

Cape Dorset Small Business  
Development Committee  
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Joe Arlooktoo, MLA  
Baffin South  
Lake Harbour, NWT  
X0A 0N0

Dear Mr. Arlooktoos:

During the public meeting on your recent visit to Cape Dorset, you were asked to support an initiative to establish an Incubator Mall, or Business Service Center, in Cape Dorset. I would like to outline the events leading up to this request, and explain more about the project.

The concept of an Business Service Center is to provide an environment where entrepreneurs can start and run small businesses with the best chance of success. This environment begins with a pre-entry training program that tries to prepare the individuals for the demands for small business ownership. Those who successfully complete this phase will be eligible to occupy a space in the Business Service Center for which they would initially pay a rent well below market rates. Over the next five years the owner would operate the business with the support of the Center Manager and numerous advisory personnel that would be provided by the Center, along with ongoing training capsules that deal with specific problems of small business. During this time, the rental rate subsidy would be slowly withdrawn as the business becomes more capable of paying market rates. At the end of five years the business would move out of the Center enabling a new entrepreneur to move in and start the cycle again.

The concept of a Cape Dorset Business Service Center came about in mid-1989. Following is a list of the events that show the progress made so far:

- September 12, 1989 a meeting was held in Cape Dorset to discuss the possibility of a Business Service Center. The meeting was attended by representatives of:
  - Department of Economic Development and Tourism
  - Y.M.C.A.
  - Arctic College
  - West Baffin Eskimo Co-op
  - Hamlet of Cape Dorset
  - Citizens of Cape Dorset
  
- October 5, 1989 a public meeting was held in Cape Dorset



with over one hundred people attending. The concept was discussed and at the end of the meeting twenty-five people signed up as potential entrepreneurs. A committee was set up to drive the project from within Cape Dorset.

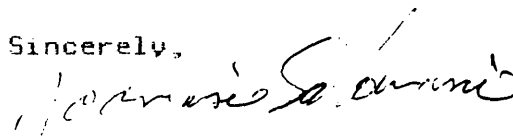
- January - May 1990 - Bimonthly Committee meetings were held to discuss options.
- May 30 - June 4, 1990 - Two Committee members, Roger Breton from the West Baffin Co-op and Mathew Joanasie from the Hamlet travelled to Glace Bay, Nova Scotia to tour an active Business Service Center run by the Y.M.C.A., and a locally run Enterprise Center in nearby Dominion, N.S. On the same trip Roger and Mathew were able to meet with consultant Rob Nixon to discuss his potential involvement in the project.
- June 18 - 22, 1990 - Consultant Rob Nixon visited Cape Dorset to work with the Committee in setting up a Terms of Reference for the Feasibility Study.
- September 15, 1990 - Application was made to EDA for Phase One of the Business Service Center Initiative.
- October, 1990 - EDA Application for funding of the Feasibility Study was approved. A total of fourteen Applications had been submitted under Phase One of the Initiative. Only five were chosen to move on to Phase Two.

At the present time, a Feasibility Study and Business Plan is being prepared for the West Baffin Co-op to submit to the EDA Secretariat. After the application deadline on January 22, 1991, three applications will be approved for the Capital Funding required to build and operate Business Service Centers in the Northwest Territories.

As our MLA, we would appreciate a letter from you supporting our efforts to establish a Business Service Center in Cape Dorset. We feel that the reduction in unemployment and the increase in self-sufficiency that would result would benefit the community as a whole. As such, it would be a worthwhile project to pursue. Your support should increase our chances of a successful application to EDA. If you would like any further information please contact me at (819) 897-8943.

Thank you for your attention to this matter.

Sincerely,



Joanasie Salomonie  
Committee Chairman

