

Our Vision

Aboriginal Prosperity

Register on www.nadf.org 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

NISHNAWBE ASKI
DEVELOPMENT FUND

KEWADIN AHNUNG
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NORTH STAR



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

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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 be surprised.
~ Denis Waitley

SAMPLE CASH FLOW (Partial year)

	Jan	Feb	Mar	Apr
CASH REVENUE				
Revenue from Sales				
TOTAL CASH REVENUES (A)				
CASH DISBURSEMENTS				
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)				

\$HOONIAH & 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



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



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

Executive of the Year



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

Building Communities



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



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

Partnership of the Year



Award presented by



Joe and Linda Fiddler, Sandy Lake Motel

Youth Entrepreneur of the Year



Award sponsored by



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

Corporation of the Year

Kitchenuhmaykoosib Inninuwig Telecom Centre Inc.

Award presented by



Accepted by Bruce Sakakeep, Kitchenuhmaykoosib Inninuwig Economic Development Manager

Event Keynotes and Hosts

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



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

SAVE THE DATE

25th ANNUAL

OCTOBER 29TH, 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.

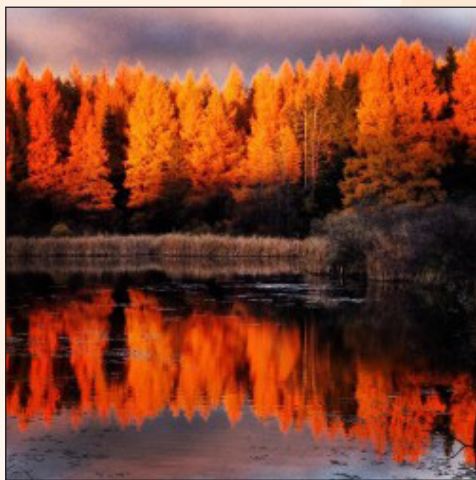


For more information
Contact **Brittany Millard**
at 1-800-465-6821 or bmillard@nadf.org.
For more details, please visit www.nadf.org.

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

Approved		Actual Disbursed	
Q2	\$1,021,138	Q1	\$272,320
Q2	\$618,595	Q1	\$176,116

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.

<u>January 26-30, 2015</u>	<u>March 1-4, 2015</u>	<u>April 22-23, 2015 ~NEW~</u>	<u>May 28, 2015</u>
Matawa EDO/BIO Professional Development Networking	PDAC Visit NADF at Booth #6624N, Tradeshaw North	Forestry Expo 2015	Aboriginal Forum 2015
Location: TBA	Metro Toronto Convention Centre Toronto, ON	Valhalla Inn Thunder Bay, ON	McIntyre Community Centre Timmins, ON
<u>August 13, 2015</u>	<u>October 27-28, 2015</u>	<u>October 29, 2015</u>	
8th Annual 'Fairways for the Future' Charity Golf Classic	5th Annual Mining Ready Summit	25th Annual NADF Business Awards	
Fort William Country Club Thunder Bay, ON	Valhalla Inn Thunder Bay, ON	Valhalla Inn Thunder Bay, ON	

Board of Directors

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- Shawn Batise, Vice Chairperson
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