TEWATOHNHI'SAKTHA Review

2010 JANUARY – TSOTHOHRKÓ:WA

A HAPPY NEW YEAR 2010

Two worthy community entities received proceeds from the business golf tournament. Tewatohnhi'saktha expresses its thanks to all the volunteers, contributors and participants for making this event such a success.

Employment & Training is introducing a new program in 2010 called "Career Building Skills." Much of the groundwork has already been completed and you can expect more information in the next coming months.

Shop Kahnawake Gift Certificates have been redesigned to encourage the purchase of local products and services. Check them out on page 2.

Your feedback on the *Review* or any other topic is always welcome. Just contact us at *feedback@kedc.biz*.

Hope you enjoy our quick updates and until next time...

Bonnie Jacobs, Editor
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This Review is printed on paper containing 100% Post-Consumer content. One small way to lessen our carbon footprint.

TEWATOHNHI'SAKTHA

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"Our vision is a self-sufficient community that fosters quality of life for Kanien'kehá:ka ne Kahnawa'kehró:non and creates collective prosperity for future generations consistent with our cultural values."

PROCEEDS FROM 2009 BUSINESS GOLF TOURNAMENT PRESENTED TO *TURTLE BAY ELDERS' LODGE* AND *UNITED CHURCH*

On Friday, October 16th, Tewatohnhi'saktha Board Chairperson, Lionel Jacobs, presented cheques to the Turtle Bay Elders' Lodge and the United Church in the amounts of $28,939.83 and $7,234.96 respectively. "The business tournament was a very big success and I think a lot of it had to do with all the volunteers from Turtle Bay Elders' Lodge and the United Church," said Jacobs.

Terry Diabo, Board member, commends the organizations for the services they provide to the community. Mike-Horne, Manager of Turtle Bay Elders Lodge presented a plaque of appreciation.

Dorris Montour, representing the United Church, also presented a picture frame to Lionel Jacobs, Board Chairperson, as a token of their appreciation.

Each year, the Board of Directors selects a deserving organization to receive proceeds from the business golf tournament. Since 2003, Tewatohnhi'saktha has helped to raise over $199,670.

CAREER BUILDING SKILLS PROGRAM—COMING SOON!

By Kara Paul

Community members should be keeping their eyes open for the new *Career Building Skills Program (CBS)* that will be kicking off its first session this winter. The new CBS program is part of Tewatohnhi'saktha's Employment and Training division.

The CBS program is designed to motivate and prepare participants for future employment opportunities, both within and outside the community. During each session, scheduled to run for 18 weeks, participants will receive comprehensive training and development workshops that will offer exposure to various topics including but not limited to, personal awareness, interpersonal skills, computer training and career development. Program participants will have the opportunity to visit surrounding academic institutions and training centers to discover future academic prospects.

In addition, each member will have the opportunity to gain on the job training by participating in short term internships in and around the community. This will allow participants the opportunity to utilize new skills and competencies gained in the CBS program.

For more information and registration, please contact Program Coordinator Kara Paul at Tewatohnhi'saktha, 450.638.4280, kara.paul@kedc.biz.

Key Success Measures (KSM's) - Quarter 2

The following chart illustrates the key success measures and the targets Tewatohnhi'saktha achieved in the Second Quarter of 2009/2010(July 1st to September 30th, 2009). The KSMs measure how effectively we are achieving our vision and mission. It is our scoreboard of our progress.

Revenue Generation Division (Net Income Excluding Depreciation)				
KSM	**Quarter 2 Target**	**Quarter 2 Results**	**Year to Date**	**Annual Target**
Tewatohnhi'saktha Consulting	($15,426)	($35,559)	($34,755)	$8,535
Billboards	$2,400	$2,400	$4,800	$9,600
Onkwawista / Continent 8	$0	$0	$0	$1,700,000 (U.S.)
Meeting Room & Office Space Rentals	$1,800	$3,708	$17,398	$15,800
Business Complex	$7,093	($13,546)	$4,427	$10,577
Office Complex	$46,712	$22,278	$99,545	$179,616
TOTAL	**$42,579**	**($20,719)**	**$91,415**	**$1,924,128**

Small Business Services Division: Business Creation/Expansion				
KSM	**Quarter 2 Target**	**Quarter 2 Results**	**Year to Date**	**Annual Target**
Number of new businesses started or expanded	See annual target	3 Micro	6 Micro	7 Micro 4 Small 1 Medium
Number of jobs created by new businesses or business expansions	4	2 Part Time 1 Full Time	3 Part Time 3 Full Time	16
Increase number of new loans under TBLF	$75,000	$40,250	$149,200	$300,000
TBLF Client Loan Interest	$10,000	$11,769	$21,909	$40,000

Small Business Services Division: Operational Measures				
KSM	**Quarter 2 Target**	**Quarter 2 Results**	**Year to Date**	**Annual Target**
Total client contacts	150	170	312	600
Total clients served	50	50	113	300
New clients	5	3	7	20
Dollar value of products	$30,000	$30,410	$62,926	$220,000

Employment & Training and Small Business Services Divisions: Job Creation & Capacity Building				
KSM	**Quarter 1 Results (in Quarterly FTE*)**	**Quarter 2 Results (in Quarterly FTE)***	**Average Cumulative (in Quarterly FTE)***	**Annual Target (in Quarterly FTE)***
Jobs created (unsubsidized) (SBS)	24.8	23.1	24.0	16
Jobs created (subsidized) (E&T)	13.8	28.5	21.2	13
Clients attain employment (unsubsidized)	23.4	17.9	20.7	25
Clients attain employment (subsidized)	17.0	31.8	24.4	15

*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	125	235	650	500
Total client contacts	500	782	1593	2000
New clients	38	134	180	150
Dollar value of products (represents tuition, allowance and child care expenses issued to clients)	$312,500	$271,284	$507,733	$1,250,000

SHOP KAHNAWAKE CERTIFICATES HAVE A NEW LOOK!

Small Business Services is pleased to bring to you newly designed Shop Kahnawake Gift Certificates. Spending your money in Kahnawake really makes a big difference! They make great gifts and ensure that money is spent locally.

You can purchase gift certificates in denominations of $5, $10, $20, $50 and $100 at the reception desk of Tewatohnhi'saktha, Kahnawake Business Complex, 3rd Floor, Monday to Friday 8:30 am to 4:00 pm.

Check our website www.shopkahnawake.com and click on *Shop Kahnawake First* for a complete listing of over 70 participating businesses.

HAPPY SHOPPING!!