



TSAIN-KO
GROUP OF COMPANIES



A tsain-ko Group Publication - October(Part 1), 2024

The Nation Builder

A Message from the CEO

Welcome to another edition of the Nation Builder. We appreciate all of the feedback we have received on this publication, and we continue to welcome any ideas or suggestions to make it more valuable to you - our only audience. Please don't hesitate to share your thoughts. I want to use this moment, and this issue of the newsletter, to remind everyone of our Annual General Meeting, coming up on October 24 at the Nation Hall. It will be an excellent opportunity to see first hand how the tsain-ko group is growing, what our goals are for each of the companies, and what plans are in the works to grow our economic and income base for the Nation. You might be thinking, AGM's can be a little tedious, but I assure you this time we are truly aiming to make it fun and interactive. We'll have individual tables set up for each company, attended by staff members ready to answer any questions. We'll also be handing out a special AGM Passport, which is your ticket to winning special prizes, from valuable gift certificates to mugs, and a grand prize of a big screen TV. In order to win, you just have to visit at least 3 of our company tables and get your passport stamped. Simple enough. We'll try to keep the presentations short and snappy, and we look forward to answering any and all of your questions. Please read on for a brief overview of several of our operating companies, and we'll be back next week with an overview of the rest of our divisions. Thank you as always for your time and interest, and on behalf of our team, we look forward to seeing you on the 24th!

Many thanks,
Jason Jenkins
CEO

Ryan Stewart celebrates his 49th Anniversary at Swanson's Concrete.

They say if you love what you do, you'll never work a day in your life. Congratulations Ryan on your 49th anniversary at Swansons. You are an absolute rock! We can't imagine a better example of reliability and consistency.



From left to right, Ryan Stewart with his wife Jeanette and son Matt.

Upcoming Event Calendar & Special Dates 2024

OCT 9	Self-Government Day
OCT 14	Thanksgiving (No school)
OCT 24	Annual General Meeting 2024 Nation Hall - Time TBD  Please join us for this special presentation of all our companies.
OCT 25	SD46 Pro D Day (No school)





Know Your tsain-Co's, (Part 1. Part 2 coming soon!)

Here's a quick primer on two of the four sectors that comprise the tsain-ko operations. This month we will feature our natural resources and Industrial Sectors. In our next issue we will feature our Land Development and Health and Safety Sectors.

TSAIN-KO
DEVELOPEMENT CORPORATION

This is the management company for all of our operating divisions, acting as the central resource and operations center, and as a second level of management and planning. TKDC also allows us to achieve economies of scale in operations by centralizing services that support all of the other companies in the group. In addition, certain positions within TKDC provide entrepreneurial support and advisory services to Nation members looking to develop business and employment opportunities.

NATURAL RESOURCES SECTOR



Our Nation-owned forestry company is becoming one of the largest forest tenure holders in the swiya. Tenure refers to the specific area designated and approved for harvesting timber, and together with an annual allowable cut (AAC), determines the scale of our operation each year. There are multiple opportunities for Nation contractors within this company, from road building to harvesting, as well as the ability to generate significant profits for the Nation, depending on the economic balance between lumber prices (what we earn), operational and project costs, including stumpage (what we must pay) for our harvest. One of our key strategies is achieving self-sustainability, running projects 100% owned by tsain-ko without partners.



Tems Sayumku is a partnership between Tsain-Ko Run of River, BluEarth Renewables and Altaqua Renewables. Tems Sayumku owns the Narrows Hydro Inlet project. The sole purpose of Tsain-ko Run of River is to receive and manage the equity interest in the Narrows Inlet Hydro Project. The project lifecycle is approx. 50 yrs, which matches the existing term of the BC Hydro energy purchase agreement.



Our commercial fishing company is a purpose-driven organization with a mission to create training, employment and career opportunities for Nation members with an interest in commercial fishing. This year the company saw a Gross Revenue increase of an estimated 6% over 2023, with an additional \$8,000 worth of processing credits coming back to community.



Kwikwil was created by the Nation on behalf of Tsain-Ko to support the Lehigh Relationship Agreement, specifically to receive the negotiated aggregate royalties. In addition, Kwikwil also holds the gravel lands transferred per the Foundation Agreement with the Province.

INDUSTRIAL SECTOR



2024 was a challenging year for concrete, with demand slowing in the economy (particularly in construction and infrastructure works) due to dramatically increased interest rates, which forced domestic growth rates downward to only 0.5%. 2025 shows a potential turnaround, with a growth expected to rise 2.2%. While we worked to stabilize our operations, we took advantage of this slower period to initiate the implementation of environmental, health and safety programs that fully align with provincial regulations. In addition, we recruited a new General Manager with roughly 20 years of experience to help us move forward in our goal of being the number one concrete company on the Sunshine Coast.



Due to many external factors, our trucking company has experienced several challenging years, with a steady decline in equipment and employment hours. We are starting to see some positive trends however, and are working hard to engage with Heidelberg Materials and increase production and performance. 14 new employees have been hired since 2022, and 4 new hires so far in 2024, taking our team to 27 employees in total. In this same time period, seven nation members have transitioned to Heidelberg Materials, having proven their skills, commitment and abilities as Spatlem employees.

Our focus this year has been:
Expanding our scope of work from haul truck driving to include:
- Articulated truck operators
- General labour
- Health and safety
- Supervisory support

We have also conducted an extensive policy review and updating process to align with industry standards along with providing clear understanding of roles and responsibilities.

Next week... stay tuned for our features on our Land Development and Health and Safety sectors!

Local Government Summer Olympics

shishalh Nation brings the hammer (and spoon!)

And the gold medal goes to..... shishalh Nation!!
A fun day, and great tradition continues.

