

*Your Quarterly  
Aboriginal Business News  
Serving Southwestern  
Ontario*

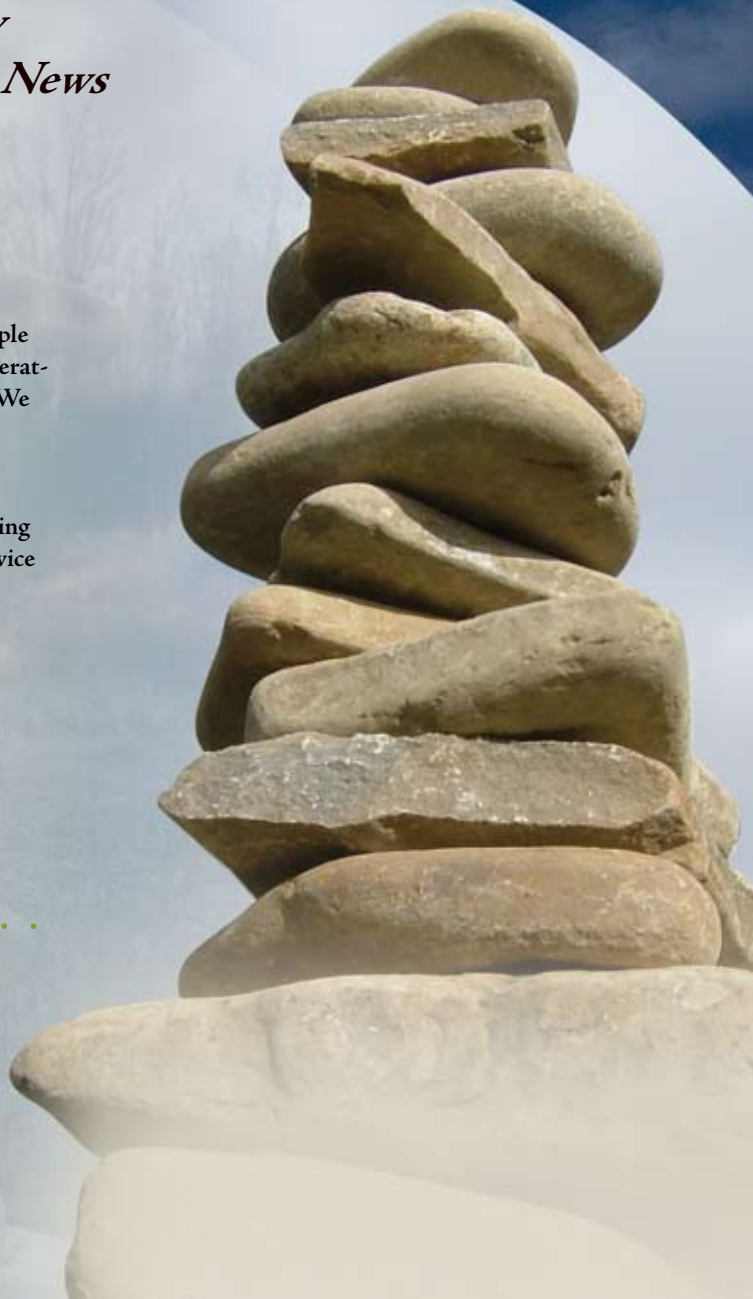
## BUSINESS SERVICES

We are committed to helping First Nations People in the Southwestern Ontario region who are operating or are planning to start their own business. We provide the following services:

- ✦ Accessibility business start up or expansion financing
- ✦ Ongoing client support services including business plan assistance, marketing advice and business counseling
- ✦ Community Economic Development project support

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# ABORIGINAL FINANCIAL INSTITUTION: DEFINED



Tecumseh Business Development Officer, Brad Brownlee delivers a presentation on Tecumseh's performance statistics at the 2007 Annual Meeting of Members.

The term "Aboriginal Financial Institution (AFI)", is used as a self-description among a group of nine (9) Aboriginal corporations providing business advisory services, training, and (sometimes) loans to businesses in Ontario.

In future, and in conjunction with our AFI partners, we will be much more active in promoting the issue of business development to federal, provincial, and our own Aboriginal leaders.

We understand that pressing social issues must remain high on the political agenda. Problems in Education, Health and with the Social Safety Net cannot be ignored. Howev-

er, the AFIs, as a group, believe that building Aboriginal economies will play a significant role addressing these issues in the longer term.

The catchwords have been with us for decades: Self-Determination; Economic non-Dependence; Social Responsibility. These are goals that may never be completely achieved. But, Tecumseh is committed to continue on this path, developing businesses, creating jobs and training future leaders.

# BUSINESS TIP #2

## IT'S ALL IN THE FOLLOW THROUGH



Every golf pro will tell you the most important part of a golf swing is the follow-through. It keeps the club face square to the target and improves your ability to control direction and distance.

The same holds true in business. Practicing a follow-through habit will improve your chances of success. In business, follow-through means:

- When the sign on the window says “Open 9 – 5”, do what the sign says.
- Don’t show up for a two o’clock customer appointment at two-thirty.
- Under promise and over deliver – if you promise delivery on Friday, make your target Thursday.
- If you talk about your “excellent

customer service”, make sure everyone in your business knows what it is and how it’s delivered.

- If you project a professional image, make sure the actions of you and your employees say the same.
- Never, ever commit to something you can’t do.

Golf and business have something in common – it’s the people who follow-through who excel.

# ANNUAL MEETING OF MEMBERS 2007



Bev Shipley, M.P. Lambton – Kent – Middlesex presents Warren Huff, President of Tecumseh Community Development Corporation with a cheque for operational funds for 2007-2008

Tecumseh Community Development Corporation was pleased to hold its Annual Meeting of Members on May 25, 2007. The meeting was hosted by Munsee-Delaware First Nation at Kii-Kee-Wan-Nii-Kaan (Southwest Regional Healing Lodge). The Annual Members Meeting is an opportunity for delegates from our 10 communities to come together to review the years past activities and performance statistics, as well as discuss our plans for the future of TCDC.

Tecumseh Community Development Corporation was pleased to announce that 2006 was a record year for loans, job impact and workshops. Some highlights include:

- In 2006 TCDC approved a total of 58 loans amounting to \$1,854,242
- With the development of new busi-

ness and existing business a total of 167 jobs were created.

- Our investment in loans of 1.8 million dollars leveraged a further \$1,630,318 in additional investments.
- In 2006 TCDC held 53 workshops with 777 participants attending those workshops

## OUTSTANDING ACHIEVEMENT IN BUSINESS ACKNOWLEDGEMENTS



President Warren Huff pictured with award winner Duffy Simon and brother Jason Simon of J. Simon Sales & Marketing

Duffy Simon was presented with an acknowledgement for Outstanding Achievement in Business. Mr. Simon owns and operates Planet Stitch, a custom embroidery shop located in Aamjiwnaang. Although it has only been in operation for a little over a year, Mr. Simon has demonstrated exceptional entrepreneurial spirit.

## ANNUAL MEETING OF MEMBERS 2007 CONT...

Doug Henry, owner and operator of NATSCO Mechanical was also chosen to receive acknowledgment for Outstanding Achievement in Business.



Doug Henry

### SMARTCRAFT HOMES

Tecumseh Community Development Corporation would like to congratulate Chris and Trevor Trainor of Smartcraft Homes on the completion and sale of their first home.

Smartcraft Homes is a custom home building business located in Grand Bend, Ontario, committed to building energy efficient and healthy homes. Chris and Trevor are members of Thessalon First Nation. Pictured below are snapshots of Smartcraft's first completed home. For more information, please visit their website [www.smartcrafthomes.com](http://www.smartcrafthomes.com) Or contact them at [info@smartcrafthomes.com](mailto:info@smartcrafthomes.com)



# FEATURE BUSINESS PROFILE: CAPE CROKER INDIAN PARK



Defined by the towering bluffs of the Niagara Escarpment and bordered by the shores of Georgian Bay, the Cape Croker Indian Park and Campground is nestled within the Cape Croker First Nation or Neyaashiinigaamiing. Open since 1967 the Cape Croker Indian Park boasts 210 hectares of beautiful wilderness virtually untouched except for the picturesque camp sites and regular campground amenities. The widely popular Bruce Trail which maintains regular traffic by avid hikers runs right through the Park increasing



the Park's reputation as a must see destination for outdoors persons and campers alike.

An Economic initiative of the Cape Croker First Nation, the park sees 35000 visitors annually and is also home to the Neyaashiinigaamiing Powwow held in August each summer. Not only does the park create economic opportunities for members of Cape Croker, the Park also employs community members. Typically 17 part-time, seasonal workers are hired each year to maintain the Campgrounds and its secondary business initiatives such as canoe rental, concession stands and log har-



vesting. One full-time employee, Nathan Keeshig, manages the entire Cape Croker Indian Park operations and has been working on developing the Park for the past six years.

Most recently, park manager Nathan Keeshig approached TCDC for help in regards to business planning and new developments

## CAPE CROKER INDIAN PARK CONT...

within the park. Plans for the Park include upgrades to the playground, increased electrical service and increase the number of ser-



vised campsites. Keeshig's vision is to expand the Park's products and services, increase the capacity to host seasonal campers and ultimately, gain an increase in market share.

"It's been a long time coming, and I'm very anxious to get with the program and get these new things in place." Says Keeshig as he speaks about the new developmental phases and changes the park has seen over the past



years. "Our regular campers are excited of new changes but also concerned about the possibility of new campers swarming the campground"

Indeed the Cape Croker Indian Park has come along way since it's beginnings in 1967 and the Cape Croker community is expected to benefit from the influx of park visitors. Keeshig says a main objective of the park's development plan was to "increase employment within the park and create spin-off opportunities in the Cape Croker community." The Cape Croker Indian Park and Campground is open from the 1<sup>st</sup> of May to Thanksgiving Day



and it's website is [www.capecrokerpark.com](http://www.capecrokerpark.com).

# EVERYDAY BUSINESS PRACTICES: THE SHOE BOX METHOD

You can discover a plain and simple way of keeping track of your revenue and expenses by simply keeping a shoe box close by to place all of your current receipts and invoices in. It is surprising at the end of each month how many entrepreneurs or business owners are able to build a financial report so easily with all papers being so handy in a shoe box!

## ANTICIPATING RISING COSTS

Anticipate future changes in supply prices and inventory costs. Be sure to advertise (in advance) to your customers of any changes that may occur so that they are prepared for any increase or decrease of your good/service sale price.

To have your event listed for free in the Tecumseh Newsletter, please submit your event information to: [raymond@tcdc.on.ca](mailto:raymond@tcdc.on.ca)



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1.888.433.1533 - [www.tcdc.on.ca](http://www.tcdc.on.ca)

## UPCOMING EVENTS

August 9th  
Cape Croker Career Fair  
Contact Cape Croker Economic Development  
for more information at 519-534-1957

August 20th-24th  
Three Fires Confederacy Gathering  
[www.threefiresconfederacy.org](http://www.threefiresconfederacy.org)

September 20th-21st  
LDCC Youth & Elders Gathering  
Contact Summer Bressette at 1.800.668.2609  
for more info

September 21st-22nd  
Gathering of the Good Minds  
London, Ontario

October 5th  
Tecumseh Development Corporation  
Annual Golf Tournament  
Contact 1.888.433.1533

## NEW BUSINESSES IN YOUR AREA

Rayleen Cantin Llb,  
Windsor, Ontario

Joey Little's Pizza and Subs,  
Forest, Ontario

First Nations Roofing,  
London, Ontario

Maitland Drive Convenience,  
Chippewas of the Thames First Nation