



# Community fosters win-win partnerships with industry

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The Heart Lake First Nation has come a long way since it took on its first business enterprise in 1998, providing work crew transportation services through band-owned company Heart Lake Chartering.

The community is located approximately 280 kms northeast of Edmonton in a hotbed of strategic industrial development. Still, members of the nation, which now number 346, with 212 living on reserve, could scarcely have imagined the level of success they would reach 21 years later.

Since that first joint venture, their services

have expanded to offer numerous band-owned businesses. They have cultivated 18 industrial partnerships, and offer services including construction, facility maintenance, on-site machining, road building, engineering, and 3D scanning and modelling.

"We're working proactively with industry to build mutually beneficial relationships," says Tony Bagga, consultation director of Heart Lake First Nation.

"Companies get quality service at competitive prices, environmental stewardship and critical community buy-in — and we grow

our capacity to become self-sustainable."

Business partnerships with Heart Lake First Nation contribute directly to the community.

Part of the revenue from all of the nation's projects goes toward education, infrastructure and community programs.

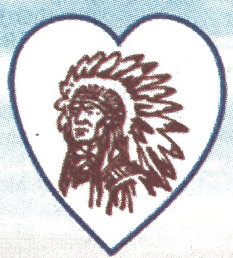
Their momentum continues to build. Once a year, the nation invites industrial companies from across the province and beyond to the Heart Lake First Nation Trade Show, where many of its business relationships are formed.

This year, the 6th Annual Business Trade Show takes place in Calgary on Sept. 17 and 18 at the Metropolitan Centre, 333-4th Avenue SW.

The event is a place where industry experts in procurement and contracting can meet face-to-face with Heart Lake companies to discuss projects.

"We really want to make it a positive, constructive engagement," Bagga says.

To discuss a partnership or request an invitation, contact Tony Bagga at (780) 246-7314 or tbagga@hlfn.net.



HEART LAKE FIRST NATION

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