

Annual Report 2003-2004

First Nations
of Quebec
and Labrador
Economic
Development
Commission



Original Editor
First Nations of Quebec and Labrador Economic
Development Commission (FNQLEDC)

Translation
Traduction Aline Chéné

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Printing works
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For more information

FNQLEDC
250 Place Michel-Laveau, Suite 202
Wendake, Quebec G0A 4V0
Telephone: (418) 843-1488
Fax: (418) 843-6672

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Development Commission

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A word from the President

A new phase has been initiated by the officers and representatives of the community economic development, who are members of the First Nations of Quebec and Labrador Economic Development Commission (FNQLEDC).

Over the past year, collectively, we surmounted particular obstacles that allowed us to distinguish ourselves as a group that represents the interests of the community economic development. Our consolidation efforts enabled us to witness the beginning of new partnerships between various communities and to ensure that our needs are heard by the interveners of the different circles, whether at the local scale, in our respective regions or even at the national level with the assessment of the Community Economic Development Program (CEDP).

At last, the economy of the First Nations is taking off. Our foundations within our communities are getting stronger and stronger. The numerous success stories published in our quarterly news bulletin "Nikan – CEDO's Path", and in many other publications bear witness to that. The participation to training sessions, the securing of research services adapted to our needs, a direct support to our communities provided by our regional organization, the FNQLEDC, are all contributing factors to the improvement of services to our clientele, to our potential of partnership creations and to the nurturing of an entrepreneurial spirit among the members of Quebec and Labrador Aboriginal and Inuit Nations.



As President of the FNQLEDC and Director of the *Société de développement économique de Betsiamites*, I wish to extend my most sincere appreciation to the Department of Indian and Northern Affairs Canada for its continued faith in our potential of success. No doubt that the Department sees in the FNQLEDC, an organization that will enable us to improve the living conditions of our communities, which will evolve in the respect of our cultural and socio-economic values.

However, we must pursue the efforts undertaken so far and make sure to share our economic development experiences with our peers. We all aspire to a better future for the youth and families of our communities and it is my belief that exchanges will lead us to take a strategic position on the regional and national markets and eventually on the world-wide market. We must acknowledge that, with the arrival of the new information technologies, which significantly improve the speed of our exchanges, we can see that a new horizon of development is breaking through for our communities. We must take the necessary means to challenge it.

In closing, I would like to underline that I take great pride in having the opportunity to represent you all at the functions I attend. I wish to thank you, along with the Board of Directors and all the working team of the Executive office who expend continued efforts to improve the quality of services provided by our regional organization!

I know that our nations are strong, having survived the influences of the outside world. Nowadays, we continue to occupy an important place in the society and this is what I am trying to demonstrate to all our partners and collaborators. Therefore, I invite you to take that rightful place within our regional organization, for the respect of self-sufficient economic development faithful to our cultures!

Tshinashkumitnau!
Thank you all!

A handwritten signature in black ink, appearing to read "Normand Bacon". The signature is fluid and cursive, written in a professional style.

Normand Bacon
Président

A note from the General Director

The work accomplished over the past months finally bore fruit, since 2003-2004 brought along the recognition of the First Nations of Quebec and Labrador Economic Development Commission (FNQLEDC). Nevertheless, steadfast efforts are expended to seek basic funding that would ensure a better support for its members and allow the continuation and improvement of the various activities developed so far.

Among those activities, the implementation of the training plan of the community economic development officers and representatives allowed the FNQLEDC to keep a closer relationship and ongoing exchanges with its members. Also, within the framework of a pilot-project, our economic development advisor traveled to many communities in order to outline the picture of their economic situation and to make it so that the FNQLEDC would take a strategic stand among the community economic development officers and representatives. The elaboration of an action plan for the creation of the First Peoples Socio-economic Development and Entrepreneurship Steering Committee also contributed to the credibility of the FNQLEDC with the main fund providers and various partners.

In this connection, we notice particularly Canada Economic Development (CED) and Indian and Northern Affairs Canada (INAC), two precious collaborators and partners revolving in the regional economic development circle. On the other hand, thanks to the undeniable support of INAC who gives top priority to the FNQLEDC funding issue, the image and the recognition of our organization are now expanding among all Inuit and First Nations of Quebec and Labrador.



With the hiring of two new resource-persons essential to the operations and activities of the FNQLEDC, the delays caused by the cumbersome procedures of the start-up process are now behind us. We can now rely on a dynamic team that will enable us to move towards the implementation and the follow-up of projects that will have direct impacts on the improvement of the First Peoples socio-economic situation.

In spite of our progress, we must however, reaffirm this sense of belonging and send a clear message in the regional economic development circle: the FNQLEDC is, without any doubt, an organization that is vital to the economic development of the First Nations communities and has repeatedly received the Chiefs' support.

Therefore, it gives me great pride to present you with the 2003-2004 achievements outlined in this report. This is a report that displays the efforts expended by the key players as a whole, who are striving in the community economic development field and by the FNQLEDC team.

Jiawen!
Thank you all!

A handwritten signature in black ink that reads "Pierre Bastien". The signature is written in a cursive, slightly stylized font.

Pierre Bastien
General Director

2003-2004 Activity Report

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The activities of 2003-2004 relate more to the Strategic Plan of the First Nations of Quebec and Labrador Economic Development Commission (FNQLEDC) than last year; the reality displays a greater stability of the structure put in place by the team. This report outlines a significant amount of activities in the various sectors of services offered and developed by the FNQLEDC.

Strategic Plan, the FNQLEDC hired an economic development advisor and an accounting clerk. This person fulfilled an administrative task that was not forecasted in the Strategic Plan, but it was a great necessity considering the increasing number of projects handled at the FNQLEDC level.

1. Administrative Management

The administrative tools developed last year are still effective and the structure is practically completed, thus allowing the FNQLEDC to create new services and to assume its full independence. In order to meet the increasing needs in the field of inquiries and support stemming from the newly introduced services, three employees were hired, including one student who worked during the summer of 2003. In fact, as scheduled in the

2. Training Activities

The organization of a training framework adapted to the needs of the community economic development officers and representatives (CEDO) enabled the FNQLEDC to pinpoint the current needs of the CEDOs and promote a dynamic of interaction.

The FNQLEDC designed a training framework with the assistance of professionals from *École nationale d'administration publique* (ENAP), to provide the CEDOs with continued education units recognized by the *ministère de l'Éducation du Québec*. The theme of the first training session was "Strategic Monitoring and Environment Analysis", the second session dealt with "Managing Interfaces and Communication with the Environment" while the third one dealt with "Partnership: From Conception to Implementation" and finally the fourth session's theme was "Negotiation".

The Board of Directors also benefited, as a group, from a training project to learn all about effective problem solving process and decision-making. All training sessions were provided in English and in French as requested by the CEDOs, and in regions, such as Val d'Or. This is an experience that is bound to be repeated in other regional cities.

This dynamic put in place by the FNQLEDC also encourages the employees to update their skills. In this connection they had the opportunity to attend training sessions adapted to their needs, on data base management, on drafting of reports and minutes, in English, etc. This experience is an excellent opportunity for employees to enhance their performance and increase their ability in performing their tasks.

3. Information and communication

In an effort to keep the CEDOs informed on the various files of economic development, of financing or any other subject of interest, the FNQLEDC introduced a significant networking mechanism through electronic mail. Added to the fact that it allowed the FNQLEDC to get various information on different programs, the Commission became the hub of information by providing the communities that are connected to the Web, with a significant amount of information also targeted for its clientele.

A Website has been designed along with a forum which is now available in English and in French and is user-friendly to improve networking between the CEDOs of Quebec and Labrador. This Website allows this organization to display an international window. For example, for the period of March 10 to 31, 2004, the Website received a total of 4920 hits, including 81% coming from Canada, 4% from the United States and 11% from other parts of the world. A total of 780 pages of the Website have been visited during this specific period.

In spite of the progresses achieved in the field of Internet, some communities still do not have high speed connection and it takes a while to download documents. Sensitive to this problem, the FNQLEDC forwards its documents on program and service information by fax or by mail.

In fact, it is through mailing that, many FNQLEDC news bulletins are made available to CEDOs, to Band Councils, to Aboriginal organizations and to some fund providers, not counting the email distribution to many organizations. The content has been in constant evolution since 2002 and it reflects faithfully the image developed by the Board of Directors.

Also, in January 2004, the FNQLEDC undertook an approach to welcome advertising, thus providing some type of revenues for its publication and its Website. It is conceivable to explore other avenues to improve the print run and the expansion of the news bulletin, but also for various communication tools. Documents, such as a press review, a policy and a communication plan, are currently being developed at the FNQLEDC.

4. Public Relations and Representativeness

The main objectives of the FNQLEDC are to increase the notoriety of CEDOs and publicize the achievements of CEDOs and communities in the field of socio-economic development. Being in direct contact with its base, the FNQLEDC took an active part in various networking activities to deliver its message.

4.1 Hosting of Workshops:

- *May 2003, Annual Congress of Association des centres locaux de développement du Québec (ACLDQ);*
- *October 2003, Ka Shutshenimitshish: Training on Leadership of the First Nations of Quebec and Labrador Youth Council (FNQLYC);*
- *February 2004, Annual Symposium of Entrepreneurship Foundation: Entrepreneurship Emergency – A shared responsibility!*
- *March 2004, National Conference on Regional and Economic Development of La Fondation québécoise de développement économique régional (FQDER).*

4.2 Representations:

- First Nations of Quebec and Labrador Chiefs Assembly (AFNQL);
- *December 2003, National Gathering on Aboriginal Cultures and Tourism by Heritage Canada;*
- *February 2004, First Technological Gathering of the First Nations hosted by the First Nations Education Council (FNEC);*
- Cycle of regional workshops on Aboriginal Peoples Economic Future by *Recherches Amérindiennes du Québec.*

4.3 Representations at specific meetings:

- *September 2003, Presentation to the Native Affairs coordinators of Secrétariat aux affaires autochtones;*
- *November 2003, Presentation at the Federal Interdepartmental Table;*
- *November 2003, Presentation to the Minister of Industry Canada, Mr. Allan Rock;*
- *December 2003, Meeting with the Fédération des Travailleurs du Québec (QFL) re: Aboriginal awareness;*
- *February 2004, Work Table of the Commission de la Construction du Québec.*

5. Support to CEDOs

The research to offer some support finally started with the hiring of the economic development advisor. So far, various types of support have been provided to communities including the Innus, the Mi'gmaks, the Atikamekw and the Hurons. Just to name a few, the management of industrial parks, the establishment of gas stations and the advertising investments in Aboriginal and non-Aboriginal circles. Thanks to visits made since January 2004 by the advisor within the scope of a pilot-project, we can say that most probably there will be an upsurge of support sought by the CEDOs. In fact, during the meetings with the CEDOs, support was offered to the entrepreneurs of some communities.

In order to achieve this mandate, the FNQLEDC also developed a partnership with “Info enterprises”, a public service supported by Canada Economic Development. This partnership concerns specifically the section called “Aboriginal Business Service Network” (ABSN), dedicated to businesses, promoters and Aboriginal and Inuit communities. In order to maintain the service, the FNQLEDC did some inquiries on the field to identify the entrepreneurs and CEDOs habits of use. This partnership and this research were opportunities to meet with the CEDOs and the communities. Based on their participation, it will be possible to implement the services offered by the Website and the ABSN telephone services, in order to enhance the communities’ capabilities of taking-over.

6. Research and Development

The FNQLEDC must fulfill the mandates of research and development confided by the First Nations of Quebec and Labrador Chiefs Assembly (AFNQL), as provided for in the Strategic Plan. At the request of AFNQL’s Regional Chief, Mr. Ghislain Picard, the FNQLEDC did its utmost to set up the First Peoples Socio-Economic Development and Entrepreneurship Steering Committee. This activity of development tries to offset the lack of communication and concertation between various Aboriginal and Inuit organizations involved in economic development.

Two exploratory meetings were held with about twelve guests selected from different activity sectors, for example, the financial circle, the women, the youth, the community economic development, taxation, human resources, etc. During those meetings, the terms of reference and an action plan for the operation of the Committee were drafted. The action plan was transmitted to Mr. Ghislain Picard and to Canada Economic Development, main sponsor for the setting-up of this Committee.

Furthermore, the FNQLEDC achieved a first mandate of research for the Quebec and Labrador CEDOs. In this connection, the Commission participated in the consultation process of the community economic development program (CEDP) which is dedicated to the CEDOs and created by Indian and Northern Affairs Canada (INAC). Two advisory meetings were hosted by the FNQLEDC with the economic development officers and representatives, Kativik Regional Administration, Quebec Native Women and INAC.

Subsequent to these meetings, a Working Committee was put in place to develop a draft of the CEDP regional strategic planning. This draft was transmitted to the CEDOs and forwarded to INAC in Ottawa. It will serve as a basis to set up the national strategic planning for the implementation of this program intended for the new financing structure of CEDOs.

The Board of Directors of the FNQLEDC

Communities and economic development organizations of First Nations and Inuits of Quebec and Labrador can become members of the FNQLEDC and get a seat at the general assembly. The officers and representatives in community economic development (CEDO) gather in a general assembly to appoint a Board of Directors formed of one representative per nation: Abenaki, Innu, Algonquin, Huron-Wendat, Cree, Attikamek, Inuit, Malecite, Mi'gmaq, Mohawk and Naskapi.

The Board of Directors indicates the priorities to the FNQLEDC secretariat, and oversees the implementation. The Board is supported by an Executive Council, namely the president, the vice-president and the secretary-treasurer who makes sure that the mandates are followed.

FNQLEDC Board of Directors members

Name	Position	Nation
Normand Bacon	President	Innu
Alfred Loon	Vice-President	Cree
Major Kistabish	Secretary-Treasurer	Algonquin
Réjean Gros-Louis	Member	Huron-Wendat
Pierre Nicolas	Member	Malecite
Claire O'Bomsawin	Member	Abenaki
Christian Awashish	Member	Attikamek
Coco Calderhead	Member	Naskapi

The employees of FNQLEDC



Caroline Nepton-Hotte, Information Officer
Julie Picard, Executive Secretary
Pierre Bastien, Director General
Lorraine Rhéaume, Economic Development Adviser
Sylvie Sioui, Accounting clerk

Auditors' Report

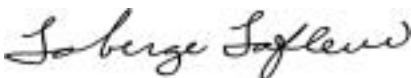
To the members of
First Nations of Quebec and Labrador
Economic Development Commission

We have audited the balance sheet of First Nations of Quebec and Labrador Economic Development Commission as at March 31, 2004 and the statements of operations and changes in net assets for the year then ended. These financial statements have been prepared to comply with the guidelines included in the year end Manual of the Department of Indian and Northern Affairs Canada. These financial statements are the responsibility of the Commission'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 Commission as at March 31, 2004 and the results of its operations and its cash flows for the year then ended in accordance with the accounting policies as described in note 2 to the financial statements.

These financial statements, which have not been, and were not intended to be, prepared in accordance with Canadian generally accepted accounting principles, are solely for the information and use of the directors and members of the Commission and by the Department of Indian and Northern Affairs Canada. The financial statements are not intended to be and should not be used by anyone other than the specified users or for any other purpose.



CHARTERED ACCOUNTANTS

Statement of operations For the year ended March 31, 2004

	2004 \$	2003 \$
REVENUES		
Indian and Northern Affairs Canada	233,173	266,495
Aboriginal Business Canada	-	24,730
Canada Economic Development	74,991	71,823
Secrétariat aux affaires autochtones	35,057	45,000
Secretariat of the Assembly of the First Nations of Quebec and Labrador	-	6,422
First Nations Human Resources Development Commission of Quebec	53,426	50,000
Local Commission of First Nation Huron-Wendat	7,355	-
Registration	5,100	5,145
Rent-kiosks	-	1,575
Sponsors	-	4,500
Interest	2,221	-
Others	9,828	-
	421,151	475,690
Deferred revenues - beginning of year	137,329	-
	558,480	475,690
Deferred revenues - end of year	118,831	137,329
	439,649	338,361
EXPENSES		
Operations financing	238,201	209,972
Symposium	-	65,034
Training	111,545	32,539
Steering committee	18,750	214
Information and promotional material	-	12,995
National Summit	-	5,000
Economic Development Advisor	24,509	45
Community economic development program	6,892	-
Training program - Board of directors	8,468	-
Info entrepreneur project	17,569	-
	425,934	325,799
EXCESS OF REVENUES OVER EXPENSES	13,715	12,562

Statement of changes in net assets
for the year ended March 31, 2004

	2004			2003
	Invested in capital assets	Unrestricted	Total	Total
	\$	\$	\$	\$
BALANCES - BEGINNING OF YEAR	22,778	12,562	35,340	-
Excess of revenues over expenses	-	13,715	13,715	12,562
Capital assets - Purchase	38,663	-	38,663	25,666
Amortization	(8,203)	-	(8,203)	(2,888)
BALANCES - END OF YEAR	53,238	26,277	79,515	35,340

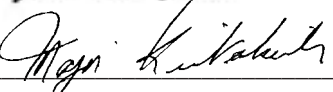
**Balance sheet
as at March 31, 2004**

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	2004 \$	2003 \$
ASSETS		
CURRENT ASSETS		
Term deposit, prime rate, maturing in July 2004	100,000	-
Grants receivable - Indian and Northern Affairs Canada	44,173	31,000
Others	91,325	45,110
Accounts receivable	1,519	-
Advances - Secretariat of the Assembly of the First Nations of Quebec and Labrador	-	98,849
	237,017	174,959
CAPITAL ASSETS (note 3)	53,238	22,778
	290,255	197,737
LIABILITIES		
CURRENT LIABILITIES		
Excess of cheques drawn over bank balance	22,796	-
Accounts payable and accrued liabilities	19,113	25,068
Deferred revenues (note 4)	118,831	137,329
	160,740	162,397
ADVANCE OF SECRETARIAT OF THE ASSEMBLY OF THE FIRST NATIONS OF QUEBEC AND LABRADOR, 2 %, without terms of repayment	50,000	-
	210,740	162,397
NET ASSETS		
INVESTED IN CAPITAL ASSETS	53,238	22,778
UNRESTRICTED	26,277	12,562
	79,515	35,340
	290,255	197,737

SIGNED ON BEHALF OF BOARD

 , director

 , director

Notes to financial statements for the year ended March 31, 2004

1. STATUTES AND NATURE OF ACTIVITIES

The Commission is constituted by the Assembly of First Nations of Quebec and Labrador and its mission is to promote, support and defend the interests of the economic development officers in flow of information, collaborative action and support for workers in economic development.

2. ACCOUNTING POLICIES

The financial statements have been prepared in accordance with the guidelines included in the year end Manual of the Department of Indian and Northern Affairs Canada. The basis of accounting used in these financial statements materially differs from Canadian generally accepted accounting principles because purchase and disposal of capital assets are recorded in the statement of operations as revenues and expenses and because capital assets amortization is recorded directly in the net assets invested in capital assets.

The accounting policies used are as follows :

Use of estimates -

The preparation of financial statements in accordance with Canadian generally accepted accounting principles requires that the management make estimates and assumptions which affect reported amounts in the financial statements and notes to financial statements. Actual results may differ from the estimates.

Revenue recognition -

The corporation follows the deferral method of accounting for revenue. Restricted contributions are recognized in the year which the related expenses are incurred. Unrestricted contributions are recognized as revenue when received or receivable.

Temporary investments -

Temporary investments are accounted for at cost.

Capital assets and amortization -

Capital assets are recorded at cost and amortization is calculated using the following methods and rates :

	Méthods	Rates
Leasehold improvements	Straight-line	20 %
Office equipment	Declining balance	10 %
Computer hardware	Declining balance	20 %

3. CAPITAL ASSETS

	2004			2003
	Cost	Accumulated amortization	Net value	Net value
	\$	\$	\$	\$
Leasehold improvements	6,505	651	5,854	-
Office equipment	40,127	6,258	33,869	20,204
Computer hardware	17,697	4,182	13,515	2,574
	64,329	11,091	53,238	22,778

4. DEFERRED REVENUES

	2004	2003
	\$	\$
Indian and Northern Affairs Canada - Community economic development program	5,108	-
Secrétariat aux affaires autochtones - Operations financing	3,220	40,000
Economic Development Advisor	32,959	-
Canada Economic Development - Training	-	47,374
First Nations Human Resources Development Commission of Quebec - Economic Development Advisor	77,544	49,955
	118,831	137,329

5. FINANCIAL INSTRUMENTS

The fair value of term deposit, grants receivable, accounts receivable, excess of cheques drawn over bank balance and accounts payable and accrued liabilities is approximately equal to their book value due to their short-term maturity date.

The fair value of advance of Secretariat of the Assembly of the First Nations of Quebec and Labrador has not been evaluated.

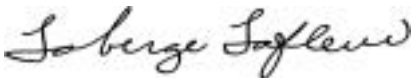
6. STATEMENT OF CASH FLOWS

The statement of cash flows has not been prepared because it would not provide any additional useful information in understanding the cash flows for the year.

Auditors' report on the additional information

To the directors of
First Nations of Quebec and Labrador
Economic Development Commission

The audited financial statements of First Nations of Quebec and Labrador Economic Development Commission and our report on these statements dated May 18, 2004 are presented separately. The additional information which follows is issued from the records that we have examined on a test basis which is part of the auditing procedures of the above mentioned financial statements and, in our opinion, this additional information is presented correctly under all its significant aspects compared to the financial statements taken as a whole. However, this additional information is not essential for the presentation of the financial position, the results of operations and the cash flows of First Nations of Quebec and Labrador Economic Development Commission.



CHARTERED ACCOUNTANTS

Summary statement of segment operations for the year ended March 31, 2004

	Revenues	Expenses	Excess
	\$	\$	\$
Operations financing - 2707	259,610	248,600	11,010
Training - 2672	111,545	111,545	-
Steering committee	18,750	18,750	-
Economic Development Advisor	24,509	24,509	-
Community economic development program - 2707	6,892	6,892	-
Training program - Board of directors - 2650	11,173	8,468	2,705
Info entrepreneur project - 2707	17,569	17,569	-
	450,048	436,333	13,715
Inter-segment revenues and expenses	10,399	10,399	-
	439,649	425,934	13,715

Statement of segment operations
Operations financing - 2707
for the year ended March 31, 2004

	2004 \$	2003 \$
REVENUES		
Indian and Northern Affairs Canada	200,000	211,495
Secrétariat aux affaires autochtones	-	40,000
Secretariat of the Assembly of the First Nations of Quebec and Labrador	-	6,422
Local Commission of First Nation Huron-Wendat	7,355	-
First Nations Human Resources Development Commission of Quebec	3,426	-
Inter-segment administration expenses - National Summit	-	1,664
Interest	2,221	-
Others	9,828	-
	222,830	259,581
Deferred revenues - beginning of year	40,000	-
	262,830	259,581
Deferred revenues - end of year	3,220	40,000
	259,610	219,581
EXPENSES		
Salaries and fringe benefits	127,304	117,843
Rent	5,000	5,000
Consultation and professional fees	5,900	-
Rental of meeting rooms and equipment	780	-
Travelling expenses	9,853	21,213
Translating expenses	13,450	9,747
Training	7,355	686
Telecommunications	6,233	3,647
Web site expenses	2,482	1,300
Advertising and promotional expenses	7,596	1,025
Entertainment expenses	907	660
Office supplies	3,723	3,930
Maintenance and repairs	1,650	217
Management fees	-	4,800
Audit fees	4,500	3,000
Inter-segment -		
Information and promotional material	-	1,202
Training	7,517	3,304
Steering committee	2,276	-
Info entrepreneur project	606	-
Purchase of capital assets	38,664	25,666
Contribution - Secretariat of the Assembly of the First Nations of Quebec and Labrador	-	11,495
Miscellaneous	2,804	1,407
	248,600	216,142
EXCESS OF REVENUES OVER EXPENSES	11,010	3,439

Statement of segment operations
Symposium - 2813
for the year ended March 31, 2004

	2004 \$	2003 \$
REVENUES		
Indian and Northern Affairs Canada	-	50,000
Aboriginal Business Canada	-	12,937
Registration	-	5,145
Rent-kiosks	-	4,500
Sponsors	-	1,575
	-	74,157
EXPENSES		
Salaries and fringe benefits	-	4,251
Meeting expenses	-	15,542
Consultation and professional fees	-	3,396
Travelling expenses	-	17,792
Translating expenses	-	15,546
Telecommunications	-	964
Advertising and promotional expenses	-	5,552
Office supplies	-	1,326
Miscellaneous	-	665
	-	65,034
EXCESS OF REVENUES OVER EXPENSES	-	9,123

Statement of segment
Operations training - 2672
for the year ended March 31, 2004

	2004 \$	2003 \$
REVENUES		
Indian and Northern Affairs Canada	-	5,000
Canada Economic Development Registration	51,554 5,100	71,609 -
Inter-segment - Operations financing	7,517	3,304
	64,171	79,913
Deferred revenues - beginning of year	47,374	-
	111,545	79,913
Deferred revenues - end of year	-	47,374
	111,545	32,539
EXPENSES		
Salaries and fringe benefits	17,333	2,348
Rent	-	1,000
Meeting expenses	6,596	1,234
Consultation and professional fees	20,922	8,200
Travelling expenses	55,197	12,292
Translating expenses	3,296	3,103
Training	935	914
Telecommunications	312	800
Advertising and promotional expenses	1,395	595
Office supplies	5,504	2,053
Others	55	-
	111,545	32,539
EXCESS OF REVENUES OVER EXPENSES	-	-

**Statement of segment operations
Steering committee
for the year ended March 31, 2004**

	2004 \$	2003 \$
REVENUES		
Canada Economic Development	16,474	214
Inter-segment - Operations financing	2,276	-
	18,750	214
EXPENSES		
Salaries and fringe benefits	7,349	-
Consultation and professional fees	1,200	-
Travelling expenses	4,611	214
Translating expenses	5,590	-
	18,750	214
EXCESS OF REVENUES OVER EXPENSES	-	-

**Statement of segment operations
Information and promotional material
for the year ended March 31, 2004**

	2004 \$	2003 \$
REVENUES		
Aboriginal Business Canada	-	11,793
Inter-segment - Operations financing	-	1,202
	-	12,995
EXPENSES		
Advertising and promotional expenses	-	12,995
EXCESS OF REVENUES OVER EXPENSES	-	-

**Statement of segment operations
National summit
for the year ended March 31, 2004**

	2004 \$	2003 \$
REVENUES		
Secrétariat aux affaires autochtones	-	5,000
EXPENSES		
Travelling expenses	-	3,336
Inter-segment administration expenses - Operations financing	-	1,664
	-	5,000
EXCESS OF REVENUES OVER EXPENSES	-	-

**Statement of segment operations
Economic development advisor
for the year ended March 31, 2004**

	2004 \$	2003 \$
REVENUES		
First Nations Human Resources Development Commission of Quebec	50,000	50,000
Secrétariat aux affaires autochtones	35,057	-
	85,057	50,000
Deferred revenues - beginning of year	49,955	-
	135,012	50,000
Deferred revenues - end of year	110,503	49,955
	24,509	45
EXPENSES		
Salaries and fringe benefits	18,658	-
Rent	1,000	-
Travelling expenses	3,875	-
Translating expenses	194	45
Telecommunications	782	-
	24,509	45
EXCESS OF REVENUES OVER EXPENSES	-	-

Statement of segment operations
Community Economic
Development Program - 2707
for the year ended March 31, 2004

	2004 \$	2003 \$
REVENUES		
Indian and Northern Affairs Canada	12,000	-
Deferred revenues - end of year	5,108	-
	6,892	-
EXPENSES		
Rental of meeting rooms and equipment	253	-
Consultation and professional fees	3,900	-
Travelling expenses	1,835	-
Translating expenses	502	-
Others	402	-
	6,892	-
EXCESS OF REVENUES OVER EXPENSES	-	-

Statement of segment operations
Training program - Board of directors - 2650
for the year ended March 31, 2004

	2004 \$	2003 \$
REVENUES		
Indian and Northern Affairs Canada	11,173	-
EXPENSES		
Consultation and professional fees	4,700	-
Travelling expenses	791	-
Translating expenses	2,904	-
Telecommunications	73	-
	8,468	-
EXCESS OF REVENUES OVER EXPENSES	2,705	-

Statement of segment operations
Info entrepreneur project - 2707
for the year ended March 31, 2004

	2004 \$	2003 \$
REVENUES		
Indian and Northern Affairs Canada	10,000	-
Canada Economic Development	6,963	-
Inter-segment - Operations financing	606	-
	17,569	-
EXPENSES		
Travelling expenses	6,862	-
Translating expenses	245	-
Training	10,000	-
Others	462	-
	17,569	-
EXCESS OF REVENUES OVER EXPENSES	-	-

