Our Vision

Aboriginal Prosperity

Register on <u>www.nadf.org</u> to receive our newsletters and information on upcoming events.

Our Mission

To advance the well-being of Aboriginal people in Northern Ontario through business and economic development.

SUPPORTING ABORIGINAL SUCCESS



KEWADIN AHNUNG

EXECUTIVE DIRECTOR'S MESSAGE

With another season coming to an end, I am pleased to share with you our 2014 Autumn Edition of Kewadin Ahnung. Over the past few months there has been quite a bit of activity within our little organization. Our team has been travelling to the communities to deliver workshops and business support services to our clients, and meeting with new and existing clients. Our loans and contributions portfolios have been quite busy as well. We've hosted a number of events, include our 7th Annual Golf Tournament, Annual General Meeting, the 4th Annual Mining Ready Summit, and most recently the 24th Annual NADF Business Awards.

Planning Ahead

It became apparent during the development of NADF's 2014-15 Balanced Scorecard that a longer term vision was needed to guide NADF into the future. Armed with our new Vision "Aboriginal Prosperity" and our new Mission Statement "To Enhance the Well Being of Aboriginal People in Northern Ontario through Business and Economic Development" we began to develop a longer term vision and are in the process of finalizing a 5-year plan, once completed we will share the highlights with you.

Targeted Performance

After successfully achieving our 2013/14 loan target of \$2.2M, we set the bar a bit higher this year at \$3.3M. As of September 30, 2014, we have approved upwards of \$1.3M, with \$794,711 being disbursed to clients. Although we still have a way to go in achieving this year's target, we are confident that we will reach that \$3.3M mark.

Looking Back

Reflecting on the past year, I am proud of what we have accomplished here at NADF. We have grown together as a team, we have increased our presence in the communities, we have challenged ourselves to attain higher goals and targets, we have developed new partnerships to better serve our clients, and most importantly, we continue to be committed to providing quality business and economic development services to our clients. No doubt we will make mistakes but that is all a part of learning and growing. With that said, I am eager to see what 2015 has in store for us.

On behalf of the Board, management and staff of Nishnawbe Aski Development Fund, I would like to extend our warmest greetings for the upcoming Holiday Season and best wishes for a healthy and prosperous 2015!

Brian Davey Executive Director



Page 2

Making Sure First Nations Gain from Resource Development in Northern Ontario

Page 3

I Need a What? A Cash Flow Shooniah: Personal & Business Finances Don't Mix

Page 4

NADF 24th Annual Business Awards

Page 6

Nishnawbe Maajijikaywin: Youth Entrepreneurship Program

Page 7

Facebook Fall Photo Contest Total Loans Disbursement Target for Fiscal 2015 Upcoming Events

Page 8

Board of Directors, Members & Ex-Officio Contact Information



MAKING SURE FIRST NATIONS GAIN FROM RESOURCE DEVELOPMENT IN NORTHERN ONTARIO

Brian Davey Executive Director

Much has been said about the Ring of Fire, impact and benefit agreements, new mines coming online, new infrastructure and employment opportunities, and many First Nation communities are probably wondering how we will actually benefit, or more importantly, how do we make sure we benefit. The last thing we want is a repeat of years gone by where First Nations received little or no benefit in terms of the business and employment opportunities stemming from resource development.

The first thing the First Nation leadership must decide is do we accept the government's decision making process on mines and its related infrastructure, including whether the project is environmentally sound or has the approval to proceed. If the answer is no, we should not engage in any form of participation that could be interpreted as consultation. If we do accept the framework that includes the government Environmental Assessment process and the government's right to permit, subject to our meaningful consultation or consent, then we are also telling our people that we are ready to negotiate with the developer in good faith to develop the traditional lands on behalf of our people.

For some, this may mean we are parking the sovereignty issue and our understanding of the Treaty. This may not be acceptable for some Treaty people, while others will not be willing to risk the potential of losing opportunities that could lead to better and improved living conditions. After all, the intent of the Treaty is to take care of our well-being for the benefit of our people.

Whatever we decide as a people, one thing is certain; resource development is not going away. There will be tremendous pressure on the community if a project has a valid business case where government including First Nations stand to make millions or billions of dollars over the long term. The pressure may not be significant at this stage but in time it will become evident. The real reason Cliffs backed out of the Ring of Fire development has more to do with world market conditions than anything else; not because of government or First Nation issues. Cliffs, or some larger company, will be back when world markets turnaround and access to capital becomes available once again.

In the interim, aside from deciding on the larger jurisdictional or Treaty issues, First Nations can prepare in capacity building, creating an entrepreneurial culture, training and establishing businesses. Getting ahead of the game, or skating to the spot where we think the puck is going, should be our game plan. Like any professional hockey team, the plan must be well executed with all its players acting collectively. If we have too many individual stars that want to carry the puck all the way, chances are we will not succeed in our game plan. We must act as one.

There are many components to developing a winning strategy to benefitting from resource development but one crucial element is understanding the importance of interdependence in creating wealth with people and companies that have already created wealth. Second, make sure the agreements that First Nation's strike with resource developers can be leveraged to ensure First Nation businesses, that are majority owned, are awarded contracts subject to the quality of their service or product and price competitiveness. All things being equal the First Nation business should get the business. Thirdly, clearly visualizing the goal or what you expect to

witness once the plan is fully executed and believing we are capable of delivering. Having the vision before starting any major undertaking in our lives or as a community has always been important to our people. The elders and spiritual leaders play a key role in helping us in this regard. Seeing the end game is paramount.

Fourthly, making sure the people are kept informed and not left behind. Many Treaty people are willing to let their leaders lead, but they quickly become dismayed when they are not kept informed on business development in their communities or on their lands. The aspirations of all families are the same everywhere in the world and the usual four elements are to be healthy, happy, loving, and fulfilled. Resource development, if done right and respects the land, can be a contributing factor to our communities in achieving all four elements stated above.

And finally, once the operations begin on any resource development project there will always be bumps and bruises in the relationship. It's important to plan for these potential differences upfront to prevent any strains in the relationships. It's not possible to prevent them all, but let's try to reduce the possibilities and this is usually done through the main agreements.

And I will close with this, the vision is First Nation's prosperity and there are many different ways to achieve that end. In regard to the larger community, prosperity in the First Nations community means prosperity for Northern Ontario as a whole by virtue of the principle of interdependence. Ultimately our success in generating wealth will not only be felt locally but will reach throughout the province and across the country.

This article was written for the Fall 2014 Issue of Onotassiniik, Wawatay's Mining Quarterly.





I NEED A WHAT? A CASH FLOW

Sandra Williams
Business Support Officer (CF)

Are you ready to start your business and realize you need to borrow money? The reality is, most lenders are going to ask you for a cash flow, which is a good indicator of how prepared you are.

We, at NADF also require our clients to complete one to three years of estimated cash flow for new businesses. Anyone can prepare a cash flow. It is the other financial statements (income statements, balance sheets) that usually require professional help. The cash flow is a starting point to put your business into numbers that can be reviewed by you and your lenders. We can also help and guide you through this planning exercise.

What is cash flow? Cash flow is the physical flow of cash. Simply put; Money In (A) – Money Out (B) = Cash Flow balance at end of each month (C)

Money In (A) In the first month you would put down the actual cash on hand (loan, grant, cash, money your auntie gave you, the money you got when you sold your motorcycle) that you have available to start your business. You also need to estimate what you expect to bring in for revenue each month. This is where you really need to understand your market and competition.

Money Out (B) This is where you record all cash spending. For now, you estimate your monthly expenses, such as rent, insurance, payroll costs, etc. You may already know the actual amounts, which is even better.

The first year cash flow is most challenging to prepare: however, when you are done, the next two years are much easier to complete.

It is important to stay on budget so that you don't get yourself into any financial hardships and doom your business from the start. Cash flow is king. You need to have enough cash to cover your expenses, or a plan of how you will cover your expenses. Sometimes this can be done with a line of credit or knowing what

expenses you could reduce on. Lenders want to know you will have enough cash to repay your loan on a monthly basis.

Examining your cash flow will assist you in making business decisions such as purchases, hiring a new employee or anything that can affect your cash. At a glance, you will see how you can expect your cash flow to be each month if you stay on track.

The Cash Flow Projection shows the cash that you expect to be generated and spend over a chosen period of time in the future (usually a 1 year period). Even if you earn profit on your cashflow income statement, you may not have cash. Call me to find out how this can happen.

Expect the best, plan for the worst, and prepare to besurprised. ~ Denis Waitley

SAMPLE CASH FLOW (Partial year)

	Jan	Feb	Mar	Apr
CASH REVENUE				1
Revenue from Sales			A	33/
TOTAL CASH REVENUES (A)				
CASH DISBURSEMENTS	778	10 130		
Salaries and Wages, Benefits				
Supplies and Inventory				
Loan Payments (principal & Interest)				
Insurance				
Utilities				
Other – add whatever you pay for				
TOTAL CASH DISBURSEMENTS (B)				
CASH FLOW (A-B=C)				
OPENING CASH BALANCE				
ADD: TOTAL CASH REVENUES (A)				
DEDUCT: TOTAL CASH DISBURSEMENTS (B)				
CLOSING CASH BALANCE (C)				

SHOONIAH & YOU



PERSONAL AND BUSINESS FINANCES DON'T MIX

Liesa Wynn Finance Manager

As a business owner, don't make the mistake of mixing your business and personal finances. This sets up bad habits and can cause problems down the road. There are easy solutions for keeping your finances separate.

First, open a business bank account and apply for a business credit card that will be strictly used for business transactions. Start tracking your daily financial transactions. Keep all your invoices and payments to all vendors, including yourself. Keep copies of all payments received and deposited.

Pay yourself like you are an employee and write a cheque from your business

account to your personal account; this will make it easier for your personal finances and your business finances to stay separate. Set a budget for the business. Many new business owners find themselves putting money from their personal accounts into their business whenever there's a shortfall. If you have a budget based on your business, this can help you avoid using your personal funds.

Use the records to produce a snapshot of whether your business is producing a profit or running a deficit on a monthly basis. Not keeping financial records up to date can make it more difficult to recognize any errors.

Ensure that you keep the same type of records for personal expenses as you do for your business. This will assist and help things go smoothly when you file your personal and business tax return(s).

Whether you are starting a new business or you have an existing one, take the steps to avoid bad habits and any problems down the road. These small steps will be very helpful as you start and maintain a successful business.

24TH ANNUAL

NISHNAWBE ASKI DEVELOPMENT FUND BUSINESS AWARDS

Thursday, October 30th, 2014

Celebrating Aboriginal Business

Since 1991, the annual NADF Business Awards-Canada's longest running Aboriginal business awards program-has celebrated Aboriginal business in northern Ontario, for the 24th consecutive year, on Thursday, October 30th, 2014 we gathered to celebrate the achievements of eight award recipients with Master of Ceremonies, Stan Wesley (aka "Bunnock"), who did an outstanding job!

Many thanks to Mr. Ovide Mercredi, former Regional Chief and National Chief of the Assembly of First Nations, for providing the keynote address and for arranging to share the podium with co-keynote speaker, Mr. Samer F. Salameh, CEO, Azteca Telecom and TotalMovies. Both had much wisdom and knowledge to share with the 190 guests in attendance.

This year, in addition to the live broadcast on Wawatay Radio, we partnered with NetNewsLedger to stream the event live and were pleased to welcome an additional 122 guests joining the celebrations online.

To view the video, visit http://www.netnewsledger.com/2014/10/28/24th-annual-nadf-business-awards/

......PRESENTING THE 24TH ANNUAL NADF AWARD RECIPIENTS

Businessman of the Year



Award sponsored by



Jason Thompson, Superior Strategies and Brad Martin, President/CEO, Bearskin

Executive of the Year



Award presented by



Darlene Angeconeb, A/Executive Director Equay-Wuk (Women's Group) and Arlene Meekis-Jung, NADF Chair

Building Communities



Award sponsored by



Derek Chum, President of the Board of Directors, Moose Cree Group of Companies and Travis Boissoneau, Neegani Investment Mgmt Inc.

New Business of the Year



Award presented by





Stanley Bluecoat, Sunset Lodges Bed and Breakfast

Businesswoman of the Year



Award presented by



Josee Racicot, Kokom's Bannock Shack and Arlene Meekis-Jung, Board Chair

Youth Entrepreneur of the Year



Award sponsored by



Matthew Gladu, M2 Carpentry and Peter Hinz, Senior Policy Advisor, MNDM

For winner bios & event sponsors visit www.nadf.org.

Partnership of the Year



Award presented by



Joe and Linda Fiddler, Sandy Lake Motel

Corporation of the Year

Kitchenuhmaykoosib Inninuwug **Telecom Centre Inc.**

Accepted by Bruce Sakakeep, Kitchenuhmaykoosib Inninuwug Economic Development Manager Award presented by



Event Keynotes and Hosts

L-R: Ovide Mercredi, Brian Davey, Stan Wesley, Arlene Jung, and Samer Salameh



SAVE THE DATE

OCTOBER 29[™], 2015 Thunder Bay, ON | Valhalla Inn

Monday, February 2, 2015
All forms (Nominations, Sponsorships and Tickets Sales) will be available online (www.nadf.org/article/business-awards-138.asp)

Monday, August 3, 2015

Final day to submit your nominations online.

Visit www.nadf.org for Award Categories and Criteria.



Contact Brittany Millard at 1-800-465-6821 or bmillard@nadf.org.



Youth Entrepreneurship Program

The primary focus of Nishnawbe Aski Development Fund's (NADF) Nishnawbe Maajijikaywin is to prepare First Nations to take advantage of business and economic development opportunities related to mining activity in northern Ontario, and that also includes First Nation youth.

NADF has partnered with the North Claybelt Community Futures Development Corporation to deliver the Northern Ontario Entrepreneurship Initiative (NOEI) to First Nations youth in northern Ontario. Offering age-appropriate material, the NOEI programming is designed to encourage youth to explore and develop entrepreneurial skills and to consider entrepreneurship as a career choice. These programs are now available through NADF and if you are interested in these programs being delivered to your students or youth group, we would like to hear from you.



Create a Logo

Participants are encouraged to identify and name a business opportunity that they believe could work in their community, region or province, write a paragraph describing their business, design a logo, and briefly explain the meaning of their logo. *Age Group: Grades 3-6*

Kids Invent Toys ®

This fun program encourages youth to design and create new toys, market their toys, and have fun while learning about inventing and entrepreneurship. The program teaches entrepreneurial skills, promotes lifelong learning, and develops presentation and public speaking skills.

Age Group: 9-12 years

Generation E

COMING IN 2015! A fun, exploratory, hands-on workshop that encourages participants to explore their skills, aptitudes, and interests as they relate to entrepreneurship, to generate business ideas based on their interests and/or opportunities available in their communities; and develop an understanding of what it means to be an entrepreneur. Participants learn about resources available to assist them in realizing their dream of becoming an entrepreneur. *Age Group: 16-34 years*

Market Your Thoughts

This competition encourages students to creatively think about enterprising ventures and to pursue entrepreneurial thinking and action. Students come up with an enterprising business venture that they think would succeed in northern Ontario and they create a multi-media business plan to describe their business concept. *Age Group: Grades 7-8*

Enterprise Olympics

The goal of this program is to encourage and inspire youth to explore their entrepreneurial qualities and characteristics, and to encourage them to think about entrepreneurship as a career choice. Mentors and guest speakers will share their personal journeys to shed some light on the entrepreneurial path for the participants. Age Group: High School

For more information contact:

Wendy Mckay, Youth Project Coordinator at wmckay@nadf.org John Gagnon, Youth Project Assistant Intern at jgagnon@nadf.org or call 1-800-465-6821





DOES YOUR BUSINESS REQUIRE
WINTER ROAD FINANCING?

facebook

FALL PHOTO CONTEST WINNERS

www.facebook.com/Nishnawbe.Aski.Development.Fund

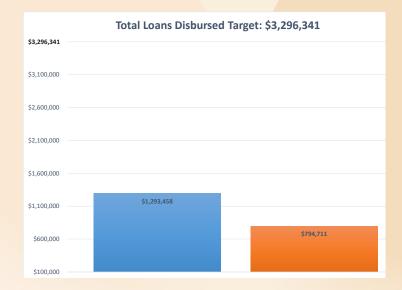


"Fall Tamarack Colors Reflection" submitted by Judy Currie of Thunder Bay. Judy won a \$50 pre-paid VISA card.

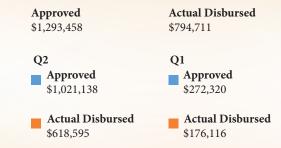


"Mouth of the Moose River 2014 James Bay" submitted by Jeff Issac of Moose Factory. Jeff won a \$50 pre-paid VISA card.

TOTAL LOANS DISBURSED TARGET FOR FISCAL 2015



Totals as of September 30, 2014



UPCOMING EVENTS

Nishnawbe Aski Development Fund is pleased to announce the following event dates for 2015.

Updates will be posted on our website at www.nadf.org as they become available.

January 26-30, 2

Matawa EDO/BIO Professional Development Networking

Location: TBA

August 13, 2015

8th Annual 'Fairways for the Future' Charity Golf Classic

Fort William Country Club Thunder Bay, ON

March 1-4, 2015

PDAC Visit NADF at Booth #6624N, Tradeshow North

Metro Toronto Convention Centre Toronto, ON

October 27-28, 2015

5th Annual Mining Ready Summit

Valhalla Inn Thunder Bay, ON

April 22-23, 2015 ~NEW~

Forestry Expo 2015

Valhalla Inn Thunder Bay, ON

May 28, 2015

Aboriginal Forum 2015

McIntyre Community Centre Timmins, ON

October 29, 2015

25th Annual NADF Business Awards

Valhalla Inn Thunder Bay, ON

Board of Directors

- Arlene Meekis, Chairperson Shibogama First Nations Council
- Shawn Batise, Vice Chairperson Wabun Tribal Council
- Aaron Kakepetum, Secretary & Treasurer, Keewaytinook-Okimakanak
- Adam Fiddler Independent First Nations
- Derek Fox Windigo First Nations Council

- Frank MacDiarmid At-Large
- Gary Beardy IFNA
- Jason Rasevych Matawa First Nations Council
- Albalina Metatawabin Mushkegowuk Tribal Council

Members

Russell Wesley Cat Lake First Nation Council

Lillian Suganaqueb Webequie First Nation Council

Travis Boissoneau At-Large

Ex-Officio

Giuseppe Buoncore FedNor

DGC Les Louttit Nishnawbe Aski Nation

Heather Garlow-Saul Indian & Northern Affairs Canada

CONTACT US

Head Office

100 Anemki Drive, Suite 107 Fort William First Nation, ON P7J 1J4

Tel: (807) 623-3941 Fax: (807) 623-3746

Thunder Bay Office

106 Centennial Square, 2nd Floor Thunder Bay, ON P7E 1H3

Ph: (807) 623-5397 Fax: (807) 622-8271 Toll Free: 1-800-465-6821

Timmins Office

273 Third Avenue, Suite 203 Timmins, ON P4N 1E2

Tel: (705) 268-3940 Fax: (705) 268-4034 Toll Free: 1-800-465-6821

WWW.NADF.ORG