

# Atāmitowin

Identifying and overcoming challenges facing Indigenous exporters



A joint report by Canadian Council for Indigenous Business & Global Affairs Canada

“The internet in our city is very slow and can cause significant issues when running an online business.”  
-Indigenous entrepreneur

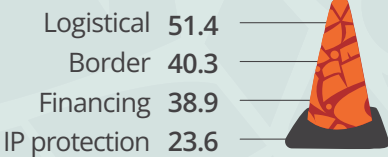
Indigenous small and medium enterprises (SMEs) are **4 times** more likely to have plans for international business expansion.



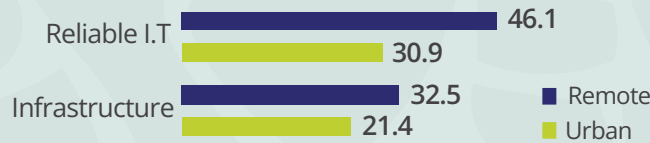
However, they face several challenges...

Indigenous SMEs reporting obstacles to growth (%)

Indigenous exporters reporting export obstacles (%)



Obstacles to growth by firm location (%)



Labour attraction — 61.8

Government regulation — 47.5

Access to financing — 39.7

Indigenous SMEs interested in exporting identified **helpful supports**

2 in 3 value people-to-people connections (especially with Indigenous Peoples)

3 in 5 value help accessing finance

1 in 2 value stronger IP protection



“More connections with suppliers, like other Indigenous businesses [would be helpful].”  
-Indigenous entrepreneur

“With no financing for the business, I’m struggling to hire any employees and generate more revenue.”  
-Indigenous entrepreneur



Atāmitowin explores the challenges Indigenous SMEs face in growing their business and exporting, as well as the policies and supports they deem useful.

Scan to read the full report

CCIB and GAC’s Office of the Chief Economist partnered together to better understand the experiences of Indigenous exporters. We heard from 2,603 Indigenous firms in what is one of the largest Indigenous business surveys ever done in Canada. Atāmitowin is a Cree word that means “to trade” and is the second of two reports analyzing the results of this collaboration.