



Each Division of Tewatohnhi'saktha set targets at the beginning of each year and track their progress over a 12 month period (April 1, 2016 to March 31, 2017). This 4th Quarter results confirm if we have met our target, exceeded or fell short.

## Revenue Generation

Billboard and other Leases	Target: \$127,671	Actual: \$127,671
Cell Towers	Target \$86,547	Actual \$86,547
Meeting Room Rentals	Target \$22,000	Actual \$22,929
Kahnawà:ke Business Complex	Target: \$95,961	Actual \$109,905
Kahnawà:ke Office Complex	Target: \$399,933	Actual: \$367,425*

\*This target was not reached as monies were reinvested in building /land improvements.

Note: Self-generated funds are used to finance the 41% of Tewatohnhi'saktha's operations that are not financed by any government agency.

## Employment & Training

Clients that attained jobs / unsubsidized	Target: 35*	Average: 32**
Clients that attained jobs / subsidized	Target: 25*	Actual: 47**
Dollar Value of Services and Programs offered to Clients	Target: \$1,4 Million	Actual: \$1,1 Million

\*Target set for every quarter \*\*Average full-time equivalent jobs = 39 hrs per week per quarter (13 weeks)

Note: This past year we were able to reinstate the Self-Employment Assistant Program; a program that provides a wage subsidy to new business start-ups in their first year of operation. We also initiated two new programs; Transitions Program, helping vocational graduates transition into the workforce and the Options Program that helps people explore education and employment options. Workforce Development is another initiative; introducing employers to our workforce and trying to match people to the job opportunities available; Employers such as Air Canada, JFK Quarry and the Kahnawà:ke Peacekeepers have all participated thus far.

## Business Services

Number of New Business started or expanded	Target : 7 Micro, 3 Small, 1 Medium and 2 Expansion
	Actual: 7 Micro, 5 Small, 1 Medium, 1 Large and 4 Expansion

Micro = 1 employee Small = 2-5 Employees Medium = 6-10 Employees Large = 11+ Employees

Number of jobs created by new businesses or expansions	Target: 26	Actual: 35*
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\*(Includes: Part-Time PT & Full-Time FT)

New Loans from the Tewatohnhi'saktha Business Loan Fund	Target \$250,000	Actual: \$96,976
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Interest on Loans from the Tewatohnhi'saktha Business Loan Fund	Target: \$45,834	Actual: \$43,547
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Dollar Value of Business Products granted to clients	Target: \$242,000 + \$467,500** = \$709,500*
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\*(Products Incl. Business Assistant Fund, Marketing Fund and Professional Services)

\*\* (Tewatohni'saktha Business Contribution Fund—Grant Program)

Actual: \$206,976 + \$435,516\*\* = \$642,492\*

Note: This past fiscal year we were able to provide loans to 9 businesses; 4 of which were new business ventures.