

2008 October - Kenténa 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."

W

elcome to the first crisp days of fall!

In this issue: Results of this year's Business Golf Tournament and our thanks to all the generous participants and sponsors. HEADS-UP summer program was an overwhelming success. Kahnawake youth, aged 13-17, were motivated to learn about entrepreneurship and to earn a little cash from their efforts. Quarter 1 Key Success Measures are illustrated on page 2. At the bottom of page 2, is a brief synopsis on the Socio-Economic Information Report. More information will be available in the near future. Try to answer the Tewatohnni'saktha Trivia question!

The arrival of fall also means the start of a new 3-year strategic planning process. We are completing Year 3 of our 2006-2009 strategic plan and are now beginning to coordinate our 2009-2012 Strategic Plan. Preparations are underway to begin identifying our organizational strategies, setting strategic action items (SAI's) and key success measures to match those SAI's. These all cascade down to the divisional levels for their planning.

Tewatohnni'saktha is taking steps to "GO GREEN." We are pleased to report that this Review is printed on 100% post consumer recyclable paper. It is important that we take appropriate steps to be more environmentally responsible in our choices.

Don't forget, you can view this Review and all previous

Reviews at www.kedc.biz

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

Bonnie Jacobs, Editor
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The Tewatohnni'saktha Business Golf Challenge 2008 was held on a superb sunny Friday, August 15th at the Caughnawaga Golf Club. A total of 159 golfers enjoyed this exciting event and helped to raise over \$26,000 for the Kahnawake Youth Center (KYC). Congratulations! A cheque will be presented by members of our Board of Directors to the KYC in the near future.

Sincere thanks to the generous sponsors who helped make the tournament such a success:

Acclaim Ability Management
Ampleman Florist
B.M.R Chateauguay
Bank of Montreal
Bell Mobility
Bergevin Laberge
BLG
BMO - Bank of Montreal
Caisse Populaire Kahnawá:ke
C. Lazarus
Canon Canada
Casa Greque Chateauguay
Caughnawaga Golf Club
Centre D'Assurance Totale
Chato
Chilly Willy's / Super Subs
Closest to the Pin - MCK
Costco Candiac
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Crown Fire Protection
Danny Norton
Deere Garage
Derek White
Desjardins Chevrolet Automobiles
Dominos Pizza Chateauguay
Dustin's Convenience
Excavation Bergevin Laberge
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Fichault Pontiac Buick GMC
Freedom 55 Financial
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Goodleaf Auto Parts
H.G.S.G. Associates
Hamilton Leblanc Associés
Horwath Leebosh Appel
Il Vicinos
Iron Horse Wear House
Jamie Ranch Diabo
Joe Deom Associates
Kanawake Marina

Kahnawake Youth Center
Board of Directors and Staff
Kanawake Golf Club
Lafleur Golf Club
Leblanc Ford
Lisa & Bud Morris
Longpré
Lyreco
Marshall Sokolyk
McComber Convenience
Mohawk Bridge Consortium
Mohawk Council of Kahnawá:ke
Mohawk Internet Technologies
Morrison Air Conditioning
N & R Sol
Native Benefits Plan
Norton Family Construction
OCR Gas Bar
Okwari Arts & crafts
Old Malone Gas Bar
Otiohkwa Video
Piscines René Pitre
Quiznos Sub Ste. Catherine
Penny Kane
Renovation Marcil
Restaurant de la Place
Sears LaSalle
Small Business Services, Tewatohnni'saktha
Snakes Poker House
Storage Solutions
Superior Propane
Suzie Stacey
The Eastern Door
Thermopompes N & R Sol
Two-O-Seven Grill
Verdun Windows & Doors
VIA Rail
Vitrerie Leblanc
Xerox

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HEADS-UP SUMMER PROGRAM

The Heads Up summer program was a great success. From July 7th to August 16th, 36 Kahnawake Youth aged 13 to 17 took part in 2 sessions of our Summer Program. The program provided valuable work experience, the opportunity for the youth to make money, and presented essential business skills to all the participants.

This is Tewatohnni'saktha's first adolescent oriented summer program. The youth and parents greatly appreciated the opportunity to take part in the program.

Due to the overwhelming demand for this program, Tewatohnni'saktha will do its best to bring the program back for next summer. Thank you to all those who participated, volunteered, donated and supported our program. Niawenkó:wa!!



"I'm really enjoying it! At first I didn't think I would, but now I am! LOL"

Heads Up Participant



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Key success measures (k sm) - quarter 1

The following table illustrates the key success measures and the targets Tewaohni'saktha achieved in the first quarter of 2008 (April 1st to June 30th). The KSMs measure how effectively we are achieving our vision, mission and values on a year-by-year basis. It is our scoreboard of our progress.

Organizational Services Division (Office of the CEO): Revenue Generation (Net Income Excluding Depreciation)			
KSM	Quarter 1 Target	Quarter 1 Results	Annual Target
Tewaohni'saktha Consulting	\$0	\$0	\$25,000
Billboards	\$2,400	\$2,400	\$9,600
Continent 8 (\$1.7 million generated to MCK)	\$0	\$0	\$0
Room Rental	\$8,000	\$10,851	\$55,100
Business Complex	(\$35,136)	\$10,990	\$53,549
Office Complex	(\$49,123)	\$43,750	\$98,756
Small Business Services: Business Creation/Expansion			
KSM	Quarter 1 Target	Quarter 1 Results	Annual Target
# of new businesses started or expanded	See annual target	2 micro 1 small 1 large	6 micro 4 small 1 large
# of jobs created by new businesses/expansions	5	9 Part-time 9 Full-time	Min: 19 Max: 30
New loans under TBLF	\$75,000	\$165,000	\$300,000
Small Business Services: Operational Measures			
KSM	Quarter 1 Target	Quarter 1 Results	Annual Target
Total client contacts	250	187	1,000
Dollar value by year - products	\$50,000	\$48,569	\$199,000
Total clients served	75	55	250
New Clients	5	6	20
Employment & Training and Small Business Services Divisions: Job Creation & Capacity Building			
KSM	Quarter 1 Target (in Quarterly FTE*)	Quarter 1 Results (in FTE*)	Average Annual Target (in FTE*)
Jobs created (unsubsidized)	28.5	33.7	28.5
Jobs created (subsidized)	17	16.6	17
Jobs maintained after subsidy ends	5	4.1	5
Clients attain employment (unsubsidized)	25	32.1	25
Clients attain employment (subsidized)	20	18.3	20
<small>*FTE=Full Time Equivalents (number of times that full time employment [468.75 hours/quarterly or 1,875 hours/year] were achieved.)</small>			
Employment & Training Division: Operational Measures			
KSM	Quarter 1 Target	Quarter 1 Results	Annual Target
Total clients served	225	372	850
Total client contacts	850	767	3,400
New clients	42	64	170
Dollar value of products (represents tuition, allowance and child care expenses issued to clients.)	\$362,500	\$360,500	\$1,449,000
Organizational Services Division (HR): Employer of Choice			
KSM	Quarter 1 Target	Quarter 1 Results	Annual Target
Employee satisfaction	Carry out 8 to 10 activities that will be perceived by employees as satisfiers	19	Carry out 32 to 40 activities that will be perceived by employees as satisfiers
Employee retention	0	0	0
Organizational Services Division (Communications): Stakeholder Satisfaction			
KSM	Quarter 1 Target	Quarter 1 Results	Annual Target
Increase knowledge of External Stakeholders with programs, services and activities	External Stakeholders (Community Members, Businesses, Organizations – Public/Private) to be measured in 2008.		
Increase satisfied Internal Stakeholders with the level of internal communications	Internal stakeholder survey conducted in February 2008 indicated an average overall level of satisfaction at 3.9/5.0. (rating scale of 1 to 5; 5 being the highest rating)		



KAHNAWAKE SOCIO-ECONOMIC INFORMATION REPORT

In autumn of 2005 and into January 2006, 968 household surveys were completed. The response rate to the survey was 44% (968 households out of 2,190). The raw data from the random surveys was used to calculate information into the final report of March 31, 2008. The main parts of the surveys were to request information on (1) household size, make-up and personal information on the household individuals (2) education and employment situation (3) income and expenditure information and (4) public policy issues.

Check out the Leakage Awareness Campaign in The Eastern Door in the near future.

Tewaohni'saktha Trivia!!

What was the total amount of food expenditures in 2005 (includes Kahnawake and surrounding communities as well as USA)?
(a) \$2.0 million (b) \$8.5million (c) \$13.0 million (d) \$16.5 million

The answer is (d) \$16.5 million!