

TEWATOHNHI'SAKTHA

Review

2009 OCTOBER - KENTÉNHA



Welcome to the crisp cool days of fall!

2009 BUSINESS GOLF TOURNAMENT— ANOTHER SUCCESSFUL EVENT!

BY LISA LAHACHE

The 2009 Kahnawá:ke Business Golf Challenge took place on Friday August 21, 2009, at Lafleur's Golf Club. A total of 148 golfers enjoyed this exciting event and helped to raise over \$34,000.

Mack Kirby, Amy Rice, Robyn Montour and Carl Horn were the tournament champs with 14 under par.



Ron Abaira buying "arm's length" of raffle tickets.

A cheque will be presented to the Turtle Bay Elder's Lodge and the United Church by members of our Board of Directors in the near future.

Congratulations to the recipient organizations and thanks to all our sponsors, golfers, and volunteers. Your participation was instrumental in making the event a success!

Tewatohnhi'saktha Summer Initiatives 2009

By Angie Marquis

Reflecting back to the past three months— July, August and September— we can certainly say it was a very exciting time. Throughout the summer months, we welcomed a multitude of youth for the summer initiatives. It was great to experience their enthusiasm.

In addition, the business golf tournament was enjoyed by everyone and helped raise much needed funds for two community entities. Thanks to all for making this such a successful tournament.

We are pleased to report our Key Success Measures for Quarter 1. 2009 marks our tenth year of operations and we will continue to work diligently to achieve our targets for continued success.

Don't forget to *Shop Kahnawake* and support our local economy. Spending more in Kahnawake contributes to overall community development and prosperity for future generations.

Remember, if you want to share your comments, feedback on the *Review* or any other topic, please contact us at feedback@kedc.biz.

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

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



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

Kahnawake Summer Student Employment Program



With 100 student applicants, a total of 43 students found summer jobs through the KSSEP. In order to access more jobs to high school students this year, part time employment was also offered. All students gained new skills and experiences that will benefit their future careers. This year's KSSEP budget was \$143,487 and there were a variety of jobs. We are glad to have offered at least one summer student to all businesses and organizations who applied. New to the program was

the minimum wage rate of \$9.00 per hour and the 15% contribution by employers. We are encouraging all organizations and businesses to participate in the KSSEP 2010 and to begin planning for a summer student position next summer as the deadline for employers will be moved to mid April. Congratulations to all who took part in the KSSEP!

Heads Up Program

Small Business Services of Tewatohnhi'saktha sponsored this year's *Heads Up* Program. This program is geared toward youth who are younger than the students who participate in our Summer Student Employment Program. With the support of SBS, 30 participants were able to learn business skills, teamwork, go on fun outings and earn a paycheck at the end of the 3 week program! Group 1 members each went home with \$134.15 and Group 2 participants each earned \$216.11. Nia:wen to all community members who visited and/or donated to this year's business: *Kahnawake's Largest Yard Sale and BBQ*. We'd also like to thank all businesses and organizations who agreed to have an Employee for a Day. This was very much enjoyed by the students and we hope to continue it next year. All participants worked hard and now have a *Heads Up* on what it takes to live in the world of work! Facilitators Alan John Rice, Kimberly Cross and Krystal Jacobs did an excellent job with the program.



Actua Science Camp



The "Campers" smiled for the camera after receiving their Actua Participation certificates.

After the Heads Up program wrapped up, Tewatohnhi'saktha hosted a one week Actua Science camp for 21 Kahnawake youth ranging in age from 10 to 16. The camp was sponsored by Health Canada and facilitated by instructors from Actua. Actua is a national organization dedicated to providing positive hands-on learning experiences in science, technology and engineering. There were a variety of exciting science activities and experiments and we hope to continue hosting this camp in future years.

For any information on Tewatohnhi'saktha Youth Programs, please contact Angie Marquis at 450.638.4280, angie.marquis@kedc.biz or go to our website www.kedc.biz.

KEY SUCCESS MEASURES (KSM'S) - QUARTER 1

THE FOLLOWING CHART ILLUSTRATES THE KEY SUCCESS MEASURES AND THE TARGETS TEWATOHNHI'SAKTHA ACHIEVED IN THE FIRST QUARTER OF 2009/2010 (APRIL 1ST TO JUNE 30TH, 2009). THE KSMs MEASURE HOW EFFECTIVELY WE ARE ACHIEVING OUR VISION AND MISSION. IT IS OUR SCOREBOARD OF OUR PROGRESS.

Revenue Generation (Net Income Excluding Depreciation): (Office of the CEO)			
KSM	Quarter 1 Target	Quarter 1 Results	Annual Target
Tewatohnhisaktha Consulting	(\$1,379)	\$804	\$8,535
Billboards	\$2,400	\$2,400	\$9,600
Onkwawista	\$0	\$0	\$1,700,000 (U.S.)
Meeting Room & Office Space Rentals	\$13,000	\$13,689	\$15,800
Business Complex	(\$2,602)	\$9,005	\$10,577
Office Complex	\$33,212	\$47,043	\$179,616
Small Business Services: Business Creation/Expansion			
KSM	Quarter 1 Target	Quarter 1 Results	Annual Target
Number of new businesses started or expanded	See annual target	3 Micro	7 Micro 4 Small 1 Medium
Number of jobs created by new businesses or business expansions	4	1 Part Time 2 Full Time	16
Increase number of new loans under TBLF	\$75,000	\$108,970	\$300,000
TBLF Client Loan Interest	\$10,000	\$10,140	\$40,000
Small Business Services: Operational Measures			
KSM	Quarter 1 Target	Quarter 1 Results	Annual Target
Total client contacts	150	142	600
Total clients served	50	63	300
New Clients	5	4	20
Dollar value by year - products	\$60,000	\$32,516	\$220,000
Employment & Training and Small Business Services Divisions: Job Creation & Capacity Building			
KSM	Quarter 1 Target (in Quarterly FTE*)	Quarter 1 Results (in Quarterly FTE*)	Average Annual Target (in Quarterly FTE*)
Jobs created (unsubsidized) (SBS)	16	24.8	16
Jobs created (subsidized) (E&T)	13	13.8	13
Clients attain employment (unsubsidized)	25	23.4	25
Clients attain employment (subsidized)	15	17	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 1 Target	Quarter 1 Results	Annual Target
Total clients served	125	415	500
Total client contacts	500	811	2000
New clients	37	46	150
Dollar value by year – products	\$312,500	\$236,449	\$1,250,000

WHY SHOP KAHNAWAKE FIRST?

- \$ Each additional \$1 million spent locally means creation of 14 jobs.
- \$ Increased opportunity for businesses to offer more variety, products/services availability and at more competitive prices.
- \$ Each additional \$1 dollar spent locally creates \$1.40 of economic value for Kahnawake.

How can you support the effort?

As a consumer, you can:

- ☞ Shop Kahnawake First before looking for products or services elsewhere.
- ☞ Purchase Shop Kahnawake Gift Certificates whenever possible (available at Tewatohnhisaktha Business Complex, 3rd Floor).
- ☞ Promote Shop Kahnawake First to your friends, family and neighbours.



As a business, you can:

- ☞ Register with Tewatohnhisaktha as a participating business.
- ☞ Post a campaign sticker in your store front window.
- ☞ Promote Shop Kahnawake First to your customers, suppliers and other local businesses.