

TEWATOHNNHI'SAKTHA

KAHNAWAKE ECONOMIC DEVELOPMENT COMMISSION

TEIOTONHONTSOHON TSÓHSERA AKWÉ:KON
AIETEWAKA'ÉN:ION NAHÓ:TEN IONKWAIO'TÉN:'EN TSI
NIIÓHSERES TSI NONKWÁ:NE AOHIATONHSERA'SHÓN:'A

8TH ANNUAL REPORT

APRIL 1, 2007 - MARCH 31, 2008
1 ONERAHTÓKHA 2007 - 31 ENNISKÓ:WA 2008

Your Success is Our Success!

Tewatohnhi'saktha Team

John Bud Morris
CHIEF EXECUTIVE OFFICER

Lisa Lahache
EXECUTIVE ASSISTANT

Nancy Stacey
DIRECTOR OF HR / ADMINISTRATION

Bonnie Jacobs
PR/COMMUNICATIONS OFFICER

Deidre Lahache
MAINTENANCE

Robyn Montour*
EXECUTIVE ASSISTANT

Terry Patton
SECRETARY/RECEPTIONIST

Penny Kane
SECRETARY/RECEPTIONIST

Barbara McComber
DIRECTOR SMALL BUSINESS SERVICES

Tammy Delaronde
BUSINESS SERVICES OFFICER &
MANAGER OF FACILITIES LEASE
CONTRACTS

Daryl Leclaire
BUSINESS SERVICES OFFICER/
INCUBATOR MANAGER

Angela Deer
LOANS OFFICER

Cathy Diabo
ACCOUNTING MANAGER

Diane Stacey
FINANCIAL CLERK

Steven Horne
DIRECTOR EMPLOYMENT & TRAINING

Gene Montour
EMPLOYMENT & TRAINING
COUNSELOR

Chris Leclaire****
EMPLOYMENT & TRAINING
COUNSELOR

Angie Marquis
EMPLOYMENT & TRAINING
COUNSELOR YOUTH PROGRAMS
COORDINATOR

Herb Rice
EMPLOYMENT & TRAINING OFFICER

Sandra Jacco
ADMINISTRATIVE CLERK

Kyle Delisle**
SENIOR ANALYST/INTERNAL CONSULTANT
FACILITIES MANAGER

Amy Rice***
CONSULTANT/INTERNAL ANALYST

Sose Canadian
SR. INFORMATION SYSTEMS TECHNICIAN

Marvin McComber
FACILITIES OPERATIONS & SECURITY
MANAGER

Chester Gilbert
BUILDING SUPERINTENDANT KAHNAWAKE
OFFICE COMPLEX & BUSINESS COMPLEX

Wayne Rice
SECURITY GUARD KAHNAWAKE OFFICE
COMPLEX

Daniel Paige
SECURITY GUARD KAHNAWAKE OFFICE
COMPLEX

Darren Stacey
SECURITY GUARD KAHNAWAKE OFFICE
COMPLEX

Peter Diabo
SECURITY GUARD KAHNAWAKE OFFICE
COMPLEX

Robyn Montour* Replacing Leslie Morris while on 1-year Maternity Leave
Kyle Delisle** Military Leave
Amy Rice*** Leave of Absence
Chris Leclaire**** Replacing Helen Watso while on 1-year Leave of Absence



ANNUAL REPORT 2007-2008

CONTENTS

Strategic Plan	Fold-out
Board of Directors	P. 1
Message from the CEO	P. 2-3
Organizational Services	P. 4-5
Small Business Services	P. 6-7
Mohawk Internet Technologies	P. 8-9
Employment & Training	P. 10-11
Profiles	P. 12-13
Financial Statements	P. 14-23
Acknowledgements	P. 24
Shop Kahnawake	Back cover



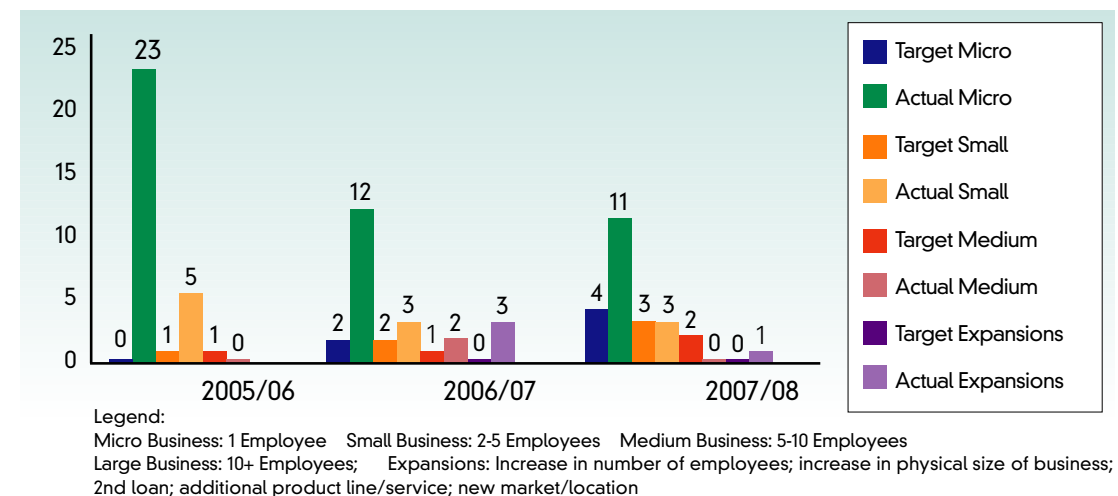
TEWATOHNNHI'SAKTHA
Kahnawake Economic Development Commission

P.O. Box 1110
2 River Road
Kahnawake Business Complex, 3rd Floor
Kahnawake, Quebec
J0L 1B0

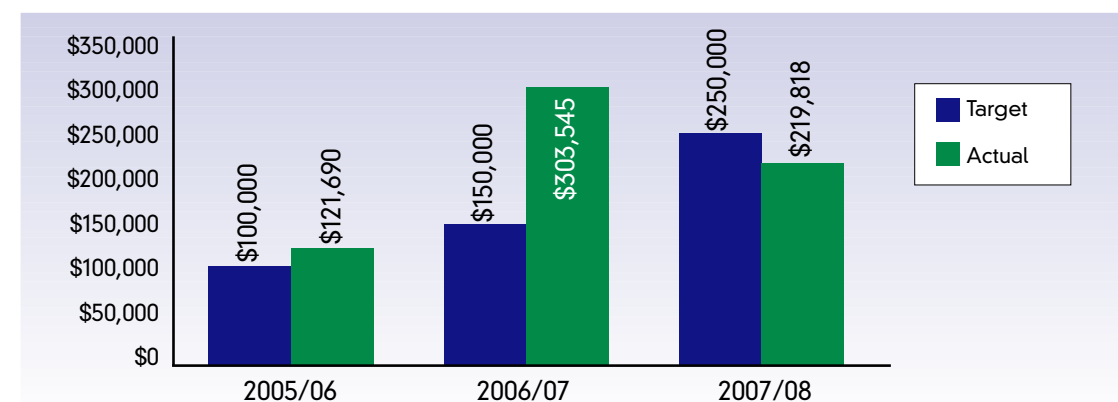
Tel: 450.638.4280 Fax: 450.638.3276
kedc@kedc.biz www.kedc.biz

BUSINESS CREATION & EXPANSION

To increase the number of new start-up businesses and or business expansions.

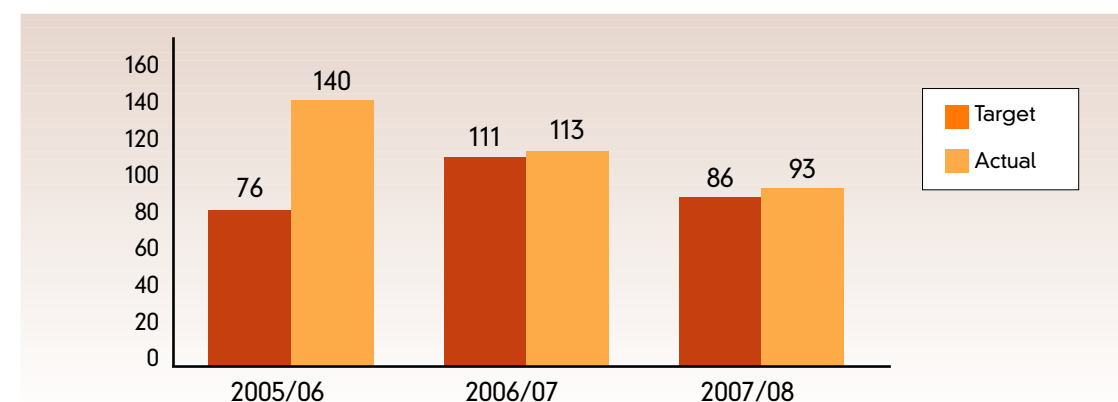


To increase the number of new loans under the Tewatohnhi'saktha Business Loan Fund.



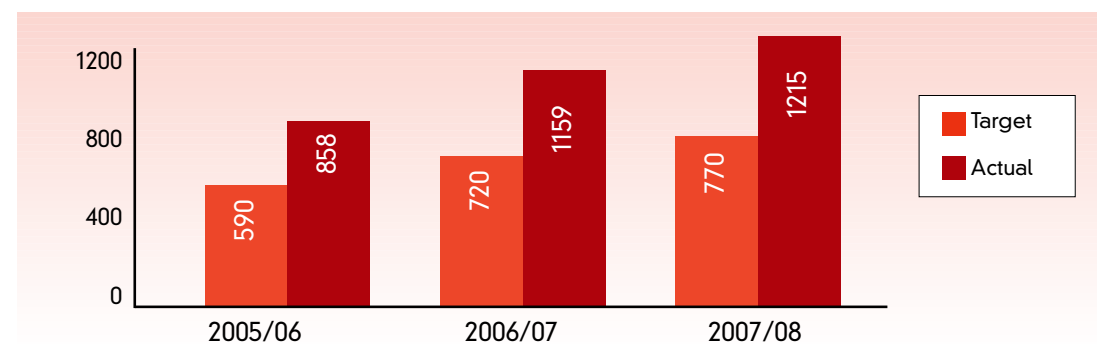
EMPLOYMENT

To increase the number of clients that obtain full-time employment through the collaboration with all Tewatohnhi'saktha Divisions.

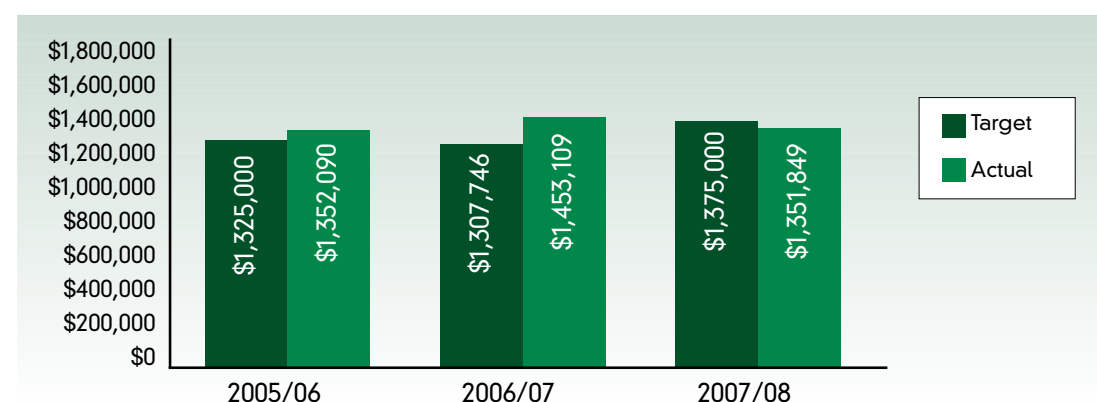


CLIENT SERVICES

The number of clients who obtained services from Employment Counselors and/or Business Services Officers. Measured through the number of clients served (clients may have visited more than once).

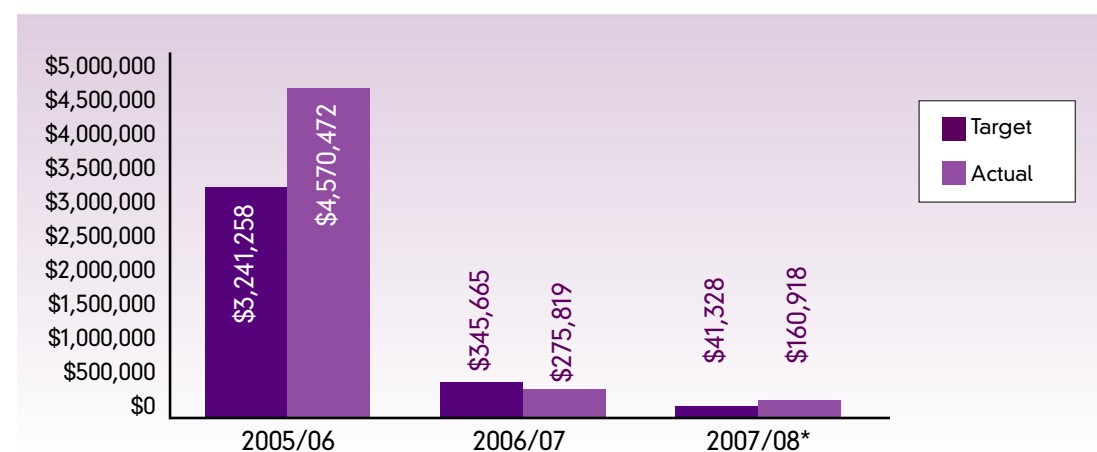


Increase the dollar value of products, tuition, and allowances administered to or utilized by clients.



REVENUE GENERATION

Generate revenue through project investment through the present business files: Kahnawake Business Complex - Mohawk Internet Technologies - Consulting Fees - Land Leases, Office Leases, and Rentals



*NOTE: FOR 2007-08 REVENUE PROJECTIONS EXCLUDE REVENUE FROM CONTINENT 8 WHICH IS PICKED UP BY ONKWAWISTA, AN ISLE OF MAN COMPANY, HELD JOINTLY BETWEEN MCK AND TEWATOHNI'SAKTHA. FOR 2007-08, ONKWAWISTA WILL BE PAYING MCK \$1.7 MILLION CDN.



Results at a glance

In 2003
Tewatohnhi'saktha began
measuring its effectiveness
towards achieving its
vision, mission and values
on a yearly basis.

As a result,
the organization created a
scoreboard for continuous
improvement and success.

Presented here are
the specific objectives we
measure and their results
for the 2005-2008 strategic
planning period.

ANNUAL REPORT
PRODUCTION ACKNOWLEDGEMENTS

EDITING/PROOFREADING
Bonnie Jacobs
Angela Deer
Diane Stacey

ARTICLES/PHOTOS
Bonnie Jacobs
Tracey Deer
Skyler Taylor

GRAPHIC DESIGN
Kim Delormier

PRINTING PRODUCTION
WWK Stacey Printing & Office Supplies



REDUCE REUSE RECYCLE



Bottom L-R: Tyler Diabo, Cecilia Lafleur, Terry Diabo. Top L-R: Dwayne Kirby, Wayne Delormier, Lionel Jacobs. Missing: Charles Barnett

The Board of Directors is responsible for ensuring that its goals and objectives are achieved. It has broad responsibilities to ensure that appropriate policies are set, that the organization is being managed well, and that finances are sound.

BOARD of DIRECTORS

Message from Wayne Delormier
CHAIRPERSON

As Chairperson of the Board of Tewatohnni'saktha, it is my pleasure to provide you with a report on the activities over the past year. First of all I would like to express my appreciation to the Board of Directors of Tewatohnni'saktha who volunteer their time to contribute to the success of the organization. I would also like to take this opportunity to thank the management and staff for their continued efforts and hard work they have put in during the last 12 months and to share with you what we have achieved over the year. Without a hard working board and an equally skilled administrative infrastructure, we would not be successful.

In July 2007, an election was held for three board members. Tammy Beauvais (who held her board position from July 2004 to July 2007) decided to concentrate on her clothing

design business and we wish her every success. We welcomed two new members - Tyler Diabo and Dwayne Kirby. With the existing board and new members, we can now boast over 120 combined years of experience in the business milieu!

One of the major highlights this year was the celebration for Phase 1 of Continent 8 Technologies PLC's newly completed \$6.5 million data center in Douglas, Isle of Man. I had the privilege of having an up-close look at our new data center and it was a glimpse at our bright future on the international scene. The people working at our new facility are warm and capable. Rest assured they have our best interests at heart. Progress is being made and bodes well for our business community and our nation.

We are also pleased to report that the Kahnawake Office Complex is now almost fully occupied. One of the largest tenants is Morris Mohawk Gaming Group and they anticipate hiring a fair

number of community members. We are optimistic that the occupancy rate will reach 100% within the next fiscal year.

We are proud to announce that the Board selected the Kahnawake Youth Center as the successful recipient of proceeds from the Tewatohnni'saktha Annual Business Golf Challenge to be held in August 2008. In previous years, we have been able to support the Indigenous Games, Kahnawake Library, Turtle Island Theatre Company and lastly the Kahnawake Schools Diabetes Prevention Program. Eva Johnson, CAB Executive Committee Member and Lisa Peterson, Schools Intervention Facilitator, on behalf of KSDPP, accepted a cheque in the amount of \$24,317.12. We wish the Youth Center much success in their efforts.

Over the past year, we have continued to promote accountability of Tewatohnni'saktha through the approval of strategic plans, key success measures, quarterly reporting on results and numerous policies and by-laws.

We have been successful in Year 2 of our Strategic Plan 2007-2008 and anticipate more positive results in the upcoming year through the efforts of our talented and dedicated team.

Once again, Tewatohnni'saktha's success has been the result of diligent efforts by many. I want to thank each one for their continuing work that enables me to make this favourable report to you. We are strongly committed to work together for a strong economy that supports us today and for many generations to come. With the community's involvement, our successes will continue.



The Kahnawake Schools Diabetes Prevention Program was the recipient of funds raised at the 2007 Tewatohnni'saktha Business Golf Challenge



OFFICE of the C.E.O.

MANDATE

To provide overall direction and leadership to the organization, ensure systems and processes are in place to achieve strategic results and manage the organization in a fiscally responsible manner. To create opportunities for business and employment and to generate revenue for Kahnawá:ke and Tewatohnhi'saktha.

By John Bud Morris
CHIEF EXECUTIVE OFFICER



The core of Tewatohnhi'saktha's business is in three areas – to invest in people, businesses and opportunities. This Annual Report 2007-2008 gives you a snapshot of what we have accomplished in those areas and how it has contributed to the economic well-being of the community.

The following are some of the highlights of the Office of the C.E.O this past year:

Kahnawake Office Complex (KOC)

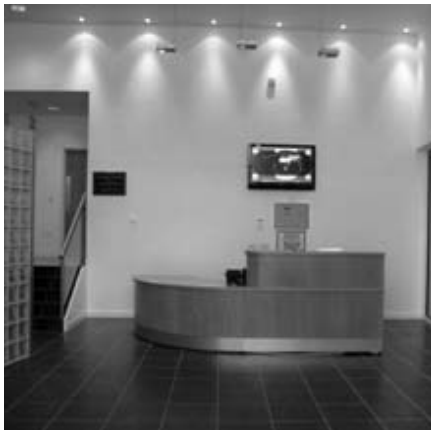
While we had completed the base building last year, the building was not fully occupied and tenant finishes had to wait for leases to be implemented. The changing dynamics in the Internet Gaming industry impacted on the KOC leases as several clients left the industry or wanted to re-negotiate their leases. It is our pleasure to state the KOC is now 100% occupied with leases and they will have generated approximately 200 full time positions by the time this report goes to print.

Continent 8 Technologies

Continent 8 Technologies PLC (Continent 8), in which Kahnawá:ke has a 40% interest through Onkwawista Limited, generates revenue by providing services to Internet Gaming Companies around the world through service contracts with Mohawk Internet Technologies, a band-empowered entity, and Continent 8 Technologies Malta, a wholly owned subsidiary of Continent 8. In January it was announced that the Mohawk Council of Kahnawake would receive a \$1.7 million dividend by Onkwawista.

The year 2007-2008 saw the completion of a new £3.1 million data center in the Isle of Man. The data center is Continent 8's first wholly owned center and it marks another page in its plans for international expansion (besides its arrangements with Mohawk Internet Technologies, it also has a presence in Singapore and Malta).

Investigations continue for another European site and efforts have been doubled to increase sales in the face of tighter margins and jurisdictional challenges.



Continent 8 Technologies PLC's newly completed data center in Douglas, Isle of Man.



Tewatohnhi'saktha has been busy looking into potential community projects which include wind generated electricity, ethanol production and an investment into an existing pharmaceutical training company.

Changes in Tewatohnhi'saktha Consulting

After a promising start in generating revenue, Tewatohnhi'saktha Consulting temporarily lost two of its main consultants, Kyle Delisle and Amy Rice. In the interim, some of my duties have been re-assigned to Tewatohnhi'saktha Consulting and I am being assisted by Lisa Lahache in addition to other members of Tewatohnhi'saktha. These personnel changes have delayed the completion of one contract and the realization of related revenue to 2008-2009.

Potential Community Projects

Despite the staffing changes, we have been busy looking at the following projects:

The wind generated electricity project received ongoing attention while we waited for more favourable market conditions. Our preliminary feasibility report was validated by a third party to ensure we had accurate information and we signed a Memorandum of Understanding for the development of a project with Innergex with the anticipation of a call for proposals for privately produced

wind energy by Hydro Quebec.

There were three Waste-to-Energy projects looked at by Tewatohnhi'saktha, and while there is certainly potential, they are also controversial and have significant challenges. Specifically, no utility is obligated to purchase privately produced energy in Quebec and private producers cannot compete on price with the major utilities for domestic distribution. Significant feasibility work needs to be sponsored before Tewatohnhi'saktha can support projects in this category.

Ethanol production was another area that looked quite promising. Tewatohnhi'saktha had signed a Letter of Intent with American Cooperative Renewable Energy Sources (ACRES, LLC). Unfortunately, the credit crisis in the United States led them to decline sponsoring the pre-feasibility study of this interesting project.

While some people are opposed to ethanol production because of the food for fuel issue, ACRES was interested in non-edible sources of stock to convert into fuel. With demand in excess of supply in North America and rising oil prices, worldwide

ethanol production will increase. Consequently, this remains as a potential project for the future.

The private diabetes clinic project has not been able to cross the legal hurdles that face any private medical clinic. What services can be billed to whom without incurring fines is still the central question. The legal landscape is still nebulous and it would be prudent to be successful in obtaining some clarity before deciding to take this project to the next level.

An investment into an existing pharmaceutical training company was another project that we began looking at. Although the results are not yet completed, the opportunity does look promising. Much will depend on the final report, risk assessment and return on investment and competition internally for cash against a limited envelope.

Tewatohnhi'saktha will continue its efforts to achieve economic independence. With the community's assistance, we will help Kahnawá:ke to grow and prosper. With the capable support of board, management and staff, I am confident we will attain our goals and objectives. ☺



OSD Team, standing L-R: Cathy Diabo, Robyn Montour (replacing Leslie Morris), Terry Patton, Penny Kane, So:se Canadian, Lisa Lahache. Seated L-R: Bonnie Jacobs, Diane Stacey, Nancy Stacey. Missing: Leslie Morris (maternity leave)

OFFICE OF THE CEO

HUMAN RESOURCES

PR/COMMUNICATIONS

OFFICE ADMINISTRATION

ACCOUNTING

INFORMATION TECHNOLOGY

RECEPTION

ORGANIZATIONAL SERVICES

“Creating an environment that fosters a capable, competitive, content, and ultimately long-term employee base to keep our best and brightest is not only smart, it is good for Tewatohnni’saktha and crucial to our bottom line.”

By Nancy Stacey
DIRECTOR

Reflection

It is hard to believe another year has already gone by and that this is our eighth year providing you with our annual report. As I reflect on the past year, I stand amazed at the progress our organization and division has made under the strong leadership of our Board of Directors and CEO.

Strategic & Operational Planning

The year began with the implementation of our Strategic and Operational Plan for Year 2. In 2005, Tewatohnni’saktha created a 3-year Strategic and Operational Plan (2006 – 2009). Each year, in alignment with our organizational strategies, the OSD Team develops an annual plan that maps out how we will accomplish our top annual priorities and strategic action items.

We also identify Key Success Measures to assess the degree to

which we are reaching our annual established targets. Tracking, measuring, and reporting our progress keeps us focused and accountable. It provides transparency on our related actions and performance to our stakeholders (employees, board members, customers, community, funding partners, etc).

After spending months focusing on our annual priorities and doing the work we identified in each of our Divisional and Individual Work Plans, we saw many tangible results from the plan we launched last April.

Thank you to all our employees who worked hard helping Tewatohnni’saktha achieve its organizational results!

Employer of Choice

During the year, our senior management continued their efforts to create and sustain the right work climate and right conditions to help keep Tewatohnni’saktha an employer of choice. It matters how our employees feel about Tewatohnni’saktha as a great place to work.

From experience, we have seen that if you take care of your employees, they will take care of you; and they’ll do it with a positive attitude! Implementing the right people-practices

helps us recruit, manage, retain, and develop a high-performance workforce.

Following are a few of our efforts related to enhancements to our workplace practices:

- Conducted a short employee survey to see if they regarded Tewatohnni’saktha as being an Employer of Choice and a great place to work. Using a 5-point rating scale (5 being the highest), our overall average was 4.31 on 5.

- Developed and implemented a flextime policy. A flextime policy was developed that allows Tewatohnni’saktha to carry out essential business, while accommodating an ever-changing diverse workforce in support of work-life balance.

- Developed and implemented an Employee Service Recognition Award Program because we recognize that our organization was built on the efforts

of our employees who have dedicated years of service to our success.



Terry Patton receiving service recognition award.

Good organizations make excuses...

...Great organizations make it happen!

- Enhanced our Pension Plan contributions by giving members the option to increase their savings for their future financial security. The option allows members to contribute (in addition to mandatory contributions), an additional 2.5% of their earnings to their retirement savings with Tewatohnni’saktha matching it by contributing an additional 2.5%.

As the war for talent intensifies, we look at every edge we can get, and branding Tewatohnni’saktha as a great place to work is a strategy that makes a difference. To learn more about the many programs, services, and benefits that Tewatohnni’saktha has to offer to its employees, please check our updated Employer of Choice brochure on our website at www.kedc.biz. Once logged on, go to the Organizational Services tab and click on the Employer of Choice link (the brochure is available in PDF format at the end of that section).

New Database

We purchased a new system that will automate all our personnel information. It will enhance our efficiency, allow us to have accurate and up-to-date information at our finger tips, and have better integration between our various systems - eliminating double entry.

The new database is called the Human Resources Management System (HRMS). This is a stand-alone database that will record information on salary, attendance, benefits, performance appraisals, alerts, and training profiles. It also has reporting services that will allow us to produce true workplace analysis on the wealth of employee information.

Going Green

This year, Tewatohnni’saktha chose to do its share to reduce its environmental footprint. Being a values-led organization, our employees have a collective sense of responsibility to conduct business with the environment and climate change in mind.

We believe in doing what is right, and that means that we are committed

to sustainable, responsible and thoughtful environmental behavior. We started with small positive changes in our every day workplace practices and we also encouraged our employees to do the same in their every day home habits. Our efforts in the past year include:

- Conserving energy by turning off lights and computers when we leave a room, lowering our heat, using energy efficient hand dryers, etc.
- Purchasing environmentally friendly products (e.g.: promotional products made of reusable and biodegradable material and biodegradable/phosphate-free cleaning products).
- Reducing our waste by printing promotional material on recycled paper and printing double-sided.
- Having recycling containers available throughout our offices to make it easy to recycle our paper, plastics, glass, cans, etc.
- Reducing gas emissions by encouraging car pooling when 2 or more employees attend business gatherings outside our office, and/or bicycling to work when possible.

We purchased copies of Al Gore’s documentary on global warming *An Inconvenient Truth* and encouraged employees to take it home to watch with their family. Lastly, we regularly promote websites and articles on global warming to create awareness and understand the effects our lifestyles have on climate change and what we can do to help change it. Congratulations to our employees who have taken small steps to minimize their footprint!

Conclusion

In closing, we hope you enjoy our 2007/2008 Annual Report. For updates throughout the year, you can read our quarterly publication of the *Tewatohnni’saktha Review*. We encourage you to visit our website at www.kedc.biz to view up-to-date information about Tewatohnni’saktha (and previous versions of *Tewatohnni’saktha Review* and Annual Reports). ☺



PROFESSIONAL DEVELOPMENT

We continue to invest in the professional growth and development of our employees so they have the knowledge and skills they need to do their job well. Below are some of the courses, workshops, seminars and conferences that were attended by our employees during the last year:

MANAGEMENT: Management Skills; Employee Assistance Program training for Managers; Principles of Persuasion.

ECONOMIC DEVELOPMENT: Basic Economic Development Course; Advanced Treasury Concepts.

IT AND COMPUTER: Basic Web Design and Web Maintenance; Microsoft Excel; GL120 Introduction to Linux; Microsoft Outlook; Bell Call Pilot; CCNA Boot Camp; Intermediate Microsoft Excel.

PERFORMANCE MANAGEMENT: Setting Objectives and Developing Work Plans; Strategic Planning and Execution.

FINANCIAL: Details of Cost Reporting; Accounting for Non-Financial Managers; How to Become a Powerful Collector.

SUPERVISORY: Management Skills for New Supervisors; Excelling as a First Time Manager or Supervisor.

TIME MANAGEMENT: Personal Productivity and Time Management; Priority Management.

PROJECT MANAGEMENT: Project Management; 4 Disciplines of Execution.

CAREER COUNSELING: Basic Intervention Skills; Intervention Approach and Pathway.

MISCELLANEOUS: Environmental Careers Conference; Effective Presentation Skills; Fundamentals of Human Resources Management; Assertiveness Training.



SBS Team (standing) Barbara McComber, Daryl Leclaire, (seated) Tammy Delaronde, Angela Deer.

By Barbara McComber DIRECTOR

Sewakwe:kon, it is my pleasure to once again report on the activities of Tewatohnhi'saktha Small Business Services (SBS) for the 2007-2008 fiscal year.

As always, SBS is committed to supporting the growth and development of all our community businesses. Our focus in this writing is on three areas of support provided by SBS: the first is our comprehensive array of business services; the second includes numerous financial programs to assist in business start-ups or expansions; and the third is the provision of promotional opportunities through various forms of media to enhance awareness and ultimately increase business activity for each client.

This year, we experienced a decrease in the number of people

using our services as evidenced in the summary of Key Success Measures (KSM's). Our total clients served were 248, as compared to 433 from last year; the biggest decline was in the number of requests for business plan preparation assistance.

In addition, SBS implemented some program changes that went into effect on April 1, 2007, specifically, our grant programs were revised to reflect the following:

1. Funding for all three grant programs - Marketing Program, Professional Services, and Business Assistance Fund - is now limited to one (1) financial contribution per client per program.
2. The marketing and professional services fund became a cost-sharing program whereby SBS now covers 75% of costs, up to a maximum of \$1,000 with the client's contribution being 25%.

The primary objective of SBS is to ensure that all Kahnawa'kehró:non who choose self-employment as a career path have access to all the managerial, professional, financial and technical services necessary for the successful operation of their businesses.

SMALL BUSINESS SERVICES

3. The preparation/writing of a business plan is no longer considered an eligible cost of the Professional Services Fund.

Our annual budget allocation for SBS grant programs was \$175,000. Of that amount, SBS's direct investment of \$171,667 into our community businesses is detailed below:

Business Assistance Fund
\$24,607 – 8 businesses
Marketing Program Fund
\$105,426 – 131 businesses
Professional Services Fund
\$41,634 – 57 businesses

Entrepreneurial Training

Since its inception in 1998, approximately 432 participants have taken our specially designed Entrepreneurial Training course, with 343 students successfully completing the course requirements and receiving their Certificates of Completion.

Twenty-five people signed up to attend this year's Fall Session which took place from September 10 to December 10. Of that group, 13 participants successfully completed the course and received their Certificates.

ed with business start-up loans. The TBLF fills a niche not currently covered by banks and other traditional lenders, by providing the financial support needed for new entrepreneurs during the critical first years of their business.



Instructor and students of the Fall 2007 Entrepreneurial Training course.

Financial Programs

The TBLF (Tewatohnhi'saktha Business Loan Fund) is set up as a developmental loan fund which recognizes the difficulties entrepreneurs have in obtaining financing for business development. Banks do not traditionally want to take risks associat-

Additionally, clients who borrow from the TBLF have the opportunity to establish a good payment history and develop credit-worthiness, and are able to go on to become the prospective future clients of banks who rely heavily on credit history and level of risk.

This year marked the inception of our Co-Signer Agreement, which allows the TBLF to take security on loans. Although we have yet to utilize this system, the TBLF has issued a total of \$219,818 in new loans to four businesses.

A unique feature of our Kahnawake Youth Business Fund is a forgiveness benefit whereby 25% of a loan is forgiven once 75% of the loan is repaid in a timely manner. The maximum loan amount obtainable from this fund is \$15,000 with a maximum forgiveness being \$3,750 and is targeted to youth between the ages of 15-35. This year, four businesses have received the forgiveness benefit totaling \$14,188.

Our loan guarantees for this fiscal year total \$435,238. These guarantees enabled 15 of our community businesses to leverage a total of \$1,100,596 from other financial institutions. ☺



Many Kahnawake businesses like Xtreme Paintball have received a high level of support and service from Small Business Services.



EXPANDING THE MARKET OF KAHNAWAKE BUSINESSES

Our goals, firstly to increase internal and external awareness and secondly to increase the markets of Kahnawake businesses, are an on-going process. To-date, we have established several promotional initiatives that have helped us achieve these goals, such as:

Kahnawake Tourism Guide

15,000 copies printed and distributed annually.

Kahnawake Business Directory

2,000 copies printed every 2 years (3,500 included in community directory).

Shop Kahnawake Map

10,000 copies printed and distributed annually.

Shop Kahnawake First campaign

86 community businesses are participating in this on-going campaign.

Shopkahnawake.com website

Over a 5-month period, the site received 3,804 visits from 41 countries with the top 9 countries being Canada, United States, France, United Kingdom, Germany, Belgium, Italy, Australia and Switzerland.

With all of the above in mind, the SBS team would like to assure our business community, who as we all know are the pillars of our economy, that we remain dedicated in continuing to provide this high level of support and service to them, both now and in the future.

As a final message to the hard-working and dedicated SBS team, it is my pleasure to congratulate you on another year and job well done.

Nia:wen ko:wa.



MOHAWK INTERNET TECHNOLOGIES

Mohawk Internet Technologies (MIT) continues to provide positive results for Kahnawá:ke in light of ever increasing challenges in the global internet gaming business environment. As Chairman of the MIT Board of Supervisors I am pleased to report to the community that our reputation continues to thrive, as it is built upon being the global leader in providing a data center location with superior technology and infrastructure.

It is important to note that MIT is a band-empowered entity 100% owned by Kahnawá:ke; MIT generates revenue by providing internet services to Continent 8 clients through a Data Center/Internet Service Provider Agreement.

As in other areas of economic development, challenges often come from external jurisdictions and governments and the past couple of years have continued this reality. The October 2006 enactment of the Unlawful Internet Gaming Enforcement Act (UIGEA) in the United States continues to stifle business development in that market; and the more recent autumn 2007 decision by the government of the United Kingdom to

not place Kahnawá:ke on their "Whitelist" of internet gaming jurisdictions have made for significant challenges.

Yet, other emerging markets in Asia, South America, and Eastern Europe, may provide opportunities in which MIT can support the expansion efforts of Continent 8.

The development of Phase III remains a work-in-progress as the increased demand for MIT services has not yet materialized. At the end of this past fiscal year, all the server racks in the main MIT facility were filled to near capacity; and while bandwidth usage had increased, it has recently declined back to March 2007 levels.

For the upcoming fiscal year we again look to the same goal as last year, which is for continued growth with the intention of securing enough additional customers to make it financially viable to complete Phase III of MIT. MIT currently employs fifteen (15) Kahnawa'kehró:non, and made \$48,000 in donations last year (see list on opposite page).

In closing, on behalf of everyone involved with MIT, we all wish Kyle Delisle a safe return home from his military deployment. ☞



By Ron Abaira
CHAIRMAN OF THE BOARD OF
SUPERVISORS

MOHAWK INTERNET TECHNOLOGIES

STATEMENT OF OPERATIONS

(in thousands of dollars)

FOR THE YEAR ENDED MARCH 31, 2008 (in Canadian Dollars) 2008

Revenue	\$ 7,286
Cost of Revenue	4,328
Gross Profit	2,958
Expenses	
Selling, marketing and administration	1,378
Amortization	3,002
	4,380
Net loss	\$ (1,422)

BALANCE SHEET

(in thousands of dollars)

AS AT MARCH 31, 2008 (in Canadian Dollars)

ASSETS

Current	
Cash	\$1,059
Accounts Receivable	320
Prepaid expenses and deposits	236
	1,615
Capital assets	16,716
Intangible assets	2,512
	\$20,843

LIABILITIES AND EQUITY

Current	
Accounts payable and accrued liabilities	\$1,535
Current portion of loan payable	1,590
	3,125
Security deposits	73
Loan payable	8,626
	11,824
Equity	9,019
	\$20,843



Mohawk Internet Technologies gives back to the community. During this past fiscal year, MIT provided a total of \$48,000 in donations to the following community organizations:

Kahnawake Pow-Wow Committee

Girls Softball team

Onake Paddling Club

Kateri Memorial Foundation

Kahnawake Condors

Karihwanoron Mohawk Immersion

Kahnawake Christmas Baskets Fund

Kahnawake Minor Hockey Association

Skawennio Tsi lewennahnotahkhwa
Kahnawake Library

Indigenous Games

Language Program





Employment & Training Unit, Top L-R: Chris Leclaire (replacing Helen Watso who is on one-year leave of absence), Steven Horne, Skyler Taylor, Gene Montour. Front L-R: Angie Marquis, Sandra Jacco, Robyn Montour. Missing: Herb Rice.

By **Steven O. Horne**
DIRECTOR

Employment and Training has been developing the community's human resources through programs and services designed to offer our clients the tools necessary to reach their career goals. This past year the Employment and Training division of Tewatohnni'saktha has served close to 700 community members and partnered with over 50 community organizations and businesses in a multitude of ways, ranging from advice and information to financial assistance for

tuition and training. All of our efforts have been designed to improve the economic development and self-sufficiency of Kahnawá'kehró:non by enhancing their employability.

Community members continue to take advantage of the variety of services available through Employment and Training, from consulting and career planning with our employment counselors, to active enrollment in professional and vocational courses. The majority of Employment and Training's funding is reserved for subsidizing tuition costs, living allowances, and childcare expenses

Investing In Our People

EMPLOYMENT
& TRAINING

of our clients. These funding initiatives allow our clients to access the academic upgrading and training courses needed to achieve their career goals.

At our Training Center, the community can access a computer lab, labor market resources center, and training room, which together allows us to organize and offer specially designed courses to the community. These specialized computer courses have served over 50 participants this year in programs such as Computers for Beginners and Intermediate Excel and Word. Also, this past year wit-



Summer students participating in KSSEP 2007 Career Development and Exploration workshop.



Lance Diabo was employed at Wildon Stables through the Kahnawake Summer Student Employment Program

nessed the completion of the A.E.C. Accredited Computer Help Desk Specialist Program that was offered in our Training Center. This program was a partnership with Champlain Regional College and many of the graduates have found employment in this growing field.

Employability programs such as the Kahnawake Summer Student Employment Program are an essential strategy that allows our clients to integrate into the workforce. The successful partnering of Tewatohnni'saktha with business and institutional entities that are able to host High School, CEGEP and University students, help them develop new work skills and gain important life experiences. The

program also allows several non-profit organizations in the community, i.e. Kahnawake Youth Center, Turtle Island Theatre Company, to offer important programs and services to the community during the summer which would otherwise not be possible.

On behalf of Employment and Training, I would like to reaffirm our commitment to working with our key stakeholders in the coming year. We are confident that we will continue to work productively with the business community, public organizations, and our existing and upcoming workforce in order to be able to continuously provide for ourselves and maintain the prosperity and wealth of Kahnawá:ke. ᐱ

EMPLOYMENT & TRAINING AT A GLANCE

Clients Served	686
New Clients	165
No. of clients on a training measure at any given time throughout the year (avg.)	224
Clients who attained employment (in full-time equivalents)	48

KSSEP
Kahnawake Summer Student
Employment Program 2007

The objective of the KSSEP is to provide students with opportunities to pursue employment while developing life and employment skills that will support their career plans and enhance future employability. The KSSEP provides career-related work experience to students and provides affordable labour to businesses and organizations, especially those who rely on summer students for their summer programming. Of 91 jobs requested from employer applications, the KSSEP Employer Selection Committee approved 51 jobs (14 private sector, 37 public sector) based on budget and the following criteria:

- Quality Experience for the Student
- Good for Economic Development of the Community
- Services the Social Needs of the Community
- Innovative Career Opportunity

APPROVED JOBS IN FOLLOWING WAGE LEVELS

High School /Adult Ed. Jobs	10
CEGEP Jobs	16
University Jobs	25

Total Jobs 51
56% of employer requests were approved/funded through the KSSEP 2007.

KSSEP 2007 STUDENT APPLICANTS

High School /Adult Ed.	67
CEGEP	28
University	14

Total Students 109
47% of students who registered found summer employment through the KSSEP.

FUNDING PARTNERS
This year the KSSEP gladly welcomed a new funding partner. MCK Social Development Unit contributed a much appreciated amount!

Tewatohnni'saktha E & T	\$53,118
Kahnawake Education Center/ First Nation Education Council	68,221
MCK Social Development Unit	50,000

Total KSSEP Budget \$171,339

Tracey Jacobs

Taking Time for Change



Tracey Jacobs is confident in her new skills.

There is always time to make a change, as Tracey Jacobs, a single mom with three children can attest, "I said I have to do something with my life."

Being out of school for several years didn't stop her from trying something new. Before deciding on a direction, Tracey came to Tewatohnni'saktha for testing, to see what fields of employment were best for her.

"I came here and didn't know what I wanted to do. [The counselor] said, 'don't worry about it, we'll get you through it'. She helped and was really reassuring."

With advice from her counselor and encouragement from friends, Tracey decided to take the administrative assistant DEP course offered by Nova Career Center. Tracey is now working part time with the Sports and Recreation unit.

"The classes were good, it's been 18 years since I was in school and it's nothing like [it used to be]." Although she is only working part-time, Tracey said she's not giving up and is confident she will find a permanent position. When asked about advice, she replied, "I would tell [anyone] like me to come here, I didn't know what to do. You have to take your life into your own hands, and with the help of Tewatohnni'saktha, it made it a lot easier."

EMPLOYMENT & TRAINING

Adriana Garisto

In the Kitchen

Adriana Garisto, 20, has been preparing mouth-watering meals for almost a year now at Ristorante Riventino in LaSalle. After high school, Adriana knew that CEGEP wasn't for her, so she decided to pursue her interest in cooking by taking the professional cooking course at the Pearson Career Center in LaSalle.

"The class was close to home, I checked out all the details for the course and I decided to go."

Adriana then expanded upon her skills by taking a second course on Contemporary Cuisine. She says, "I was surprised by how nice everyone was and how easy it was [to apply for funding]."

Adriana received a travel allowance and funding assistance for the tuition of the courses. When asked about the assistance she received from Tewatohnni'saktha's Employment & Training, she replied, "I'm very pleased with this place and I've recommended it to my friends."



Adriana Garisto preparing tasty dish at Ristorante Riventino.

Your success...

Lauren McComber

A Motivated Media Mogul

Lauren McComber, 22, has been working with Mohawk Radio.com for about four months now; she also works as the producer for the K103 noon hour talk show. This graduate of the Montreal Radio and Television Broadcasting School has set her career plans in motion by jumping into the wide world of broadcasting.

After testing with Tewatohnni'saktha to focus in on her career goals, she found that journalism is what drives her. In addition to her fast-paced work schedule, Lauren has decided to continue onward and has applied to the department of Journalism at Concordia University.

Lauren says, "Anything is possible. Anything anyone would be interested in [as a career], they could bring it to Tewatohnni'saktha and they would be more than willing to help them."



Lauren McComber at the controls of Mohawk Radio.com

Keith White: DAIRY KING

King of Frozen Treats

A few years ago, Keith White purchased Kahnawake's one and only ice cream truck when the owner retired. With the financial assistance and support of Tewatohnni'saktha Small Business Services, Keith has recently upgraded to a store on the main highway and is open for business seven days a week.

"They were great; they gave me a lot of help whenever I needed it," White said of Tewatohnni'saktha's support, and he advises other entrepreneurs to "just go for it!"

Dairy King now offers smoothies, a larger assortment of ice cream, and special treats called flavour bursts that are added to vanilla cones to liven them up. The store is fully equipped with a sink and the newest technology in ice-cream making equipment.

White took the young entrepreneurs course and will also be using Tewatohnni'saktha Summer Student Program to hire two students. Each of Dairy King's four employees, including Keith, has completed a training course on how to make various brands of ice cream and how to clean the machines.

"I like the business and enjoy the people who come here. I worked hard at taking the business to another level and I hope everyone will enjoy it."



Keith White is taking his Dairy King business to a new level.

Kyle Diabo & Gloria Keane: PRO CUT TREE SERVICE

Booming Success

When Gloria Keane and husband Kyle Diabo started Pro Cut Tree Service five years ago, they were banking on Kyle's seven years experience in the business and launched the company head first into markets outside of Kahnawake.

PRO CUT TREE SERVICE
Information Gratuite
293-6500



Kyle Diabo of PRO CUT TREE SERVICE expanded his market outside of Kahnawake.

With help from Tewatohnni'saktha Small Business Services, who provided a start up loan and subsequent loans for equipment, Pro Cut Tree Service has been working in and around Montreal on lucrative contracts for nine months each year.

With Tewatohnni'saktha's generous assistance, Pro Cut Tree Service purchased a chipper, two trucks, a trailer and other small machines. Business has been booming because of quality service and an aggressive marketing campaign that includes advertising in the Montreal yellow pages. To cover the abundance of work, Pro Cut Tree Service is considering adding another crew to their current force of four employees. They may even begin to operate year-round.

"Tewatohnni'saktha was there to help with the financials and any questions we had," said Gloria, who also took the Young Entrepreneurs Course offered by Tewatohnni'saktha.

"When you decide to go into business, you have to go all the way," Keane said, "customer service and great work go a long way."

...is our success!

SMALL BUSINESS SERVICES

Iris Montour: MOHAWK MEDIA

Multi Media Opportunities

Mohawk Media offers printing, copies and graphic design, which includes a significant number of products and services including picture and photo retouching, laminations and multi-media transfers to CD or DVD. For businesses, schools and organizations, Mohawk Media is the place to go for booklets, labels, stickers, brochures, flyers, and other promotional paper products.

This multi-media business was started to fill Kahnawake's need for a copy center and because it is a diverse business with opportunities for growth. Tewatohnni'saktha has been a constant source of support for Mohawk Media, beginning with the business qualifying for a spot in the Business Incubator.

A benefit of being an incubator tenant is a supportive working relationship with Small Business Services, and with Daryl Leclaire, Incubator Manager.

Business advice from Iris is short and simple, "Ask for help when problems arise, don't wait for things to get worse before you take appropriate action." Future plans for Mohawk Media include expanding to a full staff and attracting business from inside and outside the community.



Iris Montour (center) and staff of Mohawk Media.

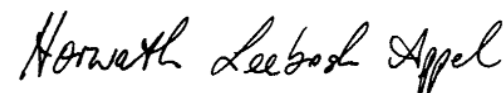
AUDITORS' REPORT

To the Board of Directors of
Tewatohnhi'saktha

We have audited the statement of financial position of **Tewatohnhi'saktha** as at March 31, 2008 and the statements of revenues and expenses and fund balances, capital assets fund balance and cash flows for the year then ended. These financial statements are the responsibility of the organization's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with Canadian generally accepted auditing standards. Those standards require that we plan and perform an audit to obtain reasonable assurance whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation.

In our opinion, these financial statements present fairly, in all material respects, the financial position of the organization as at March 31, 2008 and the results of its operations and cash flows for the year then ended in accordance with Canadian generally accepted accounting principles.



Chartered Accountants

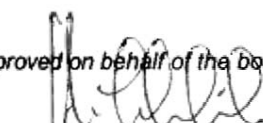
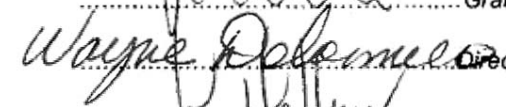
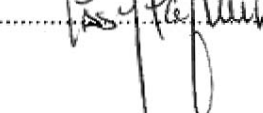
Montreal, Quebec
May 16, 2008

Tewatohnhi'saktha

Statement of Financial Position

At March 31	2008 \$	2007 \$
Assets		
<i>Current assets</i>		
Cash	452,681	768,997
Term deposits held for transactions (note 4)	2,098,552	3,024,884
Contributions and accounts receivable	226,011	197,683
Prepaid expenses	58,519	53,900
	2,835,763	4,045,464
Loans receivable [note 5]	466,284	377,543
Investment and loan receivable [note 6]	14,560,000	14,560,000
Rental properties [note 7]	11,707,685	11,939,082
Capital assets [note 8]	207,586	220,707
	29,777,318	31,142,796
Liabilities		
<i>Current liabilities</i>		
Accounts payable and accrued liabilities	536,966	459,224
Current portion of long-term debt [note 9]	200,712	187,250
	737,678	646,474
Long-term debt [note 9]	3,537,136	3,740,089
	4,274,814	4,386,563
Fund balances		
Appropriated fund	17,325,081	16,740,469
Capital assets fund	8,177,423	10,015,764
	25,502,504	26,756,233
	29,777,318	31,142,796

Approved on behalf of the board:

 Grand Chief
 Director
 Director

See accompanying Notes to the Financial Statements

Tewatohnhi'saktha

Statement of Revenues and Expenses and Fund Balances

Year ended March 31, 2008

Description	Fund Balances March 31, 2007 \$	Transfers and adjustments \$	Revenues \$	Expenses \$	Excess (deficiency) of revenues over expenses \$	Fund Balances March 31, 2008 \$
Employment and Training						
CRF	-	-	1,111,042	1,111,042	-	-
EIF	-	-	338,293	338,293	-	-
CRF (Youth)	-	-	159,247	159,247	-	-
CRF (Disabilities)	(293)	-	16,893	16,893	-	(293)
Youth Work Experience Initiative	-	-	103,125	103,125	-	-
FNEC, MCK and other	328,817	-	134,457	146,527	(12,070)	316,747
	328,524	-	1,863,057	1,875,127	(12,070)	316,454
Administration	556,695	-	910,991	1,169,283	(258,292)	298,403
Economic Development						
KEDC	1,717,513	(276,189)	134,326	714,177	(579,851)	861,473
KEDC II - QKR		-	9,012	9,012	-	-
	1,717,513	(276,189)	143,338	723,189	(579,851)	861,473
Project Development	(84,370)	84,370	-	-	-	-
Small Business Services	(44,544)	-	798,986	720,348	78,638	34,094
Business Loan Fund Ltd.						
Loan Guarantee Fund	1,033,222	-	60,497	15,334	45,163	1,078,385
Youth Business Fund	246,438	8,629	14,879	15,875	(996)	254,071
NACCA Activities Fund	8,926	(8,629)	37	334	(297)	-
	1,288,586	-	75,413	31,543	43,870	1,332,456
Kahnawake Business Complex	(36,676)	-	414,632	418,846	(4,214)	(40,890)
Kahnawake Office Complex	(1,535,286)	1,540,000	608,422	640,072	(31,650)	(26,936)
Investment Fund <i>[note 11]</i>	14,550,027	-	-	-	-	14,550,027
Less: Internal invoicing	-	-	(887,359)	(887,359)	-	-
Sub-total	16,740,469	1,348,181	3,927,480	4,691,049	(763,569)	17,325,081
Capital assets fund	10,015,765	(1,783,315)	584,521	639,548	(55,027)	8,177,423
	26,756,234	(435,134)	4,512,001	5,330,597	(818,596)	25,502,504

See accompanying Notes to the Financial Statements

Tewatohnhi’saktha

Statement of Capital Assets Fund Balance

Year ended March 31	2008 \$	2007 \$
Balance - beginning of year	10,015,765	8,186,839
Transfer to Kahnawake Office Complex	(1,540,000)	-
Transfer to KEDC	(239,355)	-
Other	(3,960)	-
	8,232,450	8,186,839
Mortgage principal payments	189,491	132,923
Transfer from KEDC II - QKR	374,930	-
Transfer from administration	20,100	-
Transfer from Office Complex	-	2,198,732
	584,521	2,331,655
Less: amortization		
Business Complex	283,716	298,648
Office Complex	322,611	160,635
Computers	7,710	11,559
Furniture and fixtures	14,331	17,914
Office equipment	11,180	13,974
	639,548	502,730
Sub-total	(55,027)	1,828,925
Balance - end of year	8,177,423	10,015,764

See accompanying Notes to the Financial Statements

Tewatohnhi’saktha

Statement of Cash Flows

Year ended March 31	2008 \$	2007 \$
Funds provided from (used for):		
Operating activities		
Excess (deficiency) of revenues over expenses	(818,596)	13,515,159
<i>Adjustments to reconcile excess of revenues over expenses to net cash:</i>		
Amortization	639,548	502,730
Transfer from Appropriated fund - KEDC	(383,942)	-
Adjustment to KEDC	(51,192)	-
	(614,182)	14,017,889
Decrease (increase) in:		
Contributions and accounts receivable	(28,328)	4,997,530
Prepaid expenses	(4,619)	(3,632)
Increase (decrease) in:		
Accounts payable and accrued liabilities	77,743	(2,659,385)
	(569,386)	16,352,402
Investing activities		
Additions to rental properties	(374,930)	(2,198,732)
Additions to capital assets	(20,100)	-
Increase in loans receivable	(88,741)	(14,693,481)
	(483,771)	(16,892,213)
Financing activities		
Decrease (increase) in term deposits	926,332	(649,951)
Proceeds from long-term debt	-	1,540,000
Repayment of long-term debt	(189,491)	(132,923)
	736,841	757,126
Net increase (decrease) in cash	(316,316)	217,315
Cash - beginning of year	768,997	551,682
Cash - end of year	452,681	768,997

Additional cash flow information

	2008		2007	
	Expense \$	Cash paid \$	Expense \$	Cash paid \$
Interest paid	273,238	273,238	242,373	242,373

See accompanying Notes to the Financial Statements

Notes to the Financial Statements

March 31, 2008

1. Organization

Tewatohnhi’saktha was established in 1999 and is the economic development commission of Kahnawake. It was created by legislation from Mohawk Council of Kahnawake with a mandate to create jobs, wealth and self-sufficiency by focusing new and existing resources, both human and financial, on an integrated approach to business development and human resource investment.

2. Summary of significant accounting policies

Fund accounting: The organization follows the restricted fund method of accounting for contributions.

The Capital Assets Fund reports the assets, liabilities, revenues and expenses related to the organization’s capital assets and rental properties.

Revenue recognition: All restricted contributions are recognized as revenue of the appropriate restricted fund. Unrestricted contributions are recognized as revenue in the related fund in the year received or receivable if the amount to be received can be reasonably estimated and collection is reasonably assured.

Use of estimates: The preparation of these financial statements in conformity with Canadian generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosures of contingencies at the date of the financial statements and the reported amounts of revenues and expenses during the year. Important estimates include provision for bad debts and estimated lives of capital assets. Actual results could differ from these estimates.

Amortization: Amortization is provided for over the estimated useful lives of the related assets on a diminishing balance basis at the following rates:

Rental properties	-	5%
Computers	-	33.3%
Furniture and fixtures	-	20%
Office equipment	-	20%

Amortization expense is reported in the Capital Assets Fund.

3. Change in accounting policy

Financial instruments - recognition and measurement

Effective April 1, 2007, the organization adopted Canadian Institute of Chartered Accountants (“CICA”) Handbook Section 3855, Financial Instruments - Recognition and Measurement and CICA handbook Section 3861, Financial Instruments - Disclosure and Presentation. CICA Handbook Section 3855 provides comprehensive requirements for the recognition and measurement of financial instruments on the Statement of Net Assets.

Management has classified its financial intruments as follows:

The cash and short-term deposits have been classified as held for trading and are therefore carried at fair value at each date of the statement of financial position with the changes in fair value recorded in the statement of revenues and expenses in the period in which these changes arise.

Notes to the Financial Statements

March 31, 2008

3. Change in accounting policy (continued)

The organization has classified its contribution and accounts receivable and loans receivable as loans and receivables. The interest rates on the loans receivable (except for the loan receivable - Onkwawista Holdings Limited, see note 6) and long term debt were deemed to approximate the effective interest rate therefore the face value of the loans is equivalent to the amortized cost.

The accounts payable and accrued liabilites are classified as other financial liabilities.

The financial instruments classified as loans and receivables and other financial liabilities are carried at cost using the effective interest method. The interest income or expense is included in the statement of revenues and expenses in the period.

4. Term deposits held for transactions

Term deposits held for transactions bear interest at rates varying from 3.10% to 3,25% and mature in November 2008.

5. Loans receivable

	2008 \$	2007 \$
9.75% loan receivable, maturing July 2016, secured by a vehicle conditional sales contract	61,303	64,178
Loans receivable issued by Tewatohnhi’saktha Business Loan Fund Ltd., bearing interest at rates ranging from 7.75% to 10.25% per annum, maturing between one to ten years	404,981	313,365
	466,284	377,543

6. Investment and loans receivable

	2008 \$	2007 \$
Investment in 50% of the issued ordinary shares of Onkwawista Holdings Limited, a private company incorporated under the provisions of the Isle of Man Companies Act - at cost	56	56
Loan receivable - Mohawk Council of Kahnawake	56	56
Loan receivable - Onkwawista Holdings Limited, non-interest bearing, unsecured	14,559,888	14,559,888
	14,560,000	14,560,000

The fair value of the loan receivable - Onkwawista Holdings Limited cannot be determined as it has no terms of repayment.

Tewatohnhi’saktha

Notes to the Financial Statements

March 31, 2008

7. Rental properties

	Cost \$	Accumulated Amortization \$	2008 Net \$	2007 Net \$
Business Complex	6,702,263	1,311,660	5,390,603	5,674,319
Office Complex	6,800,328	483,246	6,317,082	6,264,763
	13,502,591	1,794,906	11,707,685	11,939,082

8. Capital assets

	Cost \$	Accumulated Amortization \$	2008 Net \$	2007 Net \$
Vacant land	70,000	-	70,000	70,000
Computers	140,209	124,766	15,443	23,153
Furniture and fixtures	154,251	96,926	57,325	71,656
Office equipment	133,976	69,158	64,818	55,898
	498,436	290,850	207,586	220,707

9. Long-term debt

	2008 \$	2007 \$
7.5% loan payable, secured by a trust agreement in the lender’s favour on the Business Complex, repayable in blended monthly instalments of \$20,949, due in 2009	2,380,403	2,452,671
6.5% loan payable, secured by a trust agreement in the lender’s favour on the Office Complex, repayable in monthly instalments of \$17,486, due in 2011	1,357,445	1,474,668
	3,737,848	3,927,339
Current portion	200,712	187,250
	3,537,136	3,740,089

Principal repayments are due as follows:

	\$
2009	200,712
2010	2,438,668
2011	142,637
2012	955,831
	3,737,848

Tewatohnhi’saktha

Notes to the Financial Statements

March 31, 2008

10. Lease commitment

The organization has entered into a long-term lease for certain premises for the period ending March 31, 2010. The minimum annual rent will be established at the end of each fiscal period and will be determined by the landlord. The minimum annual rent for each of fiscal 2009 and 2010 is \$18,460.

11. Investment in commercial ventures

The organization has an investment in and exercises significant influence over the Kahnawake Services Complex which houses commercial tenants.

The organization exercises management and control of Mohawk Internet Technologies (MIT), a band empowered entity. During the year, Tewatohnhi’saktha received no earnings distribution (2007 - \$14,550,027) from MIT.

Tewatohnhi’saktha has an investment in 50% of the issued ordinary shares of Onkwawista Holdings Limited, an investment holding company incorporated under the provisions of the Isle of Man Companies Act.

12. Financial instruments

The organization has available a bank line of credit of \$100,000 which bears interest at prime plus 1% per year and is renewable annually. There were no borrowings on this line of credit during the year.

13. Contingent liabilities

Tewatohnhi’saktha Business Loan Fund has guaranteed the Caisse Populaire Kahnawake for a portion of approved bank borrowings to a maximum of \$317,720 for native entrepreneurs under the loan guarantee program. As at March 31, 2008, the total guaranteed indebtedness amounted to \$245,350.

Our Vision

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

Í:non ia’taiakwakà:nere ne tsi tewanákere taiakwatateniahesénhake.
Né:’e aontatiatén:rohwe ne tsi niionkwarihò:ten ne onkwehonwehnéha.
Tánon’ tho néntewe ne sénha aionkwaianerahstenníhake tsi tióhnhe ne akwé:kon Kanien’kehá:ka Kahnawa’kehró:non, tánon’ ne tahotikonhsotátie.

www.kedc.biz

Shop Kahnawake

This year, Tewatohnhi’saktha purchased goods and services from the following:

2-IN-1 Construction	Gene’s Sound Machine	Mohawk Princess Pictures
Atakon, Catherine Montour	Jacobs Hardware & Supplies	Native American Products
Bayview Restaurant	Joe Deom Associates	Onake Paddling
By-The-Rapids Embroidery	K103 Mohawk Radio	Paul Communications
Caughnawaga Golf Club	Kahnawake Library	Ronald J. Abaira, Consultant
Chris Montour Construction	Kahnawake Mohawk Peacekeepers	Simple Pleasures
Club Rez	Kahnawake Pizza & Subs	Slash Cavation
Diabo Trucking	Kim Beauvais	Snackers
Diane’s Kitchen	Kim Delormier, Graphic Design	The Eastern Door
Edgewater Café & Grill	Lafleur’s Golf Kahnawake	The Quebec Bridge Anniversary Project
Eileen’s Cakes & Pastries	Lori Jacobs	Turtle Basket Flowers
Fire & Ice	McWeld	Turtle Island Theatre Company
Franklin Empire	Mikie’s Taxi	WWK Stacey
Frosty’s	Mohawk Media	

