

# 2007 October - Kentépha Tewatohnni'saktha Review

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

**A**s summer comes to a close, we can look back at our many accomplishments during the previous months. We also bring you up-to-date on the latest news.



After the August election, we are also pleased to welcome two new board members—Dwayne Kirby and Tyler Diabo.

They join current board members—Wayne Delormier, Cecelia Lafleur, Lionel Jacobs, Terry Diabo and Charles Barnett. We wish them well as they all work towards fulfilling the vision of Tewatohnni'saktha.

Kahnawake Schools Diabetes Prevention Program is the recipient of the proceeds from this year's business golf challenge. Eva Johnson and Lisa Peterson graciously accept the cheque on behalf of KSDPP.

In our June Review, we promised to communicate what is going on and to maintain accountability. On page 2, we are pleased to share our targets for the upcoming year as well as our first quarter results. We are working diligently to meet, and even surpass, our targets.

Lastly, we spoke with Keith White, Entrepreneur & Owner of "*Dairy King*," Kahnawake's newest ice cream hot spot.

Hope you enjoy our quick update and until next time.....  
*Bonnie Jacobs, editor*

Congratulations to the recipient of the proceeds from this year's tournament - Kahnawake Schools Diabetes Prevention Program (KSDPP). We are pleased to announce that they received \$24,317.12.



Eva Johnson, CAB Executive Committee Member and Lisa Peterson, Schools Intervention Facilitator, happily accept the cheque from Wayne Delormier and Terry Diabo, Members of the Tewatohnni'saktha Board of Directors.

## Kahnawake Business Golf Challenge 2007

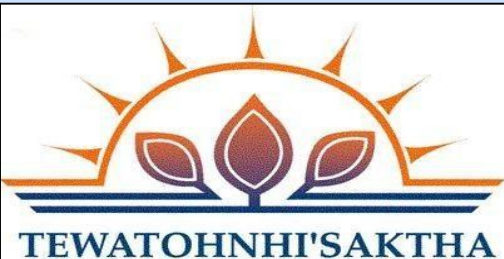
Office of CEO Initiative



**Tewatohnni'saktha Business Golf Challenge 2007 was held on a glorious, sunny Friday, August 17, 2007 at Lafleur Golf Club.** A total of 141 golfers took part in this exciting event.

We want to thank the generous sponsors who helped make the tournament such a success:

Borden Ladner Gervais	Mobi-Cell
Caisse Populaire Kahnawake	Mohawk Roofing
Chatô	N & R Sol
Deere's Garage	NextActive Networks
Eagle's Nest Convenience	OCR and Old Malone Gas
Expense Reduction Analysts (ERA)	Produits Pétroliers Laberge Enr.
Fishman Flanz Meland Paquin	Régime des Benefices Autochtones
HGSG Associates	Sports Interaction
Lafleur Golf	Superior Propane
Legion Branch 219	Vespo
Lippman Leebosh April	Ville de Chateauguay
Mohawk Council of Kahnawake	Xerox
Michael Thomas, Spencer Stacey, Wahio Delisle, Donny Thomas	Mohawk Internet Technologies (MIT)
Small Business Services	Tewatohnni'saktha
La Ronde	Kahnawá:ke Pizza and Subs
Piscines René Pitre	Bureau en Gros
Calico Cottage	Elaine Delaronde
Frosty's	Audio Video Québec
Desjardins Chevrolet	Native Benefits Plan
Burton Jacobs Driving Range	Fichault Pontiac, Buick, GMC
Lyreco Office Products	Génératrice Drummond
Fuel Media	Grand & Toy
Superior Propane	L'Equipeur
A.B. Diabo Consultants	Wolf's Den
Iron Horse Wear House	Patton's Glen
Bayview Restaurant	Edgewater Café & Grill
Wild Wild West	Cedar View Golf Course
J.R. Petroleum	Proxim V. Sumbly Pharmacy
Sequoia	Owisokon
Dr. Ann Macaulay	Homespun
Dell	Louie Horn



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@ 450-638-4280**

# Key success measures (k sm)

The following tables illustrate the key success measures and the targets Tewaohnnhi'saktha wants to achieve in this fiscal year. The KSMs measure how effectively we are achieving our vision, mission and values on a year-by-year basis. It is our scoreboard for continuous improvement of success.

## Tewaohnnhi'saktha Quarterly Reporting

Fiscal Year 2007-2008  
Quarter 1 Results  
April – June 2007

### Revenue Generation

Key Success Measures	2007 Targets	Fiscal Year 2007-2008 Targets Quarter 1	Quarter 1 Results 2007
Tewaohnnhi'saktha Consulting	\$50,000.00	(\$2,222.00)	(\$26,963.00)
Billboards	\$8,400.00	\$2,200.00	\$2,200.00
MIT/Continent 8	TBD	\$0.00	\$0.00
Room Rental	\$16,000.00	\$4,000.00	\$6,019.74
Business Complex	\$0	(\$27,079.00)	\$6,740.00
Office Complex	\$75,000.00	(\$130,507.00)	(\$29,723.00)

### Job Creation & Capacity Building (E&T)

Key Success Measures	Fiscal Year 2007-2008 Annual Targets (in FTE*)	Fiscal Year 2007-2008 Quarter 1 Targets (in FTE*)	2007 Quarter 1 Results (in FTE*)
Jobs created (unsubsidized)	60	15	29.4 [No. Businesses: 14] [No. Employees: 34]
Jobs created (subsidized)	80	20	21.6 [No. Employees: 66]
Jobs maintained after subsidy ends	8	2	3.5 [No. Employees: 4]
Clients attain employment (unsubsidized)	96	24	18.6 [No. Clients: 21]
Clients attain employment (subsidized)	100	25	25 [No. Clients: 68]

\*FTE=Full Time Equivalents (number of times that full time employment (468.75 hours) was achieved during the quarter)

### Business Creation/Expansion (SBS)

Key Success Measures	2007 Targets	Fiscal Year 2007-2008 Targets Quarter 1	Quarter 1 Results 2007
# of new businesses started or expanded	4 micro 3 small 2 medium	5 micro 7 small 2 medium	2 Micro 1 Small 0 medium
# of jobs created by new businesses	Min: 20 Max: 49	5	2 Full-time 2 Part-time
New loans under TBLF	\$250,000	\$75,000.00	\$129,375.00

Micro: 1 employee    Small: 2 - 5 employees    Medium: 5 - 10 employees

### Operational Measures (E&T)

Key Success Measures	2007 Targets	Fiscal Year 2007-2008 Targets Quarter 1	Quarter 1 Results 2007
Total clients served	600	150	253
Total client contacts	2400	600	786
New clients	150	37	41
Dollar value by year - products	\$1,200,000.00	\$300,000.00	\$336,932.00

### Operational Measures (SBS)

Key Success Measures	2007 Targets	Fiscal Year 2007-2008 Targets Quarter 1	Quarter 1 Results 2007
Total client contacts	1700	425	226
Dollar value by year - products	\$175,000.00	\$43,750.00	\$35,177.30
Total clients to be served	170	42	68
New Clients	20	5	6

### Employer of Choice (OSD)

Key Success Measures	2007 Targets	Fiscal Year 2007-2008 Targets	Quarter 1 Results 2007
Employee satisfaction	5.4 (or better) on 7 (rating scale of 1 to 7; 7 being the highest rating)	5.5 (or better) on 7	TBD*
Employee retention	Turnover of no more than 3	Turnover of no more than 3	(1)

Employee satisfaction is measured in 4 categories: Employee Benefits; Employer of Choice; Performance Management Program; Level of Engagement

\*Employee satisfaction to be re-measured in June 2008.

SBS = Small Business Services  
E&T = Employment & Training  
OSD = Organizational Services Division



## Keith White, Entrepreneur, Dairy King

Several years ago Keith purchased his mobile ice cream truck and the venture was such a success, he decided to expand his business.

Although the mobile truck will still be used for special occasions, his new ice cream store, located on the Old Malone Highway, will enable him to more conveniently serve his customers. The new building is almost complete and we can anticipate the grand opening in April 2008. He promises some exciting surprises so be sure to be on the look out.

He is very happy with the support he received from Tewaohnnhi'saktha to help him expand his business. Keith is also looking forward to seeing everyone in the spring!