

# TEWATOHNHI'SAKTHA

*Review*

QUARTERS 1 & 2 APRIL - SEPTEMBER 2010

*In This Issue...*

## BUSINESS GOLF CHALLENGE

Annual tournament raises more than \$27,000 for local theatre company.

## INTRO TO CONSTRUCTION TRADES

Program is preparing students for welding, carpentry, electricity & plumbing trades.

## CAREER BUILDING SKILLS

Enthusiasm and esteem shared by students who receive training and practical experience.

## SIGNAGE & MAP PROJECT

Initiative will go a long way to expand the market for Kahnawake businesses.



## THEATRE COMPANY LUCKY RECIPIENT

**O**n September 30, 2010, Tewatohnhi'saktha presented the proceeds of the 2010 Business Golf Challenge to the Turtle Island Theatre Company. A total of \$27,904.98 was raised at this year's tournament on August 6. The tournament was held at Caughnawaga Golf Club, and had a total of 150 players.

Tewatohnhi'saktha Board of Directors Chairman Lionel Jacobs and Board members Jack Leclair and Terry Diabo made the cheque presentation at Tewatohnhi'saktha's offices. "I would like to thank the staff of the Theatre Company and Tewatohnhi'saktha for making



**Kakaionstha Deer, Board Member of Turtle Island Theatre Company receives cheque from Lionel Jacobs, Chairperson of Tewatohnhi'saktha Board of Directors**

the event a success," said Jacobs.

Thanks to the generosity of the tournament sponsors and participants, the amount raised was almost double the amount originally projected. The Theatre

Company plans to apply the funds to major repairs on the roof of their facility at Kateri Hall.

*By Lisa Lahache, Executive Assistant to the CEO and Director of Revenue Generation*

## INTRO TO CONSTRUCTION TRADES

**T**ewatohnhi'saktha's Introduction to Construction Trades Program (ICT) began on April 26, 2010 and will be completed in February, 2011. The trades being introduced are Welding, Carpentry, Electricity and Plumbing. The Welding and Carpentry Modules are now complete and students are well underway in the Electricity Program Modules.

The ICT Program is a joint initiative with Nova Career Center. There are 17 students enrolled in the program at the ICT site located in a leased building in the industrial section of Chateauguay. The program will run on a 40-week



**Helping to prepare students for vocational training programs.**

schedule to mid-February. The goal of these introductory trade studies is to help prepare students to decide which vocational training program they would like to pursue.

An exciting aspect of the program is the combination of academic and vocational training being offered. This will allow students to eventually enter a DEP professional trades program while transferring up to two hundred accumulated ICT training hours per trade and academic credits. The academic component being offered is to help each student acquire the Secondary IV level requirements to enter into a full time vocational program or in some instances complete their Secondary V diploma.

*By Coreen Delormier, Program Administrator*

**Our vision is a self-sufficient Community that fosters quality of life for Kanien'kehá:ka ne Kahnawakehrónon and creates collective prosperity for future generations consistent with our cultural values.**

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# KEY SUCCESS MEASURES (KSMS) - QUARTER 1

## A Scoreboard of our Progress

The following chart illustrates the key success measures and the targets Tewatohnhi'saktha achieved in Quarter 1 (April-June, 2010 of the 2010-2011 Fiscal Year). The KSMS effectively measure how we are achieving our Vision and Mission.

### REVENUE GENERATION DIVISION (Net Income Excluding Depreciation)

KSM	QUARTER 1 TARGET	QUARTER 1 RESULTS	YEAR TO DATE	ANNUAL TARGET
Tewatohnhi'saktha Consulting	\$7,876	(\$37,760)	(\$37,760)	\$10,052
Billboards	\$2,400	\$2,400	\$2,400	\$9,600
Onkawista / Continent 8	\$0	\$307,500	\$307,500	\$4,200,000 (US)
Mohawk Internet Technologies	\$0	\$0	\$0	\$0
Meeting Room & Office Space Rental	\$3,100	\$3,342	\$3,342	\$12,400
Business Complex	(\$14,244)	\$35,732	\$35,732	\$3,420
Office Complex	\$17,216	\$76,463	\$76,463	\$174,983
TBLF Client Loan Interest	\$10,000	\$11,567	\$11,567	\$44,000
<b>TOTAL</b>	<b>\$26,348</b>	<b>\$394,650</b>	<b>\$394,650</b>	<b>\$4,454,455</b>

### SMALL BUSINESS SERVICES DIVISION: Business Creation/Expansion

KSM	QUARTER 1 TARGET	QUARTER 1 RESULTS	YEAR TO DATE	ANNUAL TARGET
Number of new business started or expanded	See annual target	5 Small	5 small	7 Micro, 4 Small 1 Medium
Number of new jobs created by new businesses or business expansions	4	11 Part Time 13 Full Time	11 Part Time 13 Full Time	16
Increase in the number of new loans under TBLF	\$75,000	\$0	\$0	\$310,000

### SMALL BUSINESS SERVICES DIVISION: Operational Measures

KSM	QUARTER 1 TARGET	QUARTER 1 RESULTS	YEAR TO DATE	ANNUAL TARGET
Total client contacts	150	200	200	700
Total clients served	50	60	60	200
New clients	5	7	7	20
Dollar value of products	\$60,000	\$30,939	\$30,939	\$220,000

### EMPLOYMENT & TRAINING and SMALL BUSINESS SERVICES: Job Creation & Business Expansion

KSM	QUARTER 1 TARGET (in quarterly FTE)*	QUARTER 1 RESULTS (in quarterly FTE)*	AVERAGE Y TO D (in quarterly FTE)*	ANNUAL TARGET (in quarterly FTE)*
Jobs created (unsubsidized)	24	35.7	35.7	21.2
Jobs created (subsidized)	11	12.9	12.9	11
Clients who attained employment (unsubsidized)	25	24	24	25
Clients who attained employment (subsidized)	13	13	13	13

\*FTE = Full Time Equivalents (number of times that full time employment [468.75 hours/quarterly or 1,875 hours/year] were achieved)

### EMPLOYMENT & TRAINING DIVISION: Operational Measures

KSM	QUARTER 1 TARGET	QUARTER 1 RESULTS	YEAR TO DATE	ANNUAL TARGET
Total clients served	187	425	425	750
Total client contacts	625	747	747	2500
New clients	50	61	61	200
Dollar value of products (represents tuition, allowance and child care)	\$312,500	\$368,105	\$368,105	\$1,250,000

# KEY SUCCESS MEASURES (KSMS) - QUARTER 2

## A Scoreboard of our Progress

The following chart illustrates the key success measures and the targets Tewatohnhi'saktha achieved in Quarter 2 (July-Sept, 2010 of the 2010-2011 Fiscal Year). The KSMS effectively measure how we are achieving our Vision and Mission.

### REVENUE GENERATION DIVISION (Net Income Excluding Depreciation)

KSM	QUARTER 2 TARGET	QUARTER 2 RESULTS	YEAR TO DATE	ANNUAL TARGET
Tewatohnhi'saktha Consulting	\$786	(\$44,017)	(\$81,777)	\$10,052
Billboards	\$2,400	\$2,400	\$4,800	\$9,600
Onkwawista / Continent 8	\$0	\$0	\$307,500	\$4,200,000 (US)
Mohawk Internet Technologies	\$0	\$0	\$0	\$0
Meeting Room & Office Space Rental	\$3,100	\$2,967	\$6,309	\$12,400
Business Complex	\$7,357	\$11,206	\$46,758	\$3,420
Office Complex	\$56,738	\$55,858	\$132,321	\$174,983
TBLF Client Loan Interest	\$10,000	\$12,421	\$23,988	\$44,000
<b>TOTAL</b>	<b>\$80,381</b>	<b>\$40,655</b>	<b>\$593,853</b>	<b>\$4,454,455</b>

### SMALL BUSINESS SERVICES DIVISION: Business Creation/Expansion

KSM	QUARTER 2 TARGET	QUARTER 2 RESULTS	YEAR TO DATE	ANNUAL TARGET
Number of new business started or expanded	See annual target	0	5 small	7 Micro, 4 Small 1 Medium
Number of new jobs created by new businesses or business expansions	4	0	11 Part Time 13 Full Time	16
Increase in the number of new loans under TBLF	\$75,000	\$1,486	\$1,486	\$310,000

### SMALL BUSINESS SERVICES DIVISION: Operational Measures

KSM	QUARTER 2 TARGET	QUARTER 2 RESULTS	YEAR TO DATE	ANNUAL TARGET
Total client contacts	150	161	361	700
Total clients served	50	51	111	200
New clients	5	4	11	20
Dollar value of products	\$30,000	\$19,218	\$50,157	\$220,000

### EMPLOYMENT & TRAINING and SMALL BUSINESS SERVICES: Job Creation & Business Expansion

KSM	QUARTER 2 TARGET (in quarterly FTE)*	QUARTER 2 RESULTS (in quarterly FTE)*	AVERAGE Y TO D (in quarterly FTE)*	ANNUAL TARGET (in quarterly FTE)*
Jobs created (unsubsidized)	23	34.6	35.2	21.2
Jobs created (subsidized)	11	20.5	16.7	11
Clients who attained employment (unsubsidized)	25	23.5	23.8	25
Clients who attained employment (subsidized)	13	21.1	17.1	13

\*FTE = Full Time Equivalents (number of times that full time employment [468.75 hours/quarterly or 1,875 hours/year] were achieved)

### EMPLOYMENT & TRAINING DIVISION: Operational Measures

KSM	QUARTER 2 TARGET	QUARTER 2 RESULTS	YEAR TO DATE	ANNUAL TARGET
Total clients served	188	171	596	750
Total client contacts	625	777	1524	2500
New clients	50	77	138	200
Dollar value of products (represents tuition, allowance and child care)	\$312,500	\$356,922	\$725,027	\$1,250,000

# CAREER BUILDING SKILLS

The Career Building Skills Program (CBS) will be commencing its third session starting January 6, 2011. Thus far, the CBS Program has seen 33 students begin programming and successfully transition into their stage placements, as well as into post-secondary schooling and the labour market.

In addition to training received at Tewatohnhi'saktha, the students are provided the opportunity to visit local educational institutes and vocational training centers to explore possible academic

programs. Moreover, each student also has the opportunity to participate in a 6-week stage placement to gain on-the-job training with various organizations in Kahnawake.

The success and popularity of the CBS Program is evident not only in the increasing numbers of interested participants for each successive session, but also in the enthusiasm and esteem shared by students who successfully complete the program.

*By Jonathan Rice, Assistant Coordinator*



The success and popularity of the CBS Program is evident not only in the increasing numbers of interested participants, but also in the enthusiasm and esteem shared by graduates.

## Interested in our Career Building Skills Program?

Contact Kara Paul, Program Coordinator: [kara.paul@kedc.biz](mailto:kara.paul@kedc.biz), or Jonathan Rice, Assistant Coordinator: [jonathan.rice@kedc.biz](mailto:jonathan.rice@kedc.biz).

# WELCOME TO THE NEW COMMUNITY SIGNAGE AND MAP PROJECT

We are pleased to provide this update on Small Business Service's (SBS) sponsorship of the Kahnawake Signage and Map Project initiated by the Mohawk Council of Kahnawake's Beautification Fundraising Working Committee.

They had the goal of fundraising, purchasing and installing seven "Welcome to Kahnawake" signs covering all entrance points to our territory, and three podium maps within the Village.

Many community businesses donated funds which ultimately enabled this project to reach fruition; SBS's contribution to this project

was to provide the funding required for the production of the three maps which will be located at the Cenotaph,

ing community businesses and their location.

SBS distributes thousands of these maps to community businesses who pass them on to customers who can then easily locate all of our other businesses within the village by referring to the grid on the podium maps.

We are confident that this initiative will go a long way to expand the market for Kahnawake businesses.

Expect to see the welcoming signs and maps by January, 2011 or earlier.

*By Angela Deer, Loans Officer, Small Business Services*



Peacekeeper Station and the Fire Hall. The maps have an easy-reference grid locator that coincides with the information on the reverse of our Shop Kahnawake Maps, list-

