-33)	-	3.8%
Transportation and warehousing (NAICS 48-49)	-	2.0%
Management of companies and enterprises (NAICS 55)	-	1.4%
Administrative services, support services, waste management services, and sanitation services (NAICS 56)	-	1.2%
Other	-	1.2%
Don't know	-	9.3%

Base: Business intentions (n= 20)¹

¹ Given the low number of respondents (n<30), the results are presented for informational purposes only.



DETAILED RESULTS

2. A LOOK AT THE FOUR STAGES OF THE ENTREPRENEURIAL PROCESS

2.2 Business procedures

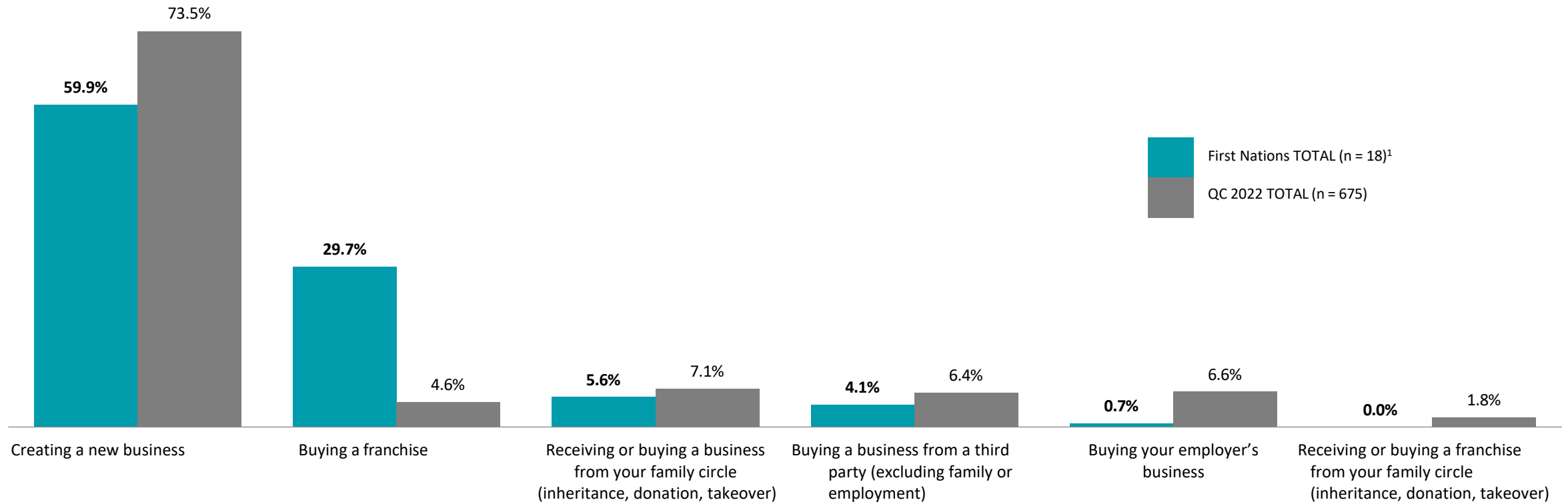
First Nations people greatly need support for their procedures, particularly in the form of grants and support.

FRAMEWORK FOR TAKING STEPS DURING THE LAST YEAR

BUSINESS PROCEDURES

The majority of First Nations people in the process of starting a business began creating a new business in the last year. For Quebec, this rate was 73.5% in 2022.

Buying a franchise is the second most used framework for taking steps and where the First Nations stand out from Quebec (4.6%).



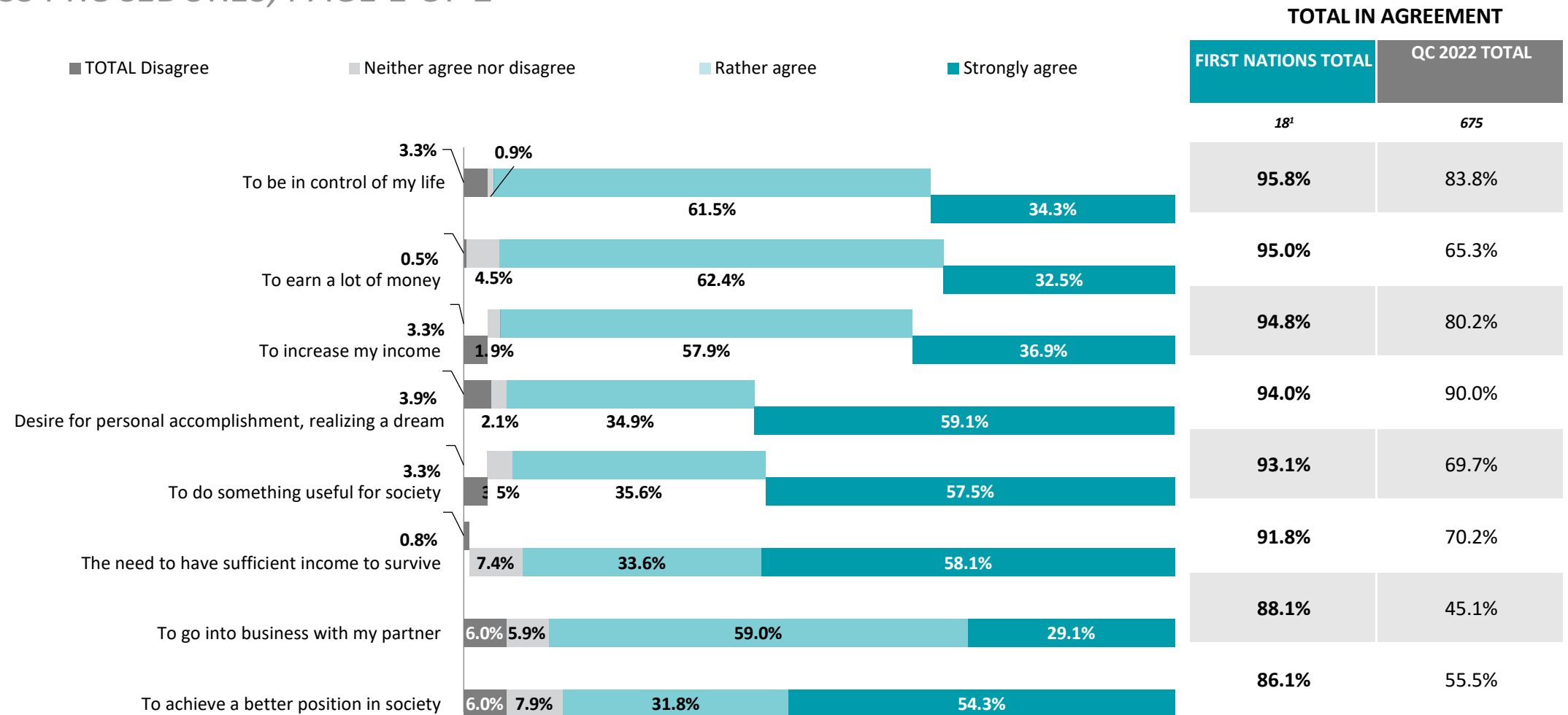
¹ Given the low number of respondents (n<30), the results are presented for informational purposes only.

Base: Business procedures (n = 18)¹

¹ Given the low number of respondents (n<30), the results are presented for informational purposes only.

THE MAIN MOTIVATIONS FOR GOING INTO BUSINESS

BUSINESS PROCEDURES, PAGE 1 OF 2



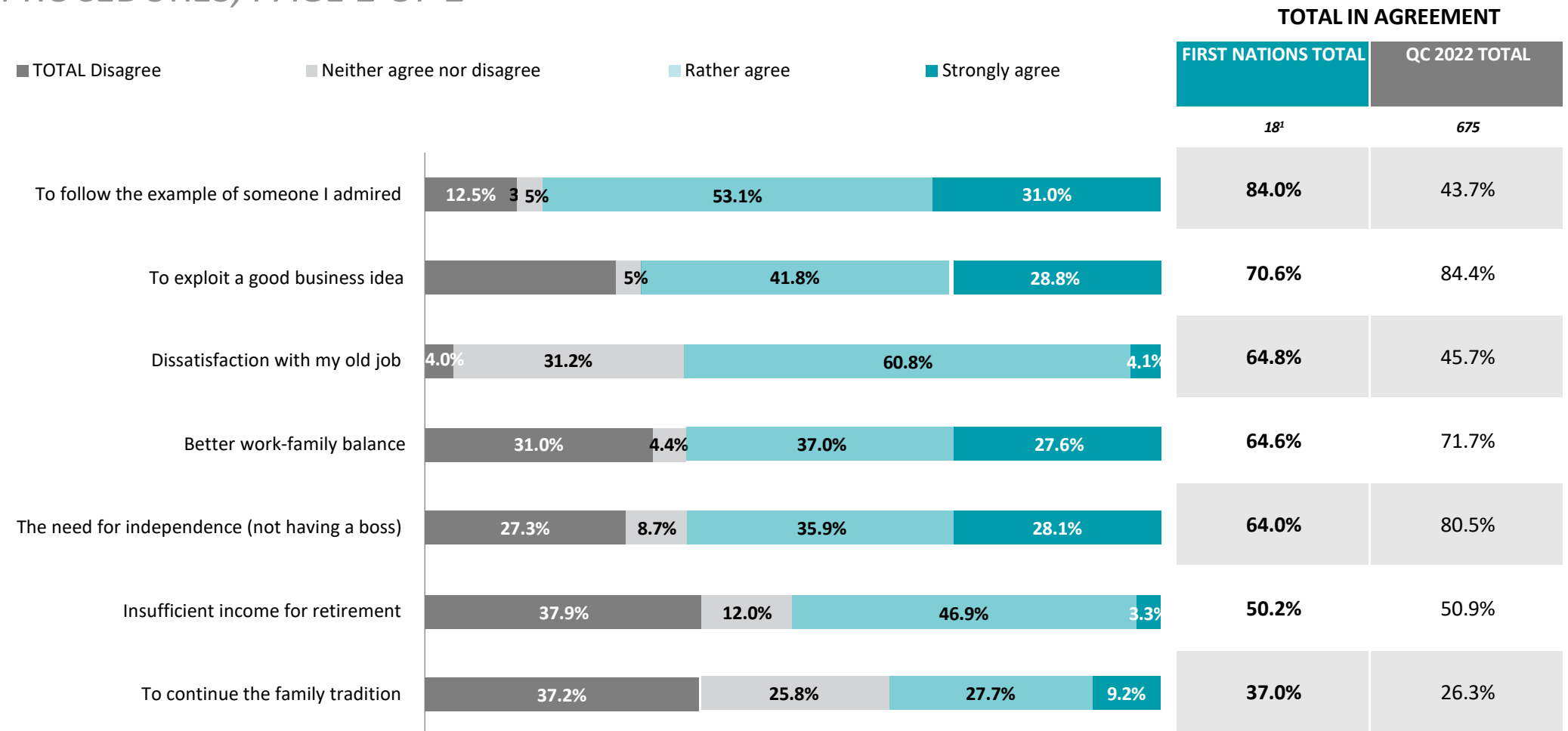
Note: The results for "Take over a business to avoid having to start from scratch (have a salary from the start, employee(s), an established clientele, etc.)" are not presented, given the small sample size (n<10).

Base: Business procedures (n = 18)¹

¹ *Given the low number of respondents (n<30), the results are presented for informational purposes only.*

THE MAIN MOTIVATIONS FOR GOING INTO BUSINESS

BUSINESS PROCEDURES, PAGE 2 OF 2



Base: Business procedures (n = 18)¹

¹ Given the low number of respondents (n<30), the results are presented for informational purposes only.

THE MAIN SECTORS ENVISAGED

BUSINESS PROCEDURES

First Nations people who are taking steps to start a business say that their business will mainly be in the **manufacturing** sector. The **agriculture, forestry, fishing and hunting** sector and the **other services** sector are closely behind. As an indication, in 2022, 15.7% of Quebec direct sellers were targeting the retail trade sector.

	FIRST NATIONS TOTAL	QC 2022 TOTAL
<i>n =</i>	<i>18¹</i>	<i>675</i>
Manufacturing (NAICS 31-33)	27.1%	3.8%
Agriculture, forestry, fishing and hunting (NAICS 11)	26.5%	9.7%
Other services, except public administration (repair and maintenance, personal and laundry services, private households, etc.) (NAICS 81)	25.3%	9.1%
Arts, entertainment and recreation (NAICS 71)	6.9%	9.9%
Retail trade (NAICS 44-45)	5.6%	15.7%
Construction (NAICS 23)	3.5%	3.7%
Administrative services, support services, waste management services, and sanitation services (NAICS 56)	3.3%	2.6%
Finance and insurance (NAICS 52)	0.6%	3.5%
Information and cultural industries (NAICS 51)	0.5%	2.6%
Professional, scientific and technical services sector (legal services, accounting, architecture, engineering, surveying, advertising, computer systems design, management consulting, scientific research, etc.) (NAICS 54)	-	10.2%
Health care and social assistance (NAICS 62)	-	3.1%
Accommodation and food services (NAICS 72)	-	8.1%
Educational services (NAICS 61)	-	2.3%
Wholesale trade (NAICS 41)	-	1.6%
Transportation and warehousing (NAICS 48-49)	-	2.6%
Management of companies and enterprises (NAICS 55)	-	1.0%
Real estate and rental and leasing (NAICS 53)	-	4.0%
Other	0.8%	1.6%
Don't know	-	4.8%

Base: Business procedures (*n = 18*)¹

¹ Given the low number of respondents (*n < 30*), the results are presented for informational purposes only.

MAIN OBSTACLES TO OVERCOME

BUSINESS PROCEDURES

	DIFFICULT TOTAL	
	FIRST NATIONS TOTAL	QC 2022 TOTAL
	<i>n</i> = 10 ¹	494
Administrative, legal or fiscal complexity including particularities associated with Indigenous taxation ²	54.9%	33.8%
Economic conditions	52.9%	41.8%
Lack of self-confidence to sell your project (to others)	51.6%	27.2%
Insufficient or inadequate private financing (e.g., inaccessible line of credit)	51.3%	34.6%
Insufficient or inadequate public funding	51.1%	33.7%
Lack of technical support (financial plan, market study, etc.)	49.6%	27.2%
Little support from those around you (money, time, approval, etc.)	45.9%	29.5%
Low credibility due to age (too young/too old)	45.9%	22.7%
Little motivation	44.6%	15.1%
Unexpected changes in family situation	43.3%	20.8%
The impossibility of borrowing when living on a reserve	33.4%	N/A
Finding suitable business premises	11.8%	19.7%
My personal savings are too low	9.6%	41.7%
The absence of a partner to share the risks	7.3%	23.3%
Lack of time	7.2%	37.1%
Lack of labour	7.0%	17.7%
The debt incurred by carrying out the process	7.0%	38.8%
Lack of support from an experienced entrepreneur	7.0%	32.0%

Base: Business procedures and intention to create a new business (*n* = 10)¹

¹ Given the low number of respondents (*n*<30), the results are presented for information purposes only. / ² Stated in the Indice entrepreneurial québécois: "La complexité administrative, légale ou fiscale" (administrative, legal or fiscal complexity).

SUPPORT REQUIRED TO HELP WITH THE PROCEDURES

BUSINESS PROCEDURES

To help First Nations people take steps to start a business, **almost all** would need **at least one form of support** (82.1% for Quebec in 2022). More specifically, nearly six out of ten respondents say they need subsidies. Note also that a quarter would need additional training and support from experienced entrepreneurs. Note also that more than one in ten people say they need culturally adapted entrepreneurial support offered by an Indigenous organization.



Base: Business procedures (n = 18)¹. Assisted choices with the possibility of spontaneous mentions – Several possible answers. The total may exceed 100%, with respondents having the option to select multiple answers.

DETAILED RESULTS

2. A LOOK AT THE FOUR STAGES OF THE ENTREPRENEURIAL PROCESS

2.3 Business owners

Young business owners find it important to have access to a culturally adapted entrepreneurial support service.

Note: Throughout this section, the business owner results for parts A and B have been combined. However, they are only compared to those from part B of Quebec's index.

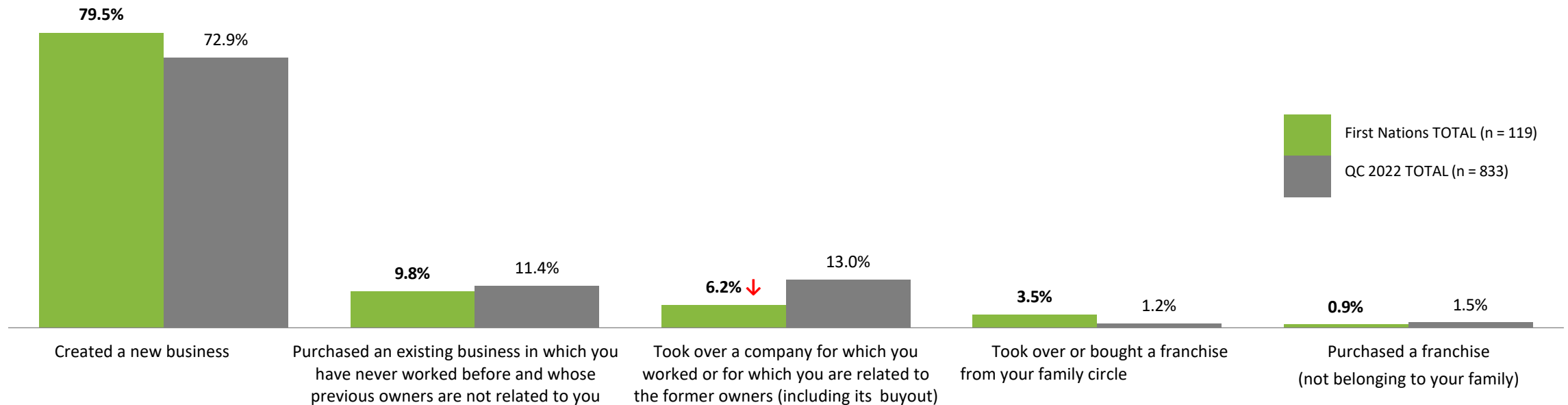


MEANS OF ENTRY OF CURRENT OWNERS

BUSINESS OWNERS

79.5%

Eight out of ten First Nations business owners with one or more employees opted to **create a new business** rather than acquiring or taking over a business.



Base: Business owners with one or more employees (n = 119) – Parts A and B

THE MAIN SECTORS OF ACTIVITY

BUSINESS OWNERS

17.3%

Of First Nations business owners indicate that their businesses are mainly in the **professional, scientific and technical services** sector (17.3%). This is followed by the **retail trade (15.6%)**, **arts, entertainment and recreation (13.2%)** and **construction (12.1%)** sectors. For comparison purposes, a quarter (**25.8%**) of Quebec owners in 2022 had a business in professional, scientific and technical services, a proportion that is significantly higher than among First Nations.

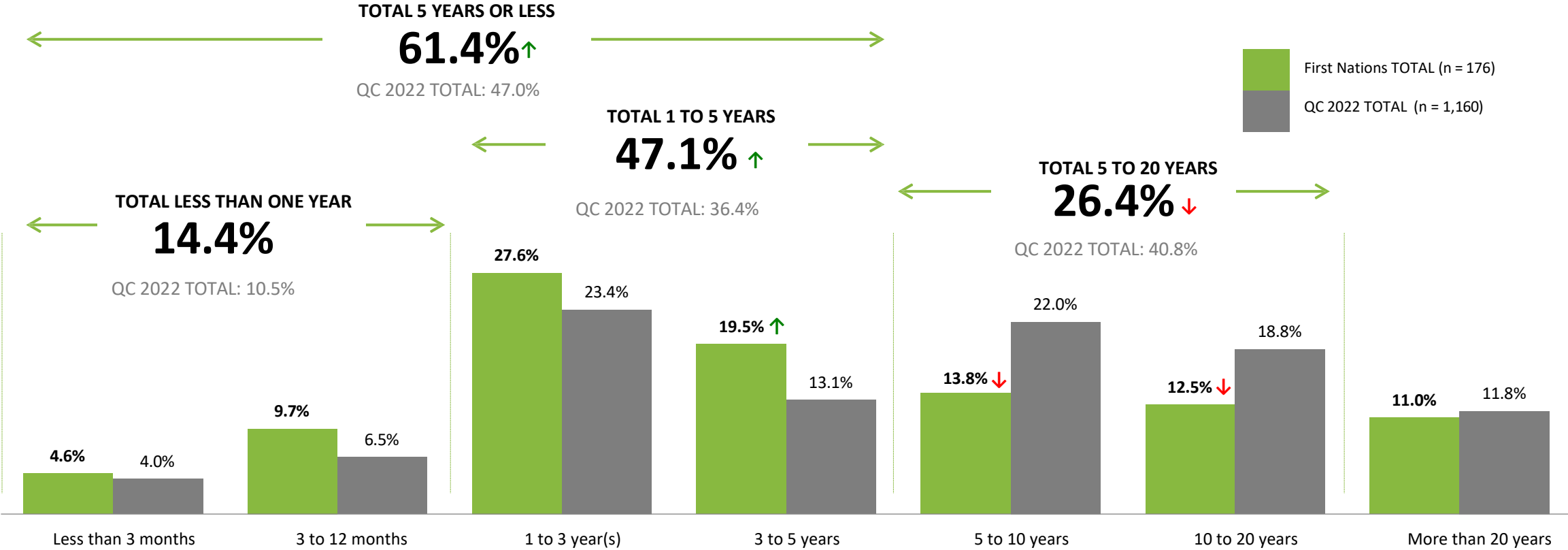
	FIRST NATIONS TOTAL	QC 2022 TOTAL
	<i>n</i> = 176	1,160
Professional, scientific and technical services sector (legal services, accounting, architecture, engineering, surveying, advertising, computer systems design, management consulting, scientific research, etc.) (NAICS 54)	17.3% ↓	25.8%
Retail trade (NAICS 44-45)	15.6%	12.8%
Arts, entertainment and recreation (NAICS 71)	13.2% ↑	7.0%
Construction (NAICS 23)	12.1% ↑	4.1%
Agriculture, forestry, fishing and hunting (NAICS 11)	6.9%	5.8%
Health care and social assistance (NAICS 62)	6.9%	4.2%
Accommodation and food services (NAICS 72)	5.7%	4.1%
Manufacturing (NAICS 31-33)	5.3% ↓	14.0%
Other services, except public administration (repair and maintenance, personal and laundry services, private households, etc.) (NAICS 81)	4.0%	4.0%
Educational services (NAICS 61)	2.3%	3.5%
Transportation and warehousing (NAICS 48-49)	2.3%	1.9%
Information and cultural industries (NAICS 51)	1.7%	3.0%
Management of companies and enterprises (NAICS 55)	1.1%	0.8%
Finance and insurance (NAICS 52)	0.6%	0.9%
Real estate and rental and leasing (NAICS 53)	0.6%	0.9%
Wholesale trade (NAICS 41)	- ↓	3.7%
Administrative services, support services, waste management services, and sanitation services (NAICS 56)	- ↓	2.4%
Other	2.7% ↑	0.9%
Don't know	1.7% ↑	0.3%

SENIORITY OF CURRENT OWNERS

BUSINESS OWNERS

Entrepreneurship is a recent profession for the majority of owners since 61.4% of them have been business owners for 5 years or less, a proportion that is significantly higher compared to business owners in Quebec in 2022 (47.0%).

This proportion is also significantly higher among 18–34-year-olds (88.6%).

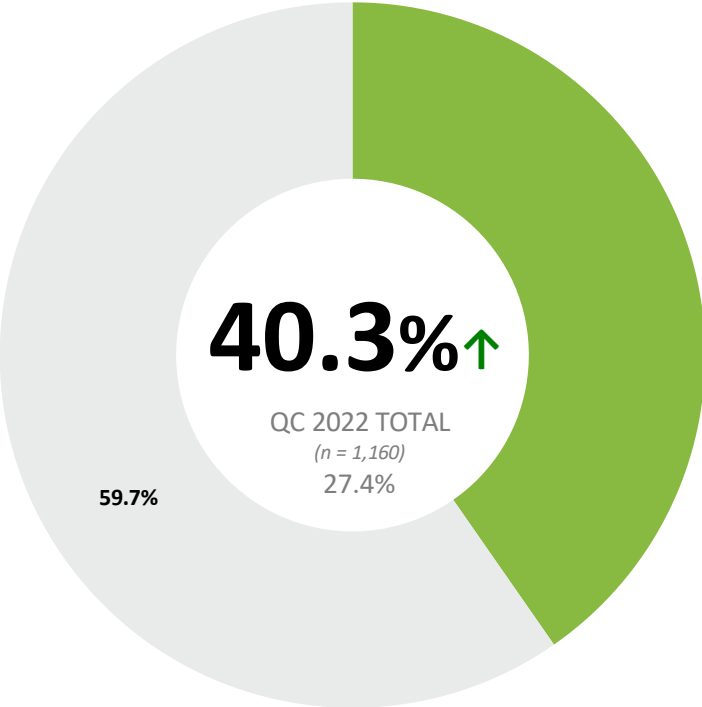


OTHER JOB HELD

BUSINESS OWNERS

40.3%

Of First Nations business owners are **employed (on a full or part time basis) by a business or organization** other than their own. This proportion is significantly higher than among business owners for Quebec in 2022 (27.4%).



PROPORTION OF BUSINESS OWNERS WHO ARE EMPLOYED (FULL OR PART TIME) BY A BUSINESS OR ORGANIZATION BESIDES THEIR OWN

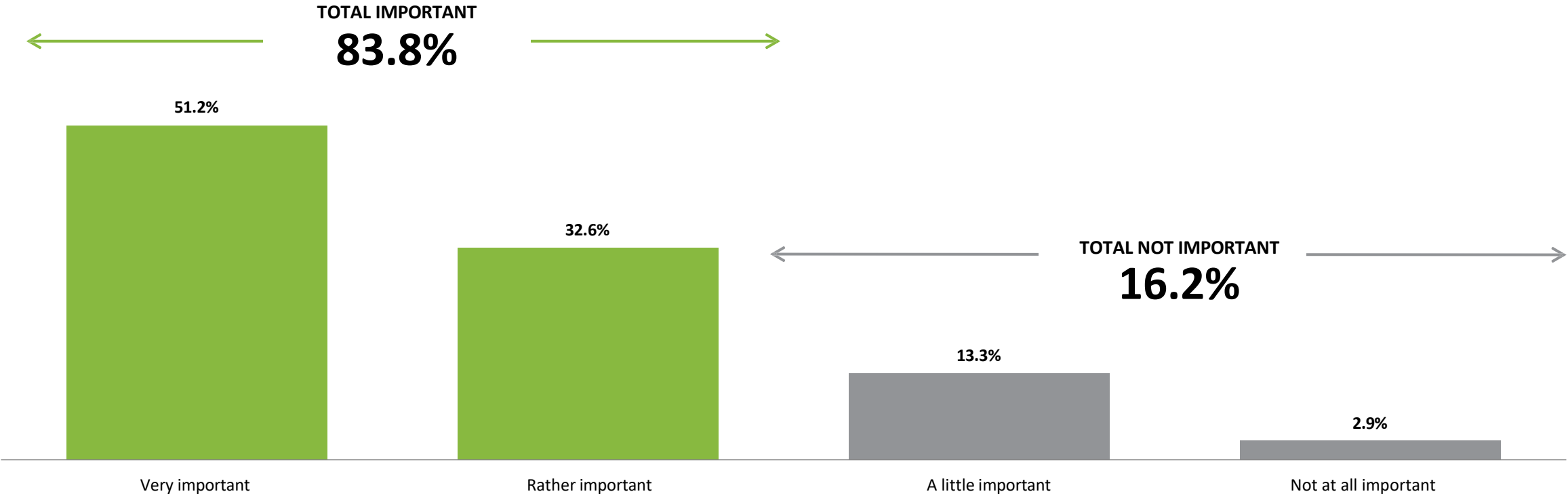
Base: Business owners (n = 176) – Parts A and B

IMPORTANCE OF A CULTURALLY ADAPTED ENTREPRENEURIAL SUPPORT SERVICE

BUSINESS OWNERS

83.8%

Of First Nations business owners consider it **important to have a culturally adapted entrepreneurial support service.**



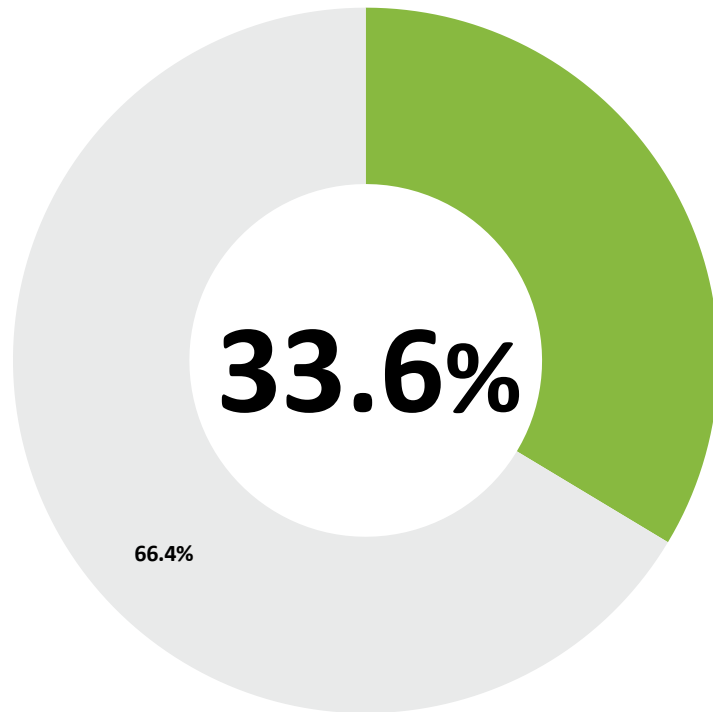
Base: Business owners (n = 176) – Parts A and B
Note: Newly added question. Therefore, the comparison of results with 2022 is not presented.

ACCESS TO A CULTURALLY ADAPTED ENTREPRENEURIAL SUPPORT SERVICE

BUSINESS OWNERS

33.6%

Of First Nations business owners have access to a culturally adapted entrepreneurial support service.



PROPORTION OF BUSINESS OWNERS WHO HAVE ACCESS TO A CULTURALLY ADAPTED ENTREPRENEURIAL SUPPORT SERVICE

Base: Business owners (n = 176) – Parts A and B

Note: Newly added question. Therefore, the comparison of results with 2022 is not presented.



DETAILED RESULTS

2. A LOOK AT THE FOUR STAGES OF THE ENTREPRENEURIAL PROCESS

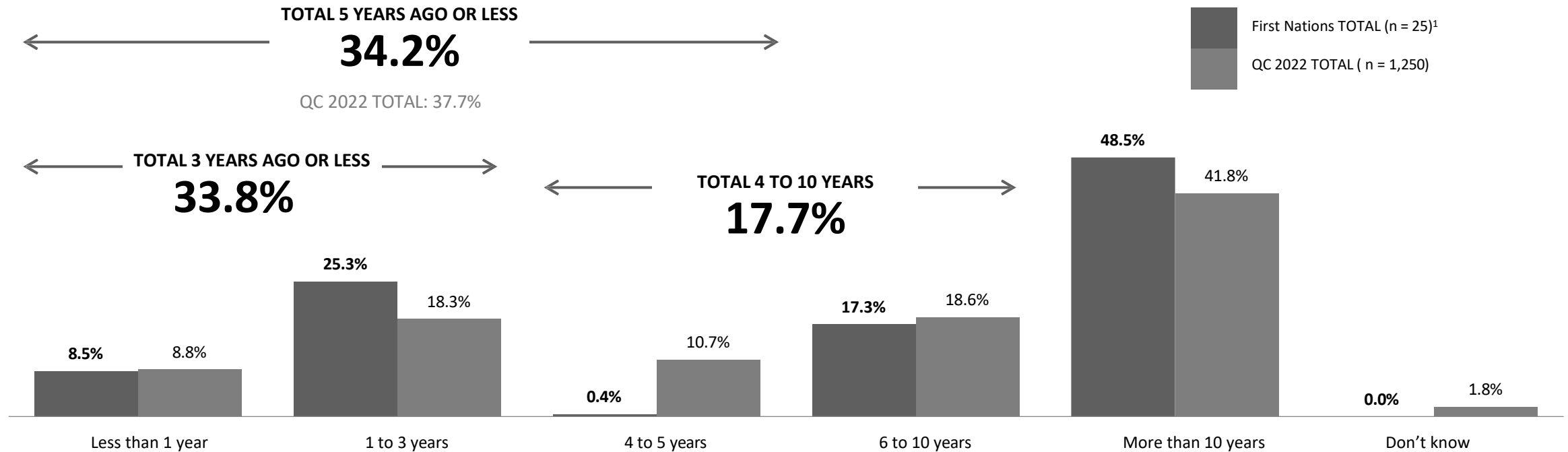
2.4 Business closures

A third of First Nations people who closed a business did so 5 years ago or less.

NUMBER OF YEARS SINCE THE BUSINESS CLOSURE

BUSINESS CLOSURES

About a third of First Nations people who closed a business did so recently, **meaning 5 years ago or less**. This result is comparable to that obtained for Quebec in 2022 (37.7%).



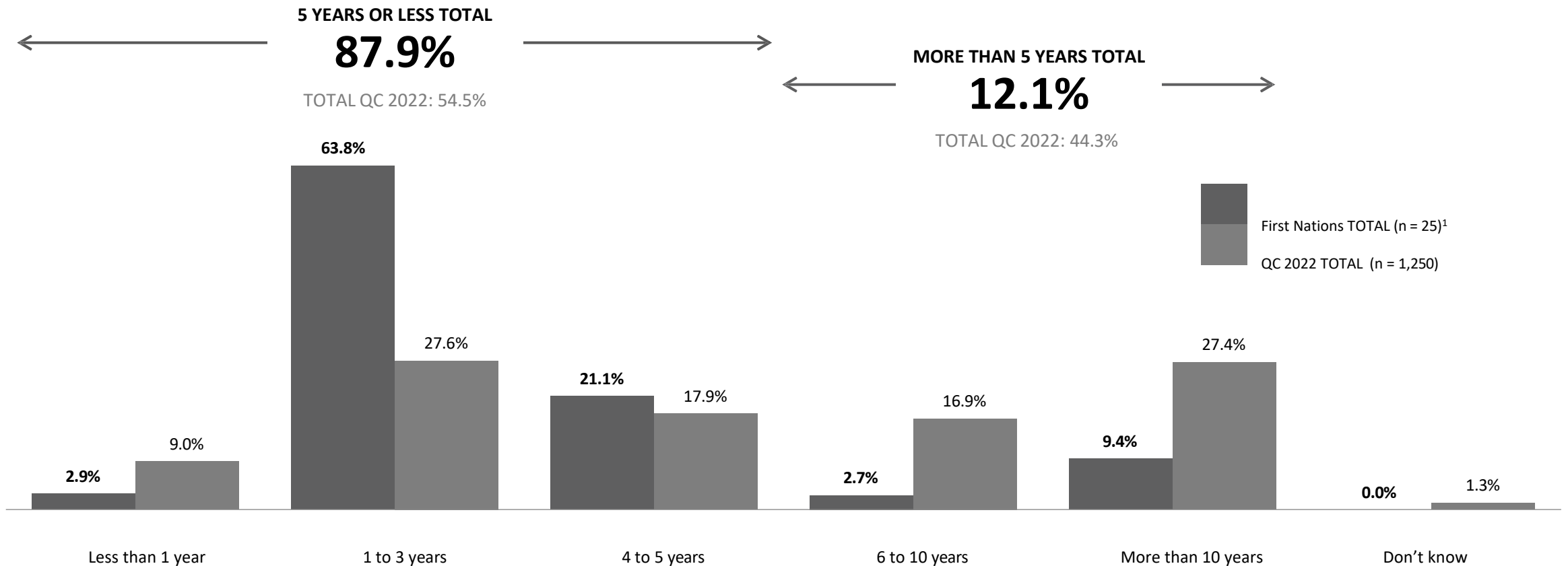
Base: Business owners (n = 25)¹

¹ Given the low number of respondents (n<30), the results are presented for informational purposes only.

NUMBER OF YEARS OF OPERATION

BUSINESS CLOSURES

The vast majority of First Nations people who have **closed a business** said that their business was in operation under their control for **5 years or less**. As an indication, this result is significantly higher than for Quebec (54.5%). Indeed, nearly two-thirds of First Nations people indicated that their business was in operation under their control for 1 to 3 years. This percentage was 27.6% among Quebecers in the same situation.



Base: Business owners (n = 25)¹

¹ Given the low number of respondents (n<30), the results are presented for informational purposes only.

MAIN REASONS FOR CLOSURE

BUSINESS CLOSURES

First Nations people who closed a business indicated that they did so mainly **due to financial difficulties**. **Retirement** and **lack of time (too busy)** are among the other main reasons.

	FIRST NATIONS TOTAL	QC 2022 TOTAL
	<i>n</i> = 25 ¹	1,250
Financial difficulties	40.2%	14.8%
Retirement	15.2%	16.3%
I was too busy / I was not dedicating enough time to my business	14.2%	9.6%
Personal reasons (divorce, illness, birth of a child, etc.)	9.5%	11.9%
Found another job	4.3%	6.5%
Lack of labour	4.3%	1.4%
Lack of customers	3.4%	7.6%
Lack of support	2.5%	0.9%
Lack of succession	1.3%	1.9%
Problem with associate or partner (incompatibility, moving)	0.5%	8.1%
Consequence of the COVID-19 pandemic (economy, health conditions, etc.)	0.4%	2.6%
Competition is too strong	-	5.4%
Moving	-	3.4%
Sale to recover investments made	-	3.2%
Lack of staff skills	-	1.6%
Lack of peer support	-	1.2%
Business transfer process too complex or long	-	0.3%
Desire to do something else (including returning to school and reorientation) ²	-	0.4%
Lack of motivation/interest in my project ²	-	0.4%
Other	4.1%	2.6%

Base: Business closures (*n* = 25)¹

¹ Given the low number of respondents (*n*<30), the results are presented for information purposes only. / ² This answer choice was not visible to the respondent.



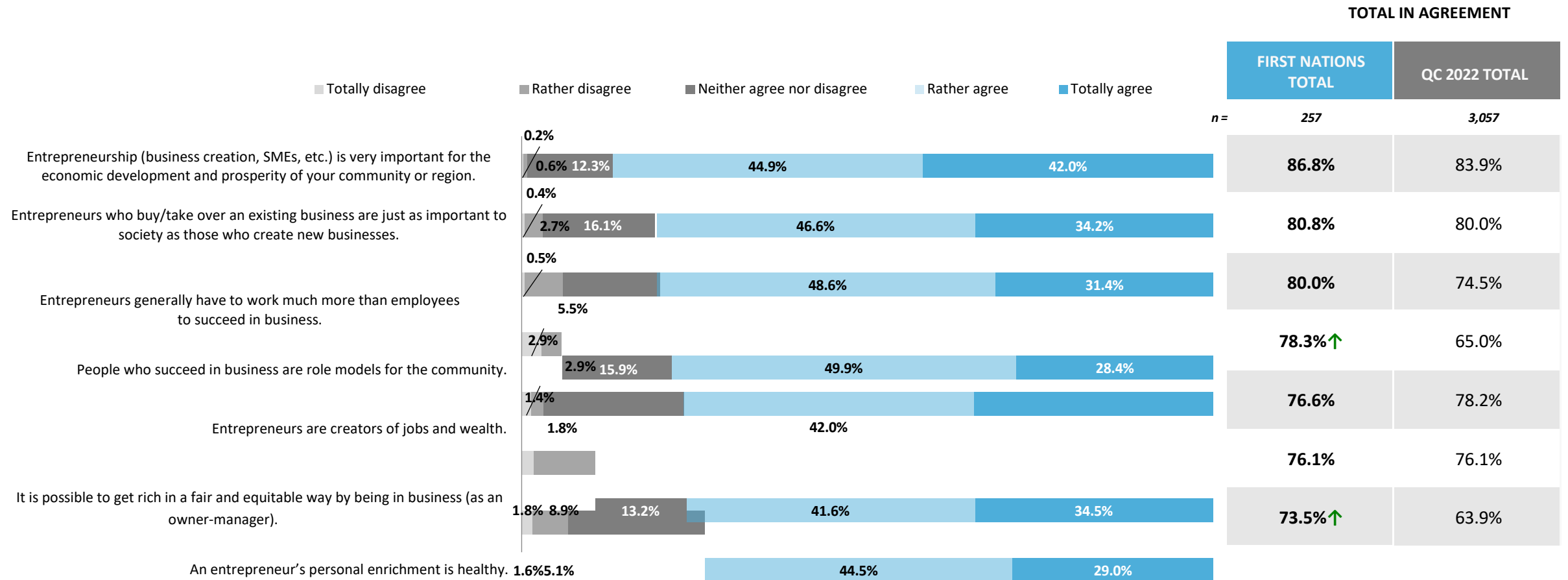
DETAILED RESULTS

3. ENTREPRENEURIAL CULTURE

First Nations people generally believe that entrepreneurship is very important for economic development and have the impression that the various government authorities are taking concrete actions to encourage entrepreneurship.

THE PERCEPTIONS REGARDING ENTREPRENEURSHIP

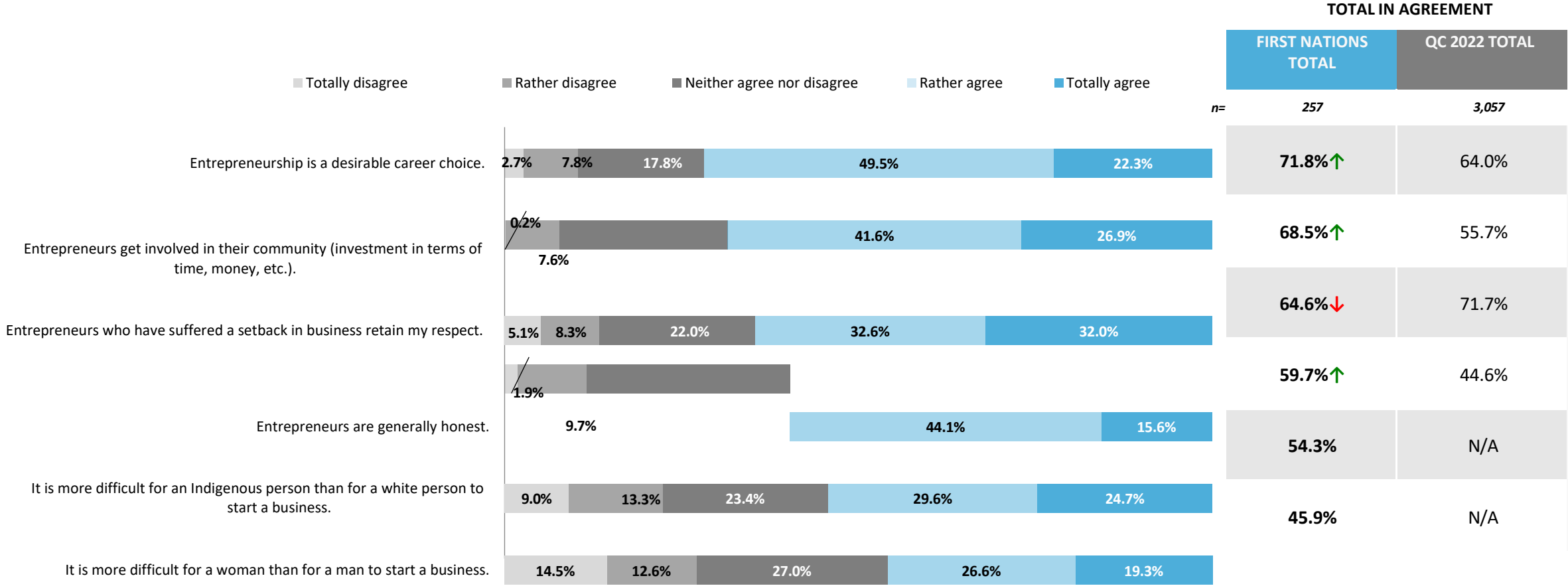
ENTREPRENEURIAL CULTURE, PAGE 1 OF 2



Base: Business intentions, business procedures or not in the process (n=257), adult population.

PERCEPTIONS OF ENTREPRENEURSHIP

ENTREPRENEURIAL CULTURE, PAGE 2 OF 2



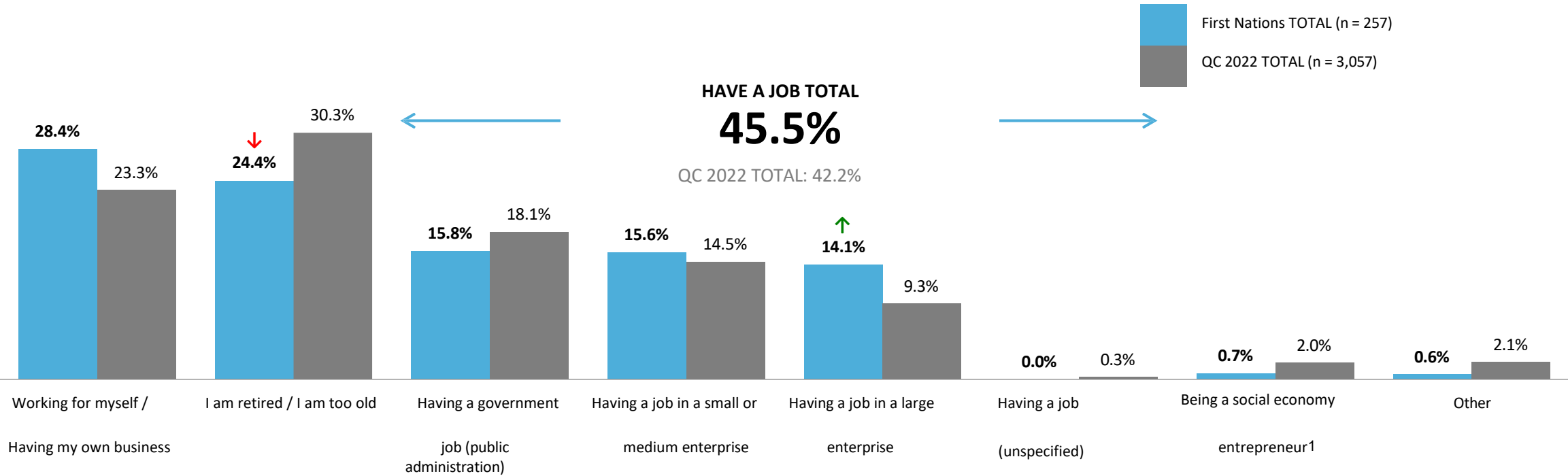
Base: Business intentions, business procedures or not in the process (n=257), adult population.

OPTIMAL CAREER CHOICE

ENTREPRENEURIAL CULTURE

28.4%

Of First Nations people who are not currently business owners considered **working for themselves/having their own business to be an optimal career choice** (29.1% by adding the choice “being a social economy entrepreneur”). For comparison purposes, this indicator is higher than for Quebec’s results in 2022 (23.3%).



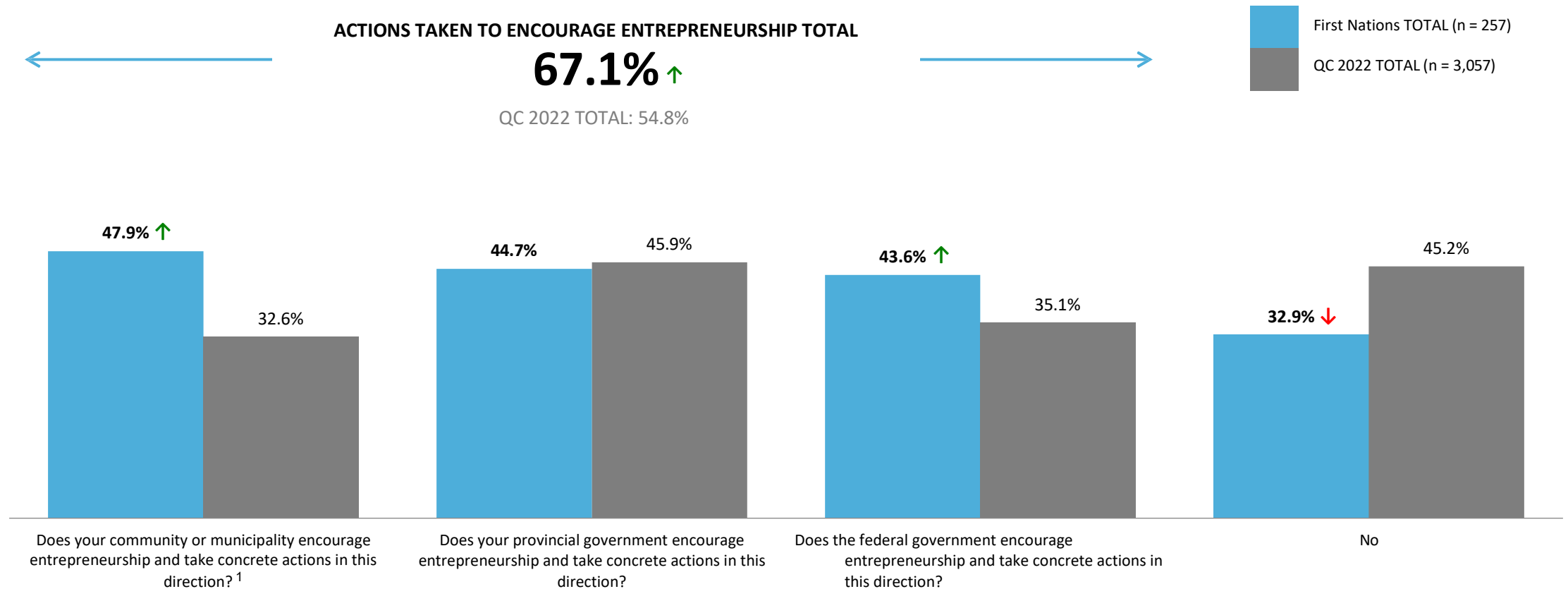
Base: Business intentions, business procedures or not in the process (n = 257), adult population.

¹ This answer choice was not visible to respondents.

PERCEPTIONS OF ACTIONS TAKEN BY GOVERNMENT AUTHORITIES TO ENCOURAGE ENTREPRENEURSHIP – *ENTREPRENEURIAL CULTURE*

67.1%

Of First Nations people believe that government authorities encourage entrepreneurship and take concrete actions in this direction. Men are significantly more likely to have this opinion (78.9%).



¹ Statement amended in 2023 (Indigenous target)

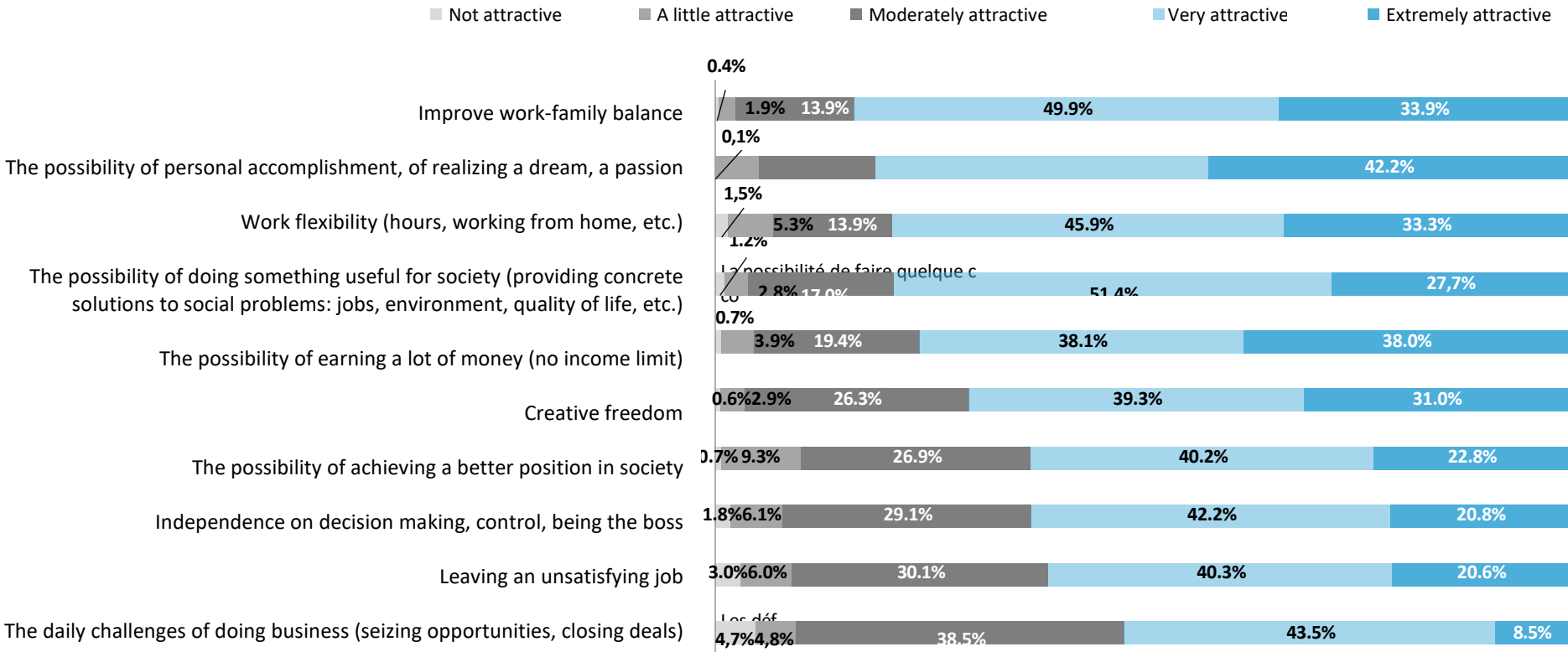
Base: Business intentions, business procedures or not in the process (n = 257), adult population.

GENERALLY KNOWN ADVANTAGES OF ENTREPRENEURSHIP

ENTREPRENEURIAL CULTURE

83.7%

Of First Nations people who are not in the entrepreneurial chain are of the opinion that work-family balance is the most attractive element of entrepreneurship. The possibility of personal accomplishment (81.2%), work flexibility (79.3%) and doing something useful for society (79.1%) are additional elements that are most perceived as being attractive.



	ATTRACTIVE TOTAL	
	FIRST NATIONS TOTAL	QC 2022 TOTAL
n=	219	1,324
	83.7%	79.7%
	81.2%	85.9%
	79.3%	82.1%
	79.1%	76.8%
	76.0%	75.4%
	70.3%	74.3%
	63.0%	58.7%
	63.0%	67.5%
	60.9% ↓	76.3%
	52.0%	52.2%

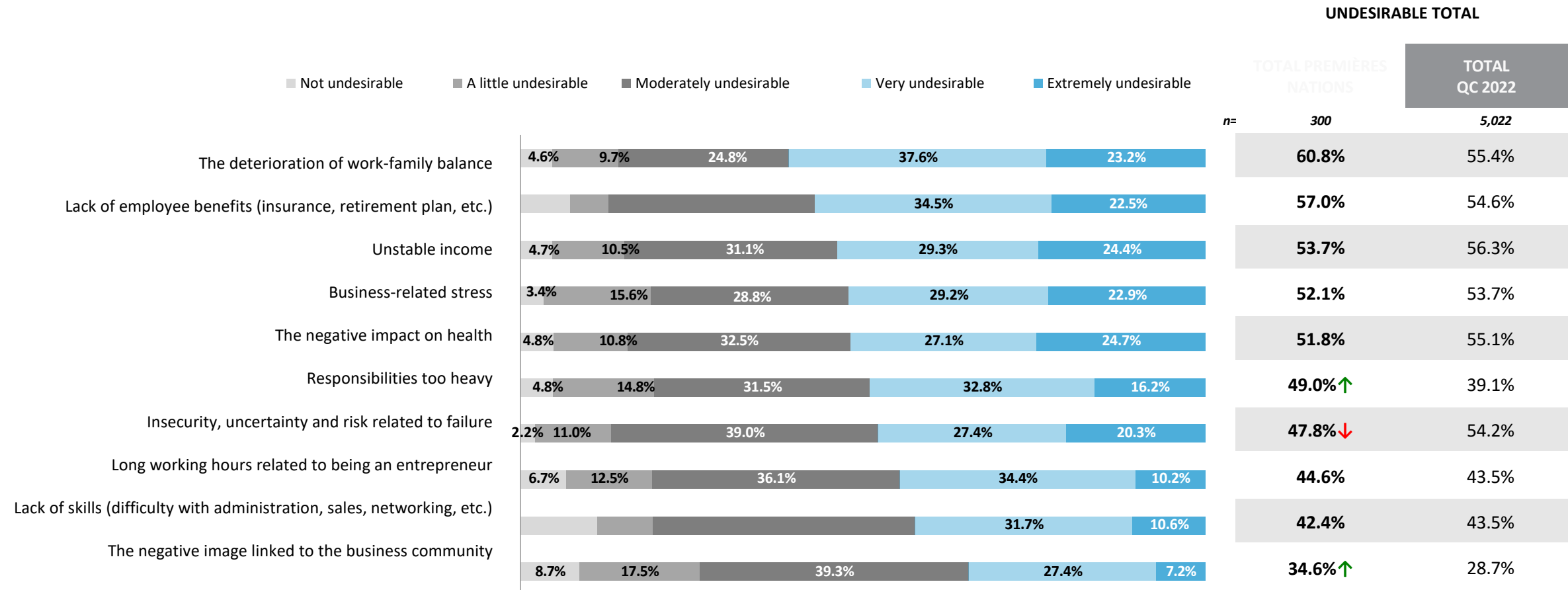
Base: Respondents who are not in the entrepreneurial chain (n = 219)

GENERALLY KNOWN DISADVANTAGES OF ENTREPRENEURSHIP

ENTREPRENEURIAL CULTURE

60.8%

Of First Nations people are of the opinion that the deterioration of work-family balance is the main disadvantage of entrepreneurship. More specifically, this disadvantage ranks at the top of the list, followed by lack of employee benefits (57.0%), unstable income (53.7%) and business-related stress (52.1%).



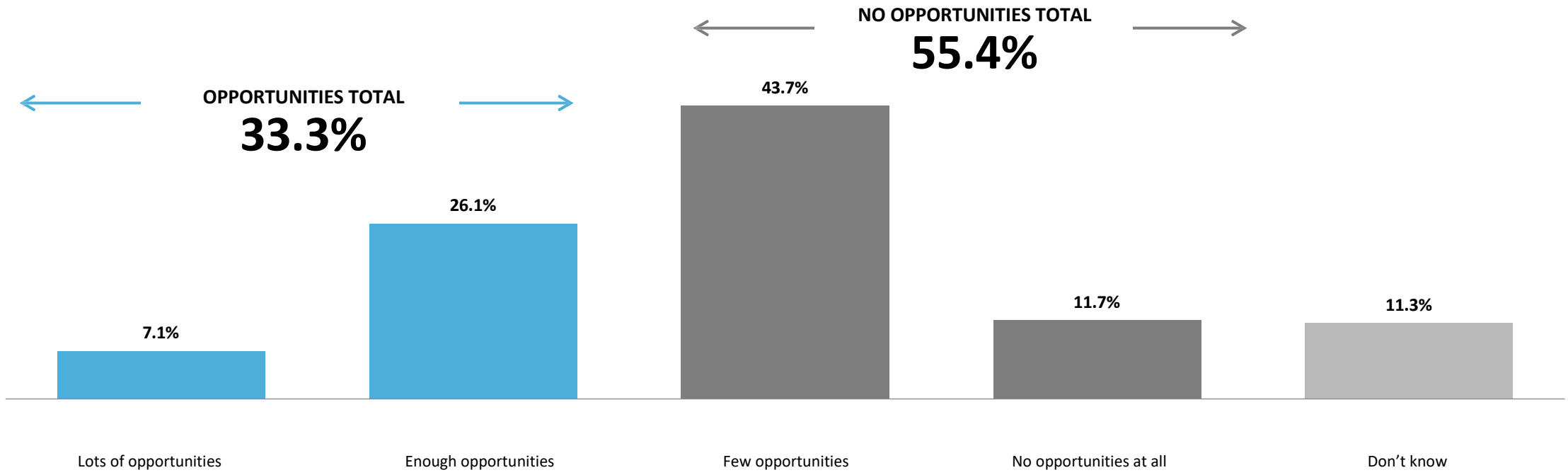
Base: All respondents (n = 300)

BUSINESS OPPORTUNITIES IN THE REGION OR COMMUNITY

ENTREPRENEURIAL CULTURE

33.3%

Of respondents believe that their region or community has many or enough business opportunities. Note that those with a university degree are significantly more likely to have this opinion (57.9%).



Base: All respondents (n = 300)

Note: Newly added question. Therefore, the comparison with the 2022 results is not presented.



CONCLUSION

CONCLUSION

Entrepreneurial dynamism among First Nations people is prevalent and comparable to Quebec's. Motivated by the desire for personal accomplishment, but also by a desire for better control over their lives and greater income, First Nations people who intend to go into business, as well as those who have already taken steps to start a business, are ambitious.

Although entrepreneurship is well perceived among non-business owner First Nations people, the fact remains that the profession still comes with its share of challenges and disadvantages such as the deterioration of work-family balance and the lack of employee benefits.

The need for support is also very great whether in the form of subsidies, training or even support from experienced entrepreneurs. Offering culturally adapted support to Indigenous people is important.



Report

Portrait of the First Nations' Entrepreneurial Dynamism

Produced by:

The logo for Leger, featuring the word "Leger" in a bold, black, sans-serif font with a red dot above the 'e'.

In collaboration with:

The logo for INDICE ENTREPRENEURIAL QUÉBÉCOIS, featuring a vertical bar with four colored segments (blue, green, orange, red) to the left of the text "INDICE ENTREPRENEURIAL QUÉBÉCOIS" and "RÉSEAU MENTORAT" below it.

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