

TEWATOHNHI'SAKTHA *Review*

QUARTER 4—JAN-MAR 2010

In This Issue...

Career Building, Construction Trades, and Surveys, Oh My!

The Employment and Training Division (E&T) has piloted two new training and development programs: the Career Building Skills Program, and the Introduction to Construction Trades. E&T surveyed Kahnawá:ke's high school parents; read what they had to say, and who won the prize draw.

Fun (and work?) in the sun:

Summer is coming, and with it the Kahnawá:ke Summer Student Employment Program. Find out upcoming important dates.

Not Just Small Businesses!

Small Business Services completed its 11th year of Entrepreneurial Training, and now offer information on Kahnawá:ke's Leakage study online.

Tewatohnhi'saktha Consulting falls under the Revenue Generation Division, and has been actively pursuing opportunities for consulting contracts both in and outside of Kahnawake. Read about the latest consulting contracts and designations inside.

INTRODUCTION TO CONSTRUCTION TRADES

Tewatohnhi'saktha's Introduction to Construction Trades Program (ICT), funded by Tewatohnhi'saktha's Employment & Training Division and the New Frontiers

School Board, is now in progress with Coreen Delormier hired as Program Administrator, and Darlene Roberts as Administrative Assistant. The ICT will manage and deliver its program to a maximum of twenty-four participants at two sites; Nova Career Center and a leased building in the industrial section of Chateauguay. The program will run on a forty week schedule to mid-February, 2011. The unique hybrid of academic and vocational studies including welding, carpentry, electrical and plumbing will prepare students to enter a vocational training program while transferring up to two hundred accumulated training hours towards accreditation. The academic portion will ensure each student is fully prepared academically to accept the challenges of further intensive vocational training.



ICT Orientation at Nova Career Center



CBS Students in the Computer Lab

Career Building Skills

The new Career Building Skills Program has been underway and progressing for the last 2 months. We began with a group of passionate and motivated individuals who were ready to take on the challenge of preparing themselves

for the current labor market by learning new skills and techniques. Students completed 4 weeks of in-class instruction, followed by 2 weeks of academic sampling where each student had the opportunity to visit local training centers and schools. We currently have a total of 16 active participants who are preparing to enter the labor market on a 6 week internship, which will confidently start them off on a great path for success. If you are interested in participating in the next session of the CBS Program, please contact Program Coordinator **Kara Paul** (kara.paul@kedc.biz).

Kahnawake Economic Development Commission
P.O. Box 1110,
Kahnawake Business Complex - 3rd Floor
Kahnawá:ke Mohawk Territory

Tel: 450-638-4280
Fax: 450-638-3276
Web: www.kedc.biz
www.shopkahnawake.com

Questions? Contact
Lisa Lahache,
Editor
Lisa.lahache@kedc.biz



KEY SUCCESS MEASURES (KSM's) - QUARTER 3

THE FOLLOWING CHART ILLUSTRATES THE KEY SUCCESS MEASURES AND THE TARGETS TEWATOHNI'SAKTHA ACHIEVED IN THE QUARTER 3 (OCT-DEC 2009 OF THE 2009-2010 FISCAL YEAR. 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 3 Target	Quarter 3 Results	Year to Date	Annual Target
Tewatohnni'saktha Consulting	\$3,920	(\$52,622)	(\$87,377)	\$8,535
Billboards	\$2,400	\$2,400	\$7,200	\$9,600
Onkawwista / Continent 8	\$0	\$0	\$0	\$1,700,000 (US)
MIT	\$0	\$0	\$21,288	\$0
Meeting Room & Office Space Rentals	\$500	\$2,810	\$20,207	\$15,800
Business Complex	\$793	\$3,193	\$7,621.60	\$10,577
Office Complex	\$52,346	\$42,728.27	\$147,172.67	\$179,616
TBLF Client Loan Interest	\$10,000	\$8,677	\$30,717	\$40,000
TOTAL	\$69,959.00	\$7,186.27	\$146,829.27	\$1,964,128
Small Business Services Division: Business Creation/Expansion				
KSM	Quarter 3 Target	Quarter 3 Results	Year to Date	Annual Target
Number of new businesses started or expanded	See annual target	2 Small	6 Micro 2 Small	7 Micro 4 Small 1 Medium
Number of jobs created by new businesses or business	4	4 Part Time 2 Full Time	7 Part Time 5 Full Time	16
Increase number of new loans under TBLF	\$75,000	\$0	\$149,220	\$300,000
Small Business Services Division: Operational Measures				
KSM	Quarter 3 Target	Quarter 3 Results	Year to Date	Annual Target
Total client contacts	150	193	505	600
Total clients served	50	56	169	300
New clients	5	5	12	20
Dollar value of products	\$30,000	\$24,242	\$87,168	\$220,000
Employment & Training and Small Business Services: Job Creation & Capacity Building				
KSM	Quarter 3 Target (in Quarterly FTE*)	Quarter 3 Results (in Quarterly FTE)*	Average YTD (in Quarterly FTE)*	Annual Target (in Quarterly FTE)*
Jobs created (unsubsidized)	18.4	23.2	22.9	16
Jobs created (subsidized)	13	6.1	16.1	13
Clients attain employment (unsubsidized)	25	24.8	22	25
Clients attain employment (subsidized)	15	8.9	19.2	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 3 Target	Quarter 3 Results	Year to Date	Annual Target
Total clients served	125	75	725	500
Total client contacts	500	826	2419	2000
New clients	37	54	234	150
Dollar value of products (represents tuition, allowance and child care)	\$312,500	\$271,774	\$779,507	\$1,250,000

KEY SUCCESS MEASURES (KSM'S) - QUARTER 4

THE FOLLOWING CHART ILLUSTRATES THE KEY SUCCESS MEASURES AND THE TARGETS TEWATOHNNHI'SAKTHA ACHIEVED IN THE QUARTER 4 (JAN-MAR 2010) OF THE 2009-2010 FISCAL YEAR. 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 4 Target	Quarter 4 Results	Year to Date	Annual Target
Tewatohnni'saktha Consulting	\$21,420	\$1,732	(\$85,645)	\$8,535
Billboards	\$2,400	\$2,400	\$9,600	\$9,600
Onkwawista / Continent 8	\$1,700,000 (US)	\$4,126,149.98 (US)	\$4,126,149.98 (US)	\$1,700,000 (US)
MIT	\$0	\$0	\$21,288	\$0
Meeting Room & Office Space Rentals	\$500	\$1,020	\$21,227.72	\$15,800
Business Complex	\$5,293	(\$3,059.35)	\$4,562.25	\$10,577
Office Complex	\$47,346	\$47,304.04	\$194,476.71	\$179,616
TBLF Client Loan Interest	\$10,000	\$1,320	\$32,037	\$40,000
TOTAL	\$1,786,959	\$4,176,866.67	\$4,323,696.66	\$1,964,128

Small Business Services Division: Business Creation/Expansion

KSM	Quarter 4 Target	Quarter 4 Results	Year to Date	Annual Target
Number of new businesses started or expanded	See annual target	3 Micro 2 Small 1 Medium	9 Micro 4 Small 1 Medium	7 Micro 4 Small 1 Medium
Number of jobs created by new businesses or business	4	6 Part Time 2 Full Time	13 Part Time 7 Full Time	16
Increase number of new loans under TBLF	\$75,000	\$199,635	\$348,855	\$300,000

Small Business Services Division: Operational Measures

KSM	Quarter 4 Target	Quarter 4 Results	Year to Date	Annual Target
Total client contacts	150	165	670	600
Total clients served	150	64	233	300
New clients	5	6	18	20
Dollar value of products	\$100,000	\$92,814	\$179,982	\$220,000

Employment & Training and Small Business Services: Job Creation & Capacity Building

KSM	Quarter 4 Target (in Quarterly FTE*)	Quarter 4 Results (in Quarterly FTE)*	Average YTD (in Quarterly FTE)*	Annual Target (in Quarterly FTE)*
Jobs created (unsubsidized)	20.3	14.9	19.8	16
Jobs created (subsidized)	13	8.1	14.1	13
Clients attain employment (unsubsidized)	25	22.7	22.2	25
Clients attain employment (subsidized)	15	8.8	16.6	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 4 Target	Quarter4 Results	Year to Date	Annual Target
Total clients served	125	69	794	500
Total client contacts	500	783	3202	2000
New clients	38	37	271	150
Dollar value of products (represents tuition, allowance and child care)	\$312,500	\$422,655	\$1,202,162	\$1,250,000



Kahnawake Summer Student Employment Program

Spring has arrived with beautiful weather. Summer is right around the corner, closer and closer, day by day. With that being said, there is an **Information Session, Resume Writing, Cover Letter and Interview Skills workshop** scheduled for **Wednesday, May 19th from 6:00 – 7:30 p.m.**

for all students. It is located on the 3rd floor of Tewatohnhi'saktha. If you are interested in attending, please confirm with Angie Marquis at 450.638.4280 or email angie.marquis@kedc.biz.

You may have noticed the KSSEP Job Listing is also out, so students can now begin to apply for the summer employment. The following deadlines are:

CEGEP & University Students: May 14th, 2010—High School & Adult Education: June 18th, 2010

Good luck with concluding your academic year with success! - Bronson Cross, Stage Student

And The Winner Is...

A parent survey on career and education expectations was mailed out to all Kahnawake high school parents in March. The survey had 60 respondents.

There were many interesting findings that came out of the survey. For example, 62% of parents know which career their child wants to pursue and 69% of parents feel that offering scholarships will promote post secondary education. A workshop will be held in the near future to review all the results of the survey. We encourage you to attend and share your thoughts on this important topic!

Four prizes were drawn from the list of respondents. The winners were Laurie Deer, Evelyn Myiow, Ruth Jacobs and Laura Stacey.

Angie Marquis, Employment & Training Counselor/Youth Program Coordinator

More Entrepreneurs Trained!



Past Graduate Robyn Regis

The Entrepreneurial Training Course finished its 11th year, with 13 graduates this past semester. Running since 1999, one semester

is offered per year, from September to December. Inquire with a Business Services Officer to enroll. Graduates of the program may be eligible for Small Business Loans, however it is not required for marketing \$\$\$ for qualified clients.

TEWATOHNHISAKTHA CONSULTING

Tewatohnhi'saktha Consulting, was created to provide a funding source for the community project development function. The consulting income is used to cover the salaries of the consulting staff in order for the staff to devote 50% of their time to developing community-owned development. This function does not receive any funding from the federal or provincial government and in the past had to be funded by the MCK. Tewatohnhi'saktha Consulting has been actively pursuing contracts both within and outside of Kahnawà:ke.

Currently, there are three active consulting contracts; one for a client within Kahnawà:ke, one for the Mohawk Council of Kanesatake, and one for the Cree Nation of Mistissini.

TC has been certified as an Aboriginal Business for the INAC Procurement Strategy allowing INAC to directly award TC consulting contracts under \$50,000 . In addition, INAC has selected TC as a Third Party Manager should the need arise to restructure other First Nation's government institutions in Quebec and Eastern Ontario.

Ear to the Ground



Visit www.kedc.biz

For information on

Kahnawà:ke Leakage!