As 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 Tewatohnhi 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

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Fax: 450.638.3276
E-mail: kedc@kedc.biz
www.shopkahnawake.com

Questions?

Kahnawake Business Golf Challenge 2007
Office of CEO Initiative

Tewatohnhi 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
- Caisse Populaire Kahnawake
- Chatb
- Deere’s Garage
- Eagle’s Nest Convenience
- Expense Reduction Analysts (ERA)
- Fishman Flanz Meland Paquin
- HGSG Associates
- Lafleur Golf
- Legion Branch 219
- Lippman Leebosh April
- Mohawk Council of Kahnawake
- Michael Thomas, Spencer Stacey, Wahlis Delisle, Donny Thomas
- Small Business Services
- La Ronde
- Piscines René Pitre
- Calico Cottage
- Frosty’s
- Desjardins Chevrolet
- Burton Jacobs Driving Range
- Lyreco Office Products
- Fuel Media
- Superior Propane
- A.B. Diabo Consultants
- Iron Horse Wear House
- Bayview Restaurant
- Wild Wild West
- J.R. Petroleum
- Sequoia
- Dr. Ann Macaulay

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 Tewatohnhi saktha Board of Directors.

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Questions?
### Key Success Measures (KSM)

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

#### Revenue Generation

<table>
<thead>
<tr>
<th>Key Success Measures</th>
<th>2007 Targets</th>
<th>Fiscal Year 2007-2008</th>
<th>Quarter 1 Results 2007</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tewatohnhi’i saktha</td>
<td>$150,000.00</td>
<td>($8,222.00)</td>
<td>($35,963.00)</td>
</tr>
<tr>
<td>Micro</td>
<td>$6,400.00</td>
<td>$2,200.00</td>
<td>$2,300.00</td>
</tr>
<tr>
<td>Medium</td>
<td>$100</td>
<td>$8,000</td>
<td>$8,000</td>
</tr>
<tr>
<td>Room Rental</td>
<td>$16,000.00</td>
<td>$4,000.00</td>
<td>$6,019.74</td>
</tr>
<tr>
<td>Business Complex</td>
<td>$0</td>
<td>($27,075.00)</td>
<td>$5,740.00</td>
</tr>
<tr>
<td>Office Complex</td>
<td>$75,000.00</td>
<td>($130,307.00)</td>
<td>($29,723.00)</td>
</tr>
</tbody>
</table>

#### Business Creation/Expansion (SBS)

<table>
<thead>
<tr>
<th>Key Success Measures</th>
<th>2007 Targets</th>
<th>Fiscal Year 2007-2008</th>
<th>Quarter 1 Results 2007</th>
</tr>
</thead>
<tbody>
<tr>
<td># of new businesses started or expanded</td>
<td>4 micro</td>
<td>3 small</td>
<td>2 medium</td>
</tr>
<tr>
<td># of jobs created by new businesses</td>
<td>20-25</td>
<td>5</td>
<td>2 Full-time</td>
</tr>
<tr>
<td>New loans under TBLF</td>
<td>$200,000.00</td>
<td>$75,000.00</td>
<td>$125,315.00</td>
</tr>
</tbody>
</table>

### Operational Measures (E&T)

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

<table>
<thead>
<tr>
<th>Key Success Measures</th>
<th>2007 Targets</th>
<th>Fiscal Year 2007-2008</th>
<th>Quarter 1 Results 2007</th>
</tr>
</thead>
<tbody>
<tr>
<td>KSM: Job Creation</td>
<td>150</td>
<td>253</td>
<td></td>
</tr>
<tr>
<td>Total clients served</td>
<td>600</td>
<td>150</td>
<td>253</td>
</tr>
<tr>
<td>Total client contracts</td>
<td>2400</td>
<td>600</td>
<td>766</td>
</tr>
<tr>
<td>New clients</td>
<td>150</td>
<td>37</td>
<td>41</td>
</tr>
<tr>
<td>Dollar value by products</td>
<td>$1,250,000.00</td>
<td>$300,000.00</td>
<td>$338,532.00</td>
</tr>
</tbody>
</table>

#### Operational Measures (SBS)

<table>
<thead>
<tr>
<th>Key Success Measures</th>
<th>2007 Targets</th>
<th>Fiscal Year 2007-2008</th>
<th>Quarter 1 Results 2007</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total client contracts</td>
<td>1700</td>
<td>425</td>
<td>226</td>
</tr>
<tr>
<td>Dollar value by product</td>
<td>$175,000.00</td>
<td>$43,750.00</td>
<td>$35,177.30</td>
</tr>
<tr>
<td>New clients</td>
<td>20</td>
<td>5</td>
<td>6</td>
</tr>
</tbody>
</table>

#### Employer of Choice (OSD)

<table>
<thead>
<tr>
<th>Key Success Measures</th>
<th>2007 Targets</th>
<th>Fiscal Year 2007-2008</th>
<th>Quarter 1 Results 2007</th>
</tr>
</thead>
<tbody>
<tr>
<td>Employee satisfaction</td>
<td>5.4 (or better)</td>
<td>7 (rating scale of 1 to 7, 7 being the highest rating)</td>
<td>5.5 (or better)</td>
</tr>
<tr>
<td>Employee retention</td>
<td>Turnover of no more than 3</td>
<td>Turnover of no more than 3</td>
<td>(1)</td>
</tr>
</tbody>
</table>

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

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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 Tewatohnhi’saktha to help him expand his business. Keith is also looking forward to seeing everyone in the spring!