

CREATING PROSPERITY FOR THE YELLOWKNIVES DENE

# DET'ON CHO CORPORATION

2018 ANNUAL REPORT

Det'on Cho Corporation is the economic arm of the Yellowknives Dene First Nation







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## DET'ON CHO CORPORATION

3rd floor, Det'on Cho Building  
901 Sikyea Tili  
P.O. Box 1287  
Yellowknife, NT X1A 2N9

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[www.facebook.com/detoncho](https://www.facebook.com/detoncho)



[www.twitter.com/detonchocorp](https://www.twitter.com/detonchocorp)

### VISION:

To be a leader among Indigenous business by creating sustainable profits and employment for the Yellowknives Dene First Nation.

### MISSION:

For the Det'on Cho Corporation to be profitable and an employer, trainer, supplier, and partner of choice through effective, efficient, and accountable management and operations within Chief Drygeese Territory and beyond.

### HEALTH, SAFETY AND ENVIRONMENT:

We put the health and safety of our trainees, employees, partners and customers above all other values. We respect the environment while conducting our business.

### RESPECT:

We are respectful and honest with our shareholders, customers, trainees, employers, and partners.

### ACCOUNTABILITY AND TRANSPARENCY:

We conduct our affairs in a transparent manner and are answerable to our shareholders, board, customers, trainees, and partners.

### WILIIDEH CULTURE:

We respect and promote Wiiliideh culture and support Dene laws.

### COMPETENCY:

We are competent in our business expertise and we maintain positive relationships with our shareholders, customers, trainees, and employees.







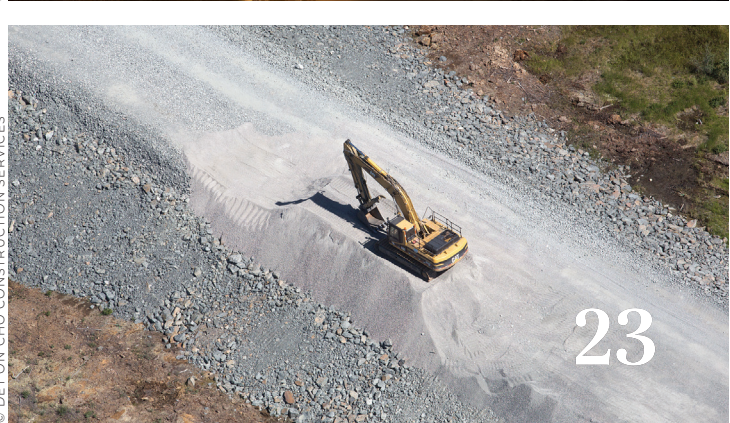
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© DET'ON CHO NUNA



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© DET'ON CHO CONSTRUCTION SERVICES



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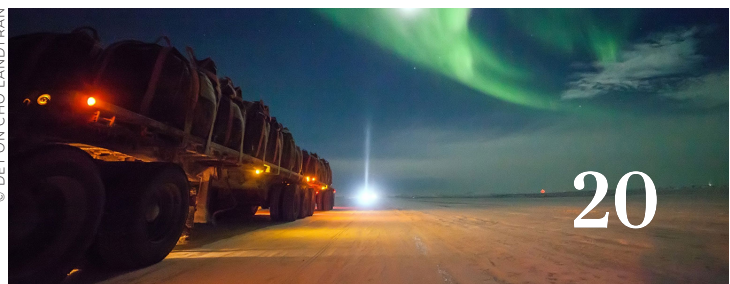
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## SOWING THE SEEDS



Over the past couple of years I've talked about how the Management and Board of Det'on Cho Corporation was focused on business fundamentals . Budgeting, reporting, process and controls are not always the most exciting things to talk about but they are critical to the success of any business.

I'm pleased to say that this focus on fundamentals has paid off with one of our most successful years yet.

Det'on Cho has demonstrated all the qualities of a financially healthy and growing organization. The Board of Directors meet regularly with Management and are kept current on the operations of the company.

The Board has started on governance changes that will improve board effectiveness and allow us to support Management as they continue to grow and prosper.

This year we have shown industry and government that Det'on Cho not only is important to the Yellowknives Dene but is also an important part of the Northwest Territories economy.

Mahsi Cho,

Bobby Drygeese  
Chairman







## A TIME OF TRANSITION

Winter is upon us and once again we look forward to meeting with the community and reviewing Det'on Cho Corporation's fiscal year.

The past year was filled with highlights starting with securing Care and Maintenance work at Snap Lake with DeBeers. This was an important sign that industry is willing to put their trust in the Corporation and is confident that we will perform at the highest possible levels.

As 2017 drew to a close, Det'on Cho found itself with an extraordinary

opportunity to acquire G&C Expediting through our Det'on Cho Logistics Joint Venture. This acquisition has already turned a profit and makes important contributions to our balance sheet.

We added a new Joint Venture partner in DT Electric and started a new 100% owned venture called Det'on Cho Environmental. While both entities are positioned to generate profit each have a unique value proposition when it comes to developing skills for Yellowknives Dene Community Members.

Once again we've received positive feedback on our financial performance from our auditors. This continued success is due to our hard working staff, dedicated board, supportive Chiefs and Council and positive community feedback.

I look forward to great years ahead.

Mahsi Cho,

Paul Gruner  
President & CEO



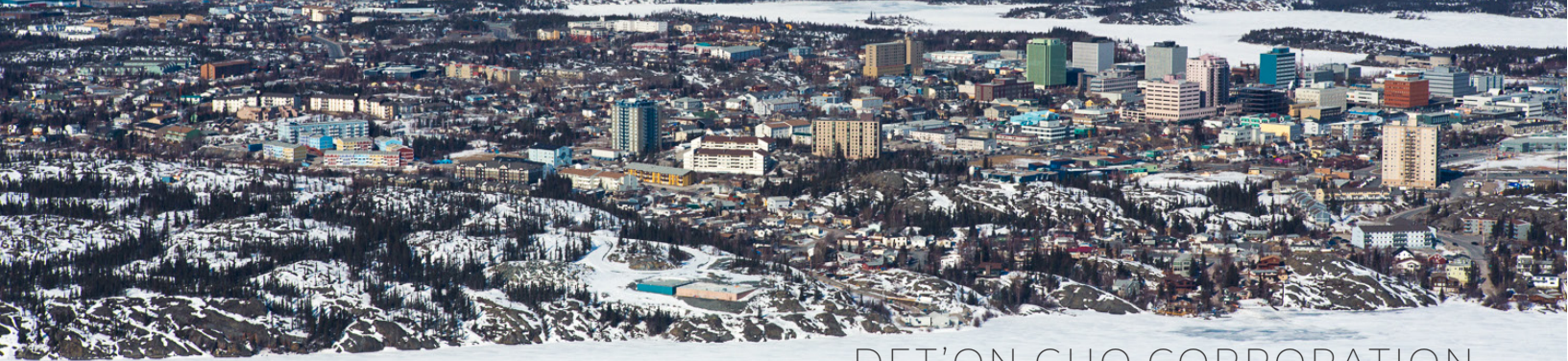
### ABOUT PAUL:

Paul has 15 years of progressive management experience spanning several diverse industries including Oil and Gas, Civil Construction, Telecommunications and Manufacturing. Having held management roles within Human Resources, Operations, Business Development, Marketing, Sales and General Management Paul has an extensive portfolio of knowledge, skills and abilities.

Paul's career has been focused in the North and includes positions in Northern Alberta, British Columbia, Yukon, Alaska and the Northwest Territories. In the past he has served as the General Manager of Dakwakada Capital Investments, CEO of Castle Rock Enterprises and President of RAB Energy.

In addition to his broad experience, Paul has a Masters of Business Administration from the University of British Columbia, a Chartered Professional Accounting Designation /Certified Management Accounting Project Management Professional designation from the PMI Institute and recently completed his Institute of Corporate Directors Designation.





## DET'ON CHO CORPORATION MANAGEMENT TEAM

### John Henderson Chief Operating Officer

During his career that has spanned over 25 years, John has provided his expertise and leadership to a variety of small business, large enterprise and government organizations. Over the course of his career, John has worked in cross functional settings providing him exposure to all aspects of business operations.

John joined Det'on Cho in August of 2016 and is focused on developing a program of operational excellence while also continuing to drive profitability. John is focused on creating and maximizing opportunities for the companies currently under the Det'on Cho umbrella, and developing new business ventures in the form of partnerships, acquisitions or new start ups.

### Paul Betsina Business Development Manager

As the Business Development Manager, Paul is responsible for identifying high potential business opportunities for Det'on Cho. Born and raised in Dettah, Paul comes from a proud and rich heritage that encompasses both the traditional and modern way of life. Paul graduated from St. Patrick High School with a scholarship and went on to get his welding Journeyman ticket and inter-provincial Red Seal.

Holding various corporate and management positions throughout his career, Paul has continuously expanded his business skills and holds a certificate in Aboriginal Leadership from SAIT. Paul has worked with and been mentored by many past Chiefs and business leaders and in 2011, was elected to Chief and Council in N'dilo. Paul's extensive local and business knowledge will assist with promoting and advancing both the Yellowknives Dene First Nation and the Det'on Cho Corporation.

### Anna-May St. Amand Chief Financial Officer

Mrs. St. Amand started with Det'on in January of 2018 and has over 10 years' experience in finance and accounting, most recently with Government and in public practice. As the Chief Financial Officer (CFO), Anna-May has a Chartered Account designation (CPA, CA) and is responsible for the strategic finance, year-end audit, accounting and reporting functions of the Corporation.

Her diverse experience and collaborative approach assists her in ensuring both professional and ethical financial management of the Corporation during its continued growth and success. She is currently the treasurer for the Yellowknife Scouting Group.

### Lesley-Ann Evans Human Resources Generalist

As the HR Generalist, Lesley-Ann is focused on ensuring that the Yellowknives Dene First Nation members are engaged and informed on both current and future Det'on Cho Corporation activities. Lesley-Ann is a YKDFN member and has lived in both communities of N'dilo and Dettah.

Throughout her 10-year career, Lesley-Ann has worked in various areas of Human Resources such as recruitment, communications, benefits, and employee relations. She has held various positions giving her a well-rounded perspective of working in HR and community engagement. Lesley-Ann has extensive education in Human Resources and Administration, and also holds a diploma in Fashion Design. She is a recognized Northern artist and is the owner of Dene Beadz, which specializes in Aboriginal clothing, beading, and jewelry.

### Melanie White Safety and Training Specialist

Melanie is the Safety and Training Specialist for Det'on Cho. She is responsible for managing a comprehensive safety program for the Det'on Cho Group of Companies, as well as promoting a strong safety culture. Melanie's passion for promoting safety in the workplace began with her career in paramedicine, which allowed her the opportunity to begin working as a paramedic in the Northwest Territories and Nunavut in 2016.

She also had the privilege of developing several health and safety projects in the North to increase workplace hazard awareness. In addition of her professional experience, Melanie has volunteered with various non-profits, including the Canadian Mental Health Association.







## DET'ON CHO CORPORATION BOARD OF DIRECTORS

### BOBBY DRYGEESE CHAIRMAN

Bobby is a Yellowknives Dene First Nation member born outside of Yellowknife and raised in Dettah; living the traditional way of life.

He has experience working for tourism, community programs, and in the educational field which has allowed Bobby to cultivate the relationships on (both on the customer side and with the people delivering these programs), which helps make this business a success.

Bobby comes from a long line of Dene Chiefs; his great-grandfather was a signatory in the Treaty 8 signing and his grandfather was Chief in the late 1960's when Queen Elizabeth came to Yellowknife, Northwest Territories, also known as Chief Drygeese Territory.

### ETHEL LISKE DIRECTOR

A Member from the Yellowknives Dene First Nation, Ethel obtained her Grade 12 Diploma from Sir John Franklin High School and has received her Administration Certificate from the Lethbridge Community College.

She has sat on several different boards on behalf of the YKDFN, including the Stanton Hospital Board, YKDFN Health Board, and the Recreational Board.

Employed by the NWT Treaty 8 Tribal Corporation as Negotiation Coordinator, she coordinates all activities relating to the Akaitcho Negotiation Process on behalf of the Akaitcho Dene First Nations.

Ethel has coordinated all of the meetings relating to the Akaitcho Negotiation Process. Ethel was responsible for the preparation of annual budgets, proposals, and activity reports.

### MARY ROSE SUNDBERG DIRECTOR

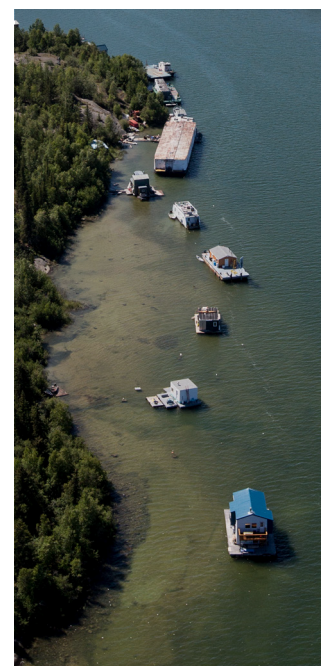
Mary-Rose was raised in T'e ehdaa and went to school at Ecole St. Patrick High School. She took several management courses at Aurora College, and studied Linguistic part-time at the University of Calgary and at the University of Alberta. She owns and operates her own business of interpreting and translating since 1990 and has been the Executive Director of the not-for-profit society, Goyatiko Language society since 2001.

Mary-Rose has been elected to the YKDFN council four times and sat on the Dettah School Board; and was chair for several years. She previously sat on the Det'on Cho Board of Directors.

She is the great-granddaughter of Chief Jean (Madzii) Baptiste Drygeese, who signed the treaty of 1921 (Treaty 8). Her other grandfather, Chief Joeseph (It'o) Sangris was the chief for 32 years. Like her grandfathers, she dedicates her life to

serving her community and believes her knowledge helps her improve community development and prosperity.

Mary-Rose's dedication and love of the language, culture and history of her heritage keeps her rooted in the community which helps her continue working for her people.





**CINDY ALLEN  
DIRECTOR**

Cindy is a Weledeh, Yellowknives Dene, Tlicho Aboriginal who grew up in Winnipeg, Manitoba but found her way to the north in the 1990's to reconnect with her Dene family.

Her parents are Christine Allen (Doctor) and Richard Allen. Her grandparents are Marie-Adele Doctor (Martin) and Gabriel Doctor from Enodah/N'dilo.

She is a Treaty 8 member of the Yellowknives Dene First Nation and is also a descendant of Chief Monfwi, the signatory to Treaty 11 for the Tlicho Nation in 1921.

Cindy has a Master's Degree in Canadian and Native Studies from Carlton University, and a certificate in conflict resolution from the Justice Institute of British Columbia. In 2014, Cindy completed a juris doctorate (law degree) from the University of British Columbia as an exceptional graduate.

For almost 20 years, Cindy has worked in Aboriginal governance as an Implementation Official

and as a negotiator of land claims, self-government, implementation, and fiscal and economic agreements in British Columbia, the Northwest Territories, and the Yukon Territory.

Cindy is knowledgeable about Aboriginal law, corporate law, natural resources law and indigenous legal traditions.

As a director of DCC, Cindy uses her knowledge and skills to provide effective corporate governance in decision-making to the DCC Board of Directors. She ensures that the business and other interests of the YKDFN, as DCC's shareholder, are duly considered and balanced alongside the economical prosperity of the Det'on Cho Corporation.

Cindy is passionate about the north and being outdoors running, hiking, biking and enjoying cookouts with her friends and family. Cindy currently lives in Fort St. John, BC.

**JOE HANDLEY  
DIRECTOR**

Mr. Handley comes to the board with a wealth of experience from his training and early career in education, years of leadership in territorial government and public service and his continuing work and advisory roles in the Northwest Territories.

Following his studies in Education, Mr. Handley spent time reading at universities, at home and abroad, including a native education program at the University of Manitoba. This program focused on training teachers to work in Aboriginal and northern communities.

Mr. Handley joined the Government of the Northwest Territories in 1985 and served as the Deputy Minister in a number of portfolios including Education, Renewable Resources, the NWT Housing Corporation, Transportation, and Resources, Wildlife, and Economic Development.

In 1999, he was elected to the NWT Legislature and became the Minister of Finance. During his

time in the legislative assembly he took on roles as chair of the Financial Management Board, Minister of Transportation and Minister responsible for the NWT Power Corporation.

In 2003, Mr. Handley was re-elected to the Legislature and served a term as Premier of the Northwest Territories. Mr. Handley retired in 2007.

Since retiring, Mr. Handley continues to live and work in the Yellowknife community. He has advised on a number of northern government and business initiatives, including as a panel member of the 2012 Economic Opportunities Strategy and consultant for the 2014 Transportation Strategy.

Mr. Handley is a current board member of the Det'on Cho Corporation and the Mackenzie Valley Environmental Impact Review Board. Joe Handley currently lives with his wife, Theresa in Yellowknife.







## DET'ON CHO CORPORATION

### CREATING PROSPERITY FOR THE YELLOWKNIVES DENE

When diamonds were first discovered near Yellowknife, the Chief and Council of the Yellowknives Dene were determined that their people would benefit from any future development.

They formed the Det'on Cho Corporation (DCC), which would soon become the economic development arm of the Yellowknives Dene First Nation.

With no land claims or self government claim to support it, the Det'on Cho Corporation was started with a modest \$ 15,000 grant and a mission to create prosperity for the Yellowknives Dene.

And from the beginning, it has focused on developing the capacity - in its infrastructure and its employees - ensuring that the prosperity it created would be sustained long after any mines closed.

The Vital Able Boarding home opened in 1990 to accommodate the medical travel needs for the communities of the Northwest Territories whose residents come to Yellowknife for medical care, a service which still continues today.

In 1996, Det'on Cho partnered with PTI Premium Camp Services to form Ekati Services, a company that provided camp catering and janitorial services to the Diavik Diamond Mine.

As our capacity developed, Det'on Cho Corporation formed Bouwa Whee Catering, which took over the catering and janitorial contract at Diavik.

Today, Bouwa Whee supplies full catering and camp services for the remote mining camps at Diavik Diamond Mine, De Beers' Gahcho Kué Mine and De Beers' Snap Lake Diamond Mine site.

In 2009, Det'on Cho partnered with Matt Mossman and Stu Impett to form Det'on Cho Logistics (DCL).

Over the past several years DCL has matured into one of the Det'on Cho Corporation's greatest success stories.

This past December, DCL and DCC completed the purchase of G & G Expediting. This acquisition allowed DCL to become the logistics provider for Diavik Diamond Mine, thus positioning us as the premier logistics provider in the Northwest Territories.

These success stories along with the fantastic work done by our other Joint Venture partners form the foundation for a successful future.



# RECENT KEY SUCCESSSES

The past year has been busy for the Det'on Cho Corporation, the economic development arm of the Yellowknives Dene First Nation. With several milestones, below are key successes that have had a significant and positive impact on the Det'on Cho Corporation and its Group of Companies.

## 01

### STRATEGIC PLAN

In May of 2017, the DCC Board of Directors and Management met for a two day facilitated session where a new set of goals and yearly objectives were established for the company.

These goals focused on creating sustainable employment and wealth for the Yellowknives Dene, creating sustainable businesses, becoming the best run Indigenous business in the Northwest Territories.

## 02

### SNAP LAKE

On October 26th, 2017 De-Beers Canada awarded Det'on Cho the extended care and maintenance contract at Snap Lake mine with the option for extension.

This is the fourth Tier 1 contract to be awarded in the NWT over the past year to Northern and Indigenous companies by De-Beers. Bouwa Whee Catering was the first recipient when they took over as the long-term contractor at Gahcho Kue Mine in 2016.

## 03

### NEW VENTURES

In the fall of 2017, Det'on Cho and DT Electric agreed to form a Joint Venture to provide electrical contracting services to the mining industry.

In late 2017, Det'on Cho Corporation formed an Environmental division to take advantage of the numerous opportunities that exist within the Northwest Territories.

We are excited to see what benefits will be generated by these new ventures in the years to come.

## 04

### G&G EXPEDITING

In January 2018, Det'on Cho Logisitics, one of Det'on Cho Corporation's majority-owned companies, and one of the North's leading third-party logisitics providers acquired G&G Expediting.

This acquisition expands third-party logistics services available to the region's resource development industries.

## 05

### INCREASED FOCUS

This past year Det'on Cho had an increased focus on safety across the organization consistent with our strategic priorities.

We work in a multitude of environments each with their own set of challenges.

To address our complex structures, we've introduced a new Safety Application designed to ensure each business' unique needs are being addressed.

## 06

### GIANT MINE

Although it was not awarded until June of 2018, Det'on Cho Corporation laid the majority of the ground work for success in the 2017/2018 fiscal year.

The corporation and four of it's partners were successful in securing over 90 per cent of the Care and Maintenance work at Giant Mine. Det'on Cho is expecting 70 to 80 jobs to be created during the course of this contract.



DET'ON CHO  
CORPORATION  
**GROUP OF  
COMPANIES**

The Det'on Cho Corporation is dedicated to supporting the region's resource development industries through providing services in exploration, construction, transportation, remediation, logistics and expediting, human resources, training, environmental, and management.

Under the Det'on Cho umbrella group of companies, there exists numerous corporate structures. For the sake of simplicity, Det'on Cho separates its companies into two classifications:

**EQUITY OWNERSHIPS:**

- Bouwa Whee Catering
- Det'on Cho Construction Services
- Det'on Cho Logistics
- Det'on Cho Environmental
- Det'on Cho Mining Supplies
- We Le Dai Corporation Ltd.  
(The Vital Abel Boarding Home)

These are companies where the Det'on Cho Corporation owns hard physical assets.

**JOINT VENTURE PARTNERSHIPS:**

- Det'on Cho Medic North
- Det'on Cho Nahanni Construction
- Det'on Cho Landtran
- Deton'Cho Nuna Joint Venture
- Nuna Deton'Cho Winter Road Services Joint Venture
- Nuna Deton'Cho Contracting Joint Venture
- Det'on Cho DT Electric
- Kete Whii/Procon
- Det'on Cho Scarlet Security
- DICAN/ADG

These companies exist for the purpose of generating contract opportunities (typically with the Diamond Mines).

Normally Det'on Cho partners with an existing company in an effort to win new business.







# DET'ON CHO CORPORATION

## A BALANCED APPROACH

The Det'on Cho Corporation has taken a well balanced approach to its growth and success. Although the 2017/2018 fiscal year did not deliver the highest net income in the history of the Corporation, it did deliver one of the financially healthiest years on record.

Our profits were fairly evenly distributed between the companies that we own and the companies that we partner with.

Bouwa Whee Catering and the We Le Dai Corporation had their best years ever and Det'on Cho Logistics was able to secure an enhanced revenue stream for several years to come.

On the next few pages you will find information on our Equity-Owned Companies as well as our Joint Venture Partners - each of which has contributed to the overall success of the Corporation.

2017/2018 REVENUE

**\$ 47,856,635**

2017/2018 NET INCOME

**\$ 2,083,299**

NET INCOME INCREASE  
OVER 2017/2018

**84%**

2017/2018 TOTAL ASSETS

**\$ 29,306,569**

TOTAL ASSET INCREASE  
OVER 2017/2018

**28%**

TOTAL  
STAFF

**17**

TOTAL NORTHERN  
STAFF

**100%**

FEMALE  
STAFF

**47%**

INDIGENOUS  
STAFF

**47%**

YKDFN  
STAFF

**47%**

\* As of March 31, 2018





## BOUWA WHEE CATERING

### **DELIVERING GREAT SERVICE IN CHALLENGING ENVIRONMENTS**

Det'on Cho's wholly owned subsidiary Bouwa Whee Catering (BWC) has become synonymous with delivering great food, housekeeping and janitorial services 24/7.

We do all this with the North's remote diamond mines, Gahcho Kué and Diavik, under some of the world's most challenging conditions...and we've done it extremely well.

Our attention to details large and small has created a healthy, safe, and cost-effective home away from home for more than 1100 people.

Because we are the North, and know what northerners want, we firmly believe we have the skilled labour force and proven track record to provide these services for any remote mine site.

Bouwa Whee recognizes how important jobs are to members of our own communities and communities across the North.

We know that maximizing our Northern & Indigenous workforce is not only the right thing from a social point of view, it is also the right thing





© BOUWA WHEEL CATERING



to do if we want to run our business effectively.

As we have increased our Northern and Indigenous workforce our bottom line has increased as well.

Through our employment policies, recruiting strategy and training programs we have been able to establish a workforce that mirrors the demographics of the Northwest Territories while delivering maximum value to our customers and shareholder.

TOTAL STAFF	TOTAL NORTHERN STAFF	FEMALE STAFF	INDIGENOUS STAFF	YKDFN STAFF
159	91%	68%	47%	13%

\* As of March 31, 2018

**In 2017, BWC spent over \$8,000,000 with Northern Suppliers; this represents 90% of BWC's total supply chain expenditures**





## DET'ON CHO LOGISTICS

### **MOVING PROPLE AND PRODUCTS ACROSS THE NORTH AND AROUND THE WORLD**

In 2009, the Det'on Cho Corporation partnered with Matt Mossman and Stu Impett to form Det'on Cho Logistics (DCL).

This is a partnership in the true sense of the word. Det'on Cho owns 51% of the assets, participates in 51% of the risk, and benefits from 51% of the success.

The partnership was formed to target logistic services to the mining industry and before long Det'on Cho Logistics secured their first major client, De Beers Canada.

Since then, DCL has been a logistics provider to a variety of customers including Sabina Gold and Silver

Inc.'s Back River Project in Nunavut. Over the years, Det'on Cho Logistics has expanded geographically into Alberta with operations based at the Edmonton International Airport.

Our offering has evolved over the years as well. In the beginning we were focused on managing the movement of freight from one location to another.

Over time, this movement also expanded to people. Currently you will find the Det'on Cho Logistics logos prominently displayed on ticket counters and departure areas at the Yellowknife Airport Terminal Building.





Recently, Det'on Cho Logistics has added an executive arrival / departure lounge to accommodate private aircrafts arriving in Yellowknife.

In a further expansion into related business, Det'on Cho Logistics became the Shell agent in Yellowknife for Aviation Fuel.

Later in 2017 we were presented with an opportunity to significantly expand Det'on Cho Logistics through the acquisition of G & G Expediting, a Yellowknife-based business that has served the

diamond industry since the beginning.

This purchase has allowed Det'on Cho Logistics to become the logistics provider for the Diavik Diamond Mine.

This Det'on Cho subsidiary has quickly established itself as a leader in the northern expediting and logistics industry.

Det'on Cho Logistics can provide all of the services required over the full life cycle of a northern mining project, from exploration to remediation.

TOTAL STAFF

**46**

NORTHERN STAFF

**80%**

FEMALE STAFF

**43%**

INDIGENOUS STAFF

**11%**

YKDFN STAFF

**2%**

\* As of March 31, 2018





## WE LE DAI CORPORATION

PROVIDING A HOME  
AWAY FORM HOME

Located in the heart of Ndilo, the Vital Abel Boarding Home has been providing medical travel guests a comfortable place to stay for over 30 years.

Whether it's for an emergency medevac or a scheduled appointment, thousands of NWT

residents travel to Yellowknife to access medical care at Stanton Territorial Hospital.

From the moment our guests arrive in Yellowknife to the time they return to their communities, they are taken care of by our highly trained and compassionate staff.

In 2017 / 2018, the Vital Abel Boarding Home hosted 11,741 overnight stays. This is a significant increase from the volume we've experienced just a few years ago.

We anticipate the need from medical travel accomodations to increase in the future and we look forward to working with the GNWT to fulfill that need.



**“In 2017/2018,  
the Vital Abel  
Boarding  
Home  
hosted 11,741  
overnight  
stays.”**

TOTAL STAFF	TOTAL NORTHERN STAFF	FEMALE STAFF	INDIGENOUS STAFF	YKDFN STAFF
<b>24</b>	<b>100%</b>	<b>63%</b>	<b>79%</b>	<b>33%</b>

\* As of March 31, 2018





Det'on Cho Summit Aviation LP provides customized aviation solutions in support of the mining and exploration industries with the traditional boundaries of the Yellowknives Dene.



## DET'ON CHO SUMMIT AVIATION LP

AVIATION SERVICES  
FOCUSED ON MINING  
AND EXPLORATION

Established in 2014, Det'on Cho SummitAviationLP(DCSALP)isthe partnership that provides aviation services within the Yellowknives Dene First Nation territory.

Partnerships like this extends the aviation services and further contributes to the economic prosperity of the region.

Summit is part of the Ledcor Group of Companies and operates a fleet of helicopters and fixed wing aircrafts based in the Northwest Territories, British Columbia and Alberta.

With a fleet of 28 aircrafts, Det'on Cho Summit specializes in developing tailor made aviation solutions for its clients.

Currently, Det'on Cho Summit provides air service to all three Diamond Mines with particular focus on services to Ekati and Gahcho Kué.

TOTAL STAFF

**111**

NORTHERN STAFF

**100%**

FEMALE STAFF

**22%**

INDIGENOUS STAFF

**4%**

YKDFN STAFF

**1%**

\* As of March 31, 2018





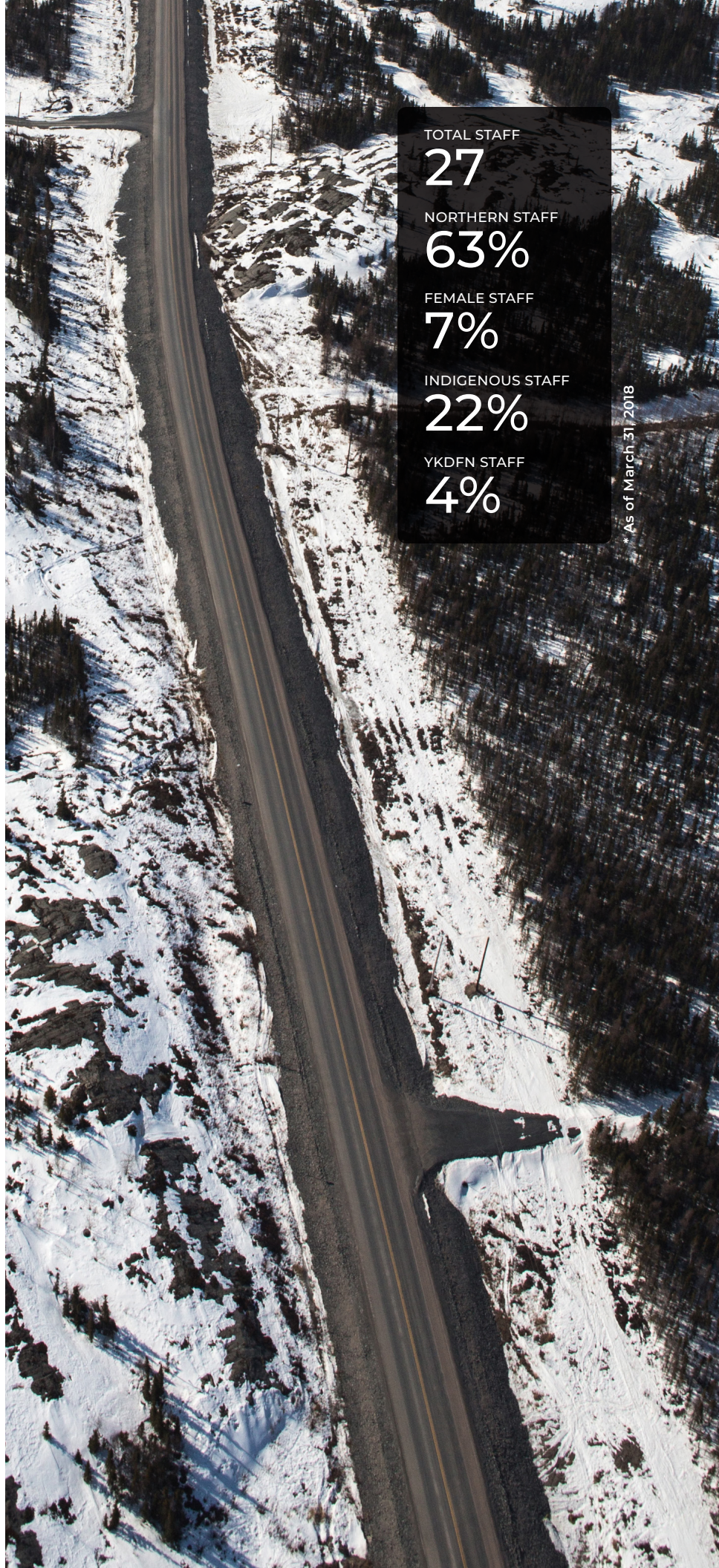
## DET'ON CHO LANDTRAN DELIVERING ON TIME TO REMOTE SITES

Collectively, the Det'on Cho Corporation and Landtran Systems have successfully serviced clients in several industries for over 18 years. Our management team offers 126 years of collective Northern expertise.

Strategically located in Yellowknife, our infrastructure, equipment and assets have supported more than 3,500 km of winter road construction and have successfully delivered over 27,000 truckloads from North America to the North and the local mining community.

Det'on Cho Landtran Transport provides the following services:

- Ice Road Transport
- Ice Road Construction
- Full and Less-Than-Full Truckload
- Freight Transport
- Heavy Haul
- Civil Earth Works Construction



TOTAL STAFF

27

NORTHERN STAFF

63%

FEMALE STAFF

7%

INDIGENOUS STAFF

22%

YKDFN STAFF

4%

\* As of March 31, 2018





Key projects under the Det'on Cho Corporation and Nuna Group of Companies various joint ventures include mine care and maintenance at Giant Mine, heavy civil construction and earthworks at Ekati Diamond Mine, and ice road construction and maintenance services for the Tibbitt to Contwoyto Winter Road and Gahcho Kué Winter Road.

## DETON'CHO NUNA

### HEAVY CIVIL EARTHWORKS, WINTER ROAD CONSTRUCTION, MINE CARE & MAINTENANCE

Det'on Cho Corporation has successfully worked with the Nuna group of companies since 2004 with the creation of Deton'Cho Nuna Joint Venture; and since then we have established Nuna Deton'Cho Winter Road Services Joint Venture and Nuna Deton'Cho Contracting Joint Venture.

Each joint venture partner contributes significantly to our success with Nuna Logistics, a 51% Inuit-owned company, providing 25+ years of experience in heavy civil earthworks, and contract mining; and Det'on Cho providing personnel, equipment, and management expertise.

Deton'Cho Nuna's experienced professionals and construction group are highly knowledgeable and skilled in dealing with the wide array of challenges that's associated with working on remote construction and mine

development projects lacking supporting infrastructure. Together, our track record of safe, successful, large-scale project delivery has enabled us to develop a strategic team that is instrumental in the detailed planning required for success.

The Det'on Cho and Nuna joint ventures' client base includes major mining companies as well as the Government of Canada through the historical Care and Maintenance at Giant Mine.

In 2018, Deton'Cho Nuna Joint Venture secured the Giant Mine Surface Care and Maintenance contract, tendered by current care and maintenance contractor Parsons, the contract will continue through 2020.

Our years of servicing this project position us to pursue the Giant Mine full-scale remediation scope of work.



TOTAL STAFF

**29**

NORTHERN STAFF

**100%**

FEMALE STAFF

**7%**

INDIGENOUS STAFF

**34%**

YKDFN STAFF

**10%**

\*Employment statistics are based in combination of all three JV's

\* As of March 31, 2018





**DET'ON CHO  
SCARLET SECURITY**  
NORTHERN SECURITY  
SOLUTIONS

Specializing in the provision of integrated security solutions to clients in both the remote and industrial sector, Det'on Cho Scarlet Security is a partnership between the Det'on Cho Corporation and Scarlet Security. Det'on Cho has a 51 percent ownership over this joint venture.

This company provides security solutions to the North's mine sites, infrastructure, and buildings.

Det'on Cho Scarlet Security is one of four companies under the Det'on Cho Group of Companies to be subcontracted under the Giant Mine Care and Maintenance contract through Det'on Cho for their security expertise.



\* As of March 31, 2018



**DET'ON CHO  
MEDIC NORTH**  
NORTHERN MEDICAL  
SOLUTIONS

A joint venture with Advanced Medical Solutions, Det'on Cho Medic North Ltd., provides health care professionals, medical equipment, supplies, educational training, operational support and emergency vehicles for northern employers and workers.

The benefits of partnerships like this is that it can help build economic capacities and opportunities within the Yellowknives Dene Nation territory and beyond whilst promoting healthcare initiatives.

Advanced Medical Solutions is one of the four contractors to have been subcontracted for the Giant Mine Project for their medical services through Det'on Cho Corporation.



\* As of March 31, 2018







# DET'ON CHO CONSTRUCTION SERVICES LTD.

SPECIALIZED AND FOCUSED SERVICE  
PROVIDER TO THE CONSTRUCTION  
INDUSTRY



You may recognize the logo, however, Det'on Cho Construction Services (DCS) has changed significantly over the past few years.

From what was once a company focused on Heavy Civil construction is now a smaller team that's focused on two main areas:

## Drill Blast

Each summer the DCS team is busy at a variety of sites. With both private customers and government clients our Drill Blast team focuses on customer satisfaction and safe operations.

## Heavy Duty Maintenance

The newest offering from DCS is Heavy Duty Equipment Maintenance. Since September DCS has been busy servicing many clients in and around Yellowknife.

Work is most often performed at the clients work site, however we do perform maintenance on customer equipment at our shop in Kam Lake.



\* As of March 31, 2018





## KETE WHII / PROCON DET'ON CHO/ PROCON

### EVOLVING AND GROWING

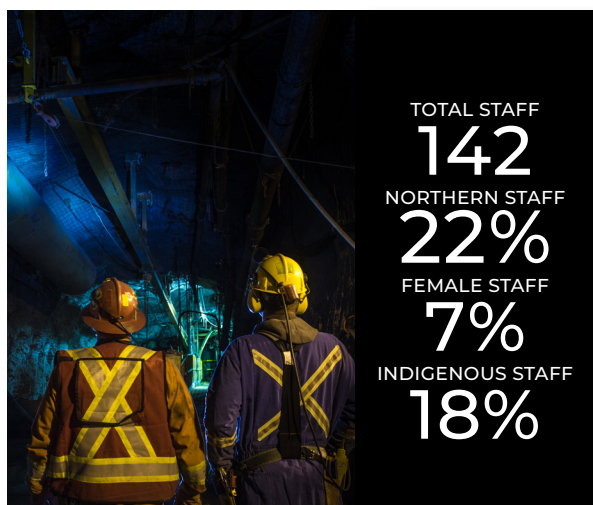
Kete Whii/Procon is a full service provider that specializes in open pit and underground mining developments, and civil infrastructures.

Kete Whii/Procon is a joint venture between Procon and three northern First Nations groups; the Yellowknives Dene, the Lutsel'ke Dene and the Tlicho.

Kete Whee/Procon was formed to maximize the benefits contained in the respective agreements between the three signatory First Nations and the resource developers operating on and near the traditional and current land use area in the Northwest Territories. Det'on Cho holds a 25 percent ownership of this joint venture.

Det'on Cho saw the benefits of working with Procon through its KeTe Whii Partnership. When it came time to bid on the underground Care and Maintenance work at Giant Mine, Det'on Cho chose Procon as our partner.

In June 2018, the Det'on Cho/Procon partnership was awarded the Underground Care and Maintenance contract at Giant Mine.



DICAN/ADG

## DIAMONDS INTERNATIONAL CANADA / ADG

### FINDING THE VALUE IN DIAMONDS

Based in Yellowknife, Northwest Territories, Diamonds International Canada (DICAN) Ltd, is a partnership that is 51 percent owned by Aboriginal Diamonds Group (ADG) and 49 percent by WWW International Diamond Consultants Limited.

This partnership, which is comprised of three Aboriginal groups (the Det'on Cho Corporation, the Kitikmeot Corporation, and the Tlicho Investment Corporation) and Diamonds International Canada is the contractor of choice for the valuation of diamonds for all operating diamond mines in Canada.

DICAN was appointed following a competitive tender in 1998, as the first government diamond valuator to the Canadian Federal Government in Ottawa. The Det'on Cho Corporation has a one-third ownership of ADG.





# DET'ON CHO NAHANNI CONSTRUCTION LTD.

## BUILDING FOR THE MINING INDUSTRY

Formed in the fall of 2010, Det'on Cho Nahanni Construction Ltd. (DCN) operates in the Northwest Territories doing industrial and commercial work in the mining, government and public sectors. It is a strategic partnership formed to optimize business opportunities in the North while maximizing the opportunity for participation by the Yellowknives Dene First Nation.

Nahanni Construction Ltd. (Nahanni) is an efficient, versatile and reliable contractor specializing in subarctic concrete foundations and batch plant operations. Nahanni offers one-stop shopping for all construction disciplines, including concrete, civil, mechanical, structural steel fabrications and erection, carpentry, underground and surface dewatering systems, and project and construction management.

Nahanni is also capable of handling all of its clients' logistical needs for the movement of people, equipment and materials. Nahanni Construction Ltd. has completed many

successful projects throughout the North, and with its partnership with Det'on Cho Corporation (DCC), DCN has been successful at maximizing employment of local Aboriginal employees. Nahanni has reached a high of 72% Aboriginal employment rate on a single project, and has averaged a 46% Aboriginal employment rate over multiple projects within the last five years.

Our full-time staff of 140 workers, which grows up to 350 employees during peak construction season, is supported by a core group of managers and supervisors with a collective resume that combines hundreds of years' worth of experience in arctic and subarctic construction. With that kind of expertise and experience, Nahanni has the ability to see upcoming challenges to

plan and mitigate for project success.

Our overall team approach is an integral part of Nahanni's demonstrated ability to maintain high productivity levels while adhering to stringent cost control measures ensuring that our job is done on time and on budget, without compromising the safety of our workers.

We understand the importance of safety while working in the remote and sometimes hostile northern environment. DCN's Health and Safety program has been developed from adaption of safety management systems utilized at all major mining practices across the north and is sustained by ongoing training opportunities for workers and supervisors.

### HIGHLIGHTS

- Over 30 YKDFN members working at Tundra and Gordon Lake sites.
- DCN has been involved in every major mining play in the NWT since its inception.
- Det'on Cho Nahanni Construction is solely northern owned and operated.

### SAFETY

- DCN worked over 320,000 person hours with no lost time to injury on the Misery Project at Ekati Diamond Mine.
- DCN was recognized in October 2017 by Rio Tinto at Diavik Diamond Mine for our zero LTI for over 5 years.

TOTAL STAFF  
**218**  
NORTHERN STAFF  
**35%**  
FEMALE STAFF  
**11%**  
INDIGENOUS STAFF  
**17%**  
YKDFN STAFF  
**15%**

\* As of September 30, 2018



Wind Farm: Det'on Cho Nahanni Construction Ltd. was a key member of the construction team on this large-scale, forward thinking project that will contribute to the production of sustainable energy at the Diavik mine site.





# DET'ON CHO ENVIRONMENTAL

## LAND, AIR, WATER AND PEOPLE

Det'on Cho Environmental (DCE) pairs the traditional knowledge of the Yellowknives Dene with scientific approaches and technical tools to provide a service that is second to none. This is our home and we are invested in your success. We know the people and the challenges in the north and will help you accomplish your project goals and manage project risks when you work in and around Chief Drygeese Territory.

Det'on Cho Environmental supports the planning, construction, operation and remediation of projects so that we can better understand and minimize project efforts on the environment and people. Whether predicting the impacts of a new mine, or remediating a complicated contaminated site, DCE brings partners with best-in-class technical expertise and extensive experience to resolve challenges.

### Our Technical Team

Det'on Cho Environmental is a team of highly respected, multi-disciplinary professionals with recognized expertise in environmental sciences, social sciences, and engineering. We bring a project and a client-specific approach to address your project challenges. Our professionals are valued for have created opportunities for sustainable growth and balanced development for our clients.

With a reputation for integrity and technical excellence, Det'on Cho Environmental offers progressive environmental services in Site Assessment and Remediation, Environmental Planning and Ecology, Community Engagement and Social Sciences.

By providing quality services to our clients, we have earned the opportunity to take on challenging projects, which allows us to continue to add to our roster of exceptional professionals, contribute to scientific and regulatory dialogue, and give back to the communities where we live and work.

### Health and Safety

Health and safety is the most important aspect of all activities carried out by Det'on Cho Environmental Teams. Our integrated approach emphasizes individual accountability; practical and proven measures are in place to protect employees, clients, subcontractors, and the public at large.

Field and office projects are able to maintain the highest standards of health and safety excellence through effective training, careful planning, strong management, and regular inspections. The Det'on Cho Environmental health and safety program goal is an incident-free workplace. As such, our employees

at every level are responsible and accountable for the company's health and safety performance. Active participation by everyone, every day, in every job, is necessary for the safety excellence this company expects.

Det'on Cho's comprehensive health and safety management meets or exceeds Canadian Occupational Health and Safety legislation and WCB/WSIB requirements. Our teams have met the requirements for some of the largest and safety-conscious international companies.

### Quality

Clients expect technical excellence supported by effective quality management. DCE is committed to implementing and continually improving the quality management system, which will ensure that our people consistently meet all requirements on every project.

### Our Services

Det'on Cho Environmental and our technical partners from Hemmera and Minnow are focused on responding to your challenges and needs. We bring the multi-disciplinary teams, project experience, technical capacity and





The Yellowknives Dene have lived and cared for the lands and waters in and around Yellowknife for hundreds of years.. Det'on Cho Environmental is a startup centuries in the making.

the project management systems to work with you to advance your projects. We provide industry leading services throughout the life-cycle of projects.

#### **Environmental Planning and Ecology:**

- Freshwater biota and aquatic habitat assessment (Minnow)
- Wildlife and wildlife habitat inventory and assessment
- Water quality assessment
- Hydrology/hydrogeology assessment
- Independent review and advisory support
- Air quality and noise assessment
- Environmental management and protection plans
- Environmental management and protection plans
- Environmental assessment scoping
- Permitting and regulatory approvals management, support and strategic advice
- Human health and ecological risk assessment

#### **Site Assessment and Remediation:**

- Environmental (ecological and human health) risk assessment and risk management
- Emergency response strategic advice
- Phase I and II Environmental Site Assessments
- Spill response planning, training, and facilitation
- Remedial option evaluation and analysis
- Tender specifications and contract management
- Waste discharge authorizations and permits
- Property acquisition and due diligence investigation
- Brownfield site investigation and remediation

#### **Community Engagement and Social Sciences:**

- First Nations consultation, engagement, and relationship building
- First Nations negotiation and negotiation support
- Corporate Aboriginal program development
- Overseeing successful implementation of Impact Benefit Agreements or other commitments to First Nations
- Socio-economic baseline studies and effects assessments

#### **OUR TECHNICAL PARTNERS:**

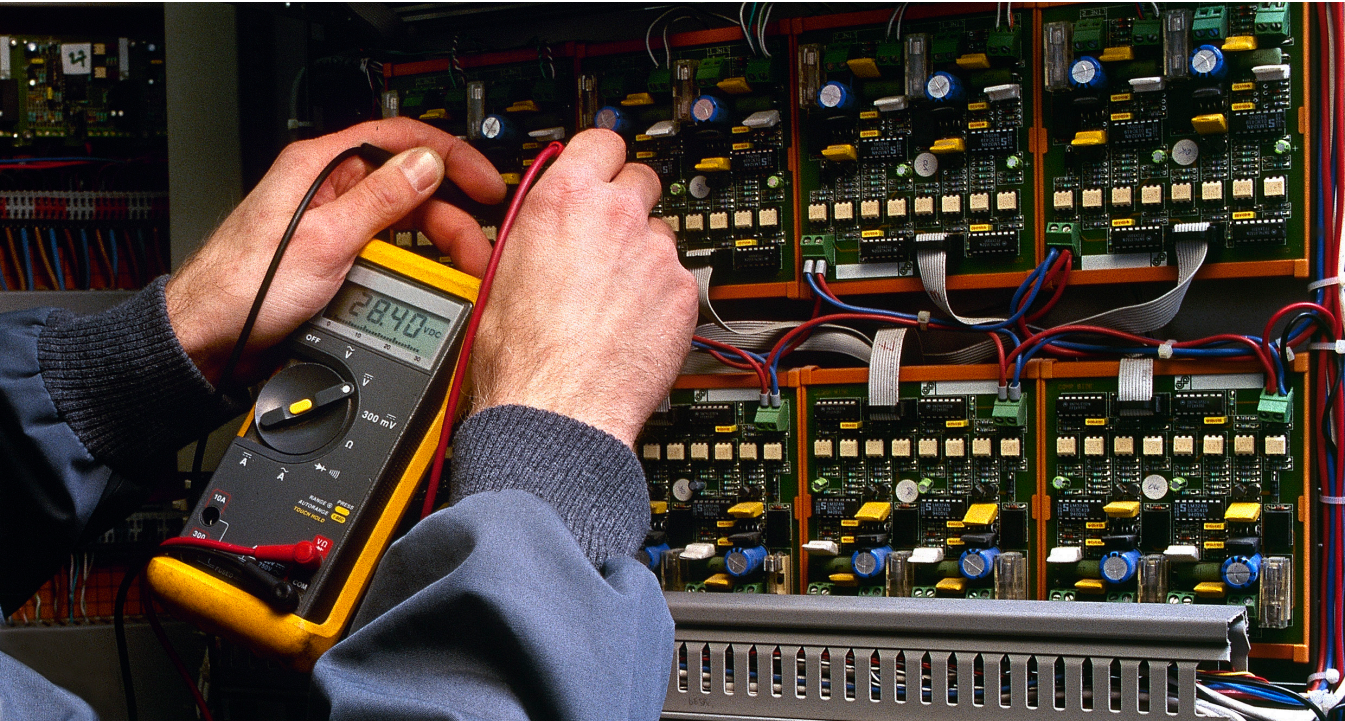






# DET'ON CHO DT ELECTRICAL

ADDING VALUE & DEVELOPING CAPACITY



TOTAL STAFF	TOTAL NORTHERN STAFF	FEMALE STAFF	INDIGENOUS STAFF	YKDFN STAFF
28	68%	7%	7%	4%

\* As of March 31, 2018

In Late 2017, Det'on Cho Corporation finalized a partnership with DT Electric (DTE). DTE is a full service electrical contractor servicing commercial and residential clients.

Our Joint Venture is focused on the Mining industry and in a very short time has been able to generate contracts at the Diamond Mines.

We anticipate further opportunities as the Giant Mine cleanup continues to take shape and are particularly excited about the opportunities for apprenticeships.



# STRATEGIC PRIORITIES

## CONTINUED PROFITABILITY AND FINANCIAL HEALTH

Det'on Cho Corporation has posted three consecutive years of solid financial performance. We are forecasting another profitable year for 2016/2017, as a result we continue to focus on revenue generation and operational excellence.

## DEVELOP/ESTABLISH SCHOLARSHIP PROGRAM

We feel that across the Det'on Cho Group of Companies there is a tremendous potential to support higher education by establishing a broad range of scholarships many of which are focused toward a particular industry or career focus.

## ROLLOUT OF DET'ON CHO CORP. POLICIES AND PROCEDURES

Effective policies go hand in hand with good governance. Last year we took on the task of revising our Policies and Procedures. We are now in the review stage and look to have these finalized by the end of 2018 and at that point we will start the work of rolling them out to the organization.

## CONTINUE TO MATURE METRICS/REPORTING

Over the last two years we have put much focus on our reporting process. Although that has come a long way we still see the need to improve - particularly in terms of 'lead indicators'. We want to be able to predict with relative certainty financial events that will effect us.

## CONTINUE TO FOCUS ON GOVERNANCE

Much of our success has come from the way we communicate. Open and efficient dialogue between Management, Board, Council and the Community is essential. Good governance is a critical part of ensuring that information is shared and good decisions are made.

## CREATE DETAILED TRAINING PROGRAMS

To move our organization ahead we need well trained people. The creation of a quality training plan goes beyond assigning people a couple of courses per year, it identifies their desired career path, what their strengths are and well as their weakness and facilitates growth.

## SUCCESSION PLANNING DET'ON CHO CORP.

The long-term success of any organization depends on their succession planning. Management and Staff will come and go over time so it is important that we identify who can fill roles as they become available and prepare these individuals for success.

## PERFORMANCE MANAGEMENT PROCESS

Ensuring we have effective employees means setting appropriate goals, measuring success and removing any barriers that may be causing our people fall short. An effective performance management process ensures an organization is effective through the support of its people.



## Editorial & Opinions

COMMENTS AND VIEWS FROM NEWS/NORTH AND LETTERS TO THE EDITOR



Paul Gruner, president and CEO of Det'on Cho Corporation, left, and Bobby Drygeese one of the corporation's board members, celebrate 30 years in business outside the G and G Expediting airport hangar on Aug. 9.

PHOTO: DET'ON CHO

# Det'on Cho carves path to prosperity

Indigenous-owned company isn't resting on its laurels as it looks to the future

Northern News Services

There are dozens of Indigenous-owned businesses across the NWT, ranging in size and scope. Some have a handful of employees and could be a travel agency, law office or painting company. Others could be mid-to large-sized concerns, in the fields of transportation or communications. Some are run by the investment arms of Indigenous governments, either alone or in a partnership.

The Det'on Cho Corporation (DCC) "exists to create jobs and prosperity for the Yellowknives Dene First Nation," states its online profile and it has offices in Ndilo and Dettah.

DCC is the economic development arm of the Yellowknives Dene, with 15 companies. DCC's main business is supporting the region's resource development industries, providing services in exploration, construction, transportation, remediation, logistics and expediting, human resources, training, environmental, and management.

The corporation recently marked 30 years in operation at a celebration at one of its newly acquired companies, G and G Expediting. It was acquired in January by Det'on Cho Logistics, a majority-owned company of the DCC.

The anniversary celebration attracted management, employees and VIPs, such as Wally Schumann, minister of Industry, Tourism and Investment.

"The company, like so many iconic Northern enterprises, originated from humble beginnings with an idea, a small grant and a whole lot

### THE ISSUE:

INDIGENOUS-OWNED BUSINESSES

### WE SAY:

KEY TO NWT'S FUTURE

of hard work," the minister told the crowd.

"It is a business that continues to contribute to training, jobs and advancement, particularly for the Yellowknives Dene First Nation; employing hundreds of people across 15 companies with annual gross revenues in excess of \$50 million per year."

That is the key to the company's success, and serves as an excellent model for the future prosperity and health of the NWT as a whole.

DCC is 100 per cent owned by the Yellowknives Dene First Nation and is dedicated to the creation of jobs and prosperity for the band's members – and for the people of the North.

First Nations ownership is key. After a century of non-Indigenous mining companies and entrepreneurs calling the shots, the development of a major, Indigenous-owned enterprise is critical, not only for job and business creation for territorial First Nations members, but for community buy-in, training, development and support.

For DCC and indeed all Indigenous business interests in the territory, the key to what they do is helping to retain the skills, wages and people in communities big and small.

Without these businesses, people

would journey south to look for work, perhaps never to return. The NWT's economy would be wrecked, with diamond mines and other large companies either passing on setting up shop here because of a lack of support resources, or contracting out to southern suppliers, with the territory losing out on revenue opportunities.

As the nature of the market is ever changing, all businesses need to not only work hard to achieve success in the present but also look to the future with a keen eye to ensure long-term viability.

And that's exactly what officials from DCC told *News/North* they were doing.

The corporation's management team said it is looking to expand into other areas of business as diamond mining in the territory looks to be coming to a close down the road.

This was noted when the company acquired G and G Expediting.

The corporation also won four out of the five major contracts of the massive Giant Mine remediation project in Yellowknife.

Apart from providing revenue opportunity, for the Yellowknives Dene to be able to find some good from the years of having Giant Mine in their backyard also serves as symbolic payback after a history of contentious relations between the mines and First Nations.

So *News/North* congratulates DCC on 30 years in business and wishes it – and all other businesses in the North, who work to achieve a sharply focused vision – success now and in the future.

## DET'ON CHO

### BOARD OF DIRECTORS

(as of Winter 2018)

### DIRECTORS

Bobby Drygeese, Chairman

Ethel Liske, Director

Mary-Rose Sundberg, Director

Cindy Allen, Director

Joe Handley, Director

### DCC SENIOR MANAGEMENT

Paul Gruner, President & CEO

John Henderson, Chief Operating Officer

Anna-May St. Amand, Chief Financial Controller

### DET'ON CHO CORPORATION

3rd floor, Det'on Cho Building

901 Sikyea Tili

P.O. Box 1287

Yellowknife, NT X1A 2N9

Det'on Cho Corporation is the economic arm of the Yellowknives Dene First Nation. Owned by the Yellowknives Dene First Nation Members, the shares of the Corporation are held in trust by the Chiefs and Council, who are the Yellowknives Dene Government. Det'on Cho exists to create prosperity for the Yellowknives Dene.



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